

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 15, 2021

Sub: Presentation for 28th AGM held on 15.09.2021

Scrip Code : 533271

Scrip Name ASHOKA EQ.

Please find enclosed herewith Presentation for Stakeholders of Ashoka Buildcon Limited for 28th Annual General Meeting held on 15th September, 2021 through Video Conferencing ("VC")/ Other Audio Visual Means ("OAVM").

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

28th Annual General Meeting
September 15, 2021

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Projects won worth ~Rs.2,679 Crores in FY2021



Top ten projects ahead of schedule



Receipt of Provisional Certificate (COD) for HAM Projects viz. Kharar Ludhiana Road Project & Ranastalam Anadapuram Road Project; Commercial Operation Date (COD) of both the projects is March 31, 2020 & September 24, 2020, respectively



Signed 'Share Purchase Agreement' for acquisition of remaining 49% equity stake along with Zero Interest Shareholders Loan of 'Ashoka Highways (Bhandara) Limited' (SPV) held by India Infrastructure Fund (IIF), for an aggregate consideration of Rs.35.98 Crores

- The completion of the above transaction is subject to receipt of the approvals from National Highways Authority of India (NHAI) and if required, from Lenders
- Post the completion of the transaction the Company along with subsidiary/ies would hold 100% stake in AHBL

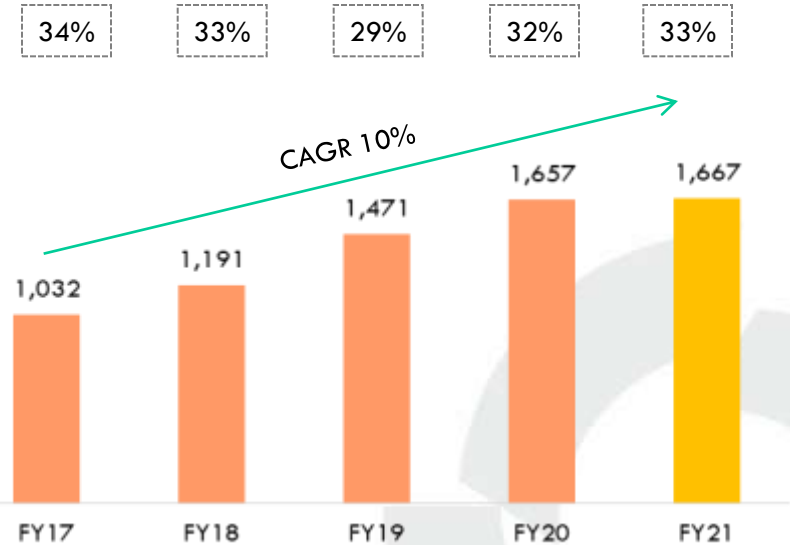
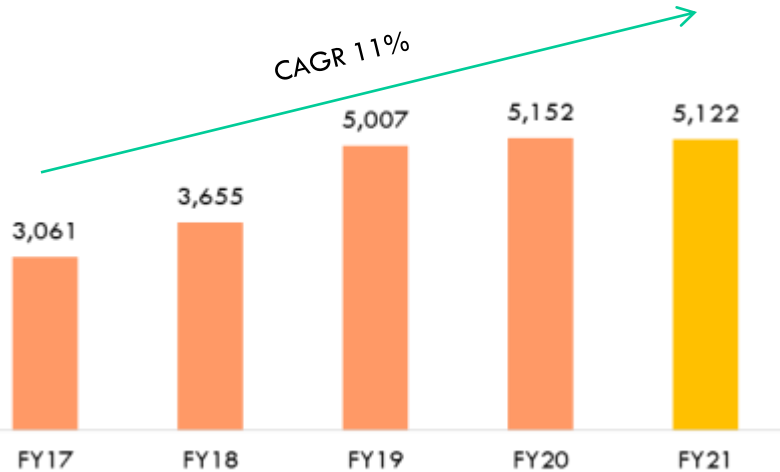
Delivered Sustained Performance... despite Covid-19 Disruption



Figures in Rs Cr

Sustaining performance in challenging times...

... while maintaining Operating margins



Consolidated Revenue Includes other income and RMC income

Company Overview



ASHOKA

Ashoka Buildcon Ltd.



Company Overview



4+ decades

Construction experience

11,500+

Lane kms constructed

Presence

Foot print across 22 States
And internationally in
Maldives

In-house capabilities

Equipment bank of 2,500
Nos.

