

Date: - 17.05.2017

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

Please find attached herewith Investor Presentation for the Quarter and year ended March 31, 2017. Kindly take the same on your record.

With regards

Sincerely Yours,

For Dilip Buildcon Limited

Abhishel Shrivastava Company Secretary





Regd. Office:

Plot No. 5, Inside Govind Narayan Singh Gate, Chuna Bhatti, Kolar Road, Bhopal - 462 016 (M.P.)

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Safe Harbour Q4FY17

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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Financial Highlights

Way Forward

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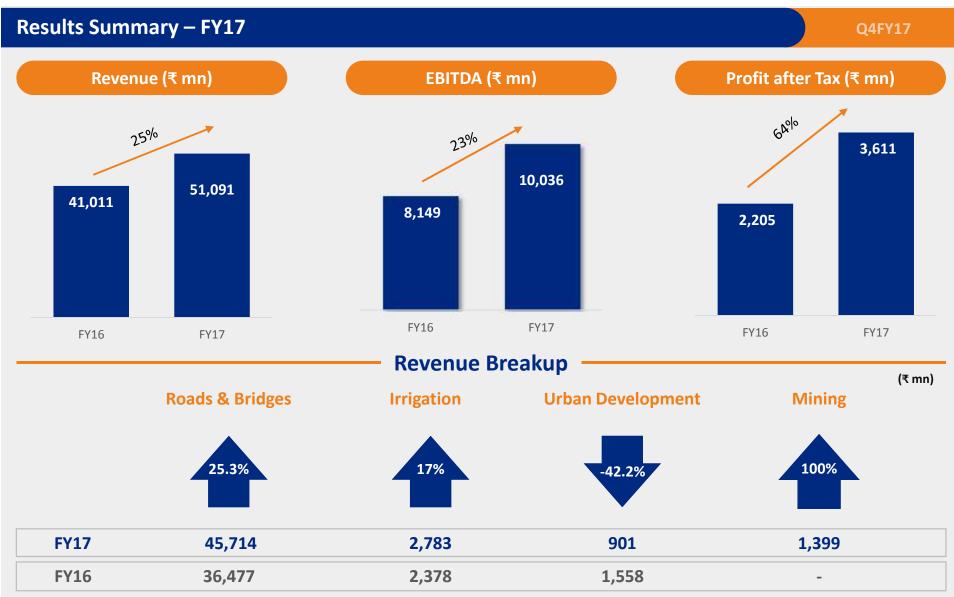


Financial Highlights

Way Forward

Appendix









Key Highlights for the year

Results Summary

- Recommended dividend @ 10% i.e. Rs. 1.00 per equity share of Rs. 10/-each for the financial year ended March 31, 2017.
- During 3rd quarter of FY 2017 India Rating & Research has upgraded our rating from IND A- to IND A, Recently **CRISIL** has further upgraded our rating and has assigned A+/stable rating for our long term bank facilities and A1 rating for our short term bank facilities.
- Completed 10 projects before time translating into early completion bonus of 106 crores.
- We have signed an MOU with Shrem Infraventure Private Limited (the Investor) who will invest 49% of the Equity Share Capital in the SPV has been incorporated for the Tuljapur Ausa Road Project and that the company will hold the remaining 51% stake in the SPV. On completion of two years from the Commercial Operation date of the project, the investor will repay the equity amount invested by the DBL i.e.51%.





Financial Highlights

Way Forward

Appendix



Result Update

Results Summary

Q4FY17

(₹ mn)

