

Date: - 13.02.2018

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

Please find attached herewith Investor Presentation for the Quarter ended December 31, 2017. Kindly take the same on your record.

For DilipBuildcon Limited IILD

SECRETARY

Company Secretary

JAS-ANZ

M4570910N
ISO 9001:2008

Regd. Office:

Plot No. 5, Inside Govind Narayan Singh Gate, Chuna Bhatti, Kolar Road, Bhopal - 462 016 (M.P.)

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INFRASTRUCTURE & BEYOND











Q3FY18

Earnings Presentation



Safe Harbour Q3FY18

All statements included or incorporated by reference in this presentation, other than statements or characterizations of historical fact, are forward-looking statements. These forward-looking statements are based on our current expectations, estimates and projections about our industry, management's beliefs and certain assumptions made by us. Although Dilip Buildcon Limited believes that the expectations reflected in such forward looking statements are reasonable, there can be no assurance that such expectations will prove to be correct. Any forward-looking statement speaks only as of the date on which such statement was made, and Dilip Buildcon Limited undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. No assurance can be given that actual results, performance or achievement expressed in, or implied by, forward looking statements within this disclosure will occur, or if they do, that any benefits may be derived from them.



Table of Content

Results Summary Page: 04 **Business Highlights** Page: 06 **Financial Highlights** Page : 10 **Strategy & Model** Page : 15 **Appendix** Page : 18



Financial Highlights

Strategy & Model







Results Summary

Q3FY18

Revenue (₹ mn)











Revenue Breakup

34%

Roads & Bridge

12,657



Irrigation



Urban Development



Mining

Q3FY18 16,915

279 724

16

2,178

35 469

(₹ mn)





Results Summary

Q3FY18













Revenue Breakup

(₹ mn) **Roads & Bridge Urban Development Mining Irrigation** 764% 48% -45% -92% **9MFY18** 1,274 **36** 5,962 44,509 30,017 2,319 439 690 **9MFY17**





Key Highlights for the quarter

Results Summary

- The company has issued 6000 8.90% Non-Convertible Debentures of face value Rs. 10,00,000/- each at par aggregating to Rs. 600 crores on private placement basis. These debentures are Senior, Secured, Unlisted, Rated, Redeemable non-convertible in the various series identified based upon their maturities.
- Door-to-Door (DTD) tenure of 5 years with moratorium of 2 years.





Result Update

Results Summary

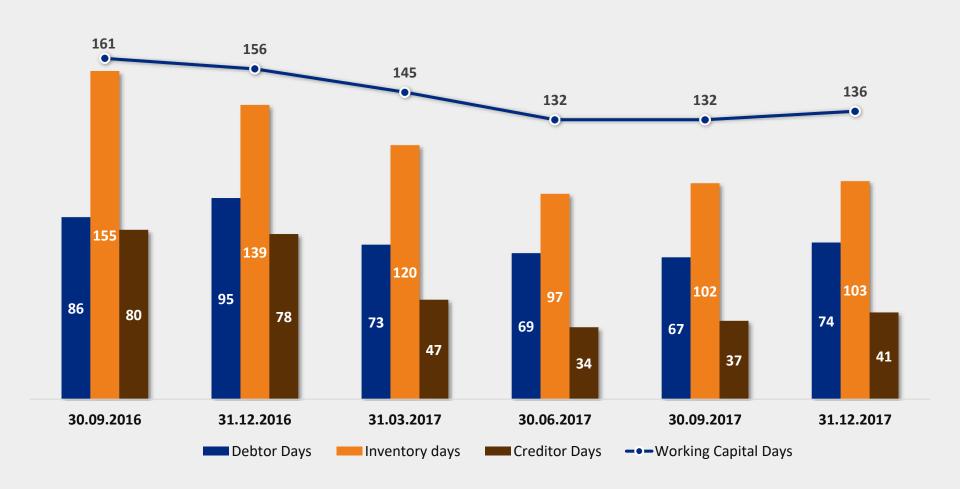
							(₹ mn)
Particulars	Q3FY18	Q2FY18	Q3FY17	YoY (%)	9MFY18	9MFY17	YoY (%)
Revenue	19,478	15,849	13,918	39.95%	51,994	33,556	54.95%
Operating expenses	15,974	12,965	11,115	43.72%	42,578	27,099	57.53%
EBITDA	3,503	2,884	2,802	25.02%	9,417	6,458	45.82%
EBITDA Margin (%)	18.04%	18.24%	20.17%	-	18.15%	19.29%	-
Other income	56	31	27	107.41%	114	82	39.02%
Depreciation	698	676	593	17.71%	2,024	1,656	22.22%
Interest	1,168	1,110	1,062	9.98%	3,385	3,105	9.02%
PB exceptional items and Tax	1,638	1,098	1,147	42.81%	4,008	1,697	136.18%
Exceptional items	-	-	-	-	-	-	-
PBT	1,638	1,098	1,147	42.81%	4,008	1,697	136.18%
Tax Expense	(9)	(58)	61	-	(21)	45	-
Other comprehensive income	3	1	(1)	-	(0.05)	(2)	-
PAT	1,650	1,158	1,085	52.07%	4,029	1,650	144.18%
PATM (%)	8.50%	7.32%	7.82%	-	7.77%	4.93%	-
EPS (INR)	12.04	8.46	7.94	51.64%	29.46	12.96	127.31%







