



Ashoka Buildcon Ltd.

WELCOME STAKEHOLDERS

26th 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

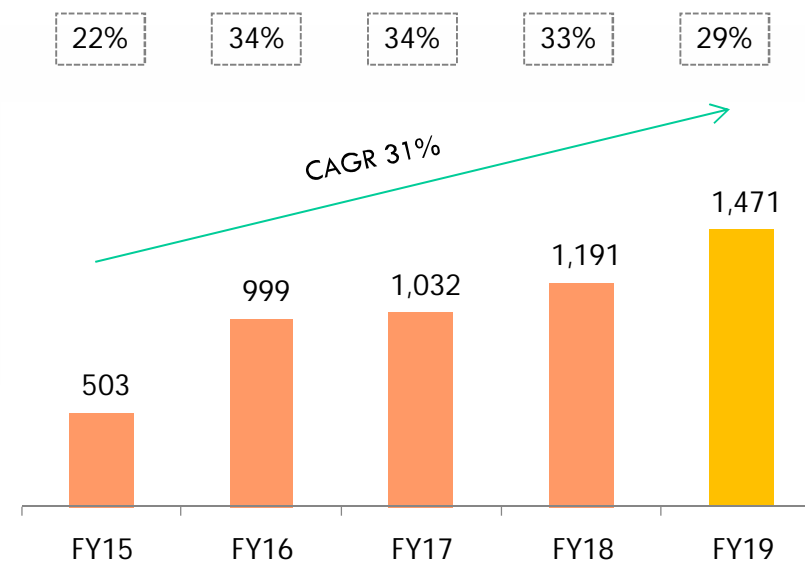
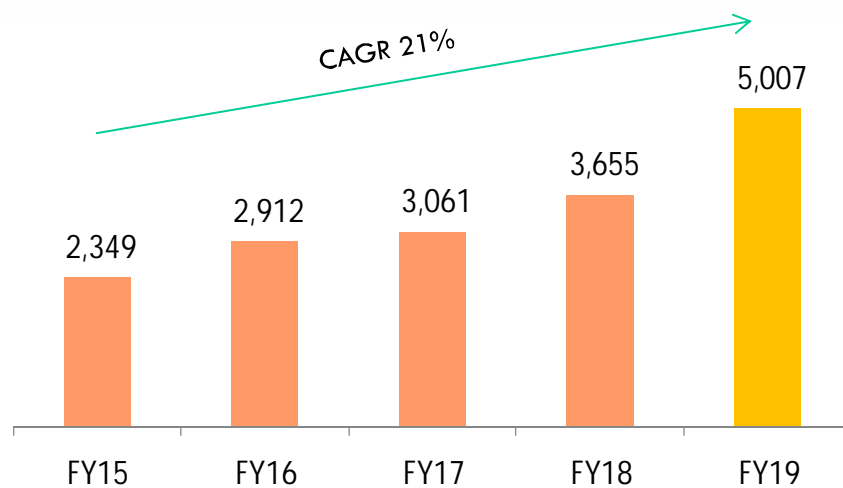
Profitable Growth in last 5 years...



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 30th 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



