



Dhruv Consultancy Services Limited

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DHRUV /OUTWARD/2024-25/5989

February 06, 2025

Corporate Relationship Department BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001 Fax No. 022-22723121/3027/2039/2061 Security Code: 541302, Security ID : DHRUV	Listing Department National Stock Exchange of India Limited Exchange Plaza, C-1 Block G, Bandra Kurla Complex, Bandra (E), Mumbai -400 051 Fax No. 022-26598120/38 Scrip Symbol: DHRUV
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Dear Sir/Ma'am,

Re: ISIN - INE506Z01015

Sub: Earnings Presentation for 03rd Quarter and Nine Month ended December 31, 2024.

Please find attached herewith the investor presentation of the financial results of the Company for the 03rd Quarter and Nine Month ended December 31, 2024.

The said presentation is being uploaded on the website of the Bank and can be accessed at <https://dhruvconsultancy.in/>.

This is for your records and information.

Thanking you.

Yours faithfully,
for **DHRUV CONSULTANCY SERVICES LIMITED**

Tanvi Auti
Managing Director
DIN : 07618878



**Dhruv Consultancy
Services Ltd.**



Earnings Presentation
Q3 & 9M FY25

BSE: 541302
NSE: DHRUV



Safe Harbor



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Presentation Content



EXPERTISE IN...

1. Financial Performance		
2. Key Highlights	HIGHWAY	BRIDGES
3. Growth Drivers		
4. Historical Financial Overview	TUNNELS	ARCHITECTURE
5. Profit & Loss Statement		
	PORTS	ENVIRONMENT



MD's Message



Mrs. Tanvi T Auti
Managing Director

"Our revenue for Q3 FY25 stood at ₹2,256 lakh, with EBITDA margins at 19.8% and PAT at ₹215 lakh, reflecting a 13.8% QoQ growth. For the 9M FY25 period, revenue increased 31.5% YoY to ₹7,549 lakh, highlighting our resilience and strong execution despite industry challenges. As of December 31, 2024, our order book stands at ₹557.80 crore, with key projects including MSIDC Authority Engineer services, the Bangladesh Feasibility Study, Uttar Pradesh Bridge Consultancy, Assam Resilient Rural Bridges, and NHA consultancy expansion. These milestones reinforce our market leadership and execution excellence.

Looking ahead, we remain committed to sustainable infrastructure, smart cities, and digital transformation while leveraging technology for efficiency, expanding globally, and strengthening strategic partnerships. With a robust order book and a clear vision, we are well-positioned for sustained growth. I extend my sincere gratitude to our employees, customers, and stakeholders for their continued trust and support."

