



DILIP BUILDCON LIMITED
INFRASTRUCTURE & BEYOND

Date: August 14, 2020

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

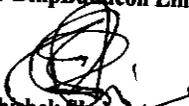
Stock Symbol –DBL

Sub: -Investor Presentation

Pursuant to regulation 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended from time to time, please find enclosed herewith a copy of the Investor Presentation for the quarter ended June 30, 2020, which will be uploaded to our website <http://www.dilipbuildcon.com>

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

For DilipBuildcon Limited


Abhishek Shrivastava
Company Secretary



ISO 9001:2015

CIN No. L45201MP2006PLC018689

Regd. Office :

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DILIP BUILDCON LIMITED
INFRASTRUCTURE & BEYOND



Q1FY21 EARNINGS PRESENTATION



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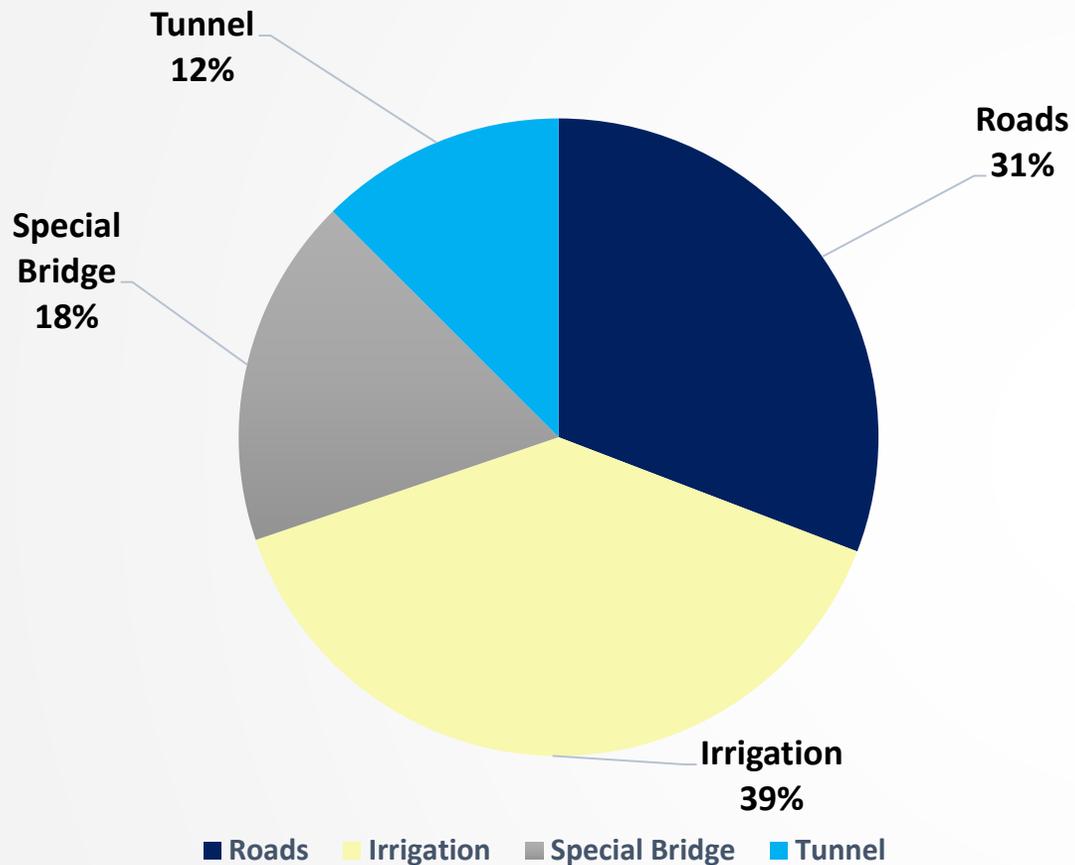
Business Highlights

Highlights

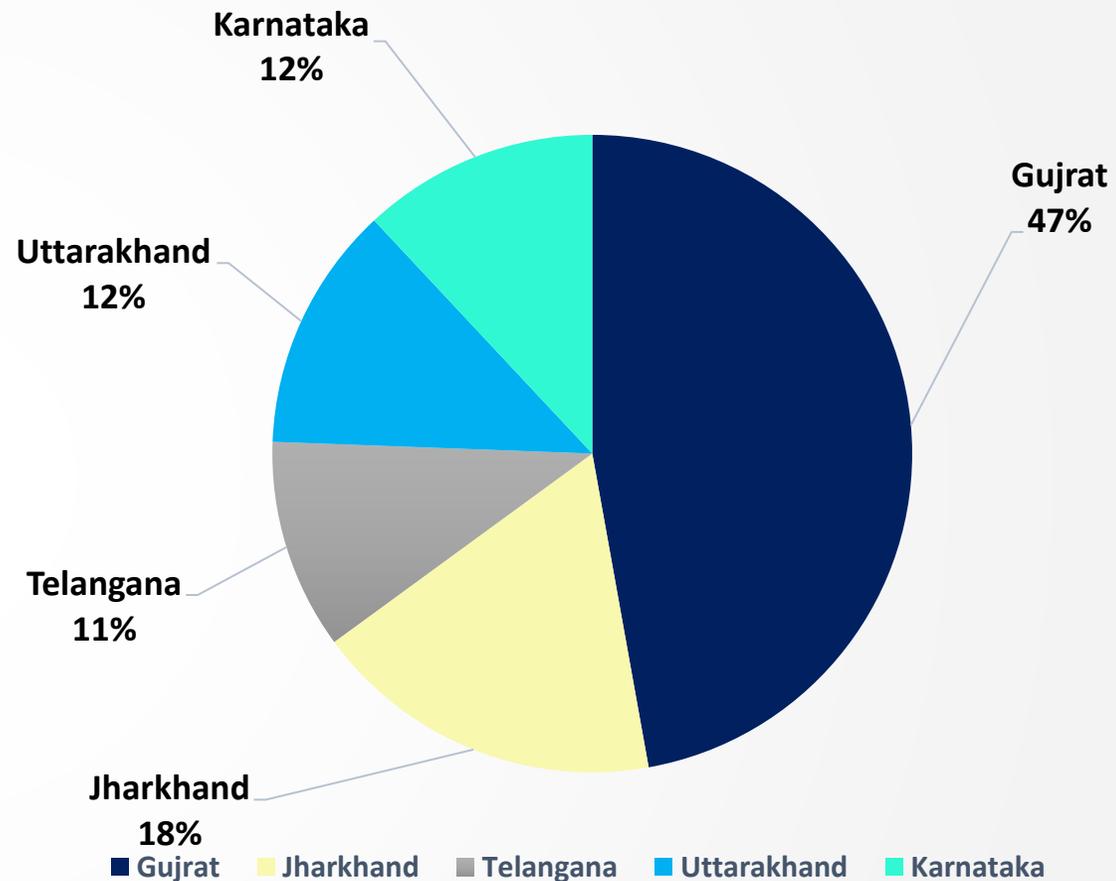




Record orders secured worth ₹ 1,07,032 Mn* in FY21 across 4 sectors & 5 states including 2 new territory of Uttarakhand & Bihar



Sector-wise Composition



Geography-wise Composition

Projects won during FY21 till date

(₹ mn)

Project Name	Type	State	Name of Employer	Contract Value excluding GST	Contract Value including GST	LOA Date	Quarter
Bhadbhut Barrage	Irrigation	Gujarat	Narmada, Water Resources, Water Supply and Kalpsar Department	37,212	41,677	22.07.2020	Q2
Dhrol - Bhadra Patiya and Bhadra Patiya – Pipaliya section	Road	Gujarat	NHAI	6,142	8,820*	Awaited	Q2
Sahibganj Bypass including Ganga Bridge and Manihari Bypass	Special Bridge	Jharkhand	NHAI	16,965	19,001	15.07.2020	Q2
Repallewada to Telangana/Maharashtra border	Road	Telangana	NHAI	7,943	11,405*	Awaited	Q2
Construction of Tunnel, Bridge , Yard and formation work BG line between Rishikesh and Karanprayag	Tunnel	Uttarakhand	Rail Vikas Nigam Limited	11,919	13,349	Awaited	Q2
Dodaballapur Bypass to Hoskote (Package 2)	Road	Karnataka	NHAI	8,900	12,780*	Awaited	Q2
Total				89,081	1,07,032		

