



**Dhruv Consultancy
Services Ltd.**



Investor Presentation

Q1 FY 2022-23

OVER 19 YEARS IN INFRASTRUCTURE CONSULTANCY

HIGHWAYS | BRIDGES | TUNNELS | ARCHITECTURE | ENVIRONMENT | PORTS



DISCLAIMER

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OUTLINE

- | | | | |
|-----------|-------------------|-----------|-------------------|
| 01 | Company Overview | 02 | Business Overview |
| 03 | Management | 04 | Clientele |
| 05 | Industry Snapshot | 06 | The Opportunity |
| 07 | Financial Data | 08 | Projects |
| 09 | Accolades | 10 | CSR |



A strong infrastructure means more connectivity, more opportunities and in turn more development.

Infrastructure development enables citizens with the freedom to dream big and we, believe in offering this freedom to the people.

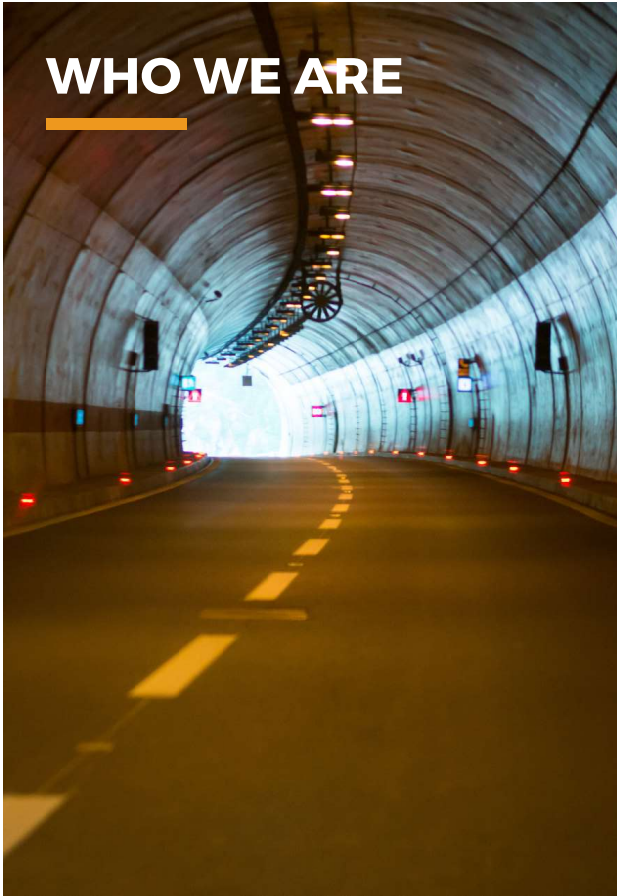
A long, straight asphalt road stretches from the foreground towards a bright sunset on the horizon. The road is flanked by dark, rocky volcanic terrain. The sky is a mix of orange, yellow, and dark blue. In the background, there are dark silhouettes of mountains or hills. A yellow rectangular box is overlaid on the left side of the road, containing the text "Company Overview".

Company Overview





WHO WE ARE



Incorporated on August 26, 2003, Dhruv Consultancy Services is one of India's fastest-growing project management consultancy firm in the field of infrastructure design.

Over the last 19 years, Dhruv has evolved as a Brand and as an enabler of the Government's initiatives towards excellent road infrastructure and safety. The company specialises in providing infrastructural solutions like roads, highways, bridges, architecture, waste management and ports.

The company got listed on BSE-SME on May 10, 2018 and migrated to the Main Board of BSE and got listed on NSE on 25th November 2021



Dhruv is currently holding 33% market share in this segment with works of 3800 kms.

Total No. of Projects completed till date

175



92

ongoing project



PAN INDIA PRESENCE

Maharashtra, Karnataka, Madhya Pradesh, Goa, Tamil Nadu, Orissa, Andhra Pradesh, Telangana, Kerala, West Bengal, Rajasthan, Gujarat, Punjab, Haryana, Himachal Pradesh, Uttar Pradesh, Bihar, Jharkhand, Chhattisgarh, Meghalaya, Manipur, Mizoram



