



Ashoka Buildcon Limited

To  
The Manager  
The Department of Corporate Services  
BSE Limited  
Floor 25, P. J. Towers,  
Dalal Street, Mumbai – 400 001

To  
The Manager  
The Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai – 400 051

**September 29, 2023**

**Sub: Presentation for 30<sup>th</sup> AGM held on 29.09.2023**

**Scrip Code : 533271**

**Scrip Name ASHOKA EQ.**

Please find enclosed herewith Presentation for Stakeholders of Ashoka Buildcon Limited for 30<sup>th</sup> Annual General Meeting held on 29<sup>th</sup> September, 2023 through Video Conferencing (“VC”) / Other Audio Visual Means (“OAVM”).

This is for your kind information.

Yours Sincerely,  
**For Ashoka Buildcon Limited**

**(Manoj A. Kulkarni)**  
Company Secretary & Compliance Officer  
ICSI M.No. FCS-7377

**Encl.: Presentation**



**Welcome Shareholders**  
**30<sup>th</sup> Annual General Meeting**  
September 29, 2023

**ASHOKA**  
Ashoka Buildcon Ltd.








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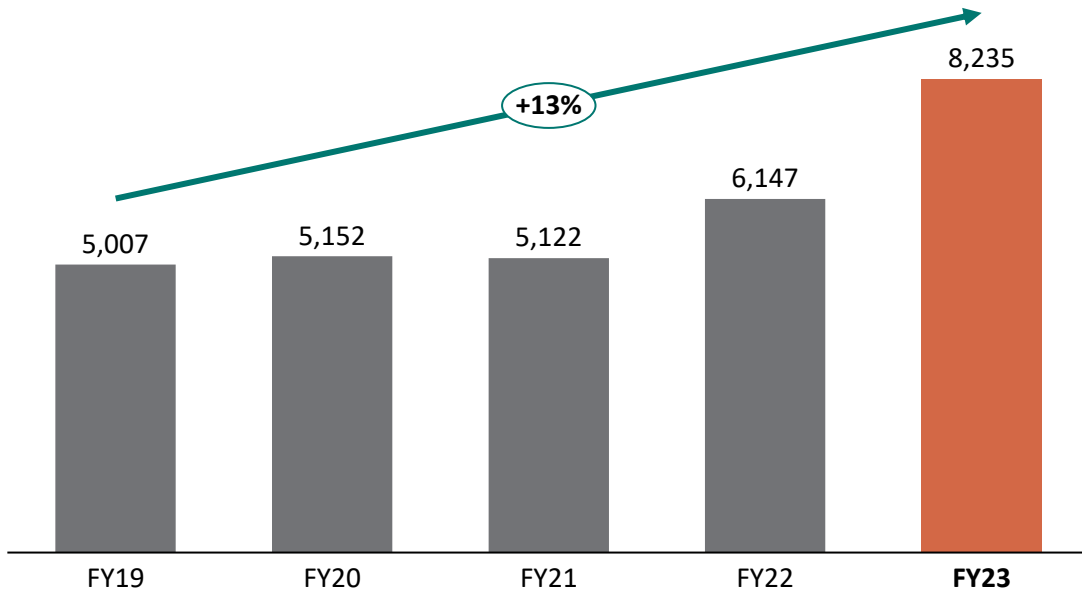
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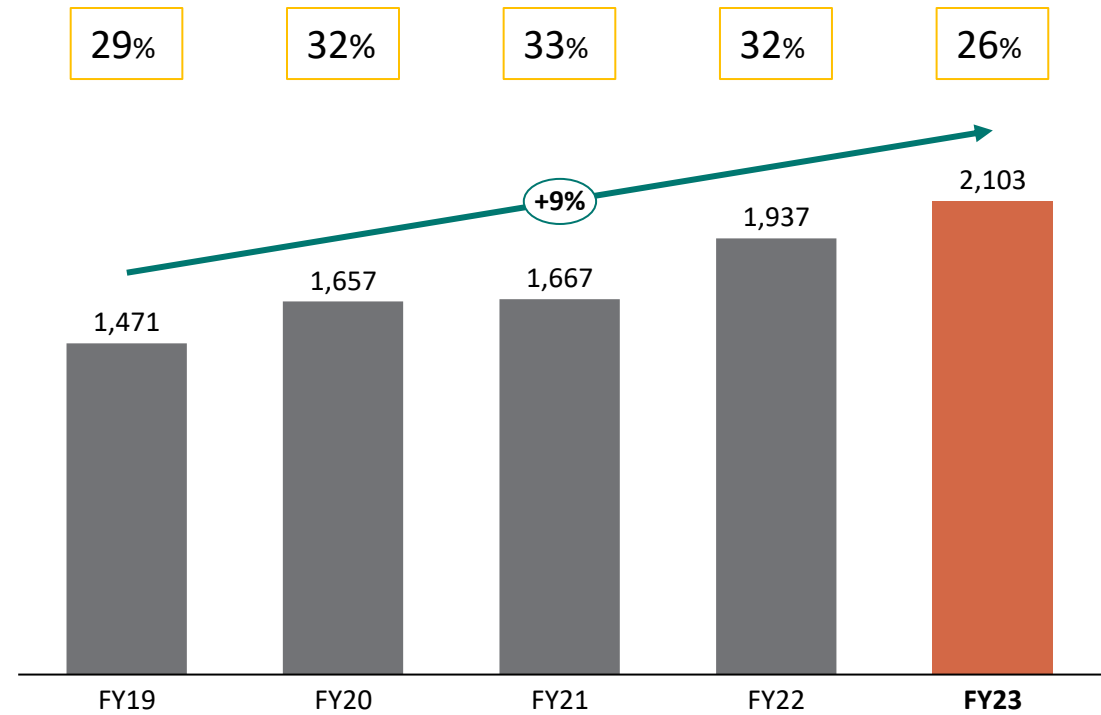
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-  Current Order backlog of Rs 17,566 Crores as of September 2023
-  Projects won worth ~Rs 9,453 Crores in FY 2023
-  Executed Share Purchase Agreement for Sale of entire share capital of Unison Enviro Private Limited, a subsidiary of the Company, held by Company and North Haven India Infrastructure Fund (a Fund managed by Morgan Stanley) to Mahanagar Gas Limited (MGL) for an aggregate consideration of Rs.531 Crore
-  Executed Share Purchase Agreement (SPA) with National Investment and Infrastructure Fund Limited (“NIIF”) for Sale of 100% equity of Jaora-Nayagaon Road project for Aggregate Financial consideration of Rs. 691 Crs
-  Executed Share Purchase Agreement (SPA) in FY23 with National Investment and Infrastructure Fund Limited (“NIIF”) for Sale of 100% equity of Chennai ORR project for aggregate financial consideration of Rs. 686 Crs which is in progress.