* Bid Project Cost of HAM Projects

Business Division



ROADS & HIGHWAYS

IRRIGATION

URBAN DEVELOPMENT

MINING

METRO

SPECIAL BRIDGES

AIRPORT

TUNNEL

₹ 1,29,660 mn
49.65%

₹ 50,438 mn
19.31%

-

₹ 33,487 mn
12.82%

₹ 3,878 mn
1.48%

₹ 23,708 mn
9.08%

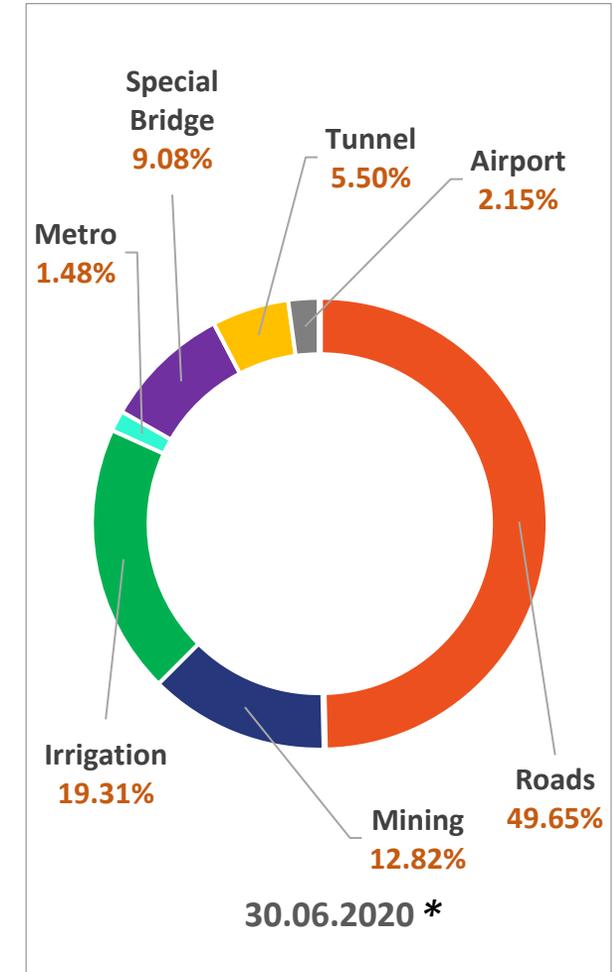
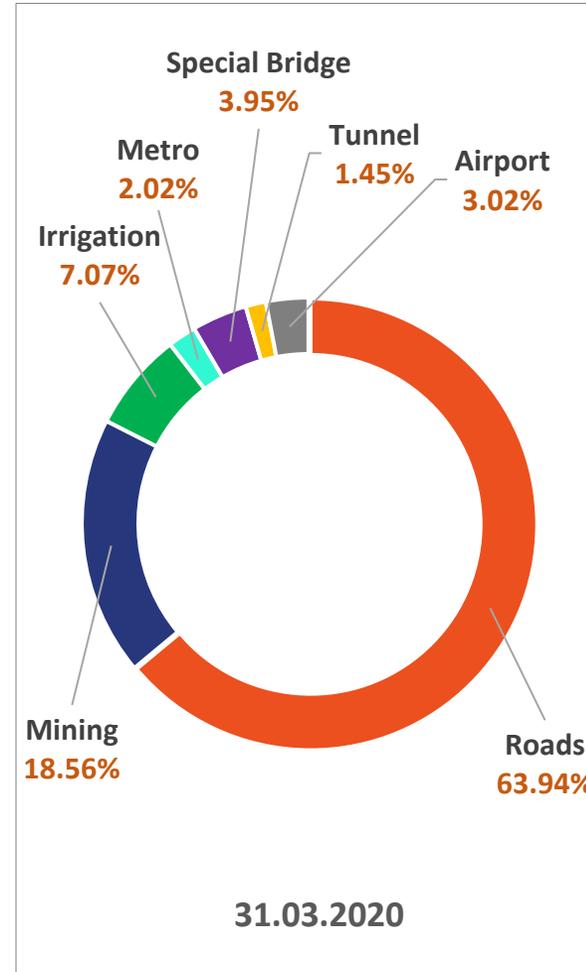
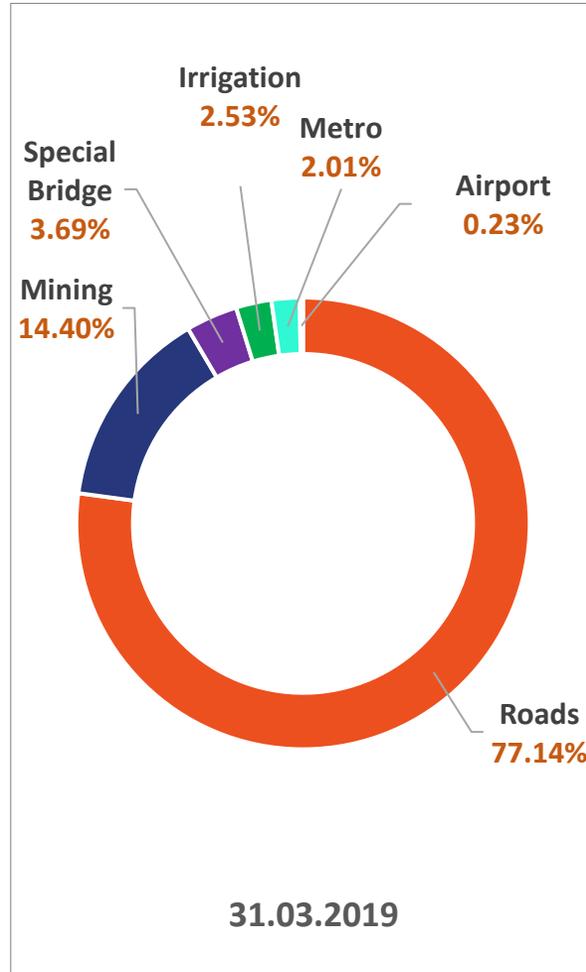
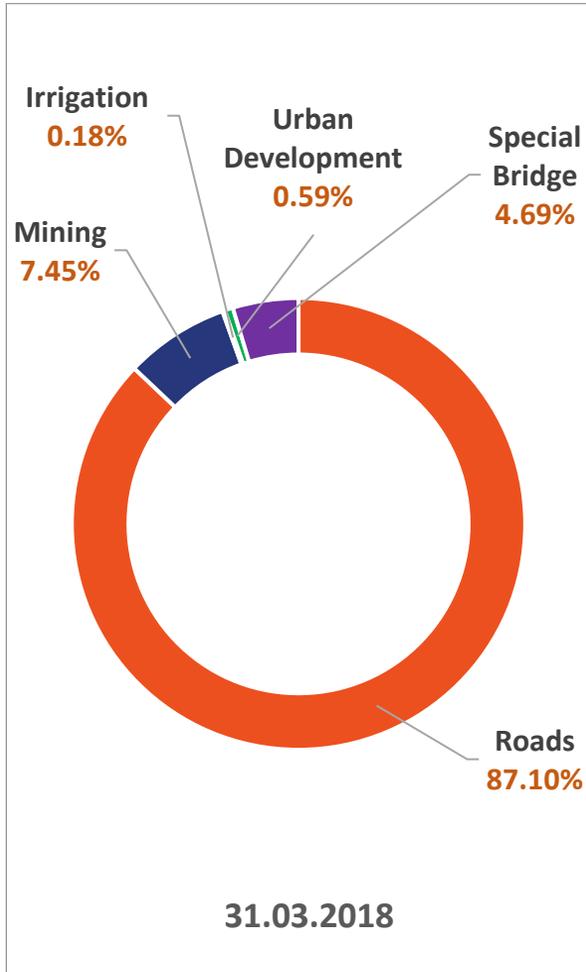
₹ 5,618 mn
2.15%

₹ 14,363 mn
5.50%

Total Order Book - ₹ 2,61,152 mn

Proven diversification – More than 50% of Order-book is from other than Road sector