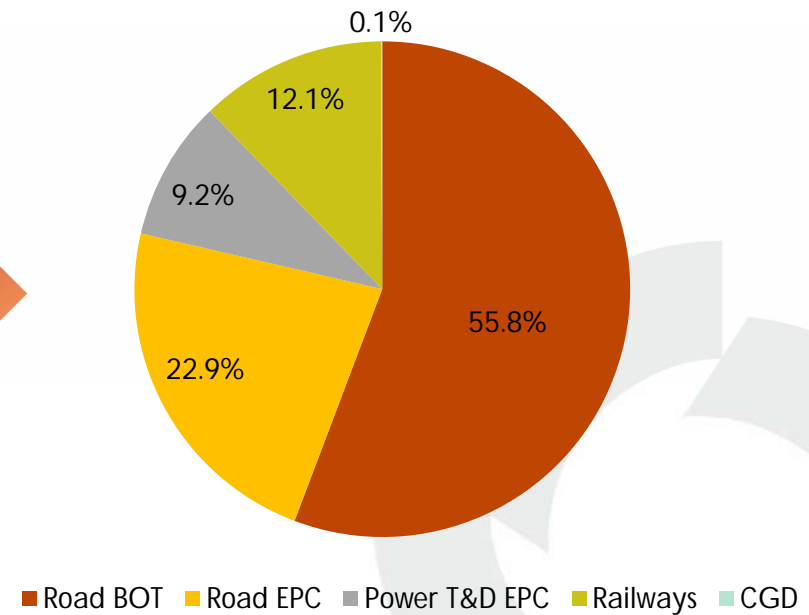
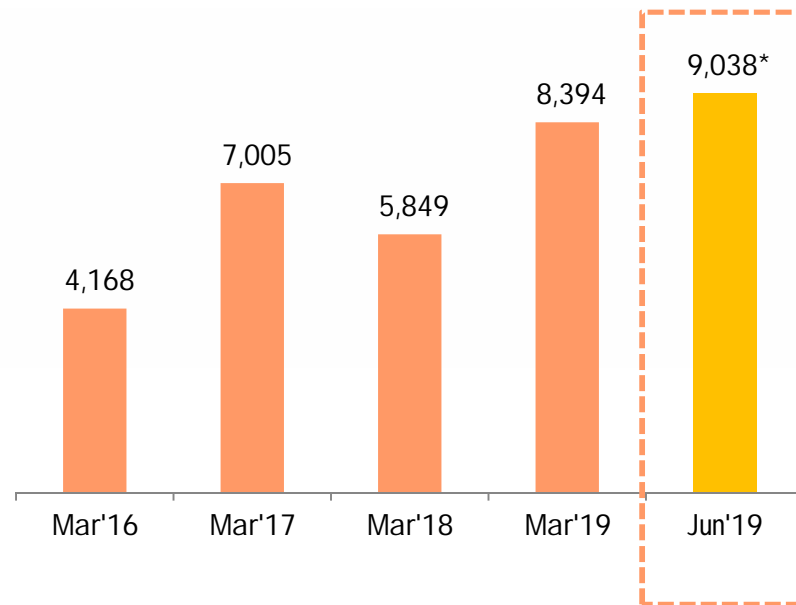
Leading EPC Company with over 4 decades of experience



Figures in Rs Cr

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

Diversified Order Book



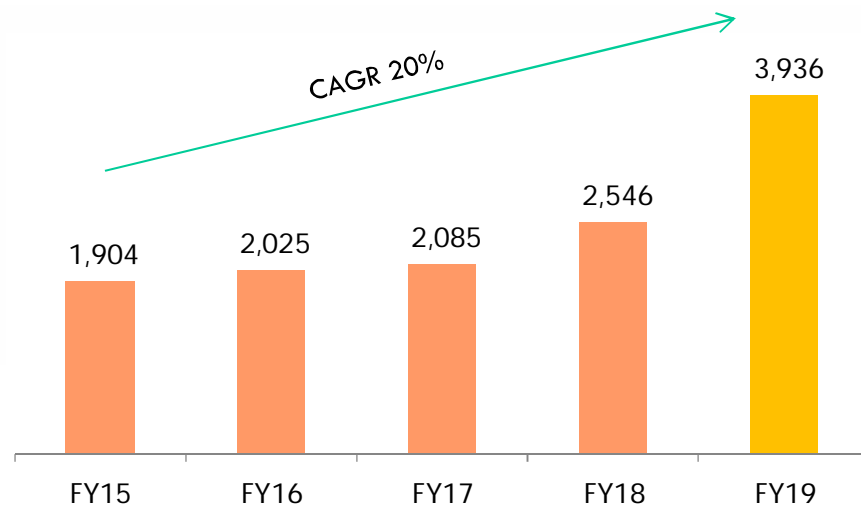
* Including HAM Tumkur-Shivamoga IV (LoA received)

Consistent growth in EPC business...