Sustaining Performance in challenging times...



... while maintain Operating margins



Consolidated Revenue includes Other Income and RMC income





# Company Overview





**45+** YEARS of  
experience in  
construction industry



**INR 17,500+ Crs.**  
Current Balance  
Order Book



**10,000+** members  
in Ashoka Family



**14,000+** LANE  
Kms. of highway  
constructed



**30,000** Villages  
illuminated through Power  
T&D projects



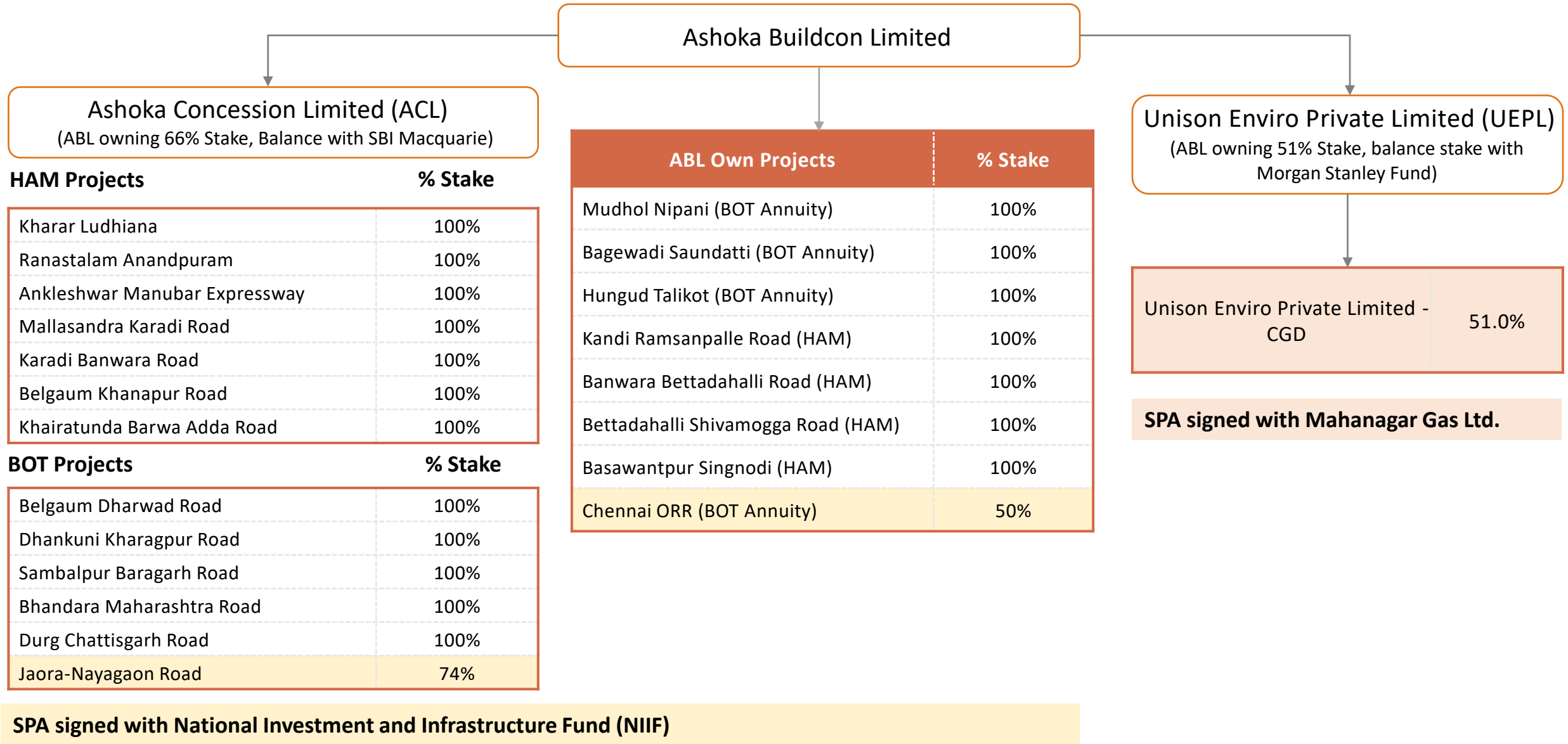
**CRISIL RATINGS**  
**AA-/STABLE** Long Term  
**A1+** Short Term