Net Working Capital Days- Quarterly







Order Book

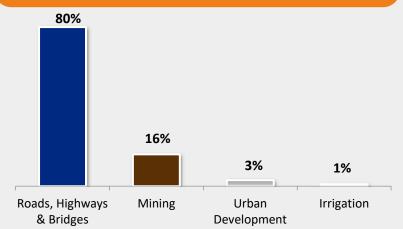
Q3FY18

Order Book

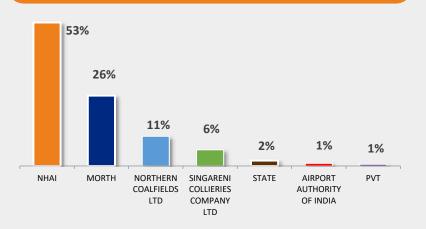
Business Highlights



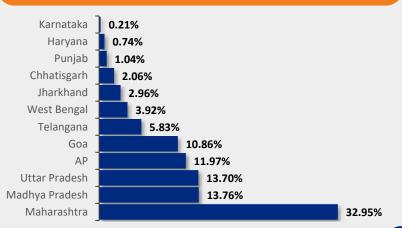
Order Book – By Sector



Order Book – By Client



Order Book – By State









Projects won post December (Q3) till date

Q3FY18

Project Name	Туре	State	Name of Employer	Contract Value	LOA Date
Davanagere-Haveri Section of NH-48 (Old NH-4) Pkg.1B on EPC mode	ROAD	Karnataka	IRCON International (Govt. Undertaking)	1,572.30	
Davanagere-Haveri Section of NH-48 (Old NH-4) Pkg.2 on EPC mode	ROAD	Karnataka	IRCON International (Govt. Undertaking)	3,605.70	1/18/2018
Seoni – MP/MH Border of NH-7 under NHDP Phase – III on EPC mode	ROAD	МР	NHAI	7,300.80	1/17/2018
Chandikhole-Bhadrak Section of NH-5 (New NH- 16) as Hybrid Annuity Project under NHDP Phase V	ROAD	ODISHA	NHAI	13,639.50	1/24/2018
Karodi (km 320.104) to Telwadi (375.00) Road section of NH211 (new NH no.52) under NHDP Phase IV-B on EPC mode	ROAD	МН	NHAI	5,650.20	1/31/2018
	31,768.50				





Projects completed in Q3

Name of the employer	Name of the Project	State	Type of work	Cost of work (INR Mn)	Length	Scheduled Date of Completion with EOD	Actual Completion Date	Early Completion Days
IRCON International (Govt. Undertaking)	SHIVPURI GUNA	MP	ROAD	1,959.25	30.00	26/6/2018	24/10/2017	245





Profit & Loss - Quarterly

Q3FY18

				(******
Particulars		Standalone	Highlights	
r at ticulars	Q3FY18	Q3FY17	Y-o-Y	
Revenue from Operations	19,421	13,891	39.81%	• ~40% YOY Growth in
Other income	56	27		Topline
Total Income	19,478	13,918	39.95%	In proportion to Topline
Expenses				Finance cost reduced from
Cost of materials consumed	15,121	10,299		7.64% to 6.01% i.e. 1.63%
Purchases of Stock-in-Trade	-	-		PAT margin improved from
Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	(183)	71		7.82% to 8.50%
Employee benefits expense	349	226		• ~52% YOY Growth in PAT
Finance costs	1,168	1,062		
Depreciation and amortization expense	698	593		
Other expenses	687	520		
Total expenses	17,840	12,770		
Profit/(loss)before exceptional items and tax	1,638	1,147	42.81%	
Exceptional items		-		
Profit Before Tax	1,638	1,147	42.81%	
Tax expenses	(9)	61		
Net Profit (net of other comprehensive income)	1,650	1,085	51.93%	







