



**DILIP BUILDCON LIMITED**  
INFRASTRUCTURE & BEYOND

October 31, 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: Investor Presentation.**

Dear Sir/Madam.

Please find attached herewith 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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CIN No. L45201MP2006PLC018689

ISO 9001:2008



**DILIP BUILDCON LIMITED**  
INFRASTRUCTURE & BEYOND



# Dilip Buildcon Limited

Investor Presentation

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.





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# 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

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## 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

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## 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



## Roads & Highways

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



## Irrigation

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



## Buildings

- Residential
- Commercial
- Office



## Mining

- Coal Mining





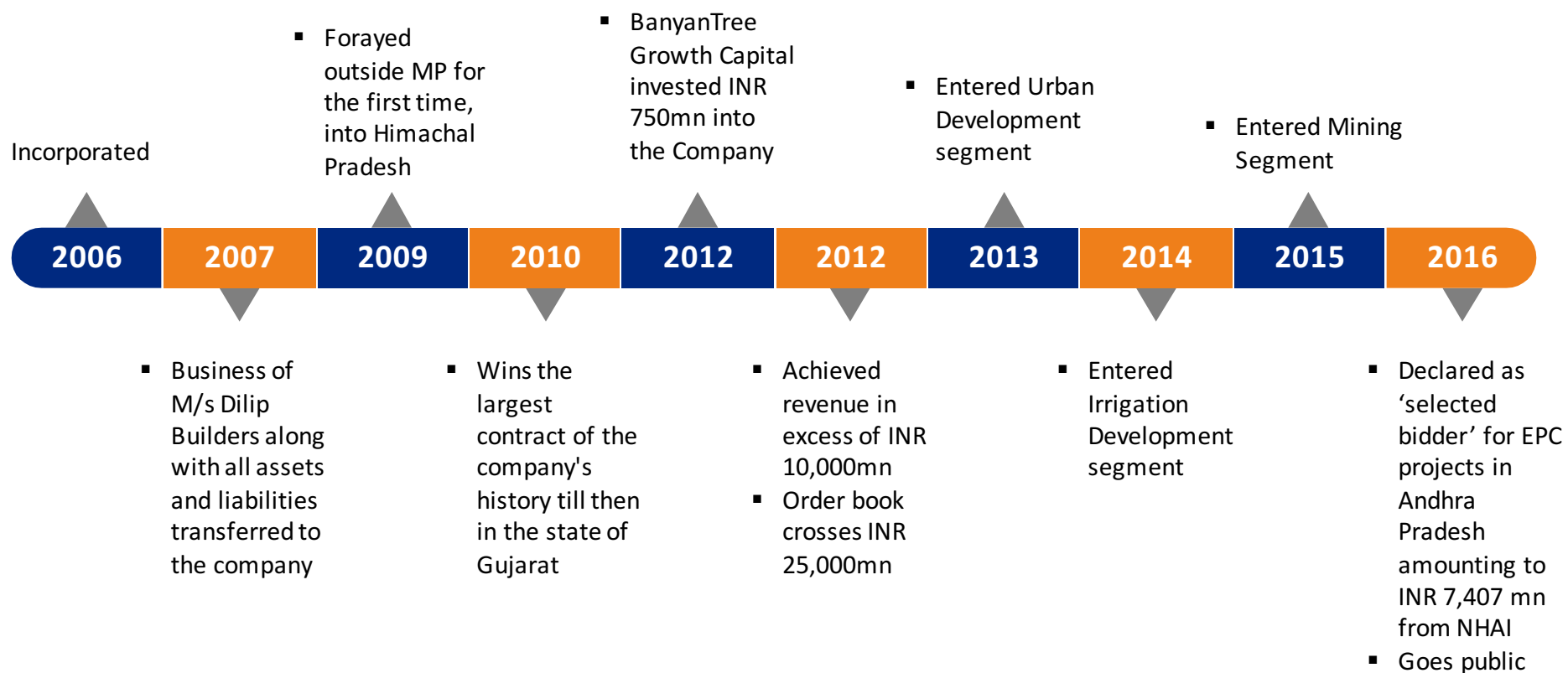
# FY16 Performance of Business Segments



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



# History



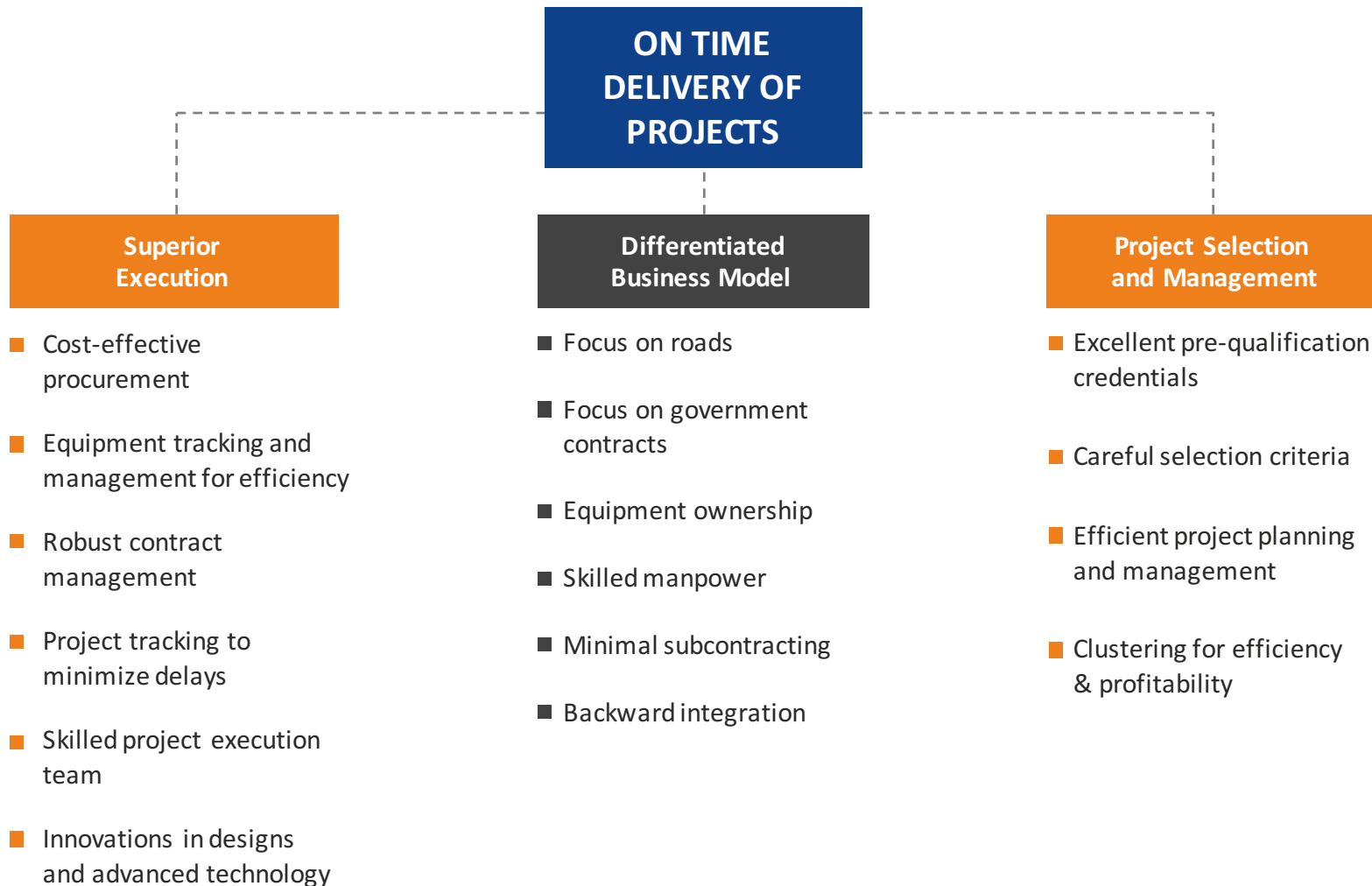


## Awards, accreditation and accolades

- 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**