DPR PROJECT COMPLETED

2700 km

PMC/SUPERVISION PROJECT

COMPLETED

900 km



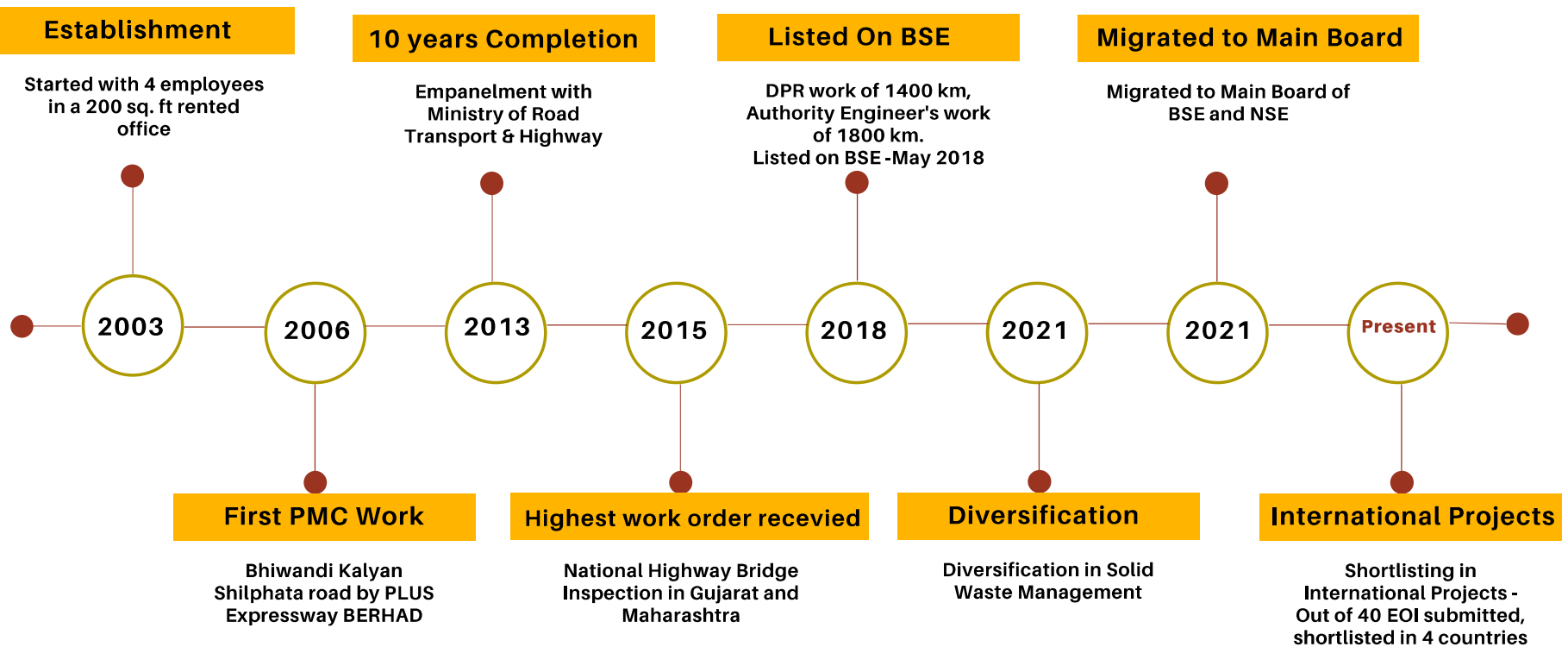
ONGOING

3800 km





GROWTH SINCE ESTABLISHMENT



A photograph of a modern tunnel interior. The ceiling is illuminated with bright blue lights, creating a futuristic atmosphere. The road is dark with white lane markings and red reflective markers along the edges. Several cars are visible in the distance, driving away from the viewer. A yellow rectangular box is overlaid on the left side of the image, containing the text "Infra Consultancy Services".

Infra Consultancy Services



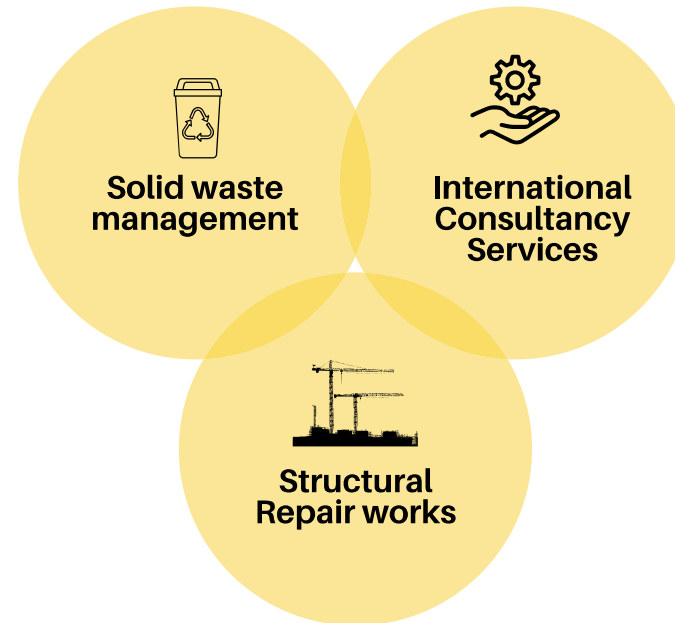


BUSINESS SEGMENTS

Primary Business segment



Diversification plans





SERVICES OFFERED

IN INFRASTRUCTURE CONSULTANCY SERVICES

Pre-Tender Services

Post-Tender Services

Advisory Services

Design





MANAGEMENT



Mr. Pandurang B. Dandawate
Founder & Non Executive Director



Mrs. Tanvi T. Auti
Managing Director



Mr. Sandeep B. Dandawate
Executive Director



Mrs. Jayashri P. Dandawate
Executive Director



Mr. Raja Mukherjee
Chief Executive Officer



Mr. Himanshu Shrimal
Chief Technical Officer



Mr. Akhilesh Dandawate
Chief Operating Officer



CLIENTELE

 NHAI	 MORTH Ministry of Road Transport and Highways	 IHMCL
 Asian Development Bank	 World Bank IDA	 African Development Bank
 MMRDA	 NHIDCL	 CIDCO



