



DILIP BUILDCON LIMITED
INFRASTRUCTURE & BEYOND

Date: November 06, 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

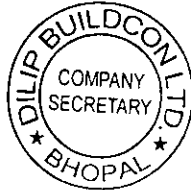
Sub: -Investor Presentation

Pursuant to the provisions 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 and half year ended September 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 Dilip Buildcon Limited


Abhishek Srivastava
Company Secretary



ISO 9001:2015
CIN No. L45201MP2006PLC018689

Regd. Office :

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DILIP BUILDCON LIMITED
INFRASTRUCTURE & BEYOND

Q2FY21

EARNINGS PRESENTATION

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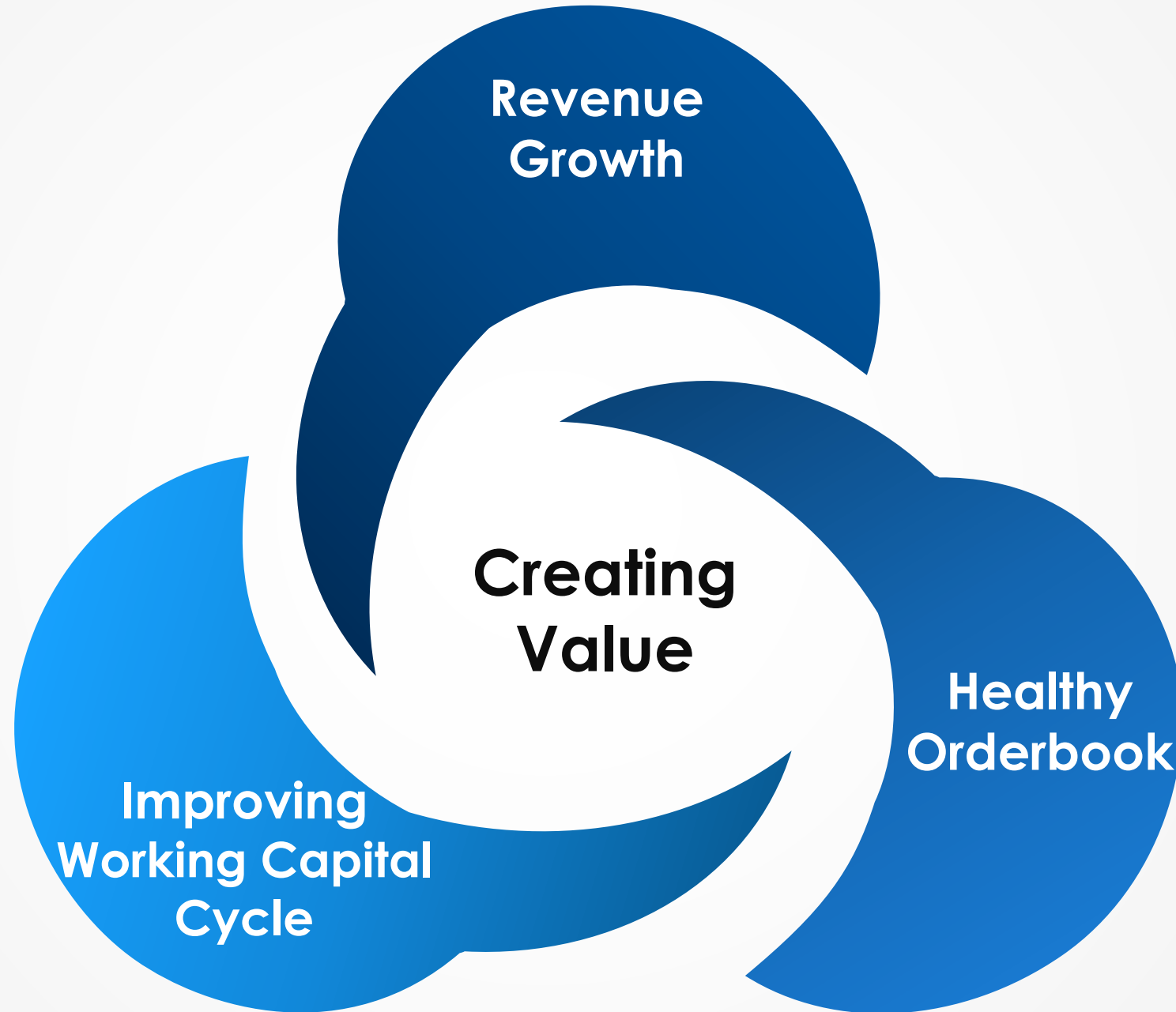
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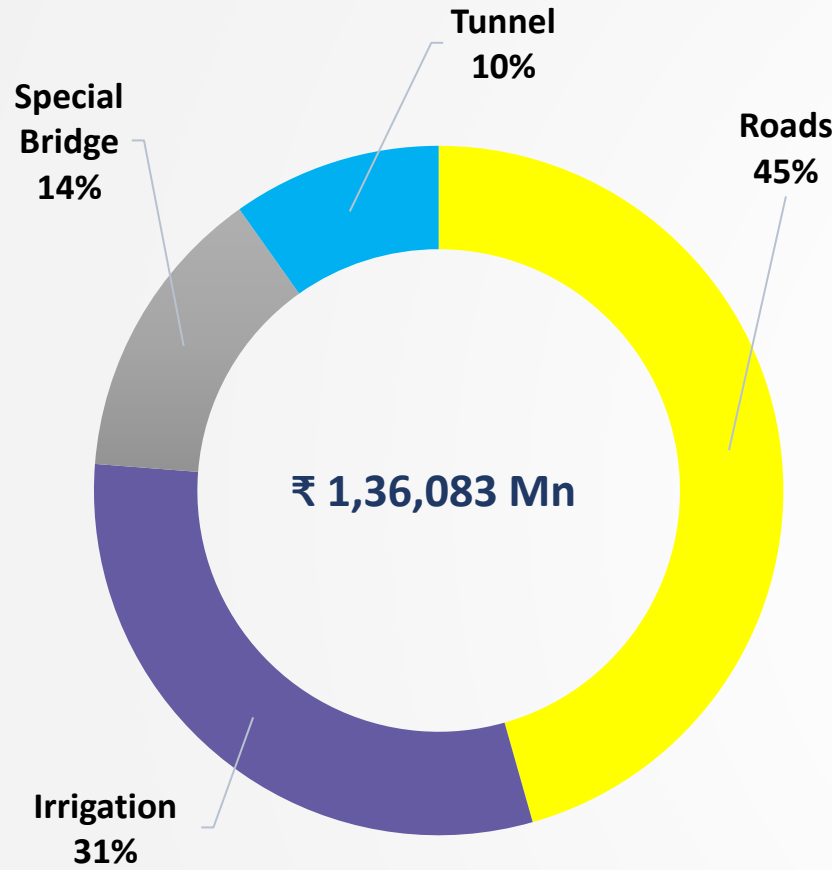