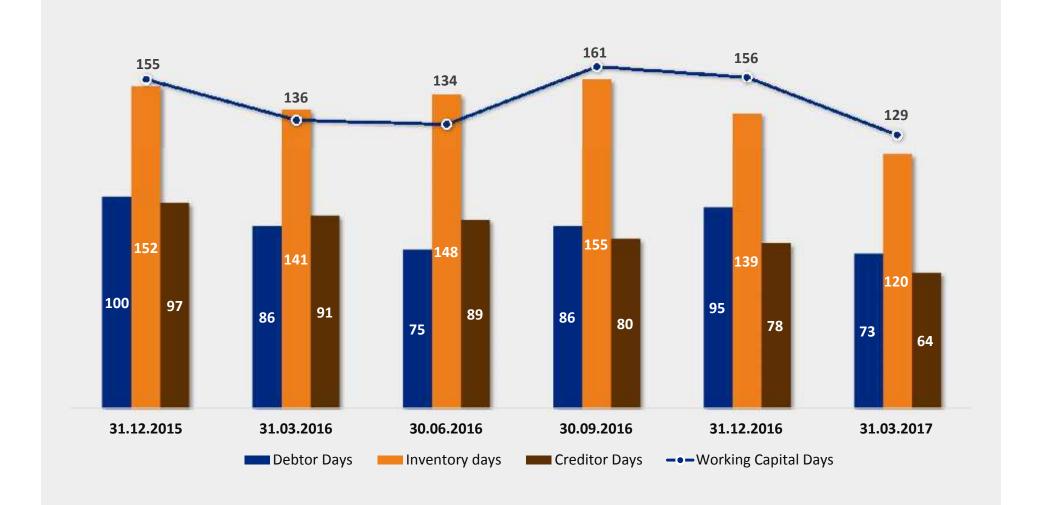
Particulars	Q4FY17	Q3FY17	Q4FY16	YoY (%)	FY17	FY16	YoY (%)
Revenue	17,535	13,918	13,669	28.28%	51,091	41,011	24.58%
Total expenses	13,955	11,115	11,338	23.08%	41,054	32,861	24.93%
EBITDA	3,580	2,802	2,331	53.59%	10,037	8,150	23.15%
EBITDA Margin (%)	20.41%	20.13%	17.05%	19.72%	19.65%	19.87%	
Other income	32	27	130	-75.31%	114	157	-27.27%
Depreciation	618	593	502	23.08%	2,274	1,835	23.93%
Interest	1,057	1,062	1,054	0.34%	4,162	3,814	9.13%
PB exceptional items and Tax	1,904	1,147	775	145.81%	3,601	2,501	43.97%
Exceptional items	-	-	-		-	-	
РВТ	1,958	1,086	607	222.46%	3,609	2,208	63.47%
Tax Expense	(54)	61	168	-131.98%	(9)	293	-102.99%
Other comprehensive income	4	(1)	(7)	-151.33%	2	(3)	-163.74%
PAT	1,961	1,085	600	227.06%	3,611	2,205	63.76%
PATM (%)	11.19%	7.80%	4.39%	154.95%	7.07%	5.38%	31.45%
EPS (INR)	14.34	7.94	5.12	180.08%	27.83	18.83	47.80%







Net Working Capital Days- Quarterly



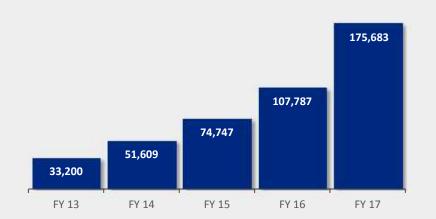




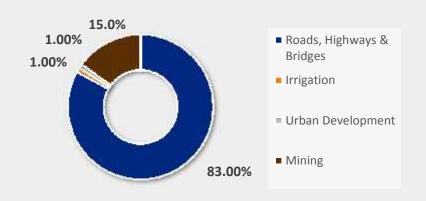
Order Book Q4FY17

Order Book

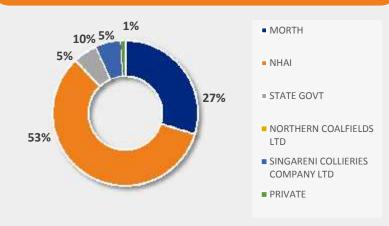
Business Highlights



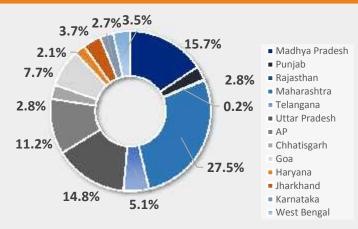
Order Book – By Sector



Order Book – By Client



Order Book - By State







Projects won in Q4

Name of the employer	Name of the Project	of the Project State Type of wo		Cost of work (INR Mn)	Length	LOA Date
NORTHERN COALFIELDS LIMITED	NIGAHI OCP of NCL	MP	Excavation	16,735.77	N.A	20-01-17
NHAI	Tuljapur – Ausa	МН	Hybrid	6,500.00	67.43	17-02-17
NHAI	Mahagaon to Yavatmal	МН	Hybrid	10,279.60	80.20	28-03-17
NHAI	Yavatmal to Wardha	МН	Hybrid	9,266.20	64.93	28-03-17
NHAI	Wardha-Butibori	МН	Hybrid	9,508.60	59.19	28-03-17
NHAI	Nalagampalli to AP/Karnataka Border	АР	Road	5,031.00	47.69	30-03-17
MORTH	Kalamb - Ralegaon - Wadki	МН	Road	2,925.00	50.28	31-03-17
MORTH	Majalgaon to Barshi National Highway	МН	Road	2,880.00	57.52	31-03-17