22

Operational + Under
construction PPP projects

19

PPP projects Completed &
Handed over back to Govt

INR 12,552 Cr*

Order Book (Current Order Book)

9,000+

Employed in Ashoka Family

Business
Verticals



Road EPC



Roads BOT | Annuity | HAM



Power Distribution



Railways



Buildings



City Gas Distribution

* Includes Orders received after 01.07.2021

Business Overview



ASHOKA

Ashoka Buildcon Ltd.

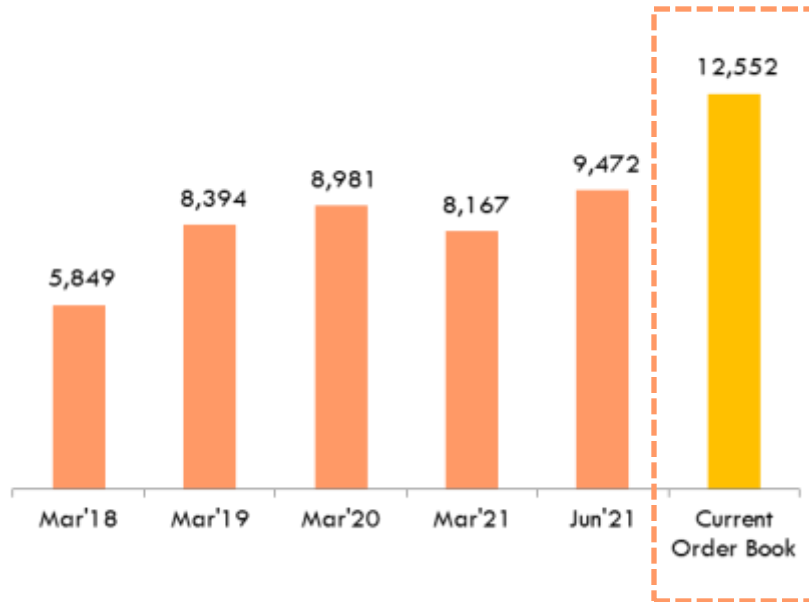


Leading EPC Company with over 4 decades of experience



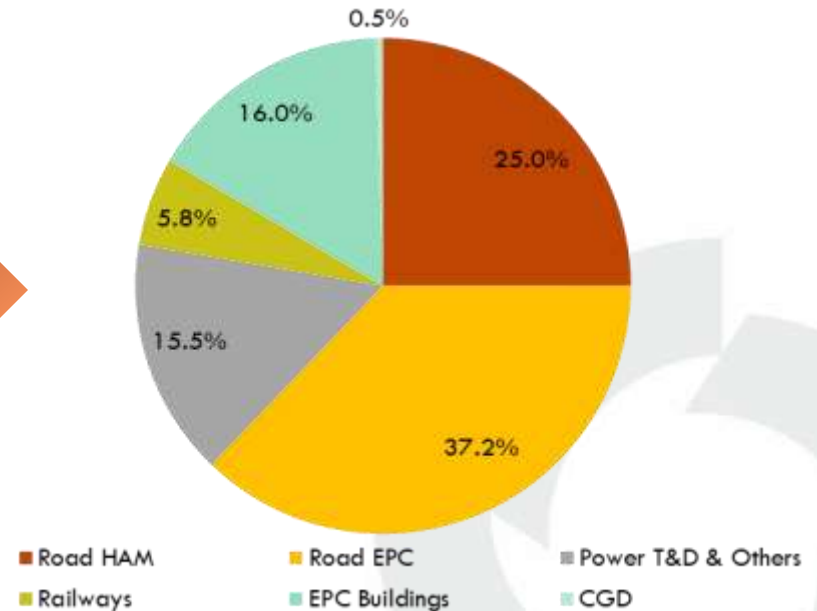
Figures in Rs Cr

Order Book of Rs. 12,552 Cr., 3.1x FY21 Revenue