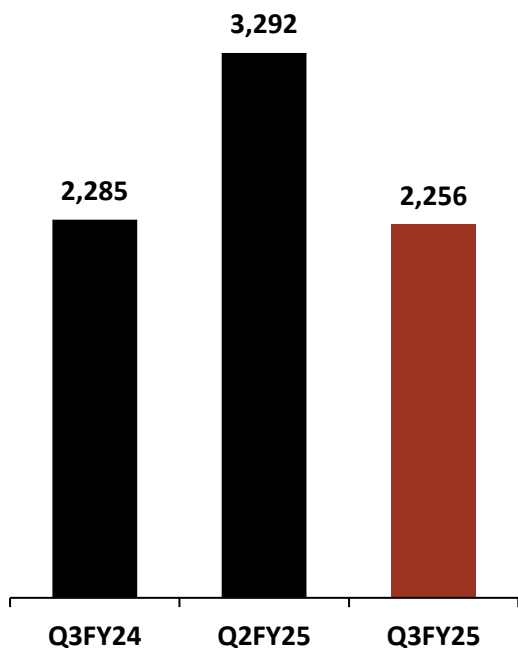


Q3 FY25 Financial Performance

₹ in lakh

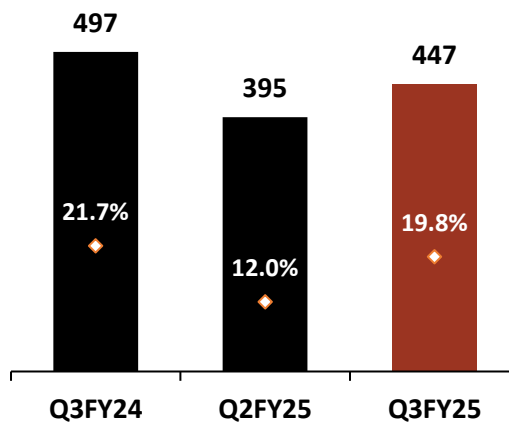
Revenue

QoQ: (31.5)%



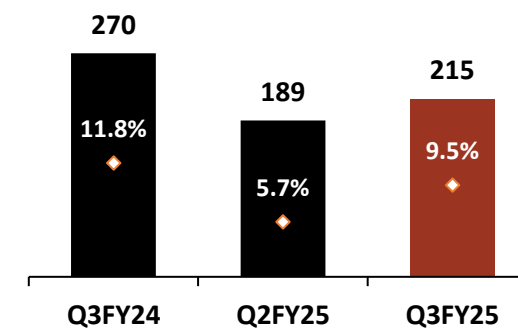
EBITDA & Margins

QoQ: 13.1%; +781 bps



PAT & Margins

QoQ: 13.8%; +379 bps



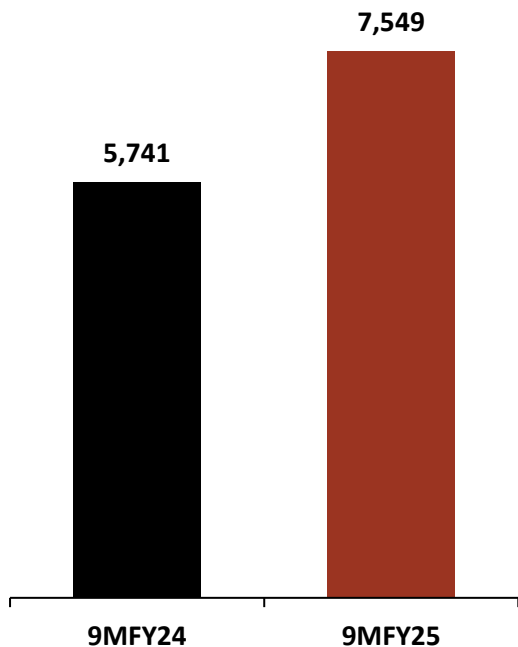


9M FY25 Financial Performance

₹ in lakh

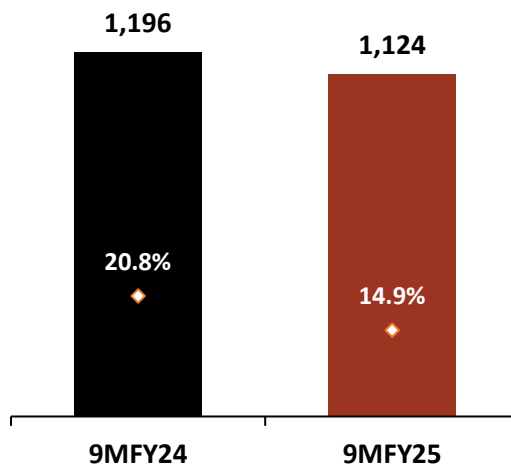
Revenue

YoY: 31.5%



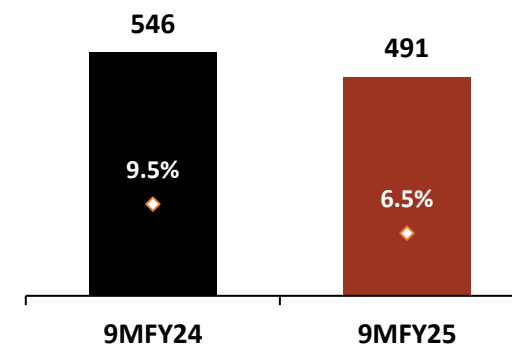
EBITDA & Margins

YoY: (6.1)%; (595) bps



PAT & Margins

YoY: (10.0)%; (300) bps





Key Highlights

- ◇ As of 31st December 2024, the company's total order book stands at ₹557.80 crore with ₹284.31 crore of unexecuted orders.
- ◇ Received the Letter of Acceptance (LOA) from the Maharashtra State Infrastructure Development Corporation Limited (MSIDC) for consultancy services as Authority Engineer for the Supervision of Hybrid Annuity Scheme-II in Maharashtra on an EPC basis, with a contract value of ₹23.46 Cr (inclusive of GST) and a contract period of 90 months.
- ◇ Shortlisted among 10 participants by the Superintending Engineer, Rangamati Road Circle, Government of Bangladesh to submit the Request for Proposal (RFP) for Comprehensive Feasibility Study and Detailed Design, with the joint venture led by SA (CEMOSA), Spain and Innovate Engineering & Development, Bangladesh as the local partner.
- ◇ Granted an extension until October 2025 by the General Manager, Uttar Pradesh State Bridge Corporation Limited for Design Consultancy Works, including the preparation of the Detailed Project Report (DPR) for major bridges/flyovers and design concepts for various components.
- ◇ Shortlisted by the Chief Engineer, Public Works Roads Department, Government of Assam, for providing Consultancy Services for the Construction Supervision of the Assam Resilient Rural Bridges Program (ARRPB) covering 35 districts, divided into four zones.



Key Highlights

- ◇ Received approval from the National Highways Authority of India (NHAI), General Manager (Technical) for a Variation Proposal to undertake additional consultancy services in Maharashtra, including the construction of ROBs, VUPs, service roads, street lighting, blackspot rectifications, and repair & maintenance of highways, with a contract value of ₹2.19 Cr (excluding GST) and a contract period of 18 months.