Balance Sheet - Quarterly

Q3FY18

Dantindana		Standalone		
Particulars	Q3FY18	Q2FY18	Q3FY17	
ASSETS				
Non-current assets				
Property, plant and equipment	17,082	16,913	16,112	
Investment properties	-	-	-	
Other Intangible assets	32	35	43	
Non-current investments	6,782	6,306	4,507	
Loans (NC)	-	-	-	
Other	1,631	1,702	1,429	
Other non current Asset	6,307	4,300	2,195	
Total Non current Assets	31,834	29,256	24,285	
Current assets				
Inventories	19,498	18,120	16,969	
Financial assets				
Trade receivables	13,919	11,908	11,560	
Cash and cash equivalent	2,067	1,557	1,321	
Loans (C)	3,721	3,146	1,732	
Others (to be specified)	346	86	334	
Current tax asset (Net)	652	801	769	
Other current assets	6,786	7,579	6,517	
Total Current Assets	46,989	43,197	39,202	
TOTAL ASSETS	78,823	72,453	63,487	





Balance Sheet - Quarterly

Q3FY18

Post London		Standalone					
Particulars	Q3FY18	Q2FY18	Q3FY17				
EQUITY AND LIABILITIES							
Equity							
Equity share capital	1,368	1,368	1,368				
Other equity	21,026	19,376	15,527				
Total equity	22,394	20,744	16,895				
Liabilities							
Non-current liabilities							
Financial liabilities							
Borrowings (NC)	10,864	6,088	6,431				
Provisions (NC)	196	234	181				
Deferred tax liabilities	610	617	937				
Other non-current liabilities	5,736	4,818	9,317				
Total Non current liabilities	17,405	11,757	16,867				
Current liabilities							
Financial liabilities							
Borrowings (C)	20,239	19,956	15,745				
Trade payable (C)	7,771	6,499	9,486				
Other current financial liabilities	2,967	5,946	4,060				
Other current liabilities	7,944	7,453	351				
Provisions (c)	104	99	84				
Total current liabilities	39,025	39,952	29,726				
Total liabilities	56,429	51,710	46,592				
TOTAL EQUITY AND LIABILITIES	78,823	72,453	63,487				



Business Highlights



Strategy & Model



Working Capital

Q3FY18

			(,				
Particulars	Standalone						
Particulars	Q3FY18	Q2FY18	Q3FY17				
Debtors Days	74	67	95				
Inventories Days	103	102	139				
Total	177	169	234				
Less: Creditors Days	41	37	78				
Working Capital Days	136	132	156				
Inventory							
Stock	15,326	14,131	14,038				
WIP	4,172	3,989	2,931				
Total	19,498	18,120	16,969				







Yearly Standalone Financials (₹ mn)

Particulars	FY17	FY16
Total income (A)	51,091	41,011
% growth	24.58%	55.90%
Cost of construction	23,389	20,166
Changes in inventories	14,540	9,838
Employee benefits expense	1,025	873
Other expenses	2,099	1,983
Total expenses (B)	41,054	32,861
EBITDA (A – B)	10,037	8,150
% margin	19.65%	19.87%
Net profit after tax	3,611	2,205
% margin	7.07%	5.38%
Networth	18,529	10,621
Total debt ^(b)	25,634	25,114
Trade payables	8,886	10,232
Net tangible assets	16,785	14,176
Inventories	16,639	15,803
Trade receivables	10,165	9,119
Cash and bank balances	1,137	1,059

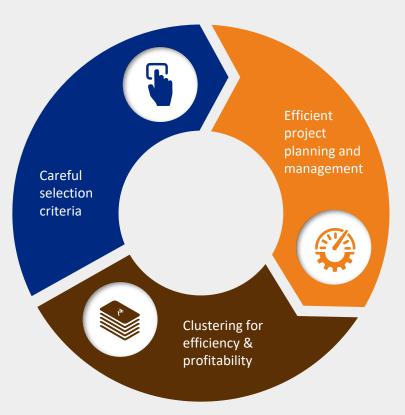


Appendix



Business Model Q3FY18

Project Selection and Management



Superior Execution

Strategy & Model

Equipment tracking and management for efficiency

Robust contract Management

Cost-effective procurement

Project tracking to minimize delays



Skilled project execution team









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







Business Highlights



Strategy

Q3FY18

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

Continuing focus on driving operating efficiency

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



De-Risk business through diversification

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

Financial Performance

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





Key differentiators

Q3FY18



Excellent execution track record – completed 47 road projects, on or ahead of schedule One of the largest fleet of construction equipment in India