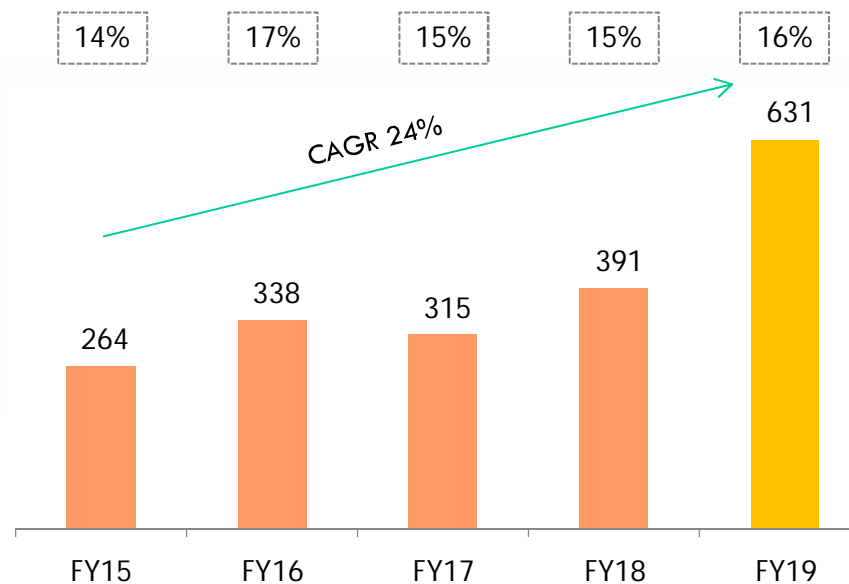


Figures in Rs Cr

Revenue# - changing trajectory...



... with stable operating profit & Margin



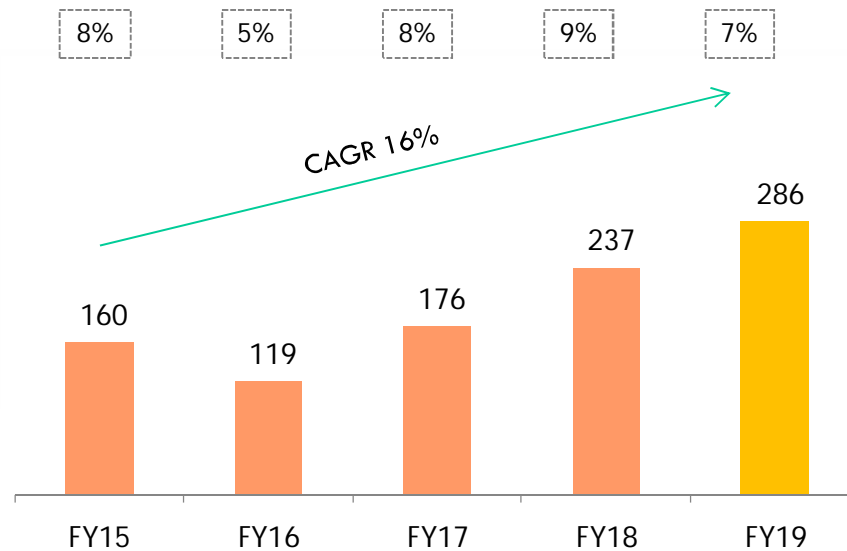
Includes other income

...with stable profitability

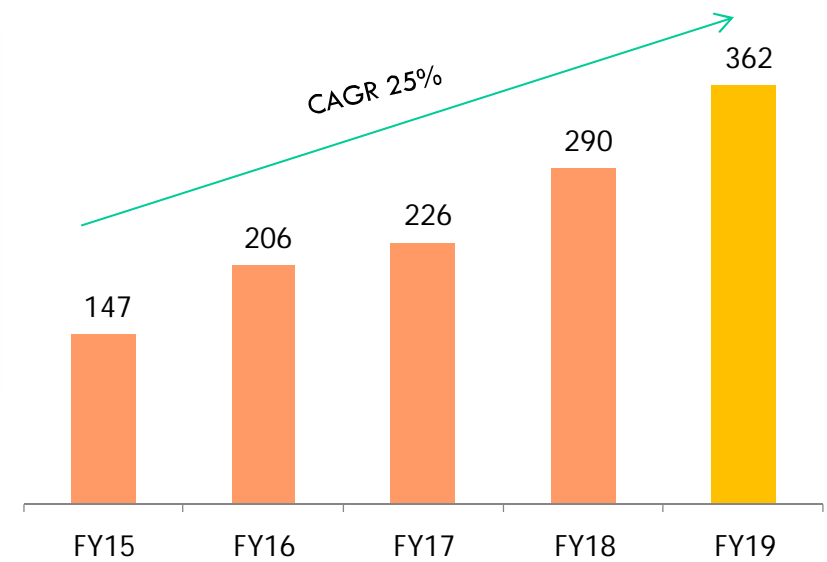


Figures in Rs Cr

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)