Projects completed in Q4

Name of the employer	Name of the Project	State	Type of work	Cost of work (INR Mn)	Length	Scheduled Date of Completion	Actual Completion Date	Early Completion Days
MPRDC	Mandla to Pindari	MP	ROAD	1,908.00	106.33	09-04-18	06-03-17	184.00
DBL Hata Dargawaon Tollways Limited	Hata Fatehpur	MP	ANNUITY +BOT ROAD	871.40	64.42	17-08-17	08-02-17	399.00
MPRDC	Jabalpur-Patan- Shahpura	MP	ROAD	900.00	38.84	27-05-17	15-02-17	190.00
MORTH	Adoni to Madhavaram	АР	ROAD	1,640.70	55.15	27-01-17	27-01-17	101.00
MORTH	KERALA BORDER TO KOLLEGALA	Karnataka	ROAD	4,194.00	129.34	29-05-17	17-02-17	0.00
MORTH	Jabalpur- Mandla- Chilpi Section	MP	ROAD	2,010.60	21.85	29-05-17	17-02-17	101.00
MORTH	Shahdol - Anuppur	MP	ROAD	3,402.00	91.80	09-04-18	31-03-17	101.00
DBL Patan Rehli Tollways Limited	Patan-Tendukheda- Rehli	MP	ANNUITY +BOT ROAD	2,250.20	86.60	25-08-17	28-03-17	374.00
MPRDC	Badnagar Sundarabad	MP	ROAD	1,620.00	95.10	09-04-18	06-03-17	150.00



Results Summary Business Highlights



Way Forward

Appendix



Profit & Loss - Quarterly

Q4FY17

(₹ mn)

Particulars		Standalone	Highlights		
Particulars	Q4FY17	Q4FY16	Y-o-Y		
Revenue from Operations	17,502	13,538	29.3%	• 29.3% YOY GROWTH IN TOP LINE	
Other income	32	130	-75.4%	FINANCE COST REDUSED FROM	
Total Income	17,534	13,668	28.3%	7.7 % TO 6.03 % AS PROPORTION TO TOP LINE	
Expenses				TO TOP LINE	
Cost of materials consumed	7,905	5,923	33.5%	PBT INCREASED BY 145 % YOY	
Purchases of Stock-in-Trade	-	-	-	PAT INCREASED BY 227 % YOY	
Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	5,105	4,158	22.8%		
Employee benefits expense	358	450	-20.4%		
Finance costs	1,057	1,054	0.3%		
Depreciation and amortization expense	618	502	23.1%		
Other expenses	588	807	-27.1%		
Total expenses	16,631	12,894	29.0%		
Profit/(loss)before exceptional items and tax	1,904	775	145.7%		
Exceptional items	-	-	-		
Profit Before Tax	1,904	775	145.7%		
Tax expenses	(54)	168	-132.1%		
Net Profit	1,961	600	226.8%		





Balance Sheet - Quarterly

Q4FY17

(₹ mn)

Particulars		Standalone					
Particulars	Q4FY17	Q3FY17	Q4FY16				
ASSETS							
Non-current assets							
Property, plant and equipment	16,785	16,112	14,176				
Investment properties	-	-	-				
Other Intangible assets	40	43	28				
Non-current investments	4,695	4,507	2,898				
Loans (NC)	-	-	-				
Other	1,369	1,429	562				
Other non current Asset	3,703	2,195	2,288				
Total Non current Assets	26,592	24,285	19,952				
Current assets							
Inventories	16,639	16,969	15,803				
Financial assets							
Trade receivables	10,165	11,560	9,119				
Cash and cash equivalent	1,137	1,321	1,059				
Loans (C)	2,121	1,732	886				
Others (to be specified)	1,101	334	227				
Current tax asset (Net)	687	769	400				
Other current assets	8,051	6,517	5,391				
Total Current Assets	39,901	39,202	32,886				
TOTAL ASSETS	66,493	63,487	52,837				

Financial Highlights







Balance Sheet - Quarterly

Q4FY17

(₹ mn)

