



**DILIP BUILDCON LIMITED**  
INFRASTRUCTURE & BEYOND

**Date: - 15.08.2018**

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

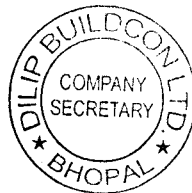
**Sub: -Investor Presentation for the quarter ended June 30, 2018**

Pursuant to regulation 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended from time to time, please find enclose herewith a copy of Investor Presentation for the quarter ended June 30, 2018, which will be uploaded to our website <http://www.dilipbuildcon.com>

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

**For DilipBuildcon Limited**

  
**Abhishek Shrivastava**  
Company Secretary





# 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



## 01

### Financial Highlights

Page : 04



## 02

### Strategy & Business Model

Page : 33



## 03

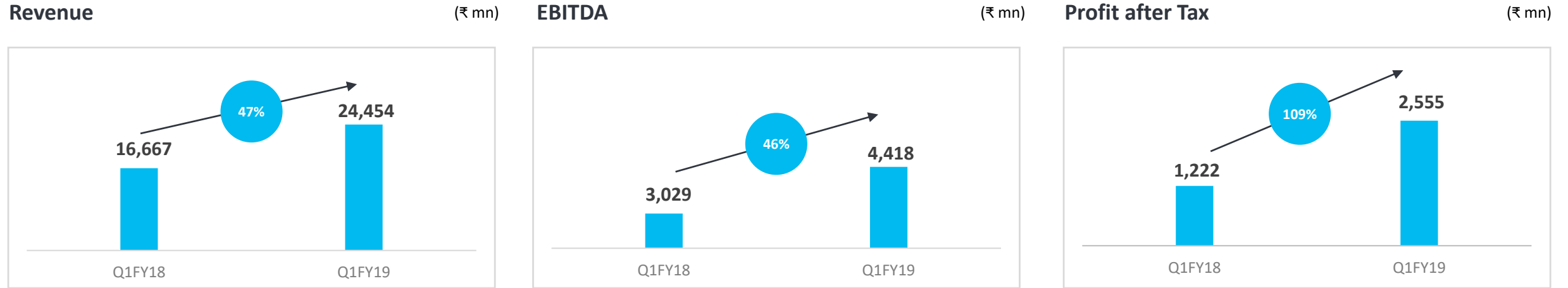
### Company Overview

Page : 39



# Financial Highlights

# Results Summary – Q1FY19



## Contract Revenue Breakup

(₹ mn)

	Roads & Bridge	Irrigation	Urban Development	Mining
Q1FY19	21,961	351	114	2,028
Q1FY18	14,018	711	11	1,927

## Key Highlights for the quarter

- Won Projects Worth Rs. 27,441 Mn (EPC value including GST)
- Completed Guna-Biaora Toll project worth Rs. 7,150 Mn, 261 days prior from the scheduled completion date, entitled for early toll collection in the state of Madhya Pradesh
- Completed Sargaon-Bilaspur EPC project worth Rs. 3,681 Mn, 84 days prior from the scheduled completion date in the state of Chattisgarh
- Completed our first Dam project (Mohanpura Major Multipurpose Dam) worth Rs. 4,159 Mn before time which was inaugurated on 23<sup>rd</sup> June by the Hon'able Prime Minister Shri Narendra Modi
- Completed Financial Closure for 3 HAM projects
- Tie-up with IBM for Digital Transformation - SAP (HANA), Cloud Services and Operational Excellence is now completed and live



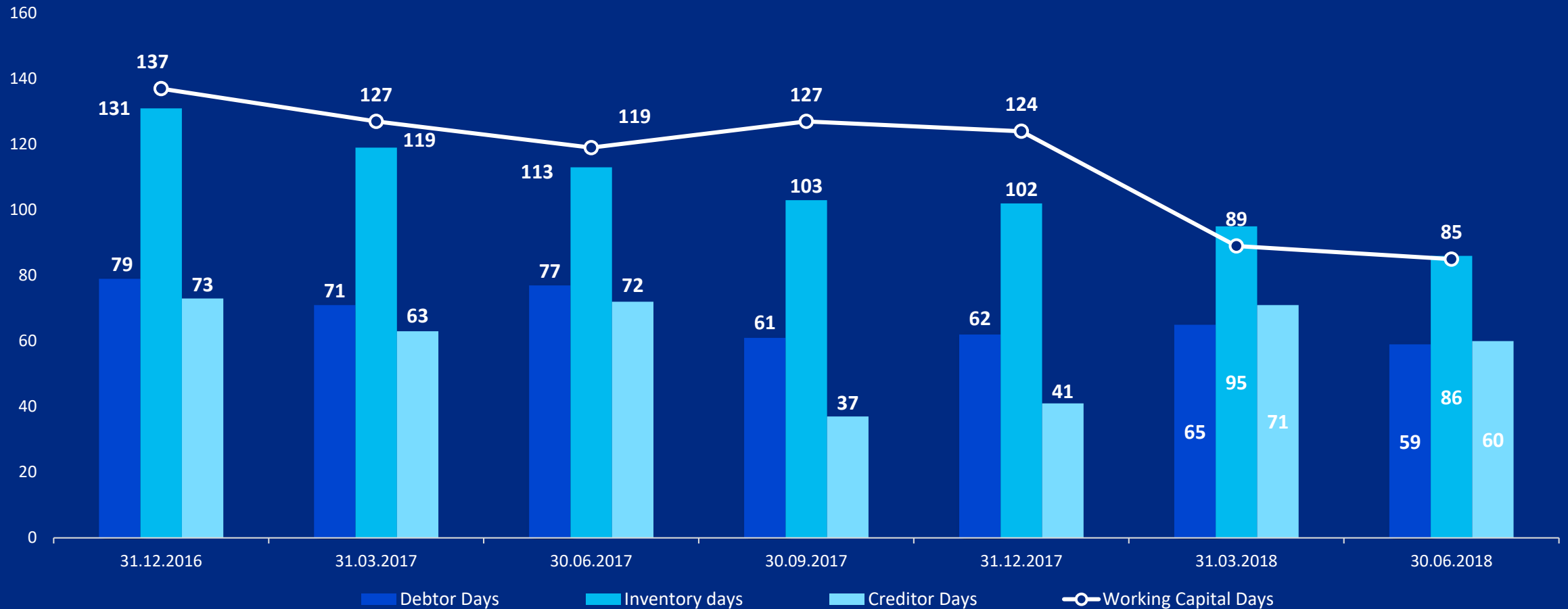
# Result Update - Standalone

(₹ mn)

Particulars	Q1FY19	Q4FY18	Q1FY18	YoY (%)	FY18	FY17	YoY (%)
<b>Revenue</b>	<b>24,454</b>	<b>25,620</b>	<b>16,667</b>	<b>46.72%</b>	<b>77,614</b>	<b>51,091</b>	<b>51.91%</b>
Operating expenses	20,037	20,853	13,638	46.92%	63,431	41,054	54.51%
<b>EBITDA</b>	<b>4,418</b>	<b>4,766</b>	<b>3,029</b>	<b>45.86%</b>	<b>14,183</b>	<b>10,037</b>	<b>41.31%</b>
<b>EBITDA Margin (%)</b>	<b>18.07%</b>	<b>18.60%</b>	<b>18.17%</b>	-	<b>18.27%</b>	<b>19.65%</b>	-
<b>Other income</b>	91	41	27	237.04%	155	114	35.96%
Depreciation	754	725	651	15.82%	2,750	2,274	20.93%
Interest	1,211	1,260	1,106	9.49%	4,644	4,162	11.58%
PB exceptional items and Tax	2,453	2,781	1,272	92.85%	6,789	3,601	88.53%
Exceptional items	-	-152	-	-	-152	-	-
<b>PBT</b>	<b>2,453</b>	<b>2,629</b>	<b>1,272</b>	92.85%	<b>6,637</b>	<b>3,601</b>	<b>84.31%</b>
Tax Expense	(96)	456	45	-	434	(9)	-
Other comprehensive income	6	3	(5)	-	3	2	50.00%
<b>PAT</b>	<b>2,555</b>	<b>2,177</b>	<b>1,222</b>	<b>109.08%</b>	<b>6,206</b>	<b>3,611</b>	<b>71.86%</b>
<b>PATM (%)</b>	<b>10.45%</b>	<b>8.50%</b>	<b>7.33%</b>	-	<b>8.00%</b>	<b>7.07%</b>	-
EPS (INR)	18.64	15.89	8.97	107.80%	46.75	27.83	67.98%