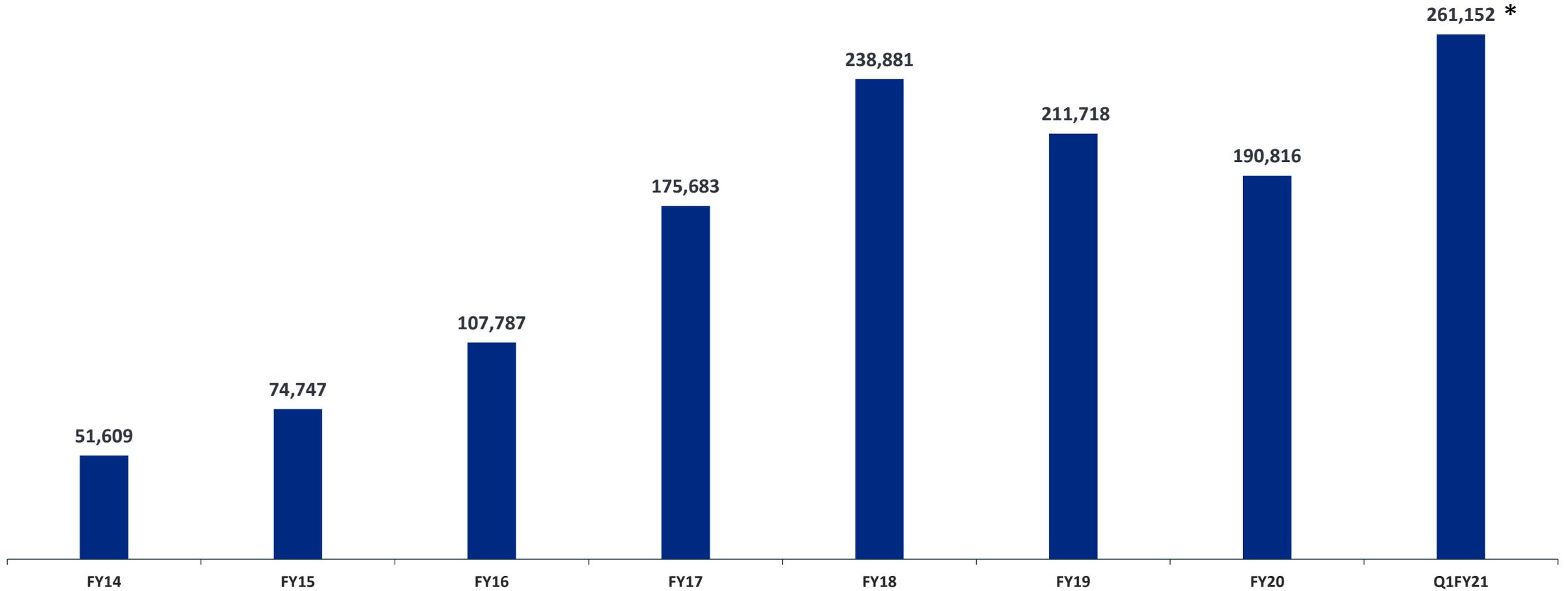
(₹ mn)



*including orders worth INR 89,081 Mn received in the month of July & August'20

Total Order Book

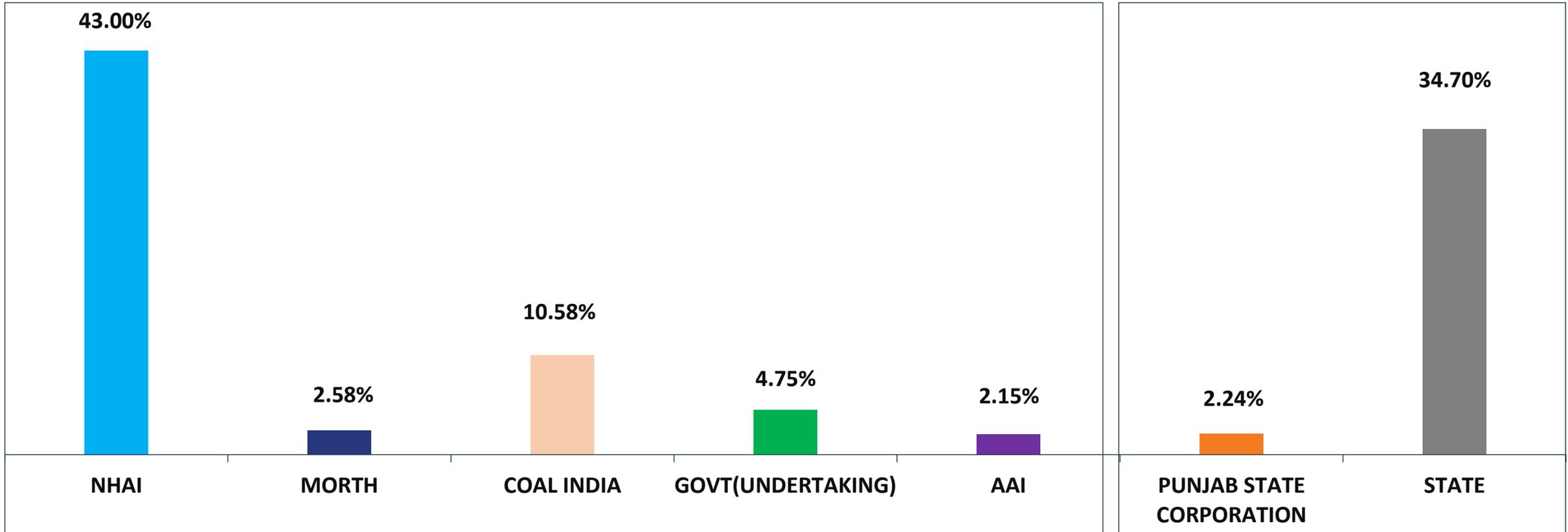
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**including orders worth INR 89,081 Mn received in the month of July & August'20*

Order Book – Client Wise

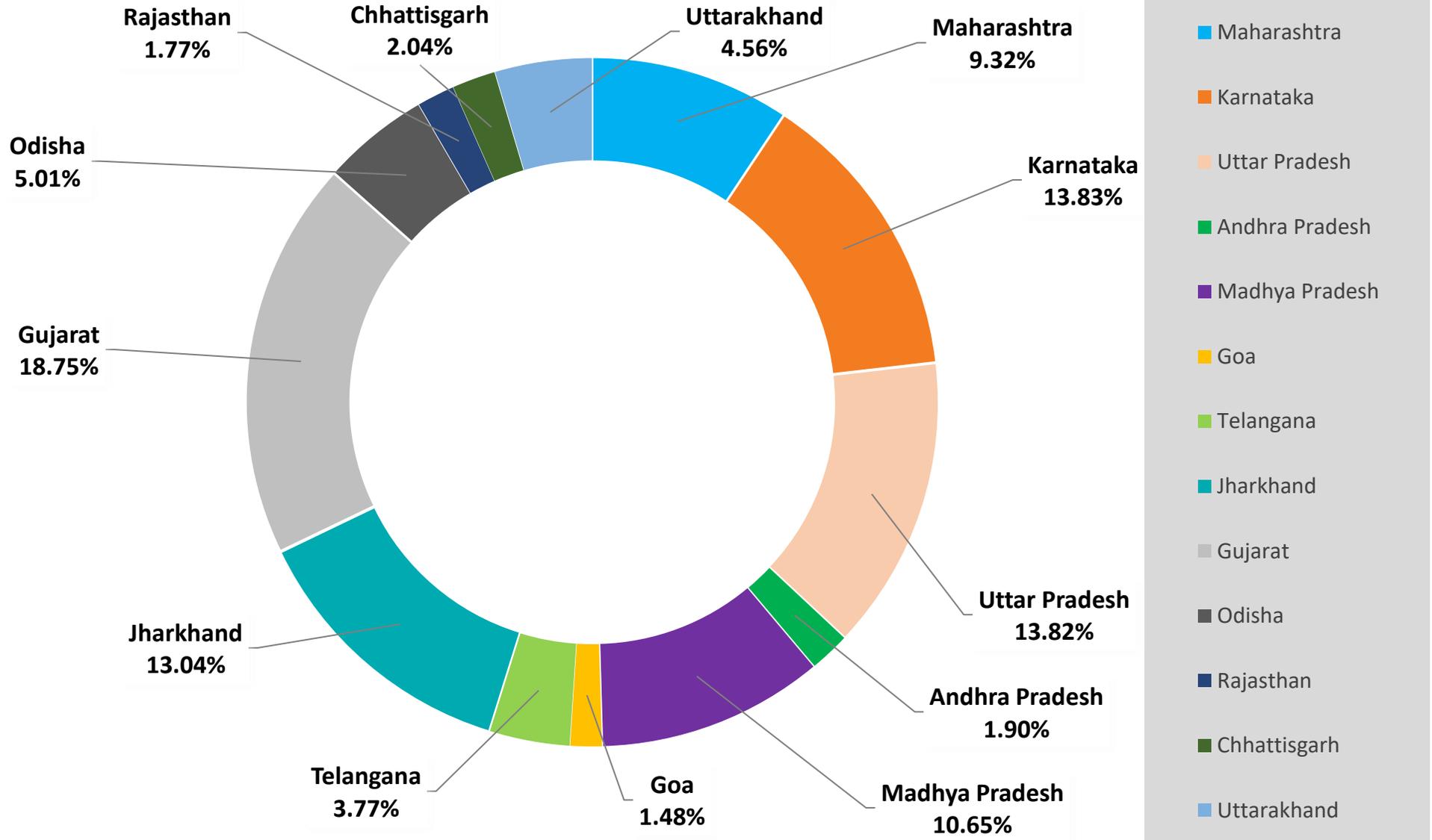
(₹ mn)



