

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 30, 2017

Sub: Presentation for 24th AGM held on 30.09.2017

Scrip Code : 533271

Scrip Name ASHOKA EQ.

Please find enclosed herewith Presentation for Shareholders of Ashoka Buildcon Limited for 24th Annual General Meeting held on 30th September, 2017 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 Limited
Welcomes Shareholders for
24th Annual General Meeting
30.09.2017**

ASHOKA
Ashoka Buildcon Limited

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- Started as Civil Construction Player
- Constructed multiple residential/buildings

1983-1995

- Evolved into a Leading National Highway Developer with NHAI BOT projects
- Investment by IDFC PE
- NSE/ BSE listing

2006-2011

- Successful QIP – Rs 500 cr

2015 and Beyond



1996-2005

- Ventured into development of State Road and Bridge Projects on BOT
- Manufacturing to RMC

2012-14

- Well Established & Integrated Infrastructure Player
- Up the value chain to larger BOT projects
- SBI Macquarie invested Rs 800 Cr in ABL's subsidiary, ACL



Construction Business



4+ decades

Construction
experience

7,000+

Lane kms
constructed

In-house capabilities

Equipment bank/ construction
material

Successful diversification

Sizeable power
distribution business

12-14%

Consistent EBITDA Margin

Vast experience

Executed projects across
19 states



Rs 7,000 cr

Order book; 3x FY17
revenue

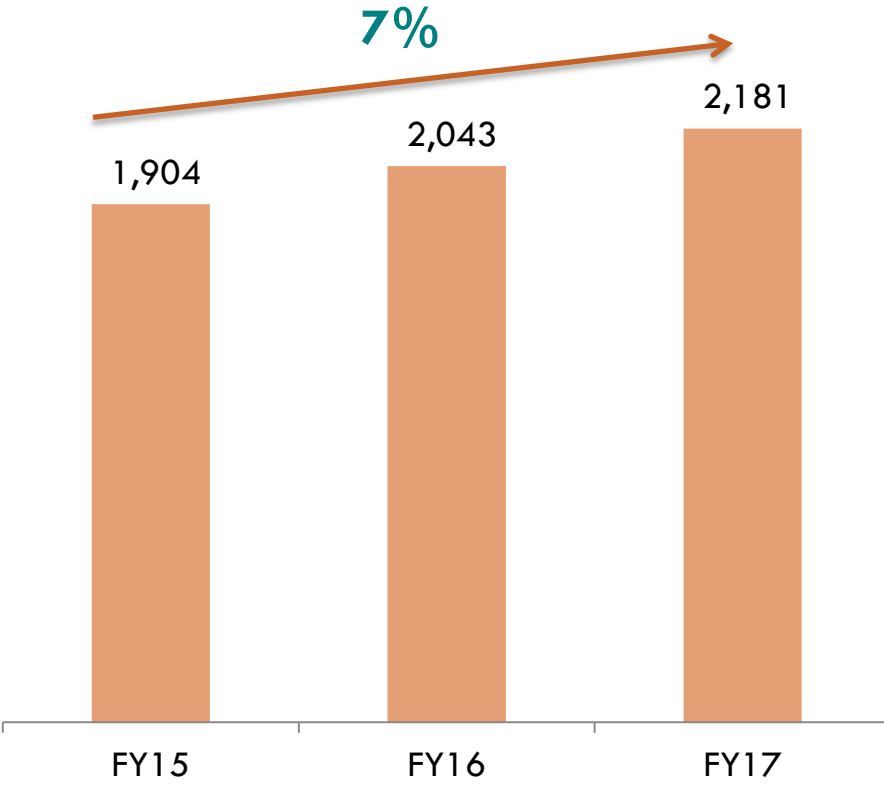


Consistent growth in EPC business

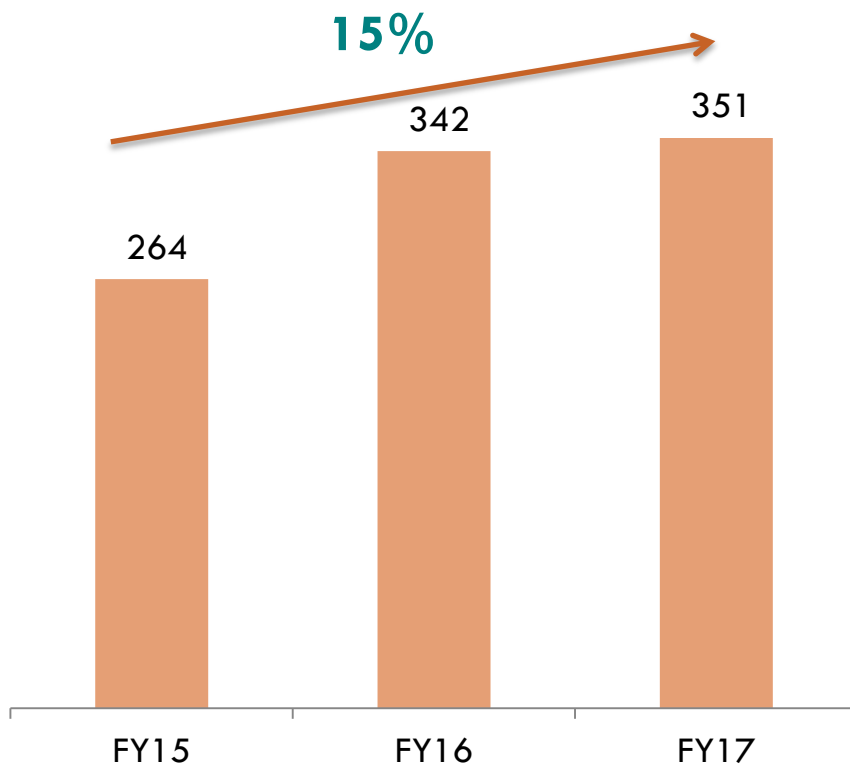


Rs Cr

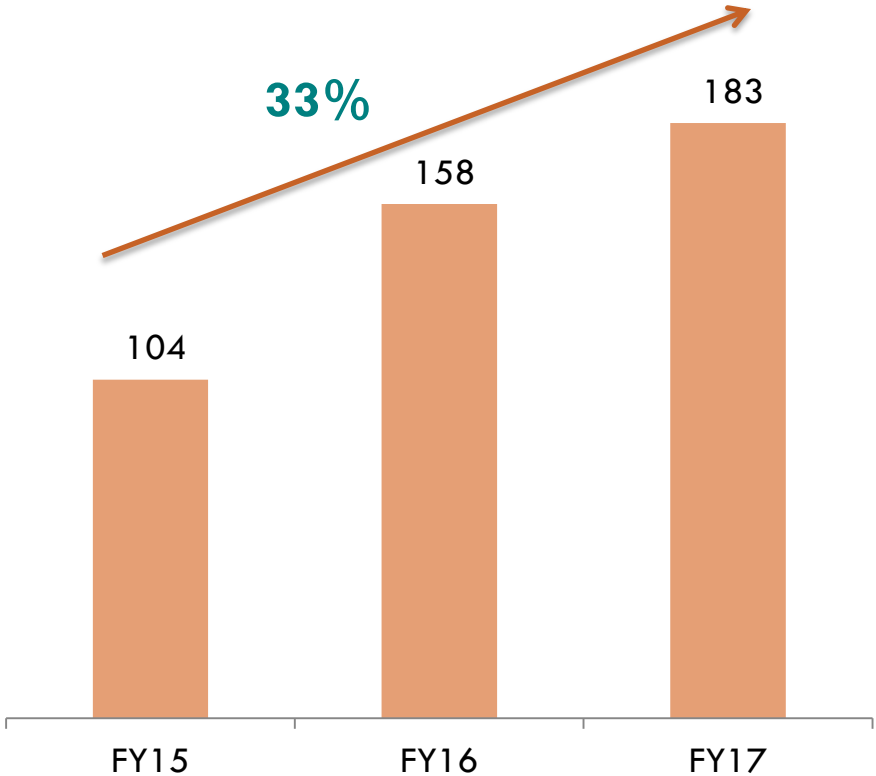
Revenue



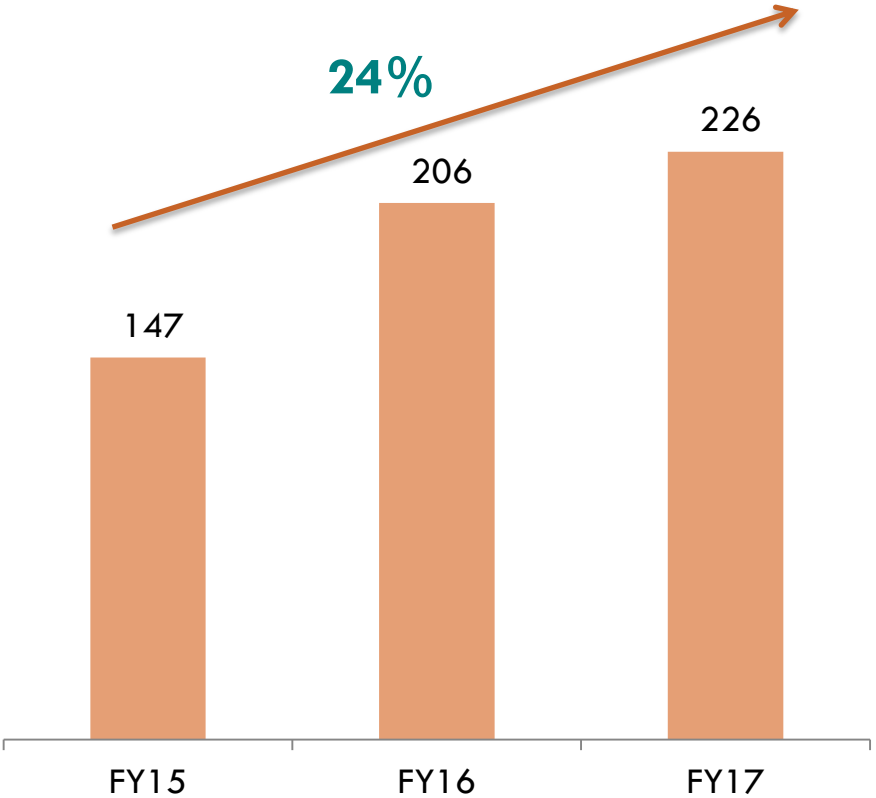
EBITDA



Net Profit

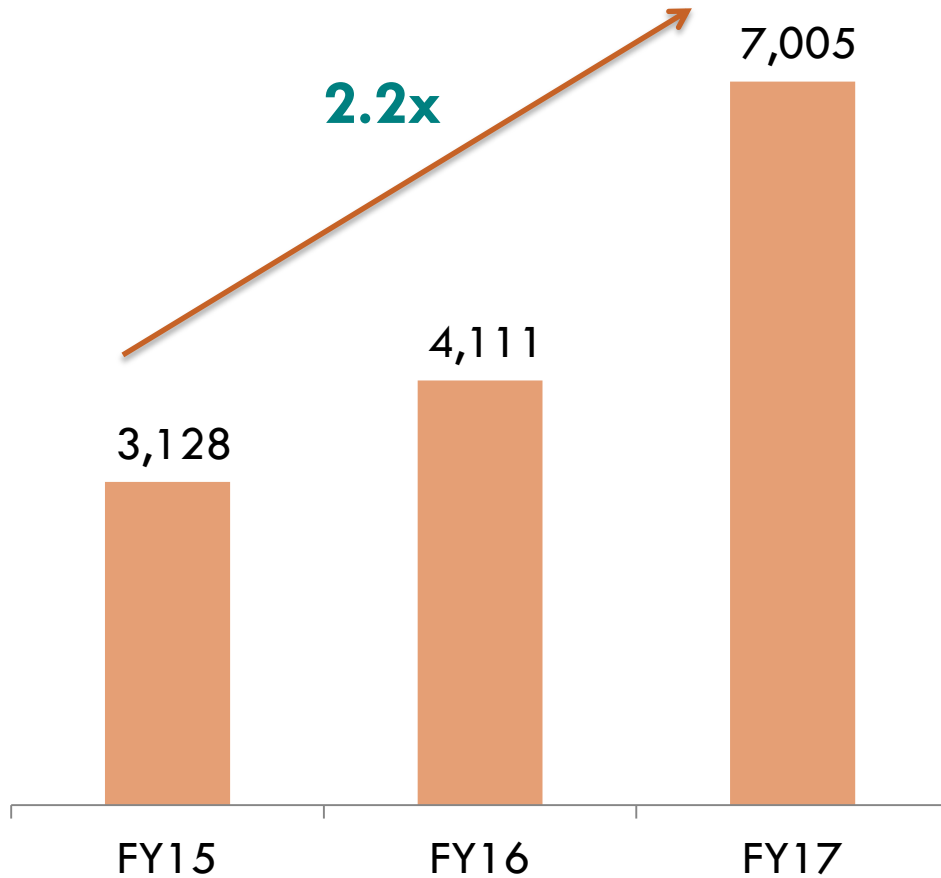


Cash Profit



Robust order book of Rs 7,000 cr, 3x FY17 Revenue

Rs Cr



Doubling of order book in last 2 years

-- Highest ever order inflow in FY17 of over Rs 3,900 cr

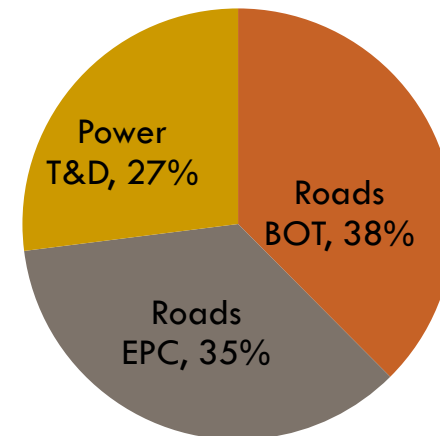


Revenue visibility: 3x book to bill ratio



Diversified order book

-- Successful foray in HAM projects





