

To  
The Manager  
The Department of Corporate Services  
BSE Limited  
Floor 25, P. J. Towers,  
Dalal Street, Mumbai – 400 001

To  
The Manager  
The Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai – 400 051

**September 09, 2020**

**Sub: Presentation for 27<sup>th</sup> AGM held on 09.09.2020**

**Scrip Code : 533271**

**Scrip Name ASHOKA EQ.**

Please find enclosed herewith Presentation for Stakeholders of Ashoka Buildcon Limited for 27<sup>th</sup> Annual General Meeting held on 09<sup>th</sup> September, 2020 at Nasik.

This is for your kind information.

Yours Sincerely,

**For Ashoka Buildcon Limited**



(Manoj A. Kulkarni)  
Company Secretary & Compliance Officer  
ICSI M.No. FCS-7377



**Encl.: Presentation**



# WELCOME STAKEHOLDERS

27<sup>th</sup> Annual General Meeting  
September 09, 2020

Ashoka Buildcon Ltd.

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Projects won worth ~Rs. 3,800 Crores



Signed Concession Agreement for 3 HAM Projects

(i) Banwara Bettadahalli (ii) Bettadahalli Shivamogga & (iii) Kandi Ramsanpalle

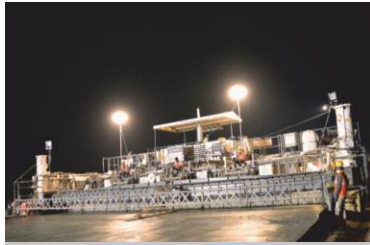


Receipt of Provisional Certificate (PCOD) for Kharar Ludhiana Road Project (HAM); Commercial Operation Date (COD) – March 31, 2020



Acquisition of remaining 29% equity share of 'Ashoka GVR Mudhol Nipani Road Projects' (SPV) held by GVR Infra Projects Ltd; ABL now holds 100% equity shares in the 'SPV'

*Global Pandemic Covid-19 ensuing lockdown has impacted Business Operation. During this period, the Company's key focus has been on resumption of business operations, ensuring employees' safety, stringent cost control measures and maintaining adequate liquidity to meet the business requirements which has aided in reaching near normalcy by July'20*



**EPC Business**

- Post relaxation in Lock-down, the Company commenced construction activity gradually. Presently, operating at around 90% execution levels, witnessing a significant resumption of work almost at all project sites.
- Labour Availability- Labour resumption was faster than expected; In July, operating at 90-95% required workforce.
- Order Book- Company's Current Order Book is at Rs.10,007 Crores\*; ensuring strong visibility for the EPC segment for foreseeable future.

- Toll Collection activity resumed across all toll plazas from 20th April 2020. With further relaxation in the inter-state movement the tolling activities have reached back to near normal.
- The Company has reached at ~90% pre-covid toll collections levels in July. Expect to reach back to pre-covid level with further improvement in macro-economic conditions.
- 'Force Majeure Clause' to be applicable at all the tolling contracts.

## **BOT Business**



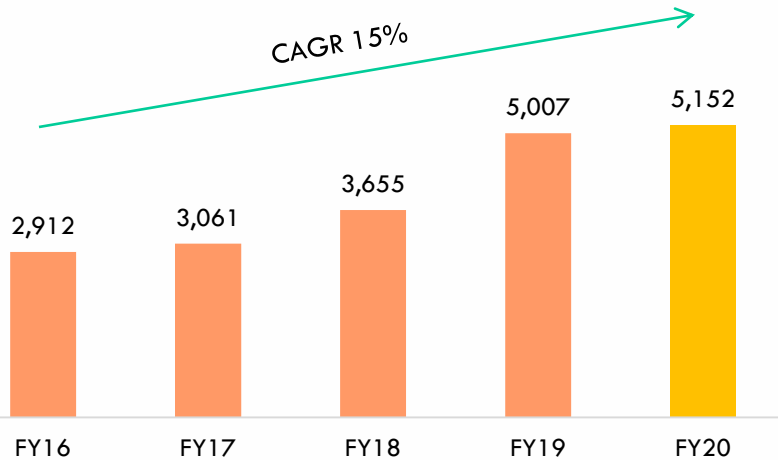
\* Includes L-1 for Arrah to Pararia and Pararia to Mohania projects on EPC mode