Business Highlights

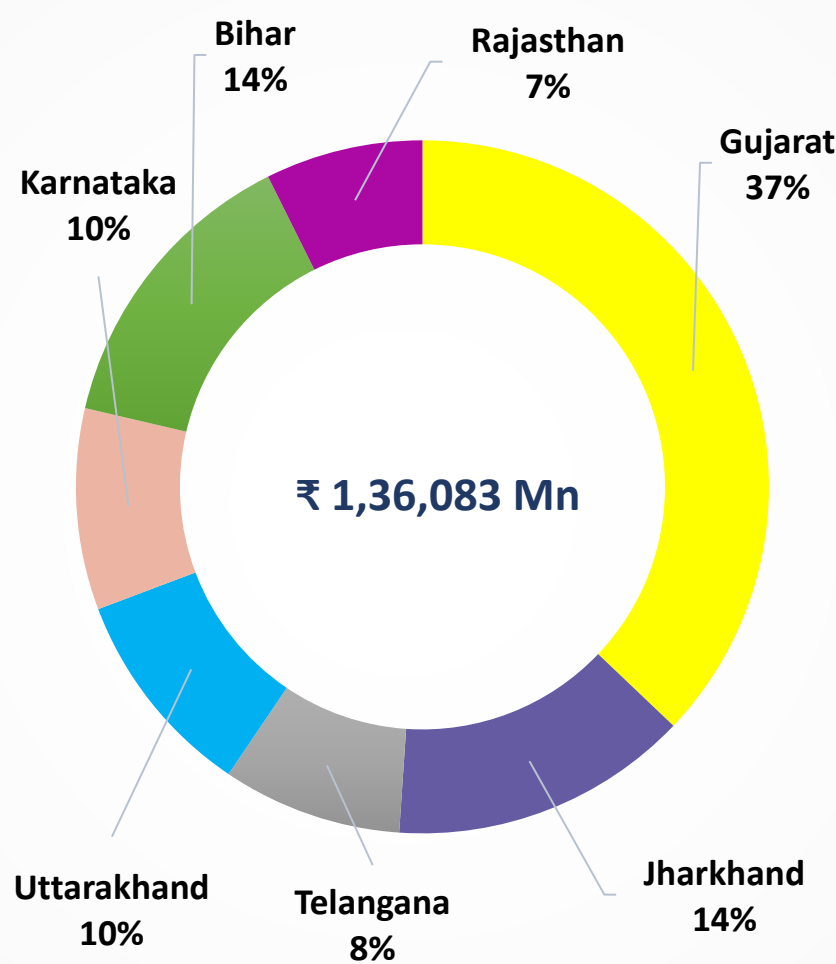
Highlights



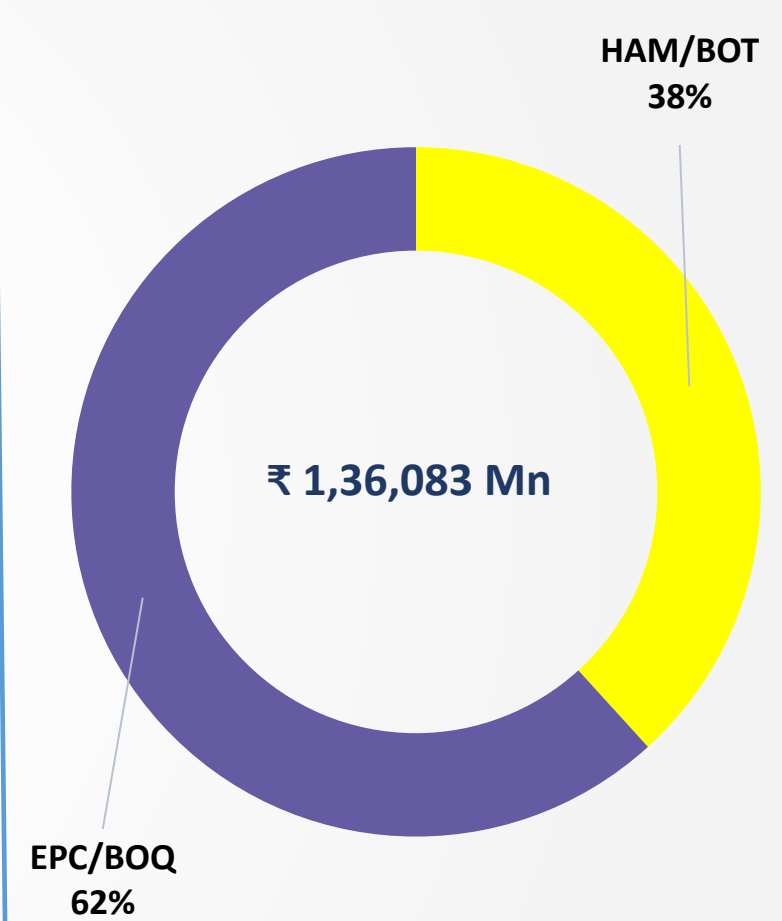
Orders won worth ₹ 1,36,083 Mn* in FY21 across 4 sectors & 7 states including 2 new territory Uttarakhand & Bihar



Sector-wise Composition



Geography-wise Composition



Contract Type-wise Composition

Projects won during FY21 till date



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*	14.09.2020	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	18.08.2020	Q2
Dodaballapur Bypass to Hoskote (Package 2)	Road	Karnataka	NHAI	8,900	12,780*	26.08.2020	Q2
Narenpur to Purnea	Road	Bihar	NHAI	13,267	19,050*	09.09.2020	Q2
Delhi - Vadodara Greenfield Expressway (Pkg - 15)	Road	Rajasthan	NHAI	8,929	10,001	Awaited	Q3
Total				1,11,278	1,36,083		

* Bid Project Cost of HAM Projects

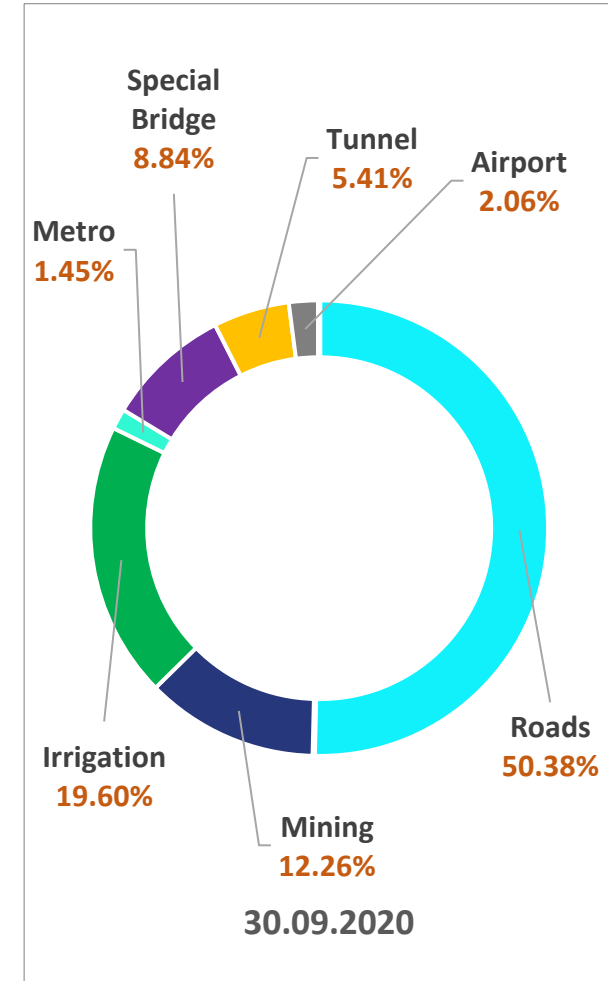
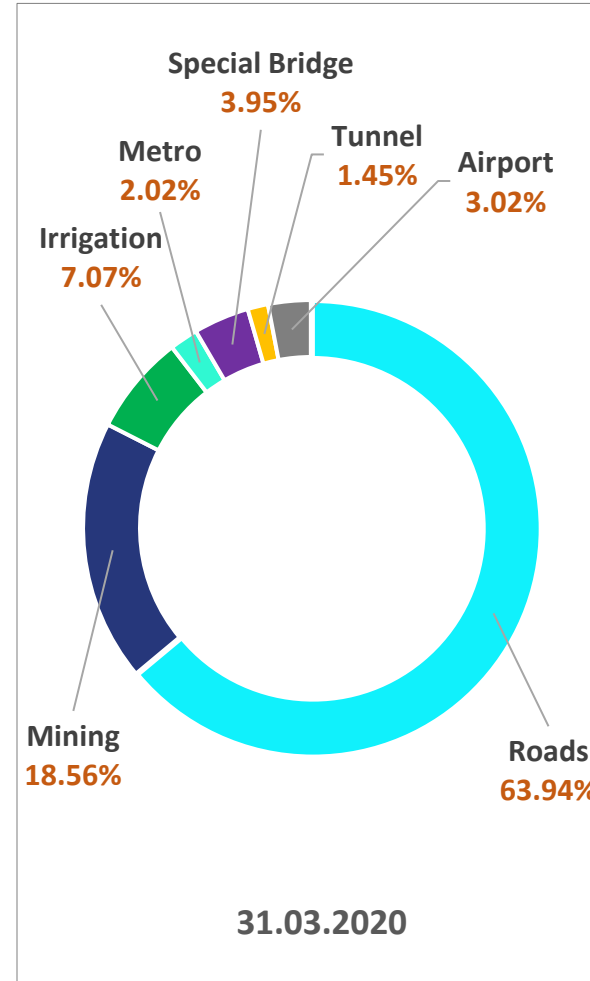
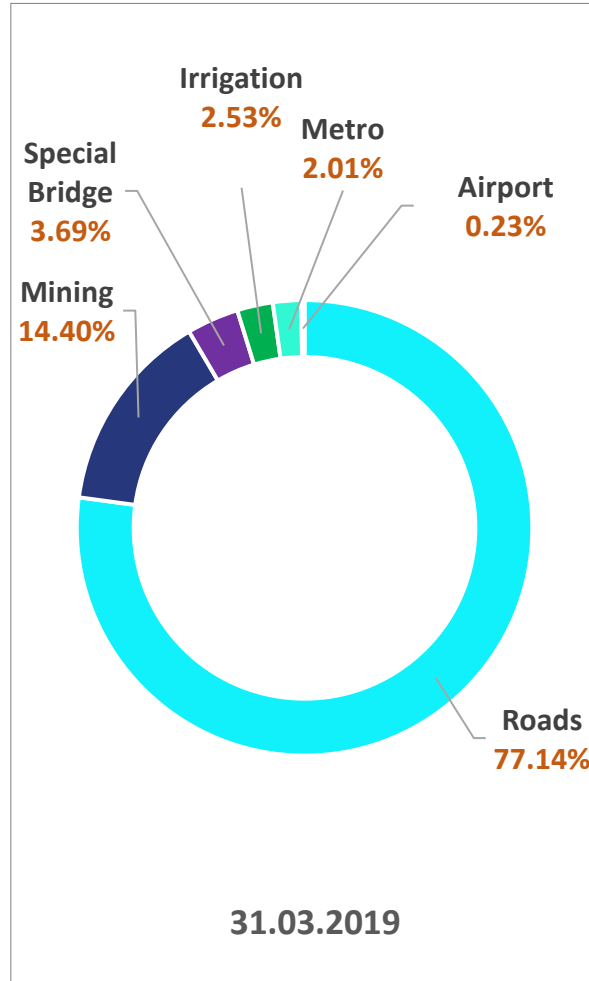
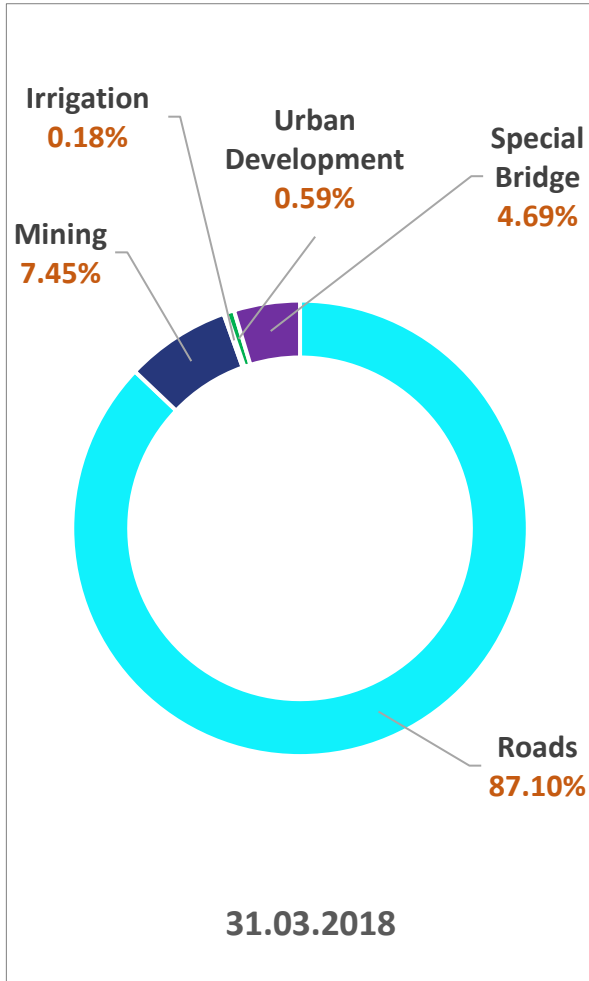
Business Division



