

#### Date: November 13, 2021

To BSE Limited Listing Department P.J Tower, Dalal Street Mumbai – 400001 To National Stock Exchange of India Ltd. Exchange Plaza, C-1, Block G BandraKurla Complex, Bandra (E), Mumbai – 400051

Stock Symbol -540047

Stock Symbol –DBL

#### Sub: -Investor Presentation

Pursuant to regulation 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended from time to time, please find enclose herewith a copy of the Investor Presentation for the **quarter ended September 30, 2021**, which will be uploaded to our website <u>http://www.dilipbuildcon.com</u>

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

For DilipBuildcon Limited Abhishen Shrivastava Company Secretary A-19703

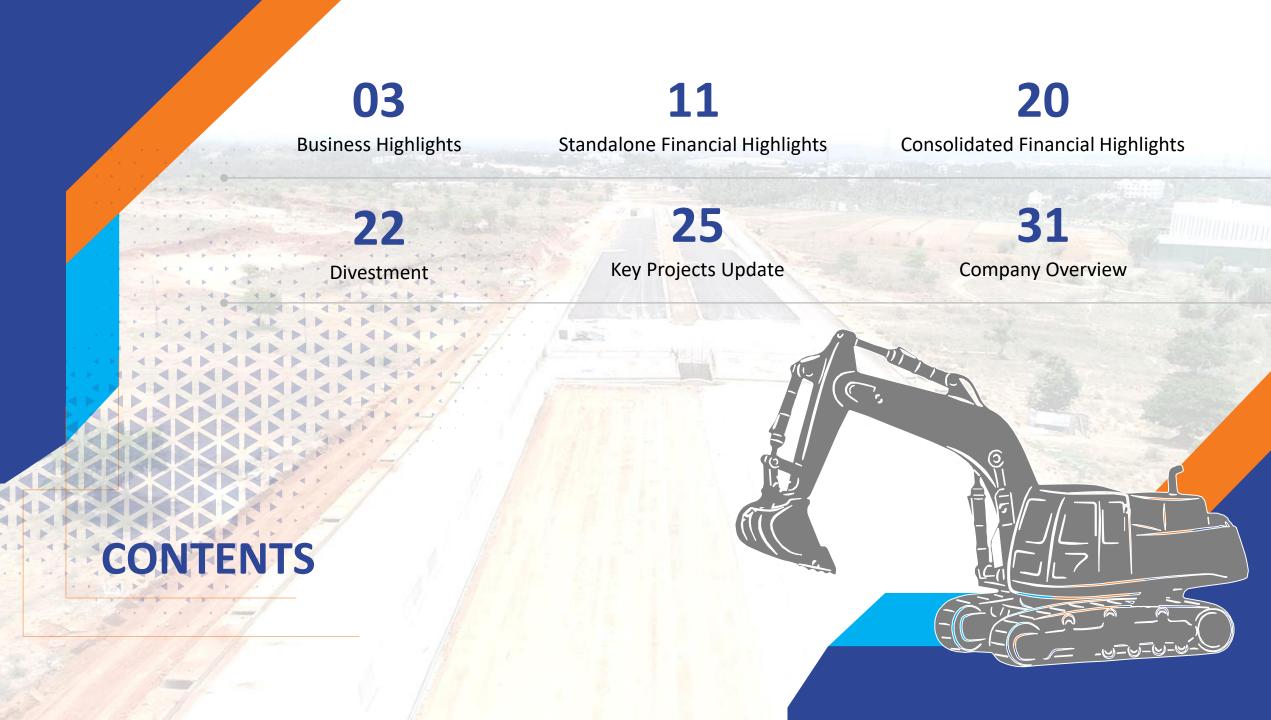




#### **Regd. Office :**

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

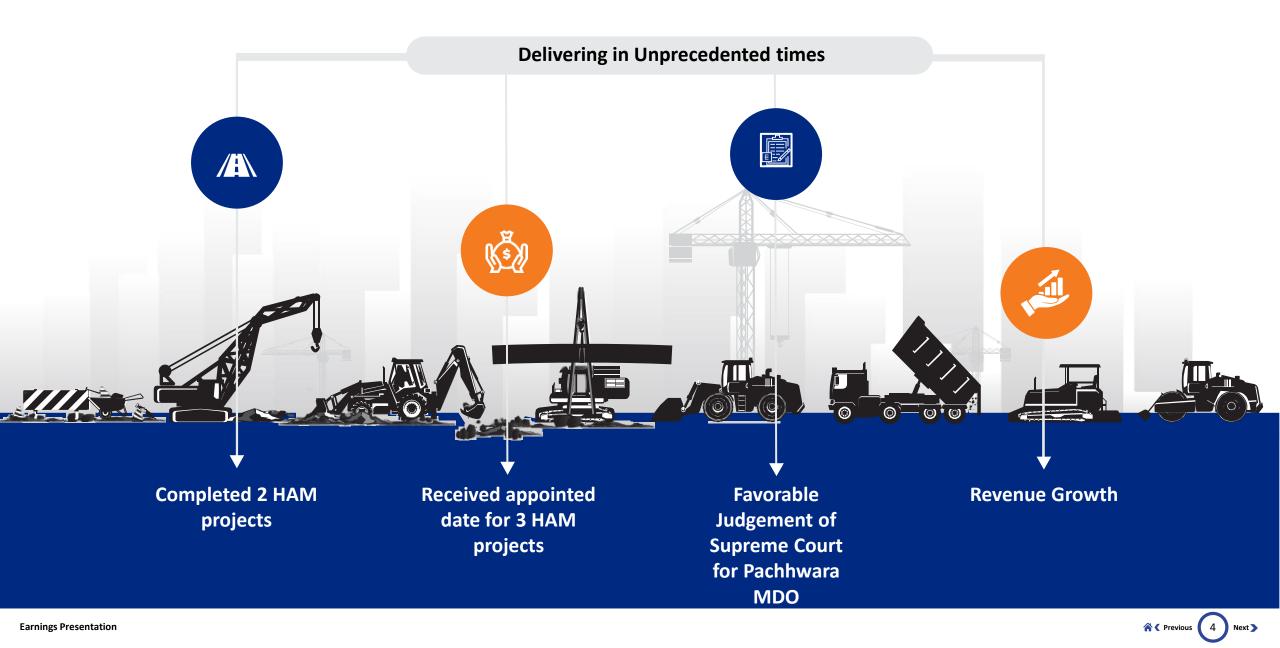




# **Business Highlights**

Highlights







Name of the Employer	Project Name	State	Type of work	Cost of work	Length (Kms)	Scheduled Date of Completion including Covid EOT	Actual Completion Date	Early Completion Days
NHAI	Sangli-Solapur (Package II: Borgaon Watambare)	Maharashtra	НАМ	6,741	52.00	19.10.2021	24.09.2021	25
NHAI	Gorhar to Khairatunda	Jharkhand	НАМ	6,057	39.49	18.10.2021	16.10.2021	2



