



## Dhruv Consultancy Services Limited

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Telefax No. +91 022 27570710, Mobile No. 9619497305, Website : [www.dhruvconsultancy.in](http://www.dhruvconsultancy.in)  
Email ID: [services@dhruvconsultancy.in](mailto:services@dhruvconsultancy.in), [info@dhruvconsultancy.in](mailto:info@dhruvconsultancy.in), CIN No. L74999MH2003PLC141887

DHRUV/OUTWARD/2023-24/5929

March 13, 2024

<b>Corporate Relationship Department</b> <b>BSE Limited</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001 Fax No. 022-22723121/3027/2039/2061 <b>Security Code: 541302, Security ID : DHRUV</b>	<b>Listing Department</b> <b>National Stock Exchange of India Limited</b> Exchange Plaza, C-1 Block G, Bandra Kurla Complex, Bandra (E), Mumbai -400 051 Fax No. 022-26598120/38 <b>Scrip Symbol: DHRUV</b>
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Dear Sir/Ma'am,

**Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.**

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, please find enclosed herewith the General Investor Presentation regarding the contemporaneous position of the Company.

The presentation is also being uploaded on the Company's website at <https://dhruvconsultancy.in/corporate-governance>.

Please take the same on the record.

Thanking you,  
Yours faithfully

For **DHRUV CONSULTANCY SERVICES LIMITED**

**TANVI T AUTI**  
**MANAGING DIRECTOR**  
**DIN :07618878**



**Dhruv Consultancy  
Services Ltd.**

# **CORPORATE PROFILE**

**February 2024**





## DISCLAIMER

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Dhruv Consultancy Services Limited (Dhruv, the "Company") solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this presentation.

The Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



# OUTLINE

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# Company Overview

# Who We Are

Incorporated on Aug 26, 2003, Dhruv Consultancy Services Ltd is ISO 9000:2015 certified & one of the fastest growing infrastructure Consultancy firm, delivering strategic expertise and engineering solutions to Clients worldwide.

Over the last 20 years, Dhruv has evolved as a brand and a key contributor towards achieving excellent road infrastructure and safety. The company is listed on the main board of Bombay Stock Exchange and National Stock Exchange.

**400<sup>+</sup>**

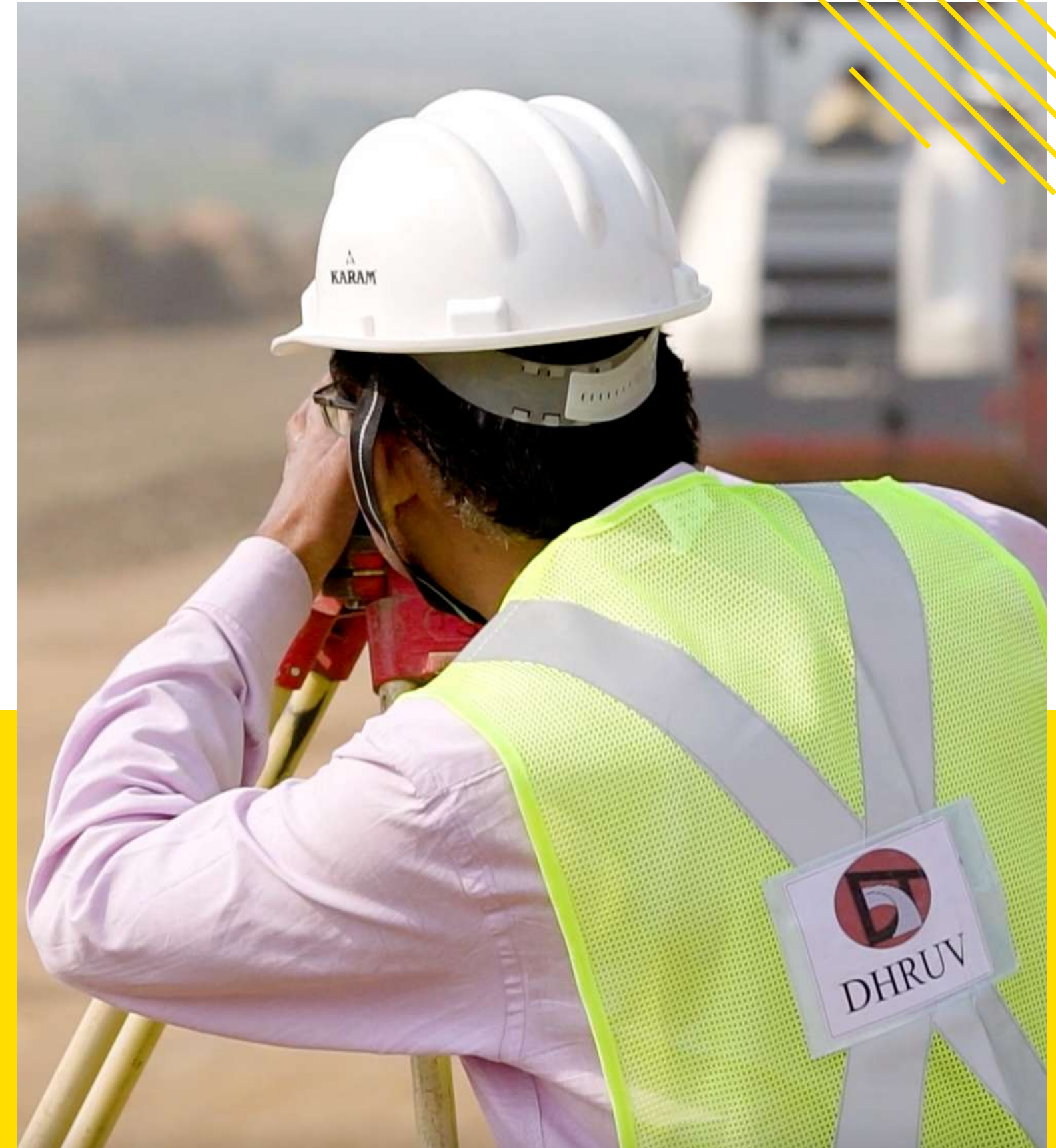
EMPLOYEES

**25<sup>+</sup>**

HAPPY  
CLIENTS

**200<sup>+</sup>**

COMPLETED  
PROJETS





# Mission

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Infrastructure is a nation's lifeline. At Dhruv Consultancy, our mission is to optimise connectivity and boost livelihood for 1.3 billion people of the country, thereby building a stronger nation.

# Vision

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To achieve a market cap of Rs. 500 crores in the next 2 years by giving unparalleled value to our customers, growth to our employees and set new benchmarks that redefine success in our industry.