Total Order Book - ₹ 2,56,206 mn*

* Excluding Delhi - Vadodara Greenfield Expressway project worth Rs. 8,929 Mn which are received in Q3FY21

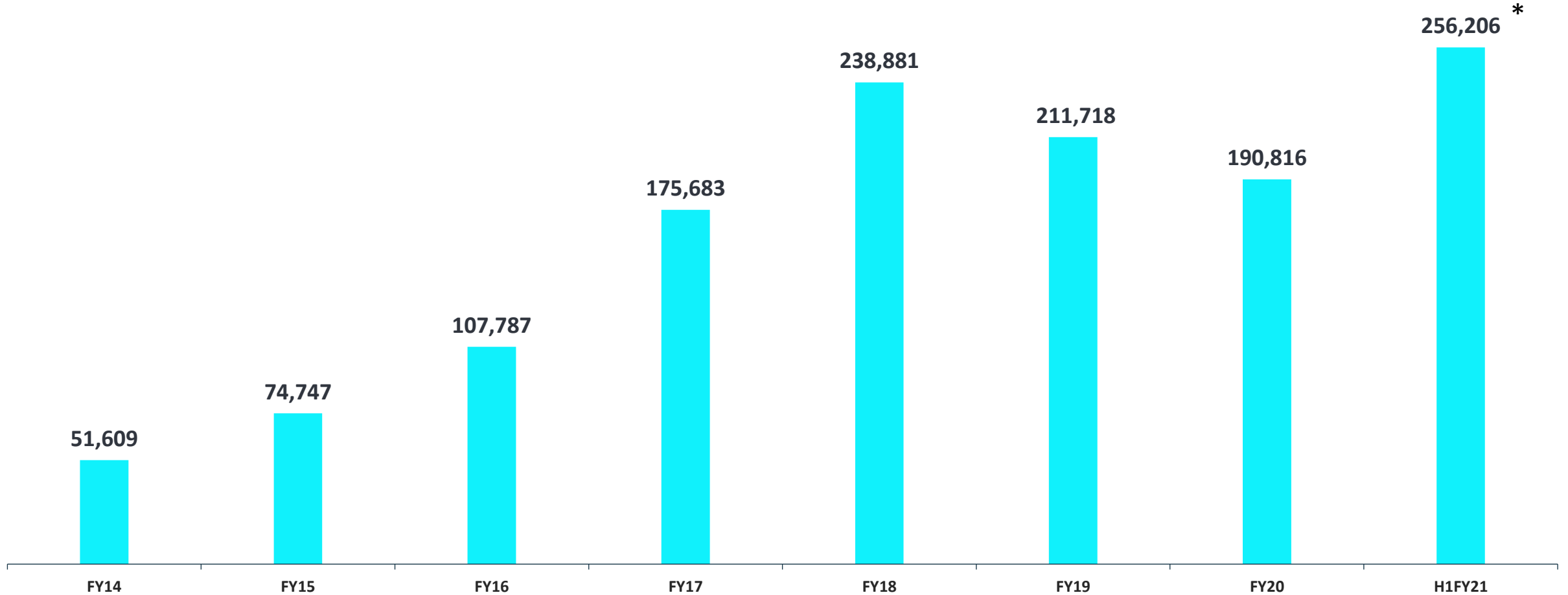
Increasing diversification



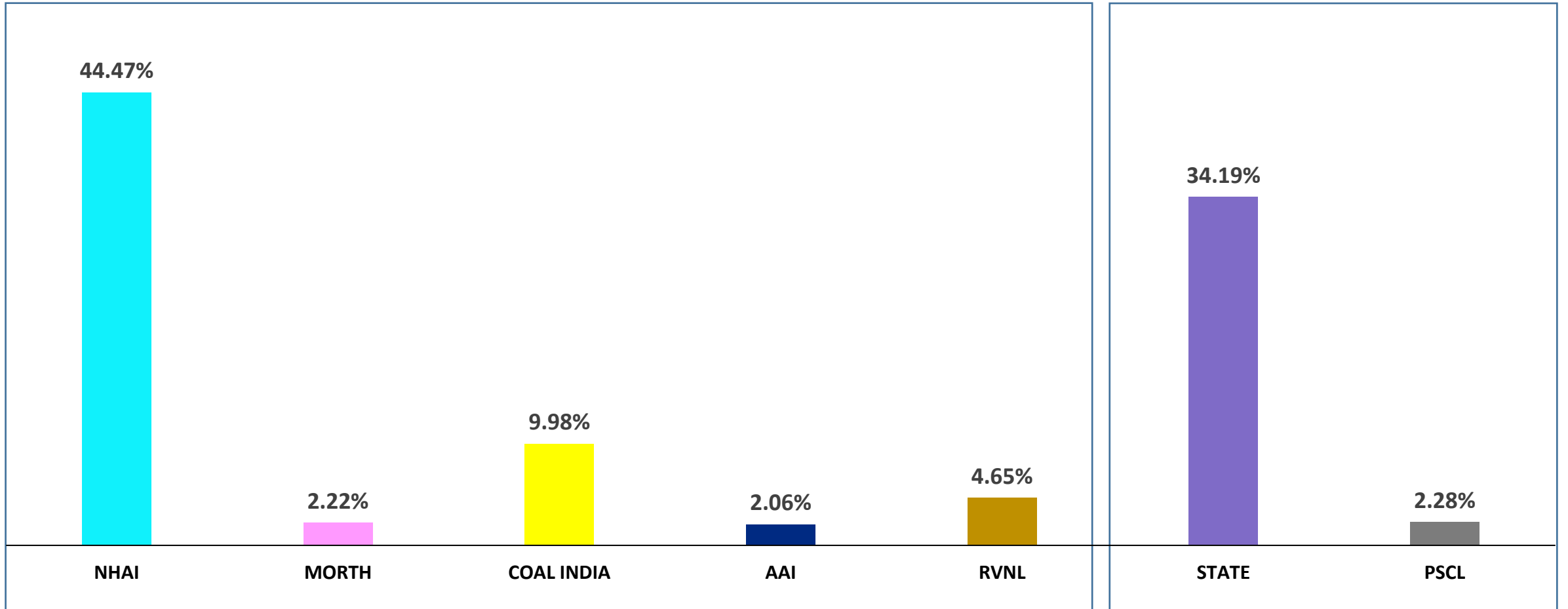
Total Order Book

(₹ mn)

* Excluding Delhi - Vadodara Greenfield Expressway project worth Rs. 8,929 Mn (Excl GST) which is received in Q3FY21



