



DILIP BUILDCON LIMITED
INFRASTRUCTURE & BEYOND

Date: - May 29, 2020

To
BSE Limited
Listing Department
P.J Tower, Dalal Street
Mumbai – 400001

Stock Symbol -540047

To
National Stock Exchange of India Ltd.
Exchange Plaza, C-1, Block G
BandraKurla Complex,
Bandra (E), Mumbai – 400051

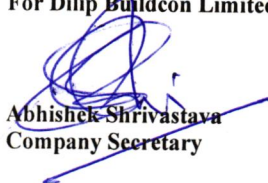
Stock Symbol –DBL

Sub: -Investor Presentation

Pursuant to regulation 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended from time to time, please find enclosed herewith a copy of the Investor Presentation for the Quarter and financial year ended on March 31, 2020 which will be uploaded to our website <http://www.dilipbuildcon.com>

We request you to take the said investor presentation on your record.

For Dilip Buildcon Limited


Abhishek Shrivastava
Company Secretary



CIN No. L45201MP2006PLC018689

ISO 9001:2008

Regd. Office :

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DILIP BUILDCON LIMITED
INFRASTRUCTURE & BEYOND



Q4FY2020

EARNINGS PRESENTATION





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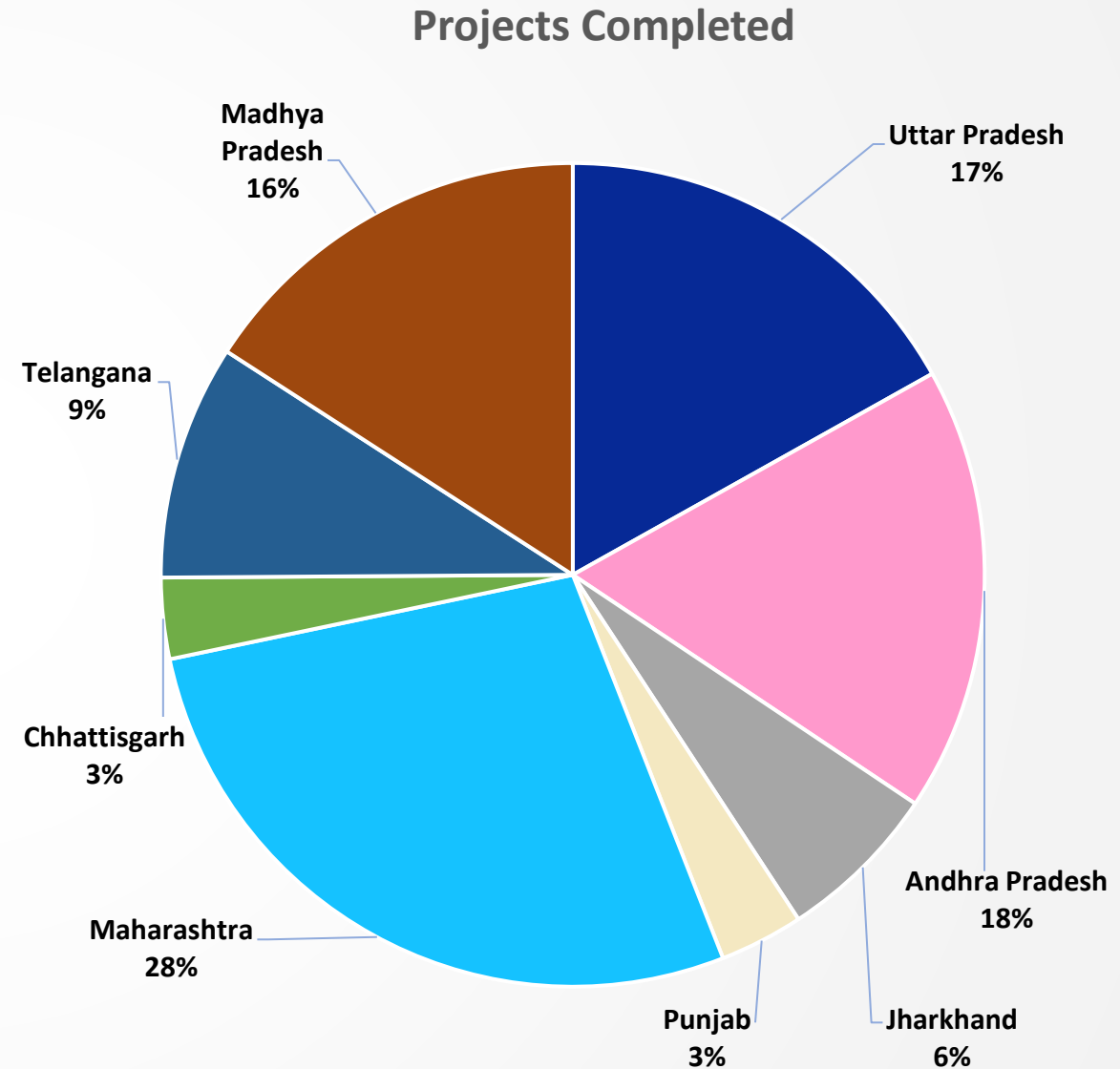


Standalone Financial Highlights



14 Projects Completed in FY20 worth ₹ 1,05,445 Mn – Committed to deliver

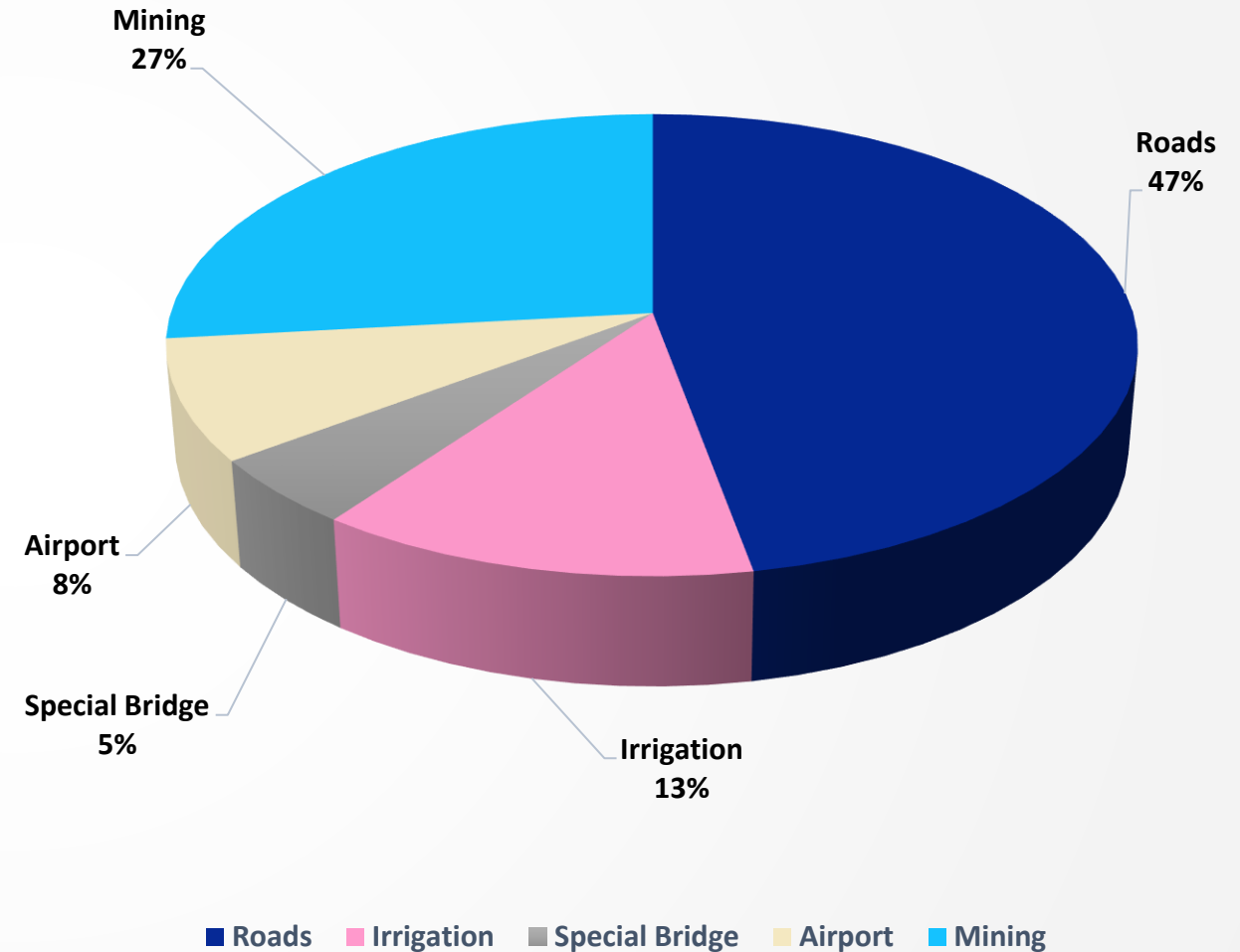
- 14 projects completed in a financial year worth Rs. 1,05,445 Mn
- Projects completed across 8 states in road and mining sectors
 - Road projects completed worth Rs. 78,973 Mn
 - Mining projects completed worth Rs. 26,472 Mn
- 6 road projects worth Rs. 51,992 Mn completed before scheduled time i.e. 66% of completed road projects value and earned bonus of Rs. 1,282 Mn
- 6 road projects completed on scheduled time



New Orders worth ₹ 67,250 Mn in FY20

- New orders worth Rs. 67,250 Mn won in FY 20
- Projects won across 5 sectors viz. road, mining, airport, special bridge and irrigation, shows diversified business approach
- Projects won in 6 states proves geographical spread

Sector Wise New Orders



Commitment to Achievement – Shrem Deal



14 Completed Projects

11 SPVs Stake Transfer concluded

2 SPVs Stake Trf. in Process, NOCs Received

1 SPV NOC in Process



4 Nearing Completion Projects

COD Achieved in all 4 before scheduled time

1 SPV 49% Stake trf done as per CA

3 SPVs NOC in Process



6 Under-construction HAM Projects

COD Achieved in all 6 before Schedule time

3 SPVs 49% Stake Trf done as per CA

3 SPVs 49% Stake Trf in Process, NOCs Received

Delivered as Committed

Projects Sold to Shrem Group

Particulars	Early Completion Days	Bonus (₹ mn)
14 Completed Projects	Already Completed at the time of deal	-
4 Nearing Completion Projects		-
• Jalpa Devi Tollways Limited	260 Days	658*
• DBL Mundargi Harapanahalli Tollways Limited	235 Days	177
• DBL Hassan Periyapatna Tollways Limited	216 Days	263
• DBL Hirekerur Ranibennur Tollways Limited	216 Days	196
6 Under-construction HAM Projects		-
• DBL Lucknow Sultanpur Highways Limited	188 Days	379
• DBL Kalmath Zarap Highways Limited	234 Days	-
• DBL Tuljapur Ausa Highways Limited	184 Days	168
• DBL Yavatmal Wardha Highways Private Limited	367 Days	383
• DBL Mahagaon Yavatmal Highways Private Limited	95 Days	110
• DBL Wardha Butibori Highways Private Limited	190 Days	202

*Additional Toll collection FY-18 19 due to early completion- Benefiting Valuation



Monetisation of Road Assets – Shrem

(₹ mn)

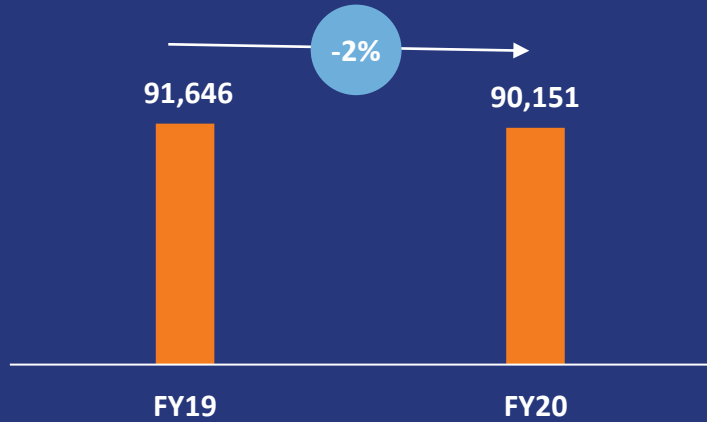
S. No.	Particulars	Total	FY 18-19 Actual	FY 19-20 Actual	Q1 20-21 Projected	Savings
A	Amount receivable by DBL					
(i)	Consideration against 18 (14+4) completed assets	8,140	7,000	735	405	-
(ii)	DBL's upfront equity investment in 6 under construction HAM projects (26% of Rs. 7,880 Mn)	2,050*	-	1,297	753	
	Total (A)	10,190	7,000	2,032	1,158	-
B	74% equity investment in 6 under construction HAM projects					
(i)	To be invested as per project progress (74% of Rs. 7,880 Mn)	5,830	4,010	676	86	1,058**
	Total (B)	5,830	4,010	676	86	1,058
	Grand Total (A+B)	16,020	11,010	2,708	1,244	1,058
	Cumulative		11,010	13,718	14,962	16,020

