

TRACK RECORD OF THE PUBLIC ISSUES MANAGED BY THE MERCHANT BANKER IN THE LAST 3 FINANCIAL YEARS

A. For Equity Issues

Name of the issue: Dilip Buildcon Limited

1 Type of issue (IPO/ FPO) Initial Public Offering (IPO)  
Source: Prospectus of the company

2 Issue size (Rs Lakh)  
- Fresh Issue Rs. 65397.7 Lakhs  
- Offer for Sale Rs. 43000 Lakhs  
Rs. 22397.7 Lakhs  
Source: Prospectus of the company

3 Grade of issue alongwith name of the rating agency NIL  
Source: Prospectus of the company

4 Subscription level (number of times) 20.95  
Source: basis of allotment

5 QIB holding (as a % of total outstanding capital) as disclosed to stock exchanges (See Clause 35 of the listing agreement)  
(i) allotment in the issue 10.92%  
(ii) at the end of the 1st Quarter immediately after the listing of the issue 15.67%  
(iii) at the end of 1st FY 31.03.2017 18.25%  
(iv) at the end of 2nd FY 31.03.2018 16.63%  
(v) at the end of 3rd FY 31.03.2019 16.09%  
\*Shareholding pattern submitted to BSE

6 Financials of the issuer (as per the annual financial results submitted to stock exchanges under Clause 41 of the listing agreement) Regulation, 2015)

Parameters	1st FY 31.03.2017	2nd FY 31.03.2018	3rd FY 31.03.2019
Income from operations	531915.72	793747.32	941584.3
Net Profit for the period	35768.16	57764.38	54744.64
Paid-up equity share capital	13676.98	13676.98	13676.98
Reserves excluding revaluation reserves	158221.14	213933.64	266920.29

7 Trading status in the scrip of the issuer (whether frequently traded (as defined under Regulation 2 (j) of SEBI (SAST) Regulations, 2011) or infrequently traded/ delisted/ suspended by any stock exchange, etc.)

(i) at the end of 1st FY 31.03.2017 Frequently Traded  
(ii) at the end of 2nd FY 31.03.2018 Frequently Traded  
(iii) at the end of 3rd FY 31.03.2019 Frequently Traded

8 Change, if any, in directors of issuer from the disclosures in the offer document (See Clause 30 of the listing agreement)

	Name	Appointed/Resigned
(i) at the end of 1st FY (March 31, 2017)	Vijay Chhibber	Appointed
(ii) at the end of 2nd FY(March 31, 2018)	Malay Mukherjee	Appointed
(iii) at the end of 3rd FY(March 31, 2019)	Ratna Dharashree Vishwanathan	Appointed

9 Status of implementation of project/ commencement of commercial production (as submitted to stock exchanges under Clause 41 (IV) (e) of the listing agreement)

(i) as disclosed in the offer document NIL  
(ii) Actual implementation NIL  
(iii) Reasons for delay in implementation, if any NIL

10 Status of utilization of issue proceeds (as submitted to stock exchanges under Clauses 41, 43 and 43A of the listing agreement)

(i) As disclosed in the offer document (Rs. In Lakh)

Gross Proceeds of Fresh issue	43,000.0
Estimated offer related expenses in relation to Fresh Issue*	2,689.60
Net Proceeds	40,310.40

\*Estimated expenses are as per Prospectus dated August 5, 2016

Utilization of net proceeds (Rs. In Lakh)

Particulars	Estimated amount to be funded from Net Proceeds	Estimated utilisation of Net Proceeds in Financial year 2017
Prepayment or scheduled repayment of a portion of term loans availed by company	20,238.20	20,238.20
To meet working capital requirement	20,000.00	20,000.00
General corporate purposes	72.20	72.20
Total net Proceeds	40,310.40	40,310.40

(ii) Actual utilization (Rs. In Lakh)

Particulars	Amount Utilised as of 31 March, 2018	Amount Unutilised as of March 31, 2018
Prepayment or scheduled repayment of a portion of term loans availed by company	20,238.20	-
To meet working capital requirement	20,000.00	-
General corporate purposes	72.20	-

(iii) Reasons for deviation, if any N.A.

11 Comments of monitoring agency, if applicable (See Regulation 16 of SEBI (ICDR) Regulations, 2009 read with Clause 43A of the listing agreement)

(a) Comments on use of funds Since the Net proceeds of the fresh Issue is less than Rs 500 Crore, the company is not required to appoint monitoring agency

(b) Comments on deviation, if any, in the use of proceeds of the issue from the objects stated in the offer document

(c) Any other reservations expressed by the monitoring agency about the end use of funds

12 Price- related data

Designated Stock Exchange BSE  
Issue price (Rs): 219/-  
Listing Date August 11, 2016

Price parameters	At close of listing day 11.08.2016	At close of 30th calendar day from listing day	At close of 90th calendar day from listing day	As at the end of 1st FY after the listing of the issue 31.03.2017			As at the end of 2nd FY after the listing of the issue 31.03.2018			As at the end of 3rd FY after the listing of the issue 31.03.2019		
				Closing price	High (during the FY)	Low (during the FY)	Closing price	High (during the FY)	Low (during the FY)	Closing price	High (during the FY)	Low (during the FY)
Market Price (BSE)	251.95	230.3	210.85	350.95	360.95	200.35	1001.15	1031.1	355.65	643.45	1207.05	317.25
Index (of the Designated Stock Exchange):	27859.60	28797.25	27252.53	29620.5	29,648.99	24,673.84	32,968.68	36,283.25	29,319.10	38,672.91	38,896.63	33,019.07
Note: 1. The BSE Sensex is considered as the Benchmark Indices. 2.Prices of BSE are considered for all above calculations 3.Closing Price of previous trading day is considered wherever applicable			-	-	-	-	-	-	-	-	-	-