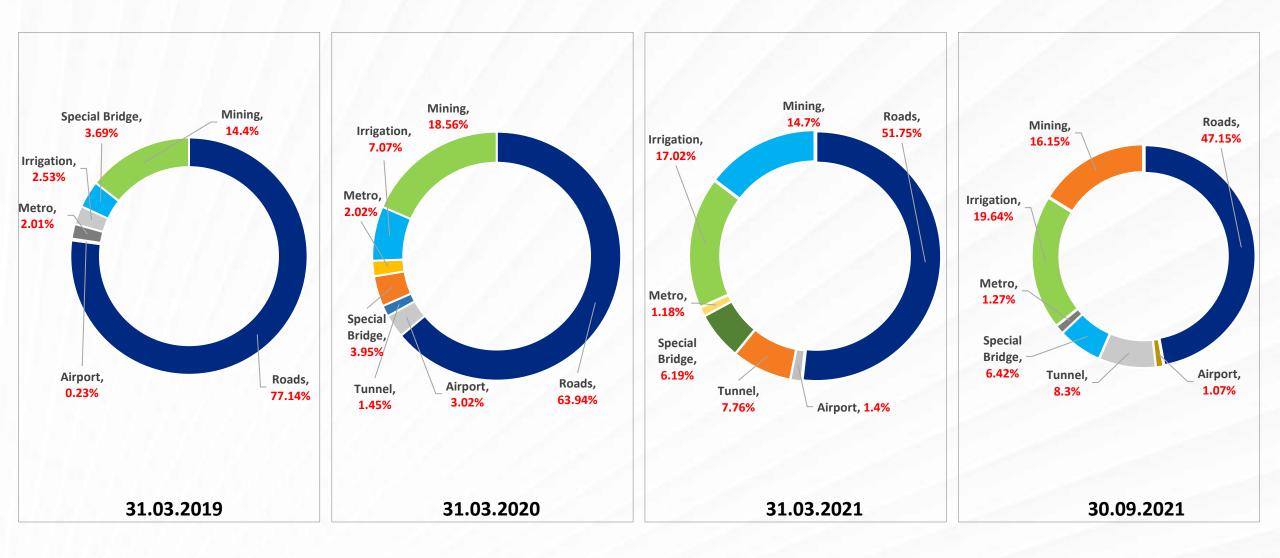
## **Business Division**





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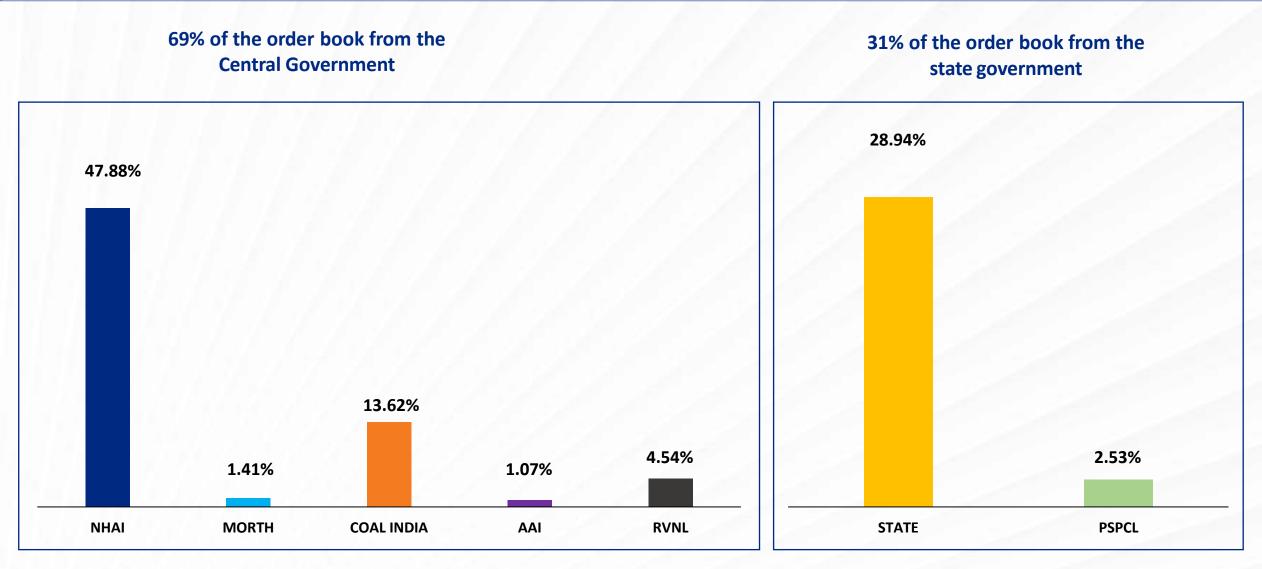
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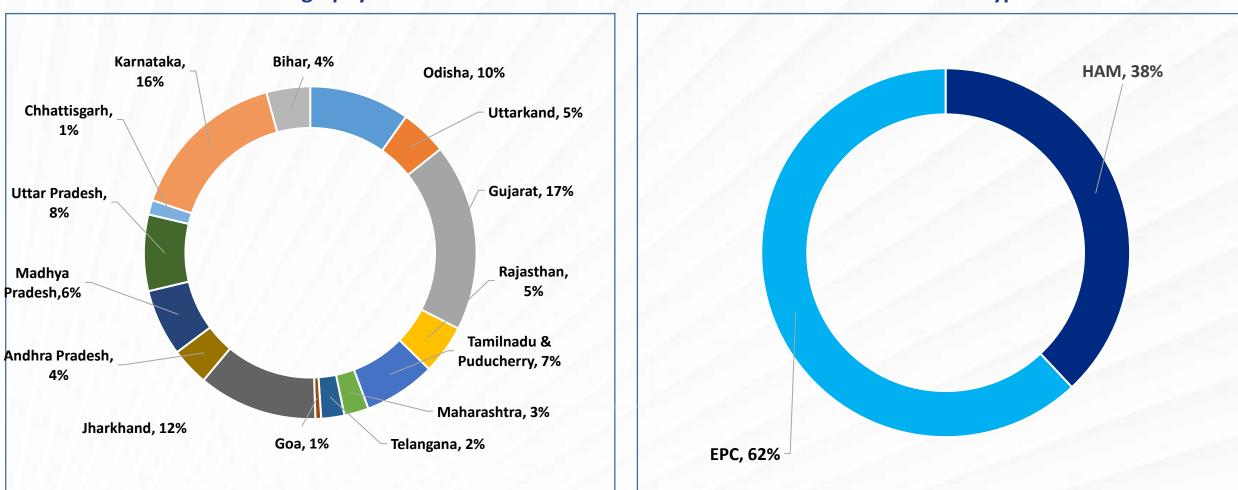