5 Year CAGR  
**17%** Revenue  
**16%** EBITDA



**0.34x** Debt Equity  
Ratio\*  
(Standalone)

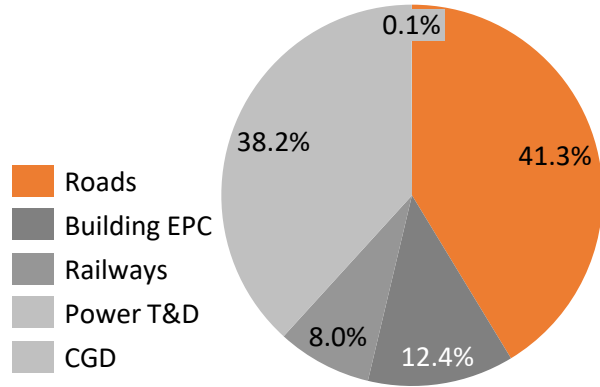




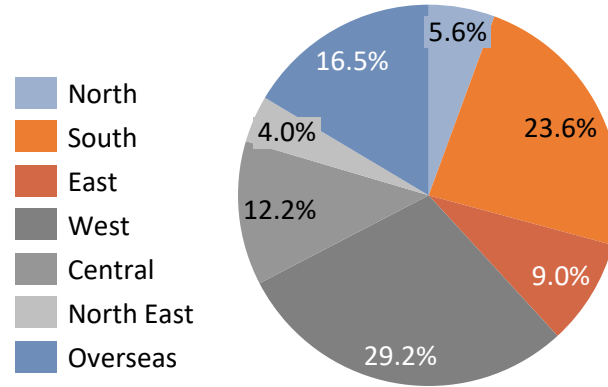
# Business Overview



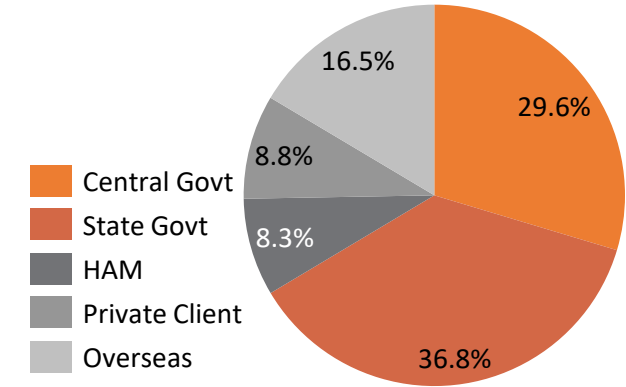
### Segment Breakup



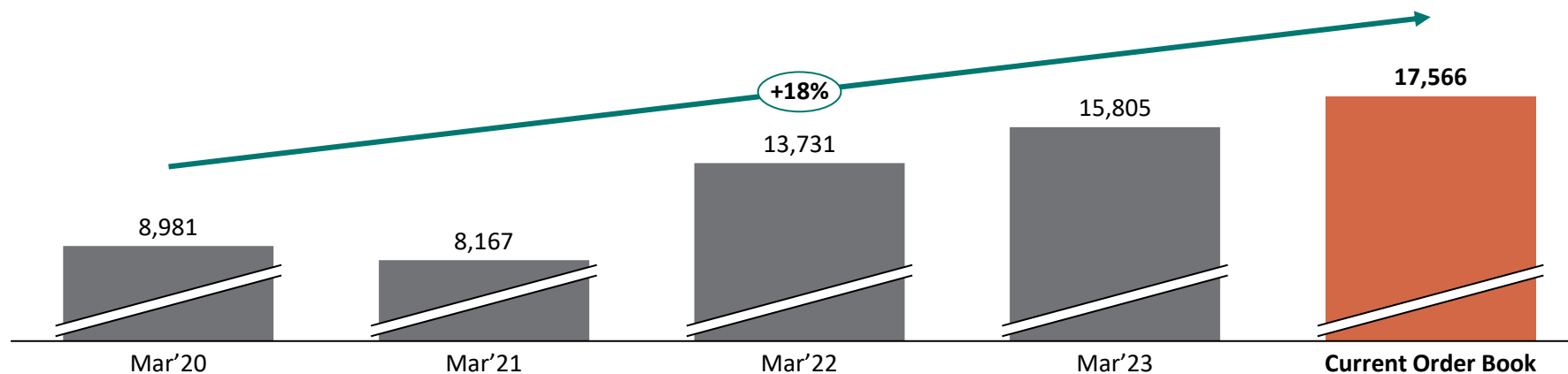
### Region Breakup



### Client Breakup



### Current Order Book of 17,566 Crs, 2.5x FY23 Revenue



\*Current Order book = Order Book as on Jun'23 + New projects awarded upto Sep'23