Development Business



23

Operational + Under construction BOT projects

~6,000

Lane kms executed

9 States

Pan India presence

12%

2 year CAGR toll collection; consistently growing

Rs 3,000 cr

Qualified to bid projects of larger size

Self sufficient portfolio



Toll

Belgaum Dharwad Road

Dhankuni Kharagpur Road

Sambalpur Baragarh Road

Bhandara Maharashtra Road

Durg Chattisgarh Road

Jaora-Nayagaon Road

Ahmednagar Aurangabad Road

Indore Idalabad.... and others..

~4,200 Lane Kms

Annuity/ Hybrid Annuity (HAM)

Mudhol Nipani

Bagewadi Saundatti

Hungud Talikot

Chennai ORR

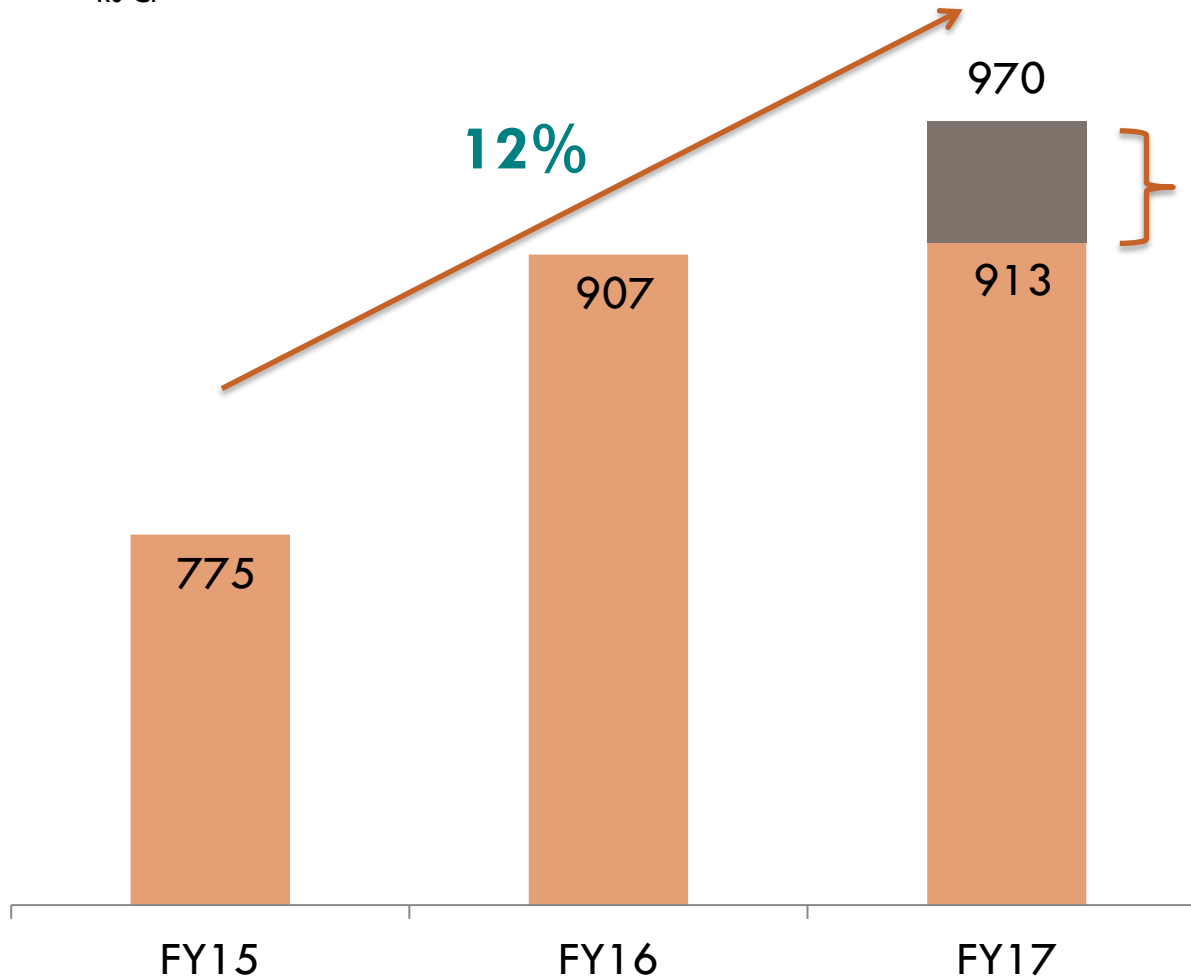
Ludhiana (Punjab)