Particulars		Standalone						
Particulars	Q4FY17	Q3FY17	Q4FY16					
EQUITY AND LIABILITIES								
Equity								
Equity share capital	1,368	1,368	1,171					
Other equity	17,161	15,527	9,450					
Total equity	18,529	16,895	10,621					
Liabilities								
Non-current liabilities								
Financial liabilities								
Borrowings (NC)	6,325	6,431	7,151					
Provisions (NC)	220	181	136					
Deferred tax liabilities	759	937	775					
Other non-current liabilities	3,937	9,317	2,212					
Total Non current liabilities	11,242	16,867	10,274					
Current liabilities								
Financial liabilities								
Borrowings (C)	15,731	15,745	14,910					
Trade payable (C)	8,886	9,486	10,232					
Other current financial liabilities	6,861	4,060	4,443					
Other current liabilities	5,161	351	2,290					
Provisions (c)	84	84	67					
Total current liabilities	36,722	29,726	31,942					
Total liabilities	47,964	46,592	42,216					
TOTAL EQUITY AND IABILITIES	66,493	63,487	52,837					





Working Capital

Q4FY17

(₹ mn)

Particulars		Standalone	
Particulars	Q4FY17	Q3FY17	Q4FY16
Debtors Days	73	95	100
Inventories Days	120	139	152
Total	193	234	252
Less: Creditors Days	64	78	97
Working Capital Days	129	156	155
Inventory			
Stock	14,117	14,038	13,228
WIP	2,522	2,931	1,980
Total	16,639	16,969	15,208





Yearly Standalone Financials (₹ mn)

Q4FY17

Particulars	FY17	FY16
Total income (A) ^(a)	51,091	41,011
% growth	24.58%	55.90%
Cost of construction	23,389	20,166
Changes in inventories	14,540	9,838
Employee benefits expense	1,025	873
Other expenses	2,099	1,983
Total expenses (B)	41,054	32,861
EBITDA (A – B)	10,037	8,150
% margin	19.65%	19.87%
Net profit after tax	3,611	2,205
% margin	7.07%	5.38%
Networth	18,529	10,621
Total debt ^(b)	25,634	25,114
Trade payables	8,886	10,232
Net tangible assets	16,785	14,176
Inventories	16,639	15,803
Trade receivables	10,165	9,119
Cash and bank balances	1,137	1,059

Financial Highlights



Results Summary Business Highlights

Financial Highlights







Business Model Q4FY17

Project Selection and Management



Superior Execution











Differentiated Business Model, focusing on roads and government contracts with equipment ownership, skilled manpower, minimal subcontracting and backward integration







Results Summary Business Highlights Financial Highlights



Appendix



Strategy

Q4FY17

Business Focus

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

Continuing focus on driving operating efficiency

- o On time delivery
- o Further enhance execution efficiency through innovation
- Strengthen IT systems and other internal processes



De-Risk business through diversification

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

Financial Performance

- o Profitability through better project selection, timely execution and strict cost control
- o Deleverage balance sheet to improve returns
- o Focus on cash flow generation













Key differentiators

Q4FY17



Excellent execution track record – completed 47 road projects, on or ahead of schedule One of the largest fleet of construction equipment in India

One of the largest employers in the construction industry in India Robust revenue visibility – order book at 3.46x of FY17 revenues



Annuity focused BOT portfolio

Efficient business model

Strong financial performance - growth, profitability and return metrics

















As of March 2017





Leadership Team

Q4FY17



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 32 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 17 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 17 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.







