

November 1, 2016

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 Bandra Kurla Complex, Bandra (E), Mumbai – 400051

Stock Symbol -DBL

#### Sub: Revised Investor Presentation.

Dear Sir/Madam.

Please find attached herewith revised Investor Presentation, we hereby request you to take the above information on your record.

With Regards, Sincerely yours, For, Dilip Buildcon Limited

Abhishek Shrivastava Company Secretary





#### Regd. Office:

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**Q1FY17** 





### **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**

| <ul> <li>Overview</li> </ul>                            | 4  |
|---|----|
| Leadership Team   | 5  |
| <ul><li>Key Facts and Figures</li></ul>                 | 6  |
| Business Segments                                       | 7  |
| Performance of Business Segments                        | 8  |
| <ul><li>History</li></ul>                               | 9  |
| <ul> <li>Awards, accreditation and accolades</li> </ul> | 10 |
| Business Model  | 11 |
| <ul><li>Strategy</li></ul>                              | 12 |
| <ul><li>Key Business Strengths</li></ul>                | 13 |
| Investment Rationale                                    | 19 |
| Construction Business Overview                          | 20 |
|   |    |

| <ul><li>Infrastructure Development<br/>Business Overview</li></ul> | 21 |
|--|----|
| Financial Highlights   | 22 |
| <ul><li>Quarterly Financial Highlights</li></ul>                   | 25 |
| Order Book Details   | 26 |
| Yearly Standalone Financials                                       | 27 |
| <ul><li>Yearly Consolidated Financials</li></ul>                   | 28 |
| <ul><li>Quarterly Financials</li></ul>                             | 29 |
| EPC Project Highlights   | 30 |
| Stock Information  | 31 |
| <ul> <li>Utilization of IPO Proceeds</li> </ul>                    | 32 |
| <ul><li>Sustainability</li></ul>                                   | 33 |
|  |    |



### **Overview**

- Dilip Buildcon Limited (DBL) is the largest road sector Engineering Procurement Construction (EPC) company with presence in 16 states
- DBL is also the fastest growing infrastructure development company of India achieving a CAGR of 38.18% of revenue growth for the last 5 years
- DBL develops infrastructure across the country in many diverse areas such as roads, bridges, buildings, dams, canals, water supply & mining
- We are the largest owner of construction equipment's in India, we maintained, as of March 31, 2016, a modern equipment fleet of 7,345 vehicles and other construction equipment from some of the world's leading suppliers
- We are one of the largest employer in construction industry in India with 21,300+ employees
- We are also one of the best project executors in the country having completed ~ 90% projects before time and having won early completion bonus of INR2,206 mn in last four years

#### Vision

To deliver our clients the best solutions and broaden the activity base by diversifying into other infrastructure disciplines to sustain a healthy growth rate

#### Mission

To achieve the objective of a fair and courteous environment for our clients, employees, vendors as well as society.





### Leadership team



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. Prior to the formation of our Company, he was a sole proprietor of Dilip Builders. He is currently the President of the Madhya Pradesh Builders Association. He has been a Director of our Company since incorporation. 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. Dilip Suryavanshi (Chairman and MD)



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 has been a director of our Company since incorporation. She actively participates in finance, investment and various Company affairs as a co-ordinator between execution and administrative wing of our Company.

Mrs. Seema Suryavanshi (Executive Director)



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. Prior to joining our Company he was an assistant professor at Mahatma Gandhi College, Bhopal and Swami Vivekananda Mahavidyala. He joined our Company on April 1, 2009. He looks after project implementation along with the quality of work and ensures timely completion of the projects undertaken by our Company.

Mr. Devendra Jain (Executive Director & CEO)

Experienced leadership team supported by strong middle management to drive growth going forward



### **FY16 Key Facts and Figures (INR)**



Revenue

43,489 Mn



**EBITDA** 

10,291 Mn



Net worth

10,091 Mn



PAT

1,966 Mn



Order Book\*

**112.5** Bn



**Cash Profit** 

4,800 Mn



**EPS** 

16.7



Net Debt/Equity

3.5 x



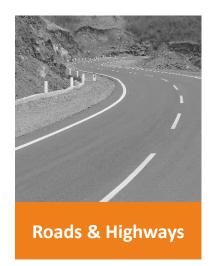
~ 54 Projects\*

on going in

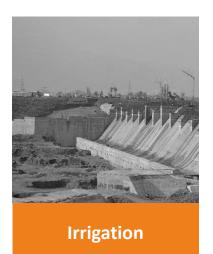
11 States



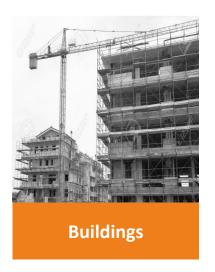
### **Business Segments**



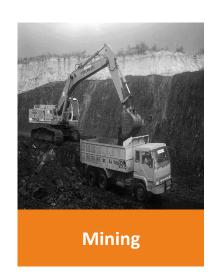
- State & National Highway
- City Roads
- Bridges & Culverts
- Operation & Maintenance



- Dams
- Canals & Tunnels
- Other water supply projects
- Operation & Maintenance