# Roads EPC/HAM/BOT





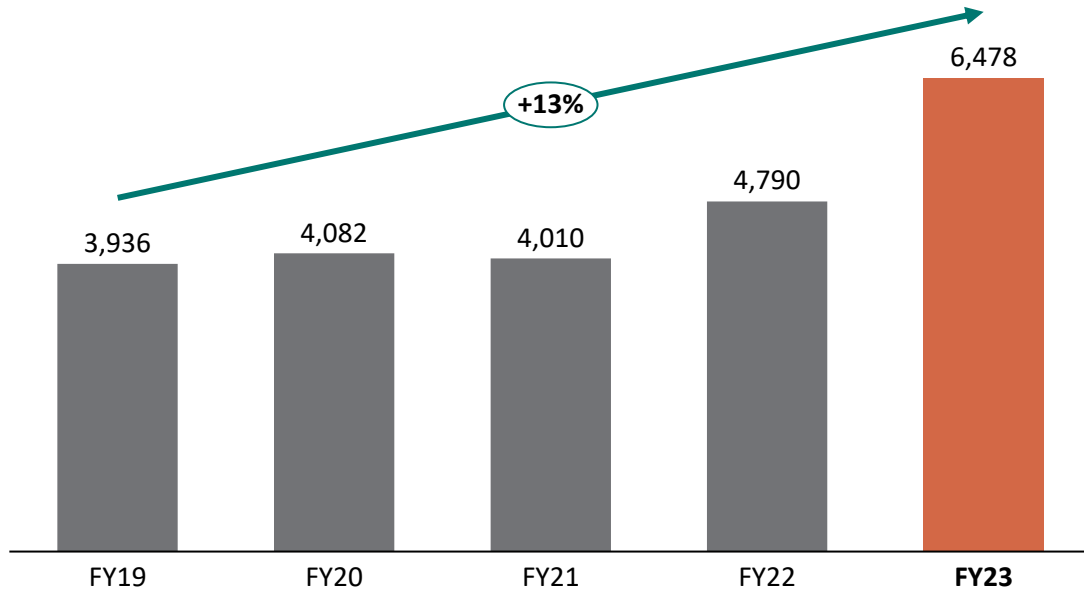
*Ashoka Buildcon Ltd. is one of the leading highway developers in India. The Company is an integrated EPC, BOT & HAM player.*

- **Ashoka Buildcon Limited** continues to maintain its stature as one of the top road infrastructure developers in the country. It is growing from strength to strength as an EPC player capable of construction projects of mega scales. A proud contributor to National Development, company is committed to pursue excellence in Quality, Speed, Safety and Environment consciousness.
- Current Balance Order Book for Road EPC and Road HAM stands at Rs. 5,802 Crores and Rs. 1,455 Crores; comprising ~33.0% and ~8.3% of Total Order Book