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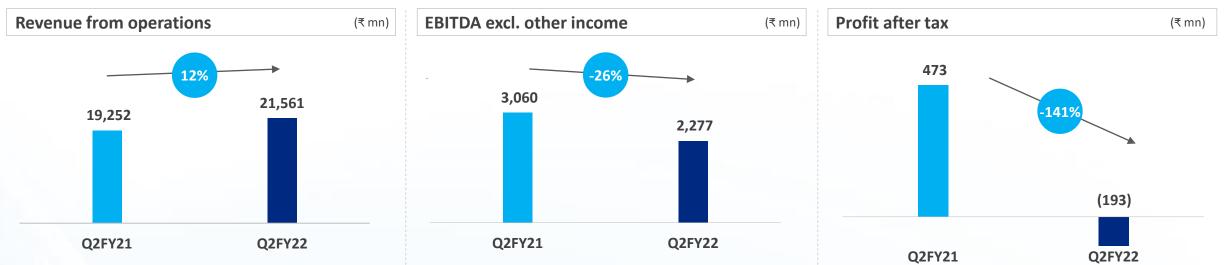
## **Order Book Geography Wise**

**Order Book Contract Type Wise** 



# **Standalone Financial Highlights**

## **Results Summary – Q2FY22 (Standalone)**

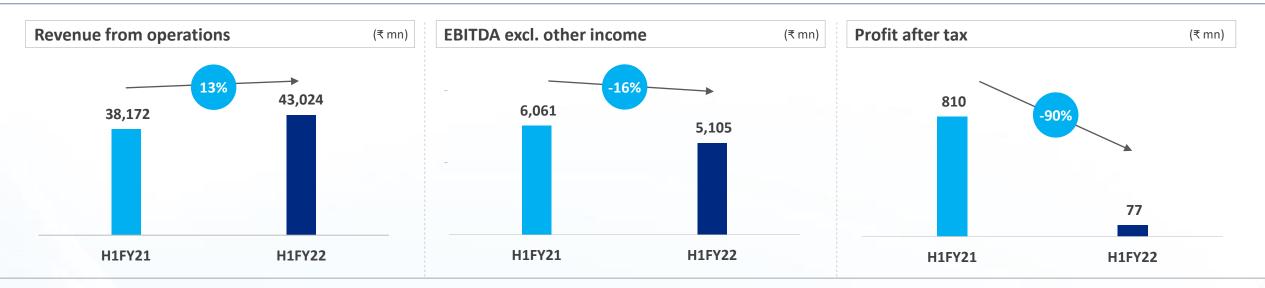


### **Contract Revenue Breakup**

	Roads, Special Bridges & Tunnels	<b>↑</b> 16%		Irrigation	<b>↑</b> 260%	≁⊕ שש	Metros, Airports & Urban Development	↑ 38%		Mining	↓ 34%
Q2FY22	-	18,590	Q2FY22	-	651	Q2FY22	-	798	Q2FY22	-	1,351
Q2FY21	-	16,034	Q2FY21	-	181	Q2FY21		579	Q2FY21	-	2,057

A Previous 12 Next





### **Contract Revenue Breakup**

	Roads, Special Bridges & Tunnels	<b>↑</b> 11%		Irrigation	<b>↑</b> 276%	≻⊕ ∎∎∎	Metros, Airports & Urban Development	<b>↑</b> 150%		Mining	↓ 18%
H1FY22	-	36,061	H1FY22	-	1,439	H1FY22	-	1,791	H1FY22		3,277
H1FY21	-	32,531	H1FY21	-	382	H1FY21		717	H1FY21	-	4,012



DILIP BUILDCON LIMITED





Particulars	Q2FY22	Q1FY22	Q2FY21	Y-o-Y (%)	H1FY22	H1FY21	Y-o-Y (%)
Revenue from operations	21,561	21,463	19,252	11.99%	43,024	38,172	12.71%
Operating expenses	19,284	18,634	16,192	19.10%	37,919	32,111	18.09%
EBITDA excl. other income	2,277	2,828	3,060	-25.60%	5,105	60,61	-15.78%
EBITDA Margin (%)	10.56%	13.18%	15.89%	1	11.87%	15.88%	
Other income	52	124	94	-44.92%	176	179	-1.55%
Depreciation	999	979	1,044	-4.35%	1,978	2,110	-6.29%
Interest	1,616	1,490	1,402	15.29%	3,106	2,912	6.66%
Profit/(loss) before exceptional items and tax	(287)	484	510	-140.48%	197	1,218	-83.80%
Exceptional items	20	-	-	-	20	-	-
Profit/(loss) before tax	(266)	484	708	-137.64%	217	1,218	-82.15%
Tax Expense	(73)	214	235	-131.15%	140	408	-65.61%
Profit/(loss) after tax	(193)	270	473	-140.87%	77	810	-90.48%
PAT Margin (%)	-0.90%	1.26%	2.45%		0.18%	2.12%	-



