



DILIP BUILDCON LIMITED
INFRASTRUCTURE & BEYOND

Date: - 30.05.2018

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 enclose herewith a copy of Investor Presentation for the quarter and year ended March 31, 2018, which will be uploaded to our website <http://www.dilipbuildcon.com> pursuant to regulation 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

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

For DilipBuildcon Limited


Abhishek Singh
Company Secretary



Regd. Office :

Plot No. 5, Inside Govind Narayan Singh Gate,
Chuna Bhatti, Kolar Road, Bhopal - 462 016 (M.P.)
Ph. : 0755-4029999, Fax : 0755-4029998

E-mail : db@dilipbuildcon.co.in, Website : www.dilipbuildcon.com



DILIP BUILDCON LIMITED
INFRASTRUCTURE & BEYOND

Q4 & FY18 Earnings Presentation

Dilip Buildcon Limited



Safe Harbour

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



01

Financial Highlights

Page : 04



02

Strategy & Business Model

Page : 18



03

Company Overview

Page : 24

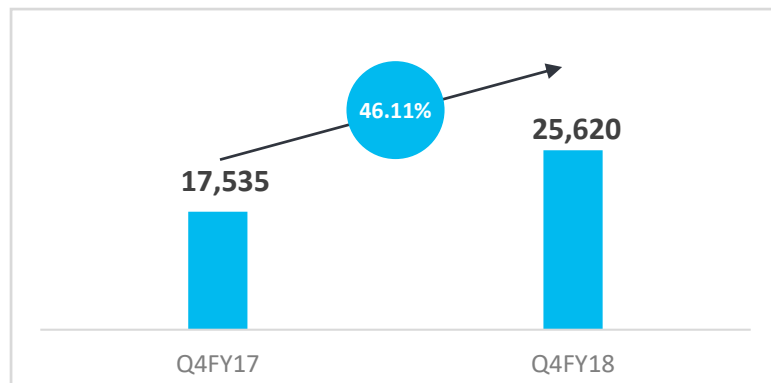


Financial Highlights

Results Summary – Q4FY18

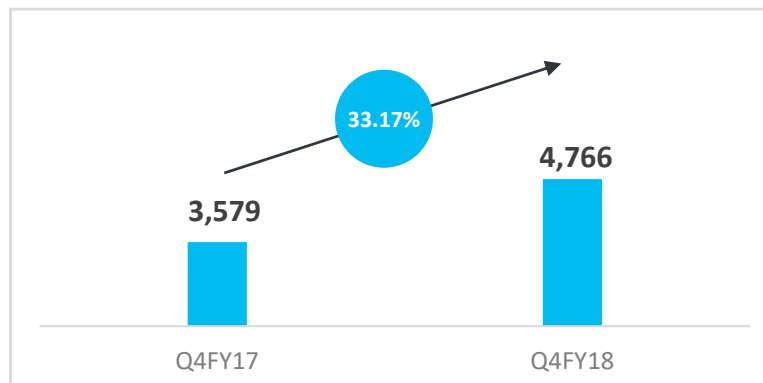
Revenue

(₹ mn)



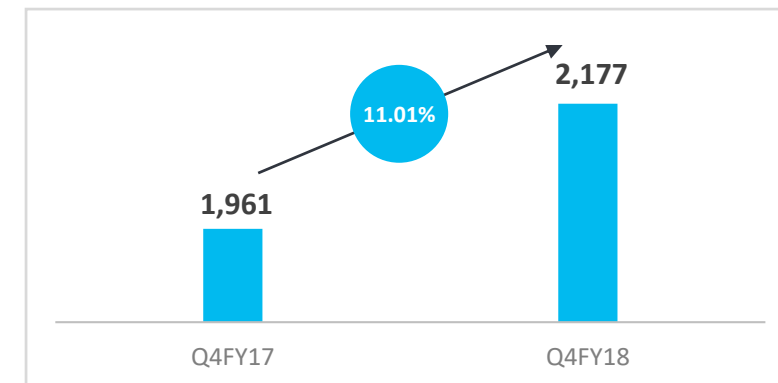
EBITDA

(₹ mn)



Profit after Tax

(₹ mn)



Contract Revenue Breakup

(₹ mn)

Roads & Bridge

41%

Irrigation

-53%

Urban Development

8%

Mining

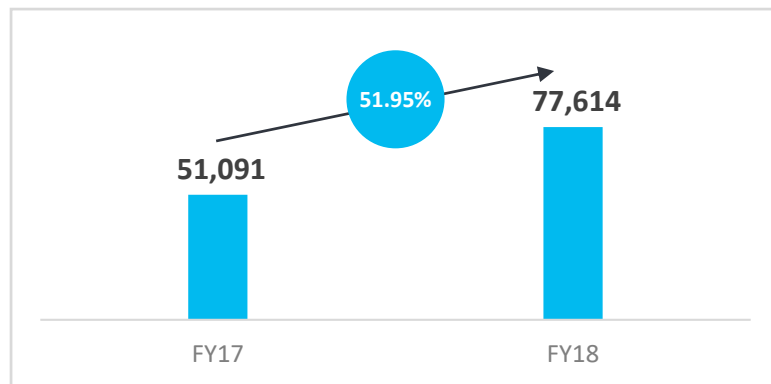
246%

| | Roads & Bridge | Irrigation | Urban Development | Mining |
|--------|----------------|------------|-------------------|--------|
| Q4FY18 | 22,193 | 336 | 279 | 2,450 |
| Q4FY17 | 15,686 | 715 | 257 | 709 |

Results Summary - FY18

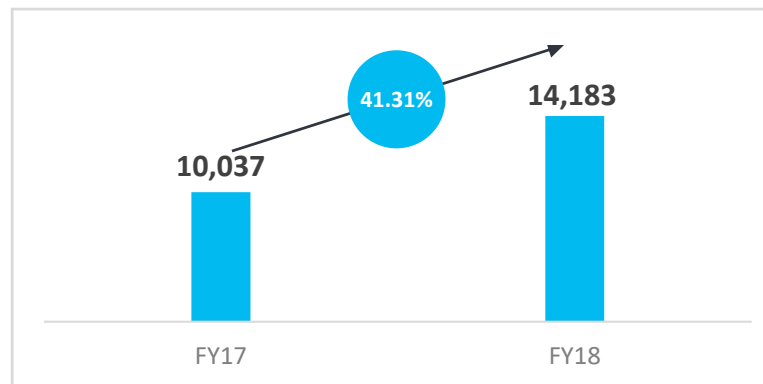
Revenue

(₹ mn)



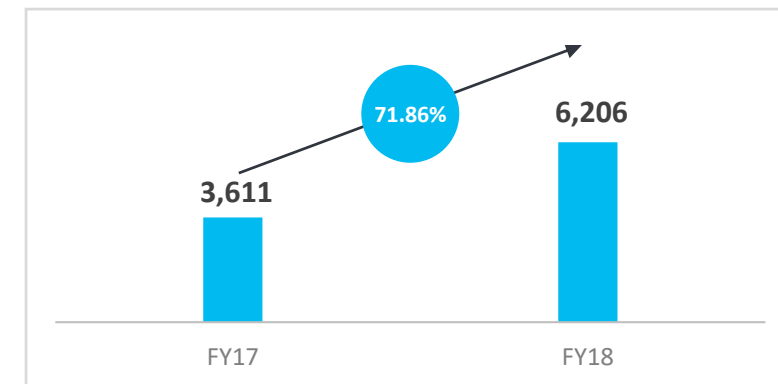
EBITDA

(₹ mn)



Profit after Tax

(₹ mn)



Contract Revenue Breakup

(₹ mn)

Roads & Bridge

46%

Irrigation

-42%

Urban Development

-65%

Mining

501%

| | Roads & Bridge | Irrigation | Urban Development | Mining |
|------|----------------|------------|-------------------|--------|
| FY18 | 66,694 | 1,610 | 315 | 8,411 |
| FY17 | 45,714 | 2,783 | 901 | 1,399 |