* Upfront 26% Equity is repayable by Shrem to DBL on COD and transfer of 49% stake of respective project

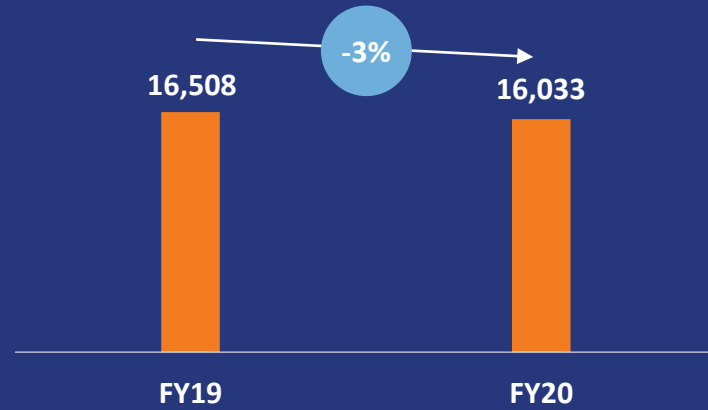
** Actual amount may be lower in view of early completion of projects resulting savings in project cost

Results Summary – FY20 (Standalone)

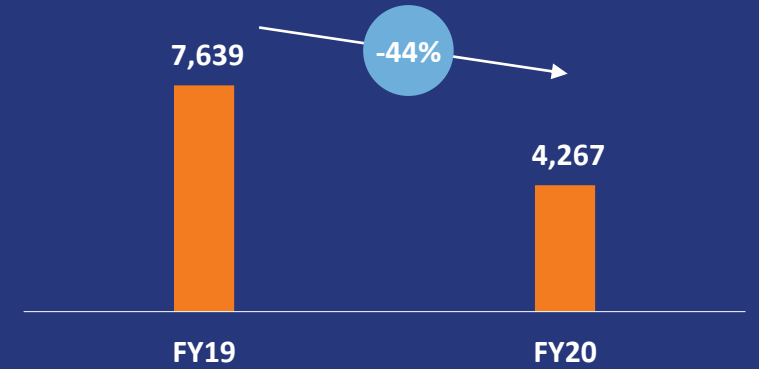
Revenue (₹ mn)



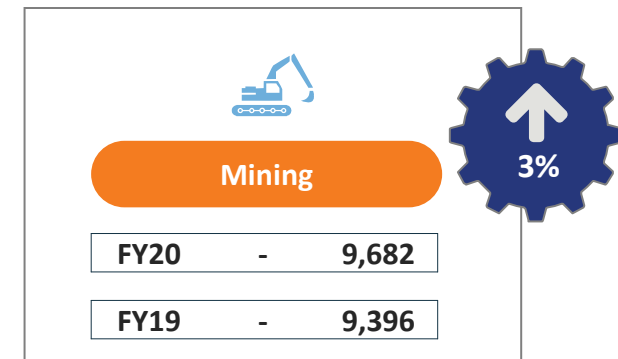
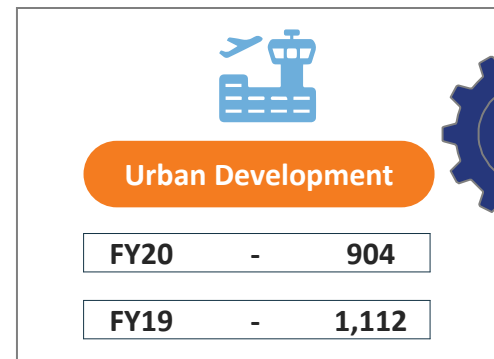
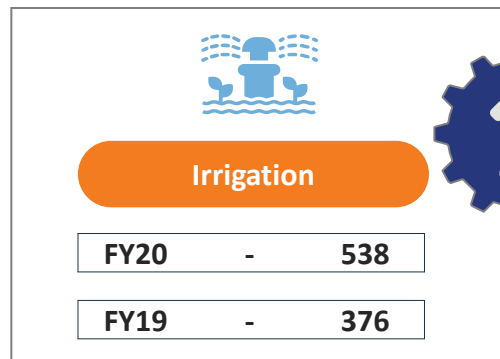
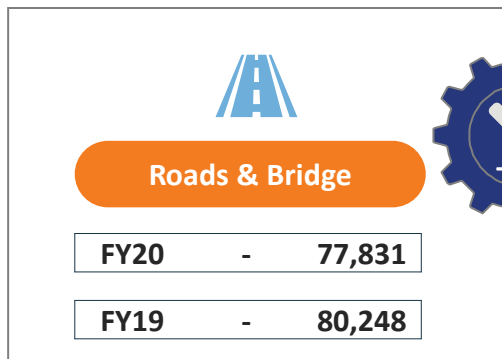
EBITDA (₹ mn)



Profit after Tax (₹ mn)

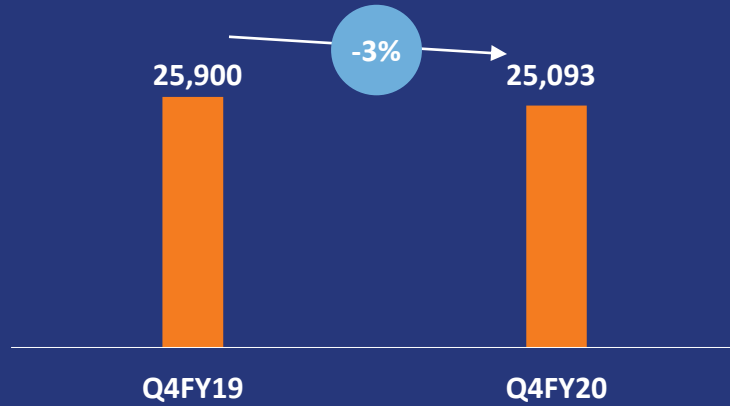


Contract Revenue Breakup

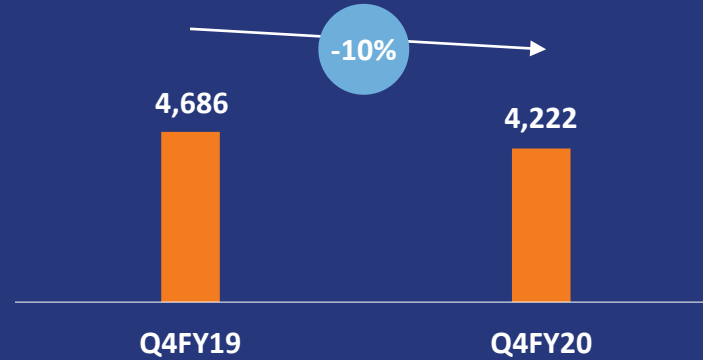


Results Summary – Q4FY20 (Standalone)

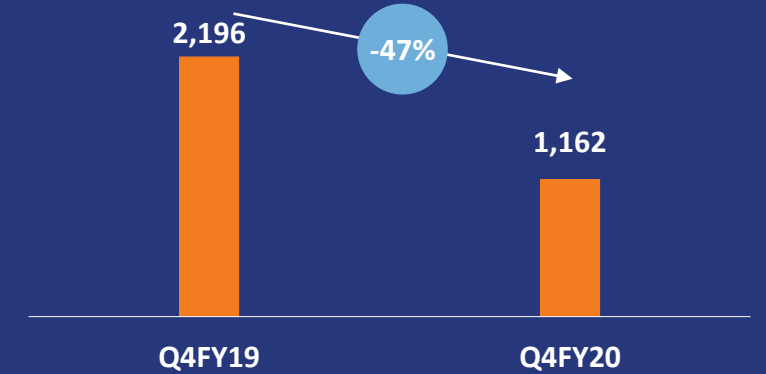
Revenue (₹ mn)



EBITDA (₹ mn)



Profit after Tax (₹ mn)



Contract Revenue Breakup



Roads & Bridge



Q4FY20	-	22,045
Q4FY19	-	22,200



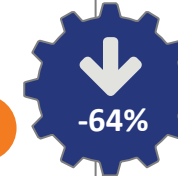
Irrigation



Q4FY20	-	212
Q4FY19	-	-



Urban Development



Q4FY20	-	242
Q4FY19	-	680



Mining



Q4FY20	-	2,135
Q4FY19	-	2,700

Result Update – Standalone

(₹ mn)

Particulars	Q4FY20	Q3FY20	Q4FY19	Y-o-Y (%)	FY20	FY19	Y-o-Y (%)
Revenue	25,093	23,891	25,900	-3.12%	90,151	91,646	-1.63%
Operating expenses	20,870	19,610	21,214	-1.62%	74,118	75,138	-1.36%
EBITDA	4,222	4,281	4,686	-9.89%	16,033	16,508	-2.87%
EBITDA Margin (%)	16.83%	17.92%	18.09%		17.78%	18.01%	
Other income	96	80	113	-14.97%	313	243	28.56%
Depreciation	1,059	1,079	870	21.69%	4,241	3,202	32.46%
Interest	1,475	1,530	1,428	3.25%	6,127	5,299	15.63%
PB exceptional items and Tax	1,689	1,672	2,388	-29.26%	5,665	8,007	-29.25%
Exceptional items	50	40	43		89	43	
PBT	1,739	1,712	2,430	-28.46%	5,754	8,050	-28.51%
Tax Expense	588	442	231		1,505	400	
Other comprehensive income	10	3	(3)		17	(11)	
PAT	1,162	1,272	2,196	-47.12%	4,267	7,639	-44.14%
PATM (%)	4.63%	5.33%	8.48%		4.73%	8.33%	
EPS (INR)	8.42	9.28	16.08	-47.12%	31.07	55.93	-44.14%

Standalone Profit & Loss – FY20

(₹ mn)

Particulars	Standalone		Highlights
	FY20	FY19	
Revenue from Operations	89,838	91,403	○ Revenue decreased by 2% on Y-o-Y basis
Other income	313	243	
Total Income	90,151	91,646	○ PAT decreased by 44% on Y-o-Y basis on account of increase in depreciation, finance cost and tax expense
Expenses			
Cost of materials consumed	68,956	71,659	
Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	1,175	(319)	
Employee benefits expense	1,958	1,774	
Finance costs	6,127	5,299	
Depreciation and amortization expense	4,241	3,202	
Other expenses	2,029	2,025	
Total expenses	84,486	83,639	
Profit/(loss)before exceptional items and tax	5,665	8,007	
Exceptional items	89	43	
Profit Before Tax	5,754	8,050	
Tax expenses	1,505	400	
Other Comprehensive income	17	(11)	
Net Profit (net of other comprehensive income)	4,267	7,639	

Standalone Profit & Loss – Q4FY20

(₹ mn)

Particulars	Standalone		Highlights
	Q4FY20	Q4FY19	
Revenue from Operations	24,997	25,787	○ Revenue decreased by 3% on Y-o-Y basis
Other income	96	113	
Total Income	25,093	25,900	○ PAT decreased by 47% Y-o-Y basis on account of increase in depreciation, finance cost and tax expense
Expenses			
Cost of materials consumed	20,291	20,373	
Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	(262)	2	
Employee benefits expense	499	528	
Finance costs	1,475	1,428	
Depreciation and amortization expense	1,059	870	
Other expenses	341	311	
Total expenses	23,404	23,513	
Profit/(loss)before exceptional items and tax	1,689	2,388	
Exceptional items	50	43	
Profit Before Tax	1,739	2,430	
Tax expenses	588	231	
Other Comprehensive income	10	(3)	
Net Profit (net of other comprehensive income)	1,162	2,196	

Standalone Balance Sheet

 (₹ mn)

Particulars	31.03.2020	31.12.2019	31.03.2019
ASSETS			
Non-current assets			
(a) Property, plant and equipment	20,010	20,107	20,482
(b) Capital work in progress	43	1	-
(c) Other Intangible Assets	265	283	341
(d) Financial assets			
(i) Investments	11,444	9,670	5,238
(ii) Other	3,500	2,971	2,917
(e) Deferred tax assets (net)	196	171	
(f) Other non-current asset	5,612	6,022	7,575
Total Non-current assets	41,071	39,227	36,551
Current assets			
(a) Inventories	26,309	25,934	25,038
(b) Financial assets			
(i) Trade receivables	12,397	15,719	14,093
(ii) Cash and cash equivalent	3,219	3,410	1,888
(iii) Loans	5,880	5,599	7,778
(iv) Others financial assets	5,451	4,926	4,467
(c) Current tax asset (net)	1,429	1,346	173
(d) Other current assets	14,465	14,649	16,322
Total Current Assets	69,149	71,583	69,758
Non-current assets held for sale	1,551	1,168	2,758
TOTAL ASSETS	1,11,772	1,11,979	1,09,066