# OUR VALUES AND BELIEFS



**Freedom to Dream**



**Freedom to Grow**



**Freedom to Connect**



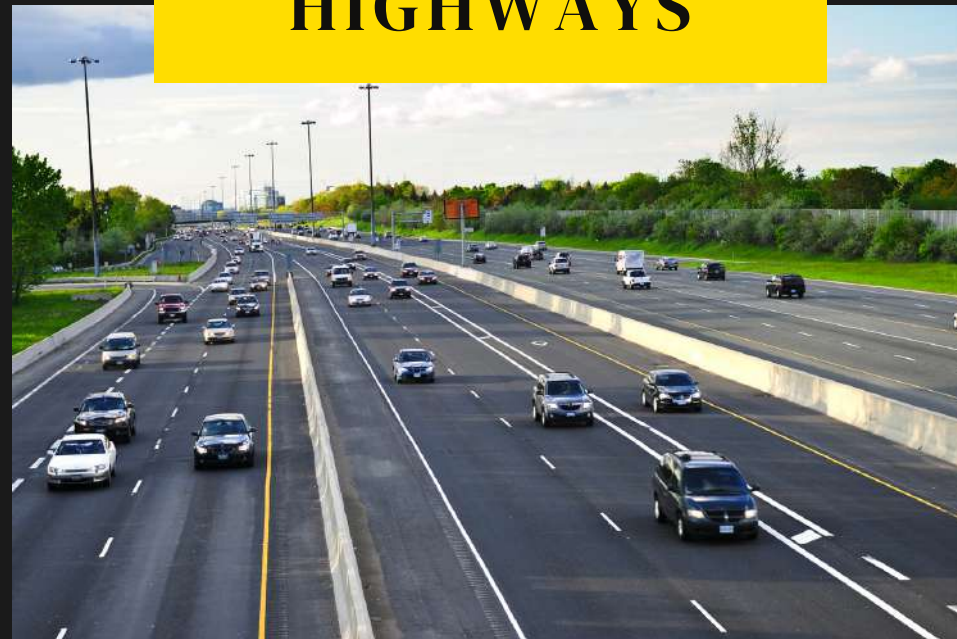
**Freedom to Collaborate**



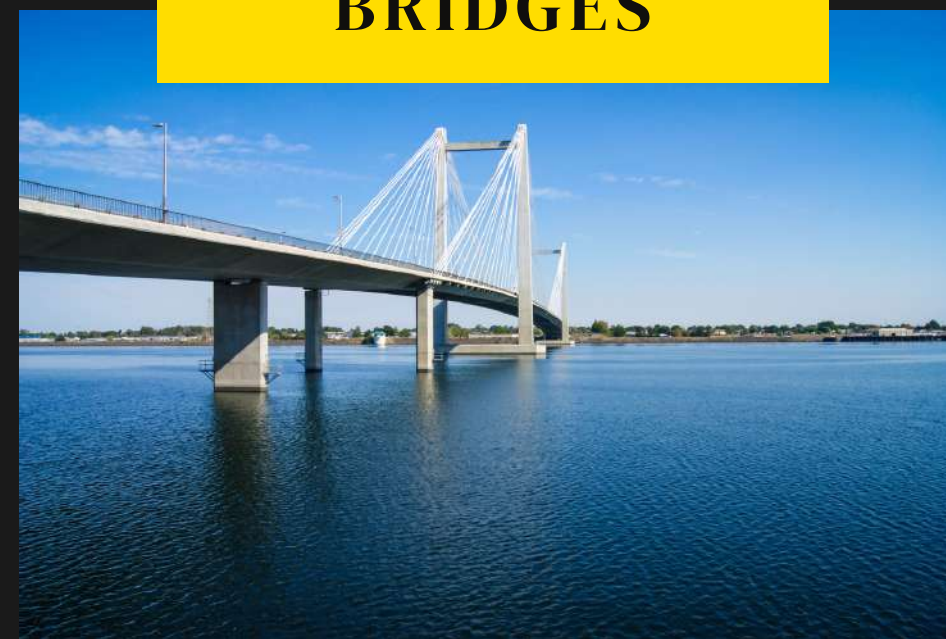


# OUR SECTORS

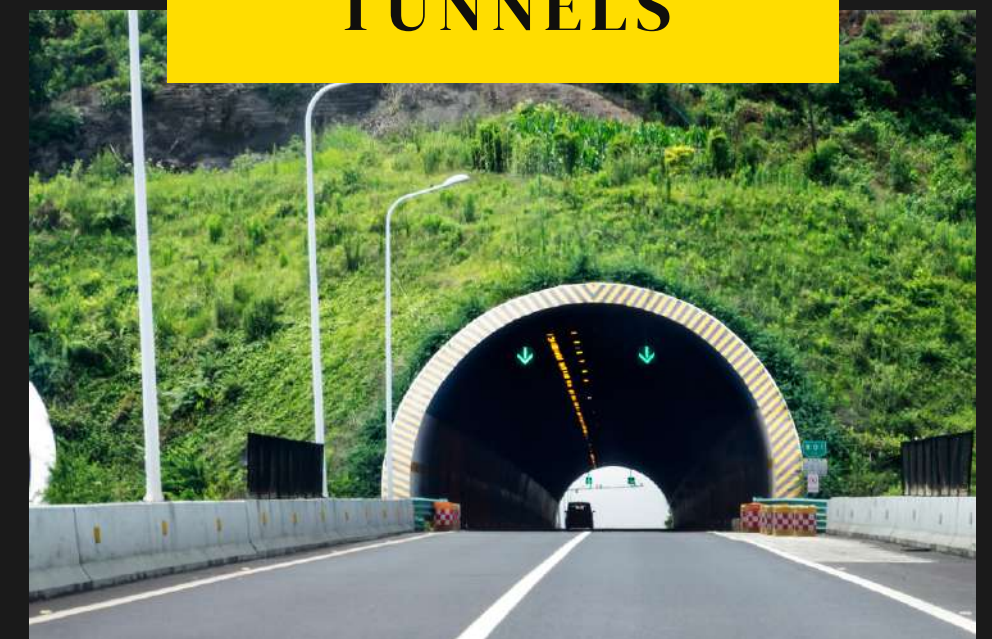
**HIGHWAYS**



**BRIDGES**



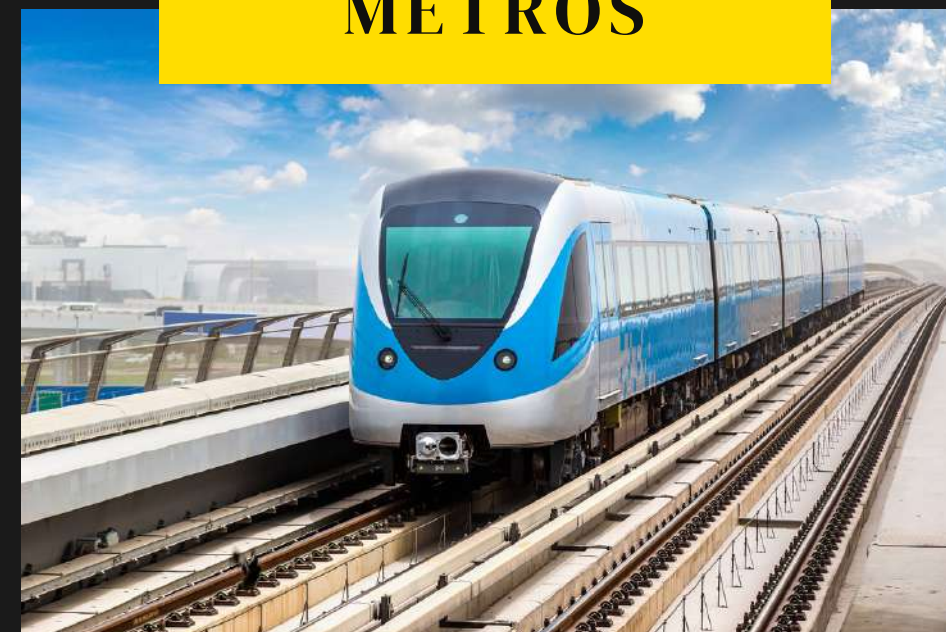
**TUNNELS**



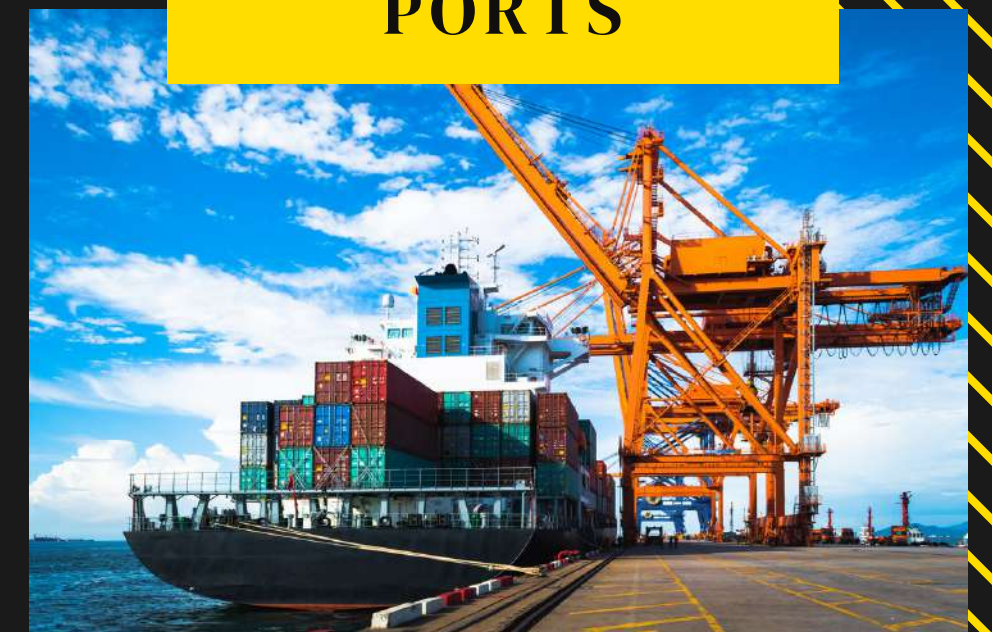
**RAILWAYS**



**METROS**



**PORTS**



# Our Services



## Design and Engineering

- Feasibility Studies
- Detailed Designing
- Traffic and Transportation Studies
- Environmental Impact Assessment
- Economic / Financial Analysis
- Proof Checking



## Project Management

- Construction Supervision
- Contract Administration
- Operation & Maintenance
- Value Engineering

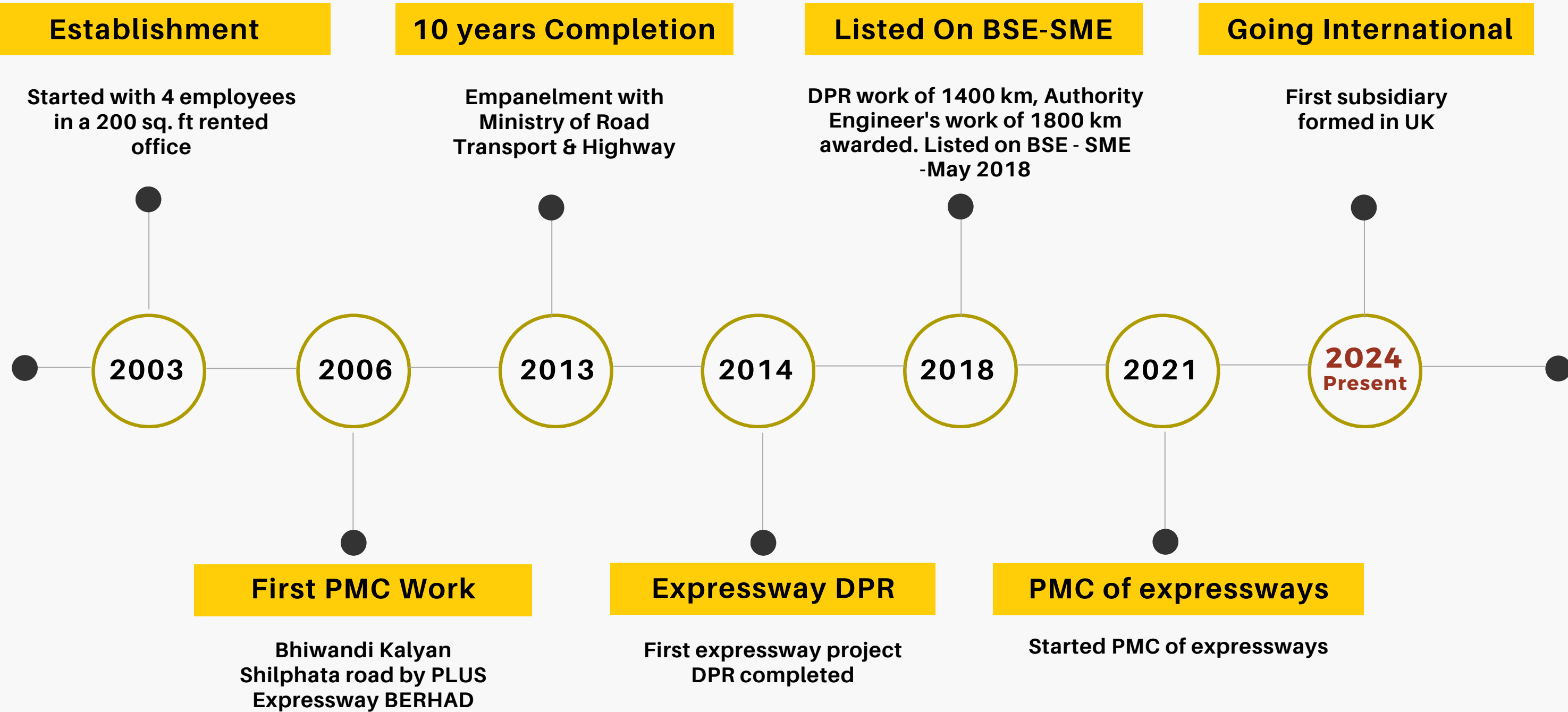


## Techno-Advisory

- Pre Bid Engineering
- Asset Management
- Safety Audits
- Lenders Engineering



# GROWTH SINCE ESTABLISHMENT





# LOWEST ATTRITION RATE IN THE INDUSTRY - 5%

The core strength of Brand Dhruv lies in its team. Just like the body functions best with a strong core, at Dhruv, we focus on enhancing and enriching our team.

Our execution and technical teams have more than 350 seasoned professionals with a rich background and experience that give us edge over our competitors and achieve a an attrition rate as low as 5%.