Key Highlights for the quarter

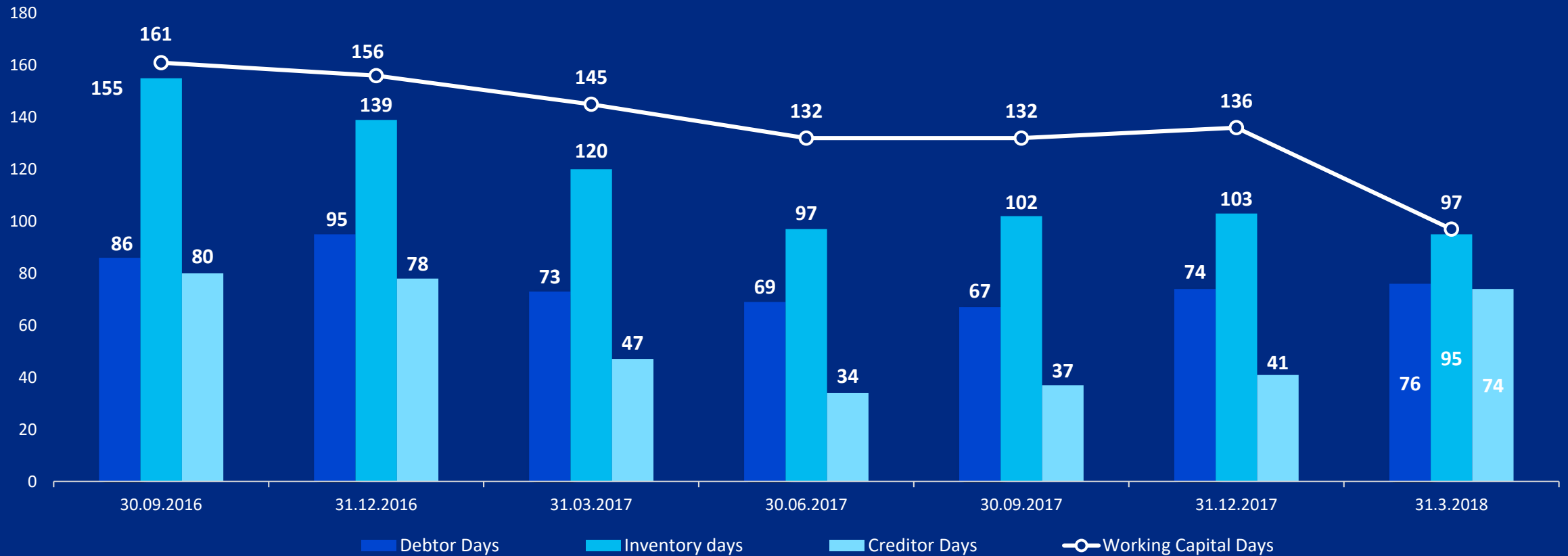
- Upgradation of Credit rating to BWR A1+ for Short term & BWR AA- of Long term facilities & Proposed CP rating of BWR A1+
- Bonus Earned 63.63 Cr from 3 Karnataka Projects . Average 222 days Early Completion.
- Rs. 602 Cr received so far from SHREM Group out of Rs.1,600. Cr. of deal.
- Won Projects Worth Rs. 14,114 Cr. (EPC Excluding GST)

Result Update - Standalone

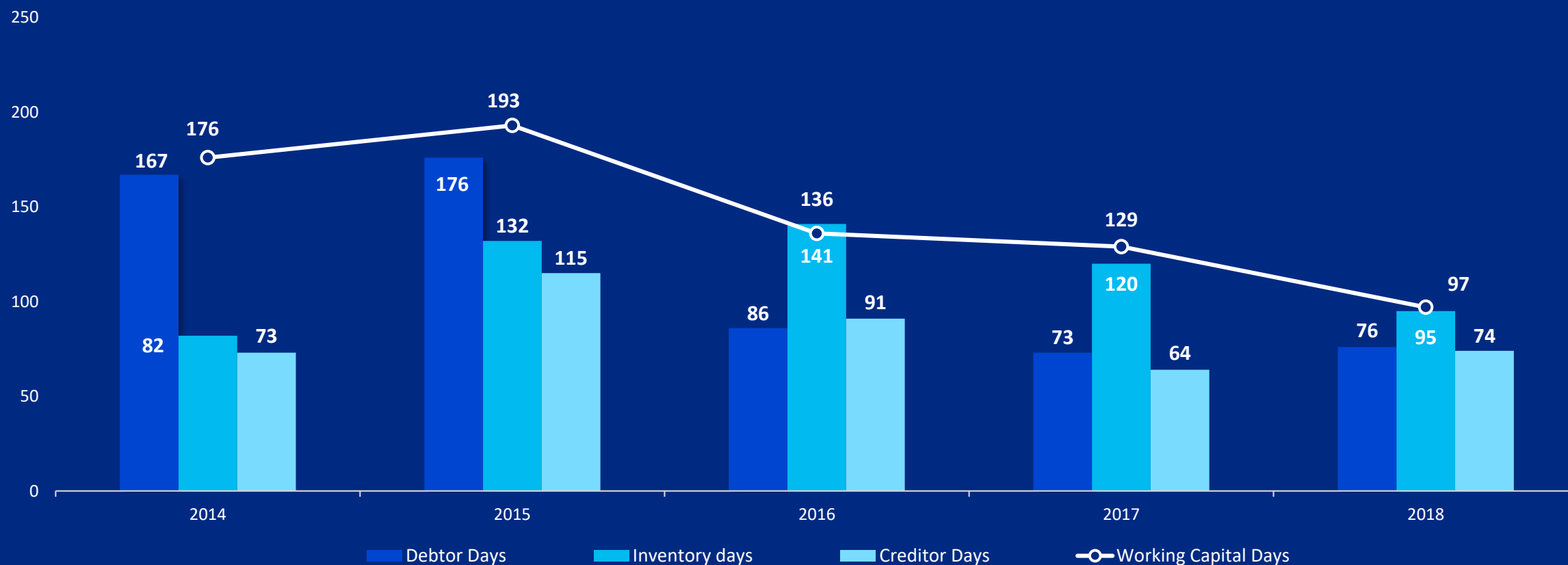
(₹ mn)

| Particulars | Q4FY18 | Q3FY18 | Q4FY17 | YoY (%) | FY18 | FY17 | YoY (%) |
|------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Revenue | 25,620 | 19,478 | 17,535 | 46.11% | 77,614 | 51,091 | 51.91% |
| Operating expenses | 20,853 | 15,974 | 13,955 | 49.43% | 63,431 | 41,054 | 54.51% |
| EBITDA | 4,766 | 3,503 | 3,579 | 33.17% | 14,183 | 10,037 | 41.31% |
| EBITDA Margin (%) | 18.60% | 18.04% | 20.41% | - | 18.27% | 19.65% | - |
| Other income | 41 | 56 | 32 | 28.13% | 155 | 114 | 35.96% |
| Depreciation | 726 | 698 | 618 | 17.48% | 2,750 | 2,274 | 20.93% |
| Interest | 1,259 | 1,168 | 1,057 | 19.11% | 4,644 | 4,162 | 11.58% |
| PB exceptional items and Tax | 2,781 | 1,638 | 1,904 | 46.06% | 6,789 | 3,601 | 88.53% |
| Exceptional items | -152 | - | - | - | -152 | - | - |
| PBT | 2,629 | 1,638 | 1,904 | 38.08% | 6,637 | 3,601 | 84.31% |
| Tax Expense | 456 | (9) | -54 | - | 434 | (9) | - |
| Other comprehensive income | 3 | 3 | 4 | -23.75% | 3 | 2 | 50.00% |
| PAT | 2,177 | 1,650 | 1,961 | 11.01% | 6,206 | 3,611 | 71.86% |
| PATM (%) | 8.50% | 8.50% | 11.18% | - | 8.00% | 7.07% | - |
| EPS (INR) | 17.29 | 12.04 | 14.34 | 20.57% | 46.75 | 27.83 | 67.98% |

