

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 19, 2019**

**Sub: Presentation for 26<sup>th</sup> AGM held on 18.09.2019**

**Scrip Code : 533271**

**Scrip Name ASHOKA EQ.**

Please find enclosed herewith Presentation for Stakeholders of Ashoka Buildcon Limited for 26<sup>th</sup> Annual General Meeting held on 18<sup>th</sup> September, 2019 at Nasik.

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**



Ashoka Buildcon Ltd.

WELCOME STAKEHOLDERS

26<sup>th</sup> Annual General Meeting  
September 18, 2019

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## Highlights of the Year



Consolidated Revenue Crossed Rs.5,000 Crore mark in FY19



Achieved Financial Closure of all 5 HAM projects won during the FY 2017-18



Received Appointed Date for 3 HAM projects

i) Khairtunda Barwa Adda, ii) Ankleshwar Manubar and iii) Belgaum Khanapur

## Highlights of the Year



Received Arbitration Orders worth ~ Rs.650 Crore against various claims



Forayed into Railway Segment with order-intake worth Rs.1,237 Crore in FY19



Morgan Stanley India Infrastructure Fund (MSII) committed Rs.150 Crore investment in CGD Business

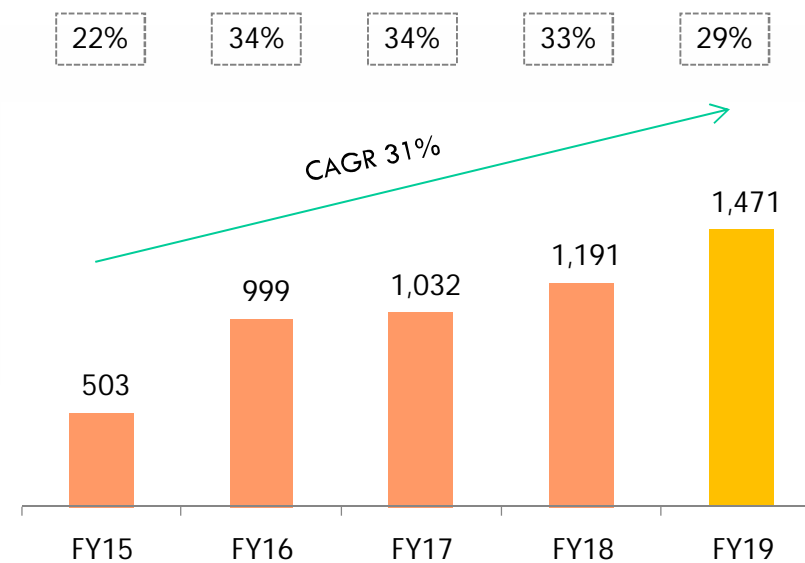
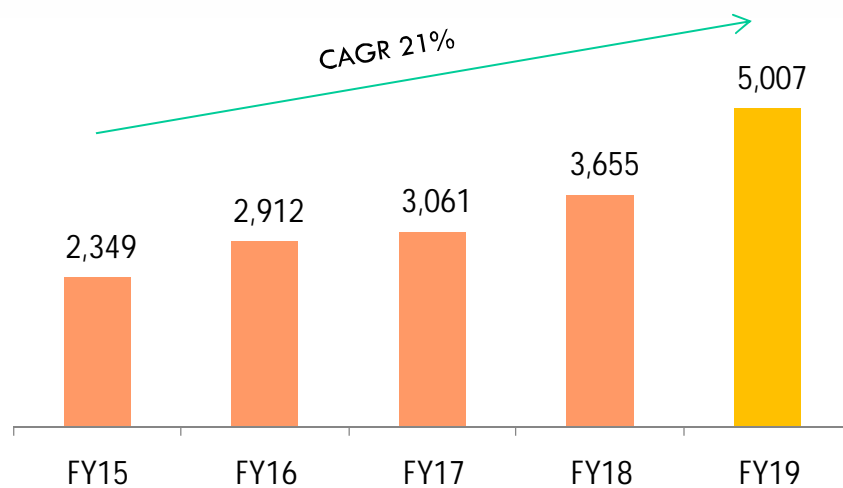
## Profitable Growth in last 5 years...



Figures in Rs Cr

Consolidated Revenue grew more than 2 times...