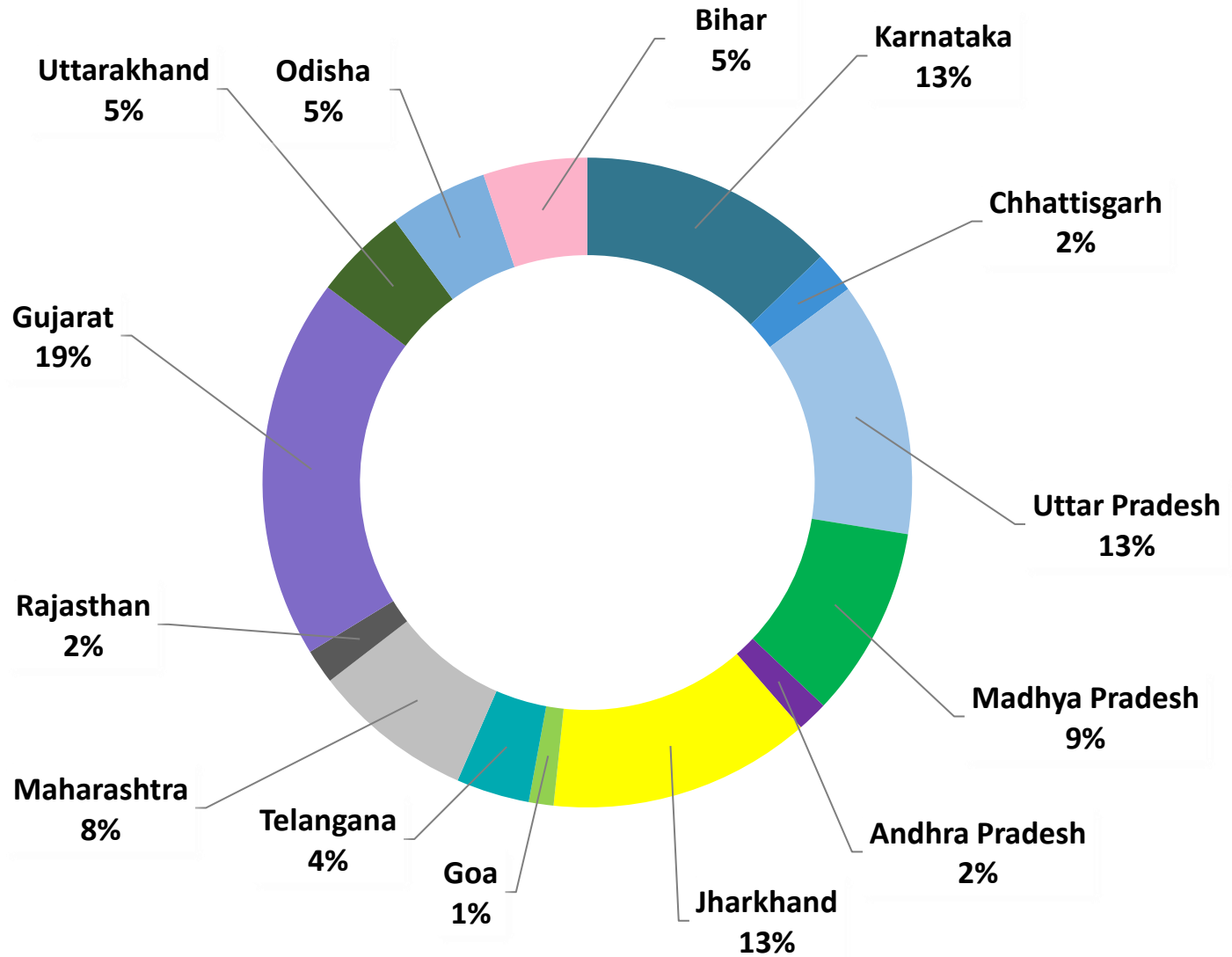
Order Book – Client Wise



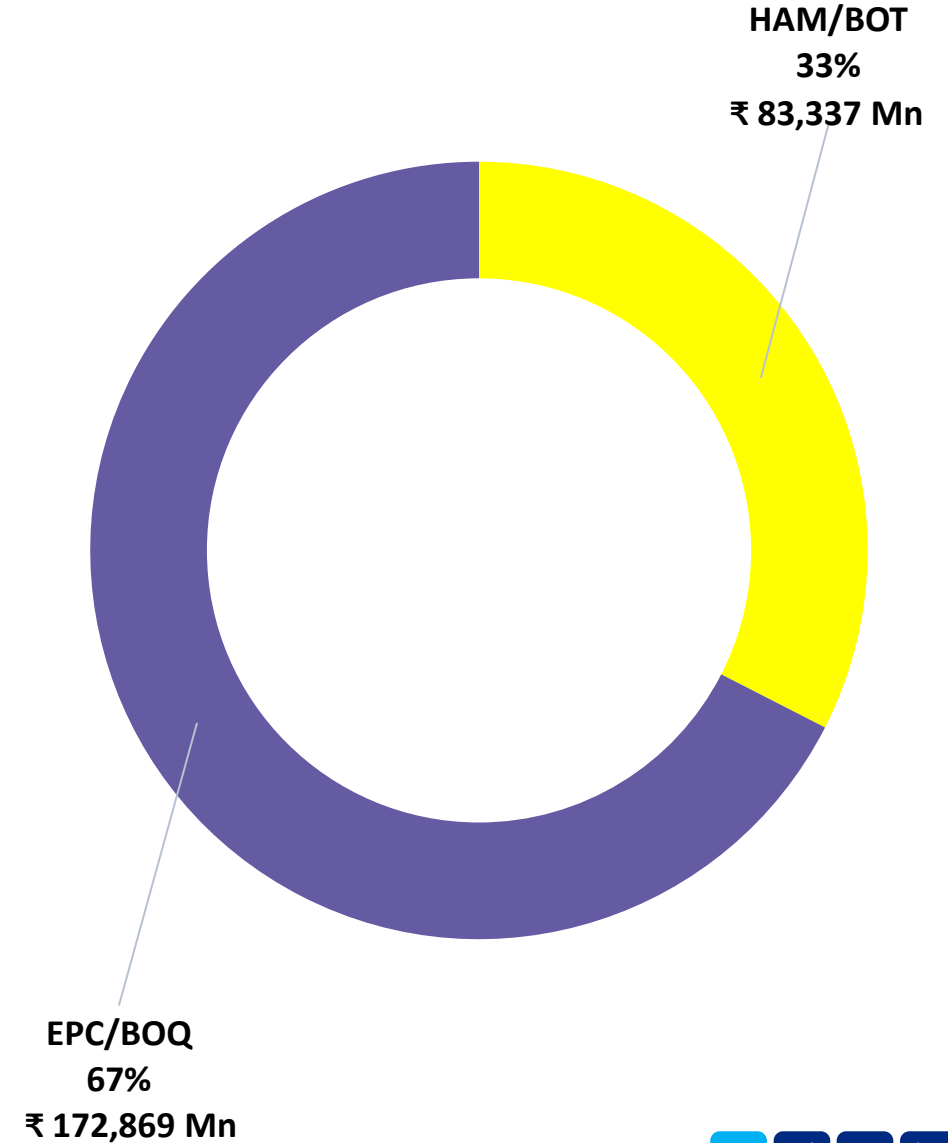
64% of the order book from the Central Government