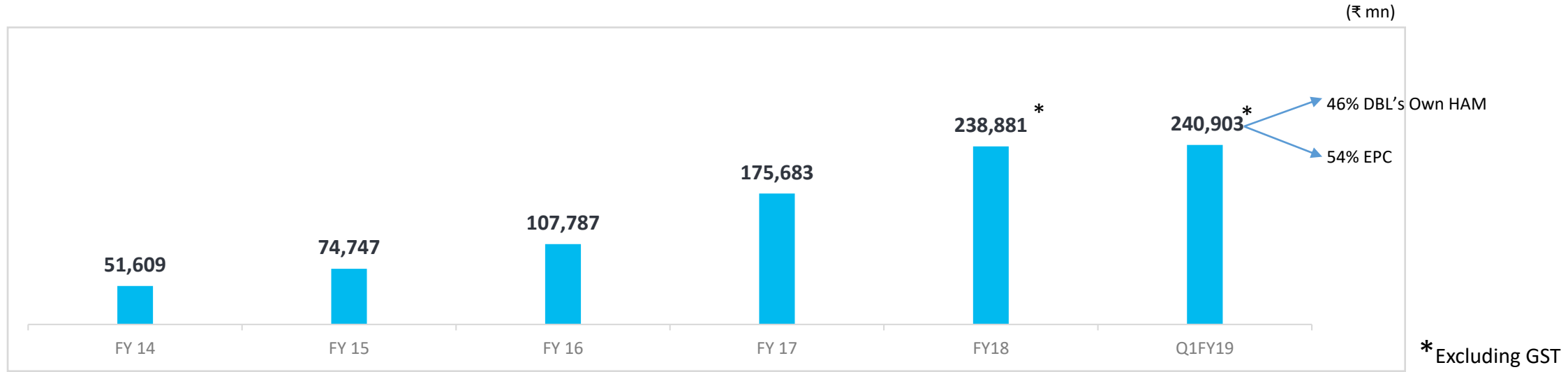
# Net Working Capital Days – Quarterly



Working Capital Days computed based on regrouped numbers from 31.12.2016 to 31.03.2018

# Order Book

## Order Book

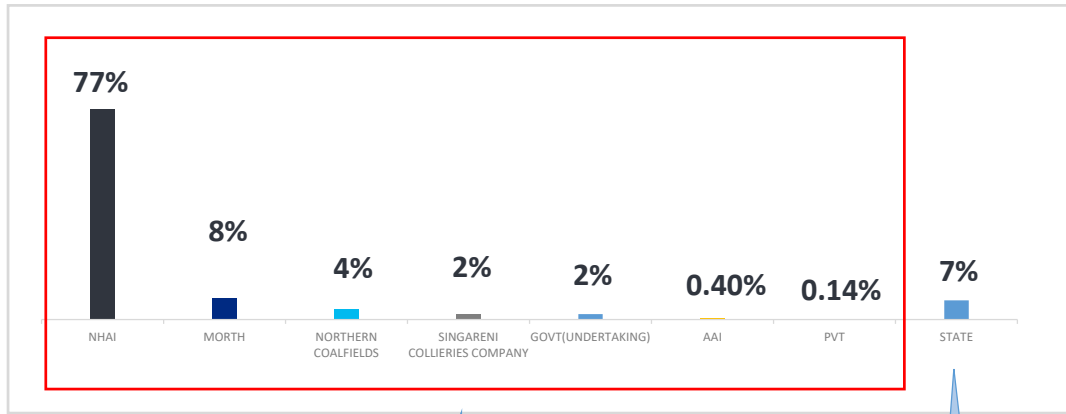


## Order Book – By Sector



# Order Book

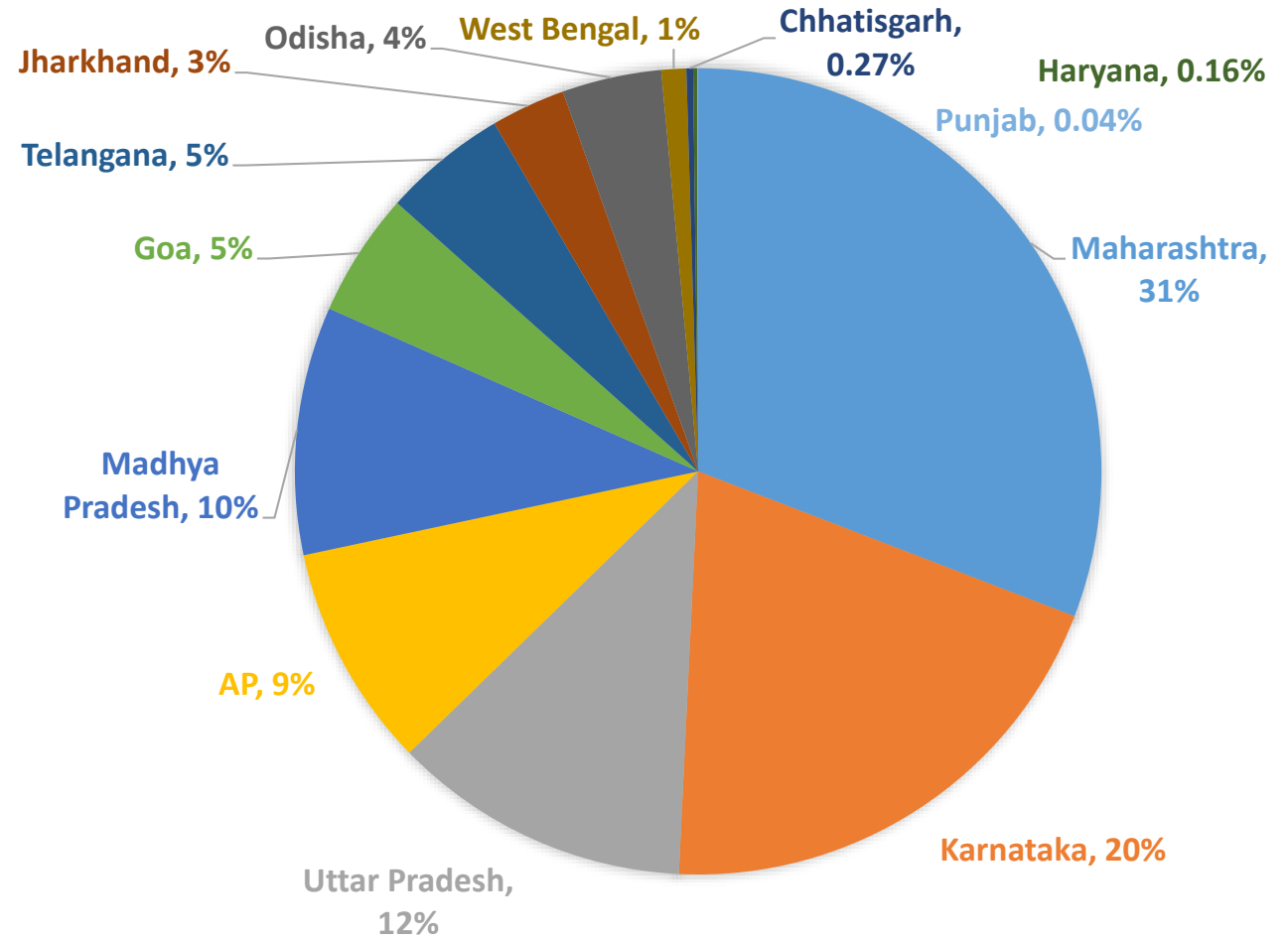
## Order Book – By Client



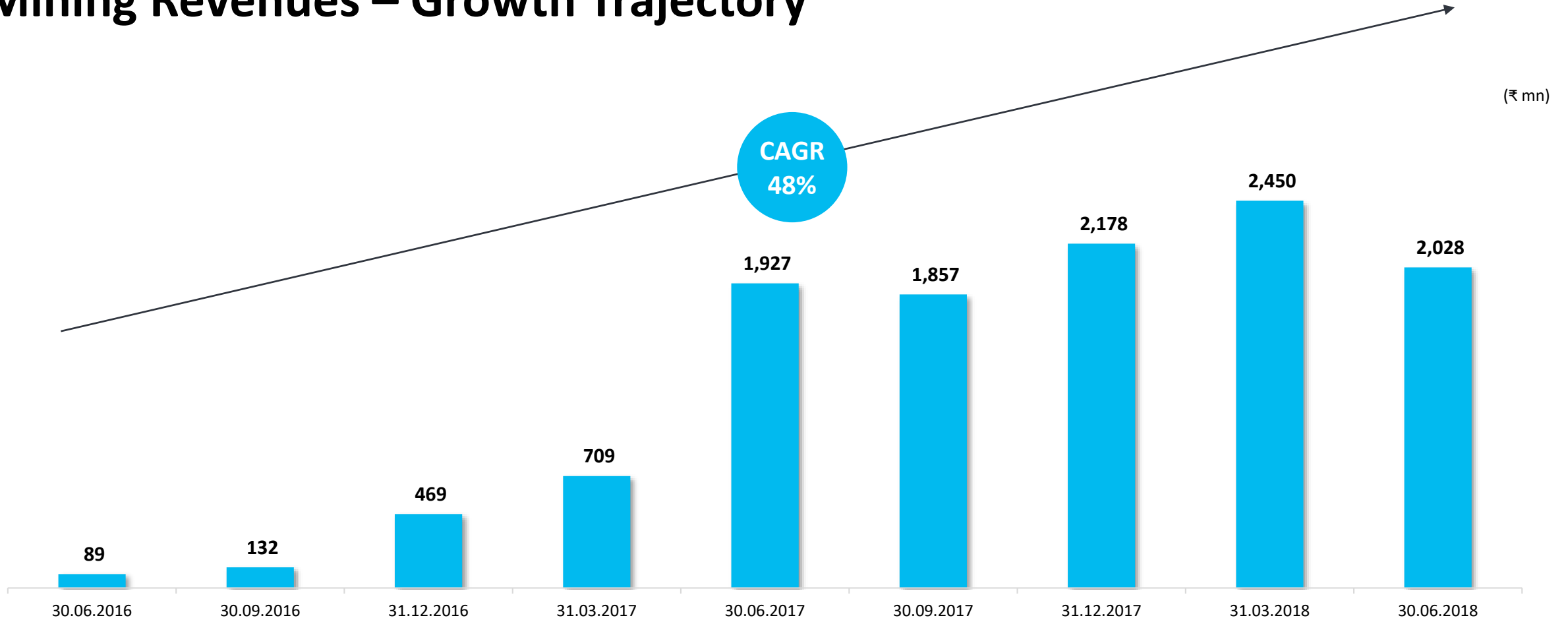
93 % of the order book from the Central Government

