



# Dhruv Consultancy Services Limited

501, Plot No. 67, Pujit Plaza, Opp. K-Star Hotel, Sector-11, C.B.D. Belapur, Navi Mumbai – 400 614  
Telefax No. +91 22 27570710, Mobile:- 09619497305, Website : www.dhruvconsultancy.in  
Email ID: services@dhruvconsultancy.in, info@dhruvconsultancy.in, **CIN: L74999MH2003PLC141887**

DHRUV /OUTWARD/2023-24/2743

September 29, 2023

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

**Re: ISIN - INE506Z01015**

**Sub: Letter under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – AGM Highlights by Keynote.**

The Company is enclosing herewith Highlights by keynote with reference to the Annual General Meeting of the Company held on September 25, 2023.

Kindly take note of the same.

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

**TANVI T AUTI**  
**MANAGING DIRECTOR**  
**DIN : 07618878**



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## **KEY HIGHLIGHTS OF MANAGING DIRECTOR SPEECH IN THE ANNUAL GENERAL MEETING OF THE COMPANY HELD ON MONDAY, 25<sup>TH</sup> SEPTEMBER 2023 AT 11:30AM VIA VIDEO CONFERENCING**

Dear Shareholders,

The 20<sup>th</sup> Annual General Meeting of Dhruv Consultancy Services Limited was held on 25<sup>th</sup> September 2023 via video conferencing. The Key highlights of the MD's speech are as below –

1. Welcome and gratitude to all the shareholders for attending the meeting and wishing them good health.
2. Dhruv Consultancy is an infrastructure consultancy firm working in the highways, railways, metros, ports, architecture, and environmental sector. The services include design and engineering, project management consultancy and advisory services. The company has its presence in 23 states across the nation and is presently on the verge on expanding its geography in the international market. With a rich portfolio of 96 live projects, including 23 Detailed Project Report Preparation, 55 Construction Supervision, 13 Operation & Maintenance and 5 technical audits, the company is presently supervising the longest expressway in India – Delhi Mumbai Expressway and altogether has 15% market share in the Indian Infrastructure Consultancy segment. The Company's clients primarily comprise of government agencies like MoRTH, NHAI, UPEIDA, PMGSY among others.
3. The total revenue for the financial year under review was Rs. 8230.52 Lakhs as against Rs. 7557.08 Lakhs for the previous financial year registering a growth of 8%. The profit before tax was Rs. 567.24 Lakhs and the profit after tax was Rs. 471.74 Lakhs for the financial year under review as against Rs. 790.94 Lakhs and Rs. 625.96 Lakhs respectively reported for the previous financial years.
4. FY23 was a landmark year for the Company. The Company achieved a major milestone during the year by way of Preferential Allotment & could successfully raise Rs. 649.34 lacs through Equity and Convertible Warrants ('Share Warrants') during the year.
5. The total unexecuted order book of the company is Rs. 300 crore as on date which mainly includes six and eight-lane access controlled expressway projects namely Delhi-Vadodara Expressway, Amritsar-Jamnagar Expressway, Amritsar-Bhatinda Expressway, Raipur-Vishakhapatnam Expressway, Delhi-Dehradun Expressway, Bangalore-Vijayawada Expressway, and Ganga Expressway.



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6. The company has signed MOUs with local consultancy firms in Tanzania, Zambia, Nigeria, Uganda for bidding purpose with projects under African Development Bank. With these developments, the company is expected to bag an international assignment in this financial year. These projects have high margins and will give a positive boost to the financials.
7. In order to improve operational efficiency, the company is in process of developing an internal ERP software which will help the management take better informed decisions. As a result of which, cash flows and profits should improve.
8. In the financial year 2023-2024, the company has declared interim dividend for all its shareholders and plans to keep same momentum in the future.
9. India is sure of achieving a \$5 trillion economy by 2025-2026 and a developed nation by 2047. Enhancing the infrastructure is a must to meet this goal. Improved transportation including roads, railways, ports, airways and waterways is must. Under the National Infrastructure Pipeline (NIP), projects worth Rs. 108 trillion are currently at different stages of implementation.
10. In the Union budget outlay 2023-24, a capital outlay of Rs. 2.40 lakh crore has been given to Railway sector. The company has recently bagged a Project Management Consultancy assignment in the state of Tamil Nadu marking its entry into the railways sector. Also, consultancy assignments worth Rs. 50 crore are submitted for which results are awaited.
11. The highway sector in India is at the forefront of performance with \$10 billion dollars invested under HAM model, \$2 billion dollars under TOT model. A growth of 130% is estimated for the highway construction industry in next 2 years. Around 60,000 kms of national highways are yet to be constructed in the next 5 years. With this outlook, the company is confident to increase its order book by Rs. 250 crore every year only from the highway sector in India.
12. Since listing, the company is involved in CSR activities in the education sector. We are working hard towards training and development of the young generation who are future of tomorrow. Our mission has always been 'Building Nation and Connecting Lives'.

Lastly, a big thanks to all the stakeholders and efficient employees at Dhruv Consultancy for their continued support. Dhruv Consultancy is committed to grow and expand its client portfolio by building a WIN-WIN-WIN business and provide good returns on your valued investments.

Thank You!

**Tanvi Auti**  
**Managing Director**