63% of the order book from the Central Government

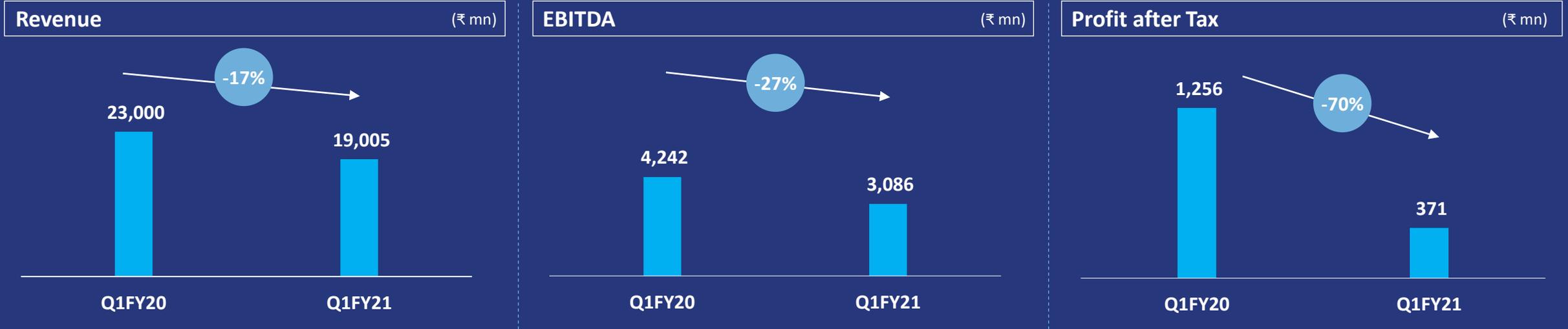
37% of the order book from the state government

Order Book Geography Wise

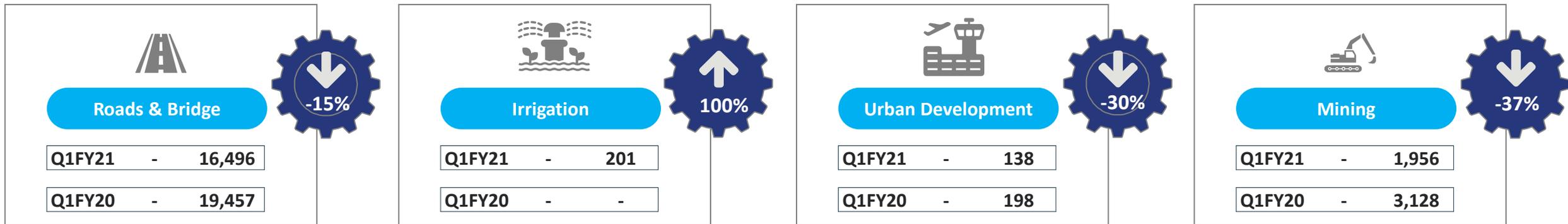


Standalone Financial Highlights

Results Summary – Q1FY21 (Standalone)



Contract Revenue Breakup



Result Update – Standalone

(₹ mn)

Particulars	Q1FY21	Q4FY20	Q1FY20	Y-o-Y (%)
Revenue	19,005	25,093	23,000	-17.37%
Operating expenses	15,919	20,870	18,759	-15.14%
EBITDA	3,086	4,222	4,242	-27.24%
EBITDA Margin (%)	16.24%	16.83%	18.44%	
Other income	85	96	63	35.29%
Depreciation	1,066	1,059	1,047	1.83%
Interest	1,511	1,475	1,588	-4.86%
PB exceptional items and Tax	510	1,689	1,607	-68.29%
Exceptional items	-	50	-	
PBT	510	1,739	1,607	-68.29%
Tax Expense	172	588	354	-51.33%
Other comprehensive income	34	10	4	
PAT	371	1,162	1,256	-70.47%
PATM (%)	1.95%	4.63%	5.46%	
EPS (INR)	2.46	8.42	9.16	-70.47%

Standalone Profit & Loss – Q1FY21

(₹ mn)

Particulars	Standalone		Highlights
	Q1FY21	Q1FY20	
Revenue from Operations	18,920	22,938	○ Revenue decreased by 17% on Y-o-Y basis due to limited availability of workforce and disrupted supply chain on account of lockdown imposed
Other income	85	63	
Total Income	19,005	23,000	○ PAT decreased by 70% Y-o-Y basis on account of reduction in EBITDA, under-recovery of depreciation and finance cost and increase in tax
Expenses			
Cost of materials consumed	14,944	17,217	
Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	124	767	
Employee benefits expense	488	434	
Finance costs	1,511	1,588	
Depreciation and amortization expense	1,066	1,047	
Other expenses	363	342	
Total expenses	18,495	21,394	
Profit/(loss)before exceptional items and tax	510	1,607	
Exceptional items	-	-	
Profit Before Tax	510	1,607	
Tax expenses	172	354	
Other Comprehensive income	34	4	
Net Profit (net of other comprehensive income)	371	1,256	

Standalone Balance Sheet

(₹ mn)

Particulars	June'20	Mar'20	June'19
ASSETS			
Non-current assets			
(a) Property, plant and equipment	19,909	20,010	20,855
(b) Capital work in progress	7	43	1
(c) Other Intangible Assets	247	265	323
(d) Financial assets			
(i) Investments	11,445	11,444	6,382
(ii) Other	3,113	3,500	2,788
(e) Deferred tax assets (net)	295	196	-
(f) Other non-current asset	5,284	5,612	7,258
Total Non-current assets	40,300	41,071	37,607
Current assets			
(a) Inventories	26,245	26,309	25,793
(b) Financial assets			
(i) Trade receivables	16,266	12,397	14,143
(ii) Cash and cash equivalent	2,841	3,219	2,291
(iii) Loans	6,395	5,880	8,144
(iv) Others financial assets	4,352	5,451	4,819
(c) Current tax asset (net)	1,619	1,429	301
(d) Other current assets	12,852	14,465	17,232
Total Current Assets	70,570	69,149	72,723
Non-current assets held for sale	1,456	1,551	2,537
TOTAL ASSETS	1,12,326	1,11,772	1,12,867

Particulars	June'20	Mar'20	June'19
EQUITY AND LIABILITIES			
Equity			
(a) Equity share capital	1,368	1,368	1,368
(b) Other equity	35,063	34,692	31,846
Total Equity	36,431	36,060	33,214
Liabilities			
Non-current liabilities			
(a) Financial liabilities			
(i) Borrowings	10,077	7,727	10,883
(ii) Other Financial liabilities	-	-	673
(b) Provisions	1,020	957	836
(c) Deferred tax liabilities		-	2
(d) Other non-current liabilities	8,684	9,697	9,477
Total Non current liabilities	19,781	18,381	21,871
Current liabilities			
(a) Financial liabilities			
(i) Borrowings	19,264	19,622	20,572
(ii) Trade payable	15,617	16,389	17,045
(iii) Other financial liabilities	8,870	7,281	6,746
(b) Other current liabilities	10,754	12,331	10,748
(c) Provisions	153	157	134
Total Current liabilities	54,658	55,780	55,245
Liabilities in respect of non current assets classified as held for sale	1,456	1,551	2,537
Total Liabilities	75,895	75,712	79,653
TOTAL EQUITY AND LIABILITIES	1,12,326	1,11,772	1,12,867