* Includes Orders received after 01.07.2021

Diversified Order Book



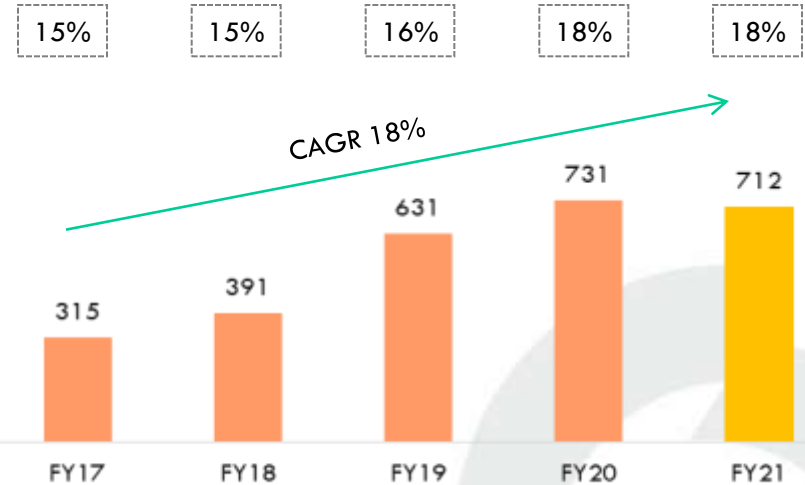
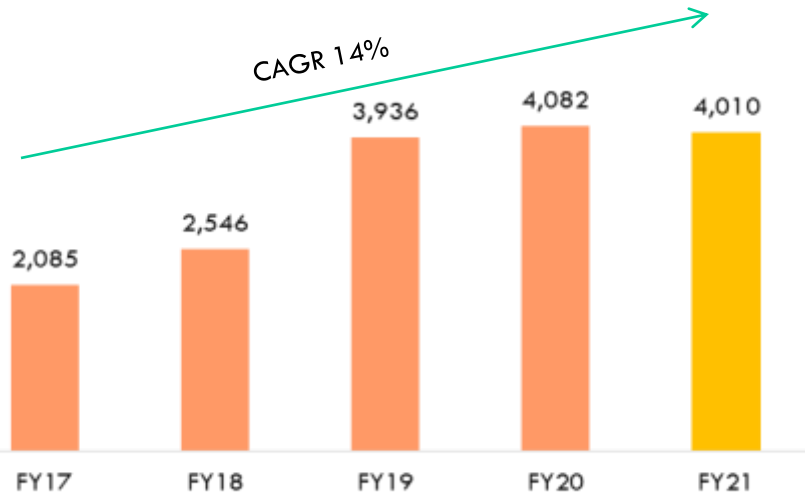
Consistent growth in EPC business...



Figures in Rs Cr

Revenue[#] - delivering consistent performance...

... with stable operating profit & Margin

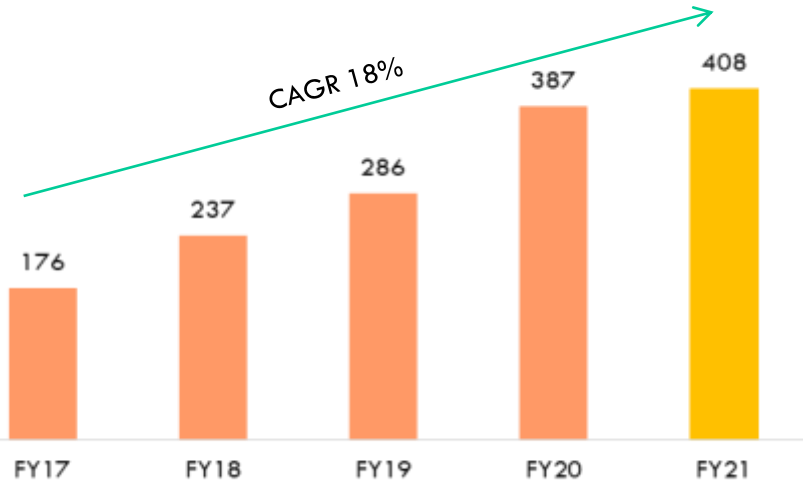


Demonstrated tremendous resilience in the face of Global Pandemic... delivered fairly strong performance despite pandemic induced disruption in the first half of the fiscal 2021

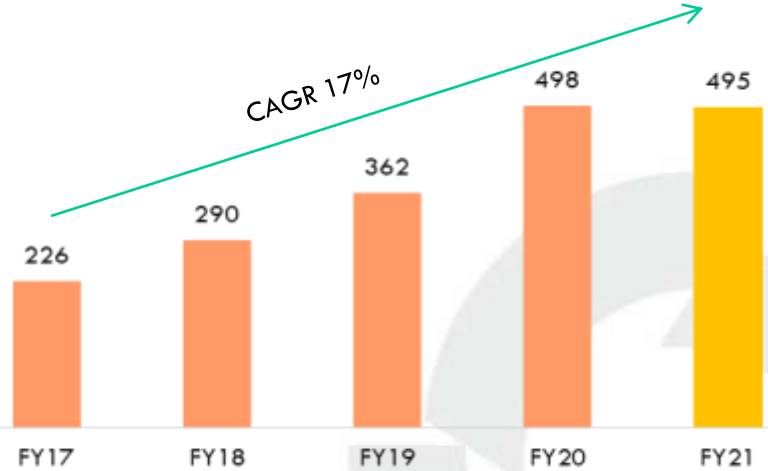
Includes other income

Stable Net Profit & Margin...