Ranastalam (AP)

~1,700 Lane Kms

Consistently growing toll collection

Rs Cr



} Adjusted for 23 days of closure of toll collection due to demonetization



Successfully completed and handed over Indore-Edalabad



Growth picking up in larger projects

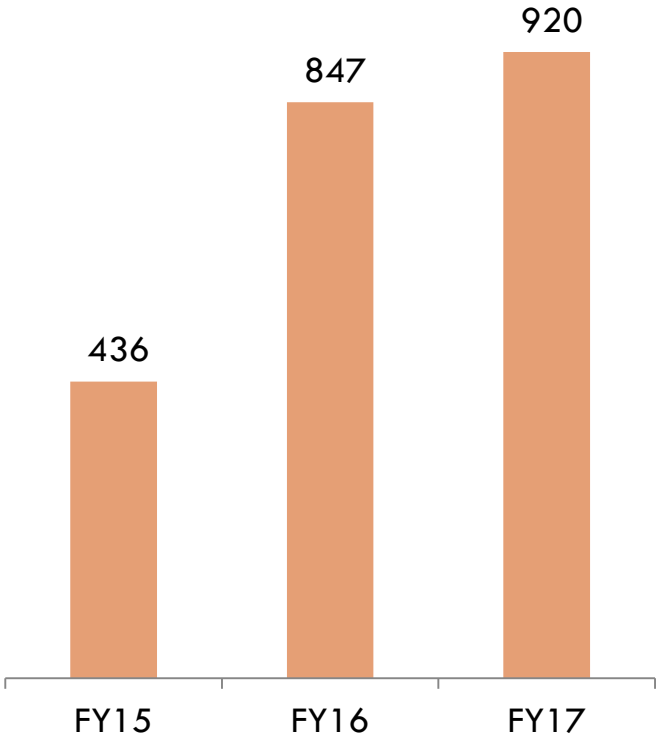
- Dhankuni – 12.7%
- Sambhalpur – 17.8% (including toll rate revision post completion)