- ◇ Awarded consultancy contracts by the Chief Engineer, Regional Office, Ministry of Road Transport and Highways (MoRTH) for Feasibility Study and Detailed Project Report (DPR) for NH-766C & NH-369E in Karnataka, covering road widening and land plan preparation, with a total contract value of ₹1.29 Cr and ₹1.02 Cr (inclusive of GST) and a contract period of 6 months.
- ◇ Received the Notice to Proceed from the Director (Projects), Himachal Pradesh Road and Infrastructure Development Corporation Limited (HPRIDCL) for the Construction Supervision of the Balance Cantilever Bridge at Garkhal, providing seamless connectivity between Dharampur and Kasauli, with a contract value of ₹44 Lakh (excluding taxes) and a contract period of 24 months.



1

Diversification of Services:

▣ Current Services:

- **Design and Engineering:** Feasibility Studies, Detailed Designing, Traffic & Transportation Studies, Environmental Impact Assessment, Economic/Financial Analysis, Proof Checking
- **Project Management:** Construction Supervision, Contract Administration, Operation & Maintenance
- **Techno-Advisory:** Pre Bid Engineering, Asset Management, Safety Audits, Lenders Engineering.

▣ **Future Areas:** Sustainable infrastructure, digital transformation and technology integration, smart cities, transportation solutions, and regulatory and policy consulting.

▣ **Goal:** Enhance client satisfaction and competitive edge by expanding service offerings.

2

Technology Adoption:

▣ **Initiatives:** Embrace digital tools, data analytics, and smart technologies.

▣ **Aim:** Increase efficiency, accuracy, and sustainability of services by integrating advanced technology.



Growth Drivers

3

Geographic Expansion:

- ▣ **Focus Regions:** Sub-Saharan Africa, South East Asia, Gulf, Central & South Asia, in addition to India.
- ▣ **Current Progress:** Submitted 140+ Expressions of Interest (EOIs) and shortlisted in 22+ as of 30th June 2024, date, indicating strong market interest and potential.
- ▣ **Objective:** Establish a global presence and capitalize on growth opportunities in emerging markets.