... while Operating Profit (EBITDA) grew ~ 3 times



Consolidated Revenue Includes other income and RMC income

# Company Overview



# Company Overview



4+ decades  
Construction experience

10,000+  
Lane kms constructed

Presence  
Working in 18 States

In-house capabilities  
Equipment bank of 2,500  
Nos.

21  
Operational + Under  
construction BOT projects

16  
PPP projects Completed &  
Handed over

INR 9,038 Cr\*  
Order Book (as on 30<sup>th</sup> June 2019)

4,000+  
Employed in Ashoka Family

## Business Verticals



Road EPC



Power Distribution



Roads BOT | Annuity | HAM



City Gas Distribution



Railways

\* Including HAM Tumkur-Shivamoga IV (LoA received)

# Business Overview



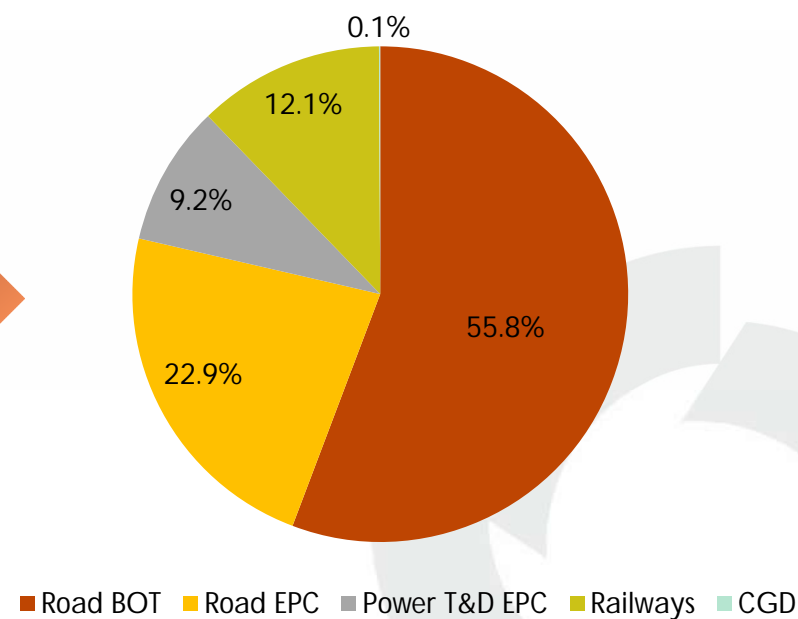
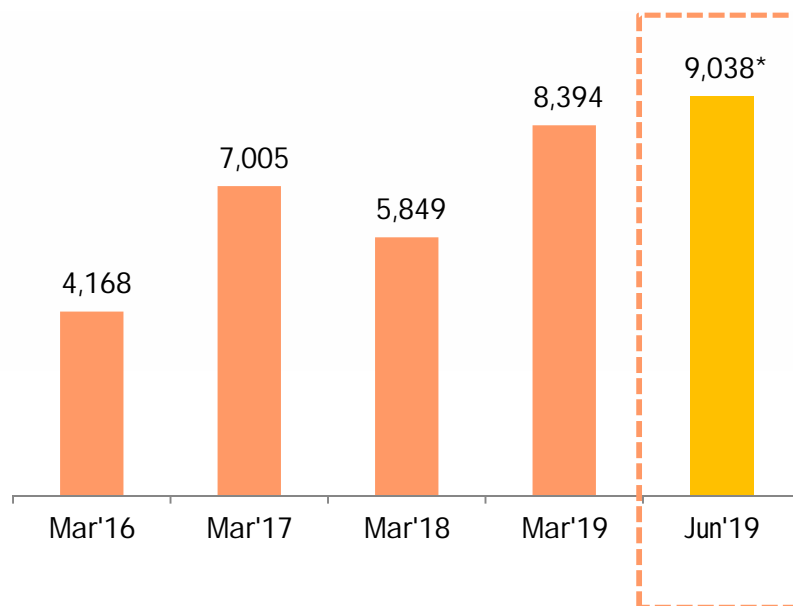
# Leading EPC Company with over 4 decades of experience