All Maharashtra State Govt Orders (MSRDC)

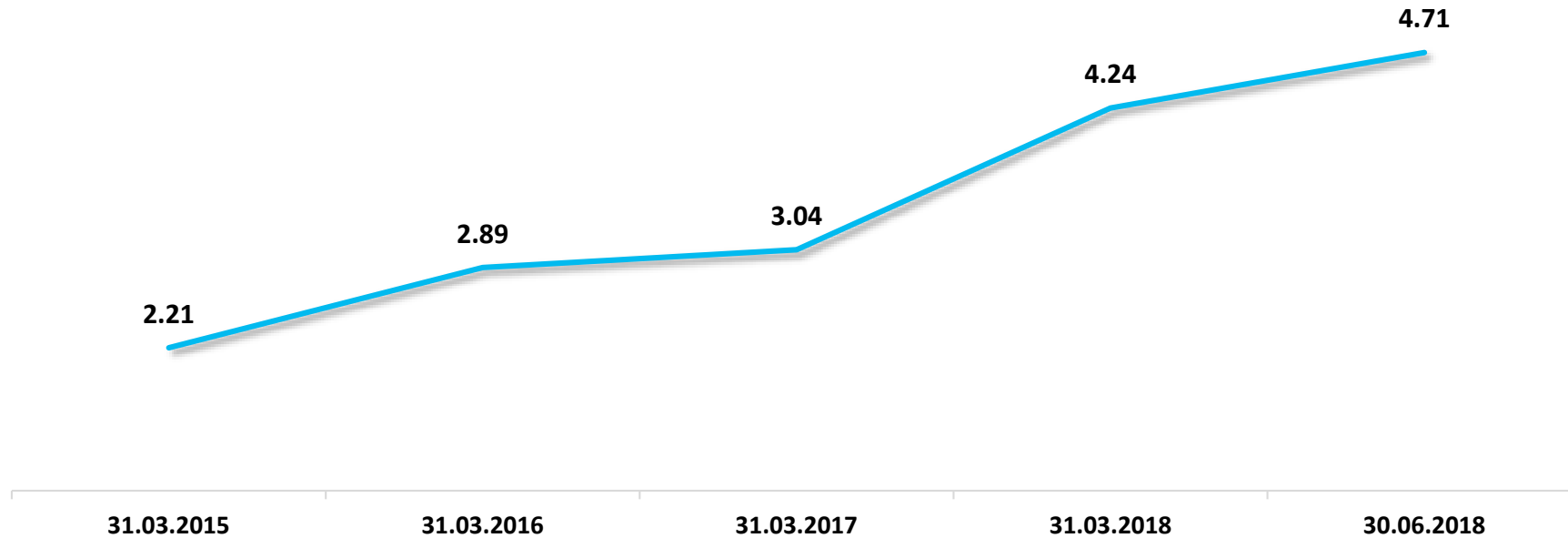
## Order Book – Geographical Split



# Mining Revenues – Growth Trajectory



# Asset Utilisation

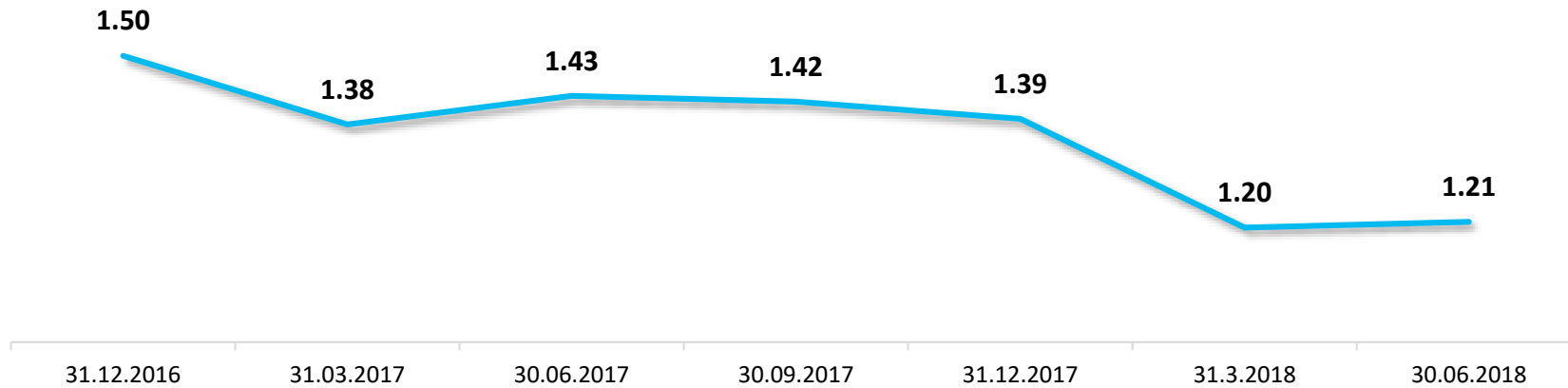


**Asset Utilisation increased due to superior execution and operational excellence**

Rs. Mn	31.03.2015	31.03.2016	31.03.2017	31.03.2018	30.06.2018
TTM Revenue	26,301	41,011	51,091	77,614	85,401
Net Block	11,890	14,204	16,825	18,319	18,126

Asset utilisation = TTM Revenue/Net Block

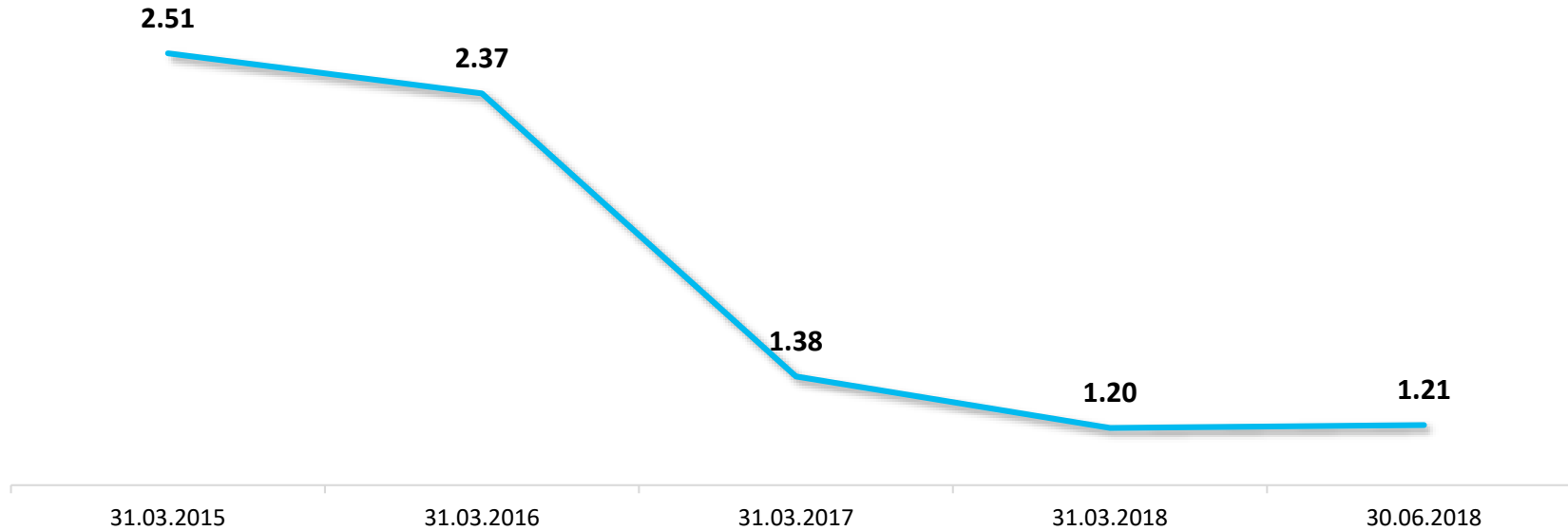
# Gross Debt to Equity Ratio - Quarterly