- Received OHSAS 18001:2007 certification
  - Received ISO 14001:2004 certification
  - Biggest customer of Wirtgen-branded equipment in India
  - Largest customer of Caterpillar worldwide (Construction Segment)
- 
- 2016** Dilip Buildcon Limited, and its Managing Director Shri. Dilip Suryavanshi, has been conferred with three prestigious awards by 6th Construction Week India Awards 2016;
- Road contractor of the year
  - Infrastructure person of the year- Shri Dilip Suryavanshi
  - Road and highways project of the year
- Awarded Fastest growing construction company by Construction World
-



# Business Model



**High quality execution from pre-bidding to actual construction**





# Strategy



## Business Focus

## De-Risk business through diversification

## Continuing focus on driving operating efficiency

## Financial Performance

- 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



# Key Business Strengths



# 1. Project execution

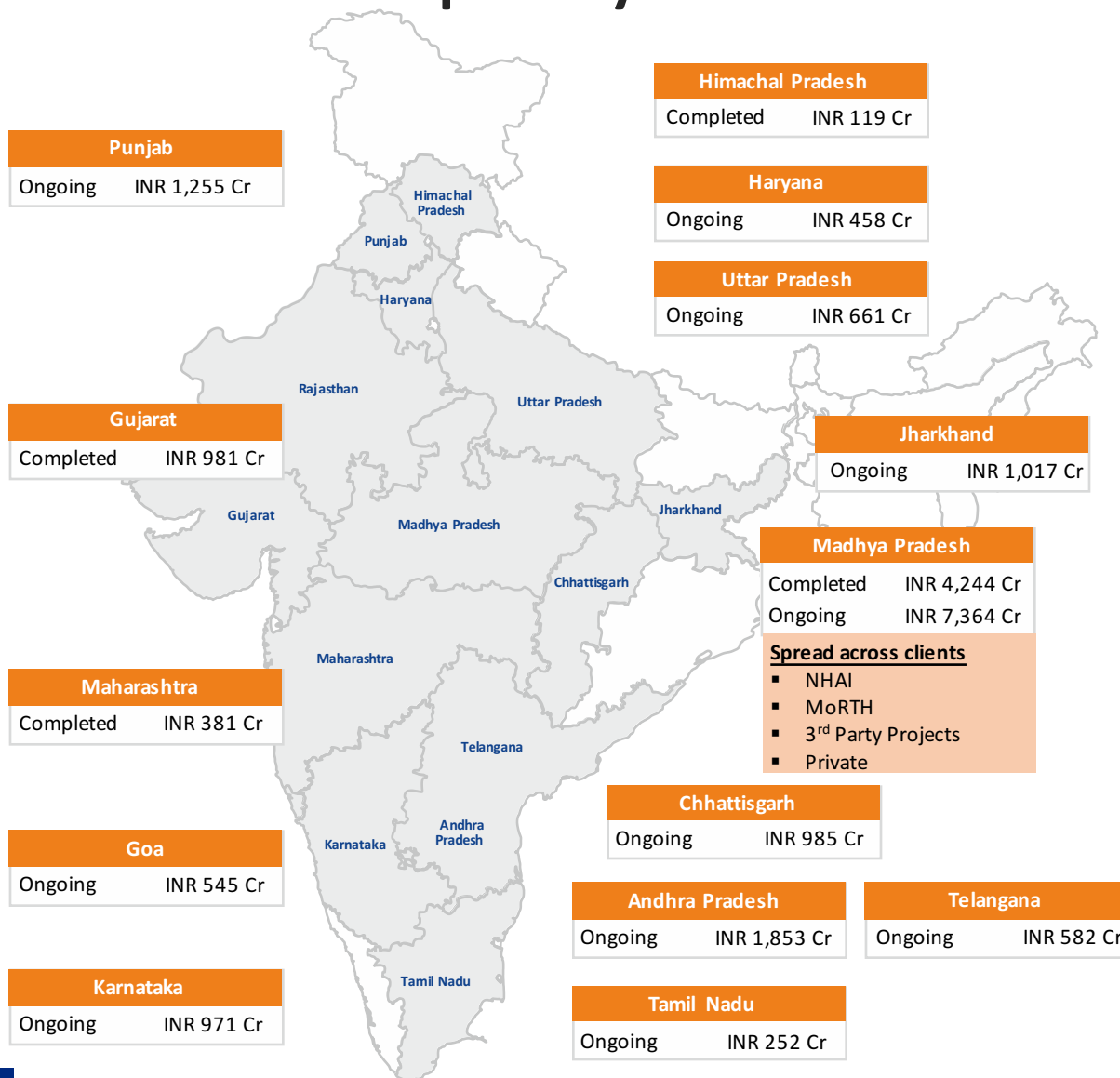
Excellent execution track record: 100+ projects over the lifetime of the company



- 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 non-availability
- Higher execution efficiency

### Composition

- 7,345 vehicle 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
- 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