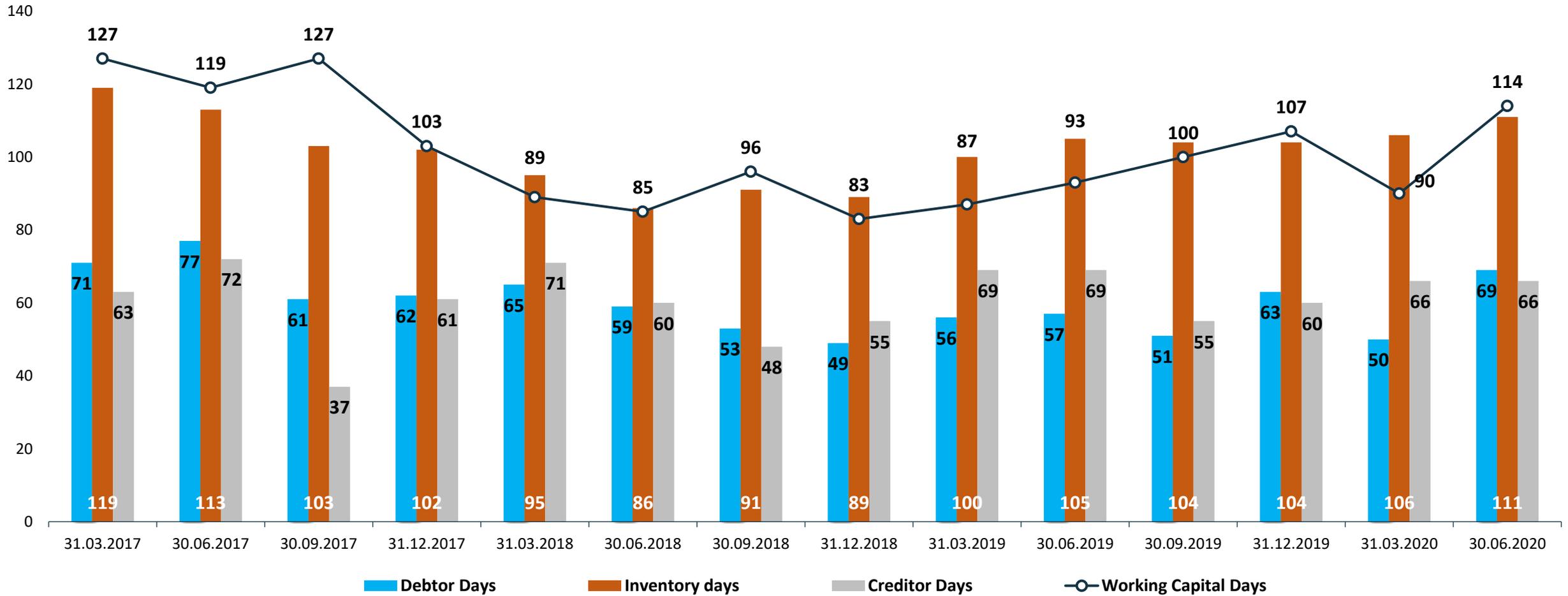
Standalone Cash flow– Q1FY21

(₹ mn)

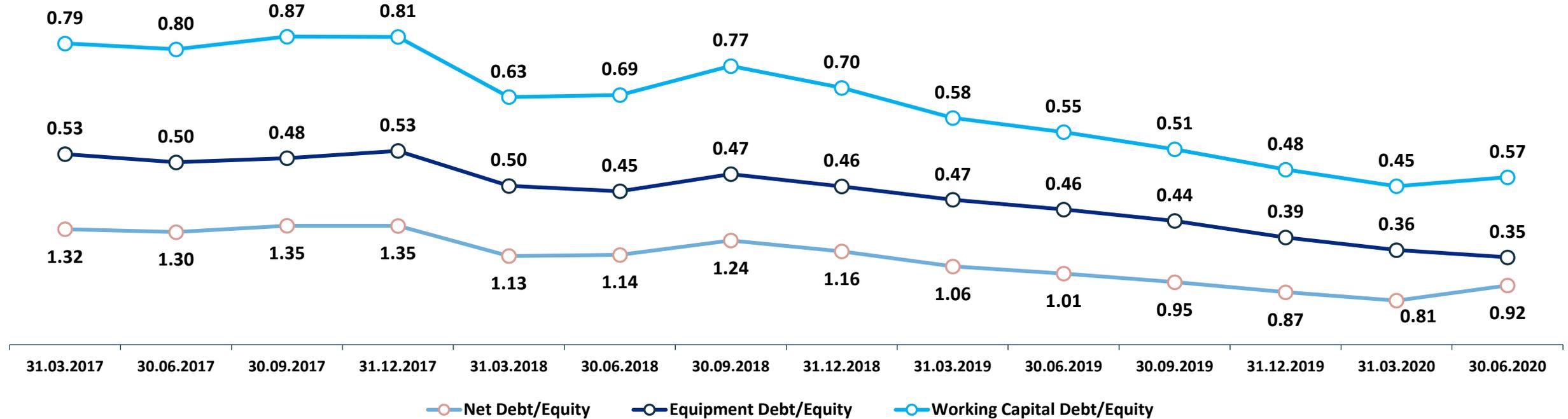
Particulars	Q1FY21	Q1FY20
CASH FLOW FROM OPERATING ACTIVITIES		
Net profit before tax as per Statement of Profit and Loss	509	1,607
Adjustments for:		
Depreciation	1,066	1,047
Interest Income	(84)	(63)
(Profit)/Loss on sale of fixed assets	-	5
Interest expense	1,511	1,588
Provision for Doubtful Debts	-	100
Remeasurements gains /(losses) on post-employment benefits	52	6
Operating Profit Before Working Capital Changes	3,053	4,290
Working Capital Changes		
(Increase)/Decrease in Current and Non- Current Assets	(1,085)	(2,194)
Increase/(Decrease) in Current and Non Current Liabilities	(3,741)	2,067
Increase/(Decrease) in Provisions	59	(1)
Cash generated from operations	(1,713)	4,162
Income tax paid	(288)	(502)
NET CASH GENERATED FROM OPERATING ACTIVITIES (TOTAL A)	(2,001)	3,660

Particulars	Q1FY21	Q1FY20
CASH FLOW FROM INVESTMENT ACTIVITIES		
Purchase of Fixed Assets	(947)	(766)
Sale of Fixed Assets	1	-
Expenditure on Capital work in progress	36	(1)
Purchase of Investments	(1)	(1,145)
Sale of Investments	95	221
Interest Received	84	63
NET CASH USED IN INVESTING ACTIVITIES (TOTAL B)	(731)	(1,628)
CASH FLOW FROM FINANCING ACTIVITIES		
(Repayment) / Proceeds of / from Long Term Borrowings (net)	2,349	(576)
(Repayment) / Proceeds of / from Short Term Borrowings (net)	(358)	20
Repayment) / Proceeds of / from Current Maturities of Long Term Borrowings (net)	1,874	516
Interest paid	(1,511)	(1,588)
Dividend Paid	-	-
NET CASH USED IN FINANCING ACTIVITIES (TOTAL C)	2,355	(1,628)
NET INCREASE/(DECREASE) OF CASH & CASH EQUIVALENTS (A+B+C)	(378)	403

Net Working Capital Days – Quarterly



Net Debt to Equity Ratio – Quarterly (Working Capital & Equipment Debt)



Rs. Mn	31.03.2017	30.06.2017	30.09.2017	31.12.2017	31.03.2018	30.06.2018	30.09.2018	31.12.2018	31.03.2019	30.06.2019	30.09.2019	31.12.2019	31.03.2020	30.06.2020
Net Debt	24,497	25,707	27,935	30,136	27,800	30,891	34,473	34,749	33,876	33,432	31,796	30,481	29,343	33,586
Equity	18,529	19,751	20,744	22,394	24,571	27,125	27,762	29,848	32,044	33,214	33,626	34,898	36,060	36,431



Effective tax rate for FY 2020-21 will be in the range of 32-35%. However, Company does not envisage additional payouts towards tax over and above available MAT credit and TDS

MAT credit unutilized as on 30th June 2020 is Rs. 3,341 Mn

Effective tax rate for FY Q1 21 is 34%

Company is not opting for concessional rate of tax u/s 115BAA as it will result into higher cash outflow due to non-allowability of MAT credit

Consolidated Financial Highlights

Consolidated Profit & Loss – Q1FY21

(₹ mn)

Particulars	Q1FY21	Q4FY20	Q1FY20
Revenue from Operations	20,999	27,297	24,364
Other income	104	108	138
Total Income	21,104	27,405	24,503
Expenses			
Cost of materials consumed	15,329	20,747	17,692
Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	121	(268)	707
Employee benefits expense	498	511	440
Finance costs	3,040	2,841	2760
Depreciation and amortization expense	1,196	1,162	1,166
Other expenses	441	493	453
Total expenses	20,624	25,486	23,219
Profit/(loss)before exceptional items and tax	479	1,919	1,284
Exceptional items	258	673	-
Profit Before Tax	737	2,592	1,284
Tax expenses	232	682	281
Share of Profit / (Loss) of associates	3	1	1
Other Comprehensive income	34	11	4
Net Profit (net of other comprehensive income)	541	1,922	1,008

Divestment

Commitment to Achievement – Shrem Deal



14 Completed Projects

- 12 SPVs Stake Transfer concluded
- 1 SPVs Stake Trf. in Process, NOCs Received
- 1 SPV NOC in Process



4 Nearing Completion Projects

- COD Achieved in all 4 before scheduled time
- 1 SPV 49% Stake trf done as per CA
- 3 SPVs NOC in Process



6 Under-construction HAM Projects

- COD Achieved in all 6 before Schedule time
- 4 SPVs 49% Stake Trf done as per CA
- 2 SPVs 49% Stake Trf in Process, NOCs Received