One of the largest employers in the construction industry in India Robust revenue visibility – order book at 3.46x of FY17 revenues



Annuity focused BOT portfolio

Efficient business model

Strong financial performance - growth, profitability and return metrics





Overview Q3FY18



Pan India presence 17 states

Revenue growth** CAGR of 34.75%

Diversified areas

roads, bridges, buildings, dams, canals, water supply & mining

Largest owner of Construction equipment's* 9,613

Largest employer in construction industry* 29,478 employees

Best project executors ~90% projects before time

Early completion bonus** ₹3,169 mn











Leadership Team

Q3FY18



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 32 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 17 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 17 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.













Business Highlights Financial Highlights Strategy & Model **Results Summary**





Execution Team





Mr. Vaibhav Rawat CFO



Mr. Atul Joshi GM – Structure



Mr. Devesh Sharma DGM – Legal



Mr. Pradeep Harel AGM – Mechanical



Mr. P. Marimuthu GM – System Admin & Fuel Monitoring



Mr. Kamalakanta Mahakul GM – HR



Mr. Nitesh Kumar Sharma AGM – Billing & Planning



Mr. Badal Chandra Sardar DGM – Survey & Design



Mr. Nitin Shrivastava GM - Bidding & Contracts



Mr. B B Kameshwara Rao DGM/Head - QA&QC



GM – Finance, Accounts & Taxation



Head – CS and Compliance Officer









Awards, accreditation and accolades

Q3FY18















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the transfer of the property

THE PROPERTY LIMITED

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CHRISTING PRODUCT AND DESCRIPTION OF STREET

















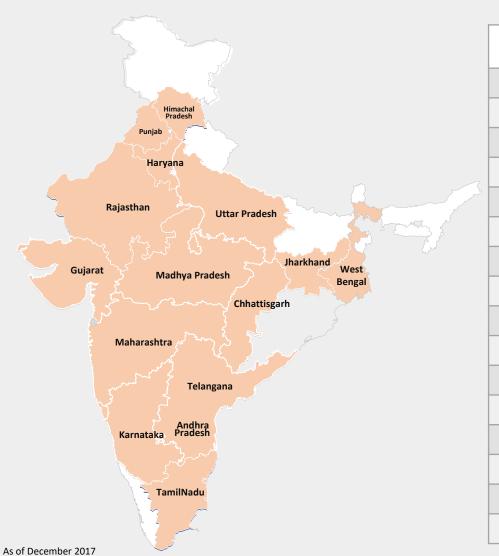






Pan India Project Execution Capability





State	Completed	Ongoing Gross	Ongoing Net
АР	8,616	20,429	14,787
CG	-	9,846	2,550
GOA	-	15,281	13,423
GUJ	9,814	-	-
Haryana	60	4,577	914
НР	1,187	-	-
JHARKHAND	3,330	6,741	3,662
Karnataka	4,194	5,517	259
МН	3,811	43,544	40,711
MP	73,746	47,594	17,001
Punjab	3,510	9,045	1,286
RAJ	9,433	90	-
Telangana	5,820	9,736	7,203
TN	2,520	-	-
UP	2,610	28,758	16,932
WEST BENGAL	-	6,131	4,842