Particulars	Q2FY22	Q2FY21	H1FY22	H1FY21
Revenue from Operations	21,561	19,252	43,024	38,172
Other income	52	94	176	179
Total Income	21,613	19,346	43,200	38,351
Expenses				
Cost of materials consumed	18,309	14,899	35,895	29,844
Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	(101)	184	(149)	308
Employee benefits expense	514	481	1,007	969
Finance costs	1,616	1,402	3,106	2,912
Depreciation and amortization expense	999	1,044	1,978	2,110
Other expenses	562	627	1,165	990
Total expenses	21,899	18,638	43,003	37,133
Profit/(loss)before exceptional items and tax	(287)	708	197	1,218
Exceptional items	20	-	20	-
Profit/(loss) before tax	(266)	708	217	1,218
Tax expenses	(73)	235	140	408
Profit/(loss) after tax	(193)	473	77	810





Particulars	Sep'21	June'21	Sep'20
ASSETS			
Non-current assets			
(a) Property, plant and equipment	18,035	18,763	19,201
(b) Capital work in progress	3	4	1
(c) Other Intangible Assets	162	179	228
(d) Financial assets			
(i) Investments	8,602	11,167	10,986
(ii) Other	2,005	3,155	3,471
(e)Deferred tax assets (net)	441	397	435
(f) Other non-current asset	4,271	4,285	5,069
Total Non-current assets	33,519	37,950	39,391
Current assets			
(a) Inventories	33,710	32,908	27,117
(b) Financial assets			
(i) Trade receivables	13,181	12,778	14,001
(ii) Cash and cash equivalent	3,153	3,024	2,989
(iii) Loans	5,952	8,510	7,255
(iv) Others financial assets	8,461	6,041	5,592
(c) Current tax asset (net)	2,572	2,119	1,670
(d) Other current assets	16,057	14,592	12,291
Total Current Assets	83,086	79,971	70,914
Non-current assets held for sale		2,278	2,838
TOTAL ASSETS	1,16,605	1,20,199	1,13,144

Particulars	Sep'21	June'21	Sep'20
EQUITY AND LIABILITIES			
Equity			
(a) Equity share capital	1,462	1,462	1,368
(b) Other equity	42,844	42,971	35,501
Total Equity	44,306	44,433	36,869
Liabilities			
Non-current liabilities			
(a) Financial liabilities			
(i) Borrowings	7,263	8,231	8,503
(ii) Other Financial liabilities	247	282	-
(b) Provisions	733	766	1,117
(c) Other non-current liabilities	6,207	6,906	7,206
Total Non current liabilities	14,451	16,185	16,826
Current liabilities			
(a) Financial liabilities			
(i) Borrowings	20,881	21,175	20,494
(ii) Trade payable	21,316	19,614	16,922
(iii) Other financial liabilities	9,453	9,385	9,289
(b) Other current liabilities	6,054	6,971	9,739
(c) Provisions	144	159	167
Total Current liabilities	57,848	57,303	56,611
Liabilities in respect of non current assets classified as held for sale		2,278	2,838
Total Liabilities	72,299	75,766	76,275
TOTAL EQUITY AND LIABILITIES	1,16,605	1,20,199	1,13,144





H1FY22

(1,066)

29

(1)

(1,146)

5,530

167

3,513

5,008

1,090

(367)

1,072

(3,106)

1

3,698

231

Q2FY22

(290)

24

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(543)

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4,649

-

(968)

(294)

74

(1,616)

1

(2803)

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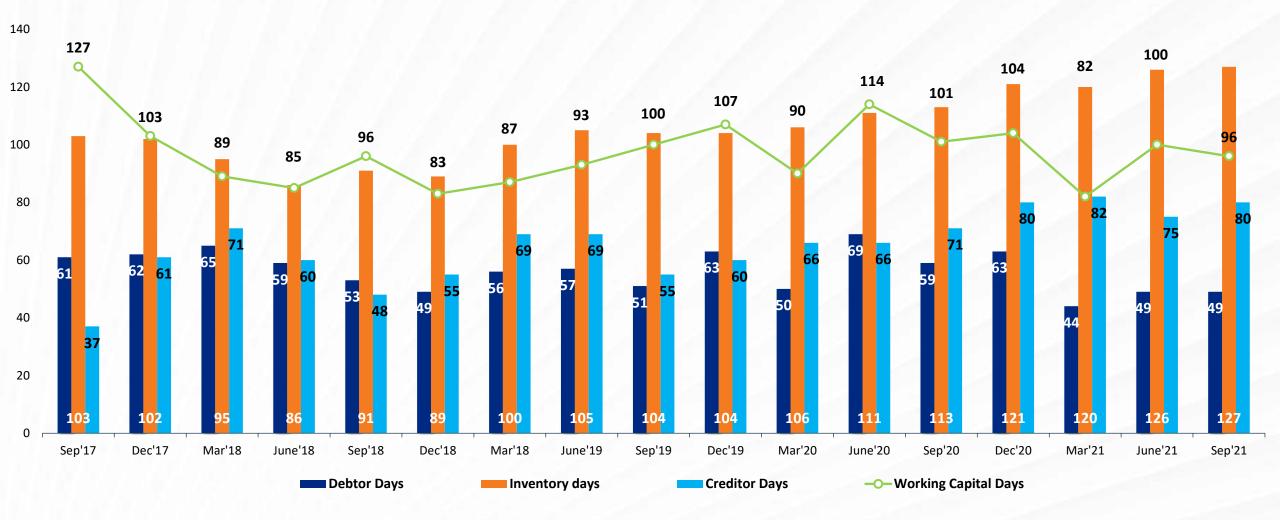
Particulars	Q1FY22	Q2FY22	H1FY22	Particulars	Q1FY22
CASH FLOW FROM OPERATING ACTIVITIES				CASH FLOW FROM INVESTMENT ACTIVITIES	
Net profit before tax as per Statement of Profit and Loss	484	(267)	217	Purchase of Fixed Assets	(776)
Adjustments for:				Sale of Fixed Assets	5
Depreciation	979	999	1,978	Expenditure on Capital work in progress	(3)
Interest Income	(116)	(51)	(167)	Purchase of Investments	(603)
Finance Income due to Unwinding of security deposit		(1)	(1)	Sale of Investments	125
(Profit)/Loss on sale of fixed assets	-	12	12	Interest Received	116
Interest expense	1,490	1,616	3,106	NET CASH USED IN INVESTING ACTIVITIES (TOTAL B)	(1,136)
Remeasurements gains /( losses) on post-employment benefits	(27)	103	76	CASH FLOW FROM FINANCING ACTIVITIES	
Exceptional items – (Profit)/Loss on Sale of Subsidiary companies	-	(20)	(20)	(Repayment) / Proceeds of / from Equity	5,008
Operating Profit Before Working Capital Changes	2,809	2,392	5,201	(Repayment) / Proceeds of / from Long Term Borrowings (net)	2,058
Working Capital Changes				(Repayment) / Proceeds of / from Short Term	(73)
(Increase)/Decrease in Current and Non- Current Assets	(7 <i>,</i> 479)	(1,421)	(8,900)	Borrowings (net)	
Increase/(Decrease) in Current and Non-Current Liabilities	(258)	(2,232)	(2,490)	Repayment) / Proceeds of / from Current Maturities of Long Term Borrowings (net)	998
Increase/(Decrease) in Provisions	(41)	(48)	(89)	Interest paid	(1,490)
Cash generated from operations	(4,968)	(1,310)	(6,278)	Finance Income due to Unwinding of security deposit	-
Income tax paid	(295)	(407)	(702)	NET CASH USED IN FINANCING ACTIVITIES (TOTAL C)	6,501
NET CASH GENERATED FROM OPERATING ACTIVITIES (TOTAL A)	(5,263)	(1,717)	(6,980)	NET INCREASE/(DECREASE) OF CASH & CASH EQUIVALENTS ( A+B+C)	101