Figures in Rs Cr

Order Book of Rs.9,038 Cr., 2.5x FY19 Revenue

Diversified Order Book



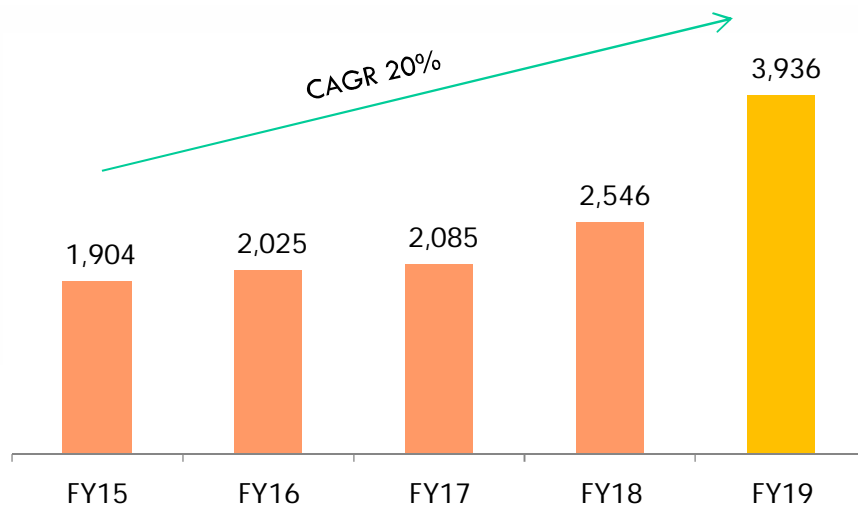
\* Including HAM Tumkur-Shivamoga IV (LoA received)

# Consistent growth in EPC business...

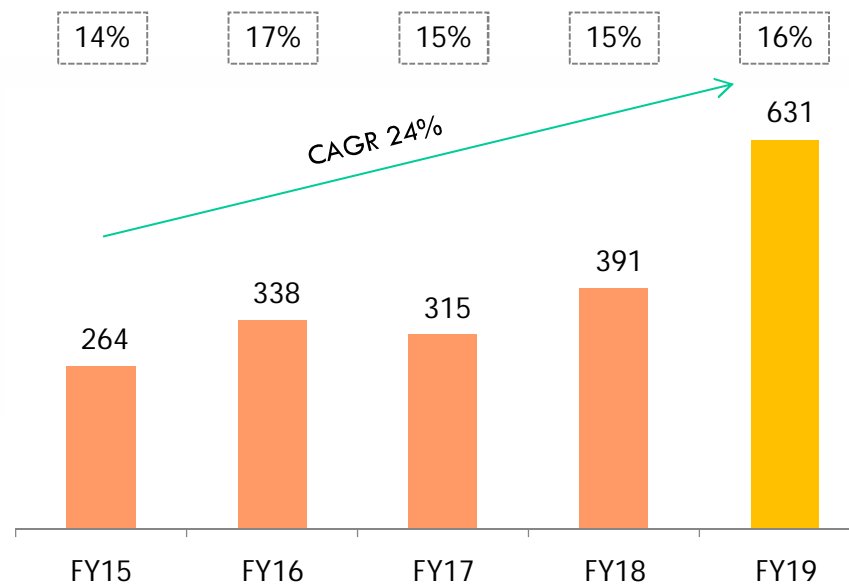


Figures in Rs Cr

Revenue# - changing trajectory...