Net Working Capital Days - Quarterly

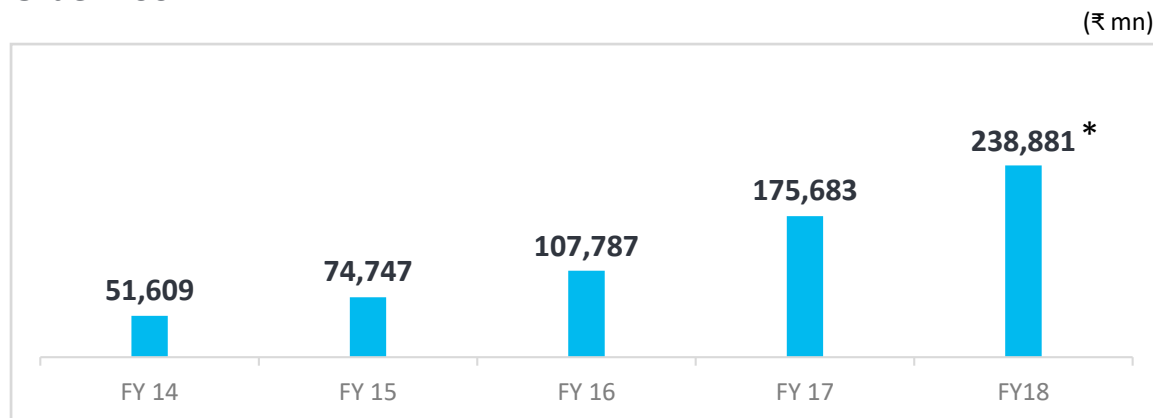


Net Working Capital Days - Yearly



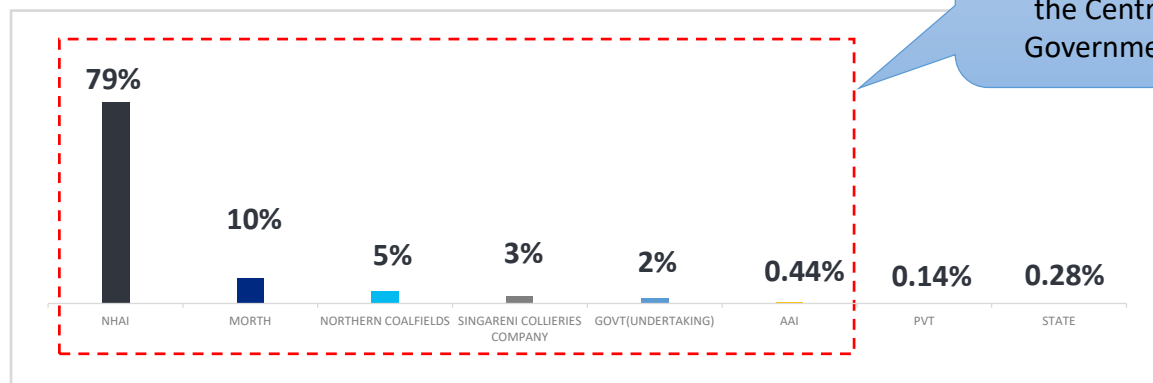
Order Book

Order Book

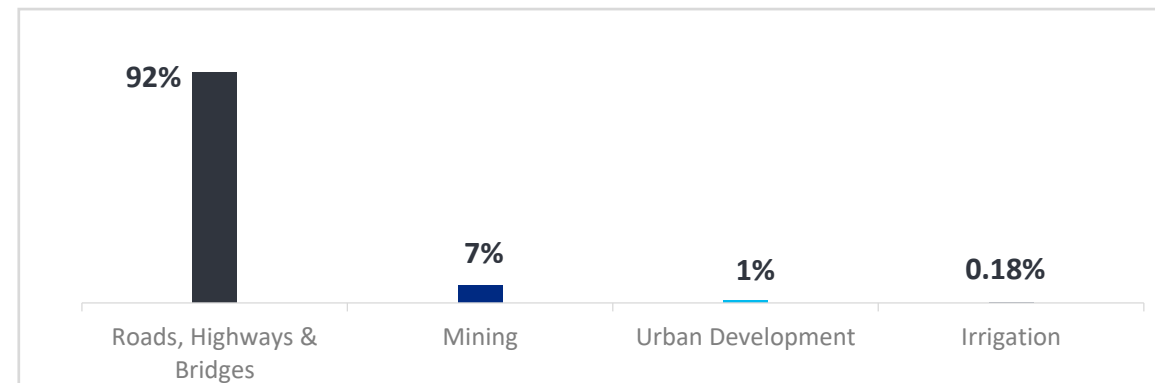


* Excluding GST

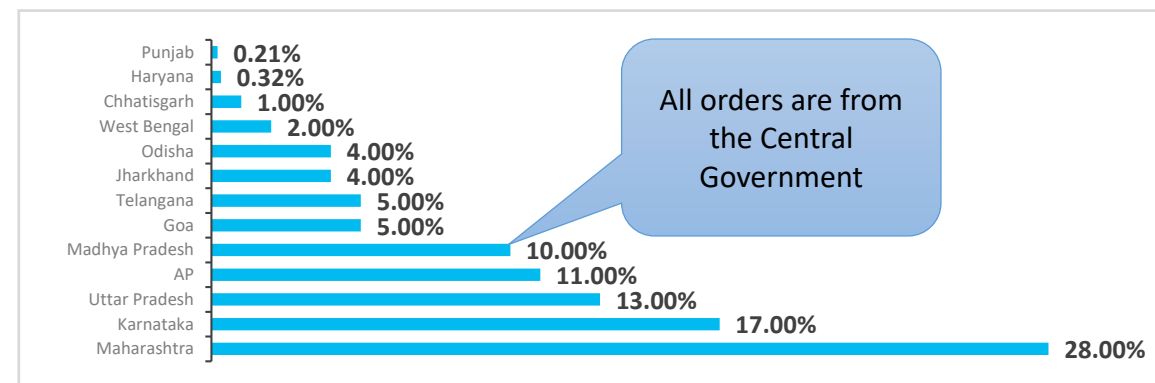
Order Book – By Client



Order Book – By Sector



Order Book – Geographical Split



Projects won in Q4 (1/2)

| Project Name | Type | State | Name of Employer | EPC Value (₹ mn) | LOA Date |
|---|-------------|-----------|---|---------------------|-----------|
| Davanagere - Haveri Pkg.1B | ROAD | Karnataka | IRCON International (Govt. Undertaking) | 1,403.84 | 2/21/2018 |
| Davanagere - Haveri Pkg.2 | ROAD | Karnataka | IRCON International (Govt. Undertaking) | 3,219.38 | 1/18/2018 |
| Seoni – MP/MH Border of NH-7 under NHDP Phase – III on EPC mode. | ROAD | MP | NHAI | 6,518.57 | 1/17/2018 |
| Chandikhole-Bhadrak under NHDP Phase V | ROAD | ODISHA | NHAI | 10,357.14 | 1/24/2018 |
| Karodi to Telwadi under NHDP Phase IV-B on EPC mode | ROAD | MH | NHAI | 5,044.82 | 1/31/2018 |
| VARANASI TO DAGAMPUR PKG-1 | ROAD | UP | NHAI | 5,986.61 | 2/27/2018 |
| Karnataka/Goa Border (km 84+120) of NH-4A in the State of Karnataka on EPC mode | ROAD | Karnataka | NHAI | 3,393.48 | 2/27/2018 |
| Anandapuram – Pendurthi-Anakapalli section of NH-5 | ROAD | AP | NHAI | 14,250.00 | 2/28/2018 |
| Bangalore-Nidagatta | ROAD | Karnataka | NHAI | 15,625.00 | 2/28/2018 |
| Nidagatta-Mysore | ROAD | Karnataka | NHAI | 16,303.57 | 2/28/2018 |
| Gorhar to Khairatunda | ROAD | JHARKHAND | NHAI | 6,250.00 | 3/6/2018 |
| Dagamagpur -Lalganj Section of NH-7 (Pkg-2) | ROAD | UP | NHAI | 6,875.36 | 3/13/2018 |
| Churhat Bypass of Rewa Sidhi Section of NH 75E | Road Tunnel | MP | NHAI | 6,392.86 | 3/28/2018 |
| Lalganj -Hanumanha Section of NH-7 (Pkg-3) | ROAD | UP | NHAI | 6,045.27 | 3/22/2018 |

Projects won in Q4 (2/2)

| Project Name | Type | State | Name of Employer | EPC Value (₹ mn) | LOA Date |
|--|------|-----------|------------------|---------------------|-----------|
| Mangloor to Telangana/ Maharastra Border | ROAD | Telangana | NHAI | 5,991.07 | 3/26/2018 |
| Byrapura to Challakere section of NH-150 A, | ROAD | MH | NHAI | 5,446.43 | 3/26/2018 |
| Sangli-Solaapur (Package-I)Section of NH-166 | ROAD | MH | NHAI | 7,419.64 | 3/27/2018 |
| Sangli-Solaapur (Package-II)Section of NH-166 | ROAD | MH | NHAI | 6,955.36 | 3/27/2018 |
| Sangli-Solaapur (Package-IV)Section of NH-166 | ROAD | MH | NHAI | 7,660.71 | 3/27/2018 |