# Profitable Growth in last 5 years...

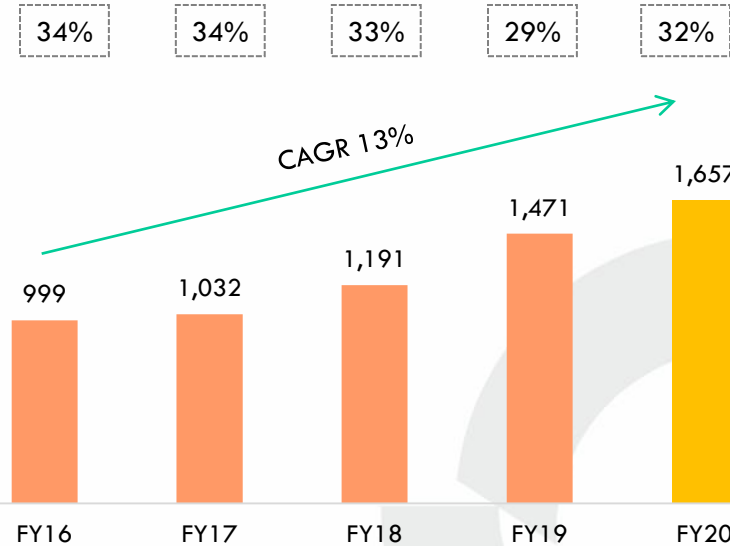


Figures in Rs Cr

Consistently growing Revenue...



... while maintain Operating margins



Consolidated Revenue Includes other income and RMC income

# Company Overview



ASHOKA

Ashoka Buildcon Ltd.



# Company Overview



4+ decades

Construction experience

10,000+

Lane kms constructed

Presence

Working in 18 States

In-house capabilities

Equipment bank of 2,500 Nos.

21

Operational + Under construction PPP projects

17

PPP projects Completed & Handed over

INR 10,007 Cr\*

Order Book (Current Order Book)

4,000+

Employed in Ashoka Family

Business Verticals



Road EPC



Power Distribution



Roads BOT | Annuity | HAM



City Gas Distribution



Railways

\* Includes L-1 for Arrah to Pararia and Pararia to Mohania projects on EPC mode



# Business Overview



ASHOKA

Ashoka Buildcon Ltd.