... with stable operating profit & Margin



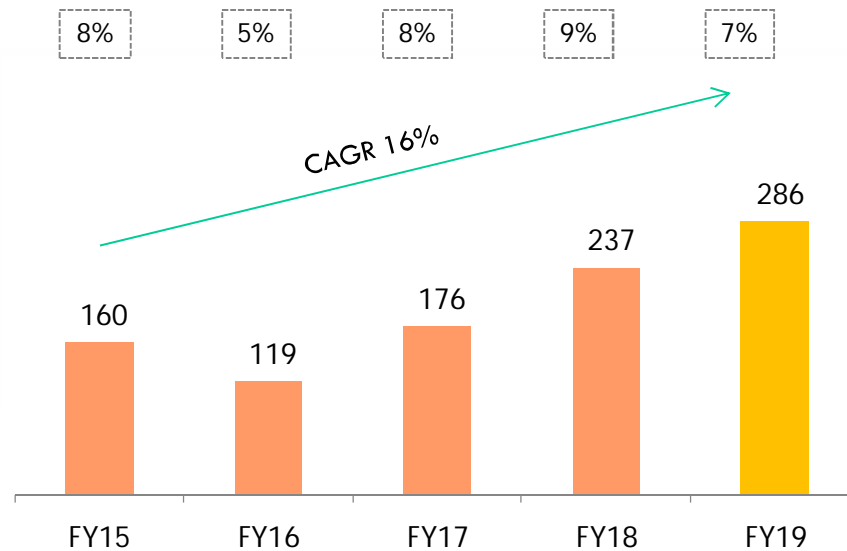
# Includes other income

## ...with stable profitability

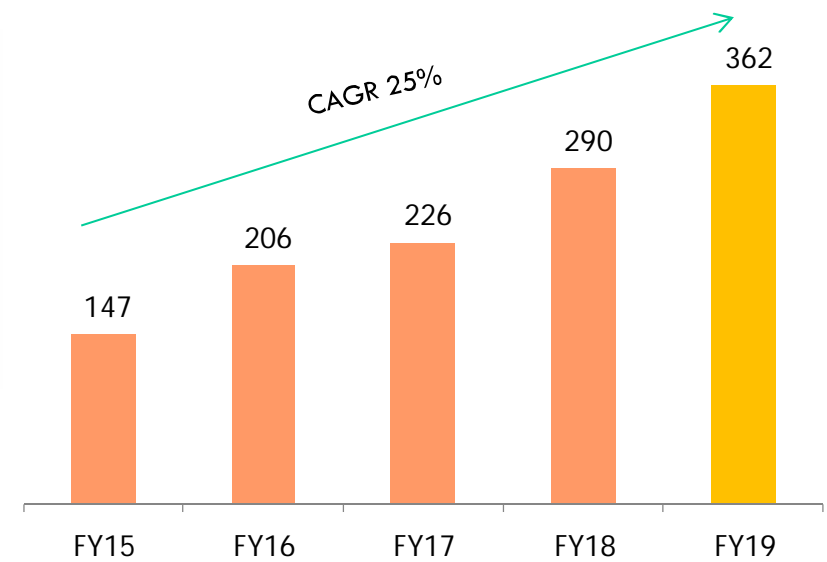


Figures in Rs Cr

### Stable Net Profit & Margin...



### Generating higher Cash Profit enables further growth



## BOT + HAM Portfolio



### ABL Owned BOT Projects

BOT Projects	ABL Stake
1 Ahmednagar Aurangabad Road	100.0%
2 Katni Bypass ^^	99.9%
3 Wainganga Bridge	50.0%
4 1 Foot Over Bridge in Mumbai	100.0%
5 Anawali Kasegaon Road	100.0%
6 Mudhol Nipani (BOT Annuity)	100.0%
7 Bagewadi Saundatti (BOT Annuity)	100.0%
8 Hungud Talikot (BOT Annuity)	100.0%