CLIENTELE

<p>जवाहरलाल नेहरू पोर्ट ट्रस्ट JAWAHARLAL NEHRU PORT TRUST</p> <p>JNPT</p>	<p>पशुपालन, डेपरी और मत्स्यपालन विभाग Department of Animal Husbandry, Dairying & Fisheries</p> <p>Department of Animal Husbandry and Fisheries</p>	<p>GOVERNMENT OF JHARKHAND</p> <p>Government of Jharkhand</p>
<p>उत्तर प्रदेश राज्य पुल कॉर्पोरेशन लि. UP STATE BRIDGE CORPORATION LTD.</p> <p>UPSBC</p>	<p>Odisha</p>	<p>अमृत Amrut Mission for Rejuvenation and Urban Transformation</p> <p>Amrut</p>
<p>MSRDC MSRDC</p>	<p>NHIDCL BUILDING INFRASTRUCTURE - BUILDING THE NATION</p> <p>NHIDCL</p>	<p>CIDCO WE MAKE CITIES</p> <p>CIDCO</p>



KEY COMPETITIVE ADVANTAGE

- BSE and NSE listed company
- Integrates cutting edge technology to establish smart infrastructure in India
- Highly experienced management team
- Broad geographic, operational base
- Professional consultancy & Quality Assurance with Maintenance services
- Empanelment with major Govt. Departments
- Strong Liasoning team

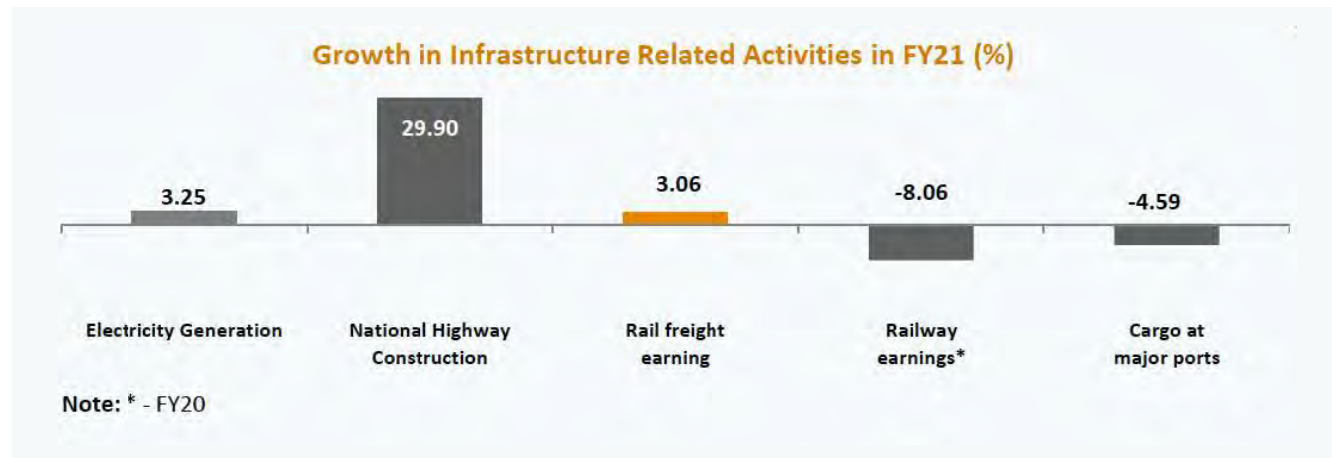


INDUSTRY SNAPSHOT

The Infrastructure in India is estimated to grow at a **CAGR of approximately 7% by 2026**
India is expected to become the **world's third largest construction market by 2022.**

Infrastructure output in India jumped **18.1 % year-on-year in May of 2022**, following an upwardly revised **9.3% jump in April.**

(graph: ibef.org)