Improving financials of development business

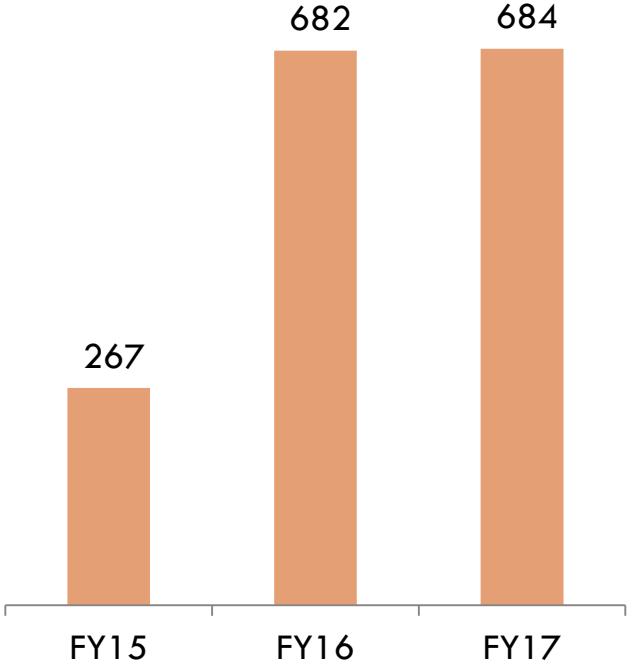


Rs Cr

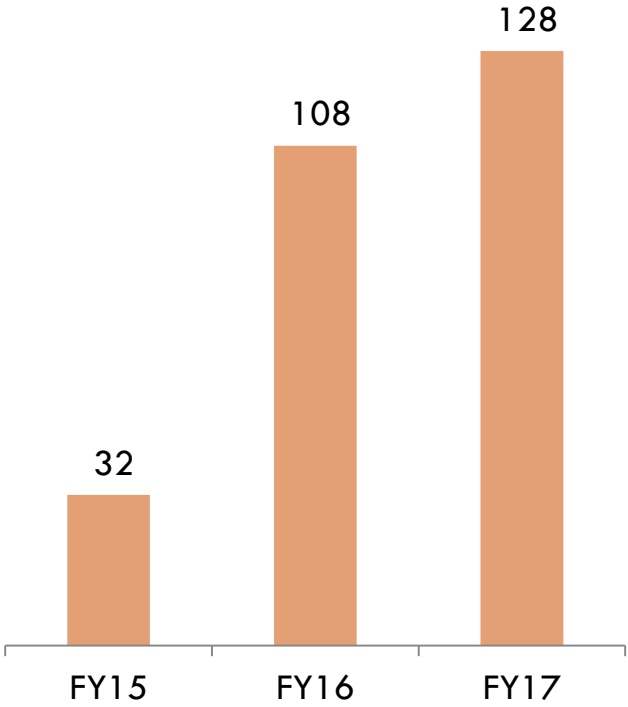
Revenue



EBITDA



Cash Profit





New Businesses



- Diversification into asset class which has **stable yields**
- Enter new segment with a **smaller pilot** project
- Maintain **hurdle rate** on margin and return on equity
- Continued focus on **core business** of infrastructure

Successful precedent set by building a sizeable T&D business in the last decade

Large opportunity in the country as the segment is underpenetrated

Cost effectiveness of CNG as a fuel compared to petrol and diesel

Potential growth in the number of households using PNG which is cheaper than subsidized LPG

CGD Network in Ratnagiri, Maharashtra

Scope

Grant for laying, building, operating and expanding CGD network

Network

CGD network will cover an area of 8,726 sq kms; and the company has infrastructure exclusivity

Capex

Investment of Rs 150 cr over 4-5 years

Customers

Will supply natural gas in the form of CNG to vehicles and PNG to domestic and industrial customers

Several policy reforms introduced to bring about transparency in the sector

With RERA and REIT, the real estate sector is poised for a positive shakeup

Increasing interest from institutional developers and investors

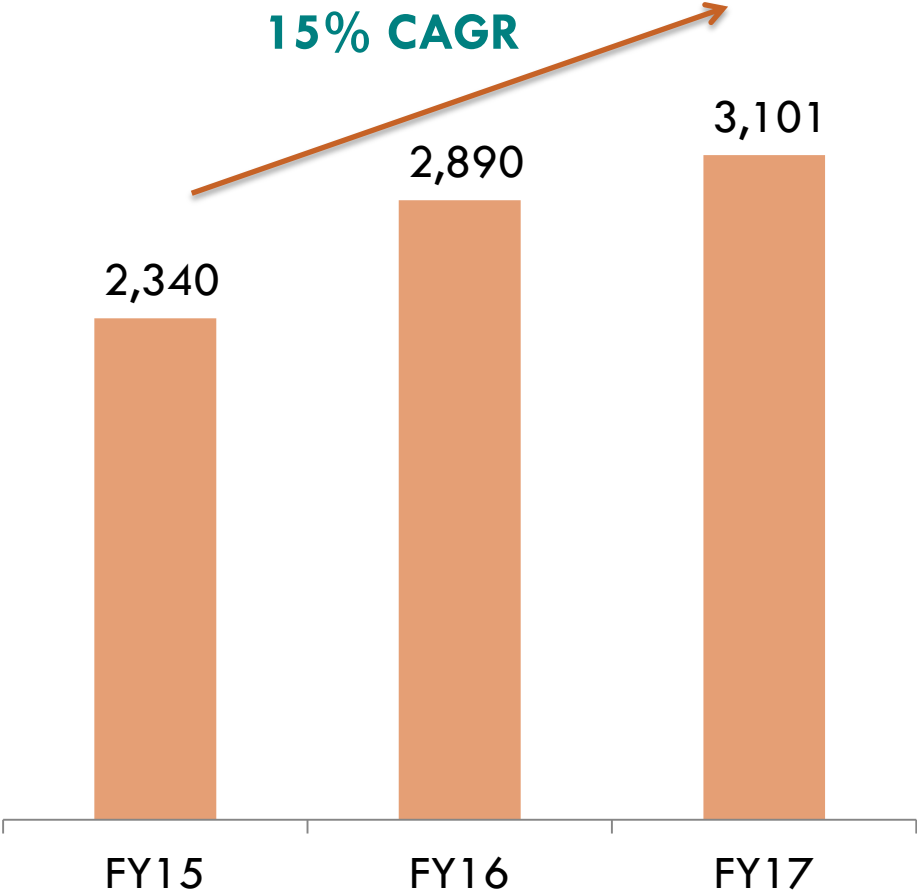
Commercial Real Estate Project from Mumbai International Airport Ltd (MIAL) in Mumbai