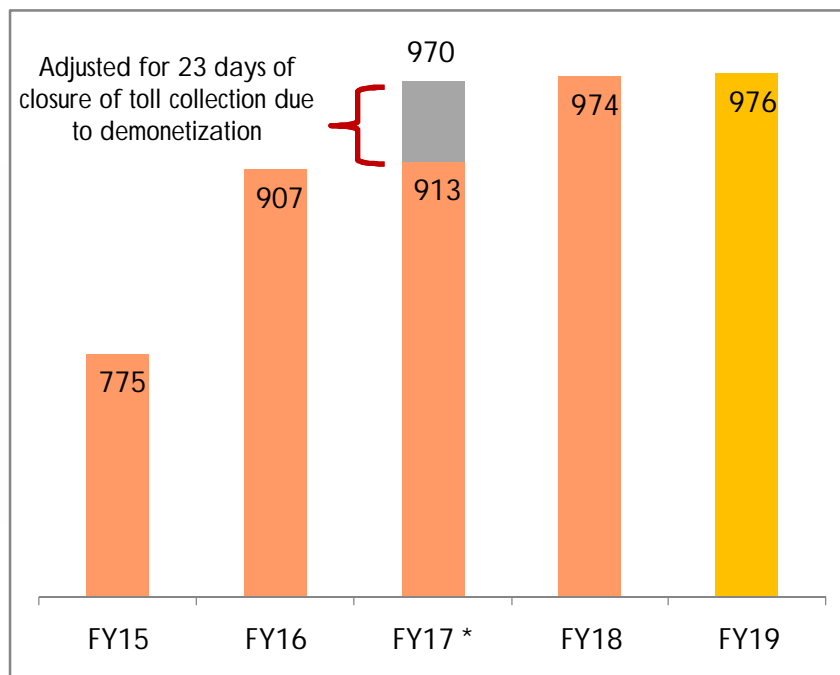
BOT Projects	ACL Stake
1 Belgaum Dharwad Road	100.0%
2 Dhankuni Kharagpur Road	100.0%
3 Sambalpur Baragarh Road	100.0%
4 Bhandara Maharashtra Road	51.0%
5 Durg Chattisgarh Road	51.0%
6 Jaora-Nayagaon Road	37.7%
7 Chennai ORR ¹ (Annuity)	50.0%
8 Kharar Ludhiana (HAM)	100.0%
9 Ranastalam Anandpuram (HAM)	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) [^]	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

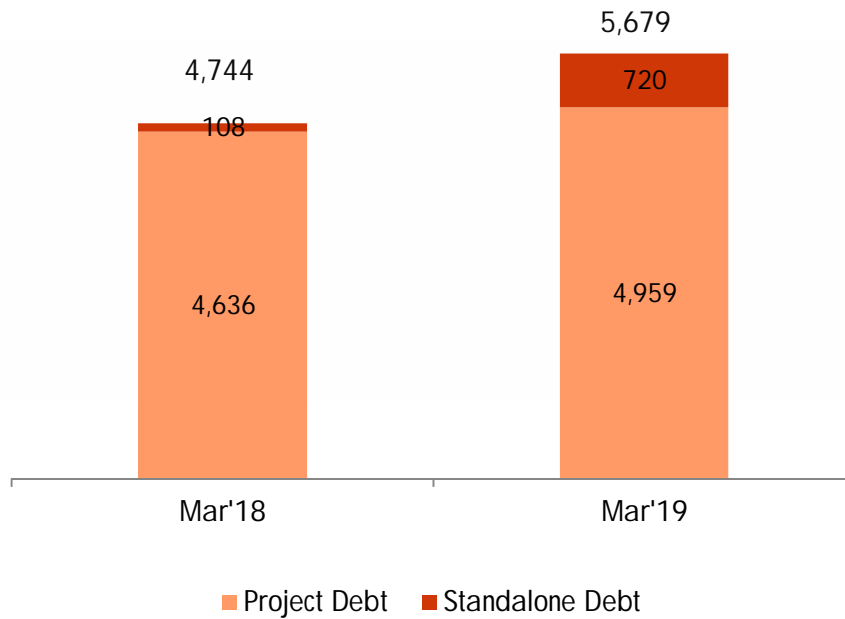
Projects	Growth (y-o-y)
Sambalpur Baragarh	13%
Dhankuni Kharagpur	11%
Belgaum Dharwad	4%
Bhandara	4%