Gross Debt to Equity ratio at a healthy position

Rs. Mn	31.12.2016	31.03.2017	30.06.2017	30.09.2017	31.12.2017	31.03.2018	30.06.2018
Gross Debt	25,404	25,634	28,239	29,491	31,103	29,549	32,914
Equity	16,895	18,529	19,751	20,744	22,394	24,571	27,125

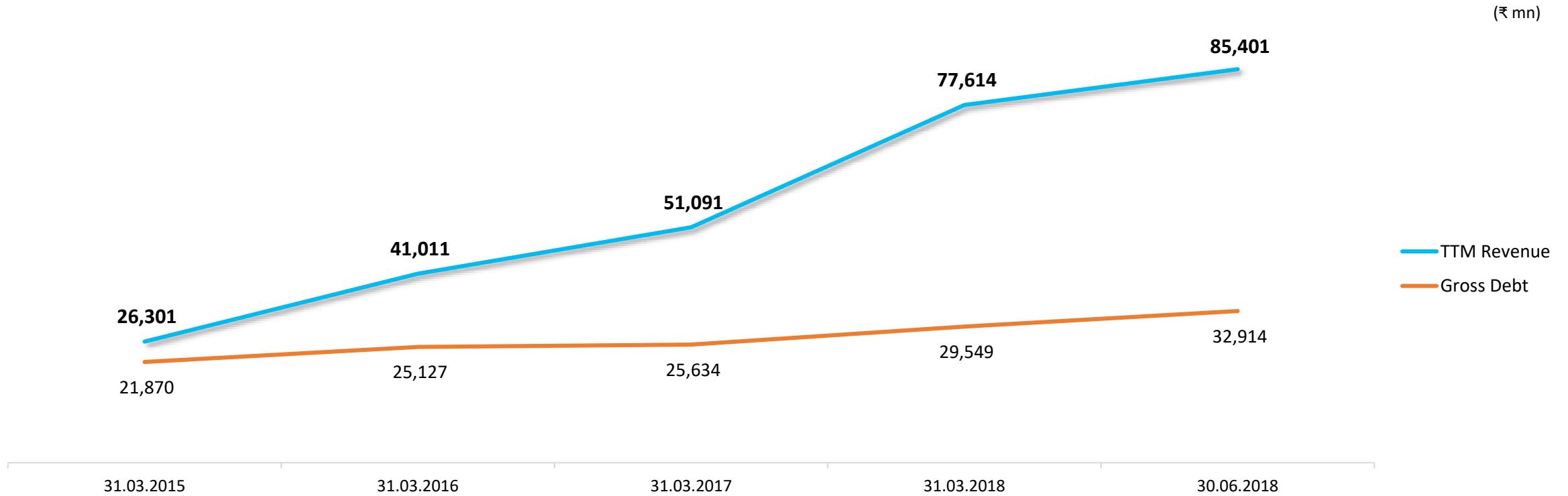
# Gross Debt to Equity Ratio – Yearly



Gross Debt to Equity ratio is on a downward trend with increase in revenue and will continue to improve further

Rs. Mn	31.03.2015	31.03.2016	31.03.2017	31.03.2018	30.06.2018
Gross Debt	21,870	25,127	25,634	29,549	32,914
Equity	8,730	10,621	18,529	24,571	27,125

# Revenue vis-à-vis Gross Debt

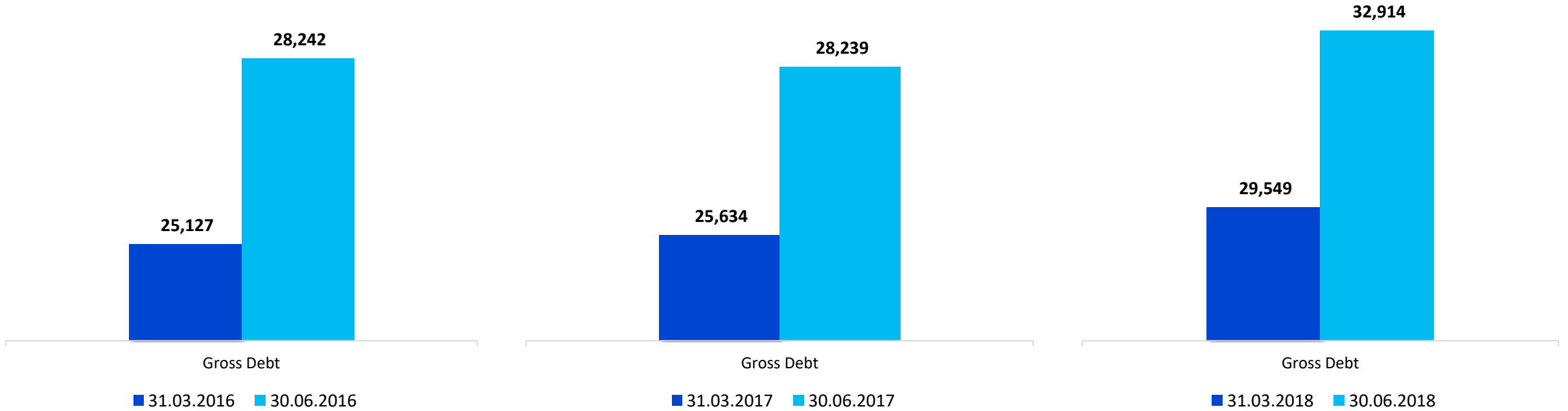


Gross Debt increased nominally whereas Revenue more than **tripled** in last four years, which shows improvement in debt equity ratio over the years



# Gross Debt trend for last 3 years from March to June Quarter

(₹ mn)



There has been an increase in debt from 31.03.2018 to 30.06.2018 which is in line with previous two years trend

# Projects won in Q1FY19

Project Name	Type	State	Name of Employer	EPC Value including GST (₹ mn)	LOA Date
Bellary to Byrapura Section of NH-150A	HYBRID	Karnataka	NHAI	9,940	01.06.2018
Nagpur Mumbai Super Communication Expressway	EPC	Maharashtra	MSRDC	17,501	AWAITED

# Projects won after Q1FY19

Project Name	Type	State	Name of Employer	Contract Value L-1 (₹ mn) #	LOA Date	Remarks
Overburden Removal – Jayant OCP Project Singrauli	Mining	MP	Northern Coalfield Limited (NCL)	7,175	AWAITED	
MDO Contract of Pachhwara Central Coal Block	Mining	Jharkhand	Punjab State Power Corporation Ltd (PSPCL)	321,560*	11.08.2018	7 MTPA (Million Tons Per Annum) for 55 years

\*Order won by consortium of Dilip Buildcon Limited (DBL) and VPR Mining Infrastructure Private Limited (VPR)

#Contract value excluding taxes and without adjusting for inflation

# Projects Completed in Q1FY19

Name of the Employer	Project Name	State	Type of work	Cost of work (₹ mn)	Length (km)	Scheduled Date of Completion with EOD	Actual Completion Date	Early Completion Days
NHAI	Guna-Biaora	MP	Toll	7,150	93.50	06.03.2019	18.06.2018	261
NHAI	Sargaon-Bilaspur	Chhattisgarh	EPC	3,681	35.49	12.08.2018	20.05.2018	84

# Shrem Deal (1/2)

The company has signed a Term Sheet with Chhatwal Group Trust on 24th August, 2017 in respect of divestment of its entire stake in the 24 of its subsidiary companies (SPVs)

The sale is for 14 operational projects, and 4 under construction projects & 6 HAM projects, which are at different stages of under construction & pre construction. As of 30/06/2017, the company has already invested (In the form of Equity & Sub Debt) an amount of Rs. 453.72 Cr. in 14 operational projects while an amount of Rs.12.57 Cr. is yet to be invested in these projects. Similarly the company has invested Rs 221.91 Cr in 4 under construction projects while an amount of Rs.95.96 Cr. is yet to be invested in these projects. Finally the company has invested Rs. 6.36 Cr. in 6 HAM projects while an amount of Rs. 733.08 Cr is yet to be invested in these projects. So to sum up all the above, the total amount already invested (In the form of equity & Sub Debt) by the company as on 30/06/2017 is Rs.681.99 Cr while an amount of Rs 841.61 Cr is yet to be invested against which company is expecting to receive a total of Rs. 1600 Crore (approx.) through this transaction.

Sr.No	Particulars	Details
1	Date on which the agreement for sale has been entered into	August 24, 2017
2	Expected date of completion of sale/disposal	March 31, 2019
3	Consideration received from such sale/disposal	Rs. 1,600 Crore (approx)
4	Brief Details of Investors	Established in 2011, the Shrem Group of Companies (Chhatwal Group Trust) has developed into a dynamic and diversified investment organisation with a highly motivated entrepreneurial focus. As a privately owned family business, the Group is spearheaded by two brothers, Mr Nitin Chhatwal and Hitesh Chhatwal who have a collective experience of more than 40 years in creating wealth and building business value.