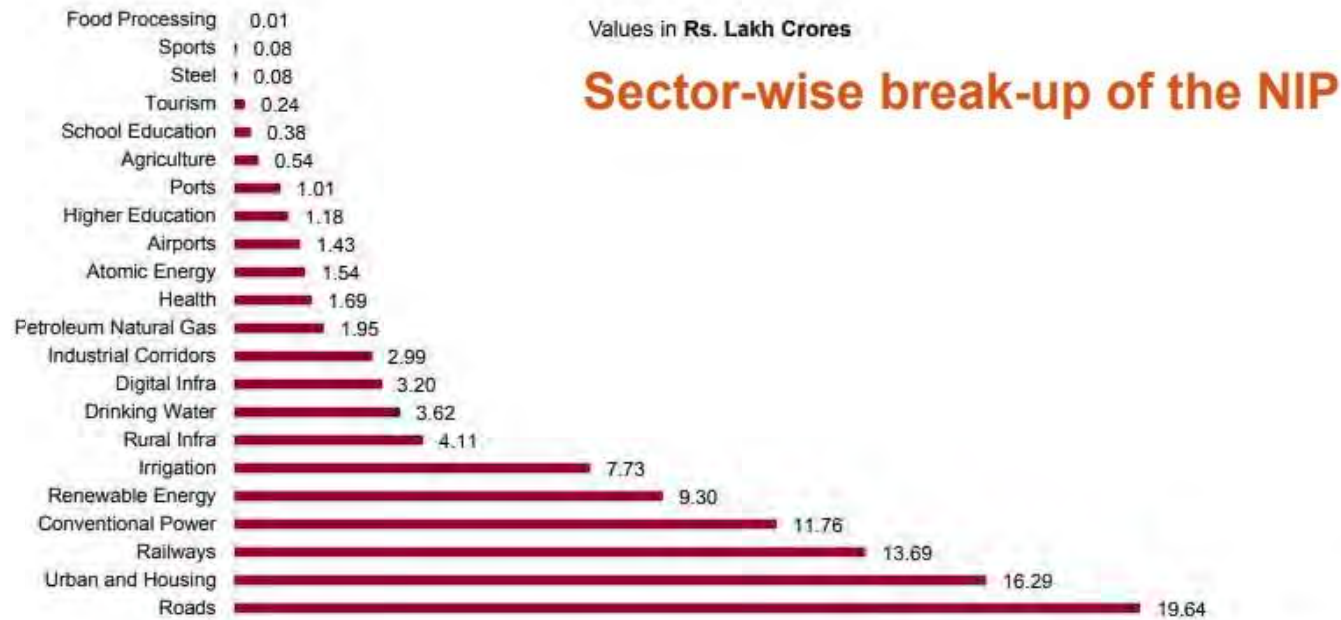


INDUSTRY SNAPSHOT

- **PM Gati Shakti** will enable multiple government departments to harmonise their **efforts into a multi-modal network**.
- **Asset Monetization Scheme and New Guidelines** on Procurement, etc are currently pushing the Indian infrastructure sector in the right direction.
- Government's focus on **infra is witnessing a sharp surge** over the years.
- With this **increased focus on the infrastructure sector**, the discipline of Engineering Consultancy Services, one of the many consultancy domains, is also witnessing massive demand especially in developing countries like India.
- The Government's unwavering emphasis on self-reliance or **Aatmanirbharata in the socio-economic development of the country** has enabled India to pool in a large and versatile cadre of professionals with expertise and skills across a vast and ramified spectrum of skillsets.



THE OPPORTUNITY

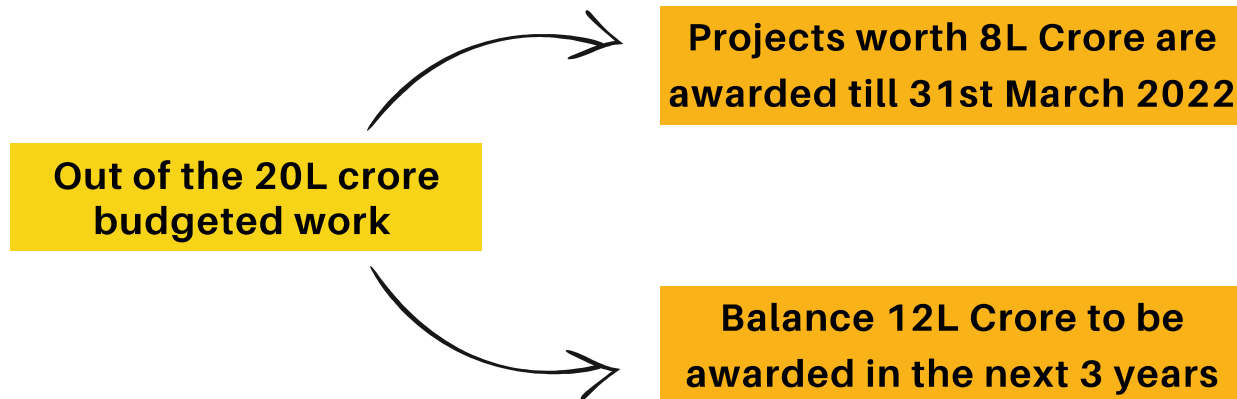


- Roads, urban and housing, railways, power (renewable and conventional) and irrigation to comprise ~80% of the NIP

source: Department of Economic Affairs, Ministry of Finance, Government of India



THE OPPORTUNITY



Projects to be awarded in Highway sector in the next 3 years - 12 lakh crore



THE OPPORTUNITY

What is in it for us ?

- Consultancy Jobs - **@ 5% of the project cost**
- Detailed Project report jobs (DPR) - **1-1.5% of the project cost**
- Supervision jobs - **2-2.5% of the project cost**
- Defect Liability Period - **1% of the project cost**
- Operation & Maintenance - **1% of the project cost**

This amounts to Rs.60,000 Cr market cap in road infrastructure in the next 3 years.