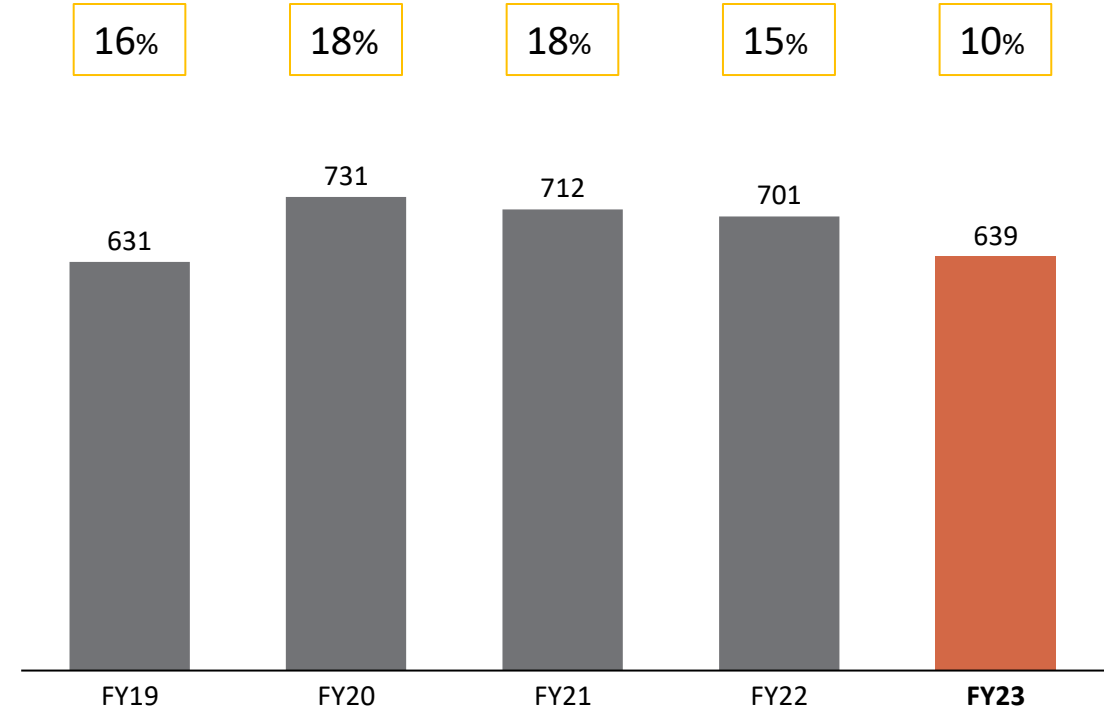




Revenue Delivering consistent performance...



... while stable Operating profit & margins

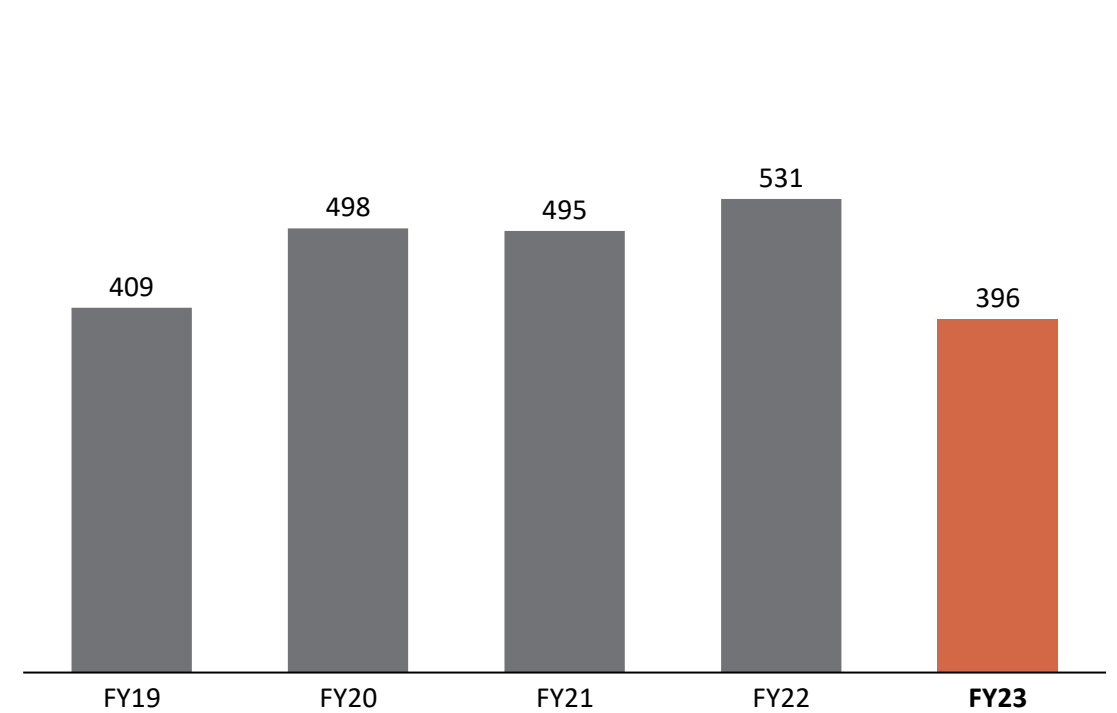
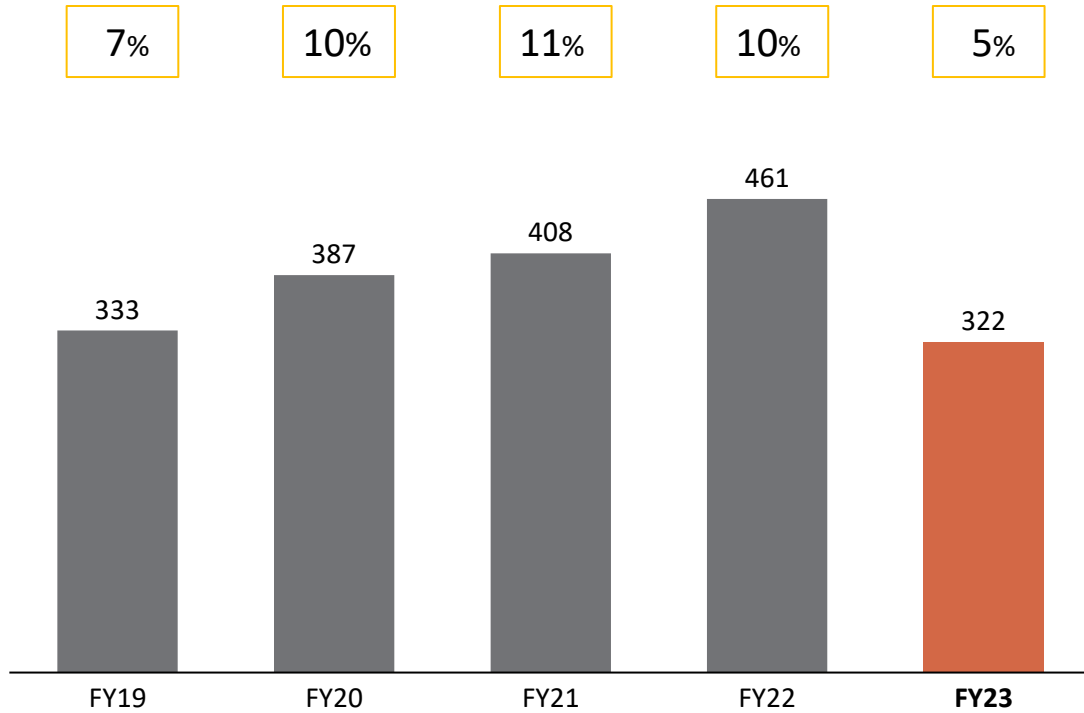