36% of the order book from the state government

Order Book Geography Wise

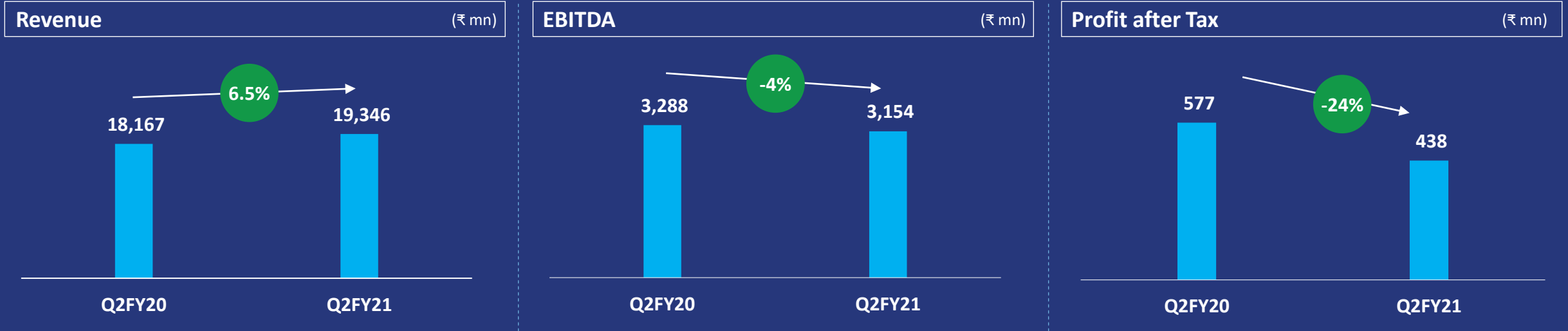


Order Book Contract Type Wise

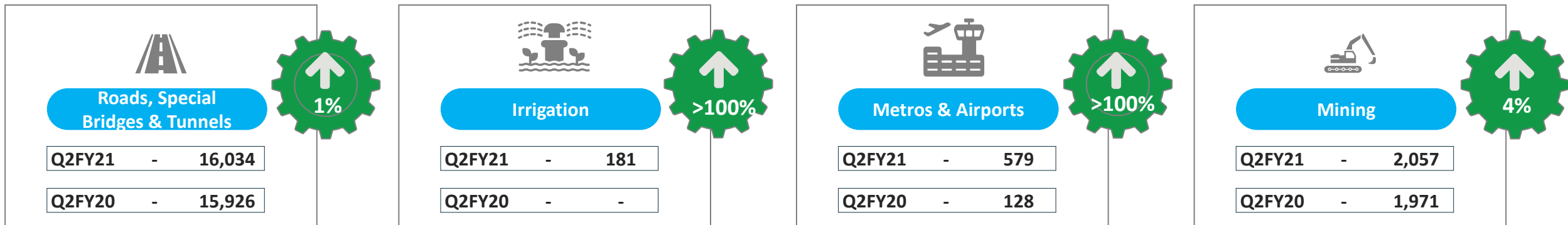


Standalone Financial Highlights

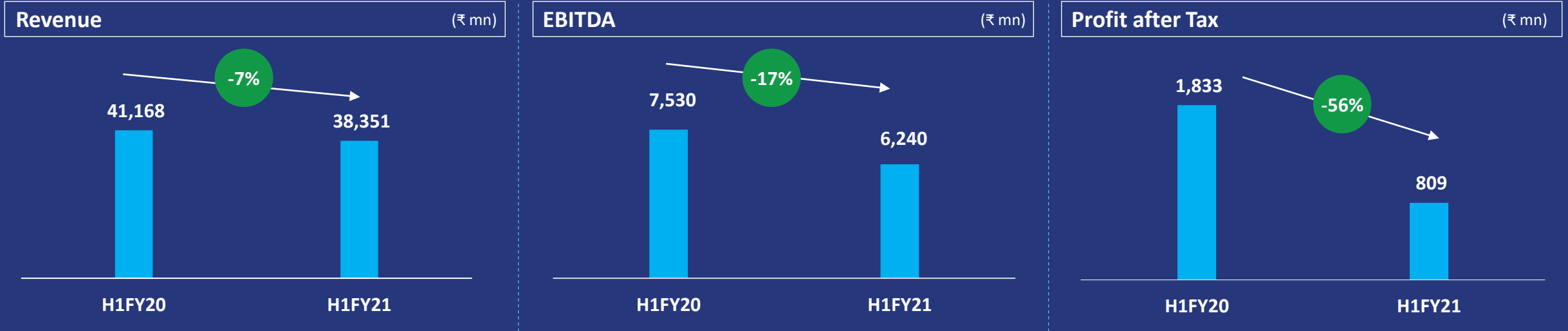
Results Summary – Q2FY21 (Standalone)



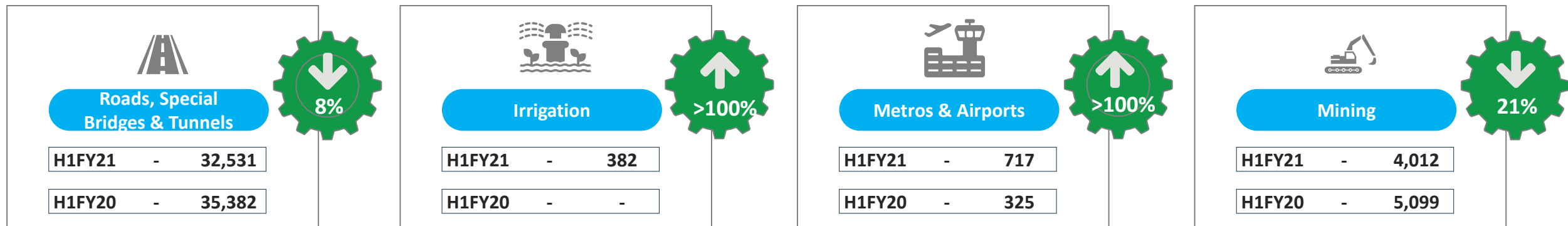
Contract Revenue Breakup



Results Summary – H1FY21 (Standalone)



Contract Revenue Breakup



Result Update – Standalone

(₹ mn)

Particulars	Q2FY21	Q1FY21	Q2FY20	Y-o-Y (%)	H1FY21	H1FY20	Y-o-Y (%)
Revenue	19,346	19,005	18,167	6.49%	38,351	41,168	-6.84%
Operating expenses	16,192	15,919	14,879	8.83%	32,111	33,638	-4.54%
EBITDA	3,154	3,086	3,288	-4.07%	6,240	7,530	-17.12%
EBITDA Margin (%)	16.30%	16.24%	18.10%		16.27%	18.29%	
Other income	94	85	74	27.23%	179	137	30.94%
Depreciation	1,044	1,066	1,056	-1.12%	2,110	2,103	0.35%
Interest	1,402	1,511	1,535	-8.65%	2,912	3,122	-6.72%
PB exceptional items and Tax	708	510	697	1.55%	1,218	2,304	-47.16%
Exceptional items	-	-	-	-	-	-	-
PBT	708	510	697	1.55%	1,218	2,304	-47.16%
Tax Expense	235	172	121	95.34%	408	475	-14.11%
Other comprehensive income	(35)	34	0.4		(1)	4	
PAT	438	371	577	-24.13%	809	1,833	-55.88%
PATM (%)	2.26%	1.95%	3.18%		2.11%	4.45%	
EPS (INR)	3.46	2.46	4.22	-24.13%	5.92	13.37	-55.88%

Standalone Profit & Loss – Q2FY21

 (₹ mn)

Particulars	Standalone		Highlights
	Q2FY21	Q2FY20	
Revenue from Operations	19,252	18,093	○ Revenue increased by 6.5% on Y-o-Y basis
Other income	94	74	
Total Income	19,346	18,167	○ PAT decreased by 24% 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	14,899	14,334	
Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	184	(356)	
Employee benefits expense	481	494	
Finance costs	1,402	1,535	
Depreciation and amortization expense	1,044	1,056	
Other expenses	627	406	
Total expenses	18,638	17,470	
Profit/(loss)before exceptional items and tax	708	697	
Exceptional items	-	-	
Profit Before Tax	708	697	
Tax expenses	235	121	
Other Comprehensive income	(35)	0.4	
Net Profit (net of other comprehensive income)	438	577	

Standalone Profit & Loss – H1FY21

(₹ mn)

Particulars	Standalone		Highlights
	H1FY21	H1FY20	
Revenue from Operations	38,172	41,031	<ul style="list-style-type: none"> Revenue decreased by 7% on Y-o-Y basis due to limited availability of workforce and disrupted supply chain on account of lockdown imposed
Other income	179	137	
Total Income	38,351	41,168	<ul style="list-style-type: none"> PAT decreased by 56% 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	29,844	31,551	
Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	308	411	
Employee benefits expense	969	928	
Finance costs	2,912	3,122	
Depreciation and amortization expense	2,110	2,103	
Other expenses	990	748	
Total expenses	37,133	38,864	
Profit/(loss)before exceptional items and tax	1,218	2,304	
Exceptional items	-	-	
Profit Before Tax	1,218	2,304	
Tax expenses	408	475	
Other Comprehensive income	(1)	4	
Net Profit (net of other comprehensive income)	809	1,833	

Standalone Balance Sheet

 (₹ mn)

Particulars	Sep'20	June'20	Sep'19
ASSETS			
Non-current assets			
(a) Property, plant and equipment	19,201	19,909	20,553
(b) Capital work in progress	1	7	1
(c) Other Intangible Assets	228	247	304
(d) Financial assets			
(i) Investments	10,986	11,445	9,121
(ii) Other	3,471	3,113	2,644
(e) Deferred tax assets (net)	435	295	90
(f) Other non-current asset	5,048	5,284	6,227
Total Non-current assets	39,370	40,300	38,940
Current assets			
(a) Inventories	27,117	26,245	26,305
(b) Financial assets			
(i) Trade receivables	14,001	16,266	12,902
(ii) Cash and cash equivalent	2,989	2,841	3,032
(iii) Loans	7,255	6,395	8,178
(iv) Others financial assets	5,592	4,352	4,812
(c) Current tax asset (net)	1,670	1,619	1,134
(d) Other current assets	12,312	12,852	15,050
Total Current Assets	70,936	70,570	71,413
Non-current assets held for sale	2,838	1,456	2,886
TOTAL ASSETS	1,13,144	1,12,326	1,13,239

Particulars	Sep'20	June'20	Sep'19
EQUITY AND LIABILITIES			
Equity			
(a) Equity share capital	1,368	1,368	1,368
(b) Other equity	35,501	35,063	32,258
Total Equity	36,869	36,431	33,626
Liabilities			
Non-current liabilities			
(a) Financial liabilities			
(i) Borrowings	8,503	10,077	9,456
(ii) Other Financial liabilities	-	-	568
(b) Provisions	1,117	1,020	878
(c) Other non-current liabilities	7,206	8,684	11,327
Total Non current liabilities	16,826	19,781	22,229
Current liabilities			
(a) Financial liabilities			
(i) Borrowings	20,494	19,264	20,187
(ii) Trade payable	16,922	15,617	13,928
(iii) Other financial liabilities	9,289	8,870	7,655
(b) Other current liabilities	9,739	10,754	12,594
(c) Provisions	167	153	134
Total Current liabilities	56,611	54,658	54,498
Liabilities in respect of non current assets classified as held for sale	2,838	1,456	2,886
Total Liabilities	76,275	75,895	79,613
TOTAL EQUITY AND LIABILITIES	1,13,144	1,12,326	1,13,239