BID EVALUATION

Key Success parameters

Good Technical score

Bidding capacity

Overall Ticket size of the project

Good Financial score



INCREASED TICKET SIZE

WORK ORDER IN FY 21-22

Sr. No.	Year	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



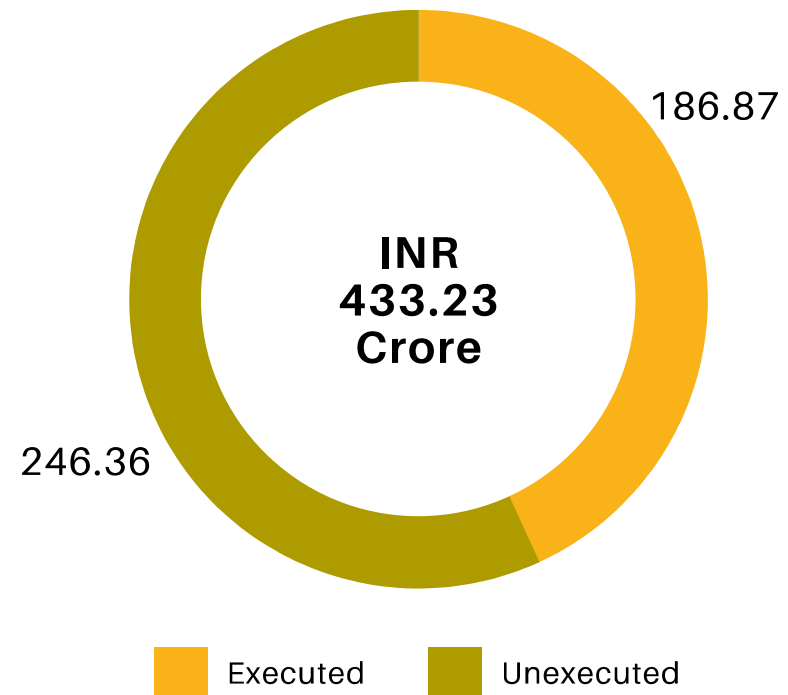
STRONG ORDER BOOK

Dhruv Consultancy services Ltd has bid for works amounting to Rs 1000 Cr in the calendar year 2021 and has won works amounting to Rs. 82 Cr with success ratio of 8%

We plan to bid Rs 2000 Cr. works in calendar year 2022. With increased technical and financial score, we are expecting success ratio of 15%

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.

The order book increased exponentially by Rs. 100 cr in the first four months of FY 2022-23



FINANCIALS





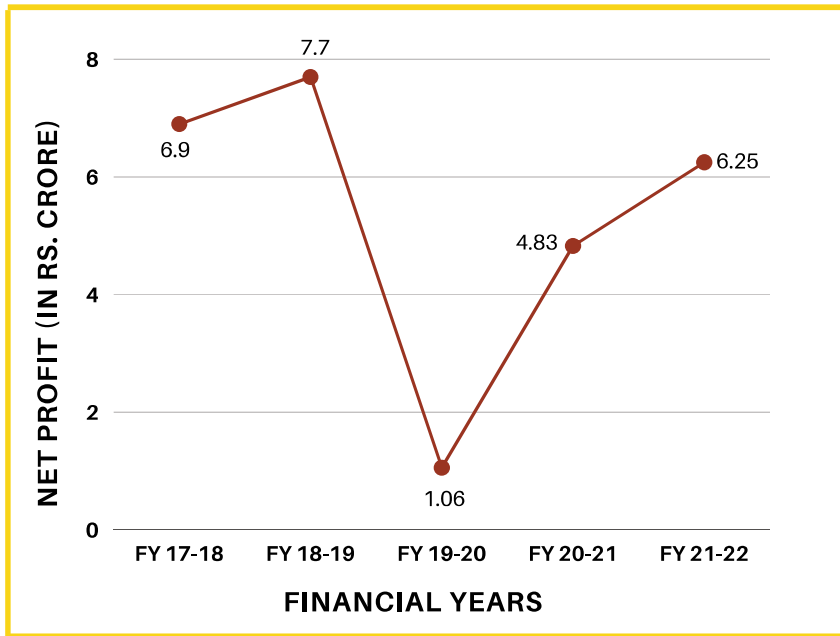
FUELLING GROWTH

Sr. No.	Highlights	FY 17-18	FY 18-19	FY 19-20	FY 20-21	FY 21-22
1	Turnover/Revenue	43.4	56.1	48.74	59.76	75.06
2	Net worth	16.1	44.6	45.59	39.57	45.83
3	PAT	6.9	7.7	1.06	4.83	6.25
4	EBIDTA	11.9	14.6	3.55	9.34	9.81
5	Debt to Equity	1.22	0.26	0.2	0.24	0.25