8% 9% 7% 9% 10%



Generating higher Cash Profit enables further growth





Conquering New Orbits

Constructed India's First 8 lane extra dosed cable stayed bridge across River Narmada, Gujarat, with total length of 4,450 m with the carriageway width of 24 m. The bridge is nearing completion in 33 months timeframe

Conquering Productivity

Record non-stop laying of 12,700 tons of DBM, resulting in construction of 6.57 lane km of road in just 61 hours, demonstrating the production capabilities



Pannagarh Palsit Project

- ❖ Ashoka Buildcon Limited has been awarded the EPC work of Six laning of National Corridor NH-19 in the State of West Bengal by Adani Road Transport Limited.
- ❖ The project is undertaken by National Highways Authority of India, New Delhi. The EPC cost of the project is Rs.1567.45 Crore including of GST.
- ❖ Out of 67 kms almost 50% length of the project highway is to be constructed as elevated project Highway.
- ❖ Ashoka Buildcon Limited has accepted the challenge of completing the above project in 21 months against schedule timelines of 30 months.

Ashoka Buildcon Limited (ABL)

BOT & HAM Projects	ABL Stake
1 Katni Bypass ^{^^}	99.9%
2 Wainganga Bridge	50.0%
3 Mudhol Nipani (BOT Annuity)	100.0%
4 Bagewadi Saundatti (BOT Annuity)	100.0%
5 Hungud Talikot (BOT Annuity)	100.0%
6 Kandi Ramsanpalle Road (HAM)	100.0%
7 Banwara Bettadahalli Road (HAM) [#]	100.0%

^{^^} Toll is being collected under Court Order

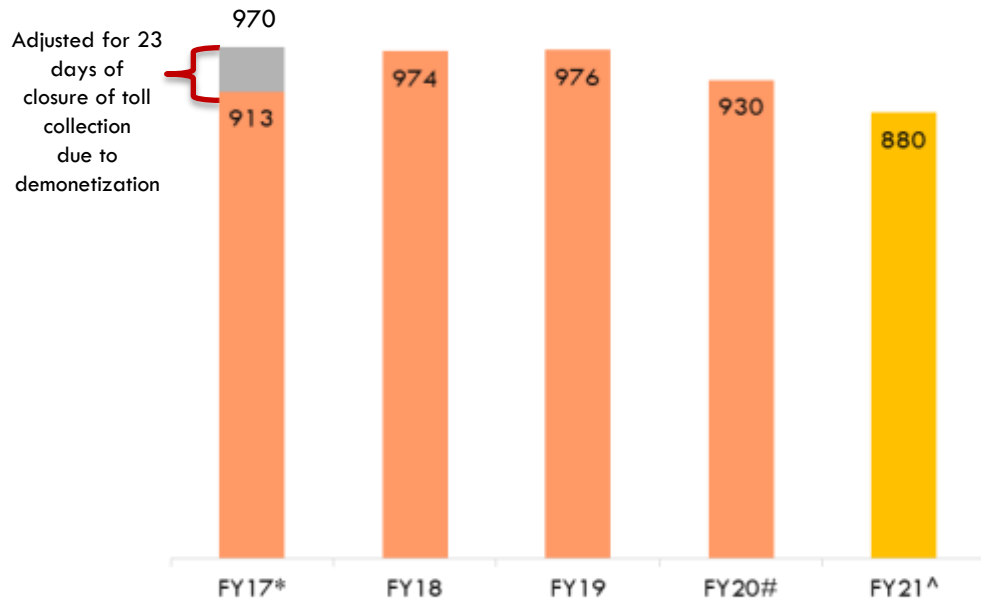
Ashoka Concessions Limited (ACL) ¹

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 ² (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) [#]	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. [#]Executed CA March 2020 – FC awaited