Key Outstanding EPC Projects

Project name	Туре	Contract Value	Outstanding Order Book	Length (Kms)	LOA Date	Date of Start	Schedule Date of Completion
NIGAHI OCP of NCL	Excavation	16,735.77	13,011.72	-	1/20/2017	1/24/2017	1/23/2020
Overburden Khairagura OCP, BPA area (Telangana)	Excavation	9,735.50	7,203.16	-	9/9/2016	11/26/2016	11/25/2019
Vijayawada–Machilipatnam	ROAD	7,407.00	4,263.56	64.61	1/19/2016	11/24/2016	11/23/2018
Ghaghra Bridge to Varanasi	ROAD	6,743.40	3,125.11	58.62	3/31/2015	12/15/2015	6/11/2018
Mahulia-Baharagora	ROAD	6,741.00	3,661.71	71.61	2/11/2016	9/12/2016	6/30/2018
CHICHRA TO KHARAGPUR	ROAD	6,130.80	4,841.59	55.52	9/22/2016	3/16/2017	9/12/2019
ZUARI BRIDGE -(PACKAGE II)	BRIDGE	5,454.00	4,699.85	-	2/15/2016	4/11/2016	4/11/2019
Nalagampalli to AP/Karnataka Border	ROAD	5,031.00	5,031.00	47.69	3/30/2017	11/15/2017	11/14/2019
ZUARI BRIDGE -(PACKAGE I)	ROAD	4,401.00	4,141.90	-	4/18/2016	6/8/2016	12/5/2018
ZUARI BRIDGE -(PACKAGE III)	ROAD	4,176.00	3,330.97	-	4/18/2016	6/8/2016	12/5/2018









BOT Project Portfolio Update

Q3FY18

The company has signed a Term Sheet with Chhatwal Group Trust on 24th August, 2017 in respect of divestment of its entire stake in the 24 of its subsidiary companies (SPVs)

The sale is for 14 operational projects, and 4 under construction projects & 6 HAM projects, which are at different stages of under construction & pre construction. As of 30/06/2017, the company has already invested (In the form of Equity & Sub Debt) an amount of Rs. 453.72 Cr. in 14 operational projects while an amount of Rs.12.57 Cr. is yet to be invested in these projects. Similarly the company has invested Rs 221.91 Cr in 4 under construction projects while an amount of Rs.95.96 Cr. is yet to be invested in these projects. Finally the company has invested Rs. 6.36 Cr. in 6 HAM projects while an amount of Rs. 733.08 Cr is yet to be invested in these projects. So to sum up all the above, the total amount already invested (In the form ofequity & Sub Debt) by the company as on 30/06/2017 is Rs.681.99 Cr while an amount of Rs 841.61 Cr is yet to be invested against which company is expecting to receive a total of Rs. 1600 Crore (approx) through this transaction.

Sr.No	Particulars	Details
1	Date on which the agreement for sale has been entered into	August 24, 2017
2	Expected date of completion of sale/disposal	March 31, 2019
3	Consideration received from such sale/disposal	Rs. 1,600 Crore (approx)
4	Brief Details of Investors	Established in 2011, the Shrem Group of Companies (Chhatwal Group Trust) has developed into a dynamic and diversified investment organisation with a highly motivated entreprenuerial focus. As a privately owned family business, the Group is spearheaded by two brothers, Mr Nitan Chhatwal and Hitesh Chhatwal who have a collective experience of more than 40 years in creating wealth and building business value.











BOT Project Portfolio

			1		Ī			
Project name	Туре	State	Awarding Authority	COD	Length (Kms)	Equity (Amt. In Mn)	Annuity (Amt. In Mn)	Total Project Cost (Amt. In Mn)
Suryavanshi Infrastructure Pvt Ltd	Toll	M.P	MPRDC	5-Feb-09	44.0	137	-	290
DBL Betul Sarni Tollways Ltd	Annuity + Toll	M.P	MPRDC	12-May-15	124.0	810	310	3,240
DBL Nadia Modasa Tollways Ltd	Annuity	Gujarat	R&BD GoG	31-Dec-13	108.0	572	349	2,072
DBL Mundi-Sanawad Tollways Ltd, Bhopal (M.P.)	Annuity + Toll	M.P	MPRDC	15-May-13	68.0	375	166	1,405
DBL Jaora-Sailana Tollways Ltd	Annuity	M.P	MPRDC	9-May-14	88.0	410	241	1,360
DBL Silwani -Sultanganj Tollways Ltd, Bhopal (M.P.)	Annuity + Toll	M.P	MPRDC	25-Mar-13	76.0	362	190	1,342
DBL Bankhalfata-Dogawa Tollways Ltd	Annuity	M.P	MPRDC	31-Mar-14	65.0	317	198	1,177
DBL Uchera-Nagod Tollways Ltd	Annuity + Toll	M.P	MPRDC	15-May-14	56.0	358	169	1,158
DBL Sarsarpur -Bandawar Tollways Ltd	Annuity + Toll	M.P	MPRDC	9-Jun-12	43.0	268	94	968
DBL Ashoknagar-Vidisha Tollways Ltd	Annuity + Toll	M.P	MPRDC	26-Jul-14	36.0	227	101	887