Projects won after Q4

| Project Name | Type | State | Name of Employer | Contract Value L-1 (₹ mn) | LOA Date |
|--|--------|-----------|------------------|------------------------------|----------|
| Bellary to Byrapura Section of NH-150A | HYBRID | Karnataka | NHAI | 1,201.71 | AWAITED |
| | | | | | |

Projects Completed in Q4

| Name of the Employer | Project Name | State | Type of work | Cost of work (₹ mn) | Length | Scheduled Date of Completion with EOD | Actual Completion Date | Early Completion Days | Early Completion Bonus (₹ mn) |
|----------------------|--------------------------------------|-----------|--------------|---------------------|--------|---------------------------------------|------------------------|-----------------------|-------------------------------|
| WRD M.P. | MOHANPURA MAJOR MULTIPURPOSE PROJECT | MP | DAM | 4,158.70 | - | 3/3/2018 | 2/20/2018 | 11 | N.A |
| KRDCL | Hassan - Ramanathapura - Periyapatna | Karnataka | HYBRID | 2,204.05 | 73.69 | 9/28/2018 | 2/24/2018 | 216 | 262.80 |
| KRDCL | Hirekerur – Ranibennur | Karnataka | HYBRID | 1,742.00 | 55.69 | 9/28/2018 | 2/24/2018 | 216 | 196.20 |
| KRDCL | Mundargi - Hadagali – Harapanahalli | Karnataka | HYBRID | 1,571.00 | 51.21 | 9/28/2018 | 2/5/2018 | 235 | 177.30 |
| MORTH | Amritsar- Taran-taran-Harike section | Punjab | ROAD | 5,580.00 | 45.93 | 4/7/2018 | 2/20/2018 | 46 | - |

Projects Completed in 9MFY18

| Name of the Employer | Project Name | State | Type of work | Cost of work (₹ mn) | Length | Scheduled Date of Completion with EOD | Actual Completion Date | Early Completion Days |
|--|--|-----------|-------------------|---------------------|--------|---------------------------------------|---|-----------------------|
| NHAI | CHAS-RAMGARH | JHARKHAND | ROAD | 3,330.00 | 78.19 | 9/6/2017 | 7/12/2017 | 56.00 |
| MORTH | SANGRUR BYPASS TO TAPA | PUNJAB | ROAD | 3,510.00 | 46.04 | 8/21/2017 | 8/21/2017 | - |
| NHAI | TIRUMAYAM TO MANAMADURAI | TN | ROAD | 2,520.00 | 77.73 | 1/11/2017 | 9/30/2016 | 103.00 |
| MORTH | PRATAPGARH-PADI | RAJ | ROAD | 2,692.60 | 100.00 | 10/24/2016 | 10/24/2016 | - |
| NHAI | KARAULI-DHOLPUR | RAJ | ROAD | 2,610.00 | 100.90 | 9/15/2016 | 8/13/2016 | 33.00 |
| MORTH | Mandla to Chilpi | MP | ROAD | 4,150.80 | 92.50 | 12/14/2017 | 8/26/2017 | 110.00 |
| PWD MP | Vicky Factory | MP | ROAD | 444.20 | 7.20 | 8/2/2017 | 1/31/2017 | 183.00 |
| MORTH | Ibrahimpattam Circle to Chandragudem Section | AP | ROAD | 1,440.00 | 32.30 | 7/1/2017 | 6/30/2017 | 1.00 |
| IRCON International (Govt. Undertaking) | SHIVPURI GUNA | MP | ROAD | 1,959.25 | 30.00 | 12/31/2017 | 10/24/2017 | 68.00 |
| NORTHERN COALFIELDS LIMITED | NIGAHI OCP of NCL. (Singrauli, M.P.) | MP | Excavation | 1,045.00 | - | 2/18/2019 | 10/30/2017 | 476.00 |
| BHOPAL VIKAS PRADHIKARAN | 896 EWS AND 1080 LIG GRAM BARRAI PHASE-I | MP | URBAN DEVELOPMENT | 1,763.40 | - | 5/15/2017 | Physical Progress Completed Final COD letter pending | |
| M/S VISHWA INFRASTRUCTURE & SERVICES PVT. LTD. | MARDANPUR GROUP WATER SUPPLY | MP | WATER SUPPLY UD | 2,304.00 | - | 12/31/2017 | Physical Progress Completed Final COD letter pending | |

Standalone Financial Highlights

Standalone Profit & Loss - Quarterly

(₹ mn)

| Particulars | Standalone | | Highlights |
|--|---------------|---------------|--|
| | Q4FY18 | Q4FY17 | |
| Revenue from Operations | 25,579 | 17,502 | <ul style="list-style-type: none"> Revenue increased by 46% on YoY basis Reduction in Finance cost from 6.01% to 4.92% in proportion to top line PBT Increases by 39% on YOY basis PAT Increases by 11 % on YOY Basis. |
| Other income | 41 | 32 | |
| Total Income | 25,620 | 17,535 | |
| Expenses | | | |
| Cost of materials consumed | 17,322 | 7,905 | |
| Changes in inventories of finished goods, Stock-in -Trade and work-in-progress | 2,804 | 5,105 | |
| Employee benefits expense | 483 | 358 | |
| Finance costs | 1,260 | 1,057 | |
| Depreciation and amortization expense | 725 | 618 | |
| Other expenses | 244 | 588 | |
| Total expenses | 22,838 | 15,630 | |
| Profit/(loss)before exceptional items and tax | 2,781 | 1,904 | |
| Exceptional items | -152 | - | |
| Profit Before Tax | 2,629 | 1,904 | |
| Tax expenses | 456 | -54 | |
| Other Comprehensive income | 3 | 4 | |
| Net Profit (net of other comprehensive income) | 2,177 | 1,961 | |

Standalone Profit & Loss - Annual

(₹ mn)

| Particulars | Standalone | | Highlights |
|--|---------------|---------------|--|
| | FY18 | FY17 | |
| Revenue from Operations | 77,459 | 50,976 | <ul style="list-style-type: none"> Revenue increased by 52% on YoY basis Reduction in Finance cost from 8.17% to 6.00% in proportion to top line PBT Increases by 84% on YOY basis PAT Increases by 72 % on YOY Basis. |
| Other income | 155 | 114 | |
| Total Income | 77,614 | 51,091 | |
| Expenses | | | |
| Cost of materials consumed | 58,926 | 23,389 | |
| Changes in inventories of finished goods, Stock-in -Trade and work-in-progress | 1,154 | 14,540 | |
| Employee benefits expense | 1,524 | 1,025 | |
| Finance costs | 4,644 | 4,162 | |
| Depreciation and amortization expense | 2,750 | 2,274 | |
| Other expenses | 1,827 | 2,099 | |
| Total expenses | 70,825 | 47,490 | |
| Profit/(loss)before exceptional items and tax | 6,789 | 3,601 | |
| Exceptional items | -152 | - | |
| Profit Before Tax | 6,637 | 3,601 | |
| Tax expenses | 434 | -9 | |
| Net Profit (net of other comprehensive income) | 6,203 | 3,609 | |

Standalone Balance Sheet - Annual

(₹ mn)

| Particulars | Standalone | |
|---|---------------|---------------|
| | FY18 | FY17 |
| ASSETS | | |
| Non-current assets | | |
| (a) Property, plant and equipment | 18,290 | 16,785 |
| (b) Other Intangible assets | 29 | 40 |
| (c) Financial assets | - | - |
| (i) Investments | 2,415 | 4,695 |
| (ii) Other | 2,982 | 1,369 |
| (d) Other non-current asset | 5,450 | 3,703 |
| Total non-current assets | 29,166 | 26,592 |
| Current assets | - | - |
| (a) Inventories | 20,262 | 16,639 |
| (b) Financial assets | - | - |
| (i) Trade receivables | 16,040 | 10,165 |
| (ii) Cash and cash equivalent | 1,613 | 1,137 |
| (iii) Loans | 5,599 | 2,113 |
| (iv) Others financial assets | 131 | 1,109 |
| (c) Current tax asset (net) | 211 | 687 |
| (d) Other current assets | 17,493 | 8,051 |
| Total Current Assets | 61,350 | 39,901 |
| Non-current assets held for sale | 2,961 | - |
| TOTAL ASSETS | 93,477 | 66,493 |