Demonstrated tremendous resilience in the face of Global Pandemic... delivered fairly strong performance despite pandemic induced disruption in the first half of the fiscal 2021 & 22. Further pace of execution enhanced in FY23.



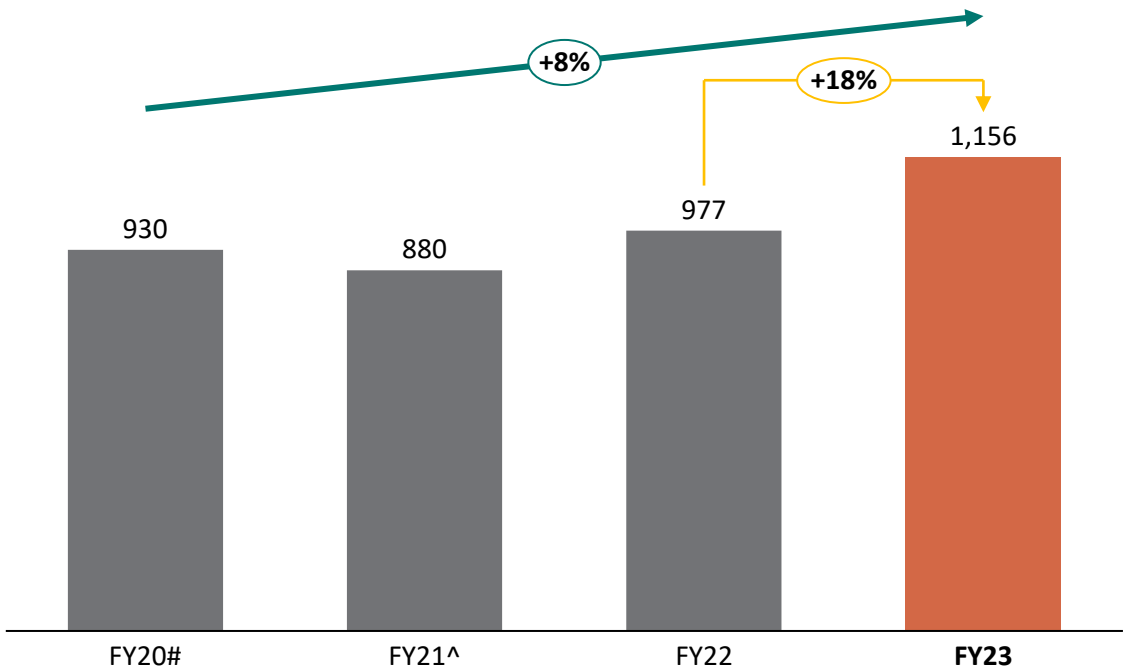
Stable Net Profit & Margin\*

Generating higher Cash Profit\* enables further growth



\*excluding exceptional items added back to net profit

Generating higher Cash Profit\* enables further growth

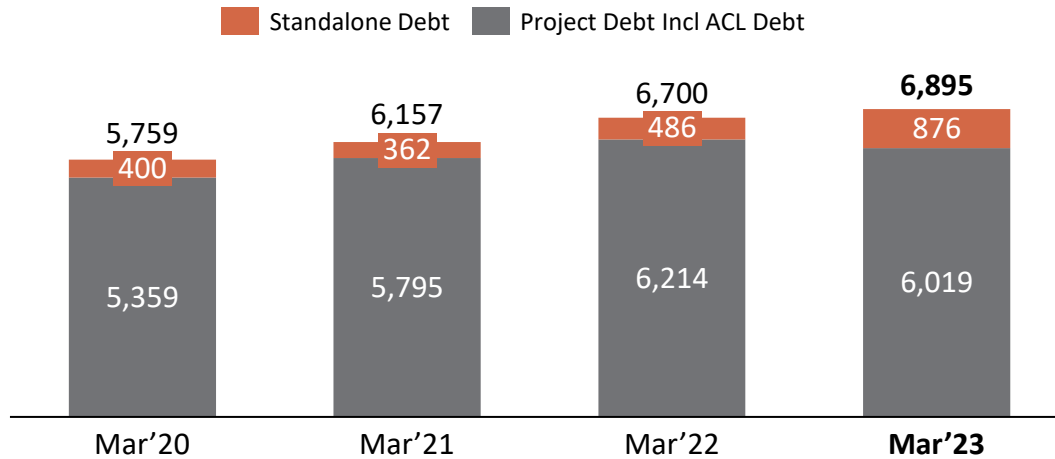


Toll Collection grew by **18%** in FY23 YoY, with **CAGR of 8%** since FY2020, maintaining stability throughout Covid-19 period on account of lockdown and enhanced growth is witnessed post Covid-19 period.