13 Basis for Issue Price and Comparison with Peer Group & Industry Average (Source of accounting ratios of peer group and industry average may be indicated; source of the accounting ratios may generally be the same, however in case of different sources, reasons for the same may be indicated)

Accounting ratio	Name of company	Face Value Per Share (Rs.)	As disclosed in the offer document (See Clause (2) (VII) (K) of Schedule VIII to SEBI (ICDR) Regulations, 2009)*	At the end of 1st FY 31.03.2017	At the end of 2nd FY 31.03.2018	At the end of 3rd FY 31.03.2019
EPS	Issuer:Dilip Buildcon Limited	10	16.79	27.56	42.23	40.03
	Peer Group:					
	J. Kumar Infraprojects Limited	5	14.91	13.95	18.05	23.40
	Simplex Infrastructures Limited	2	13.83	27.65	22.81	21.97
	KNR Constructions Limited	10	44.94	8.17	17.31	19.24
	MBL Infra Limited	10	21.30	(15.87)	4.75	(30.19)
	Sadbhav Engineering Limited	1	(2.73)	(3.15)	(0.18)	1.23
	Ashoka Buildcon Limited	5	3.12	(0.53)	(3.96)	(1.19)
	IL&FS Transportation Networks Limited	10	7.70	4.54	5.35	(516.79)
	IRB Infrastructure Developers Limited	10	18.09	20.36	26.17	24.18
	PNC Infratech Limited	10	42.11	4.62	9.47	13.70
	Industry Avg:		18.14	6.64	11.09	(49.38)
	Issuer:Dilip Buildcon Limited	10	13.04	12.73	23.71	16.07
	Peer Group:					
P/E	J. Kumar Infraprojects Limited	5	14.93	18.64	14.89	6.82
	Simplex Infrastructures Limited	2	19.24	11.25	22.86	8.18
	KNR Constructions Limited	10	12.42	23.68	16.39	13.53
	MBL Infra Limited	10	5.62	NA	4.06	NA
	Sadbhav Engineering Limited	1	NA	NA	NA	202.56
	Ashoka Buildcon Limited	5	50.66	NA	NA	NA
	IL&FS Transportation Networks Limited	10	9.53	24.10	11.36	NA
	IRB Infrastructure Developers Limited	10	11.79	11.60	8.52	6.00
	PNC Infratech Limited	10	13.54	25.47	18.54	11.13
	Industry Avg:		17.22	19.12	13.80	41.37
	Issuer:Dilip Buildcon Limited	10	19.64	20.62	25.23	19.27
	Peer Group:					
	J. Kumar Infraprojects Limited	5	8.04	7.60	9.05	10.62
	Simplex Infrastructures Limited	2	4.31	7.98	6.94	6.57
RoNW	KNR Constructions Limited	10	18.13	11.24	20.85	19.57
	MBL Infra Limited	10	11.98	(9.44)	2.70	(53.71)
	Sadbhav Engineering Limited	1	(2.60)	(13.68)	(10.16)	(5.58)
	Ashoka Buildcon Limited	5	3.13	(21.38)	(28.97)	(9.93)
	IL&FS Transportation Networks Limited	10	4.65	3.15	1.35	(122.44)
	IRB Infrastructure Developers Limited	10	13.17	13.57	16.16	13.46
	PNC Infratech Limited	10	16.50	6.31	14.39	17.36
	Industry Avg:		8.59	0.59	3.59	(13.79)
	Issuer:Dilip Buildcon Limited	10	85.48	125.69	167.47	207.27
	Peer Group:					
	J. Kumar Infraprojects Limited	5	169.60	183.57	199.40	220.38
	Simplex Infrastructures Limited	2	320.98	309.15	328.86	357.35
	KNR Constructions Limited	10	247.83	62.48	78.07	96.26
	MBL Infra Limited	10	177.86	168.69	170.47	46.90
	Sadbhav Engineering Limited	1	104.81	73.11	65.38	56.44
NAV per share based on balance sheet	Ashoka Buildcon Limited	5	99.85	31.33	21.89	14.46
	IL&FS Transportation Networks Limited	10	203.47	140.45	146.71	(422.07)
	IRB Infrastructure Developers Limited	10	137.35	150.00	161.97	179.69
	PNC Infratech Limited	10	255.28	56.95	65.83	78.91
	Industry Avg:		190.78	130.64	137.62	69.81

\*Source: Prospectus dated August 10, 2016

Note : Industry average has been calculated by taking the average of peer group companies

NA: The derivation of PE ratio is not valid representation.

14 Any other material information

N.A.

Note: (i) Merchant Banker can give its comments on any of the above sections

(ii) Merchant Banker may obtain information/ clarification from the issuer or stock exchange, wherever felt necessary

(iii) In case any of the above reporting dates happens to be a holiday, the immediately following working day may be taken