4

Strategic Partnerships:

- ▣ **Target Partners:** Technology providers, leading consultancy firms, and government agencies, both domestically and internationally.
- ▣ **Strategy:** Forge alliances to access new markets, expand capabilities, and deliver comprehensive solutions.
- ▣ **Goal:** Unlock new growth avenues and enhance service delivery through strategic collaborations.

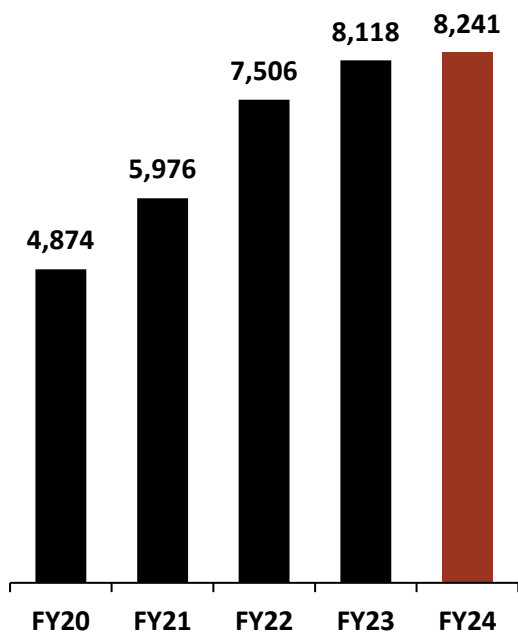


Historical Financial Overview

₹ in lakh

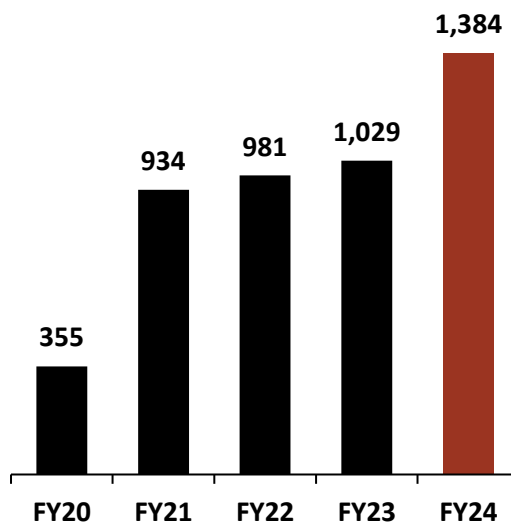
Revenue

CAGR: 14.0%



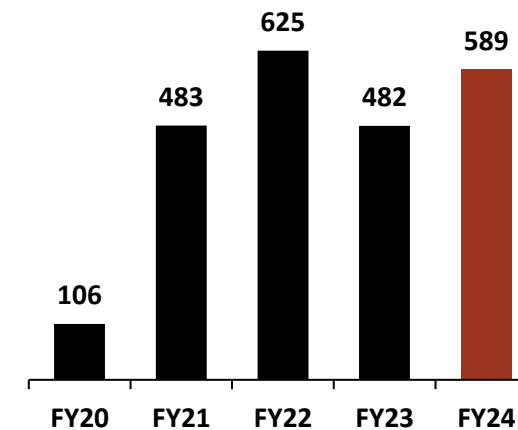
EBITDA

CAGR: 40.5%



PAT

CAGR: 53.5%





Historical Financial Overview

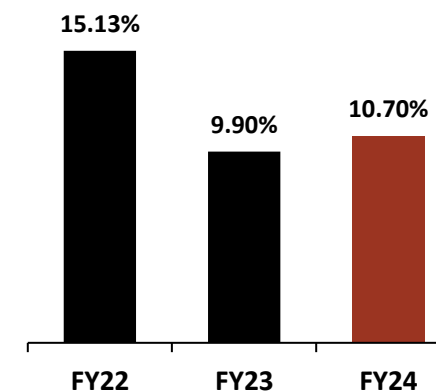
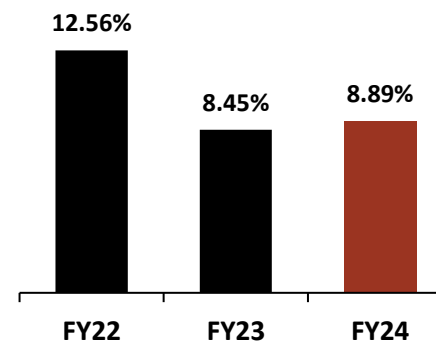
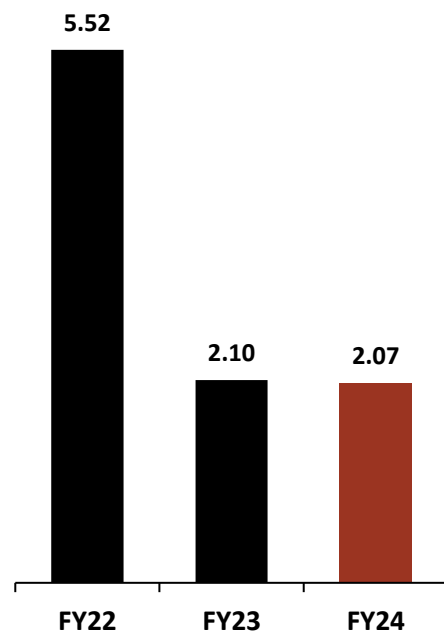
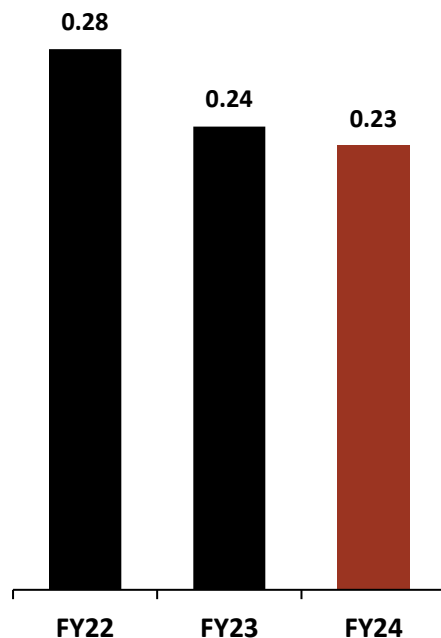


Debt to Equity Ratio
(x)

Debt Service Coverage Ratio
(x)

ROE
(%)

ROCE
(%)





Consolidated Profit & Loss Statement