- Residential
- Commercial
- Office



Coal Mining



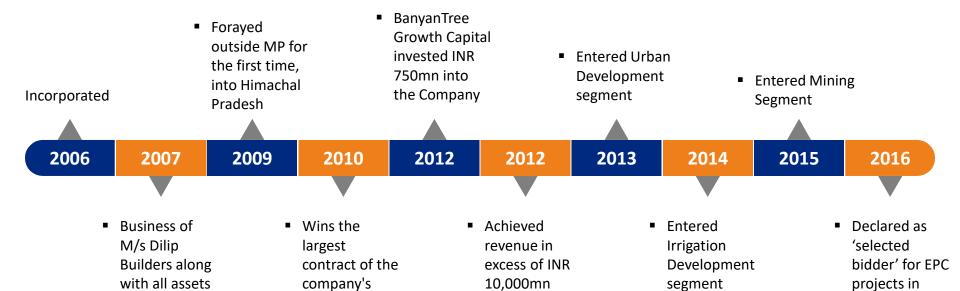
# **FY16 Performance of Business Segments**



| Segments                      | Revenue (INR Mn) | Project                          | Order Book (INR Mn) |
|-------------------------------|------------------|----------------------------------|---------------------|
| <b>Construction Business</b>  | 36,857           | 54 Road EPC Projects             | 91,243              |
| Irrigation Business           | 2,378            | 3 EPC Irrigation projects        | 7,054               |
| Urban Development<br>Business | 1,557            | 3 EPC Urban development projects | 2,990               |



### **History**



Order book

crosses INR

25,000mn

history till then

in the state of

Gujarat

Andhra

Pradesh

amounting to INR 7,407 mn from NHAI

Goes public

and liabilities

transferred to

the company



# Awards, accreditation and accolades

| 2010 | Largest Caterpillar fleet owner of machines and engines of Central India by Caterpillar India & Gmmco Limited  |
|------|--|
| 2011 | Became one of biggest customers of Metso Mining & Construction Technology in Central India   |
| 2012 | ISO 9001:2008 certification  |
| 2013 | Awarded for achieving highest upliftment of Bitumen during January to December, 2013 by Indian Oil Corporation Limited, Bhopal Division Office   |
| 2014 | <ul> <li>Received OHSAS 18001:2007 certification</li> <li>Received ISO 14001:2004 certification</li> <li>Biggest customer of Wirtgen-branded equipment in India</li> <li>Largest customer of Caterpillar worldwide (Construction Segment)</li> </ul>   |
| 2016 | <ul> <li>Dilip Buildcon Limited, and its Managing Director Shri. Dilip Suryavanshi, has been conferred with three prestigious awards by 6th Construction Week India Awards 2016;</li> <li>Road contractor of the year</li> <li>Infrastructure person of the year- Shri Dilip Suryavanshi</li> <li>Road and highways project of the year</li> <li>Awarded Fastest growing construction company by Construction World</li> </ul> |



### **Business Model**

### Superior Execution

- Cost-effective procurement
- Equipment tracking and management for efficiency
- Robust contract management
- Project tracking to minimize delays
- Skilled project execution team
- Innovations in designs and advanced technology

# ON TIME DELIVERY OF PROJECTS

### Differentiated Business Model

- Focus on roads
- Focus on government contracts
- Equipment ownership
- Skilled manpower
- Minimal subcontracting
- Backward integration

# **Project Selection** and Management

- Excellent pre-qualification credentials
- Careful selection criteria
- Efficient project planning and management
- Clustering for efficiency & profitability

High quality execution from pre-bidding to actual construction





- Focus on road EPC for government clients.
- Investment in equipment bank, process and control.
- Attract and retain talented employees.
- Opportunistically divest BOT assets

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

- On time delivery
- Further enhance execution efficiency through innovation
- Strengthen IT systems and other internal processes
- Profitability through better project selection, timely execution and strict cost control
- Deleverage balance sheet to improve returns
- Focus on cash flow generation

Investor Presentation – Q1FY17





### 1. Project execution

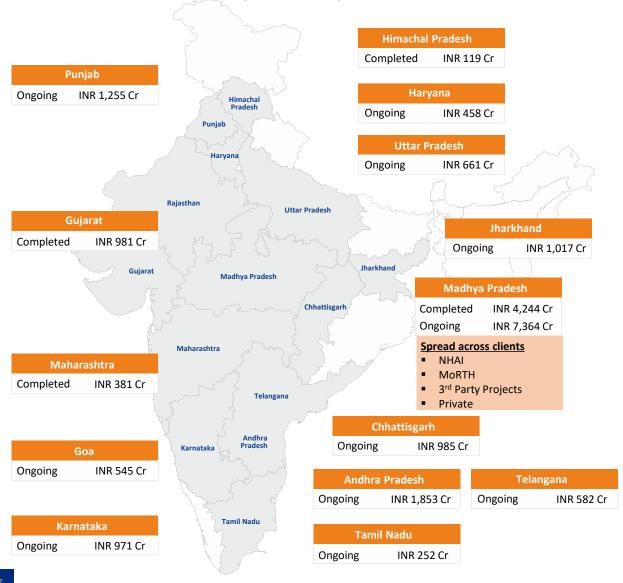
### Excellent execution track record: 100+ projects over the lifetime of the company



- Road projects aggregating to 5,612 lane kms completed during last five financial years ended March FY16
- ~54 ongoing projects across roads (8,422 lane kms), irrigation, urban development, bridges in 11 states
- Currently executing ~90% of projects before time