**Mental health and wellness**



**Functional training**



**Leadership training**



**Personality Development**

## Employee data as on 31/03/2023

Female Employees	33
PG Employees	33
Ex Govt. Employees	22
More than 10 yrs experience	135
Field work force	85
Engineers	275
<b>Total Employees as on Mar 23</b>	<b>360</b>



# BOARD OF DIRECTORS



**Mr. Pandurang B. Dandawate**  
Founder Director



**Mrs. Tanvi T. Auti**  
Managing Director



**Mr. Sandeep B. Dandawate**  
Executive Director



**Mrs. Jayashri P. Dandawate**  
Executive Director



# BOARD OF DIRECTORS



**Mr. Sudhir Shringare**  
Independent Director



**Mr. Ashokkumar Katte**  
Independent Director



**Mr. Saleem Wadgaonkar**  
Independent Director



# MANAGEMENT TEAM



**Mr. Raja Mukherjee**  
Chief Executive Officer



**Mr. Himanshu Shrimal**  
Chief Technical Officer



**Mr. Akhilesh Dandawate**  
Chief Operating Officer



**Mr. Vinod Chougule**  
VC - Project & Planning



**Mr. Snehal Patil**  
Chief Finance Officer



**Mr. Kaustubh Tarde**  
VC - Business Development



# CLIENTELE

## Domestic







 <p><b>NHAI</b></p>	 <p><b>MORTH</b></p>	 <p><b>Uttar Pradesh Expressways Industrial Development Authority</b></p>
 <p><b>MMRDA</b></p>	 <p><b>NHIDCL</b></p>	 <p><b>PWD, Jharkhand</b></p>
 <p><b>MHADA</b></p>	 <p><b>BSRDC</b></p>	 <p><b>SHDP, Karnataka</b></p>