Parameters (₹ in lakh)	Quarterly					Nine - Months			Yearly
	Q3 FY25	Q2 FY25	QoQ	Q3 FY24	YoY	9M FY25	9M FY24	YoY	FY24
Total Income	2,255.7	3,291.9	(31.5)%	2,285.1	(1.3)%	7,549.1	5,740.5	31.5%	8,241.2
Employee Cost	587.3	559.9		600.3		1,721.9	1,707.2		2,272.7
Other Expenses	1,221.5	2,337.0		1,188.1		4,703.5	2,837.0		4,493.3
EBIDTA	446.9	395	13.1%	496.7	(10.0)%	1,123.8	1,196.3	(6.1)%	1,475.2
EBIDTA Margins	19.8%	12.0%	781 bps	21.7%	(192) bps	14.9%	20.8%	(595) bps	17.9%
Depreciation	115.5	111.3		127.7		334.7	370.1		492.2
Finance Cost	67.1	62.0		81.3		193.1	226.4		297.8
PBT	264.3	221.8	19.2%	287.7	(8.2)%	596.0	599.8	(0.6)%	685.2
Tax	49.5	33.0		16.7		104.9	54.3		96.5
PAT	214.8	188.8	13.8%	270.1	(20.5)%	491.1	545.5	(10.0)%	588.7
PAT Margins	9.5%	5.7%	379 bps	11.8%	(230) bps	6.5%	9.5%	(300) bps	7.1%



**Dhruv Consultancy
Services Ltd.**

THANK YOU!

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