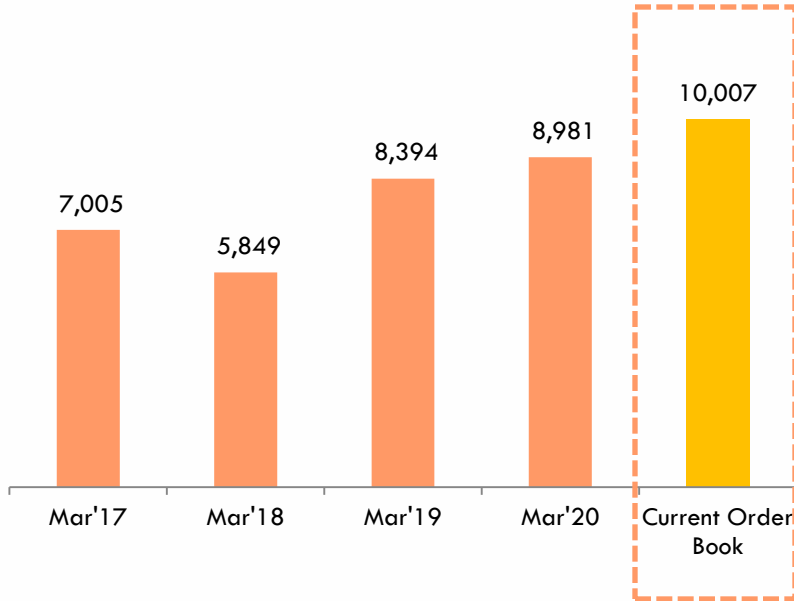


# Leading EPC Company with over 4 decades of experience



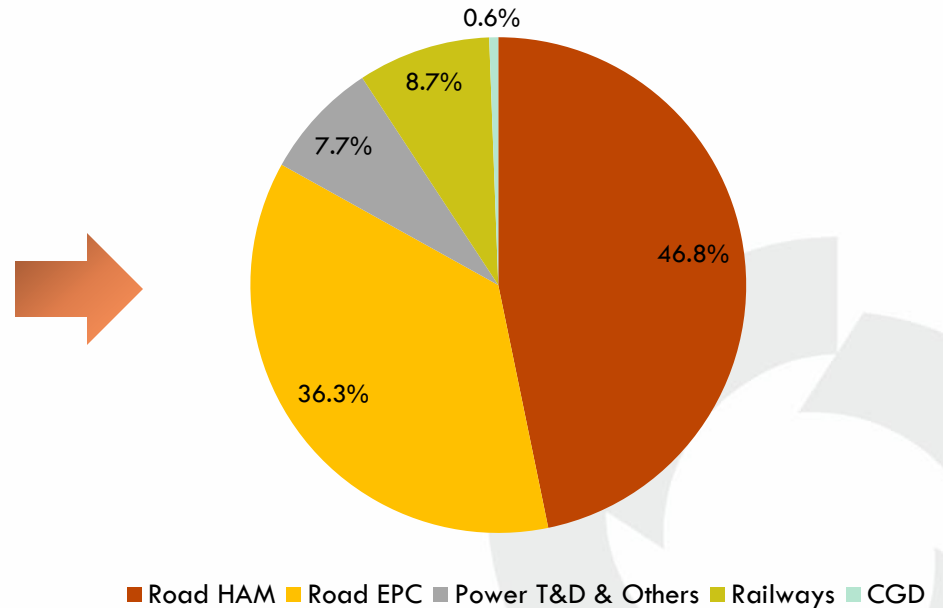
Figures in Rs Cr

## Order Book of Rs. 10,007 Cr., 2.5x FY20 Revenue



\* Includes L-1 for Arrah to Pararia and Pararia to Mohania projects on EPC mode

## Diversified Order Book



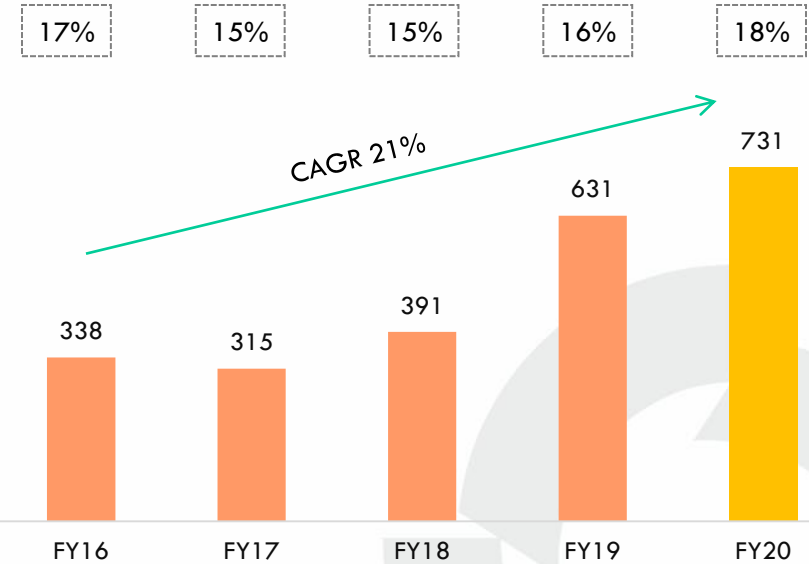
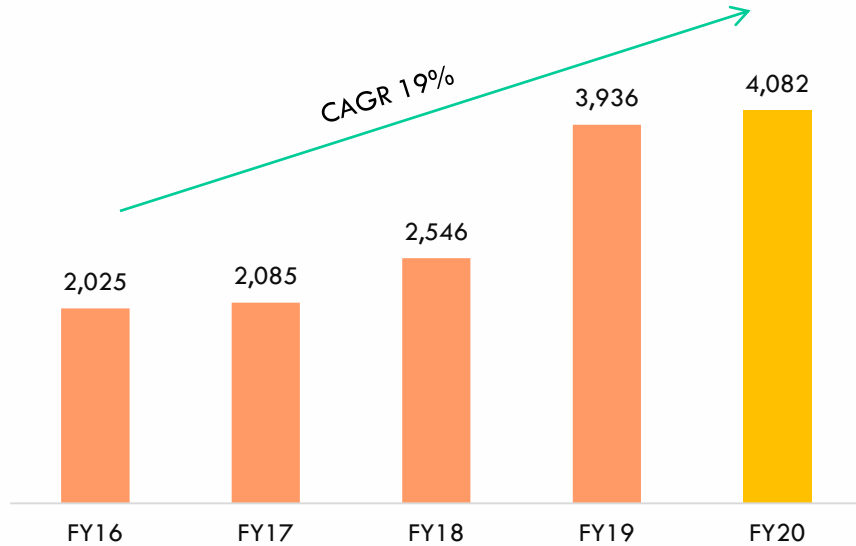
# Consistent growth in EPC business...