Delivered as Committed

Projects Sold to Shrem Group

Particulars	Early Completion Days	Bonus (₹ mn)
14 Completed Projects	Already Completed at the time of deal	-
4 Nearing Completion Projects		-
• Jalpa Devi Tollways Limited	260 Days	658*
• DBL Mundargi Harapanahalli Tollways Limited	235 Days	177
• DBL Hassan Periyapatna Tollways Limited	216 Days	263
• DBL Hirekerur Ranibennur Tollways Limited	216 Days	196
6 Under-construction HAM Projects		-
• DBL Lucknow Sultanpur Highways Limited	188 Days	379
• DBL Kalmath Zarap Highways Limited	234 Days	-
• DBL Tuljapur Ausa Highways Limited	184 Days	168
• DBL Yavatmal Wardha Highways Private Limited	367 Days	383
• DBL Mahagaon Yavatmal Highways Private Limited	95 Days	110
• DBL Wardha Butibori Highways Private Limited	190 Days	202

*Additional Toll collection FY-18 19 due to early completion- Benefiting Valuation

Monetisation of Road Assets – Shrem

S. No.	Particulars	Total	Till FY 19-20 Actual	Q1 20-21 Actual	Q2 20-21 Projected	Savings
A	Amount receivable by DBL					
(i)	Consideration against 18 (14+4) completed assets	8,140	7,735	-	405	-
(ii)	DBL's upfront equity investment in 6 under construction HAM projects (26% of Rs. 7,880 Mn)	2,050*	1,297	100	653	
	Total (A)	10,190	9,032	100	1,058	-
B	74% equity investment in 6 under construction HAM projects					
(i)	To be invested as per project progress (74% of Rs. 7,880 Mn)	5,830	4,686	13	73	1,058**
	Total (B)	5,830	4,686	13	73	1,058
	Grand Total (A+B)	16,020	13,718	113	1,131	1,058
	Cumulative		13,718	13,831	14,962	16,020

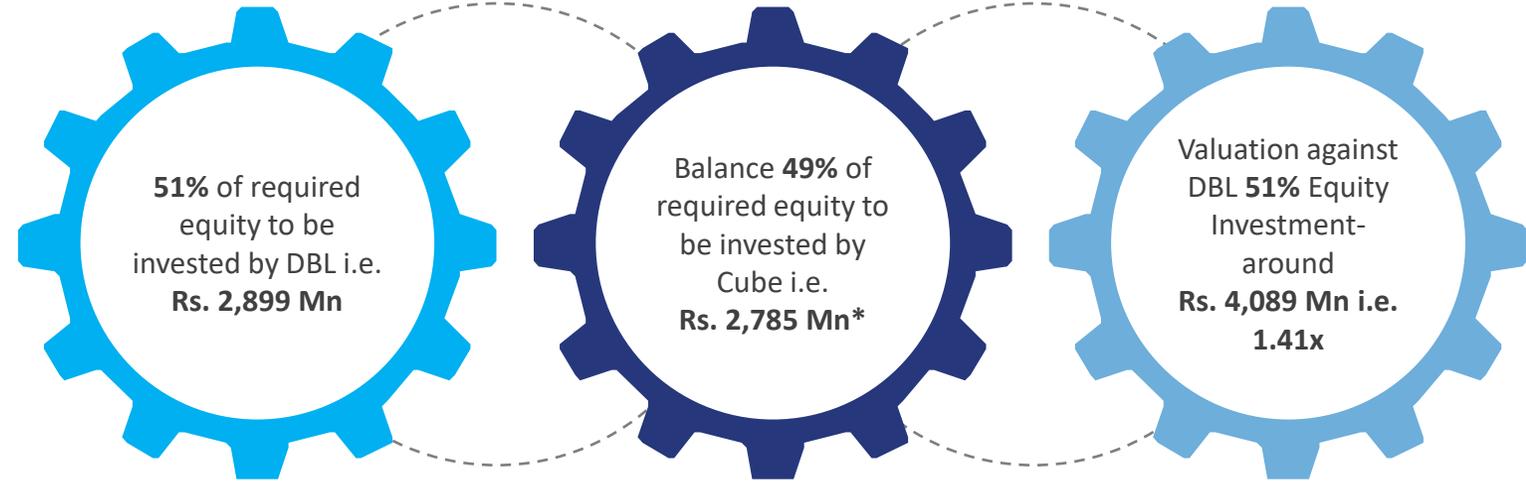
* Upfront 26% Equity is repayable by Shrem to DBL on COD and transfer of 49% stake of respective project

** Potential savings on account of early completion of projects

Monetisation of Road Assets – Cube Deal

Entered into Agreement(s) with **Cube Highways and Infrastructure III Pte Limited (“Cube”)** Singapore for sale of five under construction Hybrid Annuity Model (“HAM”) projects on 31-Aug-2019 for valuation of **1.41x** on investment

Deal Structure:



S. No.	Name of the Project	Required Equity	Cube's Inv. (49% of Equity)	DBL's Inv. (51% of Equity)
1	DBL Mangloor Highways Pvt Ltd	658	322	336
2	DBL Sangli Borgaon Highways Pvt Ltd (Pkg-I)	1,052	515	537
3	DBL Borgaon Watambare Highways Pvt Ltd (Pkg-II)	1,226	601	625
4	DBL Mangalwedha Solapur Highways Pvt Ltd (Pkg-IV)	1,526	748	778
5	DBL Chandikhole Bhadrak Highways Pvt Ltd	1,222	599	623
	Total	5,684	2,785	2,899

* Subject to fulfillment of certain conditions

Key Project Updates

Equity Tracker for HAM projects

Particulars	Requirement	FY 18-19 Actual	FY 19-20 Actual	FY 20-21 Projected	FY 21-22 Projected	FY 22-23 Projected	FY 23-24 Projected
Investment for 12 HAM projects	15,996	3,893	6,945	3,958	1,200	-	-
Investment for 4 New HAM projects #	3,340	-	-	310	1,670	1,360	-
Total	19,336	3,893	6,945	4,268	2,870	1,360	-
Less :- Prospective Dis-investment to Cube *	(7,010)				(4,610)		(2,400)
Net Investment	12,326	3,893	6,945	4,268	(1,740)	1,360	(2,400)
Cumulative Surplus		-	-	-	(1,740) Surplus	(380) Surplus	(2,780) Surplus

Subject to Financial Closure

* Subject to Final Valuation to be determined upon COD of the Projects.

Projects Completed in Q1FY21

₹ mn

Name of the Employer	Project Name	State	Type of work	Cost of work	Length (Kms)	Scheduled Date of Completion	Actual Completion Date	Early Completion Days
NHAI	Mahagaon-Yavatmal	Maharashtra	HAM	8,578	80.20	26.08.2020	23.05.2020	95

Hybrid Road Projects – Progress



Sr. No	Project Name	Payment Milestone (Grant)	Appointed Date	Milestone Plan		Milestone Achieved		Early Achieved (Days)	% of work done as on 31.07.2020
				Date	Days	Date	Days		
1	DBL Anandpuram Anakapalli Highways Pvt. Ltd.	3rd PM, 50% Progress	04.01.2019	28.09.2020	633	25.05.2020	507	126	58.72
2	DBL Byrapura Challakere Highways Pvt. Ltd.	4th PM, 75% Progress	31.12.2018	04.11.2020	584	09.03.2020	434	150	87.92
3	DBL Chandikhole Bhadrak Highways Pvt. Ltd.	2nd PM, 30% Progress	16.12.2018	09.04.2020	480	04.01.2020	384	96	44.72
4	DBL Rewa Sidhi Highways Pvt. Ltd.	3rd PM, 50% Progress	14.12.2018	22.04.2021	860	21.06.2020	555	305	57.20
5	DBL Mangloor Highways Pvt. Ltd.	3rd PM, 50% Progress	12.04.2019	13.09.2020	520	09.07.2020	454	66	60.31
6	DBL Borgaon Watambare Highways Pvt. Ltd.	3rd PM, 50% Progress	22.04.2019	28.09.2020	525	12.03.2020	325	200	70.50
7	DBL Bangalore Nidagatta Highways Pvt. Ltd.	3rd PM, 50% Progress	14.05.2019	18.01.2021	615	20.06.2020	403	212	53.79
8	DBL Sangli Borgaon Highways Pvt. Ltd.	2nd PM, 30% Progress	23.05.2019	24.07.2020	428	20.06.2020	394	34	34.77
9	DBL Mangalwedha Solapur Highways Pvt. Ltd.	2nd PM, 30% Progress	23.05.2019	14.07.2020	418	05.02.2020	258	160	49.24
10	DBL Gorhar Khairatunda Highways Pvt. Ltd.	2nd PM, 30% Progress	19.07.2019	13.08.2020	391	13.02.2020	209	182	49.33
11	DBL Bellary Byrapura Highways Pvt. Ltd	2nd PM, 30% Progress	24.10.2019	20.09.2020	332	16.03.2020	144	188	37.53
12	DBL Nidagatta Mysore Highways Pvt.Ltd	1st PM, 10% Progress	10.12.2019	11.09.2020	276	07.03.2020	88	188	28.81