# CLIENTELE

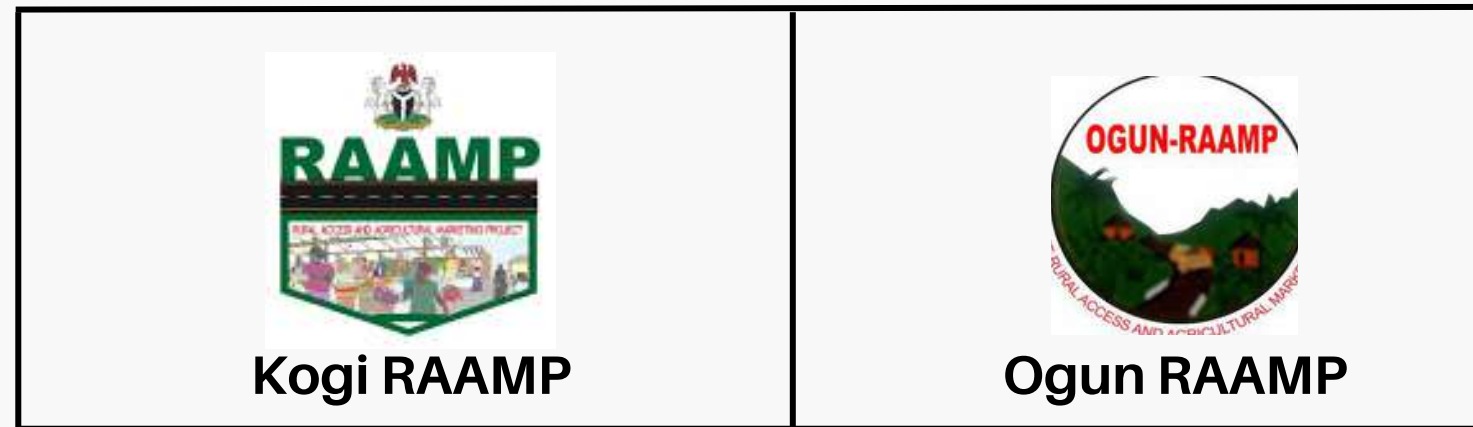
## Domestic

 <p>IHMCL</p>	 <p>PMRDA</p>	 <p>PWD, Odisha</p>
 <p>MSRDC</p>	 <p>UPSBC</p>	 <p>South Eastern Railway, Ranchi</p>



# CLIENTELE

## International





## WHAT SETS US APART?

1

**BSE and NSE listed company**

2

**Empaneled with major Govt. Departments**

3

**Highly experienced management and liasoning team**

4

**Broad geographic, operational base**

5

**Professional consultancy & Quality Assurance with Maintenance services**

6

**Integrates cutting edge technology to establish smart infrastructure in India**



# COMPETITIVE ADVANTAGES

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## All infrastructure services under one roof

All major functions in infrastructure consulting like Design and Engineering, Project Management Consultancy, Technical Advisory and Audits are all under one roof. Clients get the benefit of having one consultant that looks into all the key functions of a single project, end to end

## Latest technology and machinery

Our in house machinery boasts of some of the advanced, latest equipment for audit and surveys.  
**Key equipment used:** MBIU, FWD, Retro reflectometer, Automatic Traffic Controller and Classifier, Network Survey Vehicle.



# COMPETITIVE ADVANTAGES

## Liason with government agencies

Our members from the senior management all come from a rich experience working with various government agencies. Our strong relationships and prior experience, enables us to liason with the government departments and ensure smooth completion of any project.

## Use of latest ERP softwares

Our systems operate on latest ERP softwares, giving us full control of the project at any given point. We are also able to provide a bird's eye view to our client through timely updates.

## Prior experience in prestigious projects

Dhruv Consultancy Services Ltd. is involved in handling prestigious greenfield and brownfield expressway projects, giving us a strategic edge over our competitors.



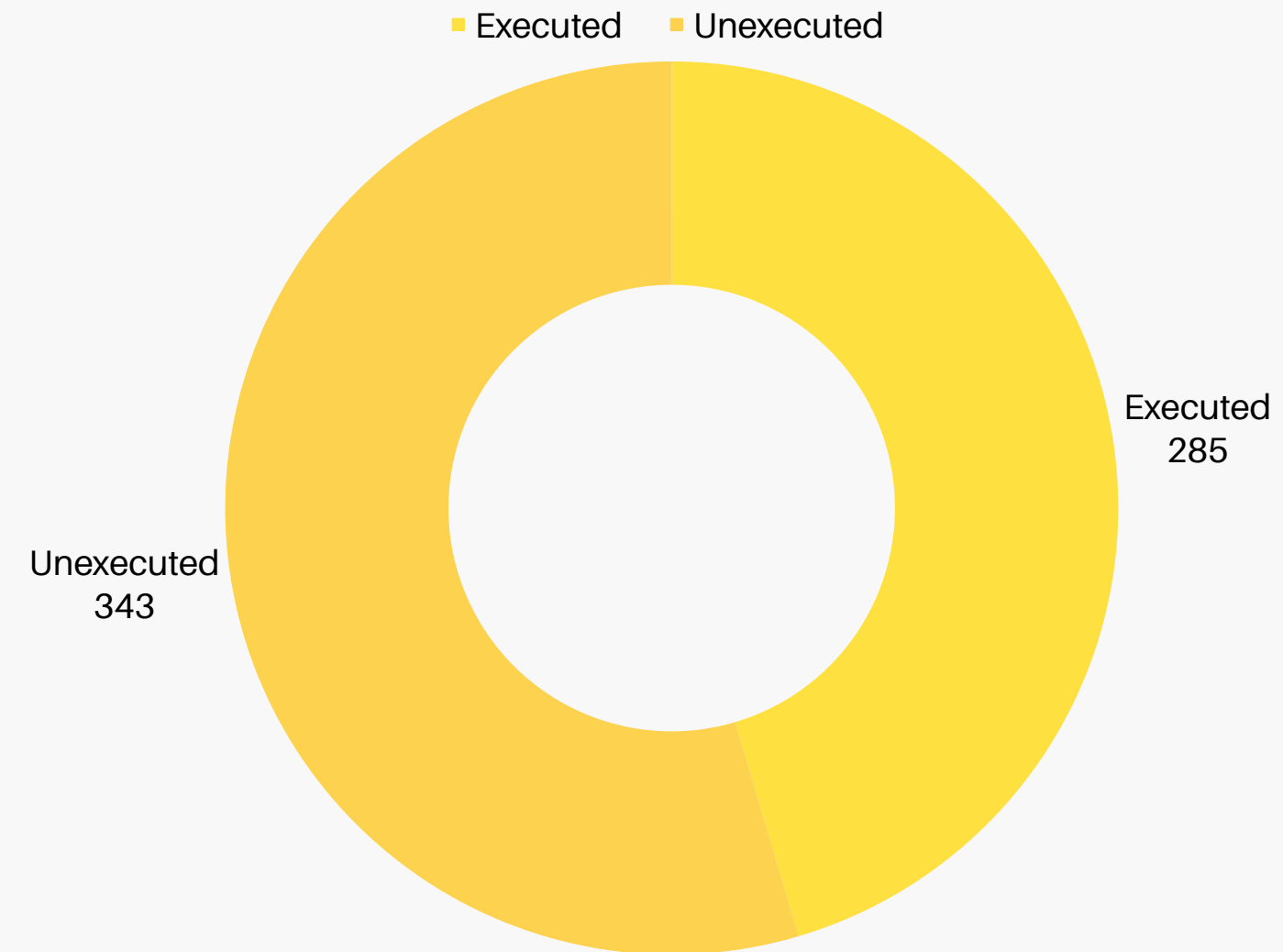
## STRONG ORDER BOOK

Dhruv Consultancy services Ltd has bid for works amounting to Rs 600 Cr in the calendar year 2022 and has won works amounting to Rs. 94.9 Cr with success ratio of 16%