Standalone Balance Sheet - Annual

(₹ mn)

| Particulars | Standalone | |
|--|---------------|---------------|
| | FY18 | FY17 |
| EQUITY AND LIABILITIES | - | - |
| Equity | - | - |
| (a) Equity share capital | 1,368 | 1,368 |
| (b) Other equity | 23,203 | 17,161 |
| Total equity | 24,571 | 18,529 |
| Liabilities | - | - |
| Non-current liabilities | - | - |
| (a) Financial liabilities | - | - |
| (i) Borrowings | 10,427 | 6,325 |
| (b) Provisions | 632 | 220 |
| (c) Deferred tax liabilities | 1,067 | 759 |
| (d) Other non-current liabilities | 9,959 | 3,937 |
| Total Non current liabilities | 22,085 | 11,242 |
| Current liabilities | - | - |
| (a) Financial liabilities | - | - |
| (i) Borrowings | 17,279 | 15,731 |
| (ii) Trade payable | 15,078 | 8,886 |
| (iii) Other current financial liabilities | 3,225 | 6,861 |
| (b) Other current liabilities | 8,395 | 5,161 |
| (c) Provisions | 100 | 84 |
| Total current liabilities | 44,077 | 36,722 |
| Liabilities classified as held for sale | 2,745 | - |
| Total liabilities | 68,906 | 47,964 |
| TOTAL EQUITY AND IABILITIES | 93,477 | 66,493 |

Working Capital

(₹ mn)

| Particulars | Standalone | | |
|-----------------------------|---------------|---------------|---------------|
| | Q4FY18 | Q3FY18 | Q4FY17 |
| Debtors Days | 76 | 74 | 73 |
| Inventories Days | 95 | 103 | 120 |
| Total | 171 | 177 | 193 |
| Less: Creditors Days | 74 | 41 | 64 |
| Working Capital Days | 97 | 136 | 129 |
| Inventory | | | |
| Stock | 18,894 | 15,326 | 14,117 |
| WIP | 1,368 | 4,172 | 2,522 |
| Total | 20,262 | 19,498 | 16,639 |

Consolidated Financial Highlights

Consolidated Profit & Loss - Annual

| Particulars | FY18 | FY17 |
|--|---------------|---------------|
| Revenue from Operations | 79,375 | 53,192 |
| Other income | 172 | 122 |
| Total Income | 79,547 | 53,314 |
| Expenses | | |
| Cost of materials consumed | 59,851 | 23,749 |
| Changes in inventories of finished goods, Stock-in -Trade and work-in-progress | 1,154 | 14,540 |
| Employee benefits expense | 1,545 | 1,050 |
| Finance costs | 5,897 | 5,549 |
| Depreciation and amortization expense | 2,920 | 2,452 |
| Other expenses | 2,106 | 2,253 |
| Total expenses | 73,473 | 49,593 |
| Profit/(loss)before exceptional items and tax | 6,074 | 3,721 |
| Exceptional items | 238 | - |
| Profit Before Tax | 6,312 | 3,721 |
| Tax expenses | 612 | 144 |
| Other Comprehensive income | 3 | 2 |
| Net Profit (net of other comprehensive income) | 5,704 | 3,579 |

Consolidated Balance Sheet - Annual

(₹ mn)

| Particulars | Standalone | |
|---|----------------|---------------|
| | FY18 | FY17 |
| ASSETS | | |
| Non-current assets | | |
| (a) Property, plant and equipment | 18,424 | 16,794 |
| (b) Capital Work in progress | 8,483 | 1,061 |
| (c) Other Intangible assets | 2,017 | 2,874 |
| (d) Intangible assets under development | 7,744 | 3,542 |
| (e) Financial assets | - | - |
| (i) Trade receivables | 8,123 | 12,928 |
| (ii) Others | 2,982 | 1,370 |
| (iii) Other non-current asset | 5,758 | 3,933 |
| Total non-current assets | 53,531 | 42,503 |
| Current assets | | |
| (a) Inventories | 20,262 | 16,639 |
| (b) Financial assets | - | - |
| (i) Trade receivables | 13,742 | 9,499 |
| (ii) Cash and cash equivalent | 2,946 | 1,630 |
| (iii) Loans | 716 | - |
| (iv) Others | 131 | 1,109 |
| (c) Current tax asset (net) | 211 | 470 |
| (d) Other current assets | 20,010 | 8,343 |
| Total Current Assets | 58,018 | 37,690 |
| Non-current assets held for sale | 471 | - |
| TOTAL ASSETS | 112,020 | 80,193 |

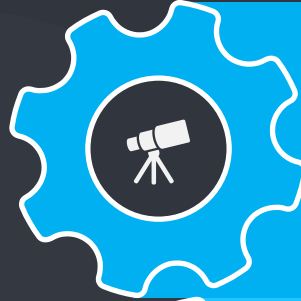
Consolidated Balance Sheet - Annual

(₹ mn)

| Particulars | Standalone | |
|--|----------------|---------------|
| | FY18 | FY17 |
| EQUITY AND LIABILITIES | | |
| Equity | | |
| (a) Equity share capital | 1,368 | 1,368 |
| (b) Other equity | 21,393 | 15,822 |
| (c) Non controlling interest | 144 | 0.25 |
| Total equity | 22,905 | 17,190 |
| Liabilities | | |
| Non-current liabilities | | |
| (a) Financial liabilities | | |
| (i) Borrowings (NC) | 29,386 | 22,720 |
| (ii) Other financial liabilities | 3 | 3 |
| (b) Provisions (NC) | 632 | 258 |
| (c) Deferred tax liabilities | 1,219 | 837 |
| (d) Other non-current liabilities | 5,231 | 2,037 |
| Total Non current liabilities | 36,470 | 25,855 |
| Current liabilities | | |
| (a) Financial liabilities | | |
| (i) Borrowings (C) | 17,979 | 15,080 |
| (ii) Trade payable (C) | 15,216 | 8,886 |
| (iii) Other current financial liabilities | 3,647 | 7,802 |
| (b) Other current liabilities | 12,948 | 5,296 |
| (c) Provisions (C) | 100 | 84 |
| (d) Current Tax Liability(Net) | 11 | - |
| Total current liabilities | 49,900 | 37,148 |
| Liabilities classified as held for sale | 2,745 | |
| Total liabilities | 89,116 | 63,003 |
| TOTAL EQUITY AND LIABILITIES | 112,020 | 80,193 |