# Shrem Deal (2/2)

(₹ mn)

Particulars	Total	FY17-18 Actual	FY18-19 Projected
Money to be received by Dilip Buildcon Limited from Shrem Group	11,800	5,700	6,100
Direct Investment in SPV's by Shrem Group	4,220	320	3,900
<b>Total</b>	<b>16,020</b>	<b>6,020</b>	<b>10,000</b>

# Status of 6 under construction HAM projects sold to Shrem Group

Sr.No	Project	Payment Milestone (Grant)	Appointed Date	Plan as per CA		Actual Completion		Early Achieved (Days)	% of work done as on 08.08.2018
				Date	Days	Date	Days		
1	Lucknow Sultanpur	3 <sup>rd</sup> PM, 60% Physical Progress	08-May-17	15-Nov-18	556	18-Jun-18	406	150	68.52%
2	Tuljapur Ausa	2 <sup>nd</sup> PM, 30% Physical Progress	22-May-17	27-Dec-18	400	05-Jun-18	195	205	39.63%
3	Wardha Butibori	2 <sup>nd</sup> PM, 30% Physical Progress	30-Nov-17	05-Jan-19	401	25-Jun-18	207	194	34.00%
4	Yavatmal Wardha	2 <sup>nd</sup> PM, 30% Physical Progress	05-Feb-18	05-Feb-19	365	02-Jul-18	147	218	36.30%
5	Mahagaon Yavatmal	1 <sup>st</sup> PM, 10% Physical Progress	28-Feb-18	14-Oct-18	228	02-Jul-18	124	104	15.70%
6	Kalmath Zarap	1 <sup>st</sup> PM, 10% Physical Progress	01-Feb-18	28-Dec-18	330	15-Jun-18	134	196	22.10%

# Key Outstanding Hybrid Projects – Recently Won

Project name	Type	State	Awarding Authority	COD	Length (Kms)	Equity	Annuity	Total Project Cost
DBL Chandikhole Bhadrak Highways Pvt. Ltd.	Hybrid	Odisha	NHAI	AWAITED	74.50	1,212.50	Annuity linked with PI	12,599
DBL Anandpuram Anakapalli Highways Pvt. Ltd.	Hybrid	Andhra Pradesh	NHAI	AWAITED	50.78	1,747.50	Annuity linked with PI	17,349
DBL Banglaore Nidagatta Highways Pvt. Ltd.	Hybrid	Karnataka	NHAI	AWAITED	56.20	1,920.00	Annuity linked with PI	19,011
DBL Nidgatta -Myosre Highways Pvt. Ltd.	Hybrid	Karnataka	NHAI	AWAITED	61.10	2,002.50	Annuity linked with PI	19,825
DBL Gorhar Khiratunda Highways Pvt. Ltd.	Hybrid	Jharkhand	NHAI	AWAITED	39.49	737.50	Annuity linked with PI	7,572
DBL Rewa Sidhi Highways Pvt. Ltd.	Hybrid	Madhya Pradesh	NHAI	AWAITED	15.35	750.00	Annuity linked with PI	8,146
DBL Mangloor Highways Pvt. Ltd.	Hybrid	Telangana	NHAI	AWAITED	48.96	655.00	Annuity linked with PI	7,239
DBL Byrapura Challakere Highways Pvt. Ltd.	Hybrid	Karnataka	NHAI	AWAITED	49.95	605.00	Annuity linked with PI	6,588
DBL Sangli-Borgaon Highways Pvt. Ltd.	Hybrid	Maharashtra	NHAI	AWAITED	41.44	860.00	Annuity linked with PI	8,967
DBL Borgaon Watambare Highways Pvt. Ltd.	Hybrid	Maharashtra	NHAI	AWAITED	52.00	810.00	Annuity linked with PI	8,408
DBL Mangalwedha Solapur Highways Pvt. Ltd.	Hybrid	Maharashtra	NHAI	AWAITED	56.50	885.00	Annuity linked with PI	9,256
DBL Bellary Byrapura Highways Pvt. Ltd	Hybrid	Karnataka	NHAI	AWAITED	54.95	1,022.50	Annuity linked with PI	10,693



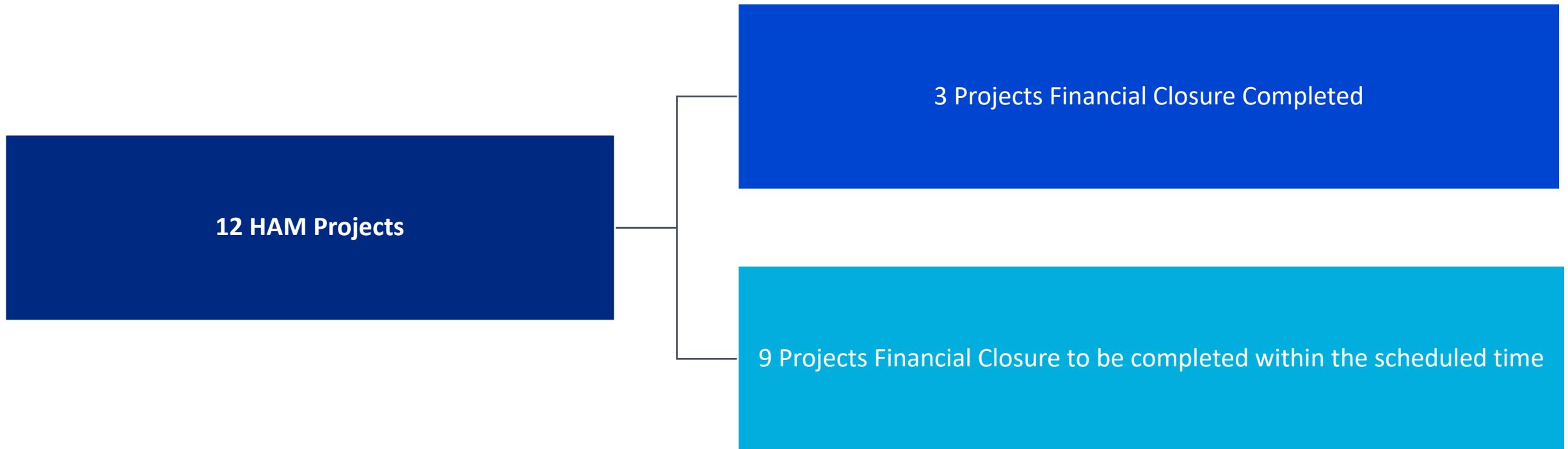
# Equity commitment for recently won HAM projects

(₹ mn)

	Requirement	Mar-19	Mar-20	Mar-21
Investment for 12 new HAM projects	13,210	6,600	3,300	3,300
Less :- Fund Received From Shrem In DBL	(6,100)	(6,100)	-	-
Net Investment Required By DBL	7,110	500	3,300	3,300

# Status of recently won HAM projects

Even though the completion date for financial closure is between September to November, we are on track to achieve financial closure as per our internal target



# Key Outstanding EPC Projects

Project name	Type	Contract Value	Outstanding Order Book	Length (Kms)	LOA Date	Date of Start	Schedule Date of Completion with EOD
Vijayawada–Machilipatnam	Road	7,407.00	1,639.73	64.61	19.01.2016	24.11.2016	23.11.2018
Ghaghra Bridge to Varanasi	Road	6,743.40	1,143.53	58.62	31.03.2015	15.12.2015	22.03.2019
Mahulia-Baharagora	Road	6,741.00	1,637.47	71.61	11.02.2016	12.09.2016	10.03.2019
Chichra To Kharagpur	Road	6,130.80	3,256.84	55.52	22.09.2016	16.03.2017	12.09.2019
Zuari Bridge - (Package II )	Bridge	5,454.00	3,869.40	-	15.02.2016	11.04.2016	05.10.2020
Nalagampalli to AP/Karnataka Border	Road	5,031.00	3,131.16	47.69	30.03.2017	15.11.2017	14.11.2019
Zuari Bridge - (Package I )	Road	4,401.00	3,492.81	-	18.04.2016	08.06.2016	19.02.2020
Zuari Bridge - (Package III )	Road	4,176.00	2,823.72	-	18.04.2016	08.06.2016	12.10.2019
Eppurpalem - Ongole	Road	3,500.10	1,535.98	57.87	22.01.2016	22.07.2017	19.07.2019
Davanagere – Haveri (Package 2)	Road	3,219.38	3,219.38	40.37	18.01.2018	18.01.2018	17.01.2020
Davanagere – Haveri (Package 1B)	Road	1,403.84	1,403.84	6.85	21.02.2018	21.02.2018	20.02.2020

# Irrigation, Urban Development and Mining Projects

## Irrigation

Project name	Type	Contract Value	Outstanding Order Book	LOA Date	Date of Start	Schedule date of Completion
Kundalia Major Multipurpose	Irrigation	2,700.0	74.54	Apr-15	May-15	May-19

## Urban Development

Project name	Type	Contract Value	Outstanding Order Book	LOA Date	Date of Start	Schedule date of Completion
Parallel Taxi Track and associated civil & electrical works at Dabolim Airport Goa	Urban Dev	1,250.10	974.91	May-17	May-17	May-19