VÖGELE



CATERPILLAR



Paver



Crusher



Soil stabilizer



Excavator



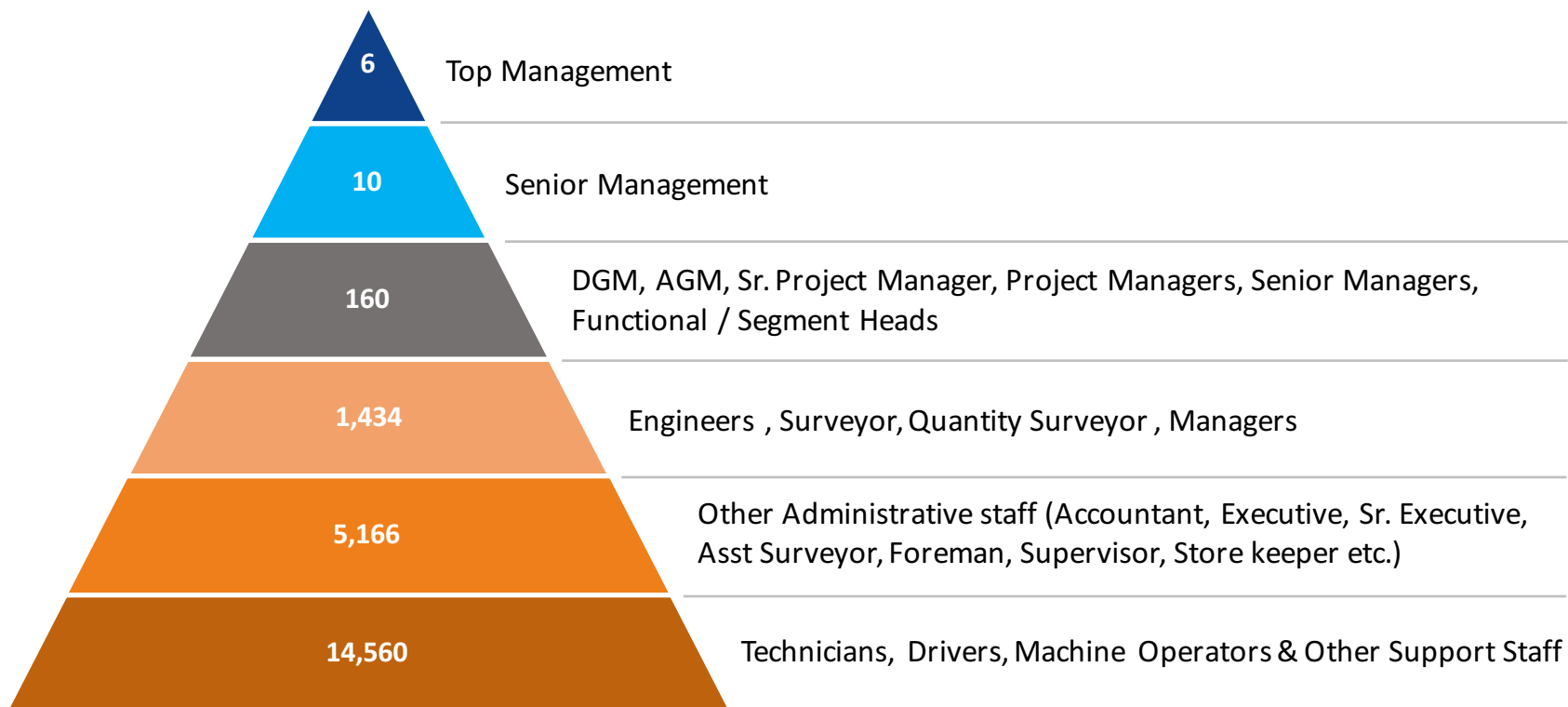
Grader



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

- BHOPAL VIKAS PRADHIKARAN
- IRCON International (Govt. Undertaking)
- KRDC, Karnataka
- M/S VISHWA INFRASTRUCTURE & SERVICES PVT. LTD.
- MORTH
- MPRDC
- 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**

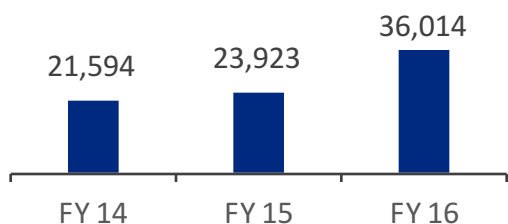




# Construction Business

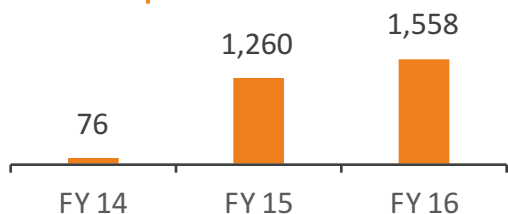
## Segment revenues (INR mn)

### Roads



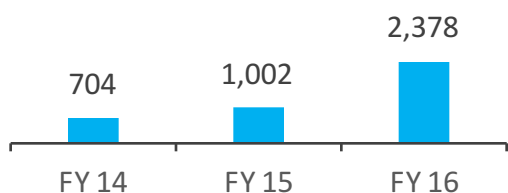
- Executed 47 projects covering 5,612 lane kms in five states(a), mostly ahead of the schedule
- 64 projects (8,422 lane kms) in 12 states under construction(a)
- Contract value of INR 91,243 mn (84.7% of the total contract value)(a)
- Pre-qualified to bid for INR 12,538 mn of EPC projects and INR 21,402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