Strategy & Business Model

Strategy



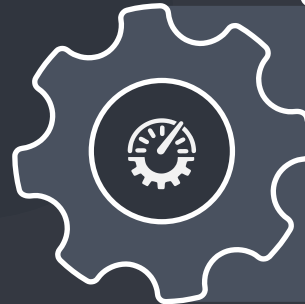
Business Focus

- 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

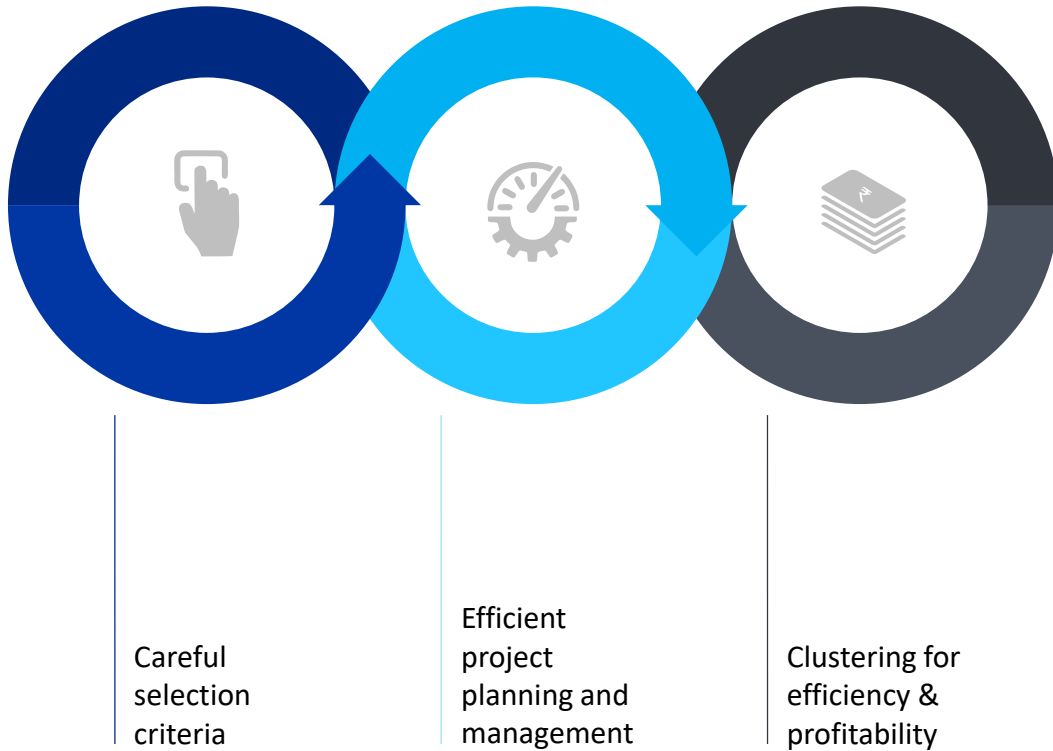


Financial Performance

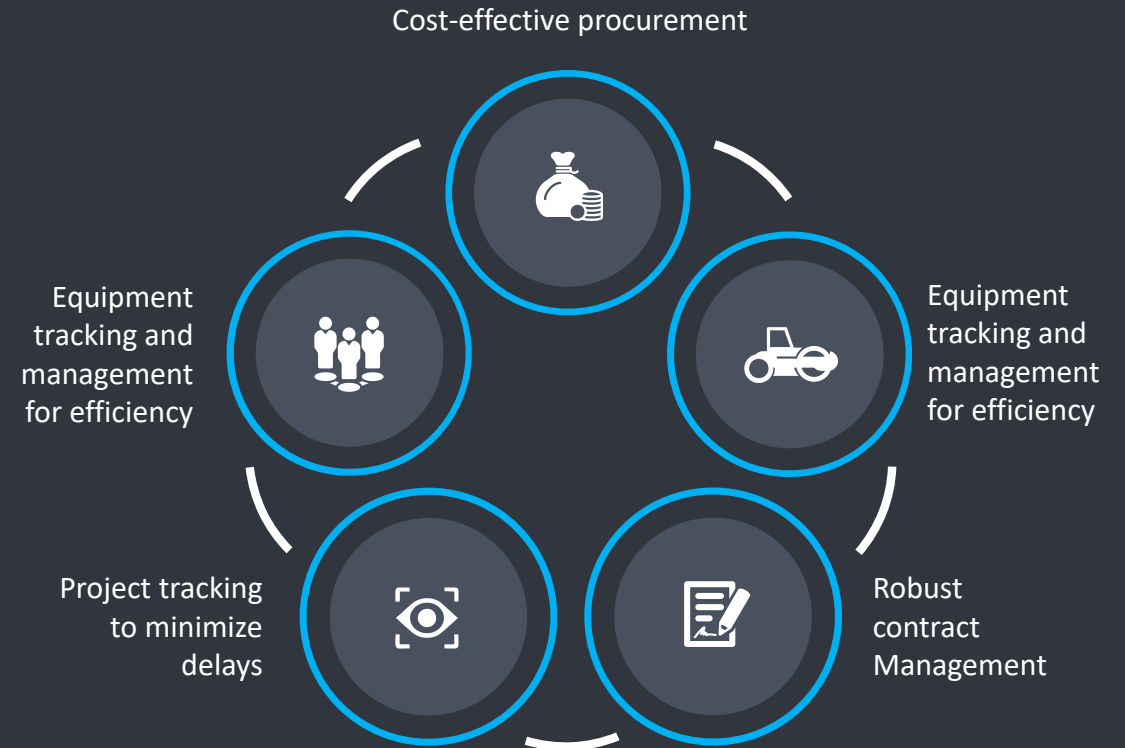
- Profitability through better project selection , timely execution and strict cost control
- Deleverage balance sheet to improve returns
- Focus on cash flow generation

Business Model

Project Selection and Management

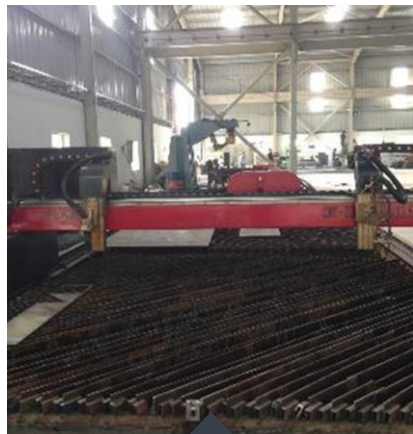


Project Selection and Management

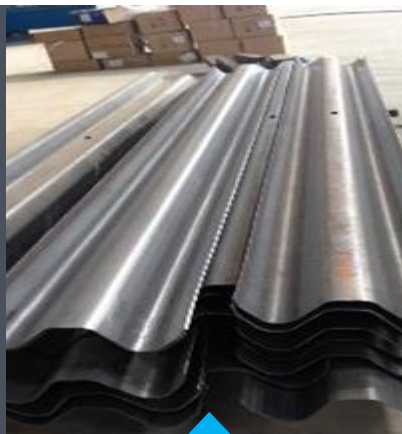


Differentiated Business Model, focusing on roads and government contracts with equipment ownership, skilled manpower, minimal subcontracting and backward integration





Electric Pole



Bus Shelter



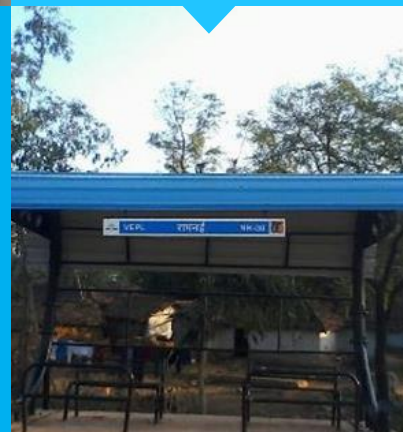
Pipe Rolling Machine
pto Ø200 X 8 Mm



Pole blank cutting
machine
14MTR X 3 MTR Gantry
plazma



Metal Beam Crash
Barrier



Metal Beam Crash
Barrier



Backward Integration

Execution Strategy

Differentiated business model with complete control over execution





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

Company Overview

Overview



Pan India presence
17 states



Revenue growth**
CAGR of 32.14%



Largest owner of Construction equipment's
9,998



Largest employer in construction industry
32,092 employees



Best project executors
~90% projects before time



Early completion bonus*
₹4,047 mn



Diversified areas
Roads, bridges, buildings, dams, canals, water supply & mining

As of March 2018
** From FY 2013 Till Date
*2012 to 2018

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 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.



Bharat Singh
President

Bharat Singh joined Dilip Builders in 1988, prior to which he had a sole proprietorship concern. He has 32 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.

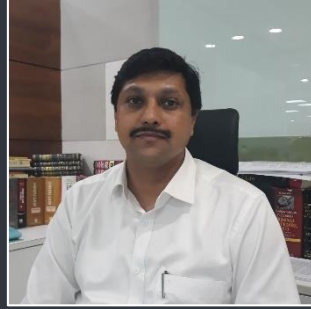


Karan Suryavanshi
Head – Business Development

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.