In FY21-Toll collections were Marginally impacted due to Covid-19

Figures in Rs Cr



Reduction in Toll in FY21 in mainly due to Lockdown during H1FY21 which the Governemnt is compensating by increasing the Concession Agreement

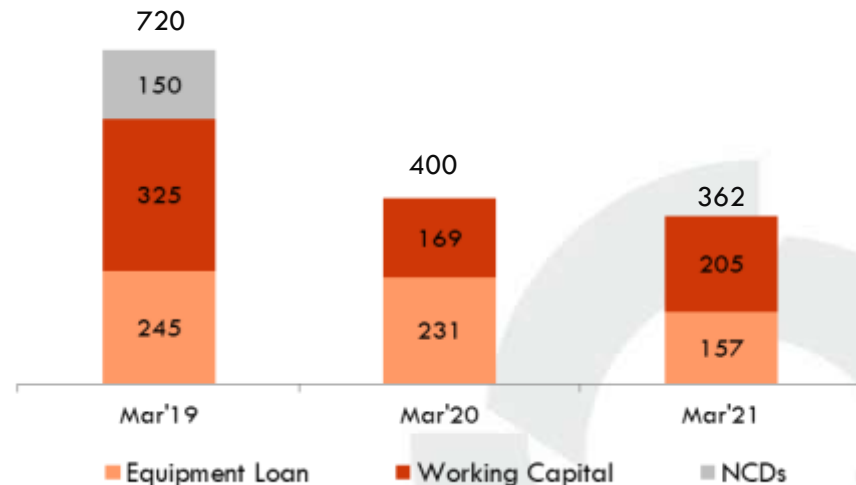
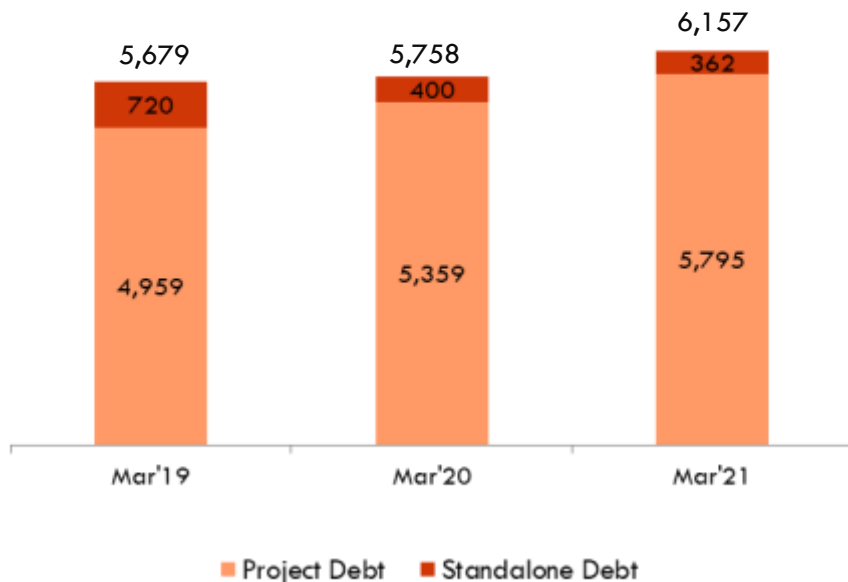
* FY17 Toll Revenues includes Rs 103.63 Cr from Indore Edalabad Road project which is handed over and does not contribute in FY18 Toll revenue

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

^ Does not include Toll loss of 19 days amid lockdown in April-21 Closed toll operation. Also, Closed toll operation of Ahmednagar –Aurangabad project post completion of the concession period in March'20, which does not contribute in FY21 toll revenues

Consolidated Debt Break-up (Rs. Cr)

Standalone Debt Break-up (Rs. Cr)





Building Segment



ASHOKA

Ashoka Buildcon Ltd.

Leveraging our experience in Building construction to capitalize on the the Vast Opportunity available in the Sector

- Re-entered in the Buildings Segment in the Current Fiscal
- Entered in the segment with the order of construction of 2000 Social Housing Units in Maldives on EPC mode and also bagged Rs.600 crores for construction of Superspeciality hospital at Mumbai
- Current Order Book stands at Rs.2,013 crores; comprising ~16% of Total Order Book



A photograph of railway tracks curving into the distance under a dramatic sunset sky. The sun is low on the horizon, casting a golden glow over the scene. Power lines and poles run alongside the tracks. The background shows a hazy landscape with some buildings and trees.

Railway Segment



ASHOKA

Ashoka Buildcon Ltd.