Standalone Balance Sheet

(₹ mn)

Particulars	31.03.2020	31.12.2019	31.03.2019
EQUITY AND LIABILITIES			
Equity			
(a) Equity share capital	1,368	1,368	1,368
(b) Other equity	34,692	33,531	30,677
Total Equity	36,060	34,898	32,044
Liabilities			
Non-current liabilities			
(a) Financial liabilities			
(i) Borrowings	7,727	8,535	11,460
(b) Provisions	957	936	849
(c) Deferred tax liabilities	-	-	171
(d) Other non-current liabilities	9,697	10,196	8,802
Total Non current liabilities	18,381	19,667	21,282
Current liabilities			
(a) Financial liabilities			
(i) Borrowings	19,622	20,278	20,552
(ii) Trade payable	16,389	15,837	17,547
(iii) Other financial liabilities	7,281	7,160	5,368
(b) Other current liabilities	12,331	12,827	9,394
(c) Provisions	157	145	122
Total Current liabilities	55,780	56,245	52,983
Liabilities in respect of non current assets classified as held for sale	1,551	1,168	2,758
Total Liabilities	75,712	77,080	77,022
TOTAL EQUITY AND LIABILITIES	1,11,772	1,11,979	1,09,066

Standalone Cash flow– FY20

(₹ mn)

Particulars	FY20	FY19
CASH FLOW FROM OPERATING ACTIVITIES		
Net profit before tax as per Statement of Profit and Loss	5,754	8,050
Adjustments for:		
Depreciation	4,241	3,202
Interest Income	(309)	(237)
Finance income due to unwinding of security deposit	(4)	(4)
(Profit)/Loss on sale of fixed assets	11	(1)
Interest expense	6,127	5,299
Provision for Doubtful Debts	350	1,100
Remeasurements gains /(losses) on post-employment benefits	27	(8)
Exceptional items - (Profit)/Loss on Sale of Subsidiary companies	(89)	(43)
Operating Profit Before Working Capital Changes	16,108	17,357
Working Capital Changes		
(Increase)/Decrease in Current and Non- Current Assets	3,084	(17,169)
Increase/(Decrease) in Current and Non Current Liabilities	1,144	8,689
Increase/(Decrease) in Provisions	143	239
Cash generated from operations	20,479	9,115
Income tax paid	(1,950)	(1,604)
NET CASH GENERATED FROM OPERATING ACTIVITIES (TOTAL A)	18,529	7,512

Standalone Cash flow– FY20

(₹ mn)

Particulars	FY20	FY19
CASH FLOW FROM INVESTMENT ACTIVITIES		
Purchase of Fixed Assets	(3,086)	(5,711)
Sale of Fixed Assets	22	7
Expenditure on Capital work in progress	(43)	-
Purchase of Investments	(7,004)	(2,908)
Sale of Investments	2,093	246
Interest Received	309	237
NET CASH USED IN INVESTING ACTIVITIES (TOTAL B)	(7,709)	(8,128)
CASH FLOW FROM FINANCING ACTIVITIES		
(Repayment) / Proceeds of / from Long Term Borrowings (net)	(3,732)	1,033
(Repayment) / Proceeds of / from Short Term Borrowings (net)	(930)	3,273
Repayment) / Proceeds of / from Current Maturities of Long Term Borrowings (net)	1,462	2,045
Interest paid	(6,127)	(5,299)
Finance income due to unwinding of security deposit	4	4
Dividend Paid	(165)	(165)
NET CASH USED IN FINANCING ACTIVITIES (TOTAL C)	(9,489)	892
Net Increase/(Decrease) of Cash & Cash Equivalents (A+B+C)	1,331	275

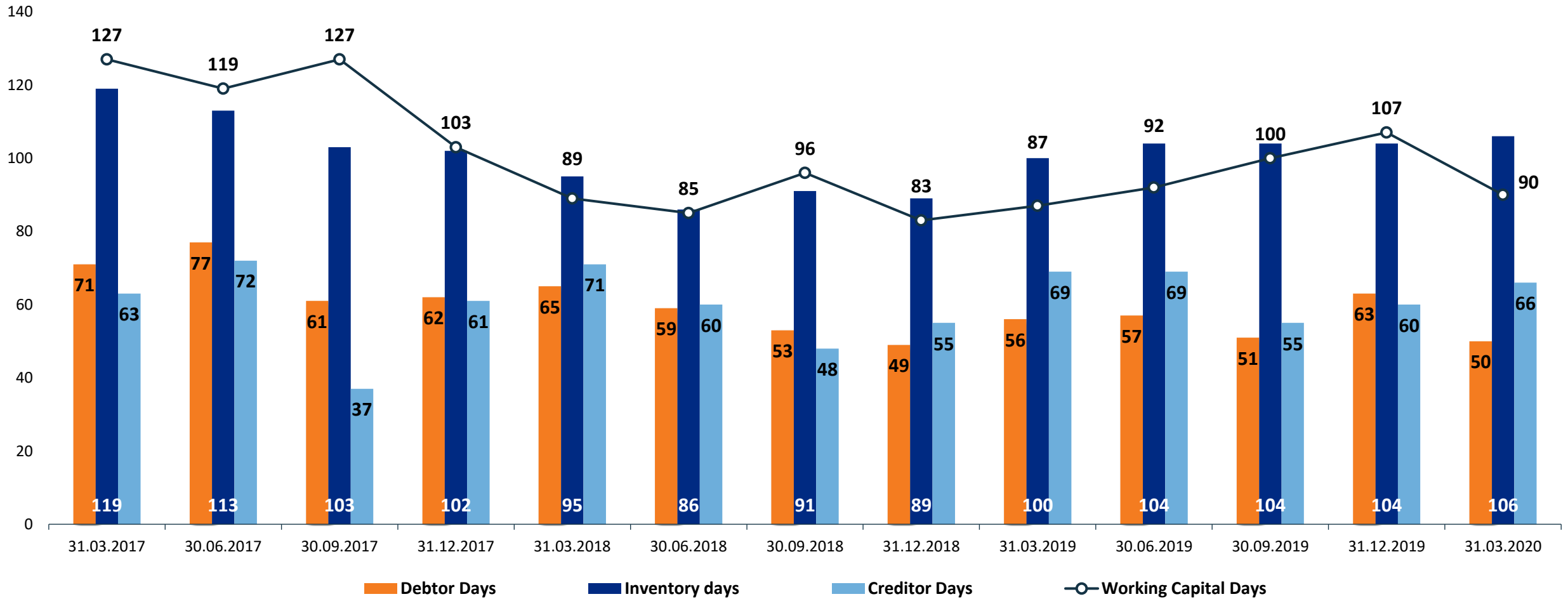
Working Capital

(₹ mn)

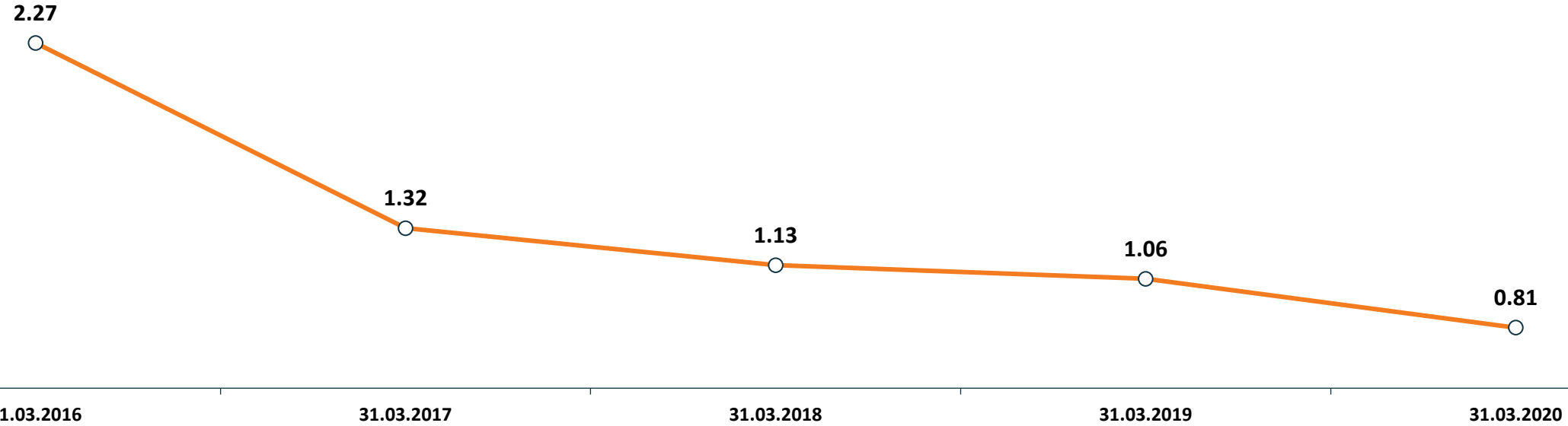
Particulars	Q4FY20	Q3FY20	Q4FY19
Debtors Days	50	63	56
Inventories Days	106	104	100
Total	156	167	156
Less: Creditors Days	66	60	69
Working Capital Days	90	107	87
Inventory			
Stock	25,797	25,684	23,351
WIP	512	250	1,687
Total	26,309	25,934	25,038

Net Working Capital Days – Quarterly

(₹ mn)

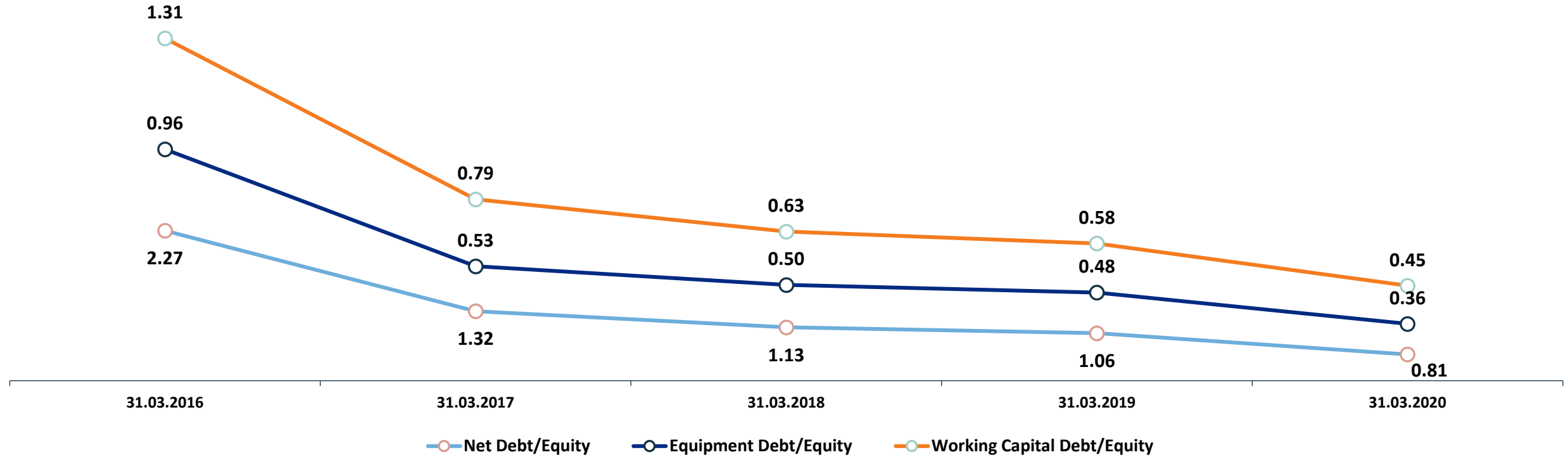


Net Debt to Equity Ratio – Annually



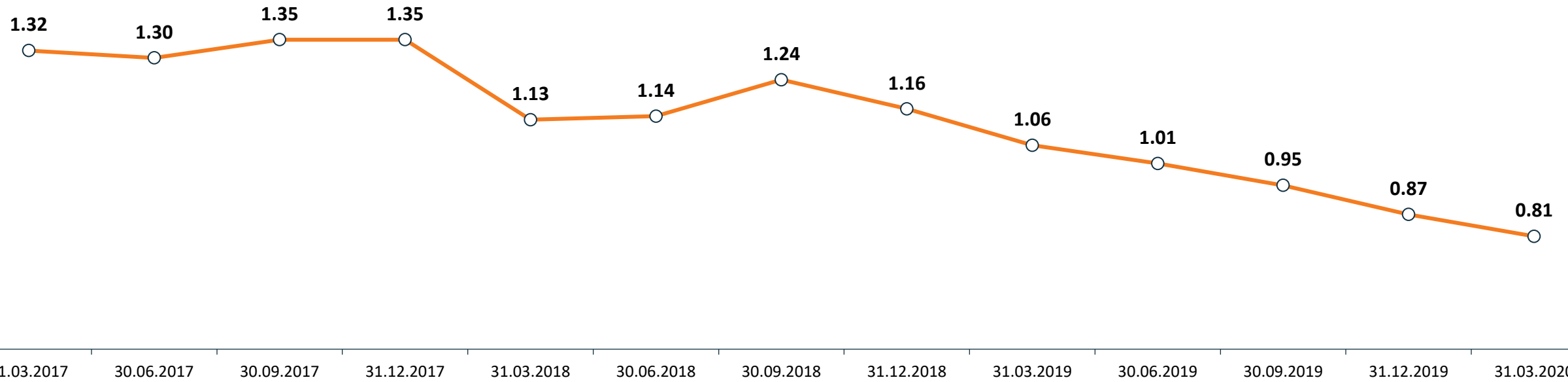
Rs. Mn	31.03.2016	31.03.2017	31.03.2018	31.03.2019	31.03.2020
Net Debt	24,068	24,497	27,800	33,876	29,343
Equity	10,621	18,529	24,571	32,044	36,060