### **Pan India Project Execution Capability**





### 2. Equipment ownership for better execution

#### Modern equipment fleet of 7,345 vehicles and other construction equipment

#### **Benefits**

- Ensures availability, quick mobilization, control over execution
- Eliminate delays and cost over-runs due to untimely break-downs or nonavailability
- Higher execution efficiency

#### **Composition**

- 7,345vehicle and construction equipment's from leading suppliers
- Homogenous fleet to ensure spare parts availability and significant savings in procurement and maintenance
- Young fleet with majority of excavators,
   DG sets and transit mixers <3 yrs. old</li>
- Technologically advanced

# Efficient utilization

- GPS installed on all equipment
- Systems to track utilization, fuel consumption, cost effectiveness
- Manned by trained full time employees for maximum efficiency
- Regular training by equipment suppliers for optional utilization
- In-house repair and maintenance to ensure availability

#### **Key equipment suppliers**

















Crusher



Soil stabilizer



Excavator



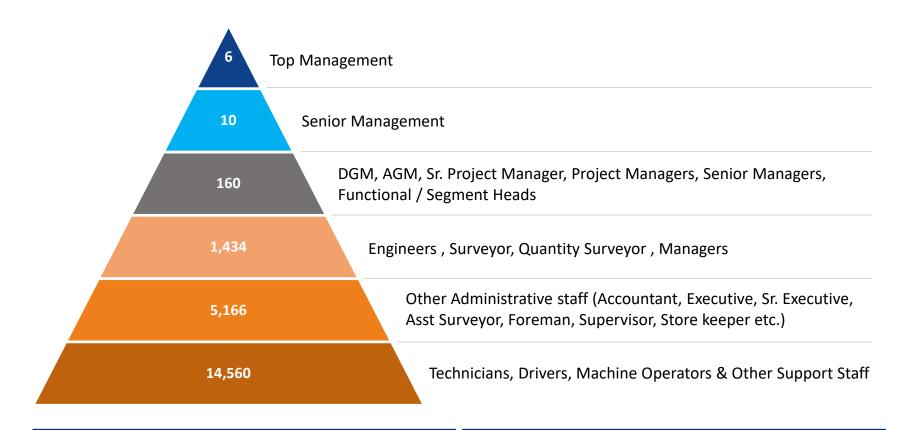
Grader



Slip form paver



### 3. In-house Execution Team



One of the largest employers in the construction industry in India

21,300+ employees, trained by the original equipment manufacturers



### 4. Clients

| <ul> <li>BHOPAL VIKAS PRADHIKARAN</li> </ul>        |  |
|---|--|
| ■ IRCON International (Govt. Undertaking)           |  |
| <ul> <li>KRDC, Karnataka</li> </ul>                 |  |
| ■ M/S VISHWA INFRASTRUCTURE & SERVICES PVT. LTD.    |  |
| ■ MORTH   |  |
| <ul><li>MPRDC</li></ul>                             |  |
| ■ NHAI  |  |
| ■ NORTHERN COALFIELDS LIMITED                       |  |
| ■ PAN INDIA INFRASTRUCTURES PRIVATE LIMITED, MUMBAI |  |
| ■ PWD Indore MP                                     |  |
| ■ PWD MP  |  |
| ■ SADBHAV ENGINEERING LTD                           |  |
| ■ TOPWORTH INFRA PRIVATE LIMITED                    |  |
| ■ WRD M.P.  |  |



### **Investment Rationale**

#### A differentiated and remunerative business

#### Execution track record

High quality execution from pre-bidding to actual construction

#### Sustainable growth

Strong performance during last 4 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

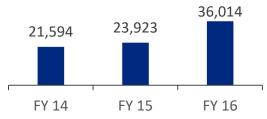
- Experienced leadership team supported by strong middle management to drive growth going forward
- Process and system driven company with high reliance on latest technology



### **Construction Business**

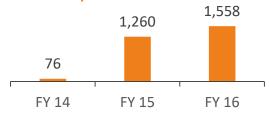
#### Segment revenues (INR mn)

#### **Roads**



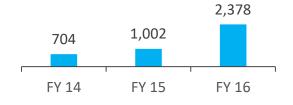
- Executed 47 projects covering 5,612 lane kms in five states(a), mostly ahead of the schedule
- 64 projects (8,422 lane kms) in 12 states under construction(a)
- Contract value of INR 91,243 mn (84.7% of the total contract value)(a)
- Pre-qualified to bid for INR 12,538 mn of EPC projects and INR 21,402 mn of BOT projects

#### **Urban development**



- Diversified into this segment in FY13
- Undertake projects using existing equipment in areas close to on-going road projects
- 3 projects in Madhya Pradesh under execution(a)
- Contract value of INR 2,990 mn (2.8% of the total contract value)(a)

#### **Irrigation**



- Diversified into this segment in FY14
- Undertake projects using existing equipment in areas close to on-going road projects
- 3 projects in Madhya Pradesh under execution(a)
- Contract value of INR 7,055 mn (6.5% of the total contract value)(a)

Sustained focus on road construction along with calibrated diversification in irrigation and urban development segments



### **Infrastructure Development Business**

Annuity focused portfolio— minimizes traffic risk with assured annual payment

12 projects (1,639 lane kms) - annuity revenue of INR 2,070 mn p.a.