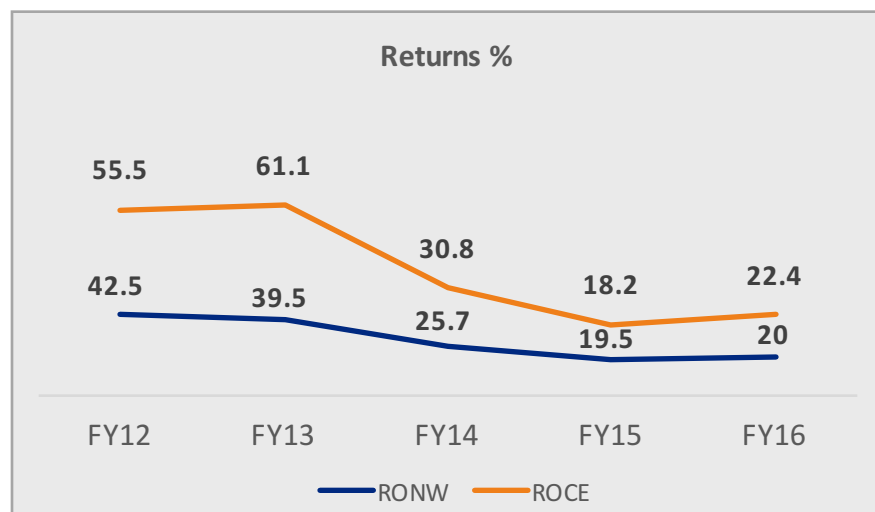
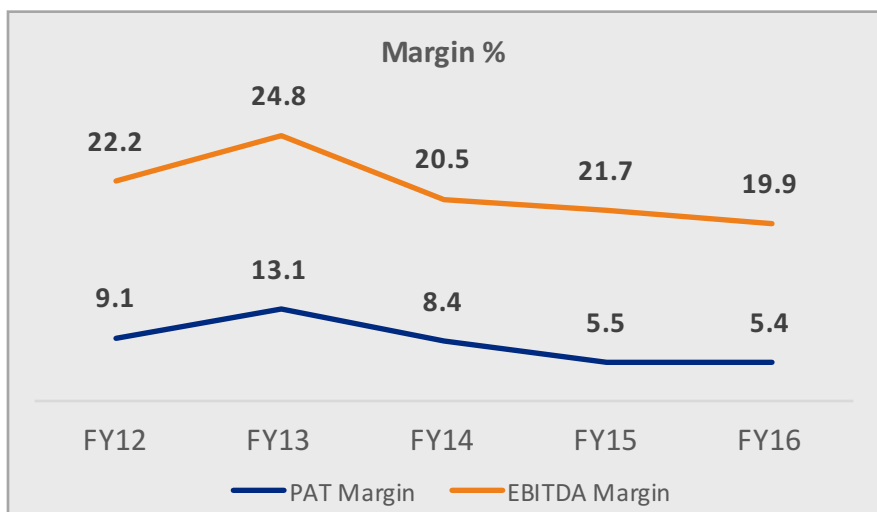
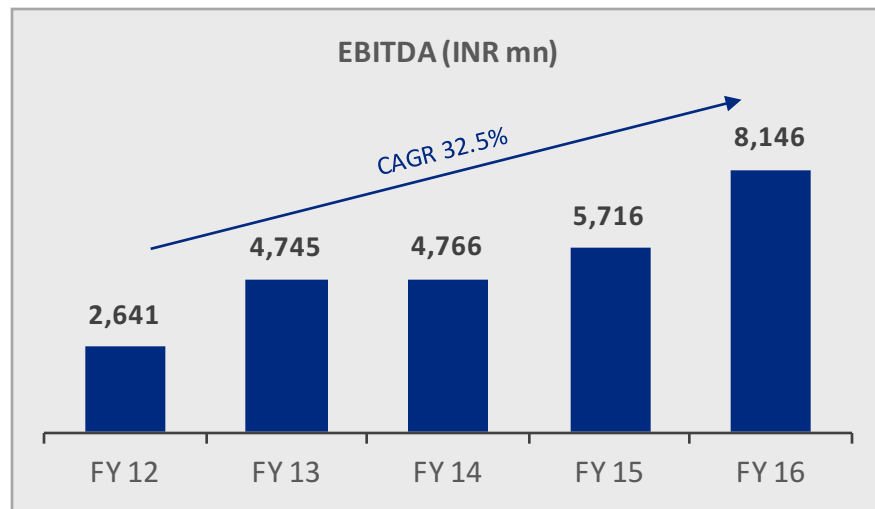
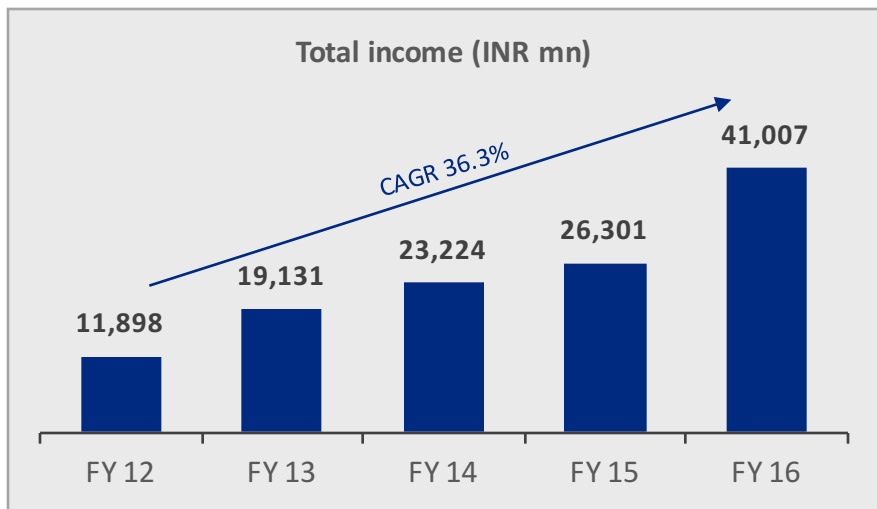
## Completed BOT Projects as of March 31, 2016

Project	Type	Length (km)	Awarding authority	Annual annuity (INR mn)	COD
Betul Sarni Junnardeo-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-Sultanganj	Annuity + Toll	76	MPRDC	190	25-Mar-13
Bankhlaftatta-Dogawa	Annuity	65	MPRDC	198	31-Mar-14
Uchera-Nagod	Annuity + Toll	56	MPRDC	169	15-May-14
Sardarpur-Badnawar	Annuity + Toll	43	MPRDC	94	09-Jun-12
Ashoknagar-Vidisha	Annuity + Toll	36	MPRDC	101	26-Jul-14
Sitamau-Suwasara	Annuity + Toll	35	MPRDC	74	28-Mar-13
Mandsaur-Sitamau	Toll	44	MPRDC	-	05-Feb-09
Tikamgarh (Dhajrai) Jatara-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**