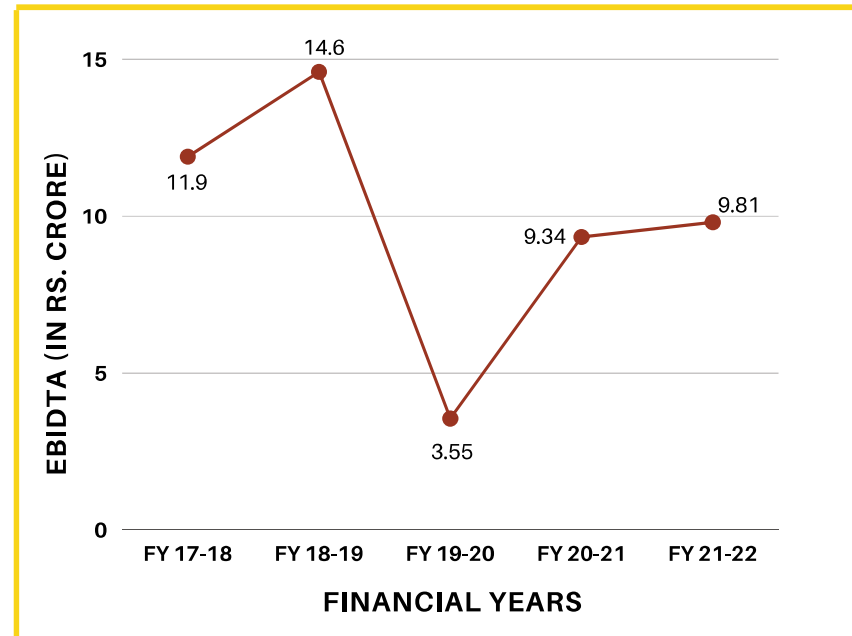




NET PROFIT (PAT)