May evaluate opportunities to divest the assets either wholly or partially

3 BOT Projects (1 toll & 2 annuity) and 3 hybrid annuity projects under execution

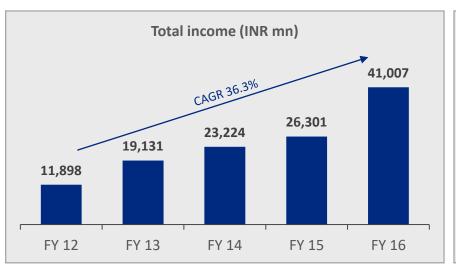
#### Completed BOT Projects as of March 31, 2016

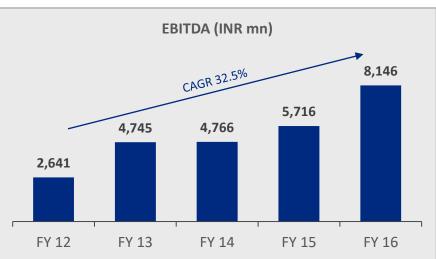
| Project  | Туре           | Length (km) | Awarding authority | Annual annuity<br>(INR mn) | COD       |
|--|----------------|-------------|--------------------|----------------------------|-----------|
| Betul Sarni<br>Junnardeo-<br>Parasia             | Annuity + Toll | 124         | MPRDC              | 310                        | 12-May-15 |
| Nadiad-Modasa                                    | Annuity        | 108         | R&BD GoG           | 349                        | 31-Dec-13 |
| Mundi-Sanawad                                    | Annuity + Toll | 68          | MPRDC              | 166                        | 15-May-13 |
| Jaora-Piploda                                    | Annuity        | 88          | MPRDC              | 241                        | 09-May-14 |
| Silwani-<br>Sultanganj                           | Annuity + Toll | 76          | MPRDC              | 190                        | 25-Mar-13 |
| Bankhlafatta-<br>Dogawa                          | Annuity        | 65          | MPRDC              | 198                        | 31-Mar-14 |
| Uchera-Nagod                                     | Annuity + Toll | 56          | MPRDC              | 169                        | 15-May-14 |
| Sardarpur-<br>Badnawar                           | Annuity + Toll | 43          | MPRDC              | 94                         | 09-Jun-12 |
| Ashoknagar-<br>Vidisha                           | Annuity + Toll | 36          | MPRDC              | 101                        | 26-Jul-14 |
| Sitamau-<br>Suwasara                             | Annuity + Toll | 35          | MPRDC              | 74                         | 28-Mar-13 |
| Mandsaur-<br>Sitamau                             | Toll           | 44          | MPRDC              | -                          | 05-Feb-09 |
| Tikamgarh<br>(Dhajrai) Jatara-<br>Palera Nowgaon | Annuity + Toll | 76          | MPRDC              | 178                        | 26-May-15 |

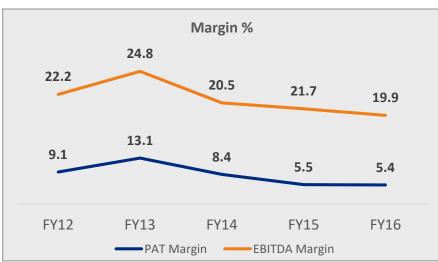
Strategy of undertaking annuity projects (no traffic risk) opportunistically in the vicinity of ongoing construction projects and utilizing already mobilized resources for timely completion