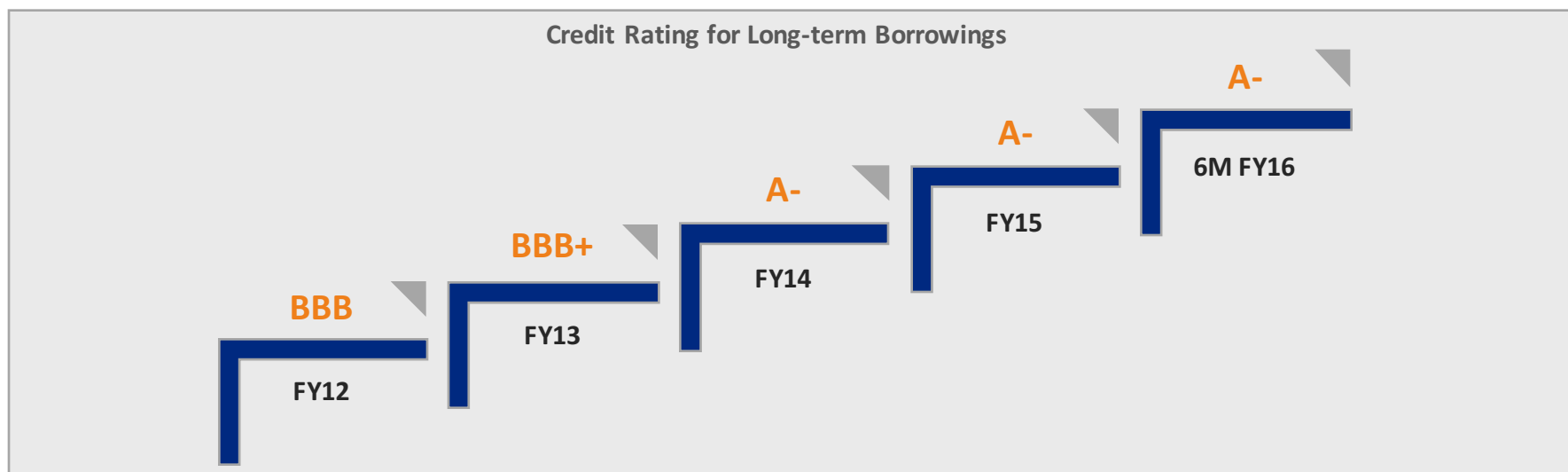
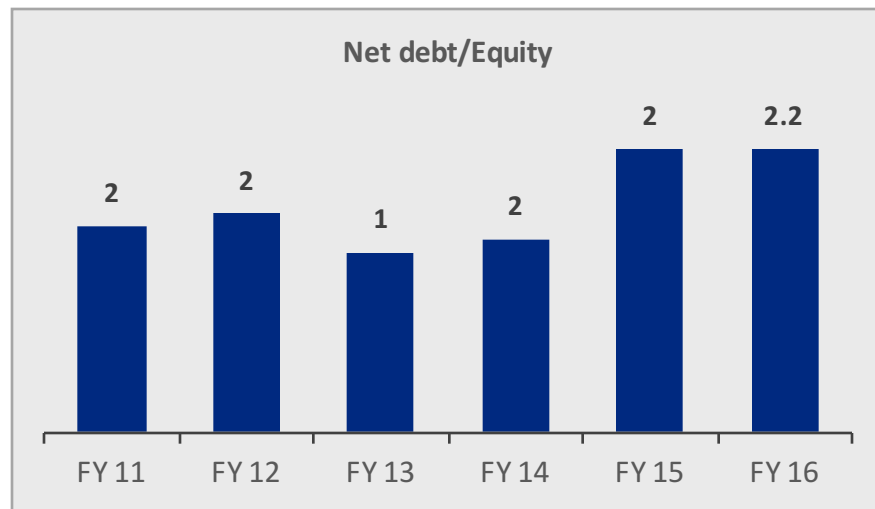
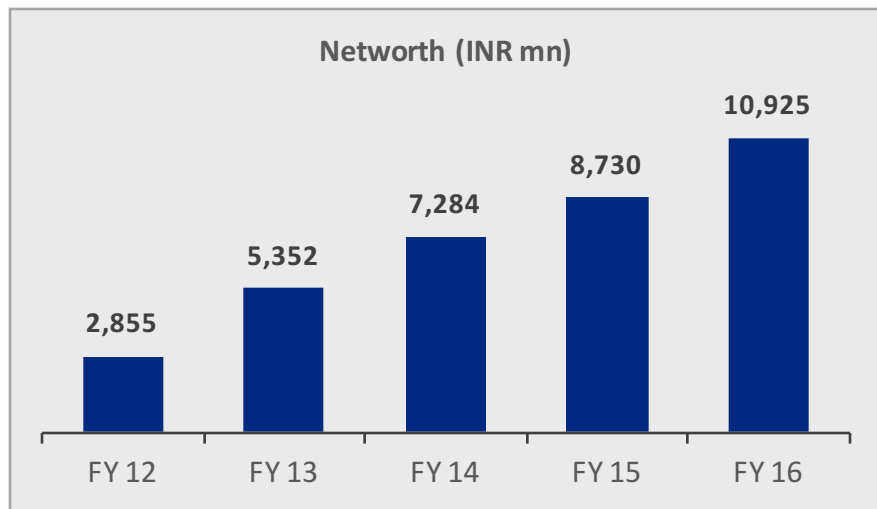