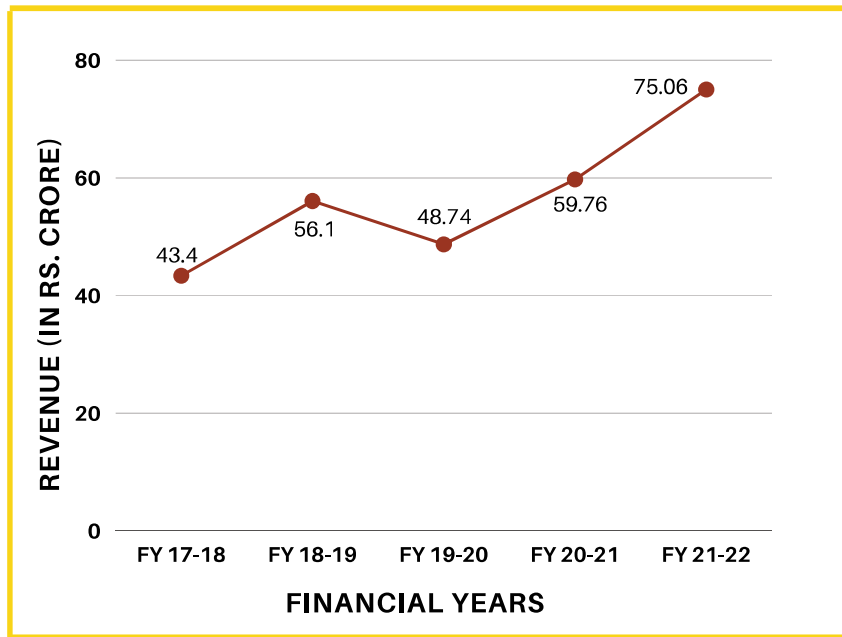


EBIDTA

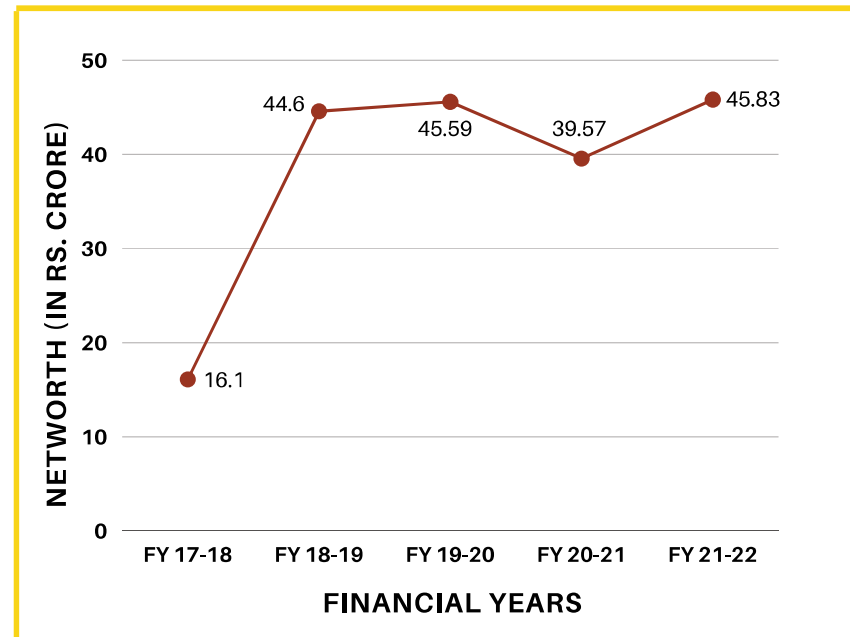




REVENUE



NETWORTH





FINANCIAL HIGHLIGHTS BALANCE SHEET

Figures in ₹ Cr.	FY15	FY16	FY17	FY18	FY19	FY20	FY21	FY22
Equity	0.3	0.3	0.4	10.0	14.3	14.30	14.30	14.30
Reserves	3.9	5.2	9.5	6.1	30.3	31.29	33.93	31.53
Networth	4.2	5.5	9.9	16.1	44.6	45.59	48.20	45.83
Non-current Liabilities								
Long-term borrowing	0.8	4.3	8.0	6.9	1.7	0.84	1.56	1.74
Deferred tax Liabilities	0.0	0.0	0.0	0.3	0.24	0.04	0.00	0.00
Other long terms Liabilities	0.4	0.5	0.0	0.0	0.0	0.00	0.00	0.00
Long-term provision	0.0	0.0	0.0	0.6	0.8	1.39	1.59	1.49
Current Liabilities								
Short-term borrowings	3.2	2.0	6.3	10.0	10.1	8.44	8.04	9.62
Trade payables	2.0	1.7	2.3	2.2	1.1	1.55	1.82	7.69
Other current liabilities	2.0	3.7	4.0	14.08	14.73	10.77	11.44	18.28
Short-term provision	0.0	0.2	0.0	0.0	0.2	0.22	0.23	0.30
Total Liabilities	12.5	17.9	30.5	50.2	73.6	68.84	72.91	68.84
Non-current assets								
Fixed assets	1.2	3.0	5.5	6.9	7.6	5.49	4.74	6.72
Non-current investments	0.0	0.0	0.0	0.0	11.46	0.1	0.06	0.07
Differed Tax Assets (NET)	0.2	0.2	0.1	0.0	0.0	0.00	0.05	1.40
Long term Loans and advances	0.0	0.0	0.0	0.0	0.0	0.00	0.00	0.00
Other non-current assets	0.0	0.0	0.0	0.0	0.0	3.57	3.75	5.58
Current assets								
Inventories	0.0	0.0	0.0	0.0	0.0	0.69	0.58	0.00
Trade receivables	5.4	9.1	15.0	26.0	34.7	30.12	27.7	7.38
Cash & Bank Balance	1.8	1.4	1.4	4.8	5.1	3.95	5.94	4.24
Short-term loan and advances	3.0	3.1	4.7	2.2	5.3	6.78	9.22	1.76
Other current assets	0.9	1.1	3.9	10.2	20.3	18.14	20.9	57.80
Total Assets	12.5	17.9	30.5	50.2	73.6	68.84	72.91	84.95



PROJECTS





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





MBIU MAHARASHTRA

Project Details:

Date of Commencement - 03.11.2016
Time Period : 3 Years
Award value : ₹ 23.36 Crore
Total Kilometers : 7787.80 Km
Present Status - Third cycle Completed

PRIVATE SECTOR

Machine has demands from Private Sector for inspection and repairs. Recently first Private Sector work was bagged from L&T in Goa for ₹ 15,00,000/-





SAVITRI RIVER BRIDGE

Project Details:

- Old bridge collapsed on 02.02.2016 and cost us 42 lives.
- Hon. Minister Shri Nitin Gadkari announced that the new bridge shall be completed in 180 days.
- Contractor - TNT
- Authority Engineers - Dhruv Consultancy Services Ltd.
- The new bridge was completed within 165 days.





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:

The project corridor is 130.202 km, in which 0.6735 km length is rigid pavement for 3 number of Toll Plaza and rest is flexible pavement. The dedicated walkways 68.705 km for 'Palkhi' known as Palkhi Marg will be constructed on either side of this highway and provide hassle-free and safe passage to the devotees. There are 11 Palkhi Sthals (Place for Palkhis to halt and rest) planned to be constructed along the project corridor.





GREENFIELD 'GANGA EXPRESSWAY'

Project Details:

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

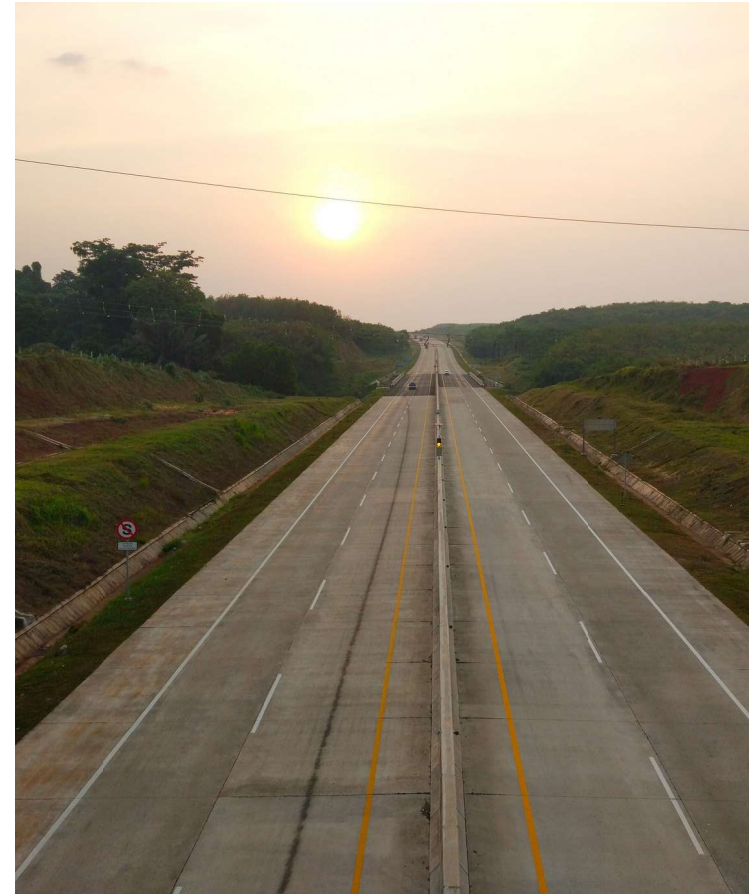
Client - U.P. Expressways Industrial Development Authority.