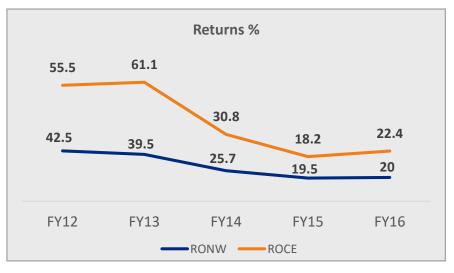


## **Yearly Financial Highlights**



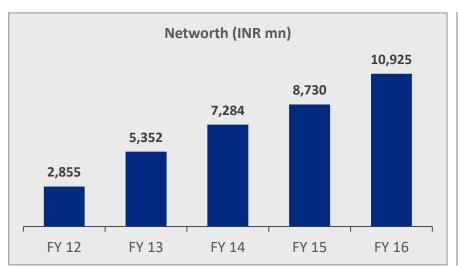


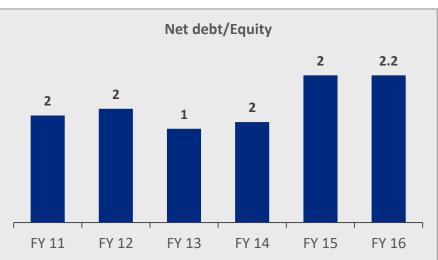


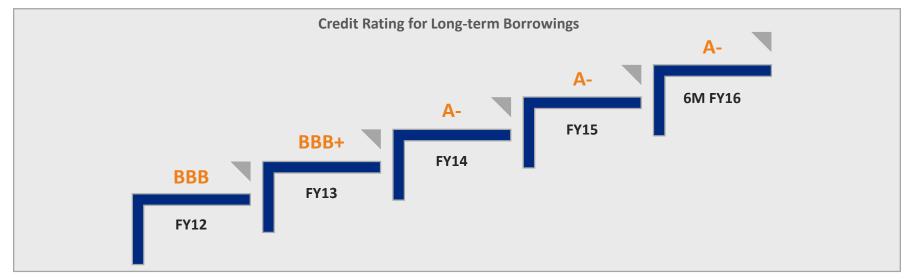




### **Yearly Financial Highlights**

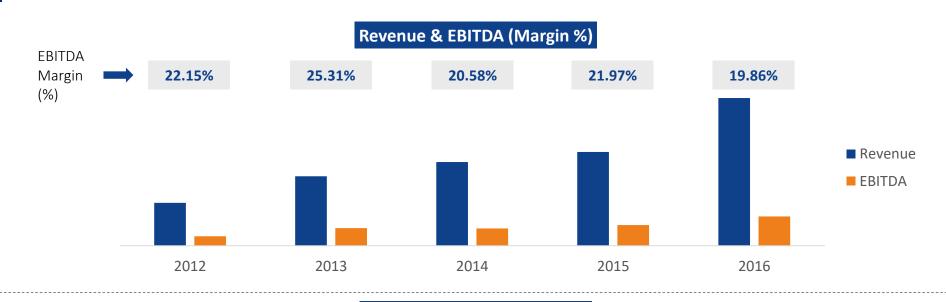


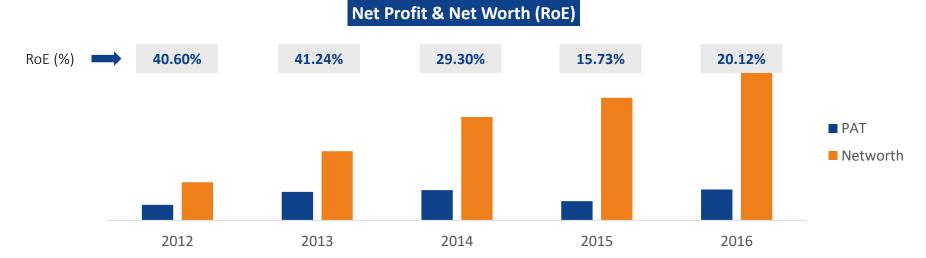






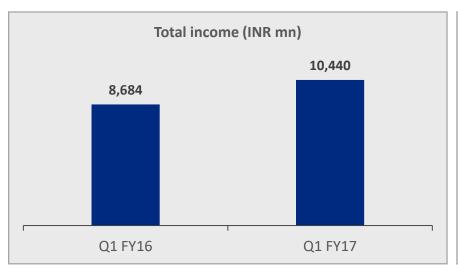
# **Standalone Financial Highlights**

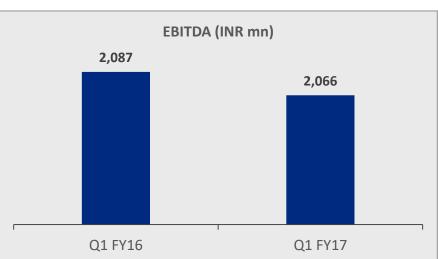


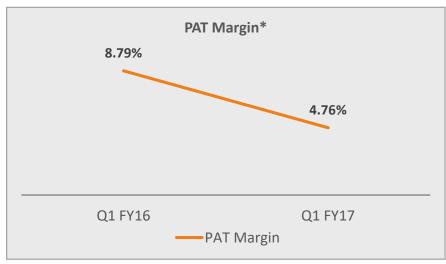


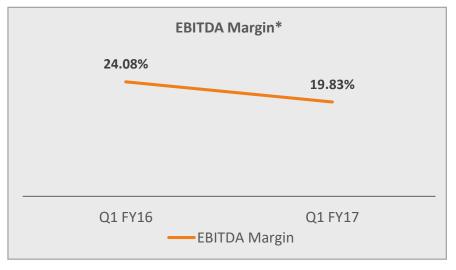


# **Quarterly Financial Highlights**



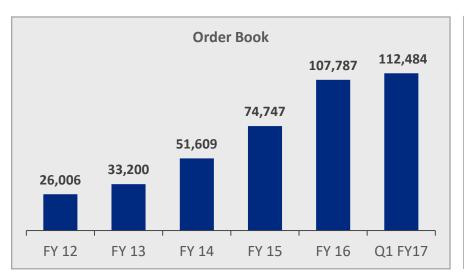


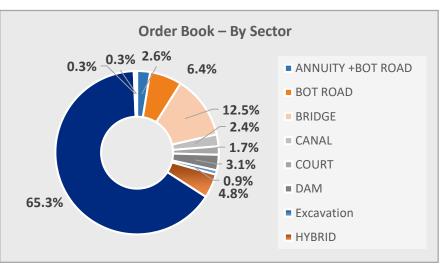


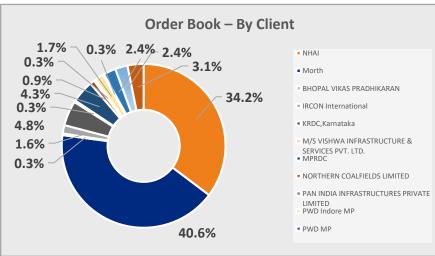


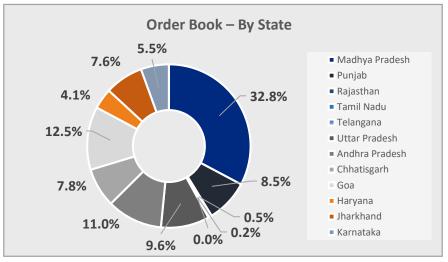


### **Robust Order Book**











# **Yearly Standalone Financials (INR mn)**

| Particulars                     | FY12   | FY13   | FY14   | FY15   | FY16   |
|---------------------------------|--------|--------|--------|--------|--------|
| Total income (A) <sup>(a)</sup> | 11,898 | 19,131 | 23,224 | 26,301 | 41,007 |
| % growth                        |        | 60.80% | 21.40% | 13.30% | 55.90% |
| Cost of construction            | 5,849  | 8,327  | 10,813 | 12,574 | 20,332 |
| Changes in inventories          | 3,130  | 5,227  | 6,595  | 6,751  | 9,838  |
| Employee benefits expense       | 156    | 268    | 291    | 363    | 713    |
| Other expenses                  | 122    | 564    | 759    | 898    | 1,978  |
| Total expenses (B)              | 9,257  | 14,387 | 18,458 | 20,586 | 32,861 |
| EBITDA (A – B)                  | 2,641  | 4,745  | 4,766  | 5,716  | 8,146  |
| % margin                        | 22.20% | 24.80% | 20.50% | 21.70% | 19.94% |
| Net profit after tax            | 1,080  | 2,509  | 1,943  | 1,458  | 2,199  |
| % margin                        | 9.10%  | 13.10% | 8.40%  | 5.50%  | 5.40%  |
| Networth                        | 2,855  | 5,352  | 7,284  | 8,730  | 10,925 |
| Total debt <sup>(b)</sup>       | 5,773  | 7,901  | 11,631 | 21,870 | 25,138 |
| Trade payables                  | 653    | 2,493  | 4,642  | 8,278  | 10,232 |
| Net tangible assets             | 5,327  | 5,464  | 6,373  | 11,875 | 14,176 |
| Inventories                     | 1,972  | 3,628  | 5,219  | 9,476  | 15,803 |
| Trade receivables               | 2,746  | 6,707  | 10,583 | 12,636 | 12,103 |
| Cash and bank balances          | 928    | 521    | 668    | 2,342  | 1,059  |



# **Yearly Consolidated Financials (INR mn)**

| Particulars                     | FY12   | FY13   | FY14   | FY15   | FY16   |
|---------------------------------|--------|--------|--------|--------|--------|
| Total income (A) <sup>(a)</sup> | 11,929 | 19,269 | 24,016 | 27,685 | 43,490 |
| % growth                        |        | 61.50% | 24.60% | 15.30% | 57.10% |
| Cost of construction            | 5,902  | 8,356  | 10,972 | 12,712 | 20,599 |
| Changes in inventories          | 3,130  | 5,227  | 6,595  | 6,751  | 9,838  |
| Employee benefits expense       | 134    | 267    | 255    | 375    | 734    |