Mr. Atul Joshi
Associate Vice
President – Structure



Mr. Devesh Sharma
DGM – Legal



Mr. Abhishek Shrivastav
Head – CS and Compliance
Officer



Mr. Pradeep Harel
AGM – Mechanical



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



Mr. Raja Ghosh
Interim CFO

Execution Team



Mr. Nitesh Kumar Sharma
AGM – Billing & Planning



Mr. Badal Chandra Sardar
DGM – Survey & Design



Mr. Nitin Shrivastava
Associate Vice-President – Bidding
& Contracts

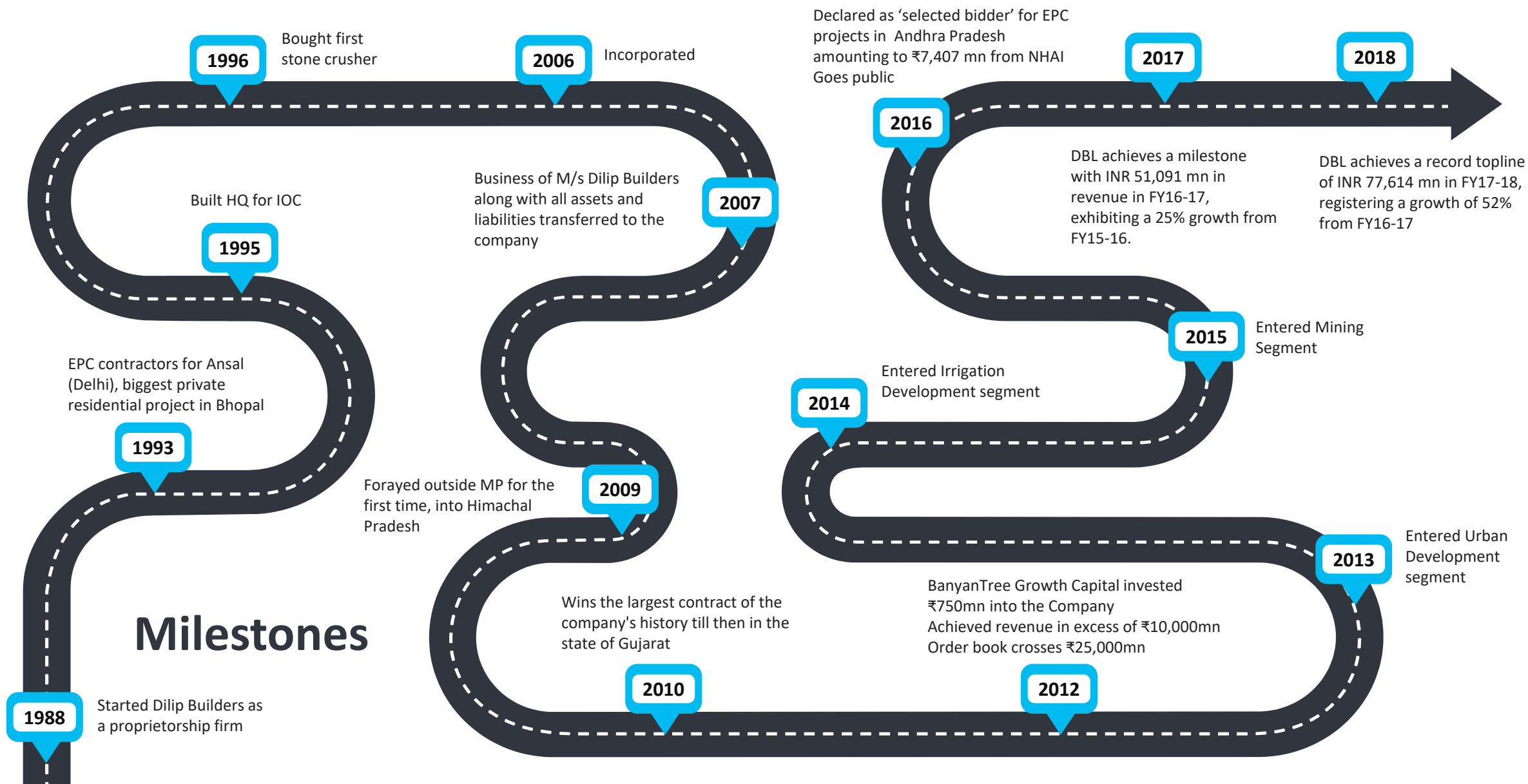


Mr. B B Kameshwara Rao
DGM/Head – QA&QC



Mr. Kamalakanta Mahakul
GM – HR

Execution Team



Awards, Accreditation & Accolades



Single Largest Customer of Caterpillar Global Construction & Infrastructure in 2014



Esteemed Customers of Metso NW Series Portable Plants



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



Highest Upliftment of Bitumen by Indian Oil in 2013



Most Valued Customer by HPCL in 2016



Valued Customer of Bitumen by BPCL in 2015



Single Largest Customer of BKT OTR Tires in India in 2015



Largest Fleet Owner of Pneumatic Drills in India by Atlas Copco



Single Largest Customer of Caterpillar GCI in India in 2014



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



Star Achiever by GK TMT in 2014

Awards, Accreditation & Accolades



Over 200 Great Alliances by Metso Minerals



Purchase of Volvo Trucks and Construction Equipment in 2016



100th EC 210 Crawler Excavator by Volvo



Commitment for Products and Services by Ashok Leyland



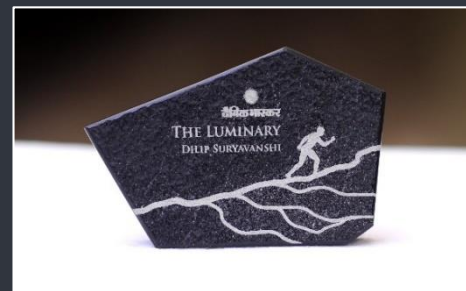
Infrastructure Person of the Year (Runner-up) by Construction Week in 2016



Road Contractor of the Year by Construction Week in 2016



LEED Certification by Indian Green Building Council in 2014



The Luminary for Dilip Suryavanshi by Dainik Bhaskar



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



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

Sustainability



Animal Welfare & Wild life sanctuary

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



Orphanage

Promoting healthcare including preventive health care for orphans



Cultural and social

Promoting culture and Tradition including promoting and preventing traditional languages



Education and Healthcare

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

Business Division



01 Roads & Highways

- State & National Highway
- City Roads
- Bridges & Culverts
- Operation & Maintenance



02 Irrigation

- Dams
- Canals & Tunnels
- Other
- Operation & Maintenance



03 Urban Development

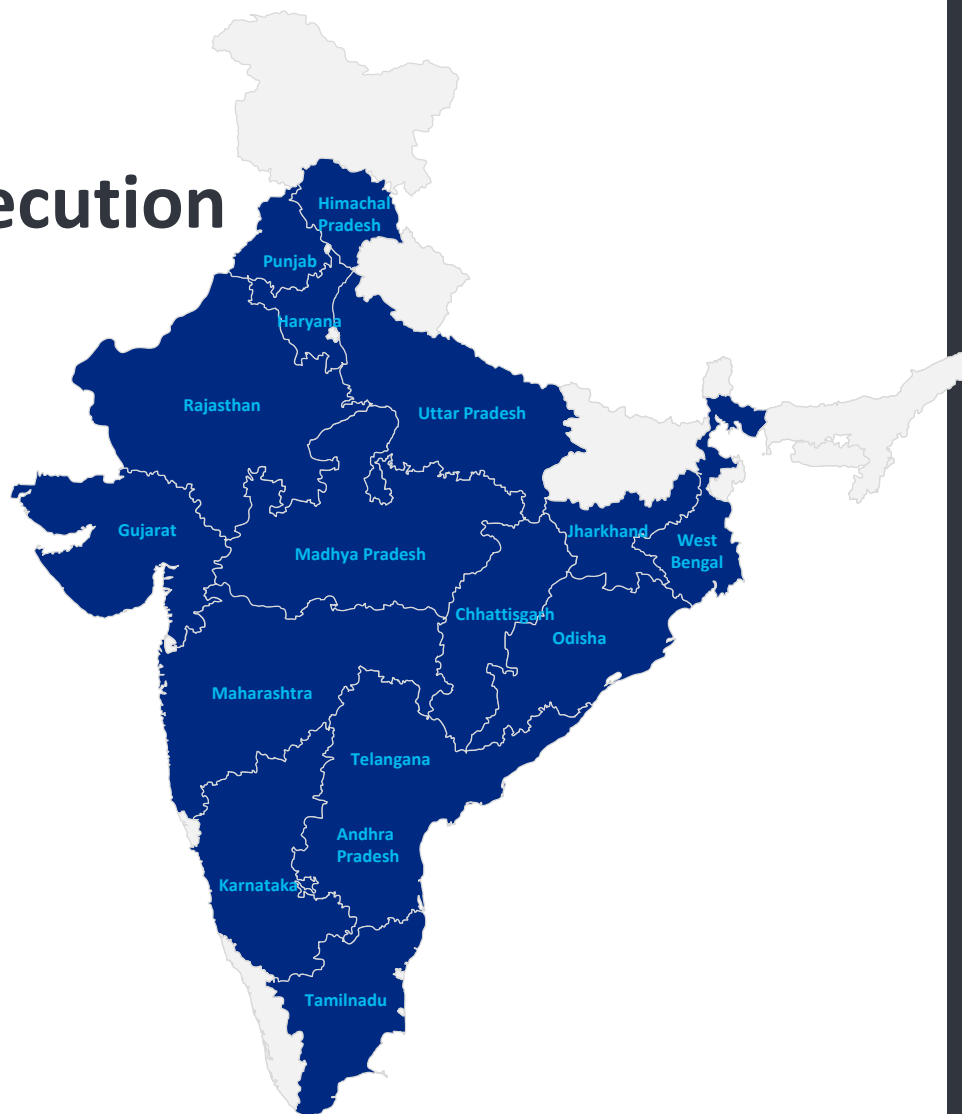
- Water supply projects
- Buildings
 - Residential
 - Commercial
 - Office