Salient Features:

The total project stretch is 156.847 KM length. Ganga Expressway is an under-construction 594 km long, 6-lane wide (expandable to 8) greenfield expressway in the state of Uttar Pradesh, India.

Project Cost:

- The total project cost is around Rs 40,000 Crore
- Around Rs. 10,500 crore is being supervised by Dhruv Consultancy Services Ltd.





YEDSHI- AURANGABAD HIGHWAY



Project Details:

Concession agreement to develop, operate and maintain NH211 project.

SOLAPUR-YEDSHI HIGHWAY



Project Details:

Construction and the Supervision of Solapur-Yedshi Section

The background features a dark field filled with numerous out-of-focus light spots in shades of gold, orange, and yellow, creating a bokeh effect. Some spots are sharp and bright, while others are soft and blurred. A vertical yellow bar is positioned on the right side of the image. A white plus sign is located in the upper right corner of this bar.

ACCOLADES



Dhruv Consultancy Services Ltd. was titled as 'The First Company from the Infrastructure Consultancy Space listed on BSE SME platform' by Altina Securities Pvt. Ltd.



'JVL Flyover Completion Award' By MSRDC Presented to Mr. Pandurang Dandawate



Times Power Women 2018 awarded Mrs. Tanvi Dandawate Auti as 'Youthful Entrepreneur of the Year'



Dhruv Consultancy Services Ltd. listed among the 20 most promising project management consultants 2018 by Silicon India.



'Women Excellence Award' awarded to Mrs. Tanvi Dandawate Auti



'Certificate of Recognition' for completion of Flyover at Seven Hill on Aurangabad Jalna Road, given to Dhruv Consultancy Services Ltd. by IRB



'Certificate for completion of ROB at Jejuri, Pune' by IRCON International Ltd. to Mr. Pandurang Dandawate



'Certificate of Appreciation for Savitri River Bridge' by Ministry of Road, Transport & Highways to Dhruv Consultancy Services Ltd.



'Certificate for Completion of Vakola & Kalina Junctions on W.E. Highway-Mumbai' awarded to Mr. Pandurang Dandawate in 2000 by MSRDC



'Certificate of Recognition' to Dhruv Consultancy Services Ltd. by The Economic Times Business Leader 2019



Memento handed over to Mr. Pandurang Dandawate for conducting a lecture on 'Public-Private Partnership Project Formulation in Indian Infrastructure' by Charutar Institute of Infrastructure Technology



Mr. Pandurang Dandawate won the 1st prize for Sion Flyover in the 6th Most Outstanding Bridge National Awards 1999 by Indian Institution of Bridge Engineers



Certificate for keynote speaker given to Mr. Pandurang Dandawate by The Institution Of Engineers (India)



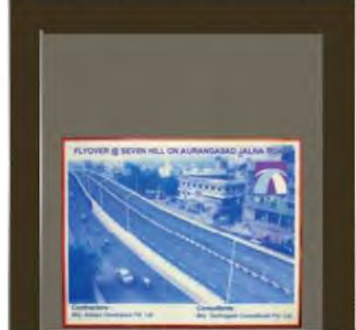
Navi Mumbai Awaaz Achievers Award 2018 awarded 'YOUTH ENTREPRENEUR' to Mrs. Tanvi Dandawate Auti



NSIC-D&B-SMERA Performance & Credit Rating Awarded 'SE 2A' to Dhruv Consultancy Services Ltd.



IBMS 2016 presented 'Recognition of Endowment' to Dhruv Consultancy Services Ltd.



'Certificate on completion of flyover at Seven Hill on Aurangabad Jalna Road' to Mr. Pandurang Dandawate by MSRDC



'Certificate of Recognition for Completion' of JJ Flyover to Mr. Pandurang Dandawate



'Altina Entrepreneurs Excellence Award 2018' awarded to Mr. Pandurang Dandawate by Altina Securities Pvt Ltd.



Memento handed over to Mr. Pandurang Dandawate for conducting a lecture on 'Dealing with Multi-Party and Multi-Contract Arbitration issues' by Charutar Institute of Infrastructure Technology



BEST BOT PROJECT OF THE YEAR

Awarded by NHA for Solapur Yedshi.



**TIMES POWER WOMEN YOUTHFUL
ENTREPRENEUR OF THE YEAR 2018**

Awarded by Mrs. Indu Shahani (Former Sheriff of
Mumbai Dean of Indian School of Management and
Entrepreneurship).



**WOMEN EXCELLENCE AWARD YOUNGEST
ENTREPRENEUR OF THE YEAR, 2019**

Awarded by Mrs. Amruta D. Fadanvis
(First lady of Maharashtra)
DUBAI



CORPORATE SOCIAL RESPONSIBILITY





SOCIAL CORPORATE 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.**





**Dhruv Consultancy
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