Mr. Karan Suryavanshi Head - Business Development











Execution Team



Mr. Vaibhav Rawat

CFO



Mr. Atul Joshi GM – Structure



Mr. Kumar Raman Shrivastava
SM – Legal



Mr. Pradeep Harel

AGM – Mechanical



Mr. P. Marimuthu

GM – System Admin & Fuel Monitoring



Mr. Kamalakanta Mahakul GM – HR



Mr. Nitesh Kumar Sharma AGM – Billing & Planning



Mr. Badal Chandra Sardar

DGM – Survey & Design

















Financial Highlights **Results Summary Business Highlights** Way Forward





Awards, accreditation and accolades

Q4FY17















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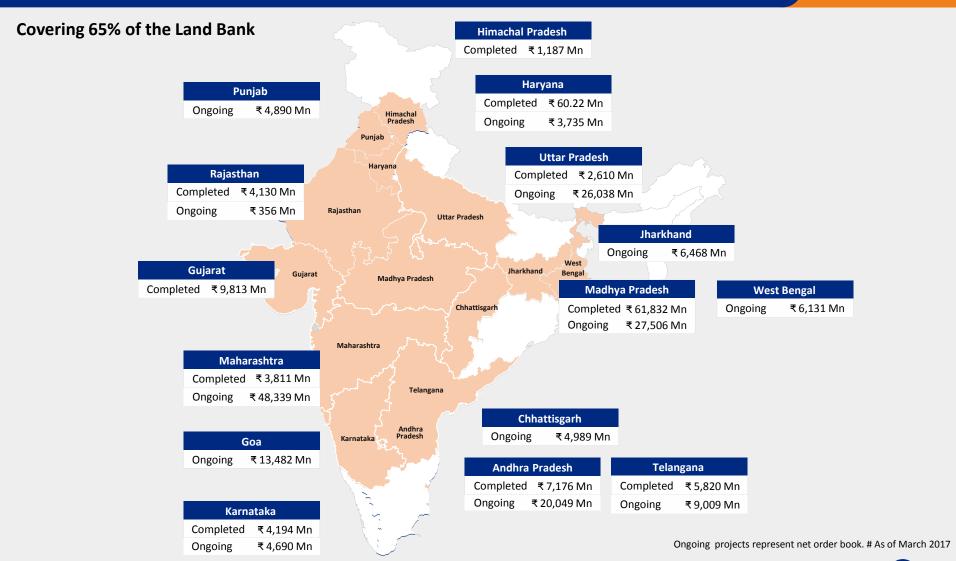








Pan India Project Execution Capability













Key Outstanding EPC Projects

Project name	Туре	Contract Value	Outstanding Order Book	Length (Kms)	LOA Date	Date of Start	Schedule Date of Completion
NIGAHI OCP of NCL	Excavation	16,735.77	16,735.77		20-01-17	24-01-17	23-01-20
Overburden Khairagura OCP, BPA area (Telangana)	Excavation	9,735.50	9,008.96	-	09-09-16	26-11-16	25-11-19
Vijayawada–Machilipatnam	ROAD	7,407.00	6,583.51	64.61	19-01-16	24-11-16	23-11-18
Ghaghra Bridge to Varanasi	ROAD	6,743.40	5,732.82	58.62	31-03-15	15-12-15	11-06-18
Mahulia-Baharagora	ROAD	6,741.00	6,065.79	71.61	11-02-16	12-09-16	30-06-18
CHICHRA TO KHARAGPUR	ROAD	6,130.80	6,130.80	55.52	22-09-16	16-03-17	12-09-19
ZUARI BRIDGE -(PACKAGE II)	BRIDGE	5,454.00	5,273.25	-	15-02-16	11-04-16	11-04-19
Nalagampalli to AP/Karnataka Border	ROAD	5,031.00	5,031.00	47.69	30-03-17	AWAITED	AWAITED
ZUARI BRIDGE -(PACKAGE I)	ROAD	4,401.00	4,250.52	-	18-04-16	08-06-16	05-12-18
ZUARI BRIDGE -(PACKAGE III)	ROAD	4,176.00	3,957.85	-	18-04-16	08-06-16	05-12-18











BOT Project Portfolio

Project name	Туре	State	Awarding Authority	COD	Length (Kms)	Equity (Amt. In Mn)	Annuity (Amt. In Mn)	Total Project Cost (Amt. In Mn)
Suryavanshi Infrastructure Pvt Ltd	Toll	M.P	MPRDC	5-Feb-09	44.0	137	-	290
DBL Betul Sarni Tollways Ltd	Annuity + Toll	M.P	MPRDC	12-May-15	124.0	810	310	3,240
DBL Nadia Modasa Tollways Ltd	Annuity	Gujarat	R&BD GoG	31-Dec-13	108.0	572	349	2,072
DBL Mundi-Sanawad Tollways Ltd, Bhopal (M.P.)	Annuity + Toll	M.P	MPRDC	15-May-13	68.0	375	166	1,405
DBL Jaora-Sailana Tollways Ltd	Annuity	M.P	MPRDC	9-May-14	88.0	410	241	1,360
DBL Silwani -Sultanganj Tollways Ltd, Bhopal (M.P.)	Annuity + Toll	M.P	MPRDC	25-Mar-13	76.0	362	190	1,342
DBL Bankhalfata-Dogawa Tollways Ltd	Annuity	M.P	MPRDC	31-Mar-14	65.0	317	198	1,177
DBL Uchera-Nagod Tollways Ltd	Annuity + Toll	M.P	MPRDC	15-May-14	56.0	358	169	1,158
DBL Sarsarpur -Bandawar Tollways Ltd	Annuity + Toll	M.P	MPRDC	9-Jun-12	43.0	268	94	968
DBL Ashoknagar-Vidisha Tollways Ltd	Annuity + Toll	M.P	MPRDC	26-Jul-14	36.0	227	101	887