**Earnings Presentation** 

A Previous 17 Next



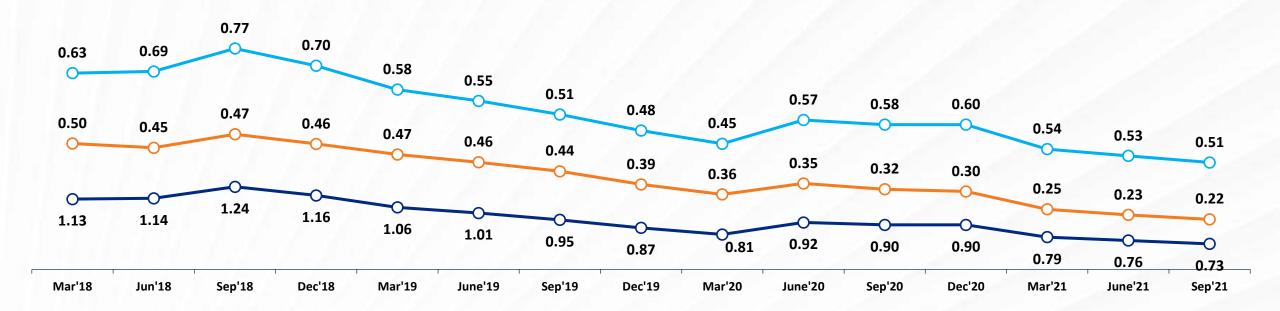
A Previous 18 Next



**Earnings Presentation** 



-O-Net Debt/Equity -O-Equipment Debt/Equity -O-Working Capital Debt/Equity



₹ Mn	Mar'18	June'18	Sep'18	Dec'18	Mar'19	June'19	Sep'19	Dec'19	Mar'20	June'20	Sep'20	Dec'20	Mar'21	Jun'21	Sep'21
Net Debt	27,800	30,891	34,473	34,749	33,876	33,432	31,796	30,481	29,343	33,586	33,335	33,915	30,988	33,869	32,553
Equity	24,571	27,125	27,762	29,848	32,044	33,214	33,626	34,898	36,060	36,431	36,869	37,842	39,172	44,430	44,306



# **Consolidated Financial Highlights**



	(₹ mn)
FY21	Y-o-Y (%)
866	22 50%

Particulars (₹ mn)	Q2FY22	Q1FY22	Q2FY21	Y-o-Y (%)	H1FY22	H1FY21	Y-o-Y (%)
Revenue from Operations	28,555	24,383	21,867	30.59%	52,938	42,866	23.50%
Other income	47	151	111	-57.95%	198	215	-8.05%
Total Income	28,602	24,534	21,977	30.14%	53,135	43,081	23.34%
Expenses							
Cost of materials consumed	26,611	18,473	16,013	66.19%	45,084	31,342	43.85%
Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	(90)	(69)	183	>-100.00%	(158)	304	>-100.00%
Employee benefits expense	957	723	500	91.50%	1,680	998	68.42%
Finance costs	2,111	3,171	2,930	-27.96%	5,282	5,970	-11.54%
Depreciation and amortization expense	935	1,077	1,132	-17.39%	2,012	2,328	-13.58%
Other expenses	552	694	647	14.68%	1,245	1,087	14.55%
Total expenses	31,076	24,069	21,405	45.18%	55,145	42,029	31.21%
Profit/(loss)before exceptional items and tax	(2,475)	465	573	>-100.00%	(2,010)	1,052	>-100.00%
Exceptional items	(2,023)	69	(25)	>-100.00%	(1,954)	233	>-100.00%
Profit/(loss) before tax	(4,497)	533	548	>-100.00%	(3,964)	1,285	>-100.00%
Tax expenses	(83)	236	376	>-100.00%	153	608	-74.86%
Share of Profit / (Loss) of associates	(31)	31	2	>-100.00%		5	>-100.00%
Profit/(loss) after tax	(4,446)	329	174	>-100.00%	(4,117)	681	>-100.00%