Net Debt to Equity Ratio – Annually (Working Capital & Equipment Debt)



Rs. Mn	31.03.2016	31.03.2017	31.03.2018	31.03.2019	31.03.2020
Net Debt	24,068	24,497	27,800	33,876	29,343
Equity	10,621	18,529	24,571	32,044	36,060

Net Debt to Equity Ratio – Quarterly



Rs. Mn	31.03.2017	30.06.2017	30.09.2017	31.12.2017	31.03.2018	30.06.2018	30.09.2018	31.12.2018	31.03.2019	30.06.2019	30.09.2019	31.12.2019	31.03.2020
Net Debt	24,497	25,707	27,935	30,136	27,800	30,891	34,473	34,749	33,876	33,432	31,796	30,481	29,343
Equity	18,529	19,751	20,744	22,394	24,571	27,125	27,762	29,848	32,044	33,214	33,626	34,898	36,060



Income Tax

Effective tax rate for FY 2020-21 will be in the range of 30-32%. However, Company does not envisage additional payouts towards tax over and above available MAT credit and TDS

MAT credit unutilized as on 31st March 2020 is Rs. 3,533 Mn

Effective tax rate for FY20 is 26%

Company is not opting for concessional rate of tax u/s 115BAA as it will result into higher cash outflow due to non-allowability of MAT credit



Consolidated Financial Highlights

Consolidated Profit & Loss – FY20

(₹ mn)

Particulars	FY20	FY19
Revenue from Operations	97,249	94,158
Other income	377	473
Total Income	97,626	94,632
Expenses		
Cost of materials consumed	70,834	72,326
Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	1,176	(326)
Employee benefits expense	1,994	1,788
Finance costs	11,356	8,719
Depreciation and amortization expense	4,705	3,622
Other expenses	2,571	2,721
Total expenses	92,635	88,849
Profit/(loss)before exceptional items and tax	4,991	5,782
Exceptional items	699	(16)
Profit Before Tax	5,690	5,767
Tax expenses	1,642	330
Share of Profit / (Loss) of associates	7	37
Other Comprehensive income	18	(11)
Net Profit (net of other comprehensive income)	4,072	5,464

Consolidated Profit & Loss – Q4FY20

(₹ mn)

Particulars	Q4FY20	Q3FY20	Q4FY19
Revenue from Operations	27,297	25,644	25,716
Other income	108	99	182
Total Income	27,405	25,743	25,898
Expenses			
Cost of materials consumed	20,747	17,554	19,779
Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	(268)	1,033	2
Employee benefits expense	511	539	528
Finance costs	2,841	2,966	2,979
Depreciation and amortization expense	1,162	1,200	994
Other expenses	493	1,102	600
Total expenses	25,486	24,394	24,882
Profit/(loss)before exceptional items and tax	1,919	1,350	1,016
Exceptional items	673	26	(16)
Profit Before Tax	2,592	1,376	1,000
Tax expenses	682	499	159
Share of Profit / (Loss) of associates	1	4	17
Other Comprehensive income	11	3	(3)
Net Profit (net of other comprehensive income)	1,922	883	855



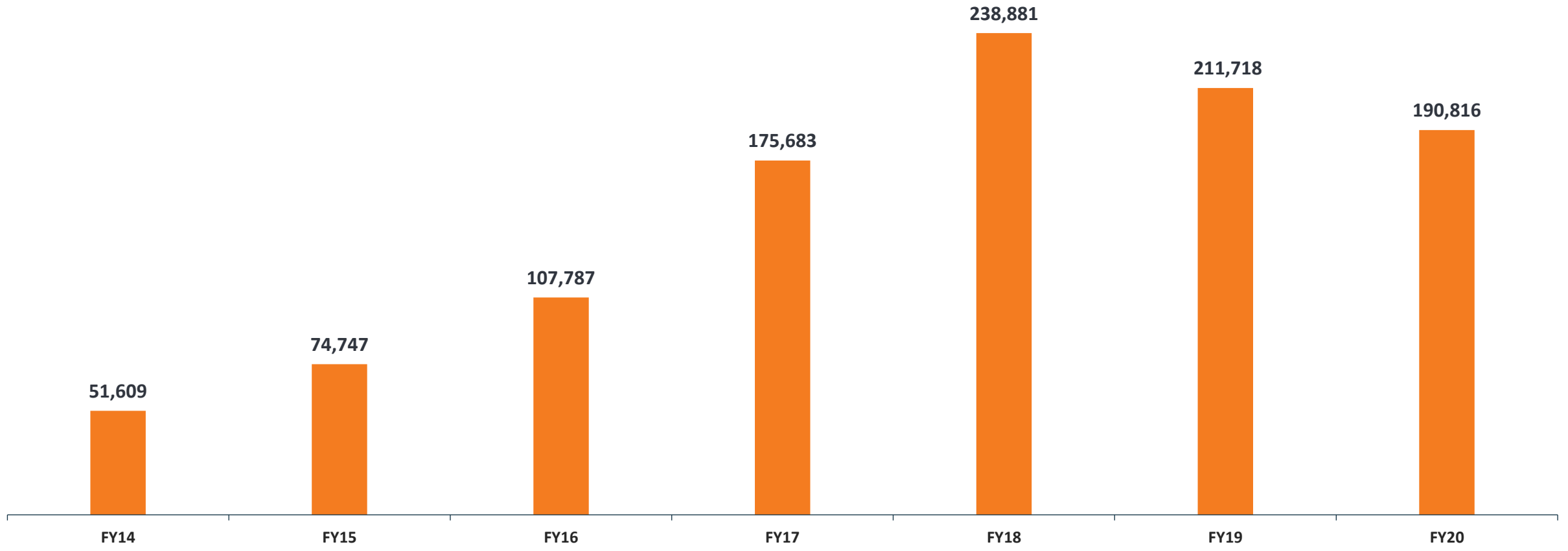
Order Book and Project Status

Business Division



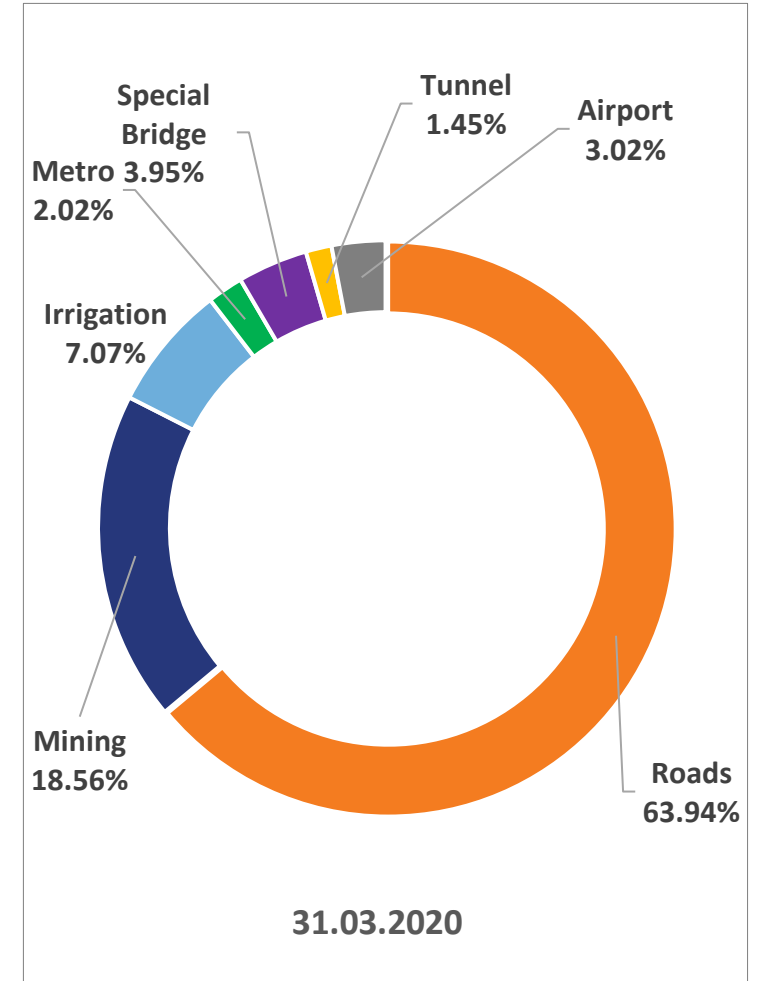
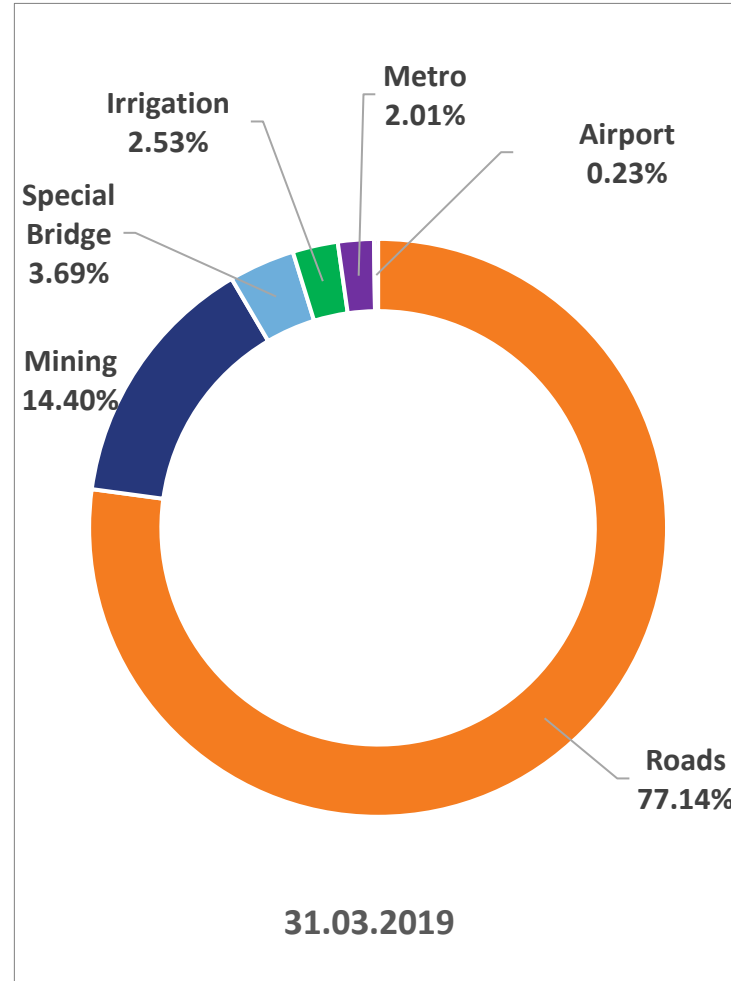
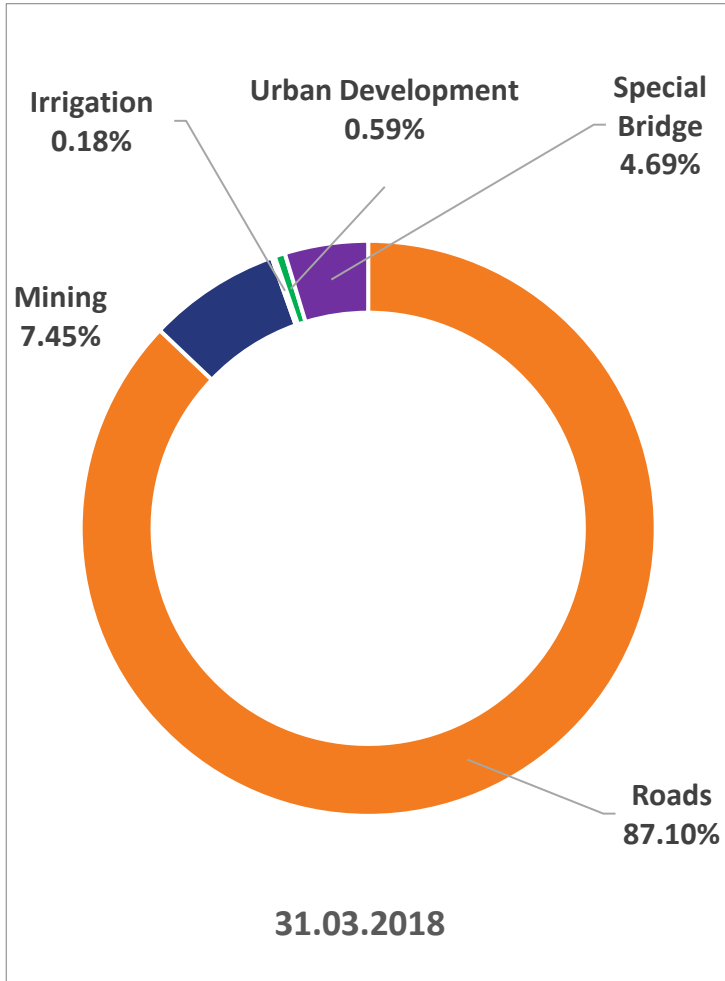
Total Order Book