# Yearly Financial Highlights





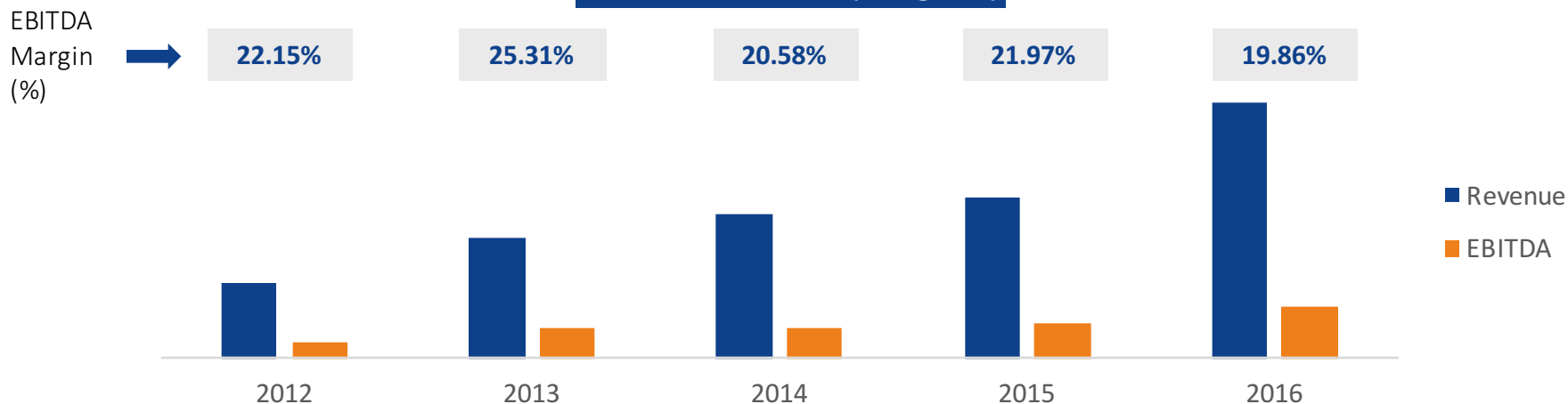
# Yearly Financial Highlights



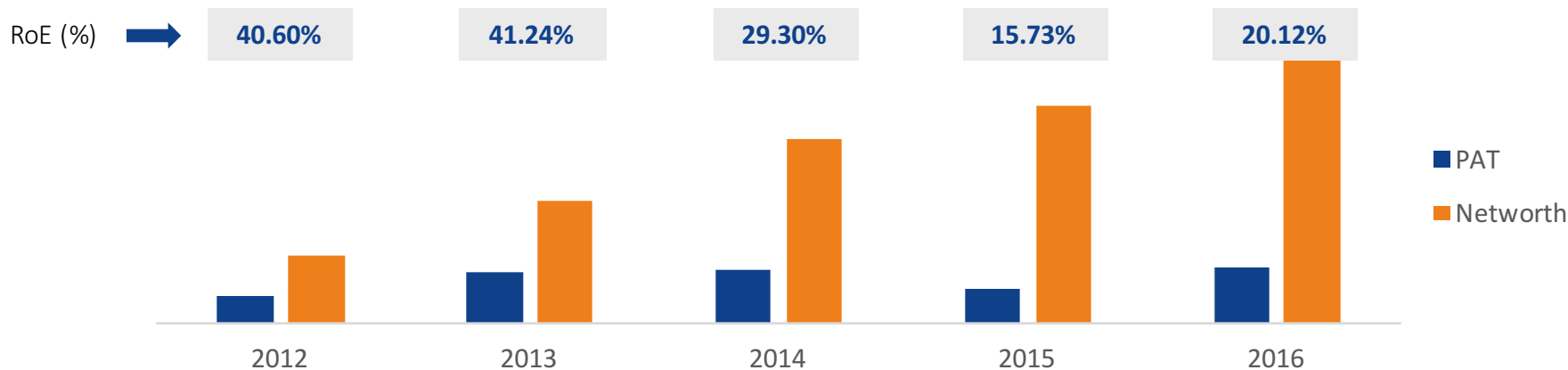


# Standalone Financial Highlights

## Revenue & EBITDA (Margin %)

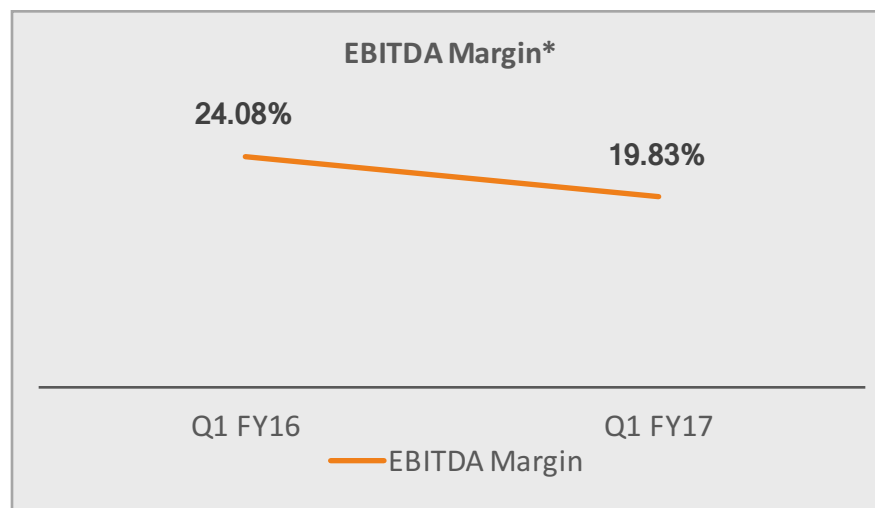
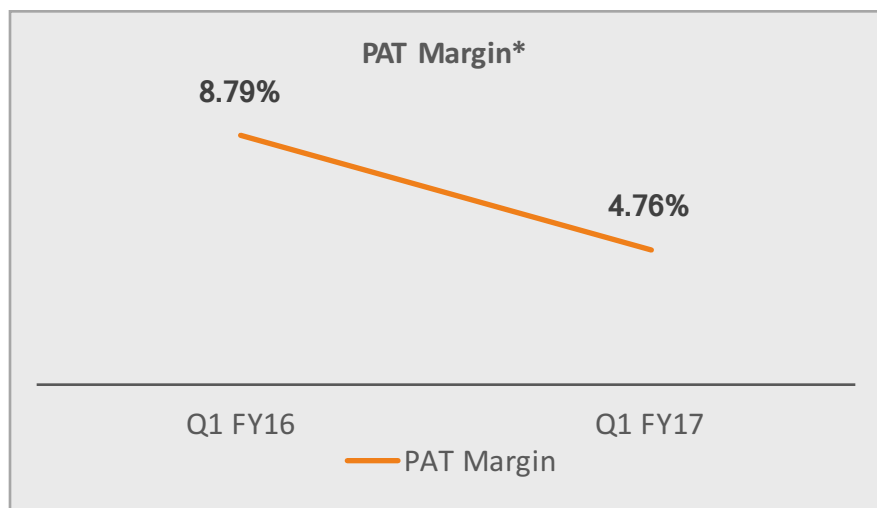
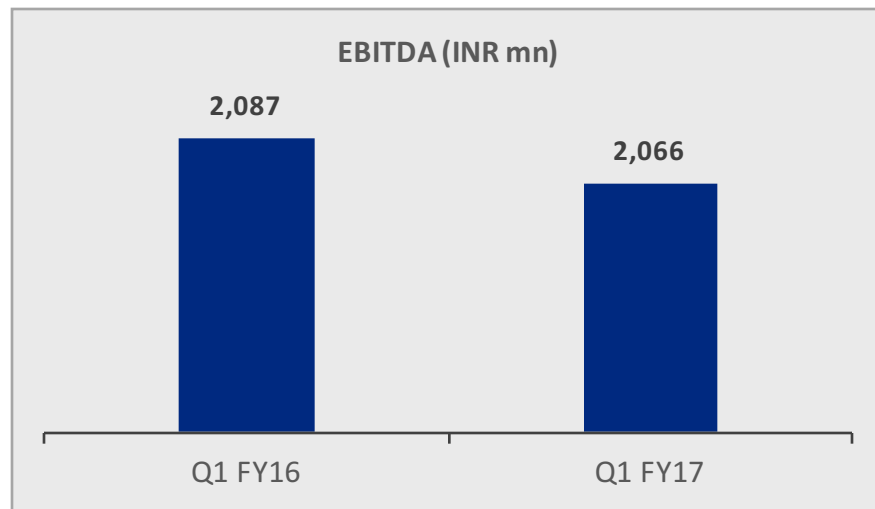
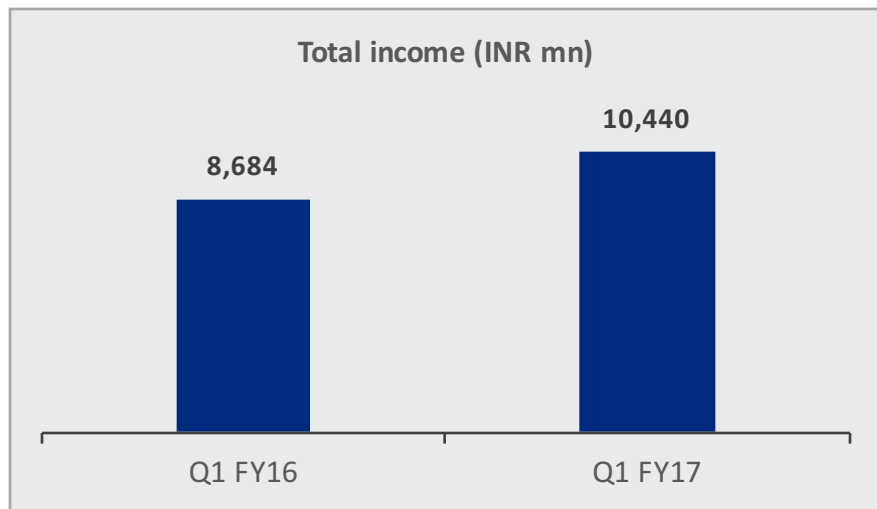