## Divestment



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Next >

#### The Company has 12 HAM Assets which are either committed or at an advance stage of Monetisation



Earnings Presentation



Particulars	Requirement	Actual Invested Till Sep-21	H2 FY 21-22 Projected	FY 22-23 Projected	FY 23-24 Projected
Investment in 23 HAM Projects	29,074	17,692	5,386	2,718	3,278
Investment for Siarmal Coal Project #	4,983*		501	1,867	137
Investment for Pachhwara Coal Project #	872	-	-	686	186
Total Equity Commitment	34,929	17,692	5,887	5,271	3,601

# Subject to Financial Closure

\* Remaining Investment would be Rs.2,478 Mn for FY 2025-2029 in phased manner



# Key Projects Update



Sr. No	Project Name	Payment Milestone (Grant)	Appointed Date	% of work done as on 31.10.2021
1	DBL Borgaon Watambare Highways Pvt. Ltd.	PCOD achieved on 24.09.2021	22.04.2019	96.00
2	DBL Gorhar Khairatunda Highways Pvt. Ltd.	PCOD achieved on 16.10.2021	19.07.2019	98.34
3	DBL Anandpuram Anakapalli Highways Pvt. Ltd.	4th PM, 75% Progress	04.01.2019	82.99
4	DBL Chandikhole Bhadrak Highways Pvt. Ltd.	3rd PM, 50% Progress	16.12.2018	70.75
5	DBL Rewa Sidhi Highways Pvt. Ltd.	4th PM, 75% Progress	14.12.2018	88.55
6	DBL Mangloor Highways Pvt. Ltd.	5th PM, 90% Progress	12.04.2019	97.43
7	DBL Bangalore Nidagatta Highways Pvt. Ltd.	4th PM, 75% Progress	14.05.2019	87.23
8	DBL Sangli Borgaon Highways Pvt. Ltd.	3rd PM, 50% Progress	23.05.2019	71.82
9	DBL Mangalwedha Solapur Highways Pvt. Ltd.	5th PM, 90% Progress	23.05.2019	95.58
10	DBL Bellary Byrapura Highways Pvt. Ltd	4th PM, 75% Progress	24.10.2019	89.52
11	DBL Nidagatta Mysore Highways Pvt.Ltd	4th PM, 75% Progress	10.12.2019	77.89



Sr. No	Project Name	Payment Milestone (Grant)	Appointed Date	% of work done as on 31.10.2021
12	Pathrapali Kathghora Highways Private Limited	2nd PM, 30% Progress	04.12.2020	32.14
13	Dodaballapur- Hoskote Highways Private Limited	1st PM, 10% Progress	22.02.2021	29.52
14	Repallewada Highways Private Limited	1st PM, 10% Progress	01.03.2021	25.26
15	Narenpur Purnea Highways Private Limited	1st PM, 10% Progress	18.03.2021	14.25
16	Dhrol Bhadra Highways Private Limited	12 11 - 11 - 11 - 11	28.10.2021	1.64
17	Bangalore Malur Highways Private Limited	-	15.09.2021	1.60
18	Malur Bangarpet Highways Private Limited	Section of the section of	20.09.2021	0.83
19	DBL Viluppuram Highways Private Limited		November 2021 (E)	-
20	DBL Poondiyankuppam Highways Private Limited		November 2021 (E)	-
21	Sannur Bikarnakette Highways Private Limited		January 2022 (E)	-
22	Bangalore Chennai Expressway Phase 2 Package 3		January 2022 (E)	





Project name	Туре	Contract Value	Outstanding Order Book as on 30.09.2021	Length (Kms)	LOA Date	Date of Start	Schedule Date of Completion with EOT
Nagpur Mumbai Super Communication Expressway (Package 12)	Road	16,980	3,822	45.65	Aug-18	Jan-19	Jan-22
Varanasi to Dagmagpur (Package 1)	Road	5,987	2,178	34.00	Feb-18	Aug-19	May-22
Bundelkhand Expressway Project, Package-VI	Road	13,621	5,893	45.28	Nov-19	Jan-20	Jan-23
Gorakhpur Link Expressway Project, Package-II	Road	12,500	8,846	43.04	Nov-19	June-20	Dec-23





## Airport

Project name	Туре	Contract Value	Outstanding Order Book as on 30.09.2021	LOA Date	Date of Start	Schedule date of Completion
Construction of New Greenfield Airport at Hirasar, Rajkot	Airport	5,701	2,471	Feb-20	Feb-20	Aug-22

#### Mining

Project name	Туре	Contract Value	Outstanding Order Book as on 30.09.2021	LOA Date	Date of Start	Schedule date of Completion
Jayant OCP of NCL	Mining	7,175	335	Sep-18	Oct-18	Oct-21
Pachhwara Central Coal Block – PSPCL	Mining	5,847	5,847	Aug-18	Sep-21	Sep-76
Samaleswari OCP of MCL	Mining	8,478	7,570	Dec-18	Jan-19	Nov-25
Overburden Removal – Nigahi OCP of NCL	Mining	17,989	11,084	Dec-19	Jan-20	June-24
Development and Operation of Siarmal Open Cast Project (MDO)	Mining	12,481	12,481	Mar-21	June-21	June-47

#### Irrigation

Project name	Туре	Contract Value	Outstanding Order Book as on 30.09.2021	LOA Date	Date of Start	Schedule date of Completion
Navnera Barrage	Irrigation	5,366	3,047	Oct-18	Oct-18	Oct-22
Construction of Kharkai Dam at Icha	Irrigation	8,664	8,664	Aug-19	Aug-19	Aug-22
Bhadbhut Barrage	Irrigation	37,212	33,666	July-20	Oct-20	Oct-24