(₹ mn)



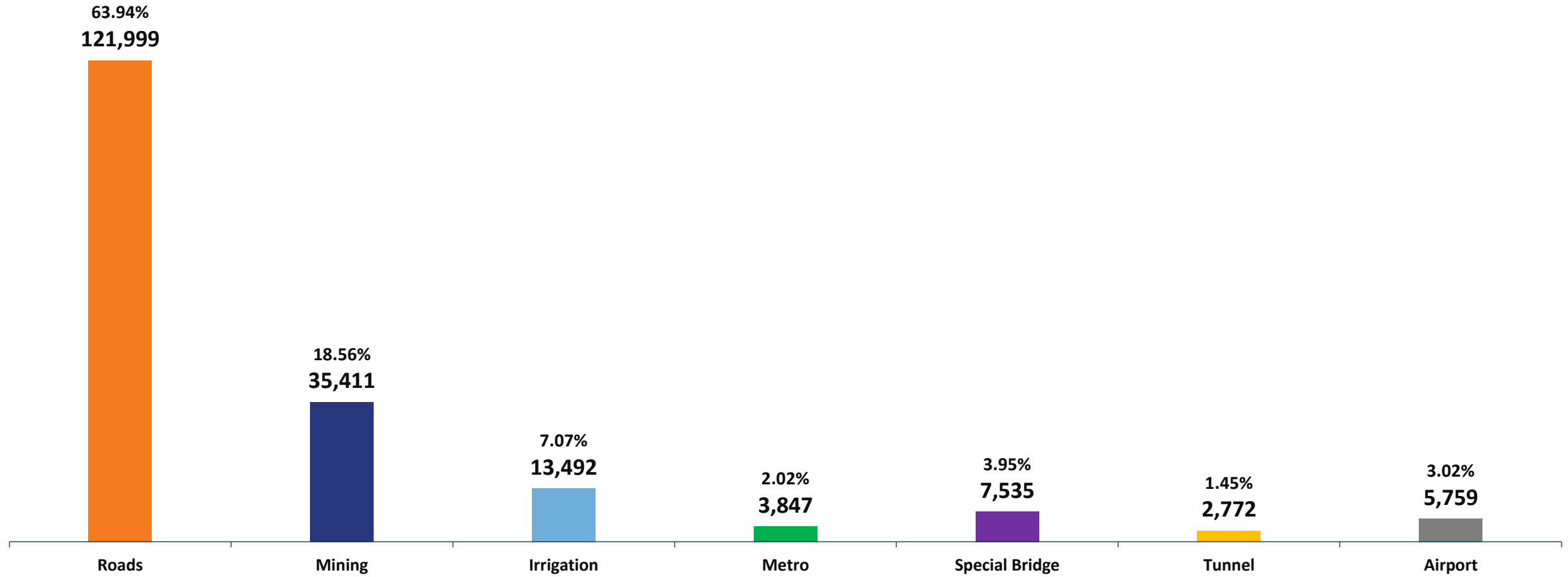
Order Book – Proven diversification

(₹ mn)



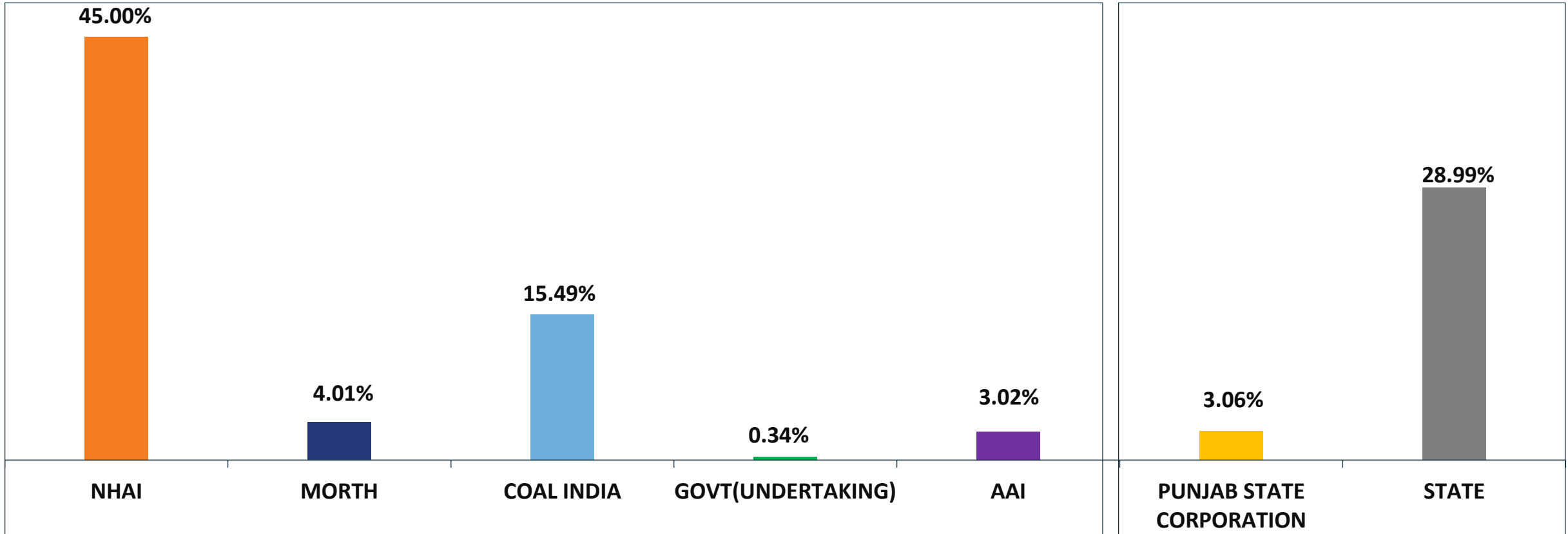
Order Book – Sector-wise

(₹ mn)



Order Book – Client Wise

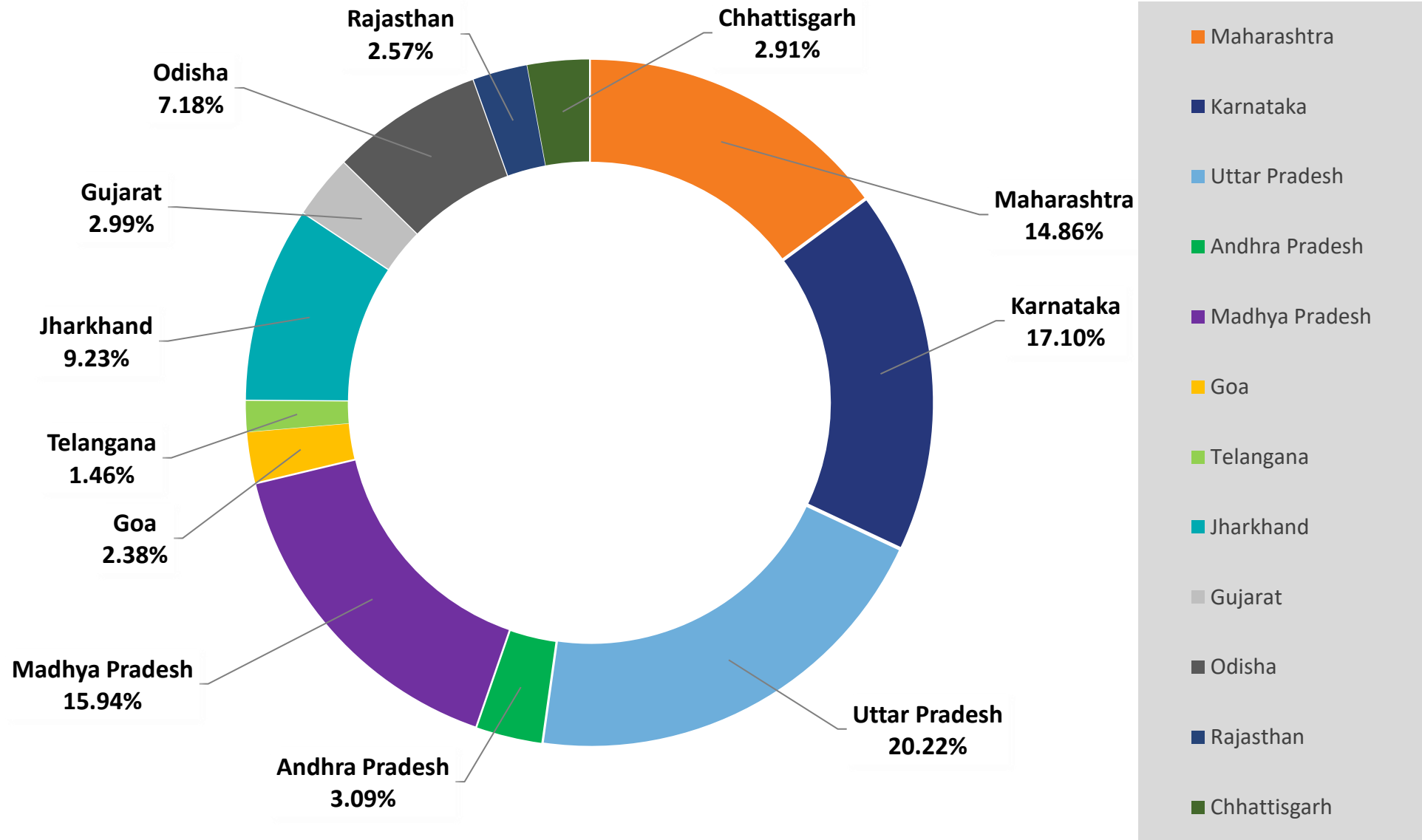
(₹ mn)



68% of the order book from the Central Government

32% of the order book from the state government

Order Book Geography Wise



Projects won during FY20

(₹ mn)

Project Name	Type	State	Name of Employer	Contract Value excluding GST	LOA Date	Quarter
Extra-dosed bridge across Sharavathi backwaters	Special Bridge	Karnataka	MoRTH	3,215	30.07.2019	Q2
Construction of Kharkai Dam at Icha	Irrigation	Jharkhand	Water Resources Department	8,664	07.08.2019	Q2
Overburden Removal – Nigahi OCP of NCL	Mining	Madhya Pradesh	Northern Coalfields Limited	17,989	18.11.2019	Q2
Development of Bundelkhand Expressway Project, Package-VI	Road	Uttar Pradesh	UP Expressways Industrial Development Authority	13,621	28.11.2019	Q3
Development Gorakhpur Link Expressway Project, Package-II	Road	Uttar Pradesh	UP Expressways Industrial Development Authority	12,500	29.11.2019	Q3
Construction of New Greenfield Airport at Hirasar, Rajkot	Airport	Gujrat	Airport Authority of India	5,701	14.02.2020	Q3
Pathrapalli-Kathghora Pkg-II of Bilaspur-Kathghora section	Road	Chhattisgarh	NHAI	5,560	18.03.2020	Q4
Total				67,250		