Location	2 adjoining land parcels at Sahar road close to the existing International Airport
Built up area	1.17 mn sq. ft
Development plan	Commercial development, mix of office, retails, hospitality, etc.
Security deposit	Rs 330cr of refundable security deposit, interest-free
Lease rental	Expected annual lease rental of Rs15cr with an escalation of 15% every 3 years
Lease period	49 years including 3-4 years of the construction period



Consolidated Financial Highlights



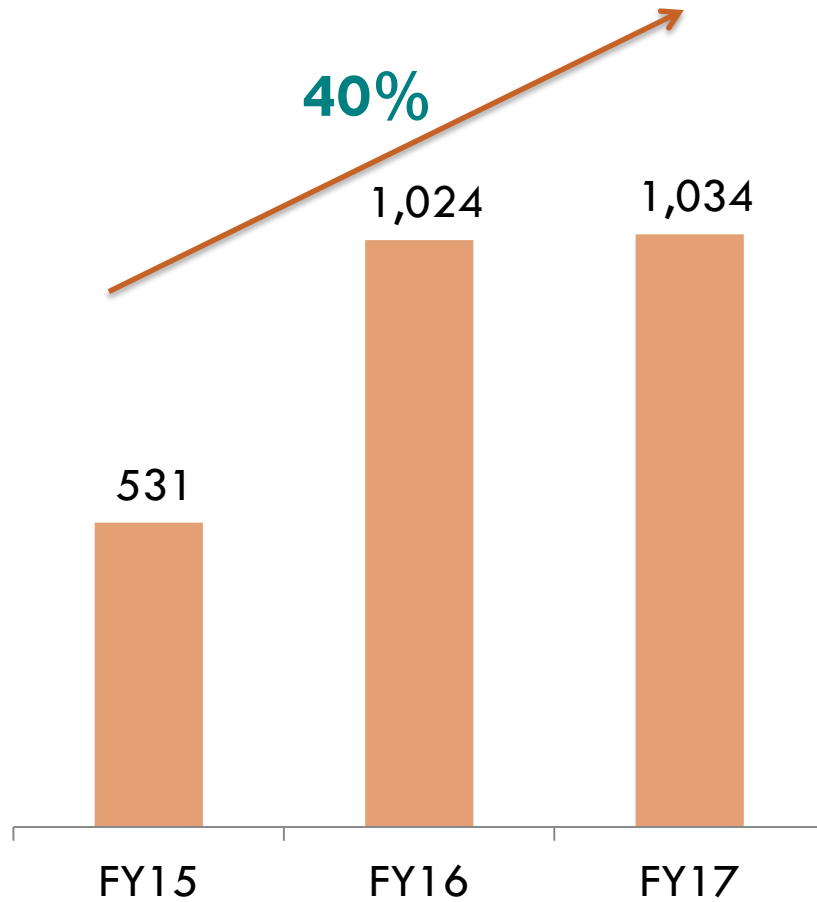


- Revenue CAGR of 15% over the last 2 years
- Current order book of Rs 70bn (2.3x book to bill ratio)...
- ...To drive higher growth over the next 2 years