| Other expenses                  | 94     | 612    | 769    | 915    | 2027   |
| Total expenses (B)              | 9,261  | 14,462 | 18,590 | 20,753 | 33,199 |
| EBITDA (A – B)                  | 2,668  | 4,807  | 5,426  | 6,932  | 10,291 |
| % margin                        | 22.4%  | 24.9%  | 22.6%  | 25.0%  | 23.8%  |
| Net profit after tax            | 1,081  | 2,413  | 1,857  | 877    | 1,966  |
| % margin                        | 9.1%   | 12.5%  | 7.7%   | 3.2%   | 4.5%   |
| Networth                        | 2,948  | 5,348  | 7,191  | 8,052  | 10,013 |
| Total debt <sup>(b)</sup>       | 7,372  | 15,637 | 19,485 | 32,801 | 38,253 |
| Trade payables                  | 653    | 2,494  | 4,668  | 8,284  | 10,232 |
| Net tangible assets             | 5,327  | 5,464  | 6,373  | 11,877 | 14,177 |
| Inventories                     | 1,972  | 3,628  | 5,219  | 9,476  | 15,803 |
| Trade receivables               | 2,606  | 5,730  | 10,015 | 12,628 | 12,617 |
| Cash and bank balances          | 960    | 549    | 728    | 2,668  | 1,159  |



### Quarterly Financials – Profit & Loss Account (INR mn)

| Doublestone  | Highlighte |         |          |  |
|--|------------|---------|----------|--|
| Particulars  | Q1 FY17    | Q1 FY16 | FY 15-16 | Highlights   |
| Revenue from Operations  | 10,420     | 8,668   | 40,853   | ■ There is a bonus of 437 INR mn during  |
| Other income   | 20         | 16      | 157      | Q1FY16, but during Q1FY17 no bonus   |
| Total Income   | 10,440     | 8,684   | 41,011   | has become due as no project has achieved completion during the                        |
| Expenses   | -          | -       | -        | period   |
| Cost of materials consumed   | 4,938      | 4,583   | 20,332   |  |
| Purchases of Stock-in-Trade  | -          | -       | -        | <ul><li>If the bonus is taken out, Y-o-Y growth<br/>in PAT is 29.82%</li></ul>         |
| Changes in inventories of finished goods, Stock-in -Trade and work-in-progress | 2,855      | 1,527   | 9,838    | <ul> <li>Out of the total bonus achieved of<br/>~INR600mn, INR437mn came in</li> </ul> |
| Employee benefits expense  | 186        | 133     | 717      | Q1FY16   |
| Finance costs  | 1,084      | 879     | 3,814    |  |
| Depreciation and amortization expense  | 524        | 418     | 1,835    | The company has consistently earned  |
| Other expenses   | 395        | 354     | 1,983    | early completion bonus @ 1.5% - 2.0% of revenues over the last 4 years                 |
| Total expenses   | 9,983      | 7,895   | 38,519   | 210/0 01 revenues over the last 1 years  |
| Profit/(loss)before exceptional items and tax                                  | 457        | 789     | 2,492    |  |
| Exceptional items  | -          | -       | -        |  |
| Profit Before Tax  | 457        | 789     | 2,492    |  |
| Tax expenses   |            | -       | -        |  |
| (1) Current tax  | 23         | 23      | 78       |  |
| (2) Deferred tax   | (62)       | 4       | 211      |  |
| Net Profit   | 496        | 762     | 2,202    |  |