Projects Completed in FY20

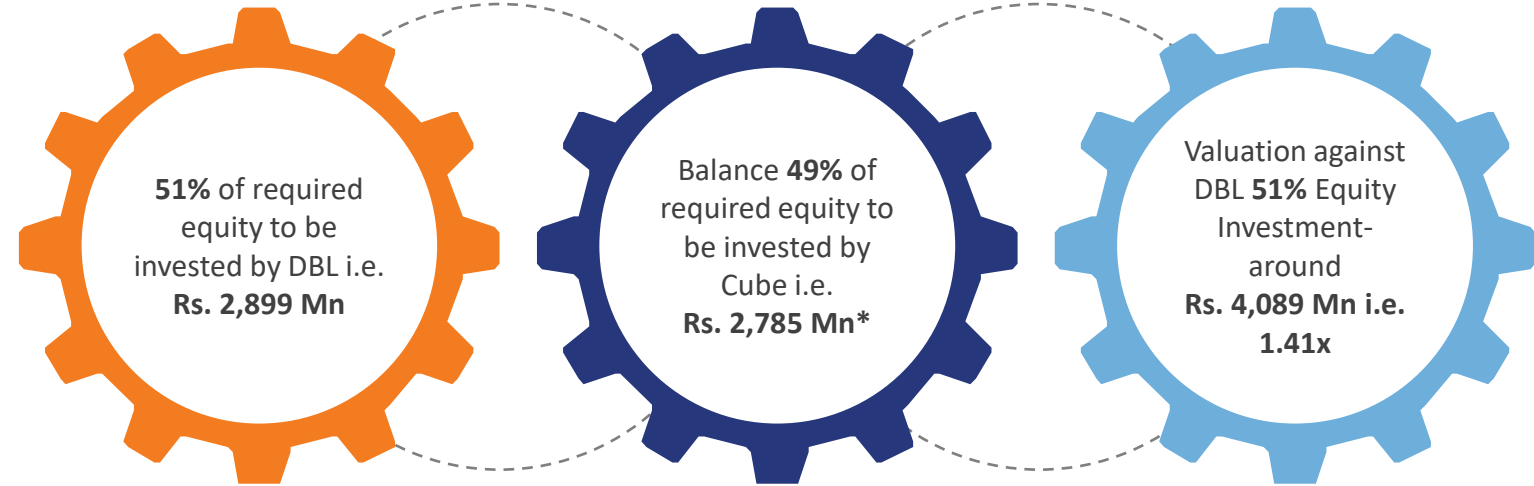
(₹ mn)

Name of the Employer	Project Name	State	Type of work	Cost of work	Length (Kms)	Scheduled Date of Completion including EOT	Actual Completion Date	Early Completion Days
MoRTH	Kathipudi-Kakinada	Andhra Pradesh	EPC	2,511	27.50	28.03.2019	28.03.2019	-
NHAI	Lucknow-Sultanpur	Uttar Pradesh	HAM	17,800	127.43	04.11.2019	30.04.2019	188
NHAI	Vijayawada-Machilipatnam	Andhra Pradesh	EPC	7,407	64.61	21.05.2019	12.06.2019	-
NHAI	Mahulia-Baharagora	Jharkhand	EPC	6,741	71.61	08.07.2019	05.07.2019	-
NHAI	Nalagampalli to AP/Karnataka Border	Andhra Pradesh	EPC	5,031	47.69	15.11.2019	31.07.2019	107
NHAI	Yavatmal-Wardha	Maharashtra	HAM	7,658	64.93	03.08.2020	02.08.2019	367
NHAI	Shahkot-Moga	Punjab	EPC	3,465	32.60	15.08.2019	14.08.2019	-
NHAI	Eppurupalem - Ongole	Andhra Pradesh	EPC	3,500	57.87	20.07.2019	20.07.2019	-
NHAI	Tuljapur - Ausa	Maharashtra	HAM	6,500	55.84	20.05.2020	18.11.2019	184
NHAI	Wardha-Butibori	Maharashtra	HAM	8,023	59.19	28.05.2020	20.11.2019	190
MoRTH	Kalmath-Zarap	Maharashtra	HAM	6,980	44.14	12.11.2020	23.03.2020	234
NHAI	Kathghora to Shivnagar	Chhattisgarh	EPC	3,357	80.90	13.08.2019	09.09.2019	-
SCCL	Khairagura Overburden Removal	Telangana	Mining	9,736	-	-	-	-
NCL	Nigahi-II Overburden Removal	Madhya Pradesh	Mining	16,736	-	-	-	-
Total				1,05,445				

Monetisation of Road Assets – Cube Deal

Entered into Agreement(s) with **Cube Highways and Infrastructure III Pte Limited (“Cube”)** Singapore for sale of five under construction Hybrid Annuity Model (“HAM”) projects on 31-Aug-2019 for valuation of **1.41x** on investment

Deal Structure:



S. No.	Name of the Project	Required Equity	Cube's Inv. (49% of Equity)	DBL's Inv. (51% of Equity)
1	DBL Mangloor Highways Pvt Ltd	658	322	336
2	DBL Sangli Borgaon Highways Pvt Ltd (Pkg-I)	1,052	515	537
3	DBL Borgaon Watambare Highways Pvt Ltd (Pkg-II)	1,226	601	625
4	DBL Mangalwedha Solapur Highways Pvt Ltd (Pkg-IV)	1,526	748	778
5	DBL Chandikhole Bhadrak Highways Pvt Ltd	1,222	599	623
	Total	5,684	2,785	2,899

* Subject to fulfillment of certain conditions

Hybrid Road Projects – Progress

(₹ mn)

Sr. No	Project Name	Payment Milestone (Grant)	Appointed Date	Plan as per CA		Milestone Achieved		Early Achieved (Days)	% of work done as on 30.04.2020
				Date	Days	Date	Days		
1	DBL Anandpuram Anakapalli Highways Pvt. Ltd.	3rd PM, 50% Physical Progress	04.01.2019	30.06.2020	543	08.03.2020	429	114	51%
2	DBL Byrapura Challakere Highways Pvt. Ltd.	4th PM, 75% Physical Progress	31.12.2018	06.08.2020	584	09.03.2020	434	150	79%
3	DBL Chandikhole Bhadrak Highways Pvt. Ltd.	2nd PM, 30% Physical Progress	16.12.2018	10.01.2020	390	04.01.2020	384	6	41%
4	DBL Rewa Sidhi Highways Pvt. Ltd.	2nd PM, 30% Physical Progress	14.12.2018	17.05.2020	520	05.12.2019	356	164	49%
5	DBL Mangloor Highways Pvt. Ltd.	2nd PM, 30% Physical Progress	12.04.2019	06.02.2020	300	06.02.2020	300	-	43%
6	DBL Borgaon Watambare Highways Pvt. Ltd.	3rd PM, 50% Physical Progress	22.04.2019	30.06.2020	435	12.03.2020	325	110	58%
7	DBL Bangalore Nidagatta Highways Pvt. Ltd.	2nd PM, 30% Physical Progress	14.05.2019	15.05.2020	367	16.12.2019	216	151	44%
8	DBL Sangli Borgaon Highways Pvt. Ltd.	1st PM, 10% Physical Progress	23.05.2019	20.11.2019	181	20.12.2019	181	-	29%
9	DBL Mangalwedha Solapur Highways Pvt. Ltd.	2nd PM, 30% Physical Progress	23.05.2019	15.04.2020	328	05.02.2020	258	70	41%
10	DBL Gorhar Khairatunda Highways Pvt. Ltd.	2nd PM, 30% Physical Progress	19.07.2019	15.05.2020	301	13.02.2020	209	92	42%
11	DBL Bellary Byrapura Highways Pvt. Ltd	2nd PM, 30% Physical Progress	24.10.2019	22.06.2020	242	16.03.2020	144	98	32%
12	DBL Nidagatta Mysore Highways Pvt.Ltd	1st PM, 10% Physical Progress	10.12.2019	13.06.2020	186	07.03.2020	88	98	15%

Equity commitment for HAM projects

(₹ mn)

Particulars	Requirement	FY 18-19 Actual	FY 19-20 Actual	FY 20-21 Projected	FY 21-22 Projected
Investment for 12 HAM projects	15,996	3,893	6,945	3,958	1,200
Investment for 1 new HAM project	620	-	-	310	310
Total	16,616	3,893	6,945	4,268	1,510

Key Outstanding Road EPC Projects

(₹ mn)

Project name	Type	Contract Value	Outstanding Order Book as on 31.03.2020	Length (Kms)	LOA Date	Date of Start	Schedule Date of Completion with EOD
Seoni-MP/MH Border	Road	6,519	2,430	29.29	17.01.2018	Aug-18	Aug-20
Karodi to Telwadi	Road	5,045	513	55.61	31.01.2018	Oct-18	April-21
Karnataka Goa Border	Road	3,393	1,407	52.30	27.02.2018	Nov-18	May-21
Dagmagpur-Lalganj (Package 2)	Road	6,875	3,515	47.70	13.03.2018	Dec-18	June-21
Lalganj-Hanumana (Package 3)	Road	6,045	3,635	43.40	22.03.2018	Feb-19	July-21
Nagpur Mumbai Super Communication Expressway (Package 12)	Road	16,980	11,852	45.65	30.08.2018	Jan-19	July-21
Davanagere – Haveri (Package 2)	Road	3,219	351	40.37	18.01.2018	Jan-18	May-20
Davanagere – Haveri (Package 1B)	Road	1,404	298	6.85	21.02.2018	Feb-18	Jun-20
Varanasi to Dagmagpur (Package 1)	Road	5,987	5,316	34.00	27.02.2018	Aug-19	Feb-22
Saoner-Dhapewada-Kalmeshwar-GondKhairi	Road	4,286	3,335	28.88	09.03.2019	Aug-19	Aug-21
Bundelkhand Expressway Project, Package-VI	Road	13,621	13,621	45.28	28.11.2019	Jan-20	Jan-23
Gorakhpur Link Expressway Project, Package-II	Road	12,500	12,500	43.04	29.11.2019	Awaited	

Airport

Project name	Type	Contract Value	Outstanding Order Book as on 31.03.2020	LOA Date	Date of Start	Schedule date of Completion
Parallel Taxi Track and associated civil & electrical works at Dabolim Airport Goa	Airport	1,250	58	May-17	May-17	May-20
Construction of New Greenfield Airport at Hirasar, Rajkot	Airport	5,701	5,701	Feb-20	Feb-20	Aug-22

Mining

Project name	Type	Contract Value	Outstanding Order Book as on 31.03.2020	LOA Date	Date of Start	Schedule date of Completion
Jayant OCP of NCL	Mining	7,175	4,102	Sep-18	Oct-18	Oct-21
Pachhwara Central Coal Block – PSPCL	Mining	321,560	5,847	Aug-18	Awaited	55 Years from start date
Samaleswari OCP of MCL	Mining	8,478	8,200	Dec-18	Jan-19	Jan-24
Overburden Removal – Nigahi OCP of NCL	Mining	17,989	17,263	Dec-19	Jan-20	Mar-24

Irrigation

Project name	Type	Contract Value	Outstanding Order Book as on 31.03.2020	LOA Date	Date of Start	Schedule date of Completion
Navnera Barrage	Irrigation	5,366	4,898	Oct-18	Oct-18	Oct-22
Construction of Kharkai Dam at Icha	Irrigation	8,664	8,594	Aug-19	Aug-19	Aug-22