## Net Profit & Net Worth (RoE)





# Quarterly Financial Highlights

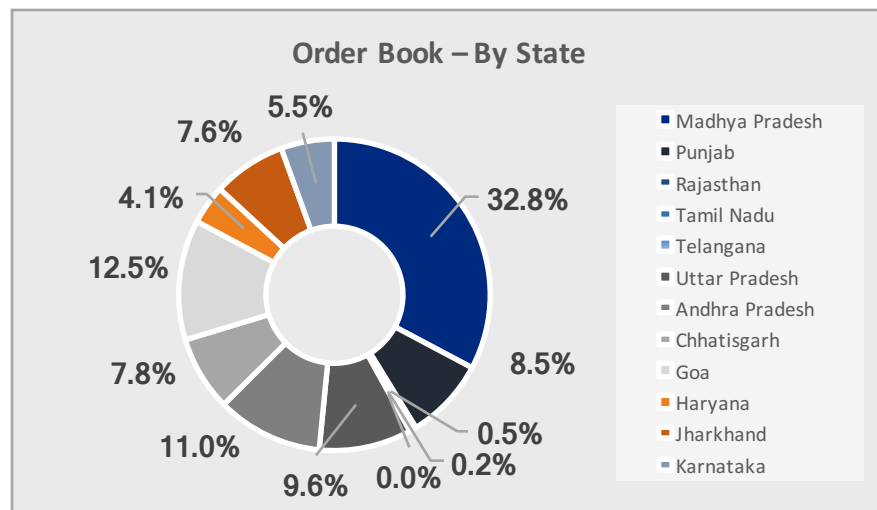
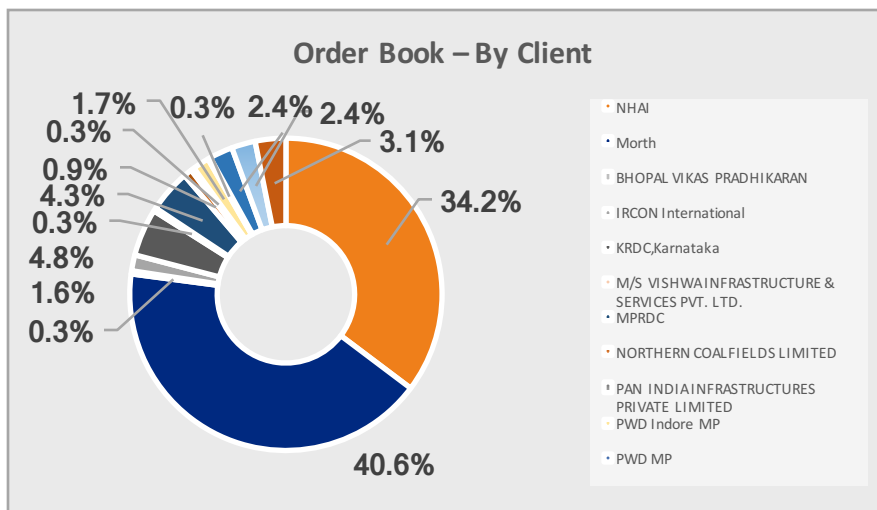
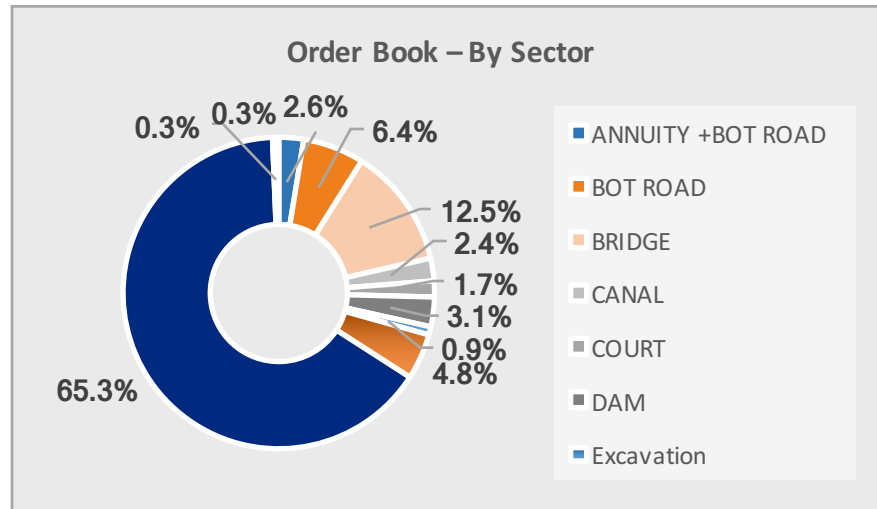
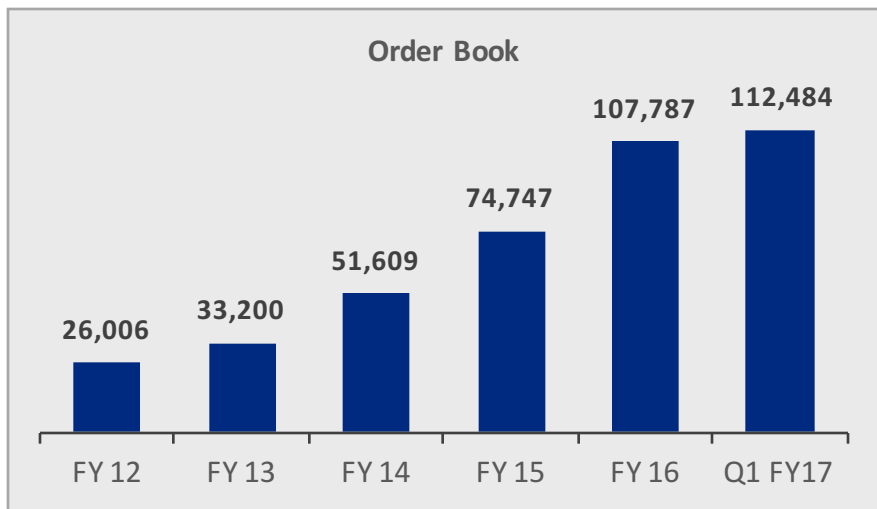


\*There is a bonus of 437 INR mn during Q1 FY16, but during Q1 FY17 no bonus has become due as no project has achieved completion during the period.





# Robust Order Book





# Yearly Standalone Financials (INR mn)

Particulars	FY12	FY13	FY14	FY15	FY16
<b>Total income (A)<sup>(a)</sup></b>	<b>11,898</b>	<b>19,131</b>	<b>23,224</b>	<b>26,301</b>	<b>41,007</b>
% 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
<b>EBITDA (A – B)</b>	<b>2,641</b>	<b>4,745</b>	<b>4,766</b>	<b>5,716</b>	<b>8,146</b>
% margin	22.20%	24.80%	20.50%	21.70%	19.94%
<b>Net profit after tax</b>	<b>1,080</b>	<b>2,509</b>	<b>1,943</b>	<b>1,458</b>	<b>2,199</b>
% 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

a) Total income includes revenue from operations + other income

(b) Total debt includes long-term borrowings, short-term borrowings and current portion of long term borrowings



# Yearly Consolidated Financials (INR mn)

Particulars	FY12	FY13	FY14	FY15	FY16
<b>Total income (A)<sup>(a)</sup></b>	<b>11,929</b>	<b>19,269</b>	<b>24,016</b>	<b>27,685</b>	<b>43,490</b>
% 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
<b>EBITDA (A – B)</b>	<b>2,668</b>	<b>4,807</b>	<b>5,426</b>	<b>6,932</b>	<b>10,291</b>
% margin	22.4%	24.9%	22.6%	25.0%	23.8%
<b>Net profit after tax</b>	<b>1,081</b>	<b>2,413</b>	<b>1,857</b>	<b>877</b>	<b>1,966</b>
% 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

a) Total income includes revenue from operations + other income

b) Total debt includes long-term borrowings, short-term borrowings and current portion of long term borrowings