Project name	Туре	Contract Value	Outstanding Order Book as on 30.09.2021	LOA Date	Date of Start	Schedule date of Completion
Zuari Bridge -(Package II )	Special Bridge	5,454	625	Feb-16	April-16	Nov-22
Zuari Bridge -(Package I )	Special Bridge	4,401	542	April-16	June-16	Jul-22
Zuari Bridge -(Package III )	Special Bridge	4,176	132	April-16	June-16	Nov-21
Extra-dosed bridge across Sharavathi backwaters	Special Bridge	3,215	1,967	Jul-19	Dec-19	May-23
Sahibganj Bypass including Ganga Bridge and Manihari Bypass	Special Bridge	16,965	12,233	Jul-20	Nov-20	Oct-24

#### Metro

Project name	Туре	Contract Value	Outstanding Order Book as on 30.09.2021	LOA Date	Date of Start	Schedule date of Completion
Bhopal Metro	Metro	2,206	1,002	Oct-18	Nov-18	Dec-22
Indore Metro	Metro	2,044	1,927	Oct-18	Dec-18	Aug-23

#### Tunnel

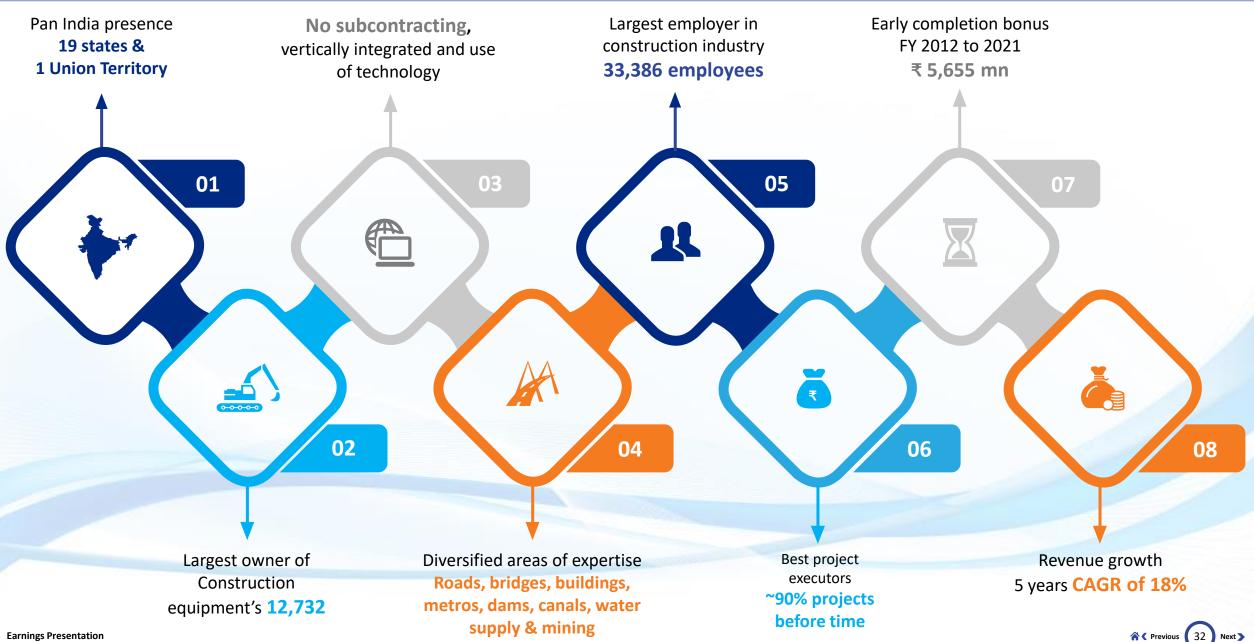
Project name	Туре	Contract Value	Outstanding Order Book as on 30.09.2021	LOA Date	Date of Start	Schedule date of Completion
Rishikesh to Karanprayag (Package 9)	Tunnel	11,919	10.497	Aug-20	Sep-20	Nov-24
Delhi - Vadodara Greenfield Expressway (Pkg - 15)	Tunnel	8,929	8,036	Dec-20	July-21	Jan-24