Leveraging our expertise in Power and Road Sector 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
- Current Balance Order Book stands at Rs.1,204 crores (including order from IRCON); comprising ~9% of Total Order Book

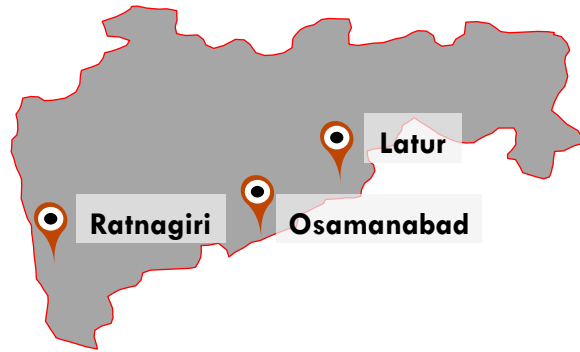


City Gas Distribution



ASHOKA
Ashoka Gas

Expanding CGD Portfolio

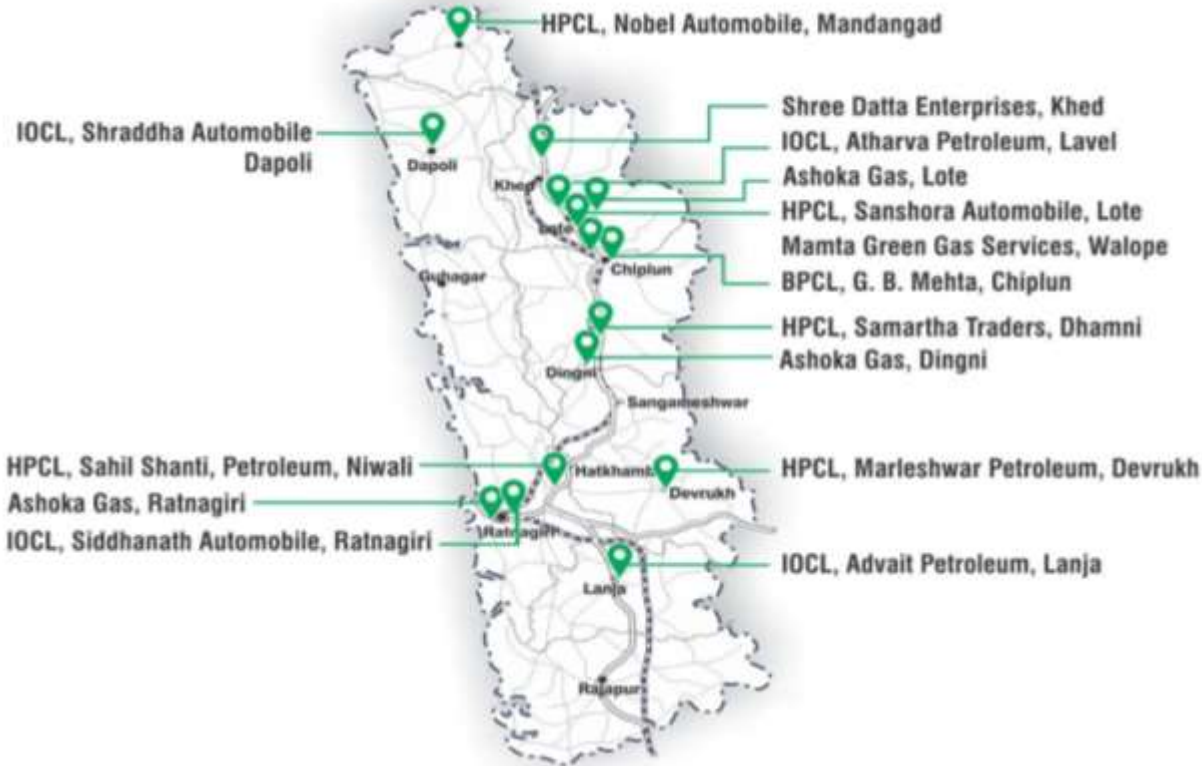


Maharashtra



Karnataka

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