04 Mining

- Coal Mining

Pan India Project Execution Capability



As of March 2018

| State | Completed | Ongoing Gross | Ongoing Net |
|-------------|-----------|---------------|-------------|
| AP | 8,616 | 43,295 | 25,192 |
| CG | - | 9,846 | 1,558 |
| GOA | - | 15,281 | 12,251 |
| GUJ | 9,814 | 9,814 | - |
| Haryana | 60 | 4,637 | 772 |
| HP | 1,187 | 1,187 | - |
| JHARKHAND | 3,330 | 16,321 | 8,617 |
| Karnataka | 9,711 | 49,656 | 40,179 |
| MH | 3,811 | 79,882 | 67,105 |
| MP | 92,647 | 145,942 | 25,009 |
| Odisha | - | 10,357 | 10,357 |
| Punjab | 9,090 | 12,555 | 512 |
| RAJ | 9,433 | 9,522 | - |
| Telangana | 5,820 | 21,547 | 12,435 |
| TN | 2,520 | 2,520 | - |
| UP | 2,610 | 50,275 | 30,904 |
| WEST BENGAL | - | 6,131 | 3,991 |

Key Outstanding EPC Projects

| Project name | Type | Contract Value | Outstanding Order Book | Length (Kms) | LOA Date | Date of Start | Schedule Date of Completion with EOD |
|--|------------|----------------|------------------------|--------------|-----------|---------------|--------------------------------------|
| NIGAHI OCP of NCL | Excavation | 16,735.77 | 11,361.08 | - | 1/20/2017 | 1/24/2017 | 1/23/2020 |
| Overburden Khairagura OCP, BPA area (Telangana) | Excavation | 9,735.50 | 6,443.91 | - | 9/9/2016 | 11/26/2016 | 11/25/2019 |
| Vijayawada–Machilipatnam | Road | 7,407.00 | 2,858.39 | 64.61 | 1/19/2016 | 11/24/2016 | 11/23/2018 |
| Ghaghra Bridge to Varanasi | Road | 6,743.40 | 2,122.56 | 58.62 | 3/31/2015 | 12/15/2015 | 3/22/2019 |
| Mahulia-Baharagora | Road | 6,741.00 | 2,366.74 | 71.61 | 2/11/2016 | 9/12/2016 | 3/10/2019 |
| Chichra To Kharagpur | Road | 6,130.80 | 3,991.22 | 55.52 | 9/22/2016 | 3/16/2017 | 9/12/2019 |
| Zuari Bridge - (Package II) | Bridge | 5,454.00 | 4,230.65 | - | 2/15/2016 | 4/11/2016 | 10/05/2020 |
| Nalagampalli to AP/Karnataka Border | Road | 5,031.00 | 4,486.23 | 47.69 | 3/30/2017 | 11/15/2017 | 14/11/2019 |
| Zuari Bridge - (Package I) | Road | 4,401.00 | 3,887.06 | - | 4/18/2016 | 6/8/2016 | 2/19/2020 |
| Zuari Bridge - (Package III) | Road | 4,176.00 | 3,076.33 | - | 4/18/2016 | 6/8/2016 | 10/12/2019 |

BOT Project Portfolio Update

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 of equity & 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 entrepreneurial focus. As a privately owned family business, the Group is spearheaded by two brothers, Mr Nitán Chhatwal and Hitesh Chhatwal who have a collective experience of more than 40 years in creating wealth and building business value. |

BOT Project Portfolio (1/2)

| Project name | Type | 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 (2/2)

| Project name | Type | State | Awarding Authority | COD | Length (Kms) | Equity | Annuity | Total Project Cost |
|--|--------|-------------|--------------------|-----------|--------------|--------|------------------------|--------------------|
| DBL Mahagaon Yavatmal Highways Private Limited | Hybrid | Maharashtra | NHAI | 26-Aug-20 | 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, Urban Development and Mining Projects

Irrigation

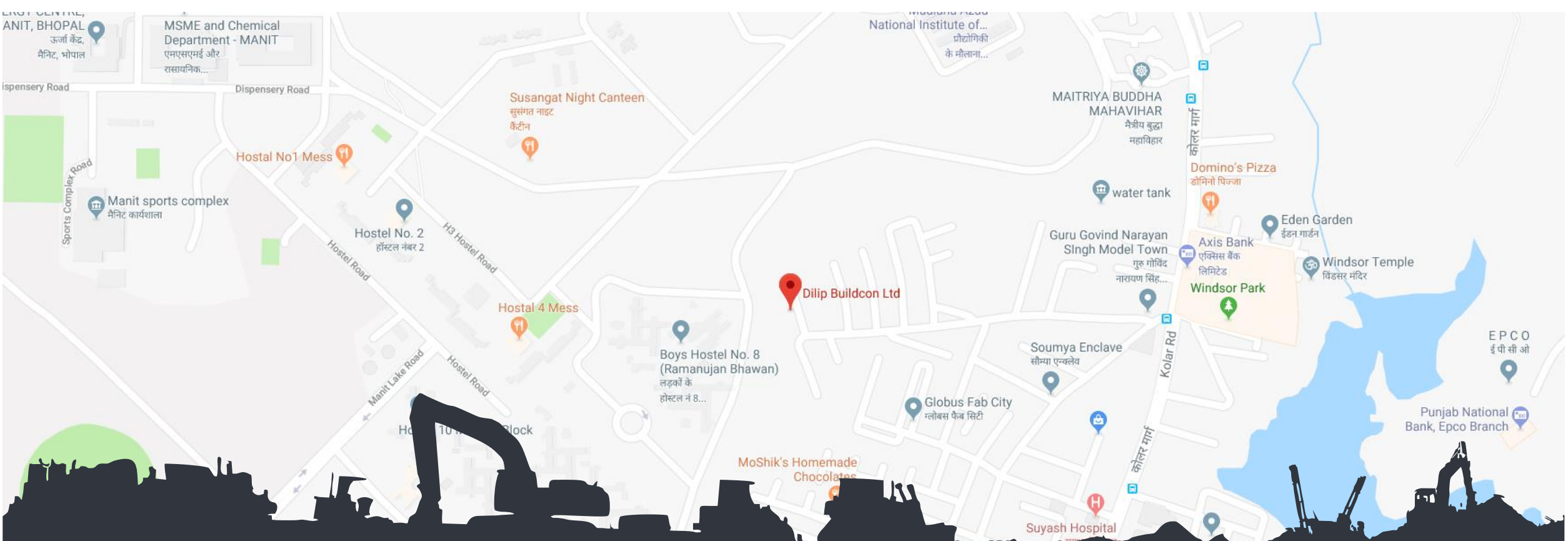
| Project name | Type | Contract Value | Outstanding Order Book | LOA Date | Date of Start | Schedule date of Completion |
|-----------------------------|------------|----------------|------------------------|----------|---------------|-----------------------------|
| Kundalia Major Multipurpose | Irrigation | 2 ,700.0 | 425.88 | Apr-15 | May-15 | May-19 |

Urban Development

| Project name | Type | Contract Value | Outstanding Order Book | LOA Date | Date of Start | Schedule date of Completion |
|--|-----------|----------------|------------------------|----------|---------------|-----------------------------|
| Parallel Taxi Track and associated civil & electrical works at Dabolim Airport Goa | Urban Dev | 1,250.10 | 1,056.51 | May-17 | May-17 | May-19 |

Mining

| Project name | Type | Contract Value | Outstanding Order Book | LOA Date | Date of Start | Schedule date of Completion |
|--|--------|----------------|------------------------|----------|---------------|-----------------------------|
| Overburden Khairagura OCP, BPA area (Telangana) | Mining | 9 ,735.5 | 6,443.91 | Sep-16 | Nov-16 | Nov-19 |
| NIGAH I OCP of NCL | Mining | 16,735.77 | 11,361.08 | Jan-17 | Jan-17 | Jan-20 |



Thank You

Dilip Buildcon Limited

- 📍 Plot No. 5, Inside Govind Narayan Singh Gate, Chuna Bhatti, Kolar Road, Bhopal Madhya Pradesh - 462 016
- ☎ 0755 - 4029999
- 🖨 0755 - 4029998
- ✉ db@dilipbuildcon.co.in
- 📄 U45201MP2006PLC018689

- 📍 S-ANCIAL GLOBAL SOLUTIONS PVT. LTD. (Investor Relations) 215, Shivshakti Industrial Estate, J. R. Boricha Marg, Lower Parel (E), Mumbai - 400 011
- ✉ rahul@s-ancial.com
- ☎ 022 6536 1001