We plan to bid Rs 1000 Cr. works in calendar year 2023. With increased technical and financial score, we are expecting success ratio of 25%

Govt has reduced the performance security from 10% to 3% for all old and new government assignments. This has increased our bid capacity and hence the cash flows.

## Total Order Book 627.89 Cr



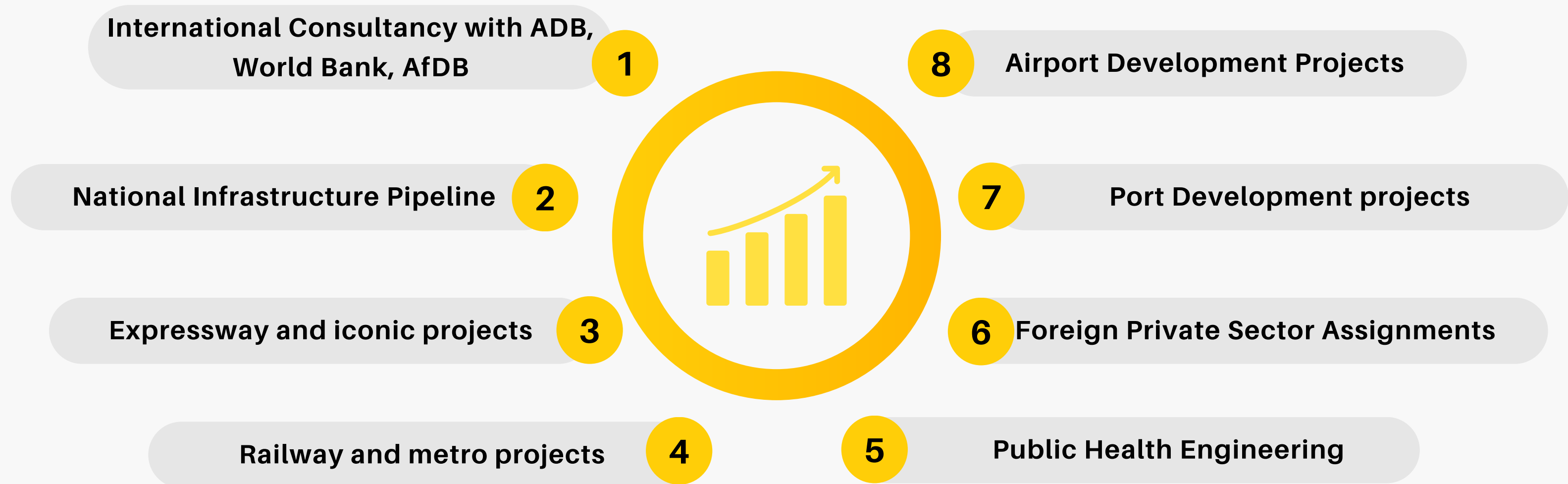


# INCREASED TICKET SIZE WORK ORDER IN FY 23-24

Sr. No.	FY	Average ticket size of assignment	Nature of work
1	2018-19	3 Cr	Dominantly DPR
2	2019-20	4 Cr to 5 Cr	Dominantly 2 Lane road construction supervision
3	2020-21	5 Cr to 6 Cr	Dominantly 2-lane road construction supervision with few 4 lane assignments
4	2021-22	6 Cr to 9 Cr	Dominantly 4/6 lane road construction supervision with few expressway works
5	2022-23	8 cr to 11cr.	Dominantly 6 lane Highways and Expressways
6	2023-24	11 Cr to 13 Cr	Four lane   Six Lane Supervision works



# FUTURE GROWTH PLANS







# Our Projects



# DELHI VADODARA EXPRESSWAY - PKG - 7

## Project Details:

Authority Engineer for supervision of Construction of Eight Lane access-controlled expressway starting at Bawadi village (near Shivgarh) of Ratlam district to (Ch. 627+420 to Ch. 696+920) section of Delhi-Vadodara Greenfield Alignment (NH-148N) on EPC Mode under Bharatmala Pariyojana in the State of Madhya Pradesh. [Delhi Vadodara/NH148N/AE/Pkg7]

**Client - National Highways Authority of India.**

**Type of Consultancy : Independent Engineer**

**Type of Project : EPC Work Supervision**

**Name of Assignment : Construction of Eight Lane Access Controlled Expressway from Ch 627+420 to 696+920 section of Delhi - Vadodara Greenfield Alignment**

**State : Madhya Pradesh**

**Project Length : 69.50 KM**

**Project Cost : 2890.27 Cr.**





# GREENFIELD 'GANGA EXPRESSWAY'

## Project Details:

Independent Engineer Services for Development of "Access Controlled Six Lane (Expandable to Eight Lane) Greenfield 'Ganga Expressway'

**Client : U. P. Expressway Industrial Development Authority**

**Type of Consultancy : Independent Engineer Services**

**Type of Project : DBFOT (Toll) basis**

**Name of Assignment : Development of Access Controlled Six Lane (Expandable to Eight Lane) Greenfield 'Ganga Expressway' (from Km. 445+000 to Km. 601+847),**

**State : Uttar Pradesh**

**Total Project Length : 156.847 KM**

**Project Cost : 5000 cr.**





# DELHI - SAHARANPUR DEHRADUN ECONOMIC CORRIDOR

## Project Details:

Client : PIU Baghpat, NHAI

Type of Consultancy : Authority's Engineer

Type of Project : EPC Supervision

Name of Assignment : Development of six lane access control  
Greenfield highway of Delhi-Saharanpur-Dehradun economic  
corridor (56+500 to 119+790) PKG-3&4

State : Uttar Pradesh

Project Length : 63.24 KM

Project Cost : 1416 Cr.





# AHMEDNAGAR FLYOVER

## Project Details:

Consultancy Services for Authority Engineer (A.E.) for Construction of Four Lane Elevated Structure (Flyover) From Sakkar Chowk to SB Chowk on Pune- Aurangabad Road along NH-222, In Ahmednagar City Limit (Length - 3.080 Km) in the State of Maharashtra on EPC Mode.

**Client - National Highways Authority of India**

## Salient Features:

- Project length - 3.080 km
- No of lanes - 4
- DPR was prepared by DCSL.
- The time taken to travel from Sakkar Chowk and SBI Chowk and vice versa shall be reduced to 4-5 minutes, as against 18 to 22 minutes at present during peak hours.