Standalone Cash flow– Q2FY21

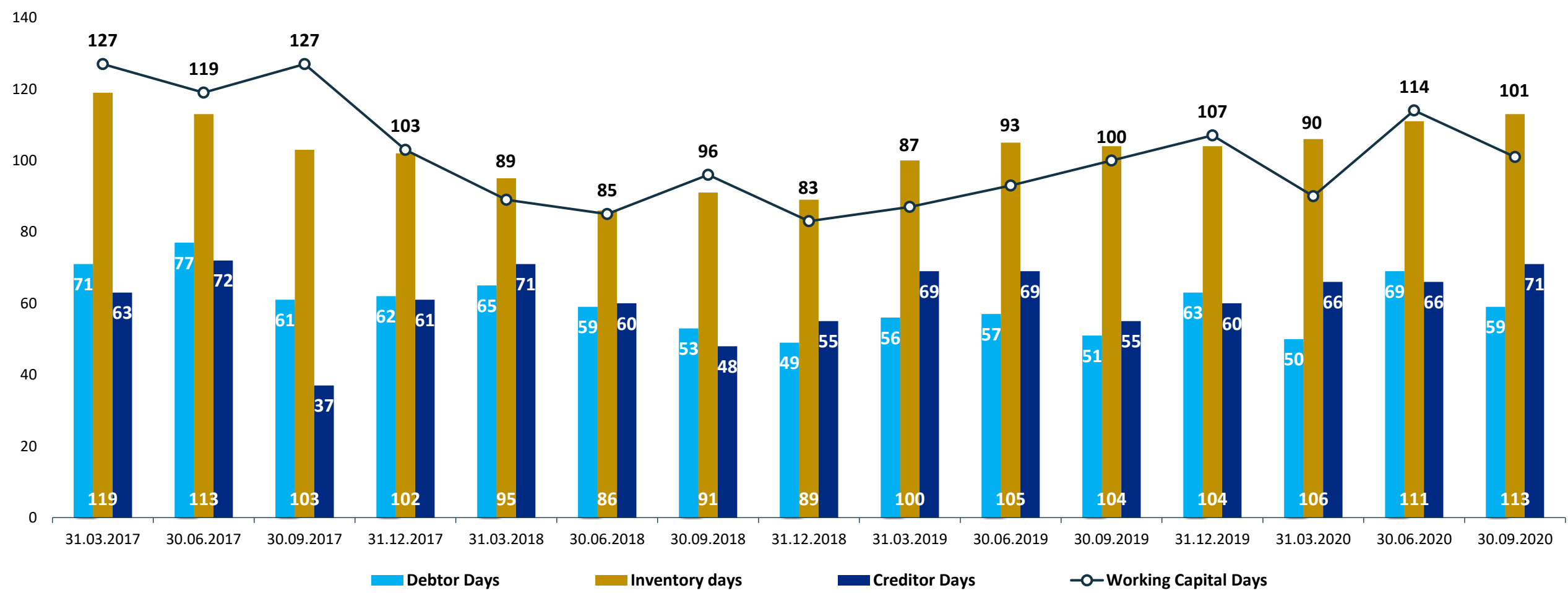
 (₹ mn)

Particulars	Q1FY21	Q2FY21	H1FY21
CASH FLOW FROM OPERATING ACTIVITIES			
Net profit before tax as per Statement of Profit and Loss	509	709	1,218
Adjustments for:			
Depreciation	1,066	1,044	2,110
Interest Income	(84)	(95)	(179)
(Profit)/Loss on sale of fixed assets	-	17	17
Interest expense	1,511	1,401	2,912
Provision for Doubtful Debts	-	50	50
Remeasurements gains /(losses) on post-employment benefits	52	(53)	(1)
Operating Profit Before Working Capital Changes	3,053	3,074	6,127
Working Capital Changes			
(Increase)/Decrease in Current and Non- Current Assets	(1,085)	(563)	(1648)
Increase/(Decrease) in Current and Non Current Liabilities	(3,741)	371	(3,370)
Increase/(Decrease) in Provisions	59	112	171
Cash generated from operations	(1,713)	2,993	1,280
Income tax paid	(288)	(183)	(471)
NET CASH GENERATED FROM OPERATING ACTIVITIES (TOTAL A)	(2,001)	2,810	809

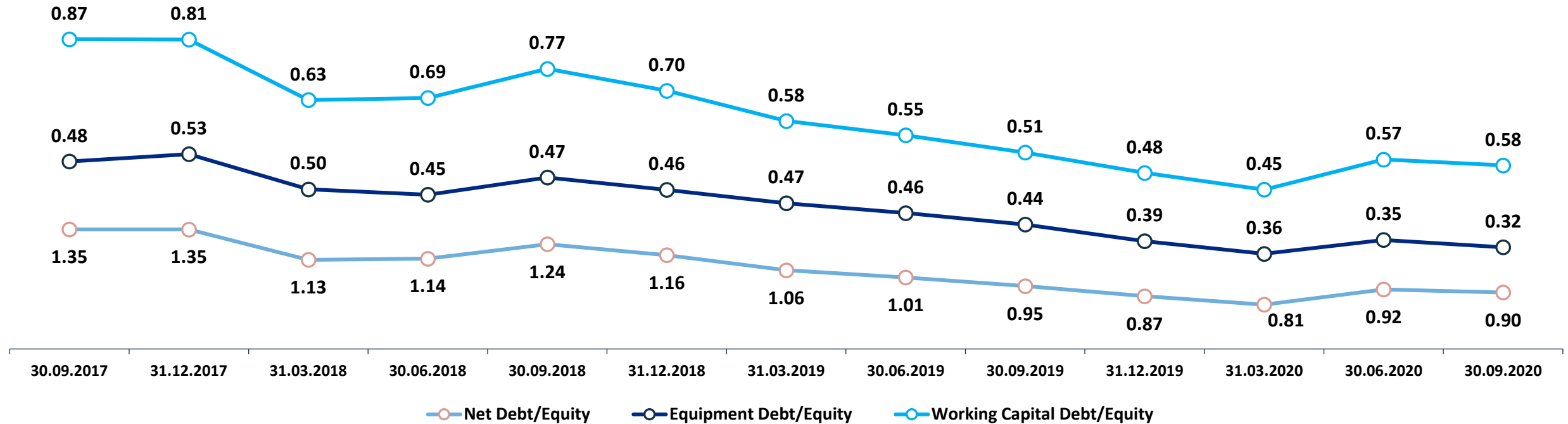
Particulars	Q1FY21	Q2FY21	H1FY21
CASH FLOW FROM INVESTMENT ACTIVITIES			
Purchase of Fixed Assets	(947)	(478)	(1425)
Sale of Fixed Assets	1	144	145
Expenditure on Capital work in progress	36	6	42
Purchase of Investments	(1)	(1,142)	(1,143)
Sale of Investments	95	219	314
Interest Received	84	95	179
NET CASH USED IN INVESTING ACTIVITIES (TOTAL B)	(731)	(1,157)	(1,888)
CASH FLOW FROM FINANCING ACTIVITIES			
(Repayment) / Proceeds of / from Long Term Borrowings (net)	2,349	(1,573)	776
(Repayment) / Proceeds of / from Short Term Borrowings (net)	(358)	1,229	871
Repayment) / Proceeds of / from Current Maturities of Long Term Borrowings (net)	1,874	241	2,115
Interest paid	(1,511)	(1,401)	(2912)
Dividend Paid	-	-	-
NET CASH USED IN FINANCING ACTIVITIES (TOTAL C)	2,355	(1,505)	850
NET INCREASE/(DECREASE) OF CASH & CASH EQUIVALENTS (A+B+C)	(378)	148	(230)

Net Working Capital Days – Quarterly

(₹ mn)



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	30.09.2020
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	33,335
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	36,869



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 September 2020 is Rs. 3,116 Mn

Effective tax rate for H1FY 21 is 33%

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 – Q2/H1FY21

 (₹ mn)

Particulars	Q2FY21	Q1FY21	Q2FY20	Y-o-Y (%)	H1FY21	H1FY20	Y-o-Y (%)
Revenue from Operations	21,867	20,999	19,944	9.64%	42,866	44,308	-3.26%
Other income	111	104	31	>100%	215	169	26.99%
Total Income	21,977	21,104	19,975	10.03%	43,081	44,478	-3.14%
Expenses							
Cost of materials consumed	16,013	15,329	14,830	7.97%	31,342	32,522	-3.63%
Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	183	121	(296)	>100%	304	411	-26.01%
Employee benefits expense	500	498	503	-0.67%	998	944	5.73%
Finance costs	2,930	3,040	2,789	5.08%	5,970	5,549	7.59%
Depreciation and amortization expense	1,132	1,196	1,177	-3.79%	2,328	2,343	-0.63%
Other expenses	647	441	534	21.15%	1,087	986	10.21%
Total expenses	21,405	20,624	19,537	9.56%	42,029	42,755	-1.70%
Profit/(loss)before exceptional items and tax	573	479	438	30.67%	1,052	1,722	-38.93%
Exceptional items	(25)	258	-		233	-	
Profit Before Tax	548	737	438	25.04%	1,285	1,722	-25.39%
Tax expenses	376	232	180	>100%	608	462	31.89%
Share of Profit / (Loss) of associates	2	3	1		5	2	
Other Comprehensive income	(35)	34	-		(1)	4	
Net Profit (net of other comprehensive income)	139	541	259	-46.30%	680	1,267	-46.30%