# Quarterly Financials – Balance Sheet (INR mn)

| Parel colour                  |         | Standalone |          |  |  |
|-------------------------------|---------|------------|----------|--|--|
| Particulars Particulars       | Q1 FY17 | Q1 FY16    | FY 15-16 |  |  |
| ASSETS                        |         |            |          |  |  |
| Non-current assets            |         |            |          |  |  |
| Property, plant and equipment | 13,959  | 12,114     | 14,175   |  |  |
| Investment properties         | 0       | 0          | 0        |  |  |
| Other Intangible assets       | 42      | 16         | 28       |  |  |
| Non-current investments       | 2,997   | 2,895      | 2,898    |  |  |
| Loans (NC)                    | 896     | 537        | 6        |  |  |
| Other                         | 971     | 303        | 554      |  |  |
| Other non current Asset       | 2,050   | 2,445      | 2,294    |  |  |
| Total Non current Assets      | 20,916  | 18,310     | 19,956   |  |  |
| Current assets                |         |            |          |  |  |
| Inventories                   | 16,932  | 12,161     | 15,803   |  |  |
| Financial assets              |         |            |          |  |  |
| Trade receivables             | 8,644   | 9,903      | 9,619    |  |  |
| Cash and cash equivalent      | 1,223   | 1,462      | 1,059    |  |  |
| Loans (C)                     | -       | 1,039      | 881      |  |  |
| Others (to be specified)      | 167     | 488        | 177      |  |  |
| Current tax asset (Net)       | 495     | 116        | 400      |  |  |
| Other current assets          | 5,929   | 3,494      | 5,442    |  |  |
| Total Current Assets          | 33,390  | 28,663     | 33,381   |  |  |
| TOTAL ASSETS                  | 54,306  | 46,974     | 53,337   |  |  |



# Quarterly Financials - Balance Sheet (INR mn) ... contd

| Particulars.                        | Standalone |         |          |  |  |
|-------------------------------------|------------|---------|----------|--|--|
| Particulars                         | Q1 FY17    | Q1 FY16 | FY 15-16 |  |  |
| EQUITY AND LIABILITIES              |            |         |          |  |  |
| Equity                              |            |         |          |  |  |
| Equity share capital                | 1,171      | 1,171   | 1,171    |  |  |
| Other equity                        | 10,272     | 8,337   | 9,777    |  |  |
| Total equity                        | 11,444     | 9,508   | 10,948   |  |  |
| Liabilities                         |            |         |          |  |  |
| Non-current liabilities             |            |         |          |  |  |
| Financial liabilities               |            |         |          |  |  |
| Borrowings (NC)                     | 9,571      | 6,168   | 7,129    |  |  |
| Provisions (NC)                     | 243        | 78      | 136      |  |  |
| Deferred tax liabilities            | 888        | 741     | 948      |  |  |
| Other non-current liabilities       | 5,000      | 2,348   | 2,212    |  |  |
| Total Non current liabilities       | 15,702     | 9,335   | 10,425   |  |  |
| Current liabilities                 |            |         |          |  |  |
| Financial liabilities               |            |         |          |  |  |
| Borrowings (C)                      | 15,460     | 13,862  | 14,906   |  |  |
| Trade payable (C)                   | 10,212     | 9,430   | 10,232   |  |  |
| Other current financial liabilities | 1,041      | 3,082   | 4,468    |  |  |
| Other current liabilities           | 443        | 1,692   | 2,292    |  |  |
| Provisions (c )                     | 4          | 64      | 67       |  |  |
| Total current liabilities           | 27,160     | 28,131  | 31,964   |  |  |
| Total liabilities                   | 42,862     | 37,466  | 42,389   |  |  |
| TOTAL EQUITY AND IABILITIES         | 54,306     | 46,974  | 53,337   |  |  |



# Quarterly Financials – Working Capital Cycle (INR mn)

| Particulars Particulars | Standalone |         | Highlights |  |
|-------------------------|------------|---------|------------|--|
| Particulars             | Q1 FY17    | Q1 FY16 | FY 15-16   | rigniignts   |
| Debtors Days            | 75         | 104     | 86         | <ul> <li>The amount of WIP has increased due<br/>to milestone billing pattern adopted</li> </ul> |
| Inventories Days        | 148        | 127     | 141        | by NHAI  |
| Total                   | 223        | 231     | 226        |  |
| Less: Creditors Days    | 89         | 99      | 91         |  |
| Working Capital Days    | 134        | 132     | 135        |  |
| Inventory               |            |         |            |  |
| Stock                   | 13,086     | 12,049  | 13,753     |  |
| WIP                     | 3,846      | 112     | 2,051      |  |
| Total                   | 16,932     | 12,161  | 15,803     |  |