## Mining

Project name	Type	Contract Value	Outstanding Order Book	LOA Date	Date of Start	Schedule date of Completion
Overburden Khairagura OCP, BPA area (Telangana )	Mining	9,735.5	5,767.50	Sep-16	Nov-16	Nov-19
NIGAH I OCP of NCL	Mining	16,735.77	10,009.10	Jan-17	Jan-17	Jan-20

# Standalone Financial Highlights

# Standalone Profit & Loss - Quarterly

(₹ mn)

Particulars	Standalone		Highlights
	Q1FY19	Q1FY18	
<b>Revenue from Operations</b>	<b>24,363</b>	<b>16,641</b>	<ul style="list-style-type: none"> <li>• Revenue increased by 47% Y-o-Y</li> <li>• Reduction in Finance cost from 6.64% to 4.95% in proportion to top line</li> <li>• PBT increased by 93% Y-o-Y</li> <li>• PAT increased by 109% Y-o-Y</li> <li>• PAT margin improved by ~300bps</li> </ul>
Other income	91	27	
<b>Total Income</b>	<b>24,454</b>	<b>16,667</b>	
<b>Expenses</b>			
Cost of materials consumed	18,062	13,209	
Changes in inventories of finished goods, Stock-in -Trade and work-in-progress	1,021	(437)	
Employee benefits expense	391	351	
Finance costs	1,211	1,106	
Depreciation and amortization expense	754	651	
Other expenses	563	515	
<b>Total expenses</b>	<b>22,002</b>	<b>15,396</b>	
Profit/(loss)before exceptional items and tax	2,453	1,272	
Exceptional items	-	-	
<b>Profit Before Tax</b>	<b>2,453</b>	<b>1,272</b>	
Tax expenses	(96)	45	
Other Comprehensive income	6	(5)	
<b>Net Profit (net of other comprehensive income)</b>	<b>2,555</b>	<b>1,222</b>	

# Standalone Balance Sheet - Quarterly

(₹ mn)

Particulars	Standalone		
	Q1FY19	Q4FY18	Q1FY18
<b>ASSETS</b>			
<b>Non-current assets</b>			
(a) Property, plant and equipment	17,906	18,290	16,755
(b) Other Intangible assets	27	29	37
(c) Intangible assets under development	193	-	-
(d) Financial assets	-	-	-
(i) Investments	2,420	2,415	5,006
(ii) Other	2,462	2,982	844
(e) Other non-current asset	6,038	5,450	3,091
<b>Total non-current assets</b>	<b>29,046</b>	<b>29,166</b>	<b>25,733</b>
<b>Current assets</b>			
(a) Inventories	20,111	20,262	17,807
(b) Financial assets	-	-	-
(i) Trade receivables	13,770	13,844 <sup>#</sup>	12,168 <sup>#</sup>
(ii) Cash and cash equivalent	2,023	1,613	2,532
(iii) Loans	5,529	5,599	2,257
(iv) Others financial assets	4,008	2,327 <sup>#</sup>	1,165 <sup>#</sup>
(c) Current tax asset (net)	482	211	751
(d) Other current assets	10,260	11,226 <sup>*</sup>	12,162
<b>Total Current Assets</b>	<b>56,184</b>	<b>55,083</b>	<b>48,842</b>
<b>Non-current assets held for sale</b>	<b>2,961</b>	<b>2,961</b>	<b>-</b>
<b>TOTAL ASSETS</b>	<b>88,191</b>	<b>87,210</b>	<b>74,575</b>

\*GST Input credit has been netted off with GST Liability

# Unbilled revenue has been regrouped under other financial assets whereas earlier it was grouped under Trade Receivables. Regrouping suggested by auditor.

# Standalone Balance Sheet - Quarterly

(₹ mn)

Particulars	Standalone		
	Q1FY19	Q4FY18	Q1FY18
<b>EQUITY AND LIABILITIES</b>	-	-	-
<b>Equity</b>	-	-	-
(a) Equity share capital	1,368	1,368	1,368
(b) Other equity	25,758	23,203	18,383
<b>Total equity</b>	<b>27,125</b>	<b>24,571</b>	<b>19,751</b>
<b>Liabilities</b>	-	-	-
<b>Non-current liabilities</b>	-	-	-
(a) Financial liabilities	-	-	-
(i) Borrowings	10,459	10,427	6,003
(b) Provisions	673	632	378
(c) Deferred tax liabilities	897	1,067	804
(d) Other non-current liabilities	7,512	9,959	10,058
<b>Total Non current liabilities</b>	<b>19,541</b>	<b>22,085</b>	<b>17,244</b>
<b>Current liabilities</b>	-	-	-
(a) Financial liabilities	-	-	-
(i) Borrowings	20,618	17,279	18,426
(ii) Trade payable	13,924	15,078	11,302
(iii) Other current financial liabilities	2,829	3,225	7,226
(b) Other current liabilities	1,309	2,128*	626
(c) Provisions	100	100	-
<b>Total current liabilities</b>	<b>38,779</b>	<b>37,810</b>	<b>37,580</b>
<b>Liabilities classified as held for sale</b>	<b>2,745</b>	<b>2,745</b>	-
<b>Total liabilities</b>	<b>61,066</b>	<b>62,640</b>	<b>54,824</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>88,191</b>	<b>87,210</b>	<b>74,575</b>

\*GST Input credit has been netted off with GST Liability



# Working Capital

(₹ mn)

Particulars	Standalone		
	Q1FY19	Q4FY18	Q1FY18
Debtors Days	59	65	77
Inventories Days	86	95	113
Total	145	160	190
<b>Less: Creditors Days</b>	<b>60</b>	<b>71</b>	<b>72</b>
<b>Working Capital Days</b>	<b>85</b>	<b>89</b>	<b>119</b>
Inventory			
Stock	19,764	18,894	14,848
WIP	347	1,368	2,959
<b>Total</b>	<b>20,111</b>	<b>20,262</b>	<b>17,807</b>