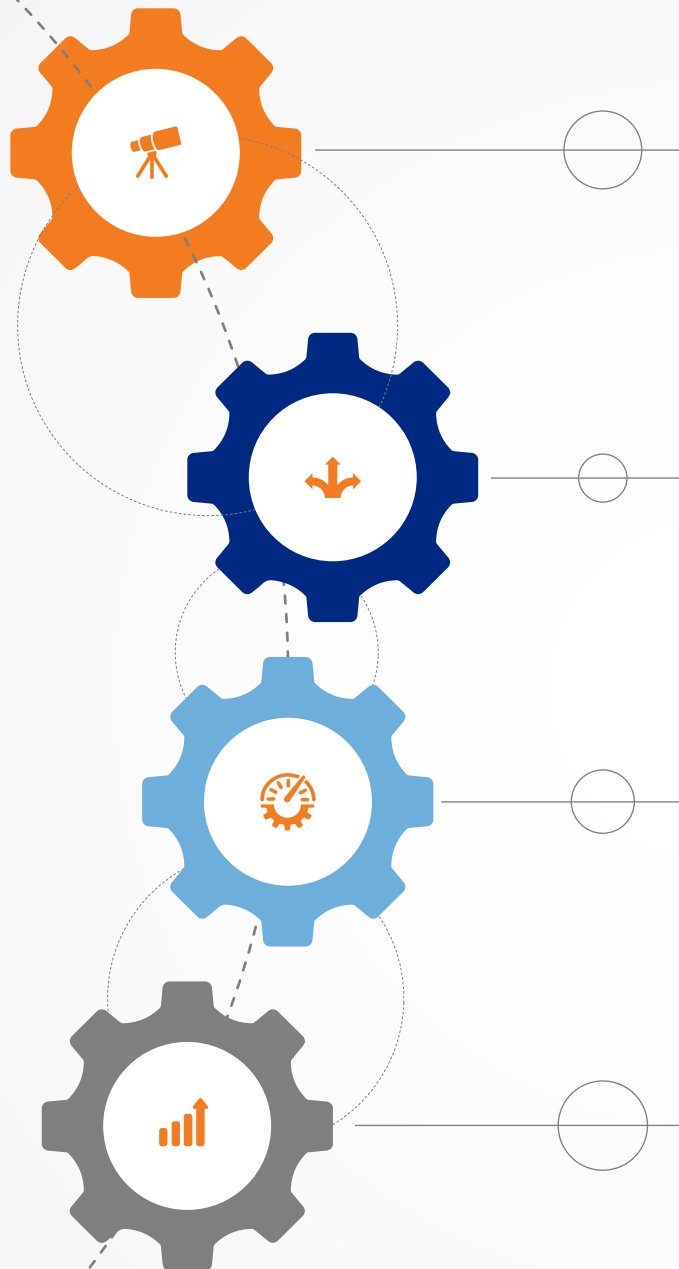
Metro

Project name	Type	Contract Value	Outstanding Order Book as on 31.03.2020	LOA Date	Date of Start	Schedule date of Completion
Bhopal Metro	Metro	2,206	1,900	Oct-18	Nov-18	May-21
Indore Metro	Metro	2,044	1,947	Oct-18	Dec-18	May-21



Strategy & Business Model

Strategy



Business Focus

- Focus on road EPC for government clients.
- Investment in equipment bank, process and control.
- Attract and retain talented employees.
- Opportunistically divest BOT assets

De-Risk business through diversification

- Geographical Diversification
- Segment Diversification
- Adhere to geographical clustering strategy
- Smaller project sizes to reduce dependence on single project

Continuing focus on driving operating efficiency

- On time delivery
- Further enhance execution efficiency through innovation
- Strengthen IT systems and other internal processes

Financial Performance

- Profitability through better project selection , timely execution and strict cost control
- Deleverage balance sheet to improve returns
- Focus on cash flow generation

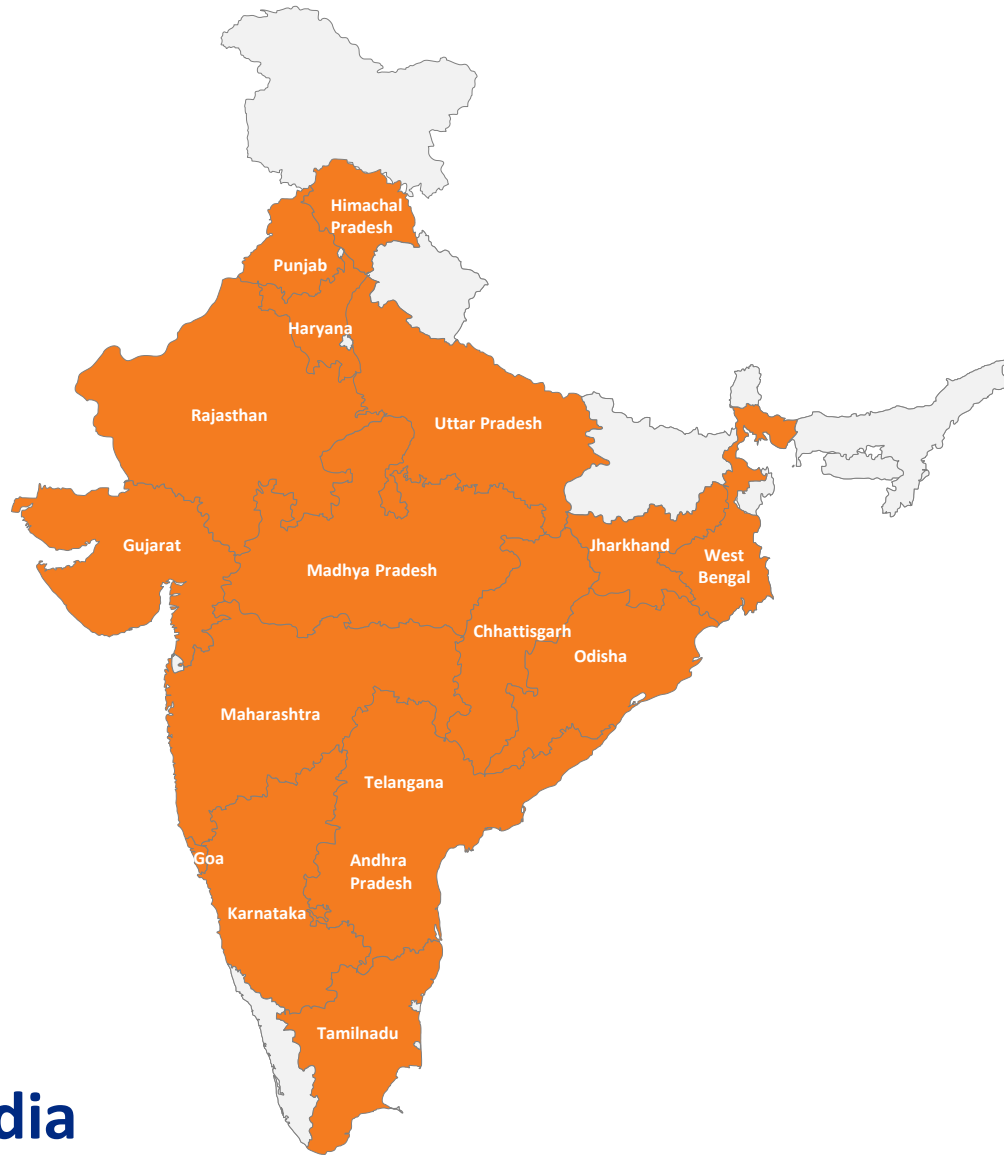
Execution Strategy

Differentiated business model with complete control over execution





Company Overview



Pan India Project Execution Capability

State	Completed	Ongoing Gross	Ongoing Net
Andhra Pradesh	29,045	13,750	5,901
Chhattisgarh	7,038	8,368	5,560
Goa	-	15,281	4,538
Gujarat	9,589	5,701	5,701
Haryana	4,637	-	-
Himachal Pradesh	1,187	-	-
Jharkhand	10,071	20,567	17,614
Karnataka	9,711	56,120	32,638
Maharashtra	38,476	56,242	28,365
Madhya Pradesh	1,09,541	41,986	30,414
Odisha	-	18,435	13,695
Punjab	12,555	-	-
Rajasthan	9,433	5,366	4,898
Telangana	15,556	5,795	2,788
Tamilnadu	2,520	-	-
Uttar Pradesh	31,154	45,028	38,587
West Bengal	-	6,131	119
Total	2,90,514	2,98,770	1,90,816

Leadership Team



Mr. Dilip Suryavanshi
Chairman and MD

Dilip Suryavanshi is the Chairman and Managing Director of our Company. He holds a bachelors degree in civil engineering from the University of Jabalpur. He has over 36 years of experience in the business of construction. He is currently the President of the Madhya Pradesh Builders Association. As the Managing Director of our Company, he liaises with various departments of the government and also overlooks processes including tendering, bidding and planning the projects.



Mrs. Seema Suryavanshi
Executive Director

Seema Suryavanshi is an Executive Director of our Company. She holds a bachelors degree in arts (honours) from Ranchi Women's College, Ranchi. She has over 21 years of experience in the business of construction. She actively participates in finance, investment and various Company affairs as a co-ordinator between execution and administrative wing of our Company.



Mr. Devendra Jain
Executive Director & CEO

Devendra Jain is an Executive Director and Chief Executive Officer of our Company. He holds a bachelors degree in civil engineering from Vikram University, Ujjain. He has over 21 years of experience in the business of construction. He looks after project implementation along with the quality of work and ensures timely completion of the projects undertaken by our Company.



Bharat Singh
President

Bharat Singh joined Dilip Builders in 1988, prior to which he had a sole proprietorship concern. He has 36 years work of experience in the field of construction. At DBL he is responsible for administration and management of finance and accounts.



Rohan Suryavanshi
Head – Strategy and Planning

Rohan Suryavanshi joined DBL in 2007. He holds a BA (Hons) in Commerce from the University of Pune and an MBA (Finance and Management) from The Wharton School, University of Pennsylvania. At DBL he is responsible for business strategy, financial planning, business process streamlining, and investor management.



Karan Suryavanshi
Head – Business Development

Karan Suryavanshi joined DBL in 2010. He holds a bachelor's degree in business administration from Symbiosis Centre for Management Studies. At DBL, he is responsible for planning, liaising with the government, sales, marketing, business development, and management functions.

Execution Team



Mr. R S Garg

Chief Financial Officer



Mr. Abhishek Shrivastava

Company Secretary



Mr. Ajay Kumar Mishra

President – Contract Management



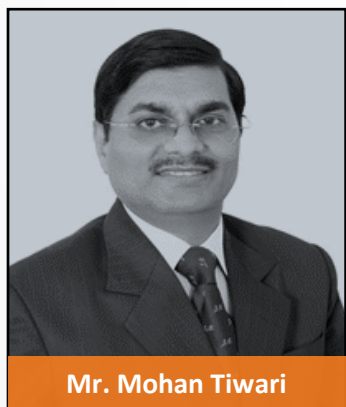
Mr. R B Singh

AVP – Mining (Coal)



Mr. Arun Kumar K

AVP – Design & Technical Audit



Mr. Mohan Tiwari

President – Business Development



Mr. Atul Joshi

VP – Structure



Mr. Nitin Shrivastava

AVP – Bidding & Contracts



Mr. Raja Ghosh

AVP - Taxation

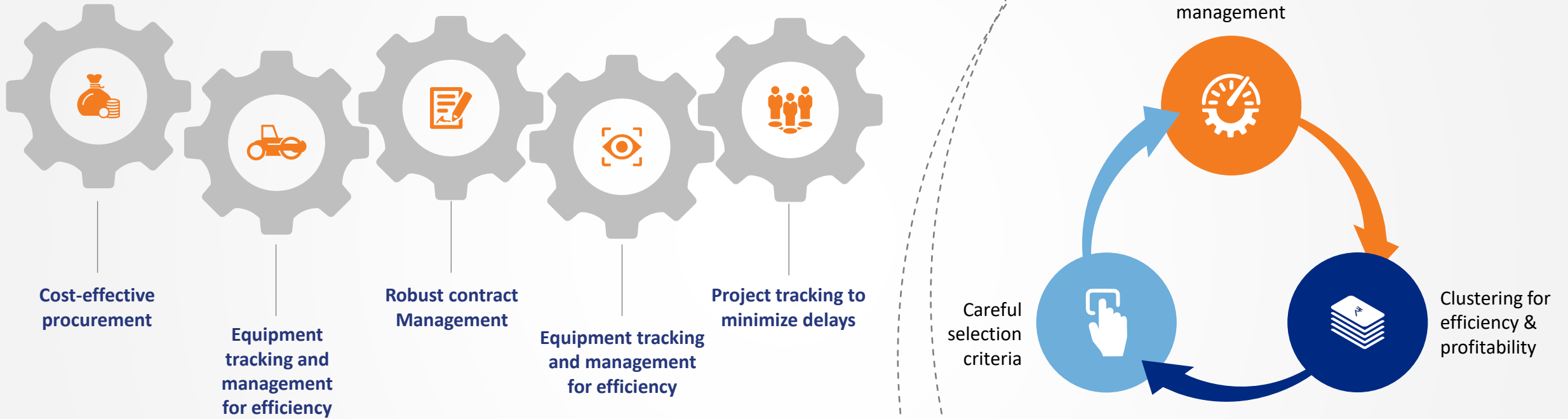


Mr. Kamalakanta Mahakul

AVP – HR

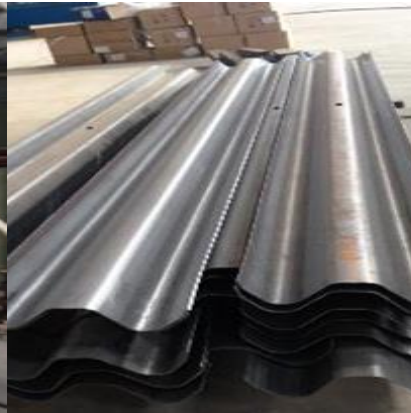
Business Model

Project Selection and Management



Differentiated Business Model, focusing on roads and government contracts with equipment ownership, skilled manpower, minimal subcontracting and backward integration





