



Vipul Limited Investor Presentation December 2015



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Vipul Limited



**Integrated
Townships**

**High-End Luxury
Apartments**

**Independent
Floors**

**Lavish
Villas**

**Retail &
Commercial
Towers**



10mn
Sq. ft

Delivered

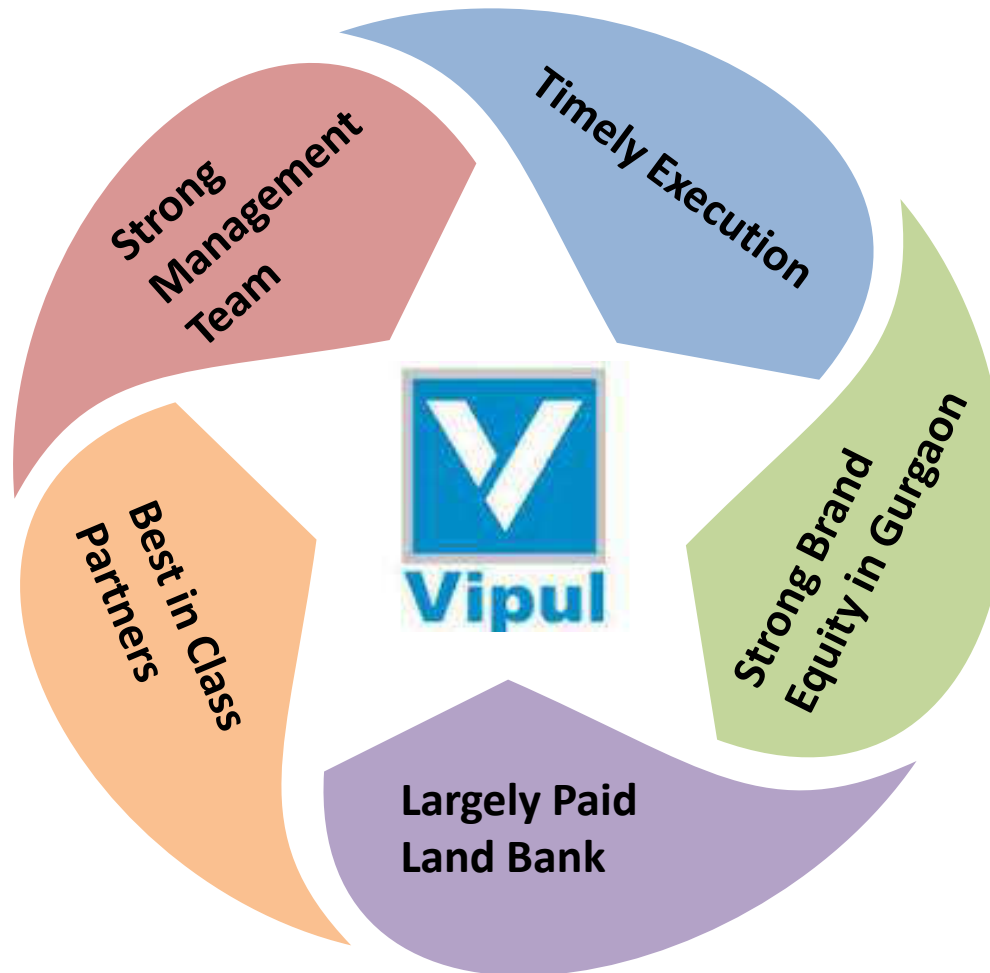
4mn
Sq. ft

Under Construction

**4 Prime Projects
Completed on**

Golf Course Road, Gurgaon

Key Strengths



We believe in Continuous Monetization of Land Bank

Experienced Management Team



Punit Beriwalla

Promoter & Managing Director

- ✓ Entered Real Estate business through joint ventures with reputed builders and subsequently ventured out independently
- ✓ Successfully steered the organization into becoming a dynamic and professionally managed Company
- ✓ Has grown the Company in all verticals of Real Estates Industry in past 14 years
- ✓ Holds a B.Com Degree from Kolkata University & has over 30 years of overall experience



Ajay Agrawal

Chief Financial Officer

- ✓ Chartered Accountant by profession & has over 18 years of experience, of which 7 years have been with Vipul Limited.
- ✓ Has been associated with Ernst and Young in the Past



Guninder Singh

Chief Executive Officer

- ✓ Holds a B.Arch Degree from Punjab University & has over 30 years of experience, of which 12 years have been with Vipul Limited
- ✓ Has been associated with Unitech Ltd in the Past



Rakesh Sharma

Vice President- Legal & BD

- ✓ Chartered Accountant by profession & has over 31 years of experience, of which 9 years have been with Vipul Limited
- ✓ Has been associated with Onida, Stanford Engineering, Silverline Holdings and Tapasya Projects Ltd. in the Past