Working Capital Days computed based on regrouped numbers for Q1FY19 and Q4FY18

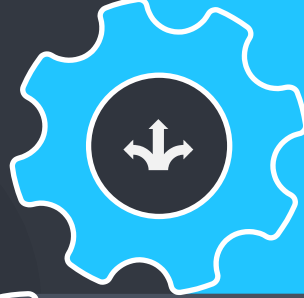
# Strategy & Business Model

# Strategy



## Business Focus

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



## De-Risk business through diversification

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



## Continuing focus on driving operating efficiency

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

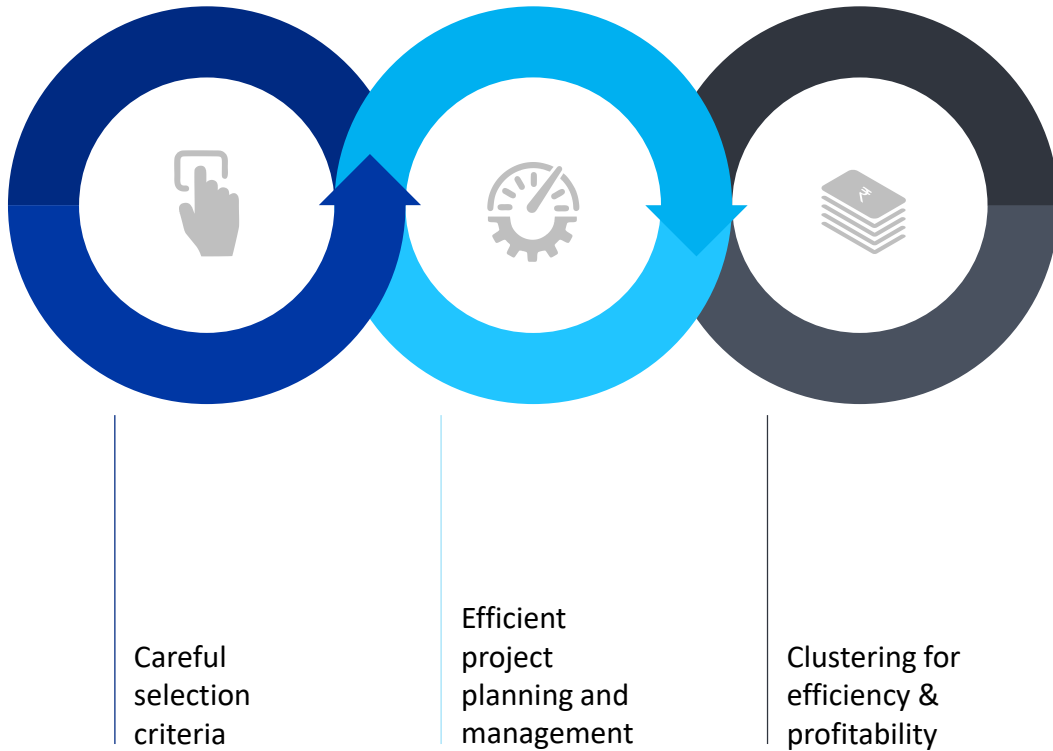


## Financial Performance

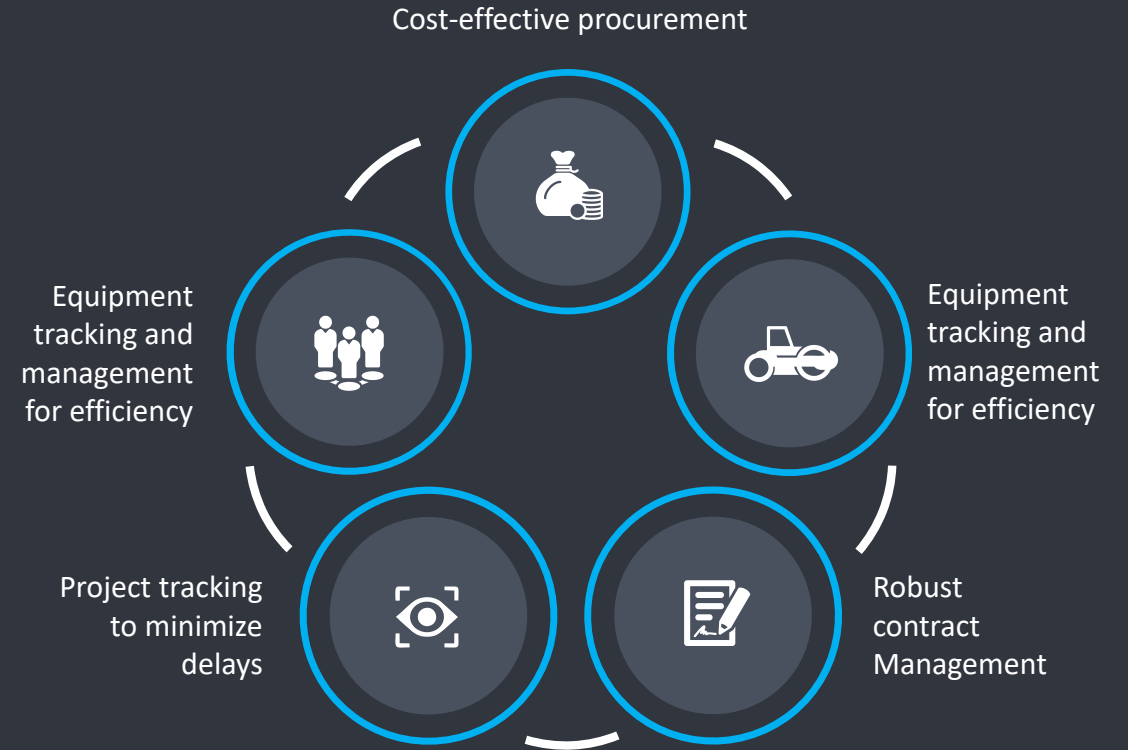
- Profitability through better project selection , timely execution and strict cost control
- Deleverage balance sheet to improve returns
- Focus on cash flow generation

# Business Model

## Project Selection and Management



## Project Selection and Management



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





Electric Pole



Bus Shelter



Pipe Rolling Machine  
pto Ø200 X 8 Mm



Pole blank cutting  
machine  
14MTR X 3 MTR Gantry  
plazma



Metal Beam Crash  
Barrier



Metal Beam Crash  
Barrier



# Backward Integration

# Execution Strategy

Differentiated business model with complete control over execution





# 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

# Company Overview



# Overview



Pan India presence  
**17 states**



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



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



Largest owner of Construction  
equipment's  
**10,346**



Largest employer in  
construction industry  
**34,114 employees**



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



Revenue growth 5 years  
**CAGR of 32.14%**



Early completion bonus 2012 to 2018  
**₹4,047 mn**

# 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 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.



**Bharat Singh**  
*President*

Bharat Singh joined Dilip Builders in 1988, prior to which he had a sole proprietorship concern. He has 32 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.



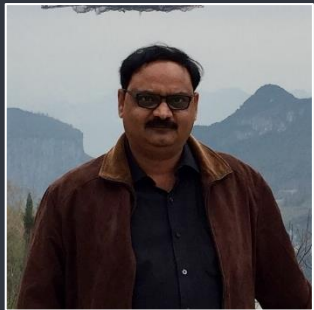
**Mr. R S Garg**  
Vice President - Finance



**Mr. Raja Ghosh**  
Interim CFO



**Mr. Abhishek Shrivastav**  
Head – CS and Compliance  
Officer



**Mr. Atul Joshi**  
Associate Vice  
President – Structure



**Mr. Devesh Sharma**  
DGM – Legal



**Mr. Pradeep Harel**  
GM – Mechanical

# Execution Team



**Mr. P. Marimuthu**  
GM – System Admin & Fuel  
Monitoring



**Mr. Nitesh Kumar Sharma**  
GM – Billing & Planning



**Mr. Badal Chandra Sardar**  
DGM – Survey & Design



**Mr. Nitin Shrivastava**  
Associate Vice-President – Bidding  
& Contracts

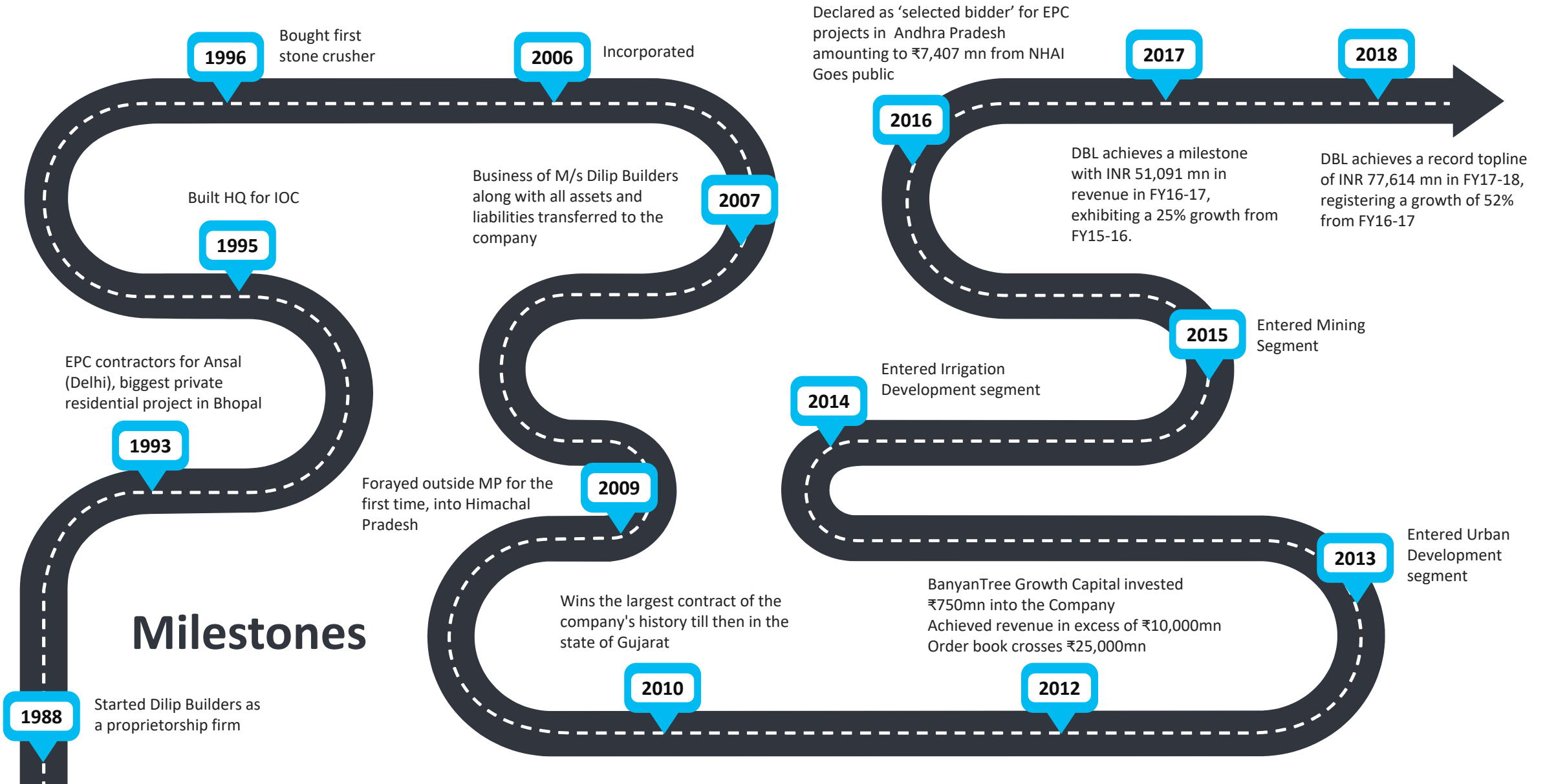


**Mr. B B Kameshwara Rao**  
GM – QA&QC



**Mr. Kamalakanta Mahakul**  
GM – HR

## Execution Team



# Milestones

# Awards, Accreditation & Accolades



Single Largest Customer of Caterpillar Global Construction & Infrastructure in 2014