# Quarterly Financials (INR mn)

Particulars	Standalone			Highlights
	Q1 FY17	Q1 FY16	Y-o-Y	
<b>Total income (A)</b>	<b>10,440</b>	<b>8,684</b>	<b>20%</b>	<ul style="list-style-type: none"> <li>There is a bonus of 437 INR mn during Q1FY16, but during Q1FY17 no bonus has become due as no project has achieved completion during the period</li> <li>If the bonus is taken out, Y-o-Y growth in PAT is 29.82%</li> <li>Out of the total bonus achieved of ~INR600mn, INR437mn came in Q1FY16</li> <li>The company has consistently earned early completion bonus @1.5%—2.0% of Revenues over the last four years</li> </ul>
Cost of construction	4,938	4,583		
Changes in inventories	2,855	1,527		
Employee benefits expense	186	133		
Other expenses	395	354		
Total expenses (B)	8,374	6,597		
<b>EBITDA (A – B)</b>	<b>2,066</b>	<b>2,087</b>	<b>-1%</b>	
Depreciation & Amortization	524	418		
Finance Cost	1,084	879		
<b>Profit Before Tax</b>	<b>457</b>	<b>789</b>	<b>-42%</b>	
<b><u>Tax Expenses</u></b>				
1. Current Tax	23	23		
2. Deferred Tax	(62)	4		
<b>Net Profit</b>	<b>496</b>	<b>762</b>	<b>-35%</b>	



# Quarterly Financials (INR mn)

Particulars	Standalone		
	Q1 FY17	Q1 FY16	Y-o-Y
<b>Networth</b>	<b>11,444</b>	<b>9,508</b>	<b>20%</b>
Net tangible assets	13,959	12,114	
Long Term Borrowings	9,571	8,483	
Short Term Borrowings	15,460	13,862	
<b>Total Debt</b>	<b>25,032</b>	<b>22,345</b>	<b>12%</b>
Cash and Bank Balance	1,223	1,462	
<b>Net Debt</b>	<b>23,809</b>	<b>20,883</b>	<b>14%</b>
<b><u>Inventory</u></b>			
Stock	13,086	12,049	
WIP	3,846	112	
<b>Total Inventory</b>	<b>16,932</b>	<b>12,161</b>	
Debtors Days	104	75	
Inventories Days	127	148	
Total	231	223	
Less: Creditors Days	99	89	
Working Capital Days	132	134	





# Ongoing and completed EPC projects

Project name	Completion date	Project type	Contract price (INR mn)	Outstanding order value (INR mn)	Appointment date	Total length in single lane (km)	Total length of 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-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-Hariker section	September-17	Road	5,580	4,797	September-15	184	46
Goa Zuari Cable-Stayed Bridge	February-19	Bridge	5,454	5,454	February-16	n/a	n/a
Mohanpura major multipurpose project	March-18	Irrigation	4,159	4,159	March-14	n/a	n/a

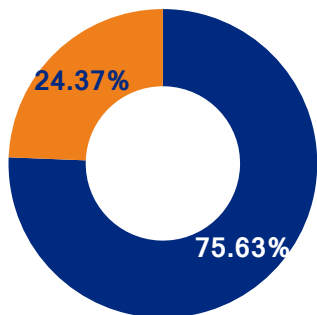
Note: Highlighted projects are on-going

(a) The completion dates for these projects are yet to be determined, as certain governmental clearances are yet to be received by company's counterparties



# Stock Information (as of 21<sup>st</sup> Oct., 2016)

## Shareholding Pattern

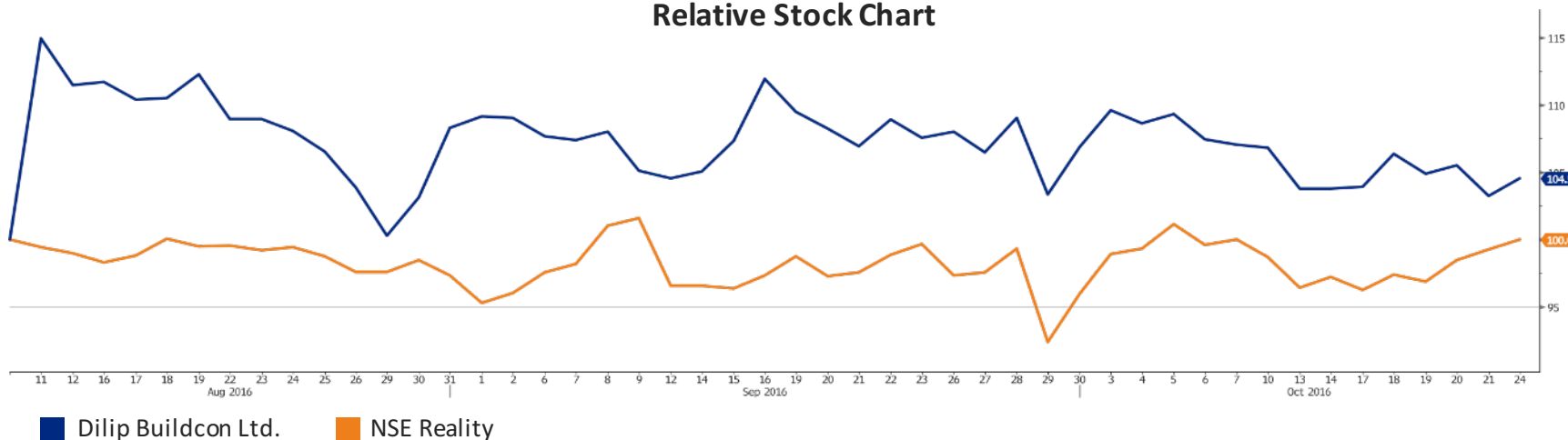


■ Promoter & Promoter Group ■ Public

Top Institutions	%OS
East Bridge Capital	2.85
HDFC Asset Management Co. Ltd.	2.7
Abu Dabhi Investment Authority	2.36
Capital Research & Management 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 (Rs in Cr)
No. of shares outstanding	13,67,69,768
Free Float	24.37%

## Relative Stock Chart



■ Dilip Buildcon Ltd. ■ NSE Realty





# Utilization of IPO Proceeds

Offer Proceeds		
	Particulars	(In Rs million)
	Gross proceeds of the Issue (A)	6,539.77
Less	Proceeds of the Offer for Sale (B)	2,239.77
	Proportionate Issue expenses for Offer for Sale (C)	140.09
	Proportionate Issue expenses from Fresh Issue (D)	268.96
Net Proceeds to the Company (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 Utilization 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



**DILIP BUILDCON LIMITED**  
INFRASTRUCTURE & BEYOND

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