Pole blank cutting machine
14MTR X 3 MTR Gantry
Plazma

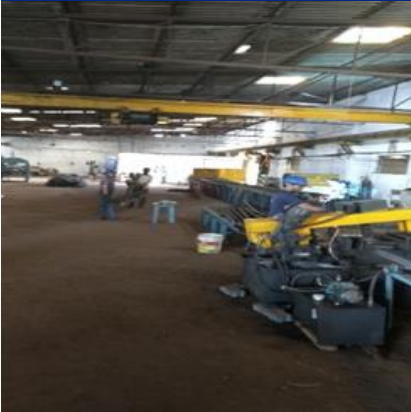
Electric Pole

Pipe Rolling Machine
Ø200 X 8 Mm

Metal Beam Crash Barrier

Bus Shelter

Metal Beam Crash Barrier



Bearing & Expansion Joint



Foundry

Backward Integration



Pan India presence
17 states



**No subcontracting,
vertically integrated and
use of technology**



Largest owner of
Construction equipment's
12,833



Diversified areas of expertise
**Roads, bridges, buildings, metros,
dams, canals, water supply &
mining**



Largest employer in
construction industry
38,569 employees



Best project executors
**~90% projects
before time**



Early completion bonus
2012 to 2020
₹ 5,655 mn



Revenue growth 5 years
CAGR of 28%



Overview



Dun & Bradstreet award for Construction Infrastructure Development 2019



Highest Upliftment of Bitumen by Indian Oil in 2013



Single Largest Customer of BKT OTR Tires in India in 2015



Fastest Growing Construction Company (Large Category) by Construction World in 2016



Single Largest Customer of Caterpillar Global Construction & Infrastructure in 2014



Most Valued Customer by HPCL in 2016



Largest Fleet Owner of Pneumatic Drills in India by Atlas Copco



Best Institution Account in India by CEAT Ltd. in H1 2015-2016

Awards, Accreditation & Accolades



Largest Fleet Owner of EC210B Hydraulic Excavators in India by Volvo in 2015



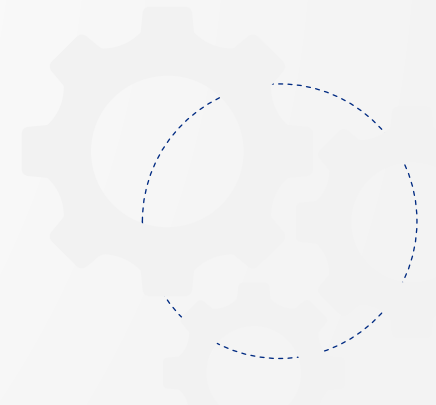
Valued Customer of Bitumen by BPCL in 2015



Single Largest Customer of Caterpillar GCI in India in 2014



Star Achiever by GK TMT in 2014





Over 200 Great Alliances by Metso Minerals



Purchase of Volvo Trucks and Construction Equipment in 2016



Commitment for Products and Services by Ashok Leyland



LEED Certification by Indian Green Building Council in 2014



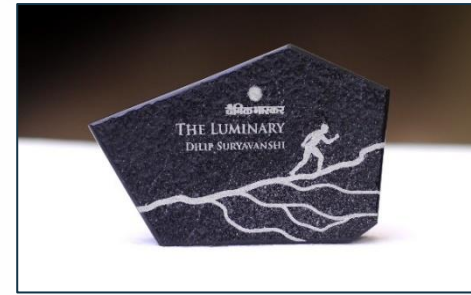
Award for Outstanding Contribution in Roads & Highways from 8th EPC World in 2018



100th EC 210 Crawler Excavator by Volvo



Infrastructure Person of the Year (Runner-up) by Construction Week in 2016



The Luminary for Dilip Suryavanshi by Dainik Bhaskar

Awards, Accreditation & Accolades



Fastest Growing Construction Company (Large Category) by Construction World in 2018



Road Contractor of the Year by Construction Week in 2016



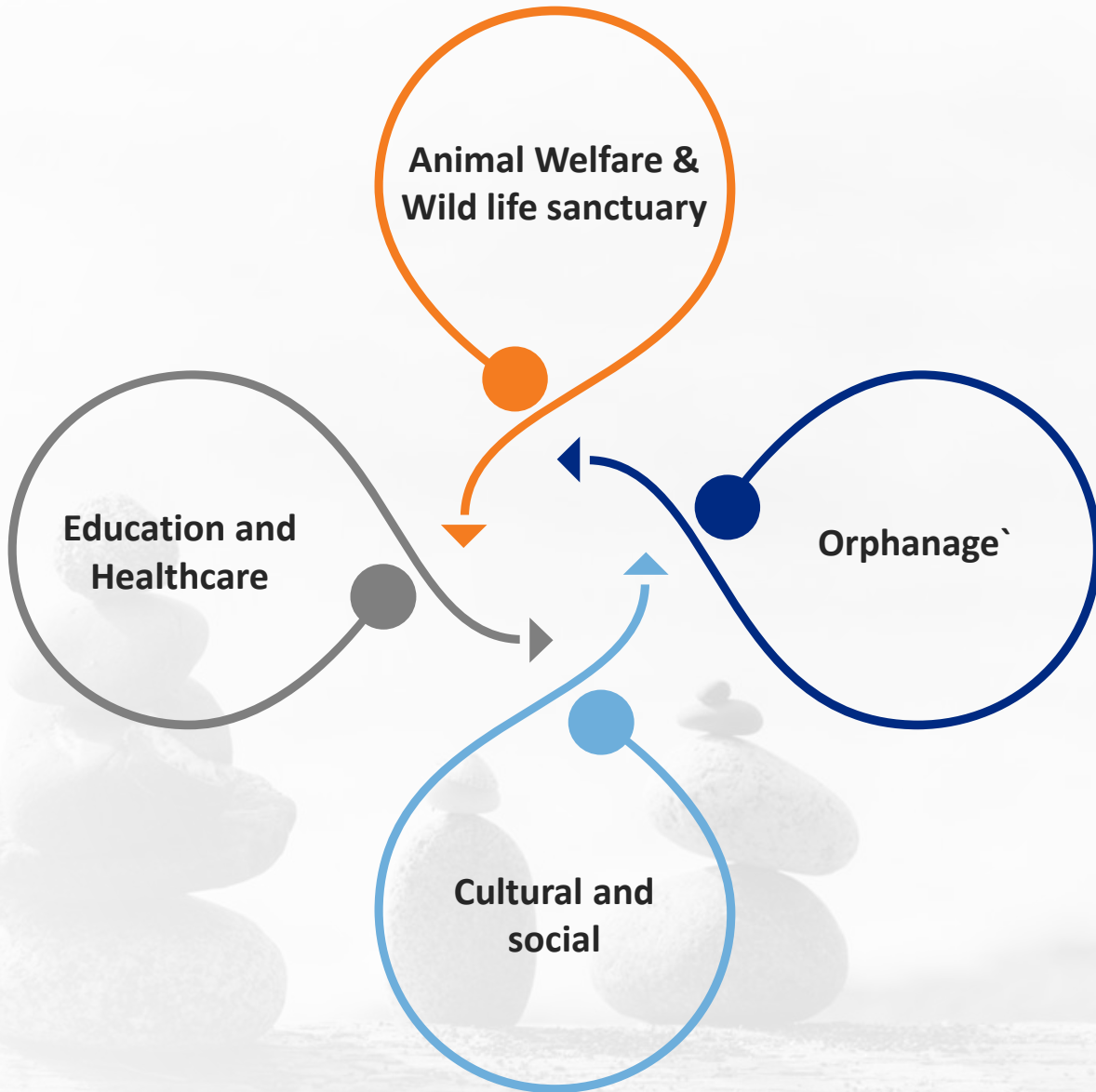
Delivery of 150 FMX440 8x4 I-Shift Mining Tipper by Volvo in 2017



National Highways Awards for Excellence, 2018 in Construction Management (PPP)



Sustainability



Ensuring environmental sustainability, conservation of natural resources, ecological balances, prevention and taken care of Animals



Promoting healthcare including preventive health care for orphans

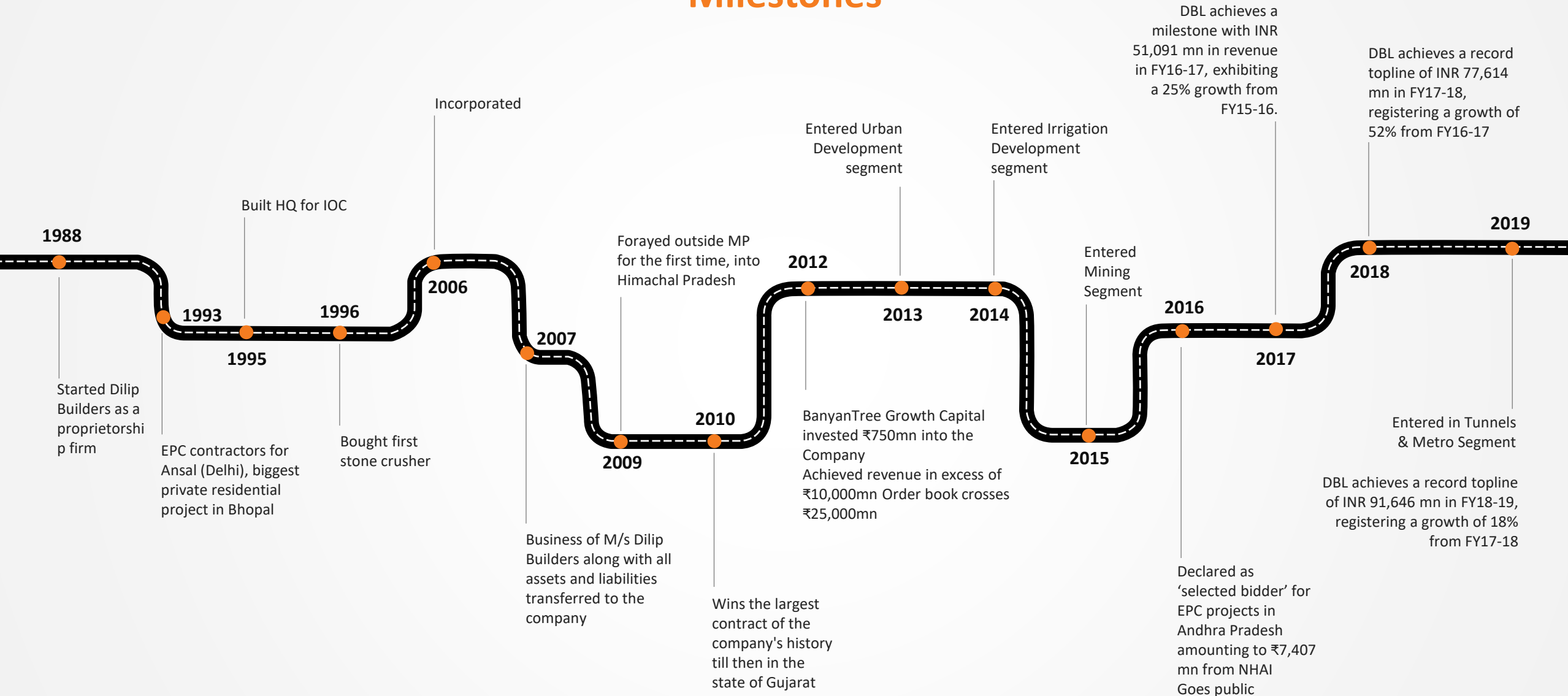


Promoting culture and Tradition including promoting and preventing traditional languages



Promoting and providing education and promoting health care including preventive healthcare for society

Milestones



Investment Rationale

Execution track record



High quality execution from pre-bidding to actual construction

Sustainable growth



Strong performance during last 5 years when the economy was bad, demonstrated ability to adapt to changes in the market to sustain growth and profitability

Robust order book



Diversification by entering new segments and expanding geographical presence

In-house Capabilities



Well trained employees and equipment ownership

No dependence on sub-contractors



Vertically integrated business model



Experienced leadership team supported by strong middle management to drive growth going forward



Process and system driven company with high reliance on latest technology

Thank You

Dilip Buildcon Limited

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- ✉️ db@dilipbuildcon.co.in
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