Esteemed Customers of Metso NW Series Portable Plants



Largest Fleet Owner of EC210B Hydraulic Excavators in India by Volvo in 2015



Highest Upliftment of Bitumen by Indian Oil in 2013



Most Valued Customer by HPCL in 2016



Valued Customer of Bitumen by BPCL in 2015



Single Largest Customer of BKT OTR Tires in India in 2015



Largest Fleet Owner of Pneumatic Drills in India by Atlas Copco



Single Largest Customer of Caterpillar GCI in India in 2014



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



Star Achiever by GK TMT in 2014

# Awards, Accreditation & Accolades



Over 200 Great Alliances by Metso Minerals



Purchase of Volvo Trucks and Construction Equipment in 2016



100th EC 210 Crawler Excavator by Volvo



Commitment for Products and Services by Ashok Leyland



Infrastructure Person of the Year (Runner-up) by Construction Week in 2016



Road Contractor of the Year by Construction Week in 2016



LEED Certification by Indian Green Building Council in 2014



The Luminary for Dilip Suryavanshi by Dainik Bhaskar



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



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

# Sustainability



## 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



# Business Division



## 01 Roads & Highways

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



## 02 Irrigation

- Dams
- Canals & Tunnels
- Other
- Operation & Maintenance



## 03 Urban Development

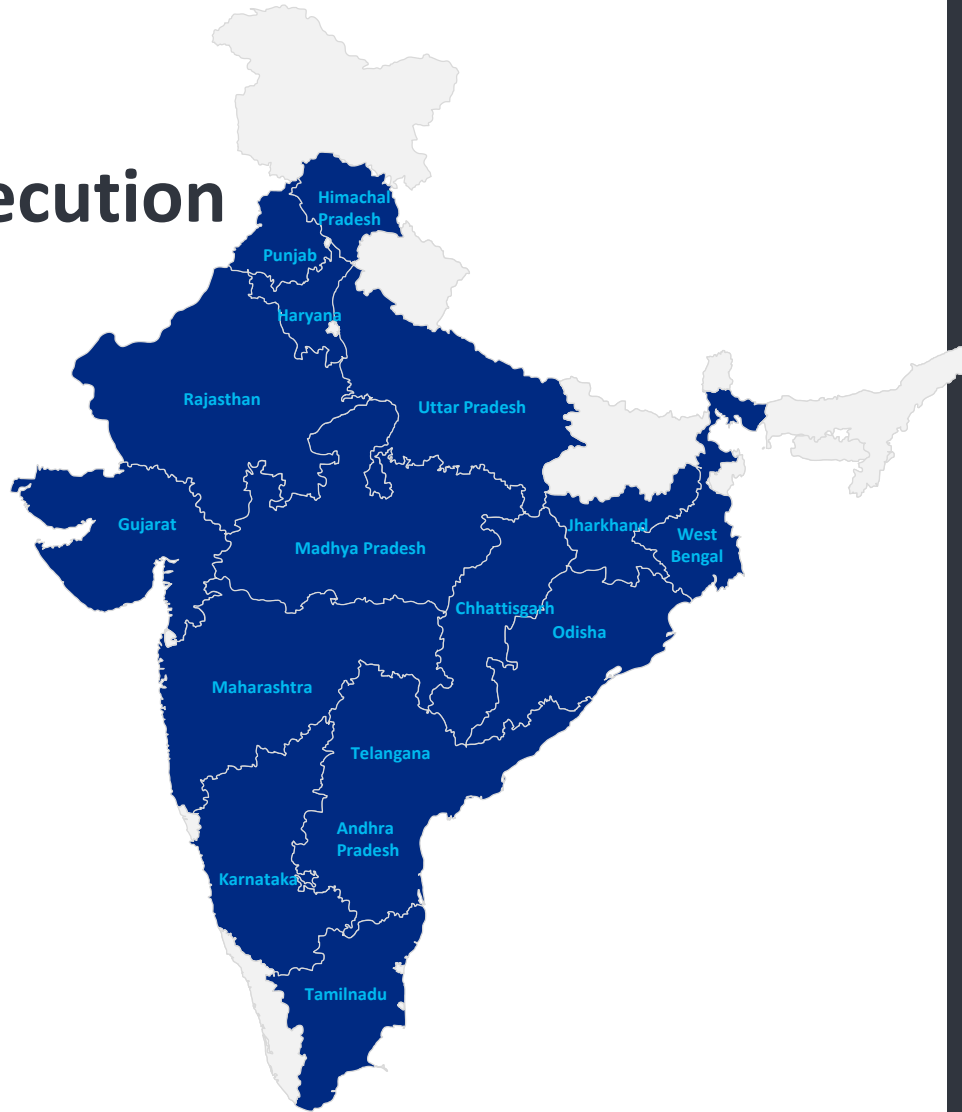
- Water supply projects
- Buildings
  - Residential
  - Commercial
  - Office



## 04 Mining

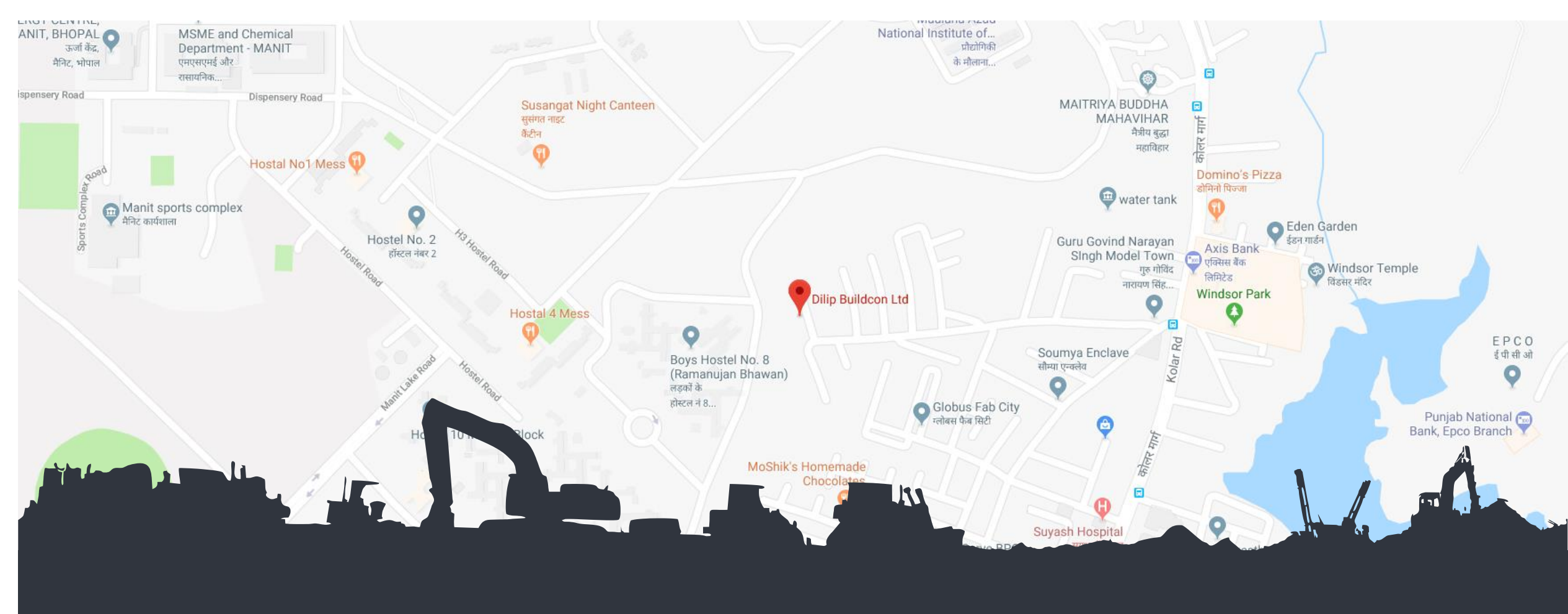
- Coal Mining

# Pan India Project Execution Capability



As of June 2018

State	Completed	Ongoing Gross	Ongoing Net
AP	8,616	34,679	20,948
CG	-	9,846	651
GOA	-	15,281	11,161
GUJ	9,814	-	-
Haryana	60	4,577	388
HP	1,187	-	-
JHARKHAND	3,330	12,991	7,887
Karnataka	9,711	48,820	49,054
MH	3,811	91,696	74,468
MP	99,797	32,564	23,000
Odisha	-	10,357	10,357
Punjab	9,090	3,465	99
RAJ	9,433	-	-
Telangana	5,820	15,727	11,759
TN	2,520	-	-
UP	2,610	43,664	27,875
WEST BENGAL	-	6,131	3,257



**Thank You**

**Dilip Buildcon Limited**

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- 🖨 0755 - 4029998
- ✉ db@dilipbuildcon.co.in
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- 📍 S-ANCIAL GLOBAL SOLUTIONS PVT. LTD. (Investor Relations) 215, Shivshakti Industrial Estate, J. R. Boricha Marg, Lower Parel (E), Mumbai - 400 011
- ✉ rahul@s-ancial.com
- ☎ 022 6536 1001