* 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

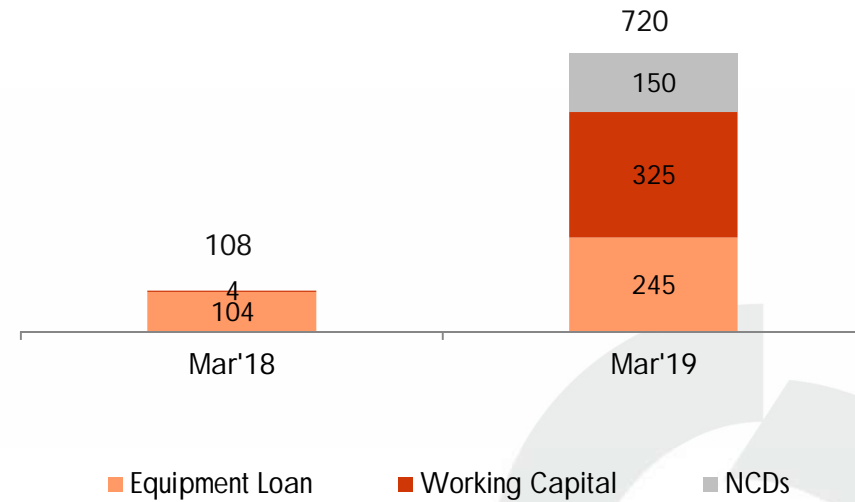
Debt Profile



Consolidated Debt Break-up (Rs. Cr)



Standalone Debt Break-up (Rs. Cr)



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



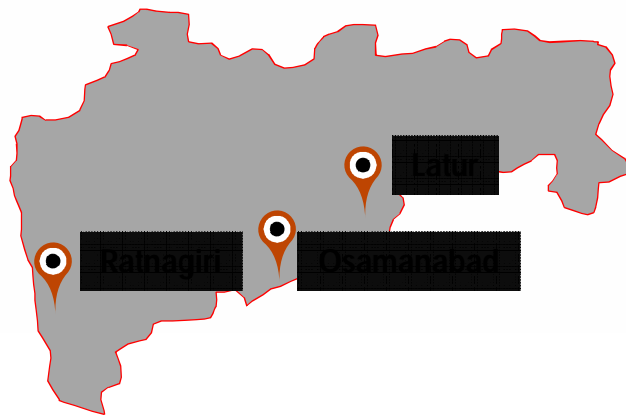
City Gas Distribution



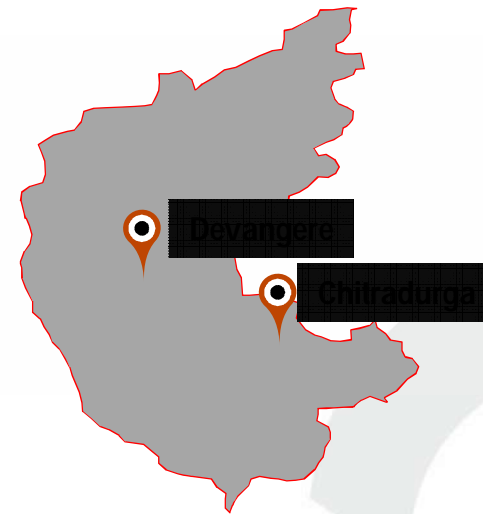
CGD – tapping the vast opportunity



Cautiously Expanding CGD Portfolio



Maharashtra



Karnataka



Awards in 2018-19



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