Figures in Rs Cr

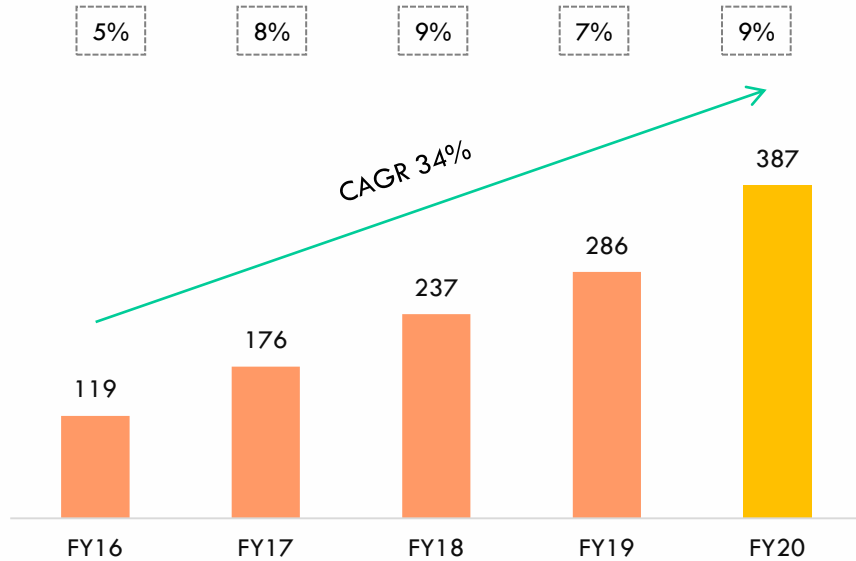
Revenue<sup>#</sup> - changing trajectory...

... with stable operating profit & Margin

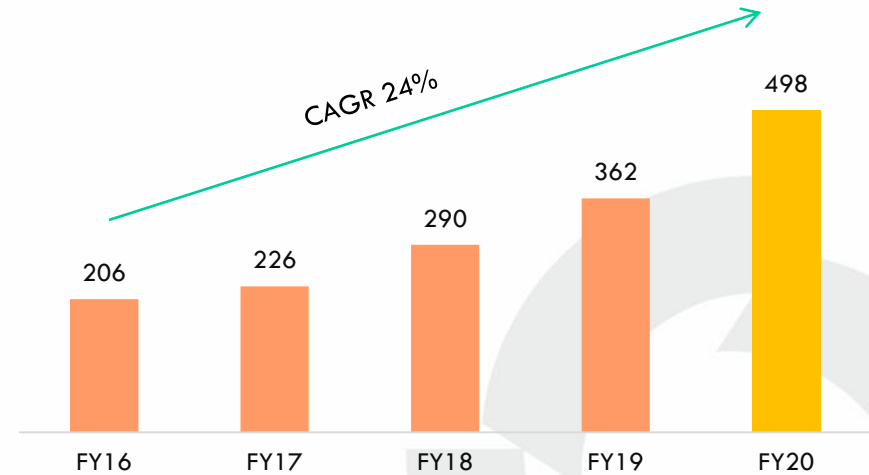


# Includes other income

## Stable Net Profit & Margin...



## Generating higher Cash Profit enables further growth



## Ashoka Buildcon Limited (ABL)

BOT & HAM Projects	ABL Stake
1 Katni Bypass <sup>^^</sup>	99.9%
2 Wainganga Bridge	50.0%
3 1 Foot Over Bridge in Mumbai	100.0%
4 Anawali Kasegaon Road	100.0%
5 Mudhol Nipani (BOT Annuity)	100.0%
6 Bagewadi Saundatti (BOT Annuity)	100.0%
7 Hungud Talikot (BOT Annuity)	100.0%
8 Kandi Ramsanpalle Road (HAM) <sup>#</sup>	100.0%
9 Banwara Bettadahalli Road (HAM) <sup>#</sup>	100.0%