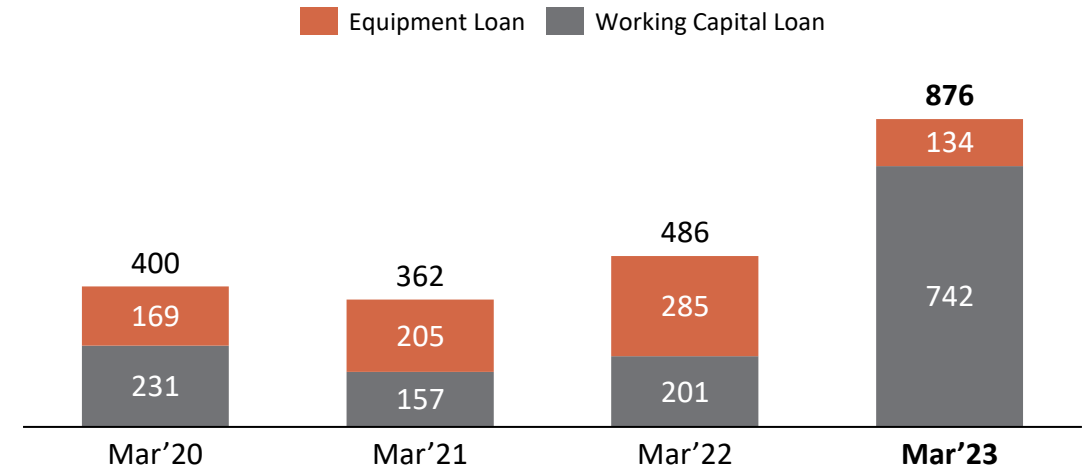
# Excludes Toll Loss of last 6 days amid lock down in March-20  
^ Does not include Toll loss of 19 days amid lockdown in April-21 Closed toll operation. Also, Closed toll operation of Ahmednagar –Aurangabad project post completion of the concession period in March'20, which does not contribute in FY21 toll revenues



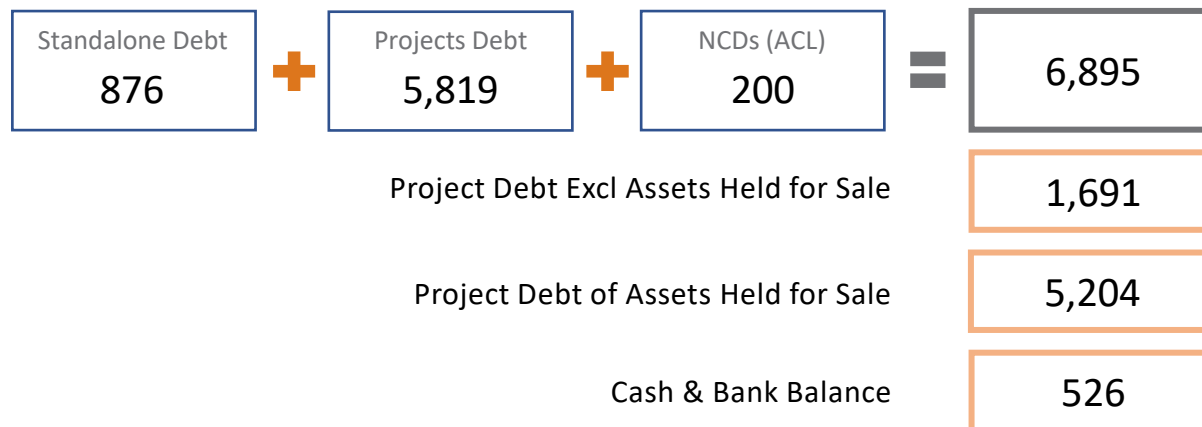
## Consolidated Debt Break-up (Rs. Crs.)



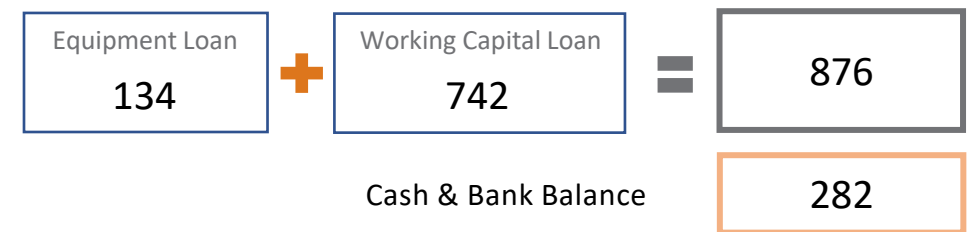
## Standalone Debt Break-up (Rs. Crs.)