^^ Toll is being collected under Court Order

### Ashoka Concessions Limited (ACL)

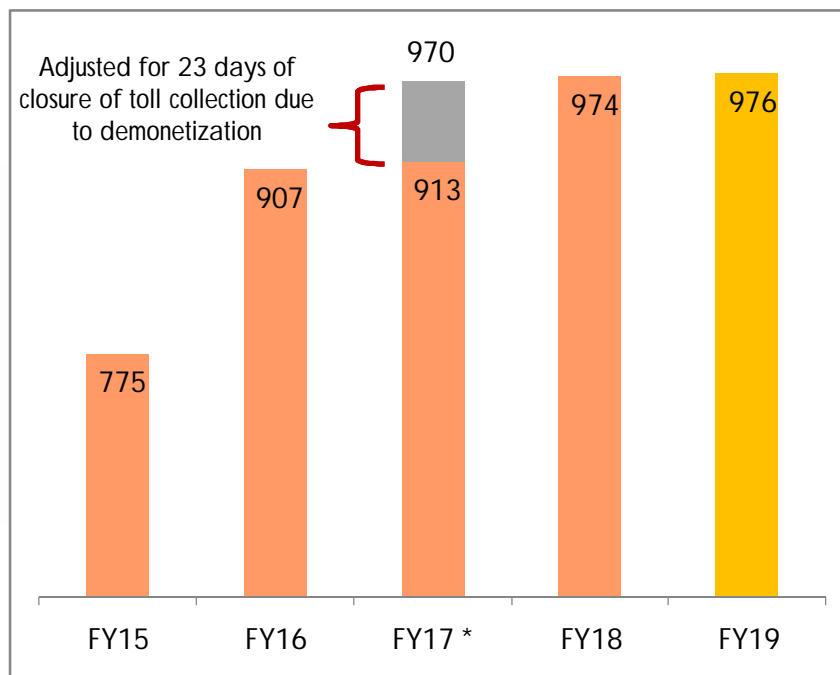
BOT Projects	ACL Stake
1 Belgaum Dharwad Road	100.0%
2 Dhankuni Kharagpur Road	100.0%
3 Sambalpur Baragarh Road	100.0%
4 Bhandara Maharashtra Road	51.0%
5 Durg Chattisgarh Road	51.0%
6 Jaora-Nayagaon Road	37.7%
7 Chennai ORR <sup>1</sup> (Annuity)	50.0%
8 Kharar Ludhiana (HAM)	100.0%
9 Ranastalam Anandpuram (HAM)	100.0%
10 Ankleshwar Manubar Expressway (HAM)	100.0%
11 Mallasandra Karadi Road (HAM)	100.0%
12 Karadi Banwara Road (HAM)	100.0%
13 Belgaum Khanapur Road (HAM)	100.0%
14 Khairatunda Barwa Adda Road (HAM)	100.0%
15 Bettadahalli Shivamogga Road (HAM) <sup>^</sup>	100.0%

1. Chennai ORR – ABL owns 50% equity currently. Will be transferred to ACL in due course
2. ^ Receipt of Letter of Award (LOA) in March 2019

## Consistently maintaining toll collection



Figures in Rs Cr



### Delivering Consistent Growth in larger projects

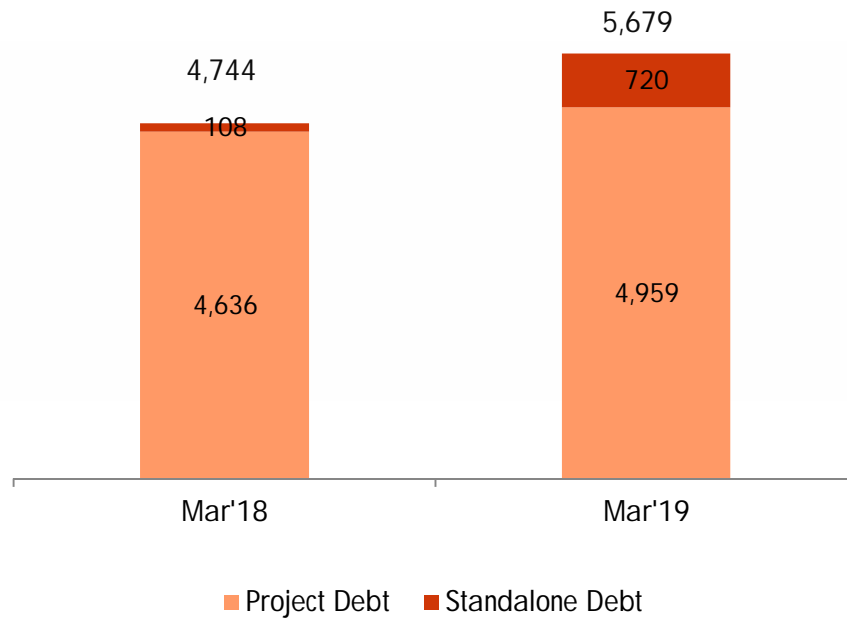
Projects	Growth (y-o-y)
Sambalpur Baragarh	13%
Dhankuni Kharagpur	11%
Belgaum Dharwad	4%
Bhandara	4%

\* FY17 Toll Revenues includes Rs 103.63 Cr from Indore Edalabad Road project which is handed over and does not contribute in FY18 Toll revenue