<sup>^^</sup> Toll is being collected under Court Order  
 Closed toll operation of Ahmednagar–Aurangabad project post completion of the concession period in March'20

## Ashoka Concessions Limited (ACL) <sup>1</sup>

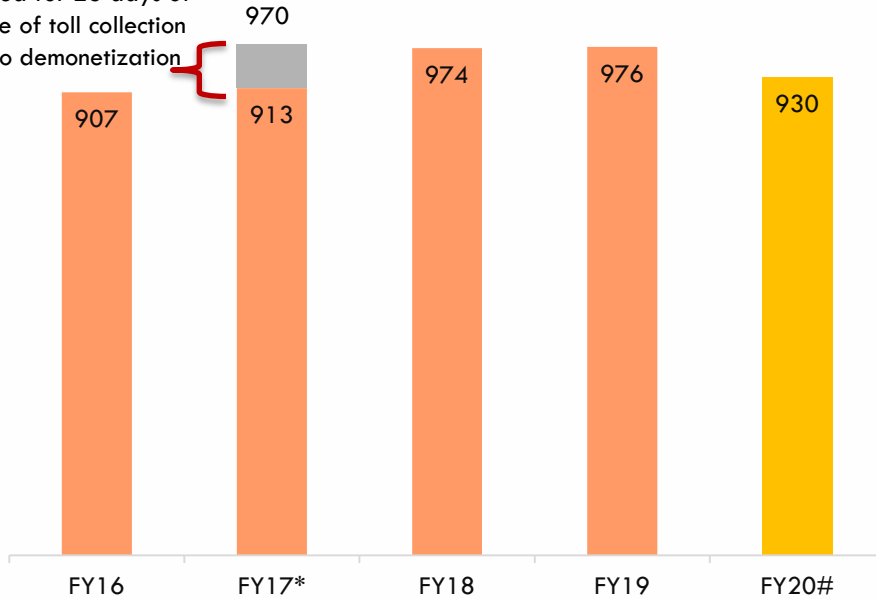
BOT & HAM Projects	ACL Stake
1 Belgaum Dharwad Road	100.0%
2 Dhankuni Kharagpur Road	100.0%
3 Sambalpur Baragarh Road	100.0%
4 Bhandara Maharashtra Road	51.0%
5 Durg Chattisgarh Road	51.0%
6 Jaora-Nayagaon Road	37.7%
7 Chennai ORR <sup>1</sup> (Annuity)	50.0%
8 Kharar Ludhiana (HAM)	100.0%
9 Ranastalam Anandpuram (HAM)	100.0%
10 Ankleshwar Manubar Expressway (HAM)	100.0%
11 Mallasandra Karadi Road (HAM)	100.0%
12 Karadi Banwara Road (HAM)	100.0%
13 Belgaum Khanapur Road (HAM)	100.0%
14 Khairatunda Barwa Adda Road (HAM)	100.0%
15 Bettadahalli Shivamogga Road (HAM) <sup>#</sup>	100.0%

1. ABL's effective stake in ACL – 61%; SBI Macquarie invested Rs 8,000mn investment, owns 39%  
 2. Chennai ORR – ABL owns 50% equity currently. Will be transferred to ACL in due course  
 3. <sup>#</sup>Executed CA in January & March 2020 – FC awaited