15 Gas Stations commissioned and 4 under construction

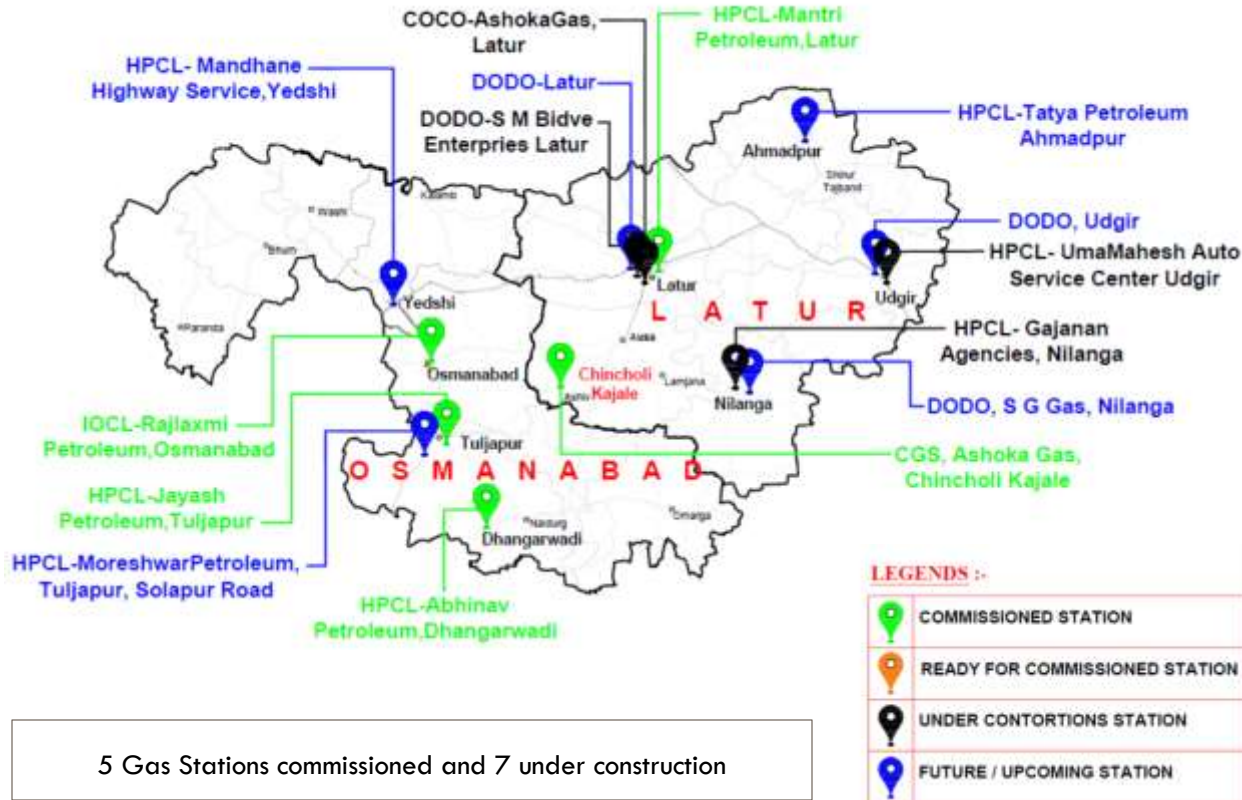
Commissioned

- 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 BPCL, G. B. Mehta Petroleum, Chiplun
- 12 IOCL, Advait Petroleum, Lanja
- 13 DODO, Mamta Green Gas, Chiplun
- 14 DODO, Shri Datta Automobile, Khed
- 15 IOCL, Shradha Automobile, Dapoli

Under Construction / Planning

- 1 Vinayak Automobile, Shrungartali
- 2 MSRTC, Ratnagiri
- 3 MSRTC, Chiplun
- 4 DODO Rajapur