# PATAS TONDALE SECTION OF NH965G

## Project Details:

Authority's Engineer for Supervision of construction of four laning of NH 965 G from (a) Junction with NH-65 near Patas -Vasunde Phata-Baramati and Partly Baramati Bypass Design Length 41.369 km (Package - I) (b) km 41.369 (Baramati) to km 83.500 (Indapur) Design Length 42.131 km and One time improvement of selected stretches (Package-II) and (c) km 83.500 (Indapur) to km 130.202 (Tondale) Design Length 46.702 km and One time improvement of selected stretches (Package-III) in the State of Maharashtra under Bharatmala Pariyojana.

**Client - National Highways Authority of India.**

## Salient Features:

- Project Length - 130.202km
- No of Lanes - 4
- Dedicated walkways of 68.705km length for Palakhi constructed on both side of Highways for hassle free and safe passage of Devotee.
- 11 Palkhi Sthals (Place for Palkhis to halt and rest) to be constructed.





# CAPACITY AUGMENTATION OF THE MUMBAI-PUNE CORRIDOR

## Project Details:

The new road link will be an 8-lane alignment of about 12kms, starting 2kms from the Khalapur main toll plaza and ending near the Sinhgad Institute in Lonavala. The alignment involves two twin-tube tunnels of total length 11.62 km and a cable-stayed viaduct of 1.2km length.

## Challenges Faced In Project Implementation:

There are four primary challenges we are facing, during project implementation:

- Obtaining environmental clearance for the missing link
- Obtaining a NOC from Ministry of Road Transport and Highways
- Acquisition of forest land
- Designing appropriate interchanges and elevated roads





# Accolades






# Words of motivation by Shri. Nitin Gadkari Ji

Hon. Minister of Road Transport  
and Highways, MSME,  
Government of India

**नितिन गडकरी**  
NITIN GADKARI



**मंत्री**  
सड़क परिवहन एवं राजमार्ग;  
सूक्ष्म, लघु एवं मध्यम उद्यम  
भारत सरकार  
Minister  
Road Transport and Highways;  
Micro, Small and Medium Enterprises  
Government of India

**MESSAGE**

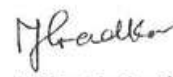
I am happy to learn that Dhruv Consultancy Services Limited a MSME company is launching a coffee table book about journey of company and its promoters, Shri Pandurang Dandawate and Mrs. Tanvi Dandawate Auti, Managing Director.

The Micro Small and Medium Enterprises (MSME) in India are the backbone of the Indian Economy. These Businesses have created the highest rate of employment growth and account for major share of India's GDP. The sector is contributing immensely to the vision of a self-reliant India.

Promoter Mr. Dandawate has worked as an Executive Engineer in MSRDC during my tenure as PWD Minister in Govt. of Maharashtra. He was responsible for early completion of 16 flyovers in Mumbai including iconic JJ Flyover. His company also helped to complete new Savitri Bridge on Mumbai-Goa road in year 2017 in record period of 165 days.

This coffee table book is the inspiration for the upcoming startups and MSME's as well as for the young engineers and entrepreneurs. I was the Guest of Dhruv First Listing on BSE SME in May 2018. I am proud to see the company's progress since their listing in BSE SME platform inspite of the challenges faced by the Indian Economy in this Covid-19 period.

I also congratulate Kirin Advisors for this excellent initiative and my best wishes to the company for their future endeavours. Including the company plans to migrating to the main board of BSE with target of fund raising to serve better to the nation.

  
(Nitin Gadkari)

Date: December 28, 2020  
Place: New Delhi

Room No. 501, Transport Bhawan, 1, Sansad Marg, New Delhi – 110 001, Tel.: (RTH) 011-23710121, 23711252 (O), 23719023 (F),  
Room No. 168, Udyog Bhawan, Rafi Marg, New Delhi – 110 011, Tel.: (MSME) 011-23061566, 23061739 (O), 23063141 (F),  
E-mail: nitin.gadkari@nic.in; website-www.morth.nic.in / https://msme.gov.in



**We wholeheartedly  
thank the NHAI for  
recognizing our  
service and efforts in  
the Ahmednagar  
Flyover Project**





# MSME Skoch Award for Dhruv Consultancy Services Ltd





# Financials



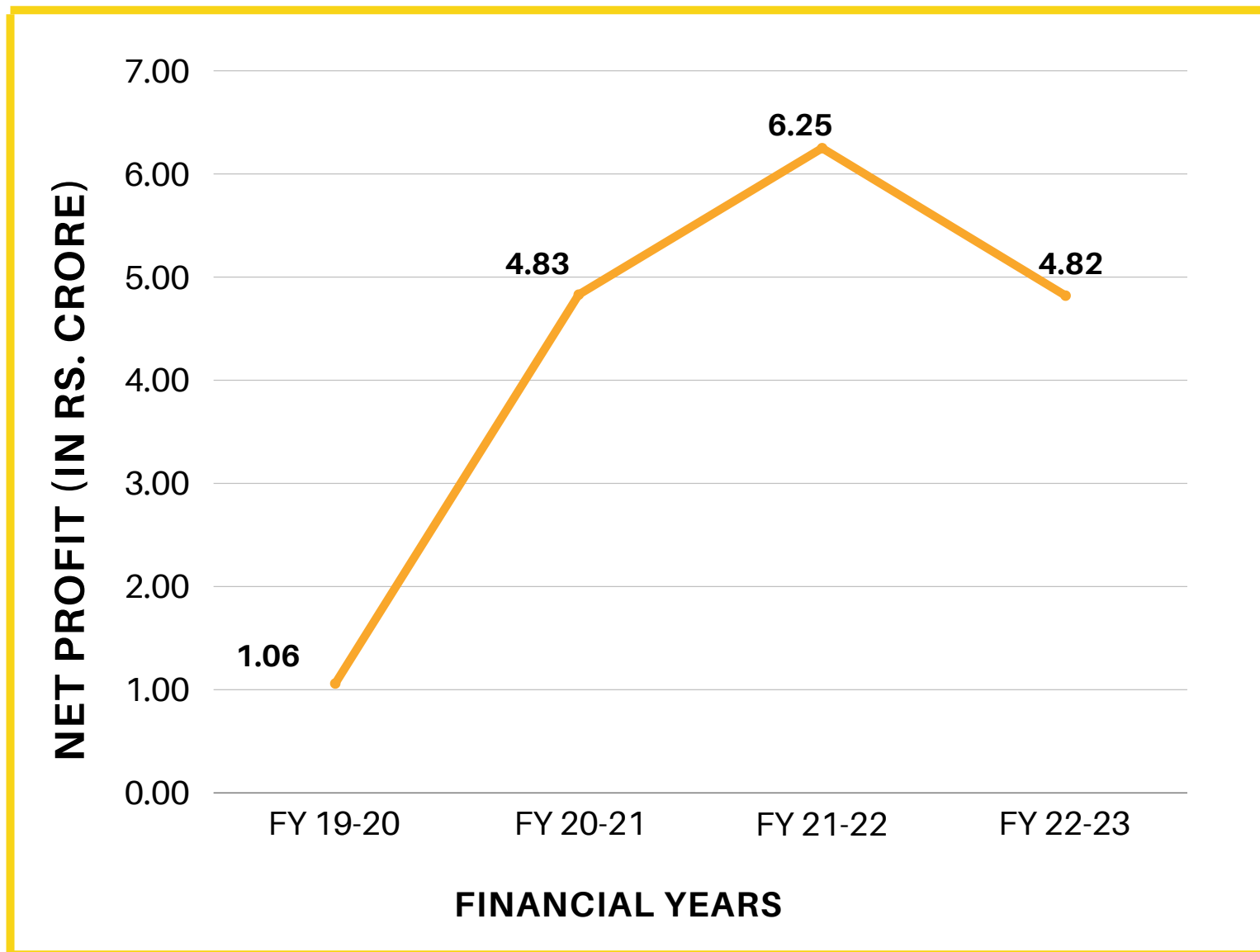
# FUELLING GROWTH

Sr. No.	Highlights	FY 18-19	FY 19-20	FY 20-21	FY 21-22	FY 22-23
1	Turnover/Revenue	56.1	48.74	59.76	75.06	81.18
2	Net worth	44.6	45.59	39.57	45.83	55.59
3	PAT	7.7	1.06	4.83	6.25	4.82
4	EBIDTA	14.6	3.55	9.34	9.81	10.29