# Consistently maintaining toll collection

Figures in Rs Cr

Adjusted for 23 days of closure of toll collection due to demonetization



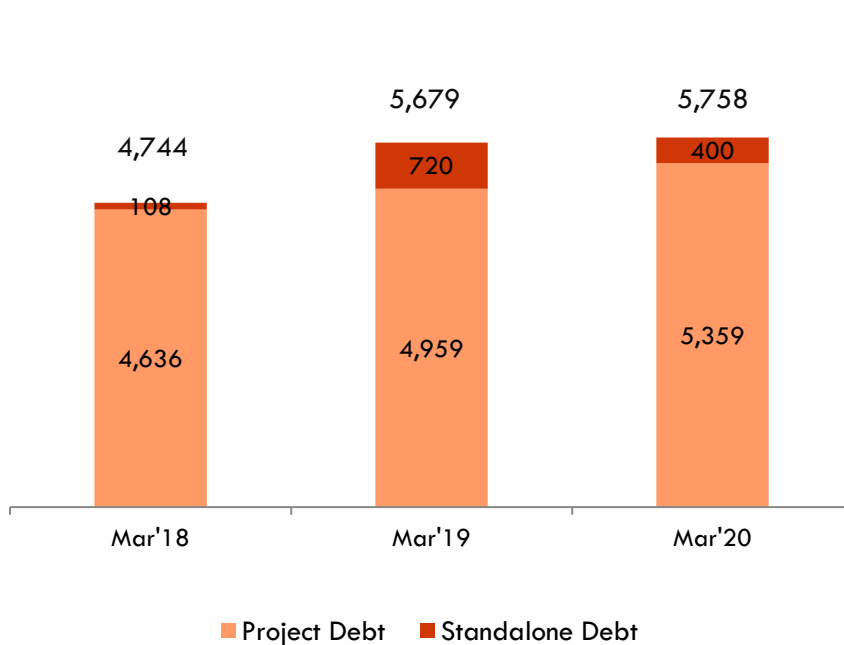
*Despite challenging macro-economic conditions in FY20 and Toll Loss of 6 Days amid Lockdown in March-20, Delivered Modest growth in few large Projects*

Projects	Growth (y-o-y)
Bhandara	5%
Dhankuni Kharagpur	3%

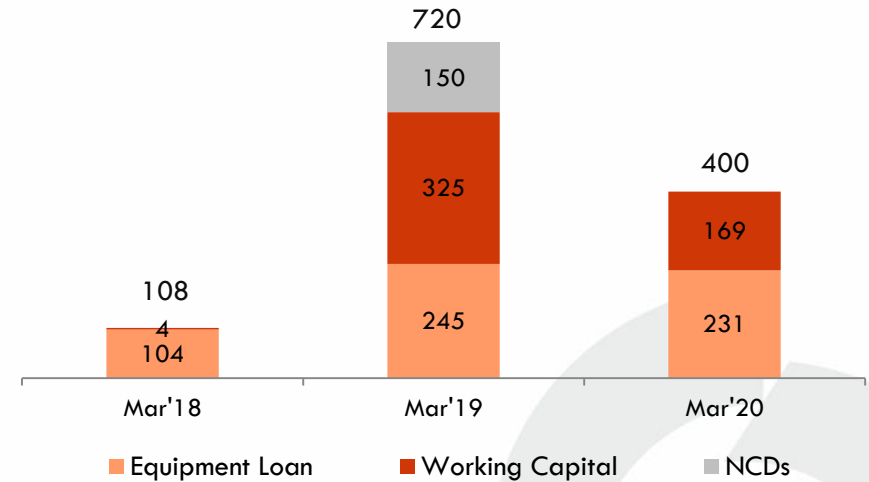
\* FY17 Toll Revenues includes Rs 103.63 Cr from Indore Edalabad Road project which is handed over and does not contribute in FY18 Toll revenue

# Excludes Toll Loss of last 6 days amid lock down in March-20

### Consolidated Debt Break-up (Rs. Cr)



### Standalone Debt Break-up (Rs. Cr)



*Redemption of Non-Convertible Debentures worth Rs.150 crores in March-20*



**Railway Segment**



**ASHOKA**

Ashoka Buildcon Ltd.