Divestment

Commitment to Achievement – Shrem Deal



14 Completed Projects

13 SPVs Stake Transfer concluded

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

Monetisation of Road Assets – Shrem

S. No.	Particulars	Total	Till FY 19-20 Actual	H1 20-21 Actual	Q3 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	170	583	
	Total (A)	10,190	9,032	170	988	-
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	36	31	1,077**
	Total (B)	5,830	4,686	36	31	1,077
	Grand Total (A+B)	16,020	13,718	206	1,019	1,077
	Cumulative		13,718	13,924	14,943	16,020

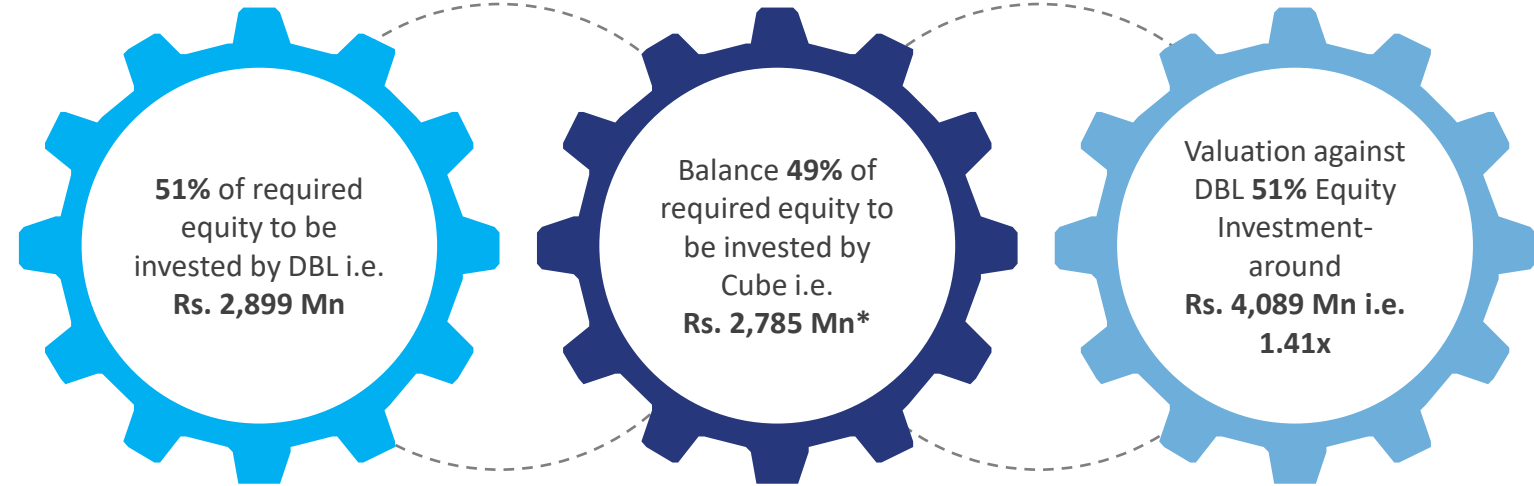
* Upfront 26% Equity is repayable by Shrem to DBL on COD and transfer of 49% stake of respective project

** 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

(₹ mn)

Particulars	Requirement	FY 18-19 Actual	FY 19-20 Actual	H1 FY 20-21 Actual	H2 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	1,627	2,331	1,199	-	-
Investment for 5 New HAM projects #	4,841	-	-	-	361	2,421	2,060	-
Total	20,837	3,893	6,945	1,627	2,692	3,620	2,060	-
Less :- Prospective Dis-investment to Cube *	(7,010)	-	-	-	-	(4,610)	-	(2,400)
Net Investment	13,827	3,893	6,945	1,627	2,692	(991)	2,060	(2,400)

Subject to Financial Closure

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

Projects Completed in H1FY21



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 31.10.2020
				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	65.22
2	DBL Byrapura Challakere Highways Pvt. Ltd.	5th PM, 90% Progress	31.12.2018	30.12.2020	730	21.08.2020	599	131	93.00
3	DBL Chandikhole Bhadrak Highways Pvt. Ltd.	2nd PM, 30% Progress	16.12.2018	09.04.2020	480	04.01.2020	384	96	47.52
4	DBL Rewa Sidhi Highways Pvt. Ltd.	3rd PM, 50% Progress	14.12.2018	22.04.2021	860	21.06.2020	555	305	64.17
5	DBL Mangloor Highways Pvt. Ltd.	3rd PM, 50% Progress	12.04.2019	13.09.2020	520	09.07.2020	454	66	71.44
6	DBL Borgaon Watambare Highways Pvt. Ltd.	3rd PM, 50% Progress	22.04.2019	28.09.2020	525	12.03.2020	325	200	74.62
7	DBL Bangalore Nidagatta Highways Pvt. Ltd.	3rd PM, 50% Progress	14.05.2019	18.01.2021	615	20.06.2020	403	212	60.18
8	DBL Sangli Borgaon Highways Pvt. Ltd.	2nd PM, 30% Progress	23.05.2019	24.07.2020	428	20.06.2020	394	34	41.73
9	DBL Mangalwedha Solapur Highways Pvt. Ltd.	3rd PM, 50% Progress	23.05.2019	17.09.2020	483	17.08.2020	452	31	58.69
10	DBL Gorhar Khairatunda Highways Pvt. Ltd.	3rd PM, 50% Progress	19.07.2019	16.10.2020	455	21.08.2020	399	56	58.48
11	DBL Bellary Byrapura Highways Pvt. Ltd	2nd PM, 30% Progress	24.10.2019	24.09.2020	332	16.03.2020	144	188	42.87
12	DBL Nidagatta Mysore Highways Pvt.Ltd	2nd PM, 30% Progress	10.12.2019	14.03.2021	460	17.08.2020	251	209	35.77

Key Outstanding Road EPC Projects



Project name	Type	Contract Value	Outstanding Order Book as on 30.09.2020	Length (Kms)	LOA Date	Date of Start	Schedule Date of Completion with EOT
Seoni-MP/MH Border	Road	6,519	1,013	29.29	Jan-18	Aug-18	Jun-21
Karodi to Telwadi	Road	5,045	490	55.61	Jan-18	Oct-18	April-21
Chichra to Kharagpur	Road	6,131	71	55.52	Sep-16	Mar-17	Dec-20
Karnataka Goa Border	Road	3,393	902	52.30	Feb-18	Nov-18	Aug-21
Dagmagpur-Lalganj (Package 2)	Road	6,875	2,390	47.70	Mar-18	Dec-18	Sep-21
Lalganj-Hanumana (Package 3)	Road	6,045	2,434	43.40	Mar-18	Feb-19	Oct-21
Nagpur Mumbai Super Communication Expressway (Package 12)	Road	16,980	10,227	45.65	Aug-18	Jan-19	July-21
Davanagere – Haveri (Package 2)	Road	3,219	141	40.37	Jan-18	Jan-18	Nov-20
Davanagere – Haveri (Package 1B)	Road	1,404	241	6.85	Feb-18	Feb-18	Nov-20
Varanasi to Dagmagpur (Package 1)	Road	5,987	4,285	34.00	Feb-18	Aug-19	May-22
Saoner-Dhapewada-Kalmeshwar-GondKhairi	Road	4,286	2,051	28.88	Mar-19	Aug-19	Aug-21
Bundelkhand Expressway Project, Package-VI	Road	13,621	11,493	45.28	Nov-19	Jan-20	Jan-23
Gorakhpur Link Expressway Project, Package-II	Road	12,500	11,932	43.04	Nov-19	June-20	Dec-23

Airport ,Mining and Irrigation Projects



Airport

Project name	Type	Contract Value	Outstanding Order Book as on 30.09.2020	LOA Date	Date of Start	Schedule date of Completion
Construction of New Greenfield Airport at Hirasar, Rajkot	Airport	5,701	5,273	Feb-20	Feb-20	Aug-22

Mining

Project name	Type	Contract Value	Outstanding Order Book as on 30.09.2020	LOA Date	Date of Start	Schedule date of Completion
Jayant OCP of NCL	Mining	7,175	2,814	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	7,906	Dec-18	Jan-19	Jan-24
Overburden Removal – Nigahi OCP of NCL	Mining	17,989	14,843	Dec-19	Jan-20	Mar-24

Irrigation

Project name	Type	Contract Value	Outstanding Order Book as on 30.09.2020	LOA Date	Date of Start	Schedule date of Completion
Navnera Barrage	Irrigation	5,366	4,404	Oct-18	Oct-18	Oct-22
Construction of Kharkai Dam at Icha	Irrigation	8,664	8,594	Aug-19	Aug-19	Aug-22
Bhadbhut Barrage	Irrigation	37,212	37,212	July-20	Oct-20	Oct-24

Special Bridges, Tunnel and Metro Projects



Special Bridge

Project name	Type	Contract Value	Outstanding Order Book as on 30.09.2020	LOA Date	Date of Start	Schedule date of Completion
Zuari Bridge -(Package II)	Special Bridge	5,454	1,484	Feb-16	April-16	Sep-21
Zuari Bridge -(Package I)	Special Bridge	4,401	1,347	April-16	June-16	June-21
Zuari Bridge -(Package III)	Special Bridge	4,176	322	April-16	June-16	Jan-21
Extra-dosed bridge across Sharavathi backwaters	Special Bridge	3,215	2,539	Jul-19	Dec-19	Dec-22
Sahibganj Bypass including Ganga Bridge and Manihari Bypass	Special Bridge	16,965	16,965	Jul-20	Nov-20	Oct-24