Key Outstanding Road EPC Projects



Project name	Type	Contract Value	Outstanding Order Book as on 30.06.2020	Length (Kms)	LOA Date	Date of Start	Schedule Date of Completion with EOT
Seoni-MP/MH Border	Road	6,519	1,890	29.29	Jan-18	Aug-18	Nov-20
Karodi to Telwadi	Road	5,045	256	55.61	Jan-18	Oct-18	April-21
Chichra to Kharagpur	Road	6,131	119	55.52	Sep-16	Mar-17	Dec-20
Karnataka Goa Border	Road	3,393	959	52.30	Feb-18	Nov-18	Aug-21
Dagmagpur-Lalganj (Package 2)	Road	6,875	3,056	47.70	Mar-18	Dec-18	Sep-21
Lalganj-Hanumana (Package 3)	Road	6,045	3,054	43.40	Mar-18	Feb-19	Oct-21
Nagpur Mumbai Super Communication Expressway (Package 12)	Road	16,980	11,211	45.65	Aug-18	Jan-19	July-21
Davanagere – Haveri (Package 2)	Road	3,219	213	40.37	Jan-18	Jan-18	Aug-20
Davanagere – Haveri (Package 1B)	Road	1,404	274	6.85	Feb-18	Feb-18	Aug-20
Varanasi to Dagmagpur (Package 1)	Road	5,987	4,896	34.00	Feb-18	Aug-19	May-22
Saoner-Dhapewada-Kalmeshwar-GondKhairi	Road	4,286	2,710	28.88	Mar-19	Aug-19	Aug-21
Bundelkhand Expressway Project, Package-VI	Road	13,621	12,583	45.28	Nov-19	Jan-20	Jan-23
Gorakhpur Link Expressway Project, Package-II	Road	12,500	12,500	43.04	Nov-19	June-20	Dec-23

Airport ,Mining and Irrigation Projects

Airport

Project name	Type	Contract Value	Outstanding Order Book as on 30.06.2020	LOA Date	Date of Start	Schedule date of Completion
Construction of New Greenfield Airport at Hirasar, Rajkot	Airport	5,701	5,618	Feb-20	Feb-20	Aug-22

Mining

Project name	Type	Contract Value	Outstanding Order Book as on 30.06.2020	LOA Date	Date of Start	Schedule date of Completion
Jayant OCP of NCL	Mining	7,175	3,487	Sep-18	Oct-18	Oct-21
Pachhwara Central Coal Block – PSPCL	Mining	5,847	5,847	Aug-18	Awaited	
Samaleswari OCP of MCL	Mining	8,478	8,028	Dec-18	Jan-19	Jan-24
Overburden Removal – Nigahi OCP of NCL	Mining	17,989	16,125	Dec-19	Jan-20	Mar-24

Irrigation

Project name	Type	Contract Value	Outstanding Order Book as on 30.06.2020	LOA Date	Date of Start	Schedule date of Completion
Navnera Barrage	Irrigation	5,366	4,633	Oct-18	Oct-18	Oct-22
Construction of Kharkai Dam at Icha	Irrigation	8,664	8,594	Aug-19	Aug-19	Aug-22

Special Bridges and Metro Projects

Special Bridge

Project name	Type	Contract Value	Outstanding Order Book as on 30.06.2020	LOA Date	Date of Start	Schedule date of Completion
Zuari Bridge -(Package II)	Special Bridge	5,454	1,831	Feb-16	April-16	Sep-21
Zuari Bridge -(Package I)	Special Bridge	4,401	1,559	April-16	June-16	June-21
Zuari Bridge -(Package III)	Special Bridge	4,176	482	April-16	June-16	Jan-21
Extra-dosed bridge across Sharavathi backwaters	Special Bridge	3,215	2,870	Jul-19	Dec-19	Dec-22

Metro

Project name	Type	Contract Value	Outstanding Order Book as on 30.06.2020	LOA Date	Date of Start	Schedule date of Completion
Bhopal Metro	Metro	2,206	1,931	Oct-18	Nov-18	May-21
Indore Metro	Metro	2,044	1,947	Oct-18	Dec-18	May-21

Company Overview



Pan India presence
19 states



**No subcontracting,
vertically integrated and
use of technology**



Largest owner of
Construction equipment's
12,901



Diversified areas of expertise
**Roads, bridges, buildings, metros,
dams, canals, water supply &
mining**



Largest employer in
construction industry
33,692 employees



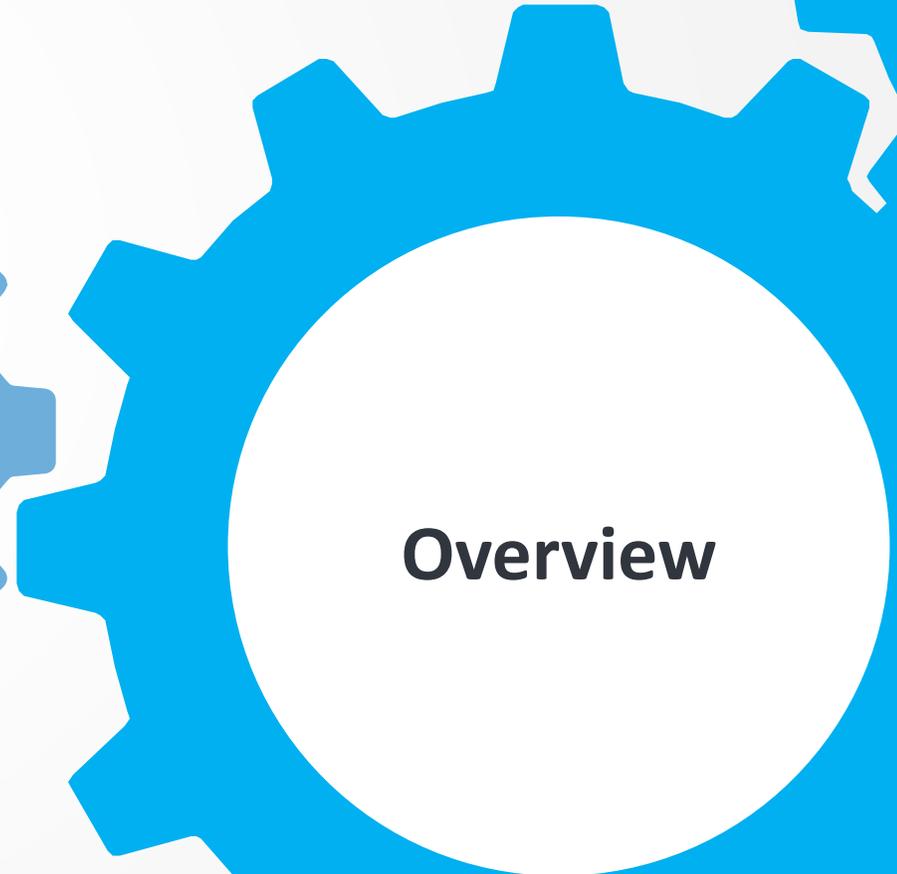
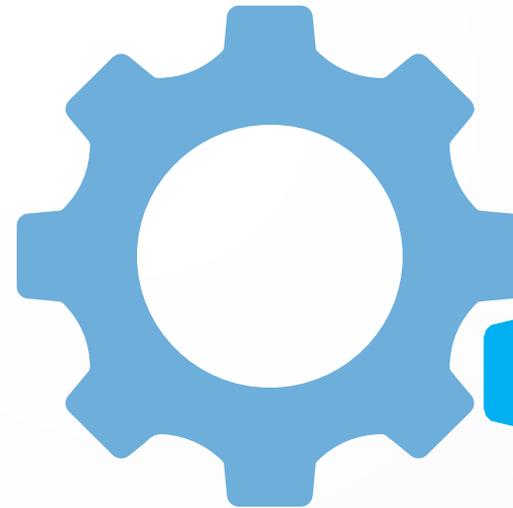
Best project executors
**~90% projects
before time**