*Levering our expertise in Power and Civil Work to tap the Vast Opportunity available in the Sector*

- Entered in the Railways Segment in FY2018-19; involved in construction of Civil, Track laying and Electrification Work
- As on 30<sup>th</sup> June 2020, Order Book stands at Rs.867 crores; comprising ~9% of Total Order Book
- Order Book comprises of orders from Rail Vikas Nigam Limited in Jharkhand and Punjab





**Platform Wall Curing**



**MNB 140 Retaining wall (WIP)**



**Blanket 3<sup>rd</sup> Layer in progress at Ch. 88+400**



**Station Building in Final Stage at Alal station**

# City Gas Distribution



## Cautiously Expanding CGD Portfolio (Commissioned 12 CNG Station in the span of 15 months)



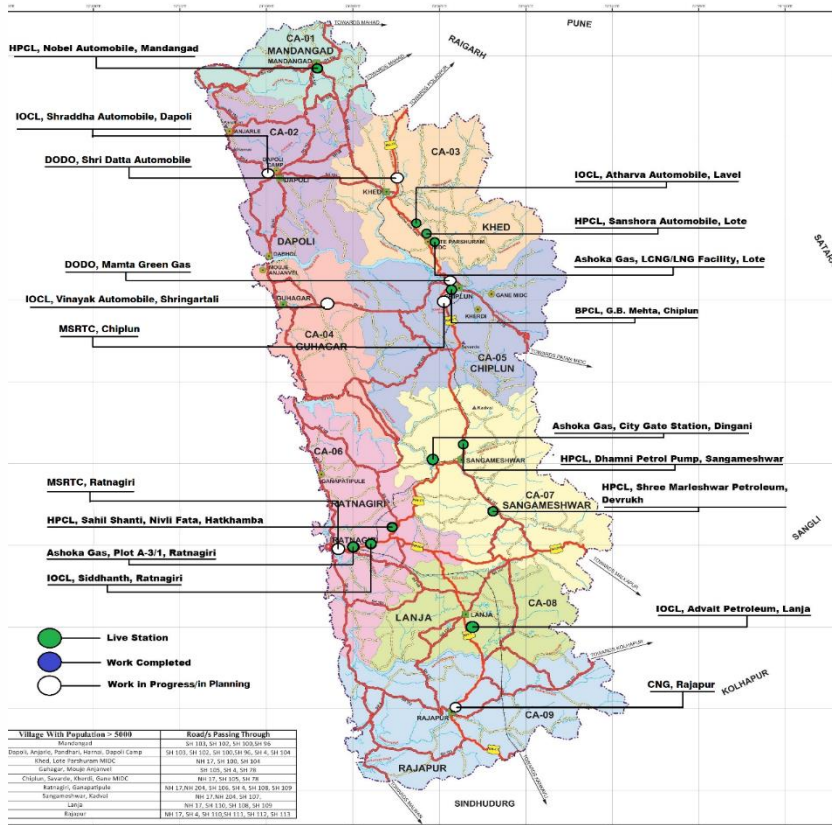
**Maharashtra**



**Karnataka**

*First Private CGD entity to launch dedicated 56 KL LNG setup with L-CNG facility  
for its CNG & PNG customers in 'Ratanagiri'*

# CNG Gas Station - Map



## Commissioned

1. Ashoka Gas, Dingni
2. Ashoka Gas, MIDC Ratnagiri
3. Ashoka Gas, MIDC Lote
4. HPCL, Marleshwar Petroleum, Devrukh
5. HPCL, Sahil Shanti Automobile, Nivli
6. IOCL, Siddhanath Automobile, Ratnagiri
7. HPCL, Sanshora Automobile, Lote
8. IOCL, Atharva Automobile, Lavel
9. HPCL, Samrtha Traders, Dhamni
10. HPCL, Nobel Automobile, Mandangad
11. BPC, G. B. Mehta Petroleum, Chiplun
12. IOCL, Advait Petroleum, Lanja

## Under Construction/ Planning

1. DODO, Mamta Green Gas, Chiplun
2. DODO, Shri Datta Automobile, Khed
3. IOCL, Shradha Automobile, Dapoli
4. IOCL, Vinayak Automobile, Shringartali
5. MSRTC, Chiplun
6. MSRTC, Ratnagiri
7. OMC/DODO Rajapur





Awards in 2019-20



**ASHOKA**

Ashoka Buildcon Ltd.





Ashoka Buildcon Ltd. received  
Best Roads & Highways Company of The  
Year – 2020 Award  
at CIA World Infra Awards



**Thank You**