Latur & Osmanabad Geographical Area



5 Gas Stations commissioned and 7 under construction

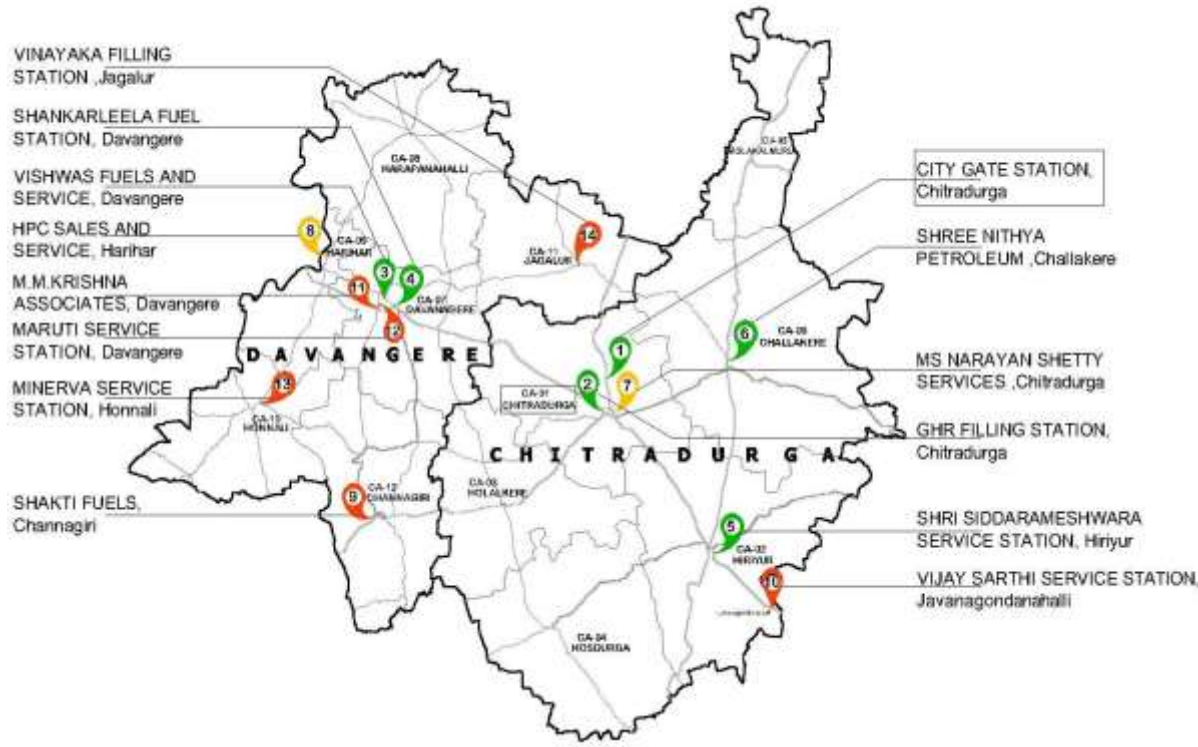
Commissioned

- 1 Ashoka Gas CGS (Mother Station) Chincholi Kajale
- 2 HPCL Mantri Petroleum Latur
- 3 HPCL Jayesh Petroleum Tuljapur
- 4 HPCL Abhinav Petroleum Dhangarwadi
- 5 IOCL Rajlaxmi Petroleum Osmanabad

Under Construction / Planning

- 1 Ashoka Gas COCO Station Latur
- 2 HPCL Uma Mahesh Auto Services Udgir
- 3 HPCL Gajanan Agencies Nilanga
- 4 DODO SM Bidve Latur
- 5 HPCL Moreshwar Petroleum Tuljapur Solapur Road
- 6 HPCL Tatya Petroleum Ahmadpur
- 7 DODO SG Gas Nilanga

Chitradurga & Davangere Geographical Area



6 Gas Stations commissioned and 8 under construction

Commissioned

- 1 Ashoka Gas CGS (Mother Station) Chitradurga
- 2 HPCL- GHR Filling Station, Chitradurga
- 3 BPCL- Vishwas Fuels and Service, Davangere
- 4 HPCL- Shankarleela Fuel Station, Davangere
- 5 IOCL- Shri Siddarameshwara Service Station, Hiriyur
- 6 IOCL- ShreeNithya Petroleum, Challakere

Under Construction / Planning

- 1 BPCL- MS Narayan Shetty Services, Chitradurga
- 2 HPCL- HPC Sales Service- Harihar
- 3 HPCL- Shakti Fuels- Channagiri
- 4 HPCL- Vijay Sarthi Service Station- Hiriyur
- 5 BPCL- M.M.Krishna Associates, Davangere
- 6 IOCL- Maruti Service Station, Davangere
- 7 IOCL- Minerva Service Station, Honnali
- 8 IOCL- Vinayaka Filling Station, Jagalur





Awards in 2020-21



ASHOKA

Ashoka Buildcon Ltd.



The Top Challengers of 2020
Award
By Construction World



Pashighat to Bomjour in Arunachal Pradesh received
Gold Award
for
'Outstanding Work in Challenging Condition'
By Ministry of Road Transport & Highways (MORTH)



Recognised as
'Most Innovative Highway Construction Company'
at
Golden Aim Awards



Honoured with
'Platinum Award'
in
Construction Sector for
outstanding achievement in
'Waste Management Category'
By Apex India Foundation



Thank You