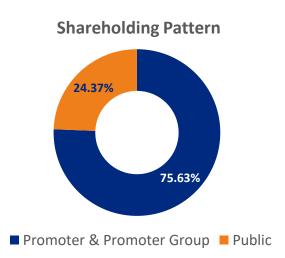


### Ongoing and completed EPC projects

| Project name                            | Completion date | Project type | Contract price<br>(INR mn) | Outstanding order value (INR mn) | Appointment date | Total length in single lane (km) | Total length of<br>the road (km) |
|---|-----------------|--------------|----------------------------|----------------------------------|------------------|----------------------------------|----------------------------------|
| Ahmedabad to Godhra                     | March-13        | Road         | 7,750                      | Completed                        | April-10         | 473                              | 118                              |
| Nagpur-Waingang                         | June-14         | Road         | 3,510                      | Completed                        | August-11        | 185                              | 46                               |
| Amarwara-Narsingpur                     | June-14         | Road         | 2,600                      | Completed                        | April-11         | 246                              | 123                              |
| Gwalior- Bhind                          | April-13        | Road         | 2,102                      | Completed                        | March-11         | 215                              | 108                              |
| Lebad to Manpur                         | November-11     | Road         | 2,100                      | Completed                        | May-10           | 137                              | 34                               |
| Gwalior-Shivpuri                        | June-16         | Road         | 9,630                      | 3,959                            | February-12      | 501                              | 125                              |
| Vijayawada-<br>Machilipatnam            | January-18      | Road         | 7,407                      | 7,407                            | January-16       | 258                              | 65                               |
| Mahulia-Baharagora                      | February-18     | Road         | 6,741                      | 6,741                            | February-18      | 286                              | 72                               |
| Amritsar-Taran-taran-<br>Harike section | September-17    | Road         | 5,580                      | 4,797                            | September-15     | 184                              | 46                               |
| Goa Zuari Cable-Stayed<br>Bridge        | February-19     | Bridge       | 5,454                      | 5,454                            | February-16      | n/a                              | n/a                              |
| Mohanpura major<br>multipurpose project | March-18        | Irrigation   | 4,159                      | 4,159                            | March-14         | n/a                              | n/a                              |

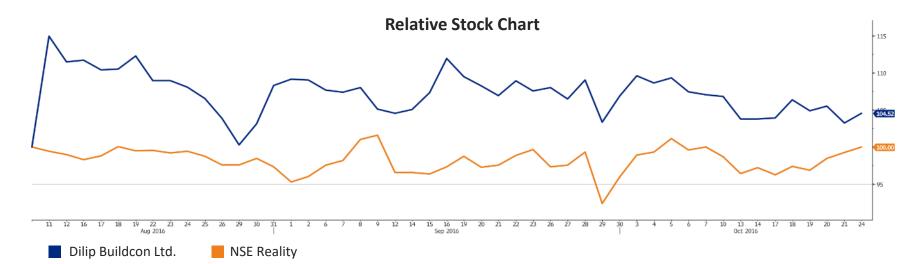


### Stock Information (as of 21st Oct., 2016)



| Top Institutions                                       | %os  |
|--|------|
| East Bridge Capital                                    | 2.85 |
| HDFC Asset Management Co. Ltd.                         | 2.7  |
| Abu Dabhi Investment Authority                         | 2.36 |
| Capital Research & Management<br>Co. (World Investors) | 1.65 |
| Grandeur Peak Global Advisors LLC                      | 0.33 |
| IDFC Asset Management Co. Ltd.                         | 0.18 |

| Stock Data                |                        |
|---------------------------|------------------------|
| BSE                       | 540047                 |
| NSE                       | DBL                    |
| Market Cap                | 3,126.56<br>(Rs in Cr) |
| No. of shares outstanding | 13,67,69,768           |
| Free Float                | 24.37%                 |





### **Utilization of IPO Proceeds**

| Offer Proceeds                          |   |                 |  |  |
|---|---|-----------------|--|--|
|   | Particulars   | (In Rs million) |  |  |
|   | Gross proceeds of<br>the Issue (A)                      | 6,539.77        |  |  |
| Less                                    | Proceeds of the<br>Offer for Sale (B)                   | 2,239.77        |  |  |
|   | Proportionate Issue expenses for Offer for Sale (C)     | 140.09          |  |  |
|   | Proportionate Issue<br>expenses from Fresh<br>Issue (D) | 268.96          |  |  |
| Net Proceeds to the Company<br>(A-(B+D) |   | 4,031.04        |  |  |

| Utilisation of Net Proceeds |  |  |   |  |  |
|-----------------------------|--|--|---|--|--|
| Sr No.                      | Particulars  | Amount proposed to be funded from Net Proceeds (In Rs million) | Estimated<br>Utilization<br>Financial Year 2017 |  |  |
| 1                           | Pre-payment or scheduled repayment of a portion of term loans availed by our company | 2,023.82   | 2,023.82  |  |  |
| 2                           | To meet working capital requirements   | 2,000.00   | 2,000.00  |  |  |
| 3                           | General corporate purposes   | 7.22   | 7.22  |  |  |
|                             | Total  | 4,031.04   | 4,031.04  |  |  |



### Sustainability



Dilip Buildcon Limited is committed to its stakeholders

Government, investors, shareholders, associates, community, environment, employees and their families – to conduct its business in a responsible manner that creates a sustained positive impact.



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





#### **Registered Address:**

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