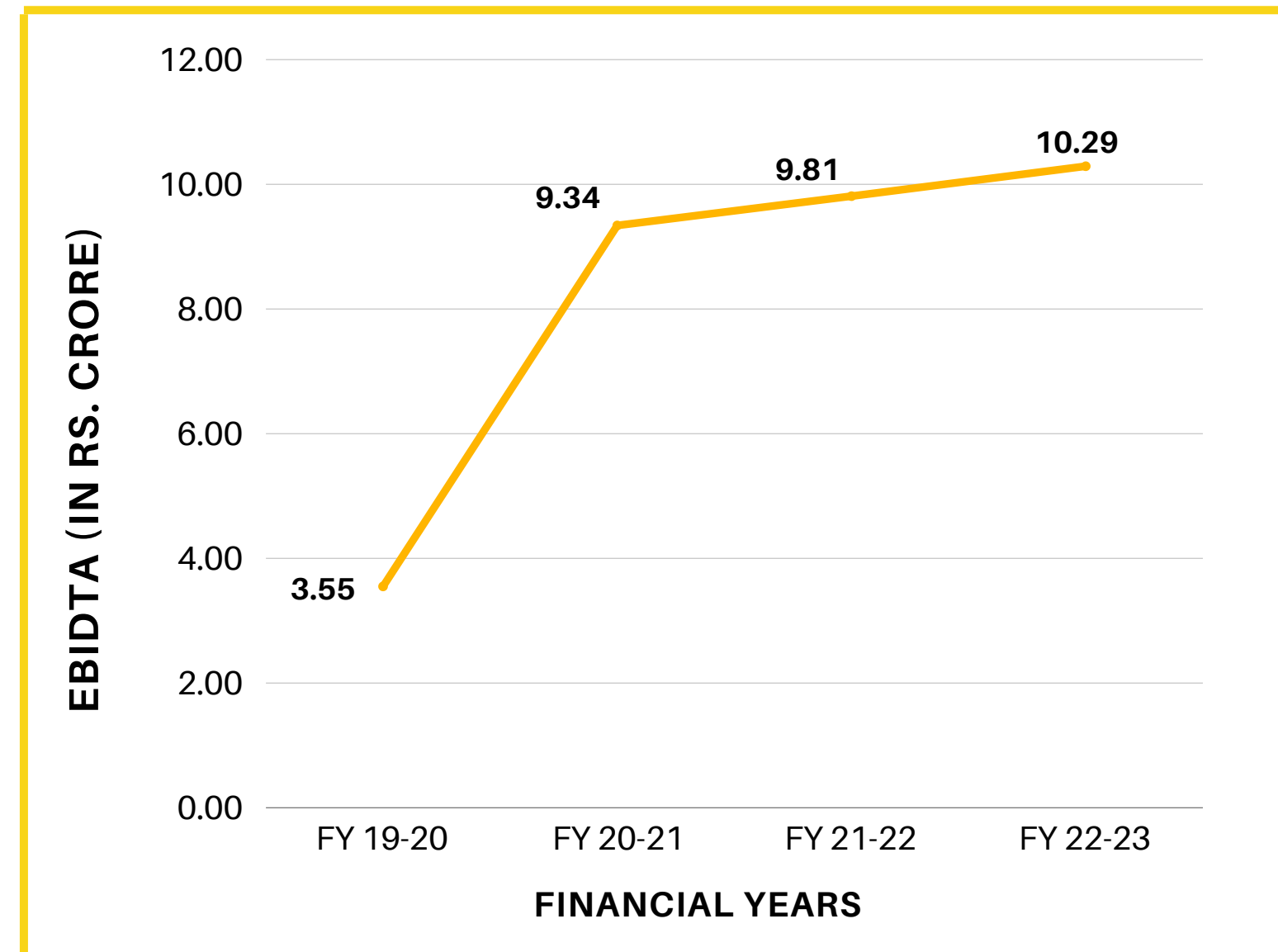




## NET PROFIT (PAT)



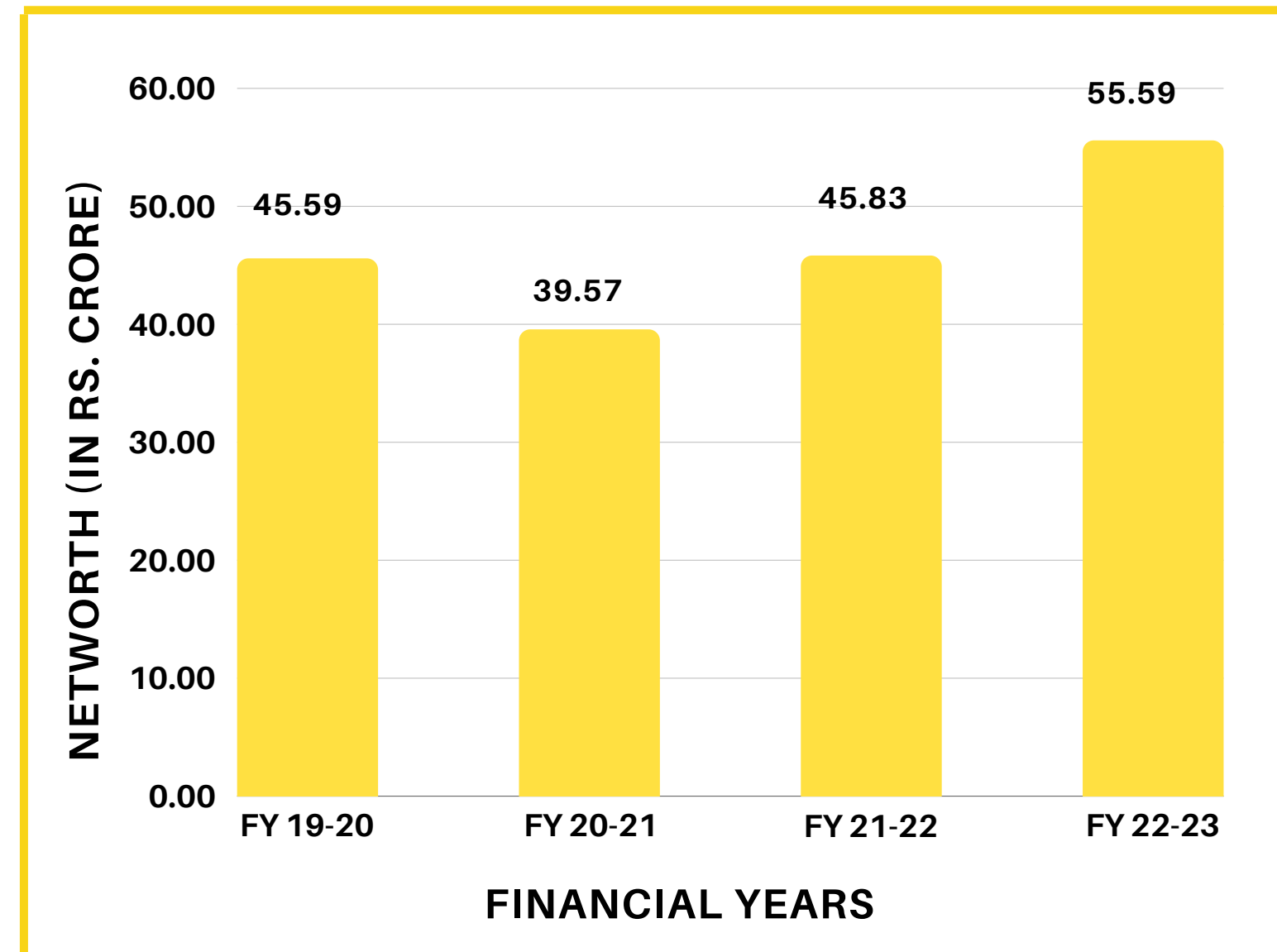
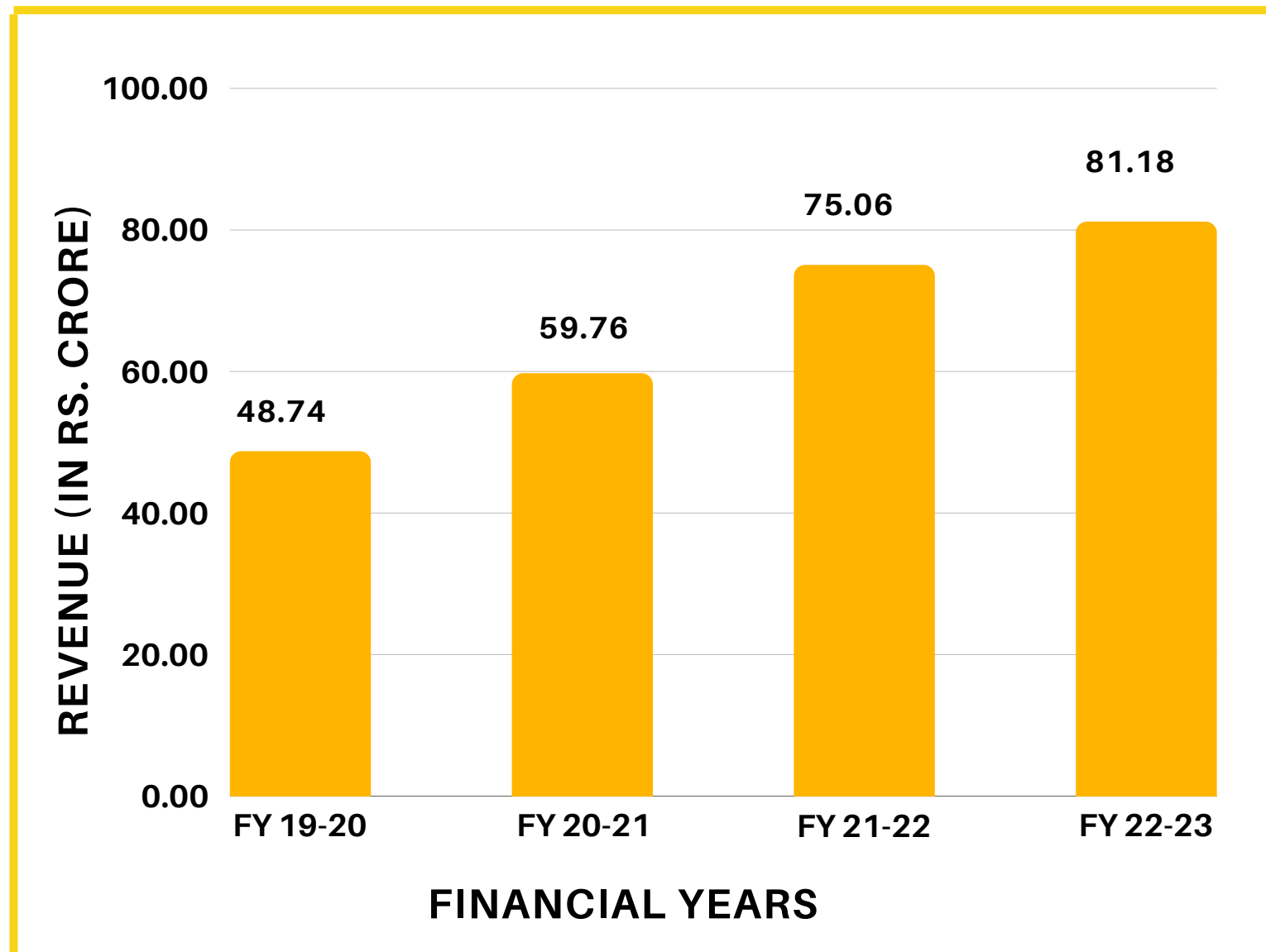
## EBIDTA





## REVENUE

## NETWORTH





## Certificate of Registration

This is to certify that

**DHRUV CONSULTANCY SERVICES LTD.**  
501, PUJIT PLAZA, PALM BEACH ROAD, SECTOR 11, NEAR CBD STATION,  
OPP-K-STAR HOTEL, CBD BEALAPUR, NAVI MUMBAI-400614, INDIA

has been independently assessed by QRO  
and is compliant with the requirement of:

**ISO 9001:2015**  
**Quality Management System**

For the following scope of activities:

**PROVIDE FEASIBILITY STUDIES, DETAIL ENGINEERING, PROJECT  
MANAGEMENT AND RETROFITTING SERVICES FOR ARCHITECTURAL,  
CIVIL ENGINEERING & ANCILLARY PROJECTS**

Date of Certification: 11th November 2022      2<sup>nd</sup> Surveillance Audit Due: 10th November 2024  
1<sup>st</sup> Surveillance Audit Due: 10th November 2023      Certificate Expiry: 10th November 2025

**Certificate Number: 305022111139Q**



*Chauhan*  
Head of Certification

Validity of this certificate is subject to annual surveillance audits to be done successfully on or before 365 days from date of the audit.  
(In case surveillance audit is not allowed to be conducted: this certificate shall be suspended / withdrawn).

The Validity of this certificate can be verified at [www.qrocert.org](http://www.qrocert.org)

This certificate of registration remains the property of QRO Certification LLP, and shall be returned immediately upon request.

India Office : QRO Certification LLP  
142, 11nd Floor, Avtar Enclave, Near Paschim Vihar West Metro Station, Delhi-110063, (INDIA)  
Website : [www.qrocert.org](http://www.qrocert.org), E-mail : [info@qrocert.org](mailto:info@qrocert.org)

# QUALITY CERTIFICATION

Dhruv Consultancy Services Ltd is now  
certified by Quality Research Organization





**CORPORATE SOCIAL RESPONSIBILITY**



Dhruv Consultancy Services conducted a campaign in ZP School, Devpada, Neral along with 5th-8th standard students to **inculcate road safety values**, where they discussed various road safety signs and symbols and the precautions that students need to take when cycling or riding two-wheelers.





At Dhruv Consultancy, we believe in the power of education to transform lives and empower communities. As part of our corporate social responsibility (CSR) initiatives, we have chosen to focus on supporting educations, particularly schools and engineering colleges in Maharashtra and Gujarat. Our aim is to contribute to the development of skilled professionals and promote access to quality education.





## Dhruv Consultancy Services Ltd.

### Address:

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CIN : L74999MH2003PLC141887