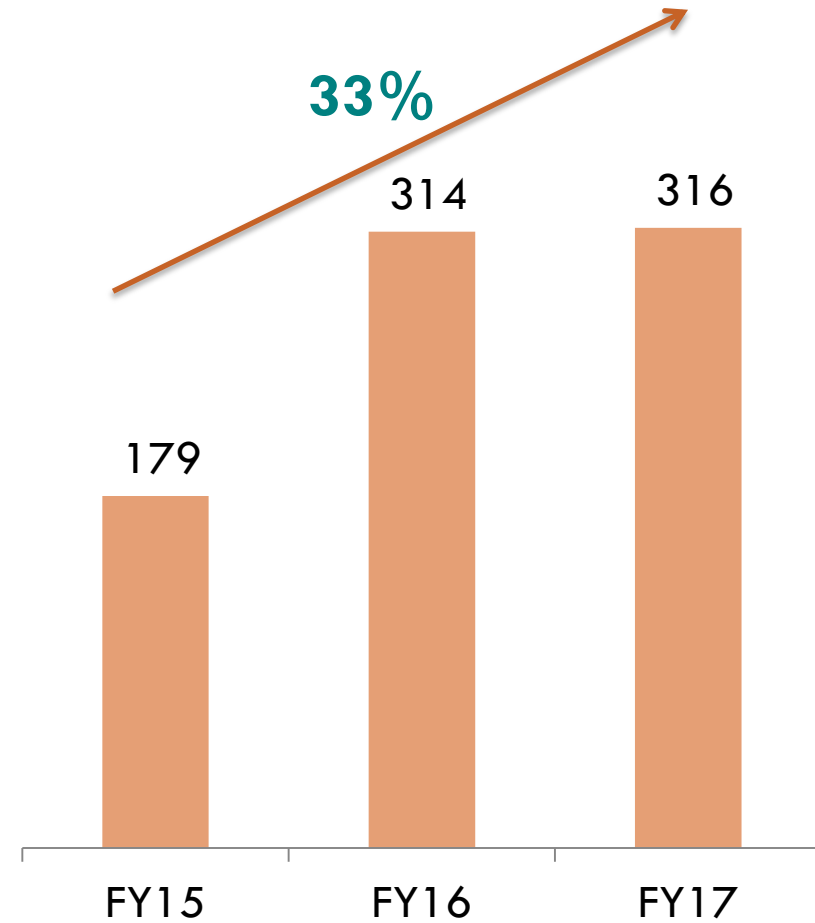
Improving profitability

Rs Mn

EBITDA



Cash Profit





The Company came forward to help draught victims of 2015, by making provision of potable water to residents of over 10 affected villages in Maharashtra



As a proactive measure to increase water holding capacity, the Company joined hands with administrative bodies to execute de-silting of 3 Dams in Maharashtra.



Many sporting talents find it difficult to realise their potential due to lack of opportunities. Ashoka participates in the efforts of local government to create platforms where emerging sports enthusiasts can showcase their abilities.



Support extended to city administration through maintenance of public gardens, jogging tracks, road medians etc.



Ashoka Buildcon Limited initiated its road safety awareness drive in 2014. Below is the impact it has created in the past three years.

625

Road Safety Awareness Seminars across 17 Cities

3,00,000_{plus}

Participants have attended the Road Safety Seminars conducted by Ashoka

15,000_{plus}

Vehicles such as bullock carts, cycles, on which reflective stickers were pasted

87

Free Eye & Health Check-up Camps conducted

7,300_{plus}

persons from all walks of life participated in the check up camps.

100%

Replacement of Human Flagmen by Artificial Flagmen

about 26%

Reduction in Fatalities due to Road Accidents Achieved on Highways Being Operated by Ashoka compared to 2015

about 37%

Reduction in Road Accidents Achieved on Highways Being Operated by Ashoka compared to 2015



On 19th January, 2017, Ashoka Buildcon Limited earned a GUINNESS WORLD RECORDS® title for conducting the largest road safety lesson.



Major Awards & Recognitions



1 'One of India's Best Infrastructure Brands' recognition by ET Edge



2 Best Professionally Managed Company by CIDC Vishwakarma



3 Appreciation by Bihar Government for Excellence in Project Execution



4 Best HSE Management system award to Ashoka Concessions at the National EHS Awards Ceremony



5 Best Bridge Project of the Award to Roopnarayan Bridge at the Construction Times Awards



6 Appreciation for efforts towards improving road Road Safety award to Ashoka Concessions at Global Safety Summit Awards



Thank You

Ashoka Buildcon Limited