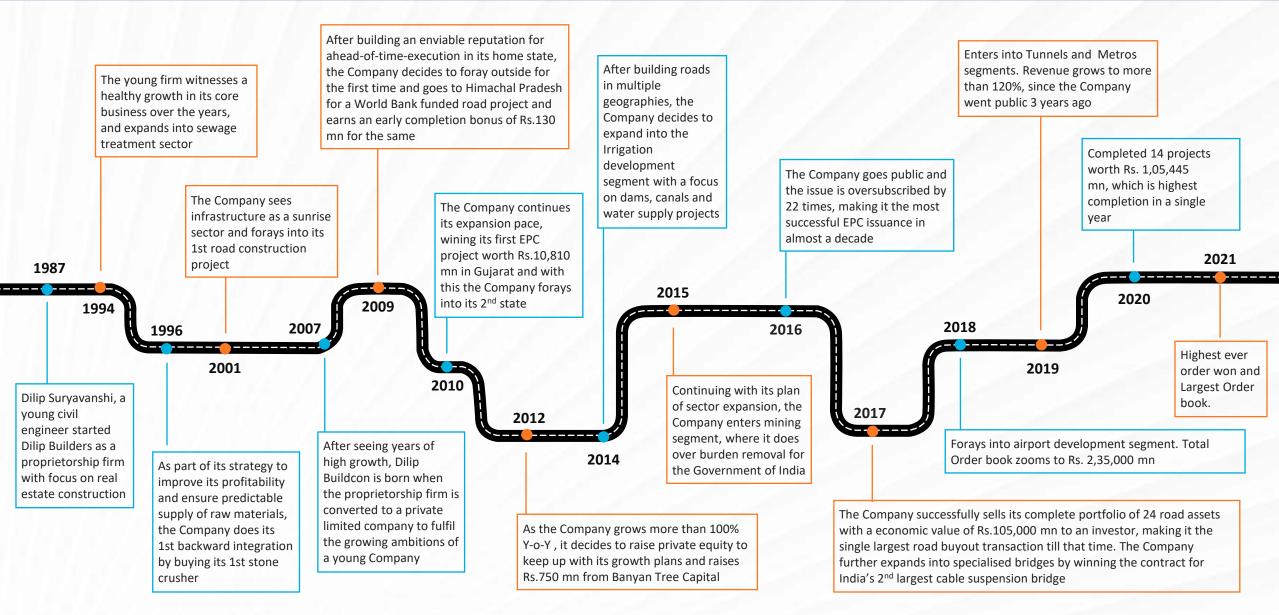
## **Company Overview**

#### **Overview**











## Pan India Project Execution Capability



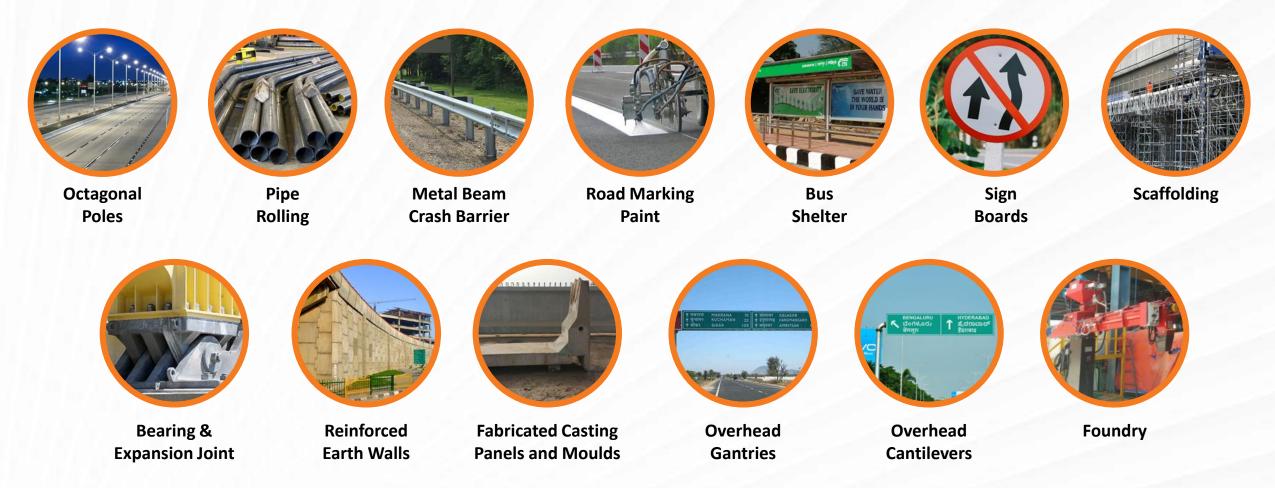


State	Completed	Ongoing Gross	Ongoing Net
Andhra Pradesh	29,045	21,305	9,852
Bihar		12,699	10,614
Chhattisgarh	7,038	8,127	3,750
Goa	1,250	14,031	1,767
Gujarat	9,589	48,894	43,371
Haryana	4,637		-
Himachal Pradesh	1,187		
Jharkhand	10,071	37,532	27,662
Karnataka	19,606	79,256	44,319
Maharashtra	52,099	42,619	8,774
Madhya Pradesh	1,16,060	35,467	16,544
Odisha		30,916	22,901
Punjab	12,555		
Rajasthan	9,433	14,296	12,022
Telangana	15,556	13,070	6,258
Tamilnadu	2,520		-
Tamilnadu and Puducherry		16,133	16,133
Uttar Pradesh	31,154	45,028	19,925
West Bengal	· · ·	11,919	11,057
Uttarakhand	6,131		
Total	3,27,931	4,31,294	2,54,949





To further support our in-house execution, we have setup our own manufacturing units, which make the highest quality road furniture/ material needed for our business. It helps us control costs and timelines.



**A C** Previous

35

### **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 36 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.



#### 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 21 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 36 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.

**A C** Previous

36

Next 3

### Awards, Accreditation & Accolades





Best Place to Work in India by Ambition Box



National Highway Excellence Award 2020 for Excellence in Project Management (PPP)



Dun & Bradstreet Construction-Infrastructure Development Awards 2019 (Roads & Highways)



Construction World Global Award 2019 3<sup>rd</sup> Fastest Growing Construction Company (Large Category)



National Highway Excellence Award 2019 for Excellence in Project Management (PPP)



CNBC Awaaz CEO awards 2019 for "Company of the Year" in the Infrastructure segment.



1000 CAT Equipment Award for Enduring Partnership as India's Single largest Customer of Caterpillar 2018



Fastest Growing Construction Company (Large Category) by Construction World in 2018



National Highways Awards for Excel-lence, 2018 in Construction Manage-ment (PPP)



Dun & Bradstreet award for Construction Infrastructure Development 2019



Construction Week Winner Roads & Highways Project of the Year 4 Laning of Vijaywad Machhlipatnam



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



Single Largest Customer of BKT OTR Tires in India in 2015



Single Largest Customer of Caterpillar Global Construction & Infrastructure in 2014



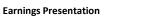
Most Valued Customer by HPCL in 2016



Largest Fleet Owner of Pneumatic Drills in India by Atlas Copco



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





## Awards, Accreditation & Accolades





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



Valued Customer of Bitumen by BPCL in 2015



Single Largest Customer of Caterpillar GCI in India in 2014



Star Achiever by GK TMT in 2014



Road Contractor of the Year by Construction Week in 2016



Over 200 Great Alliances by Metso Minerals



Purchase of Volvo Trucks and Construction Equipment in 2016



Commitment for Products and Services by Ashok Leyland



LEED Certification by Indian Green Building Council in 2014



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



Award for Outstanding Contribution in Roads & Highways from 8<sup>th</sup> EPC World in 2018



100th EC 210 Crawler Excavator by Volvo



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



The Luminary for Dilip Suryavanshi by Dainik Bhaskar



Highest Upliftment of Bitumen by Indian Oil in 2013

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38

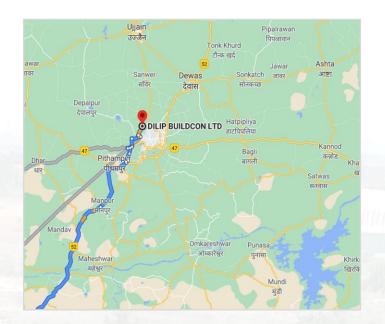
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**Thank You**