## Consolidated Debt Breakup (Rs. Crs.)



## Standalone Debt Breakup (Rs. Crs.)





### One of India's Longest 6 Lane Flyovers in Kerala (12.752 Kms)

- The elevated flyover being constructed by Ashoka runs between Aroor and Thuravoor.
- It is positioned above the existing NH 66

### India's First 8 Lane Extra Dosed Cable Stayed Bridge Built in 33 Months

- Despite flood situations in 2 consecutive years and the pandemic, team Ashoka completed this prestigious 8 lanes bridge across Narmada river in Gujarat in Record time of 33 months



### Bundelkhand Expressway : 3 Construction records set

- This prestigious project by UPEIDA was completed ahead of scheduled by team Ashoka and three records were set during the construction
- These include non-stop laying of 12,765 tonnes of DBM in 64 hours, non-stop laying of 19,756 tonnes of Bituminous concrete in 96 hours and completion of 13 concrete deck slabs in 46 days



# Railways

A photograph of railway tracks receding into the distance at sunset. The tracks are made of steel rails on concrete sleepers, set on a bed of gravel. The sky is a mix of orange, pink, and purple, indicating the time is either dawn or dusk. In the background, there are utility poles with power lines and some trees. The word "Railways" is written in a simple, black, sans-serif font across the center of the image.



***Leveraging our expertise in Road construction to capitalize on the Vast Opportunity available in Railways Sector***

- Entered in the Railways Segment in FY2018-19; involved in the construction of Civil, Track laying and Electrification Work
- Current Balance Order Book stands at Rs.1,412 Crores; comprising ~8.0% of Total Order Book





# Power T&D



*Leveraging our expertise in Road & Building construction to capitalize on the Vast Opportunity available in Power Sector*

- Current Balance Order Book stands at Rs.6,706 Crores; comprising ~38% of Total Order Book
- Total Projects won during the FY23 is ~Rs 2,493 Crores



# City Gas Distribution





- **Unison Enviro Private Limited** (“UEPL” or the “Company”) has been awarded the Grant of Authorization (or CGD license) by Petroleum and Natural Gas Regulatory Board (“PNGRB”) to develop CGD network in three Geographical Areas (“GAs”) covering five districts in the states of Maharashtra and Karnataka.
- UEPL was set-up in 2016 and participated in 6th round of CGD bidding and won the authorization for Ratnagiri GA. NHIIF came in as 49% partner in 2019 and jointly participated in 9th & 10th round of bidding.
- Executed Share Purchase Agreement for **Sale of entire share capital of Unison Enviro Private Limited**, a subsidiary of the Company, held by Company and North Haven India Infrastructure Fund (a Fund managed by Morgan Stanley) to Mahanagar Gas Limited (MGL) for an aggregate consideration of Rs.531 Crore



Sr. No.	Geographical Area	State	Bidding Round	Date of Award	Marketing Exclusivity	Infrastructure Exclusivity
1	Ratnagiri	Maharashtra	6	09-Aug-16	5 years	25 years
2	Latur & Osmanabad	Maharashtra	9	24-Sep-18	10 years	25 years
3	Chitradurga & Davanagere	Karnataka	9	25-Sep-18	10 years	25 years



# Buildings (EPC)

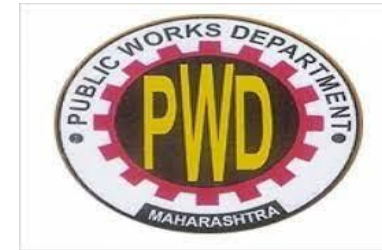
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*Leveraging our experience in Building construction to capitalize on the Vast Opportunity available in the Sector*

- Current Order Book Stands at Rs 2,179 Crores; comprising ~12.4% of Total Order Book
- Consists International Projects





...and many more

# Awards in FY 2022 - 23







**Most Admired Company in Infrastructure Sector Award to ASHOKA BUILDCON LIMITED by the TIMES GROUP**

Ashoka Buildcon has yet again taken center stage as it bags this prestigious award. The Award was handed over by Hon'ble Minister of Roads, Transport & Highways(GoI) and was received by Mr Satish Parakh (Managing Director) & Mr Ashish Katariya (Director), Ashoka Buildcon Limited

**Construction Times Awards 2023  
Best Executed Bridge Project Award**

**Achievement of Safety Health and Environment  
(Panagrah Palashit Road Project)**



**CIA Construction & Infrastructure Awards 2022**

**Best Company in Bridges for Excellence in Construction of Superstructures**

**Safe-Tech Award 2022**

**Employee Training campaign Award to Panagarh Palshit Road Project, Kolkata for implementation of safety trainings program at project**



**Corp Comm Vision and Innovation Awards**

**Excellence in building people connect through a Social Cause including nationwide road safety awareness programs**





Thank You

**ASHOKA**

Ashoka Buildcon Ltd.