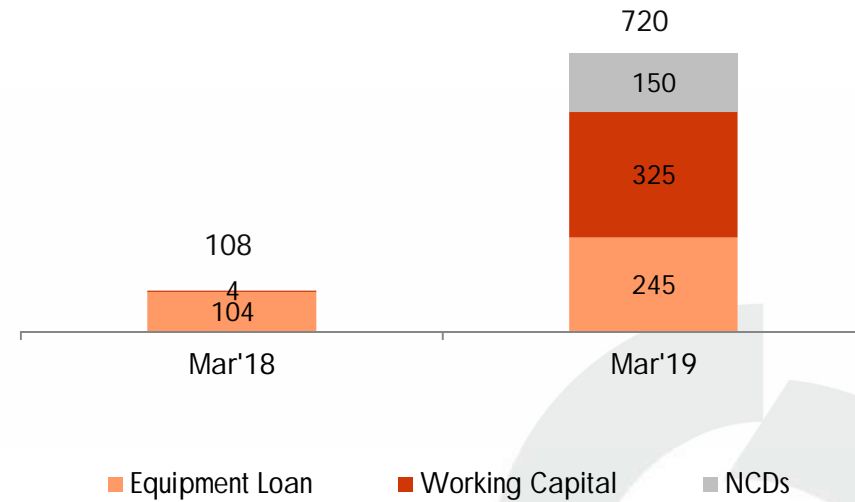
# Debt Profile



Consolidated Debt Break-up (Rs. Cr)



Standalone Debt Break-up (Rs. Cr)



*Increase in Standalone Debt on back of higher execution of Order Book*



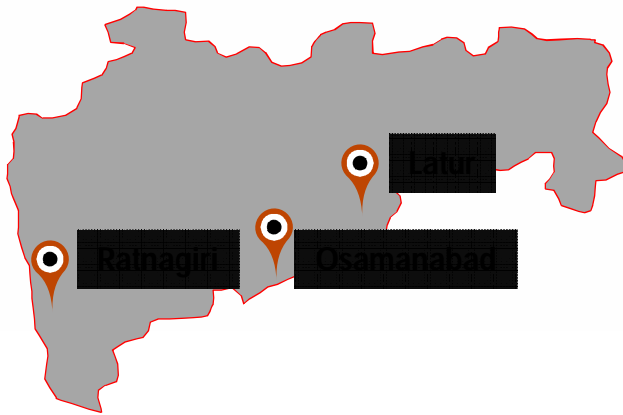
# City Gas Distribution



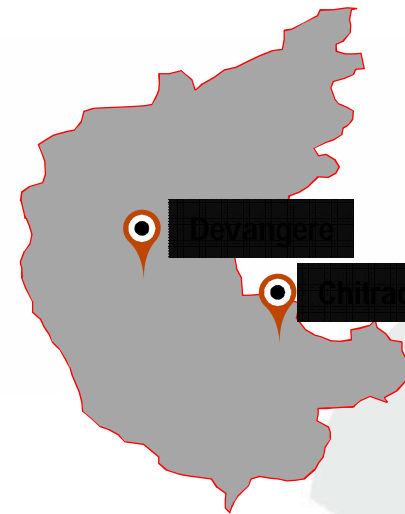
# CGD – tapping the vast opportunity



## Cautiously Expanding CGD Portfolio



**Maharashtra**



**Karnataka**



Awards in 2018-19



**ASHOKA**  
Ashoka Buildcon Ltd

## Awards and Recognitions



**Innovation in Design Award**  
to bridge across River Roopnarayan  
by MORTH & NHAI



**Infrastructure Person of The Year Award**  
to Mr. Satish Parakh  
at the Construction Week India Awards

## Awards and Recognitions



**Infra Company of the Year Award**  
to Ashoka Buildcon Ltd.  
at the EPC World Awards



**Best Infra Company of the Year Award**  
to Ashoka Buildcon Ltd.  
at the CIA World Infra Awards

## Awards and Recognitions



**Power T & D Project Of the Year Award**  
to Chennai Power Project  
at the Construction Times Awards



**Best Highway Infrastructure Company Award**  
to Ashoka Buildcon Ltd.  
at The Global Awards for Excellence.

## Awards and Recognitions



**Dream Companies to Work for Award**  
to Ashoka Buildcon Ltd.  
by ET Now



**Project of the Year Award**  
to Eastern Peripheral Expressway  
at Dun & Bradstreet Infra Awards



**Thank You**