Metro

Project name	Type	Contract Value	Outstanding Order Book as on 30.09.2020	LOA Date	Date of Start	Schedule date of Completion
Bhopal Metro	Metro	2,206	1,780	Oct-18	Nov-18	May-21
Indore Metro	Metro	2,044	1,947	Oct-18	Dec-18	May-21

Tunnel

Project name	Type	Contract Value	Outstanding Order Book as on 30.09.2020	LOA Date	Date of Start	Schedule date of Completion
Rishikesh to Karanprayag (Package 9)	Tunnel	11,919	11,919	Auh-20	Sep-20	Nov-24

Company Overview



Pan India presence
19 states



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



Largest owner of
Construction equipment's
13,030



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



Largest employer in
construction industry
35,867 employees



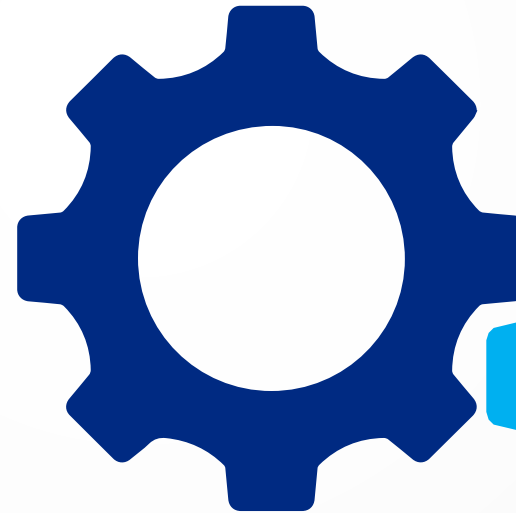
Best project executors
**~90% projects
before time**



Early completion bonus
2012 to 2020
₹ 5,764 mn



Revenue growth 5 years
CAGR of 28%



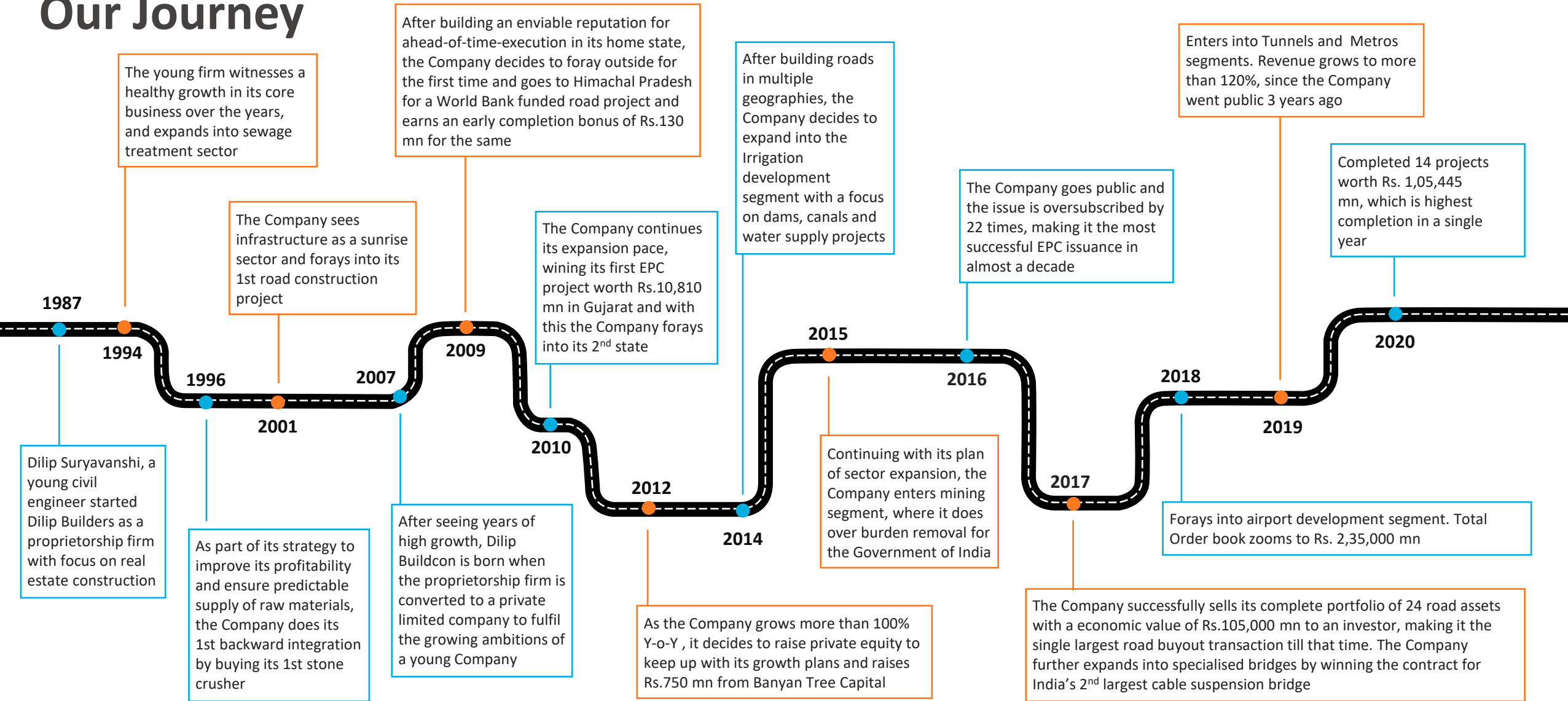
Overview



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Our Journey





Pan India Project Execution Capability

State	Completed	Ongoing Gross	Ongoing Net
Andhra Pradesh	29,045	13,750	3,939
Chhattisgarh	7,038	8,127	5,319
Goa	1,254	15,281	3,154
Gujarat	9,589	49,055	48,628
Haryana	4,637	-	-
Himachal Pradesh	1,187	-	-
Jharkhand	10,071	37,532	33,498
Karnataka	9,711	65,021	32,700
Maharashtra	47,054	47,664	20,539
Madhya Pradesh	1,09,541	41,986	24,328
Odisha	-	18,435	12,564
Punjab	12,555	-	-
Rajasthan	9,433	5,366	4,404
Telangana	15,556	13,738	9,340
Tamilnadu	2,520	-	-
Uttar Pradesh	31,154	45,028	32,535
West Bengal	-	6,131	71
Uttarakhand	-	11,919	11,919
Bihar	-	13,267	13,267
Total	3,00,341	3,92,300	2,56,206



Octagonal Poles



Pipe Rolling



Metal Beam Crash Barrier



Road Marking Paint



Bus Shelter



Sign Boards



Scaffolding



Bearing & Expansion Joint



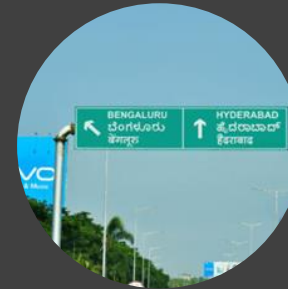
Reinforced Earth Walls



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)

Awards, Accreditation & Accolades



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



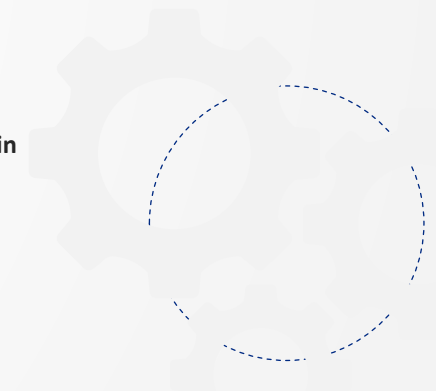
Most Valued Customer by HPCL in 2016



Largest Fleet Owner of Pneumatic Drills in India by Atlas Copco



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





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



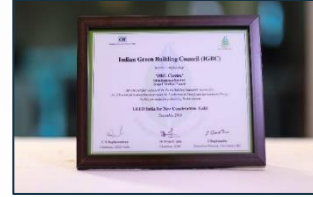
Over 200 Great Alliances by Metso Minerals



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

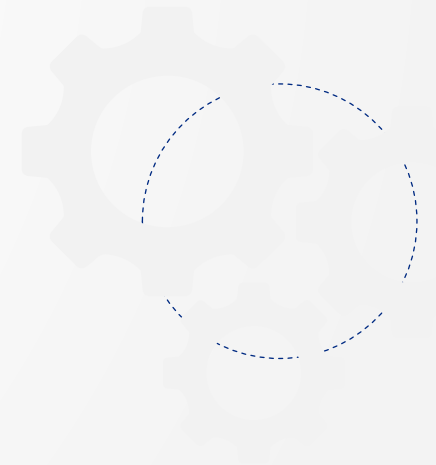


Road Contractor of the Year by Construction Week in 2016



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

Dilip Buildcon Limited

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📠 0755 - 4029998

✉ db@dilipbuildcon.co.in

■ L45201MP2006PLC018689

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Ronak Saraf

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