Board of Directors



Mrs. Ameeta Verma Duggal (Director)	✓ Mrs. Verma has a Degree in Law from Delhi University ✓ She has extensive experience in Company Law, Contract Law, Intellectual Property Rights, Anti-trust and Competition Law, Environmental Law, Industrial Law, Property Law and Information & Broadcasting Law
Mr. Anil Kr. Agarwal (Director)	✓ Mr. Agarwal, holds B.Com degree from Patna University ✓ Has been the Chairman cum Managing Director of M/s Elite Leasings Ltd, a Finance & Leasing Company ✓ Has rich experience in Leasing and export financial segment
Dr. B Samal (Director)	✓ Dr Samal , holds MSC in Agricultural , Post Graduate Diploma in Bank Management and is a gold medalist with 34 years of experience in Banking & Finance. ✓ Has been chairman & managing Director of Allahabad Bank.
Mr. Kapil Dutta (Director)	✓ Mr. Dutta, holds an B.A (Hons.) degree ✓ Has worked as CEO - International Olympic Committee - India Office (1983-1997) and as CEO of Ashwini Kumar Consultants Pvt. Ltd..
Mr. Rajesh Kr. Batra (Director)	✓ Mr. Batra, holds an B.E degree from Waseda University, Tokyo, in Higher Optical Instrumentation ✓ Has over 31 years of experience as a real estate developer, financial advisor and investor ✓ Member of Opticians Association and of Optical Instruments sub-committee – Indian Standard Institution
Mr. Vikram Kochhar (Director)	✓ Mr Kochhar holds Bachelors of Science degree from Delhi University & holds certificate of CAIIB- Part I . ✓ Has rich experience in the field of credit, treasury and other areas of banking

Business Strategy



- ✓ Focus on faster execution at Sector 53, Golf Course Road, Gurgaon
- ✓ Faster conversion from Investments in Landbank to Project Development stage



- ✓ Our Association is with the best Partners to deliver a World Class Project



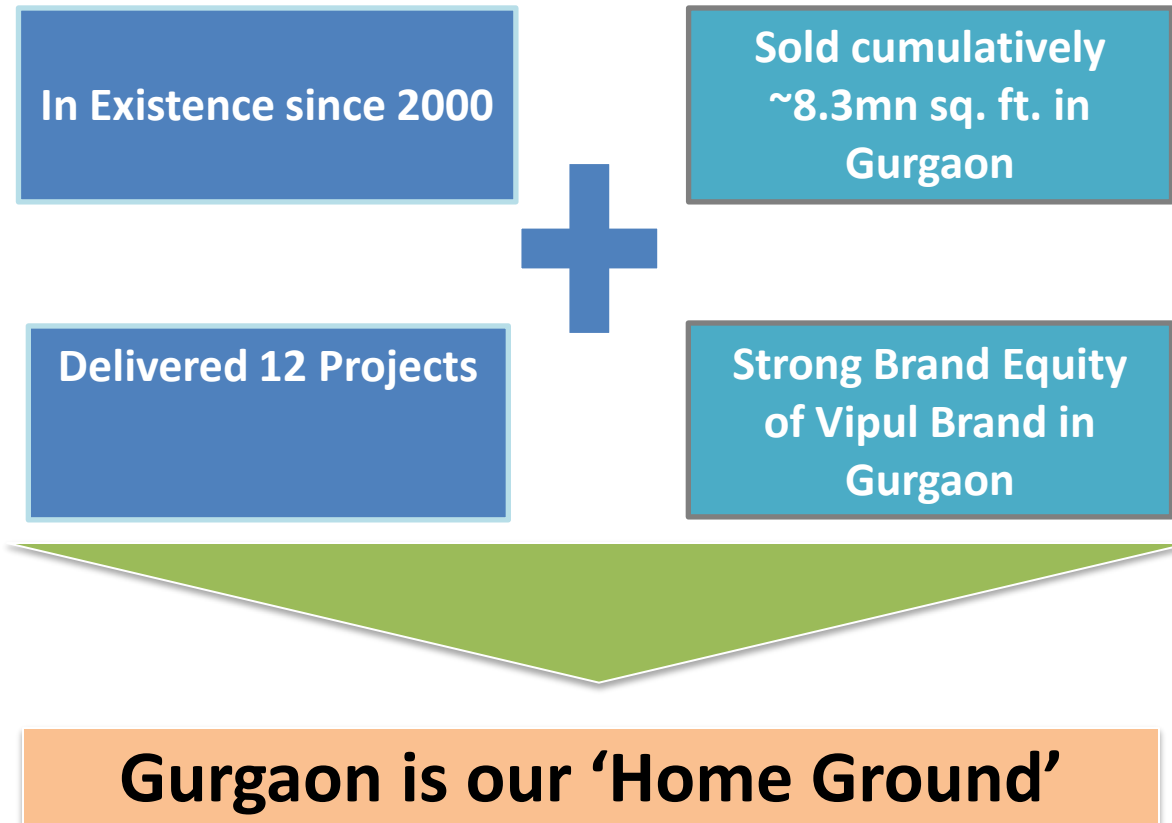
- ✓ Our Ethos is timely execution and our Customers **Love us for that**