Business Highlights Financial Highlights Way Forward **Results Summary**





BOT Project Portfolio

Project name	Туре	State	Awarding Authority	COD	Length (Kms)	Equity	Annuity	Total Project Cost
DBL Sitamau -Suwasara Tollways Ltd, Bhopal	Annuity + Toll	M.P	MPRDC	28-Mar-13	35.0	182	74	652
DBL Tikamgarh Nowgaon Tollways Ltd	Annuity + Toll	M.P	MPRDC	26-May-15	76.0	330	178	1,300
DBL Hata- Dargawon Tollways Ltd	Annuity + Toll	M.P	MPRDC	6-Mar-17	64.4	271	140	1,011
Jalpa Devi Tollways Ltd	Toll	M.P	NHAI	Awaited	93.5	2,200		9,010
DBL Patan-Rehli Tollways Ltd	Annuity + Toll	M.P	MPRDC	31-Mar-17	86.6	668	353	2,618
DBL Mundargi Harapanahalli Tollways Ltd	Hybrid	Karnataka	KRDC	Awaited	51.2	293	355	1,790
DBL Hassan Periyapatna Tollways Ltd	Hybrid	Karnataka	KRDC	Awaited	73.7	362	392	2,546
DBL Hirekerur Ranibennur Tollways Ltd	Hybrid	Karnataka	KRDC	Awaited	55.7	321	526	1,984
DBL Lucknow Sultanpur Highways Ltd	Hybrid	U.P	NHAI	Awaited	127.4	2,846	Annuity linked with PI	20,160
DBL Kalmath- Zarap Highways Ltd	Hybrid	Maharashtra	MORTH	Awaited	43.9	805	Annuity linked with PI	7,808
DBL Tuliapur Ausa Highways Ltd	Hybrid	Maharashtra	NHAI	Awaited	67.4	856	Annuity linked with PI	7850











BOT Project Portfolio and Irrigation

Q4FY17

Project name	Туре	State	Awarding Authority	COD	Length (Kms)	Equity	Annuity	Total Project Cost
DBL MAHAGAON YAVATMAL HIGHWAYS PRIVATE LIMITED	Hybrid	Maharashtra	NHAI	Awaited	64.93	1,156.30	Annuity linked with PI	9,500
DBL YAVATMAL WARDHA HIGHWAYS PRIVATE LIMITED	Hybrid	Maharashtra	NHAI	Awaited	59.19	1,034.60	Annuity linked with PI	8,520
DBL WARDHA BUTIBORI HIGHWAYS PRIVATE LIMITED	Hybrid	Maharashtra	NHAI	Awaited	47.69	1,113.70	Annuity linked with PI	8,930

Irrigation

Project name	Туре	Contract Value	Outstanding Order Book	LOA Date	Date of Start	Schedule date of Completion
Kundalia Major Multipurpose	Irrigation	2 ,700.0	1,416.38	Apr-15	May-15	May-19
Mohanpura Major Multipurpose Project	Irrigation	4 ,158.7	232.00	Mar-14	Mar-14	Mar-18











Urban Development and Mining Projects

Q4FY17

Urban Development

Project name	Туре	Contract Value	Outstanding Order Book	LOA Date	Date of Start	Schedule date of Completion
DISTRICT COURT	Urban Dev	1 ,890.2	1,871.37	Jan-16	Mar-16	Sep-18
896 EWS AND 1080 LIG GRAM BARRAI PHASE-I	Urban Dev	1 ,763.4	1,11.99	Sep-13	Sep-13	June-17
MARDANPUR GROUP WATER SUPPLY	Urban Dev	2 ,304.0	1,24.78	Dec-13	Dec-13	July-17

Mining

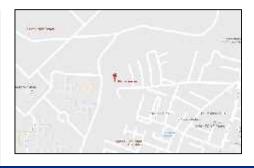
Project name	Туре	Contract Value	Outstanding Order Book	LOA Date	Date of Start	Schedule date of Completion
Overburden Khairagura OCP, BPA area (Telangana)	Mining	9 ,735.5	9,008.96	Sep-16	Nov-16	Nov-19
Nigahi OCP of NCL. (Singrauli, M.P.)	Mining	1 ,045.0	372.45	Jan-16	Feb-16	Jun-19
NIGAHI OCP of NCL	Mining	16,735.77	16,735.77	Jan-17	Jan-17	Jan-20











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