BOT Project Portfolio

Project name	Туре	State	Awarding Authority	COD	Length (Kms)	Equity	Annuity	Total Project Cost
DBL Sitamau -Suwasara Tollways Ltd, Bhopal	Annuity + Toll	M.P	MPRDC	28-Mar-13	35.0	182	74	652
DBL Tikamgarh Nowgaon Tollways Ltd	Annuity + Toll	M.P	MPRDC	26-May-15	76.0	330	178	1,300
DBL Hata- Dargawon Tollways Ltd	Annuity + Toll	M.P	MPRDC	6-Mar-17	64.4	271	140	1,011
Jalpa Devi Tollways Ltd	Toll	M.P	NHAI	3-Mar-19	93.5	2,200		9,010
DBL Patan-Rehli Tollways Ltd	Annuity + Toll	M.P	MPRDC	31-Mar-17	86.6	668	353	2,618
DBL Mundargi Harapanahalli Tollways Ltd	Hybrid	Karnataka	KRDC	28-Sept-18	51.2	293	355	1,790
DBL Hassan Periyapatna Tollways Ltd	Hybrid	Karnataka	KRDC	28-Sept-18	73.7	362	392	2,546
DBL Hirekerur Ranibennur Tollways Ltd	Hybrid	Karnataka	KRDC	28-Sept-18	55.7	321	526	1,984
DBL Lucknow Sultanpur Highways Ltd	Hybrid	U.P	NHAI	04-Nov-19	127.4	2,846	Annuity linked with PI	20,160
DBL Kalmath- Zarap Highways Ltd	Hybrid	Maharashtra	MORTH	01-Feb-20	43.9	805	Annuity linked with PI	7,808
DBL Tuljapur Ausa Highways Ltd	Hybrid	Maharashtra	NHAI	22-Nov-19	67.4	842	Annuity linked with PI	7,853









BOT Project Portfolio and Irrigation

Q3FY18

Project name	Туре	State	Awarding Authority	COD	Length (Kms)	Equity	Annuity	Total Project Cost
DBL MAHAGAON YAVATMAL HIGHWAYS PRIVATE LIMITED	Hybrid	Maharashtra	NHAI	Awaited	64.93	1,163	Annuity linked with PI	9,638
DBL YAVATMAL WARDHA HIGHWAYS PRIVATE LIMITED	Hybrid	Maharashtra	NHAI	05-Aug-20	59.19	1,027	Annuity linked with PI	8,590
DBL WARDHA BUTIBORI HIGHWAYS PRIVATE LIMITED	Hybrid	Maharashtra	NHAI	30-May-20	47.69	1,123	Annuity linked with PI	9,063

Irrigation

Project name	Туре	Contract Value	Outstanding Order Book	LOA Date	Date of Start	Schedule date of Completion
KUNDALIA MAJOR MULTIPURPOSE	Irrigation	2 ,700.0	734.42	Apr-15	May-15	May-19
MOHANPURA MAJOR MULTIPURPOSE PROJECT	Irrigation	4 ,158.7	-	Mar-14	Mar-14	Mar-18











Urban Development and Mining Projects

Q3FY18

Urban Development

Project name	Туре	Contract Value	Outstanding Order Book	LOA Date	Date of Start	Schedule date of Completion
DISTRICT COURT	Urban Dev	1 ,890.2	1,871.37	Jan-16	Mar-16	Sep-18
896 EWS AND 1080 LIG GRAM BARRAI PHASE-I	Urban Dev	1 ,763.4	32.00	Sep-13	Sep-13	Jun-17
MARDANPUR GROUP WATER SUPPLY	Urban Dev	2 ,304.0	76.20	Dec-13	Dec-13	Jul-17
Parallel Taxi Track and associated civil & electrical works at Dabolim Airport Goa	Urban Dev	1,250.10	1,250.10	May-17	May-17	May-19

Mining

Project name	Туре	Contract Value	Outstanding Order Book	LOA Date	Date of Start	Schedule date of Completion
Overburden Khairagura OCP, BPA area (Telangana)	Mining	9 ,735.5	7,203.16	Sep-16	Nov-16	Nov-19
Nigahi OCP of NCL. (Singrauli, M.P.)	Mining	1 ,045.0	-	Jan-16	Feb-16	Jun-19
NIGAHI OCP of NCL	Mining	16,735.77	13,011.72	Jan-17	Jan-17	Jan-20







Thank You



DILIP BUILDCON LIMITED

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