Early completion bonus
2012 to 2020
₹ 5,764 mn



Revenue growth 5 years
CAGR of 28%



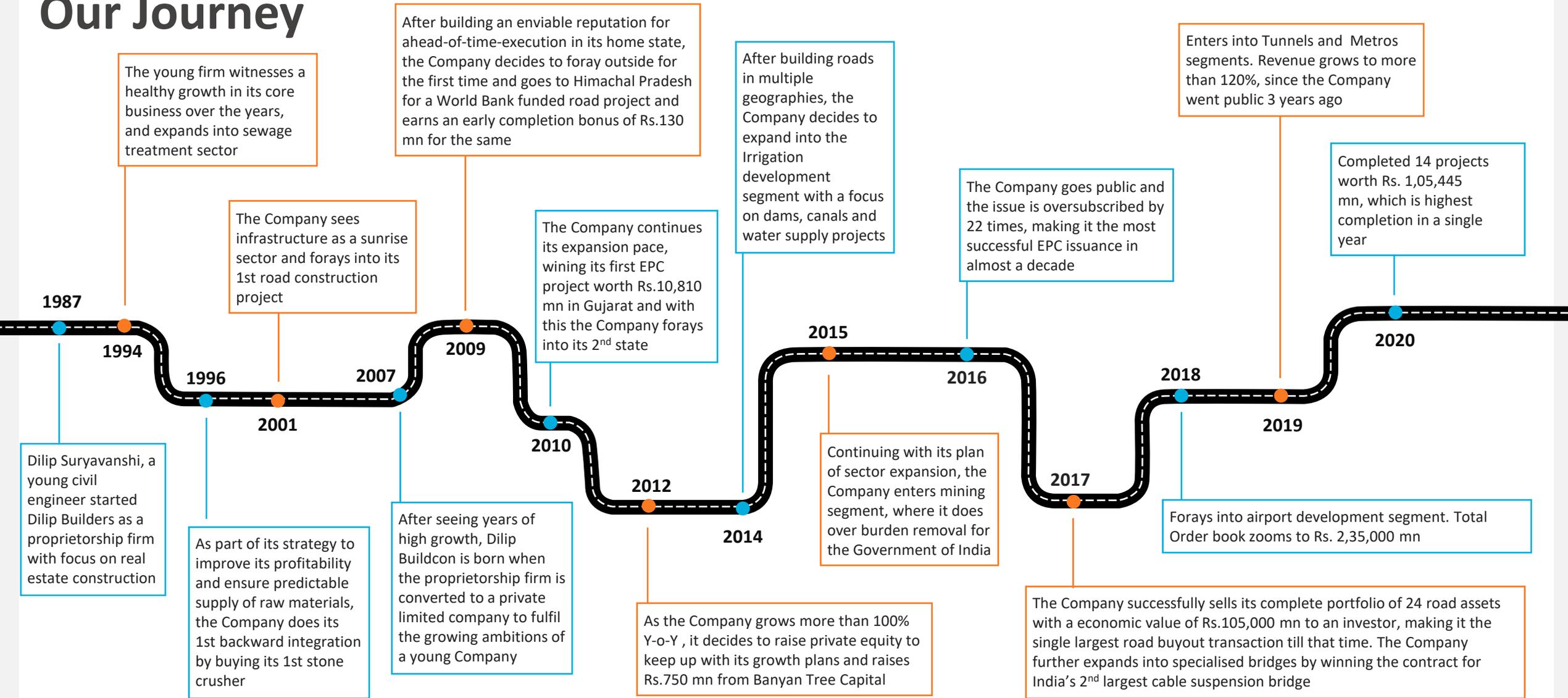
Overview

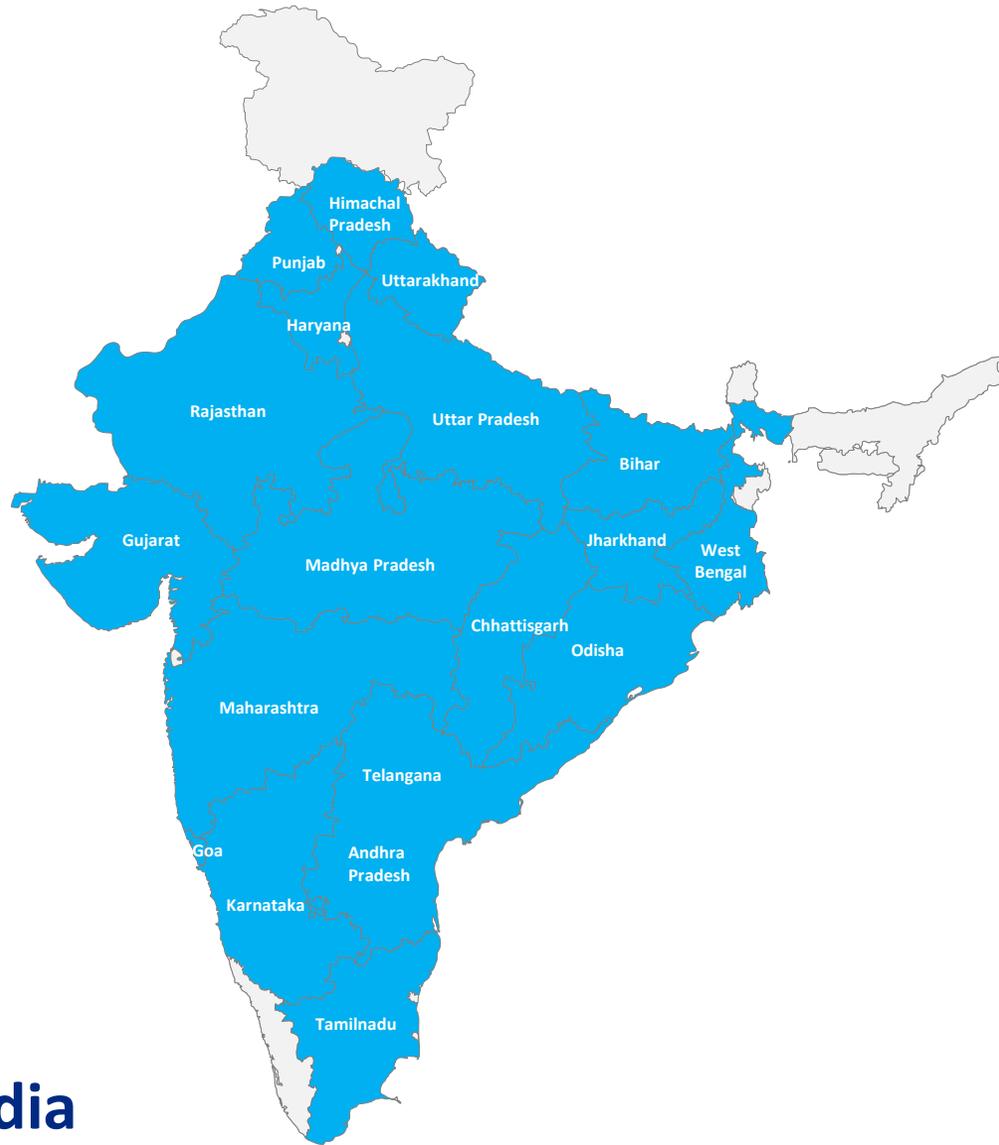


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Our Journey





Pan India Project Execution Capability

State	Completed	Ongoing Gross	Ongoing Net
Andhra Pradesh	29,045	13,750	4,975
Chhattisgarh	7,038	8,127	5,319
Goa	-	15,281	3,873
Gujarat	9,589	49,055	48,972
Haryana	4,637	-	-
Himachal Pradesh	1,187	-	-
Jharkhand	10,071	37,532	34,042
Karnataka	9,711	65,021	36,109
Maharashtra	47,054	47,664	24,349
Madhya Pradesh	1,09,541	41,986	27,824
Odisha	-	18,435	13,074
Punjab	12,555	-	-
Rajasthan	9,433	5,366	4,633
Telangana	15,556	13,738	9,855
Tamilnadu	2,520	-	-
Uttar Pradesh	31,154	45,028	36,089
West Bengal	-	6,131	119
Uttarakhand	-	11,919	11,919
Total	2,99,091	3,79,034	2,61,152



Octagonal Poles



Pipe Rolling



Metal Beam Crash Barrier



Road Marking Paint



Bus Shelter



Sign Boards



Scaffolding



Bearing & Expansion Joint



Reinforced Earth Walls



Fabricated Casting Panels and Moulds



Overhead Gantries



Overhead Cantilevers



Foundry

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.

Backward Integration

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.



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 21 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 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.

Execution Team



Mr. R S Garg

Chief Financial Officer



Mr. Abhishek Shrivastava

Company Secretary



Mr. Ajay Kumar Mishra

President – Contract Management



Mr. R B Singh

AVP – Mining (Coal)



Mr. Arun Kumar K

VP – Design & Technical Audit



Mr. Mohan Tiwari

President – Business Development



Mr. Atul Joshi

VP – Structure



Mr. Nitin Shrivastava

AVP – Bidding & Contracts



Mr. Raja Ghosh

AVP - Taxation



Mr. Kamalakanta Mahakul

AVP – HR



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



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



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



Construction World Global Award 2019 3rd Fastest Growing Construction Company (Large Category)



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



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 Excellence, 2018 in Construction Management (PPP)



Dun & Bradstreet award for Construction Infrastructure Development 2019



Highest Upliftment of Bitumen by Indian Oil in 2013



Single Largest Customer of BKT OTR Tires in India in 2015



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



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



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



Award for Outstanding Contribution in Roads & Highways from 8th 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



Road Contractor of the Year by Construction Week in 2016



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

Awards, Accreditation & Accolades





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

Thank You

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