- ✓ We have significant presence in North India – the fastest growing hub in India

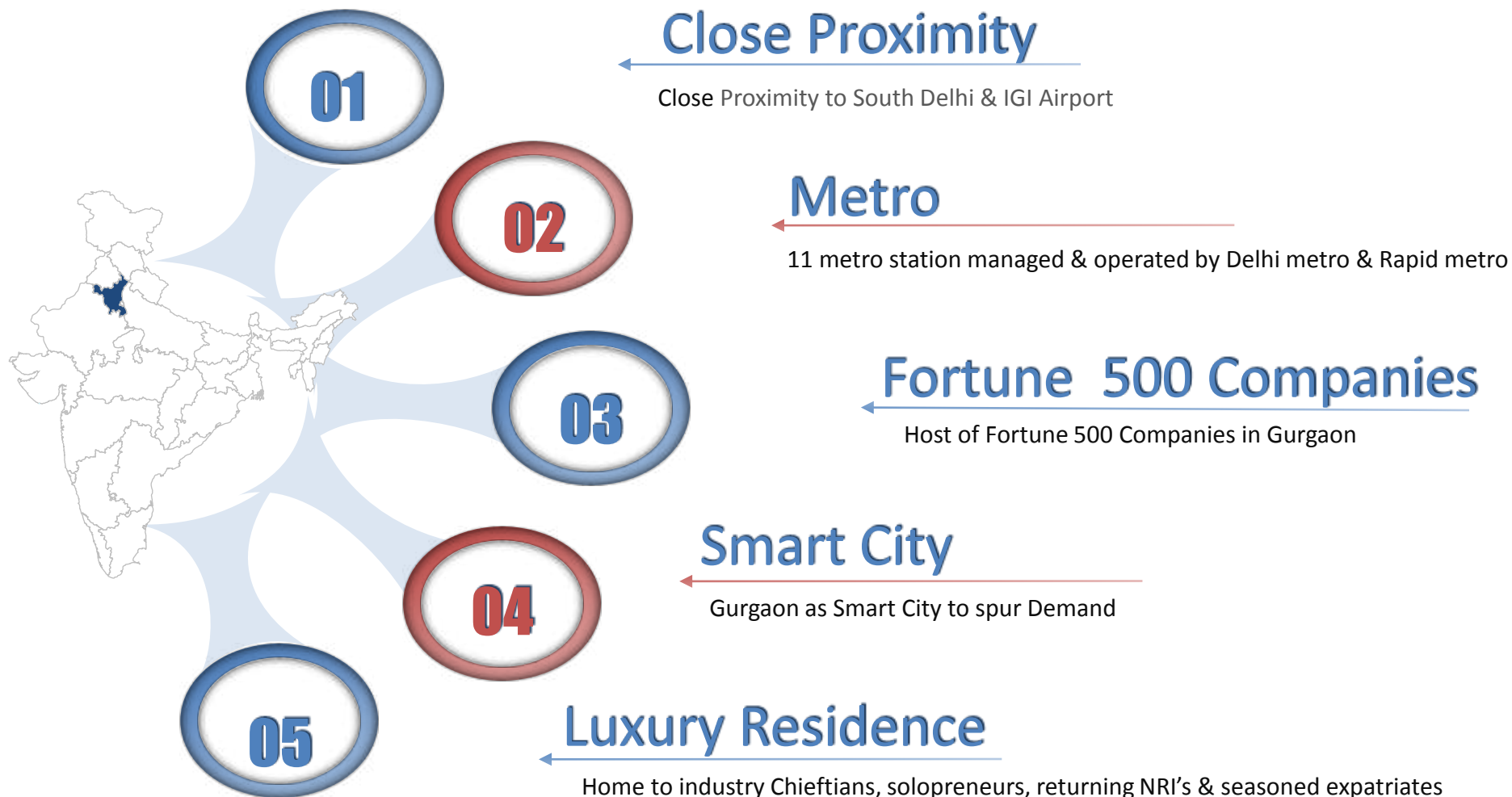
Our Strategy revolves around Stakeholder Value Creation

Our Strategic Focus - Gurgaon



Our New Launch - Aarohan @Golf Course Road, Gurgaon

Gurgaon – Our Favored Destination



Gurgaon is one of the fastest developing destinations in North India

Aarohan @Gurgaon – Introducing A Game Changer



The 3 most
Important things about
Real Estate
are
Location, Location, Location

Aarohan @Golf Course Road, Gurgaon



Golf Course Road enjoys similar status as Delhi's Golf Links & Lodhi Road or Mumbai's Peddar Road & Malabar Hills

Aarohan @Golf Course Road, Gurgaon



Proximity to:

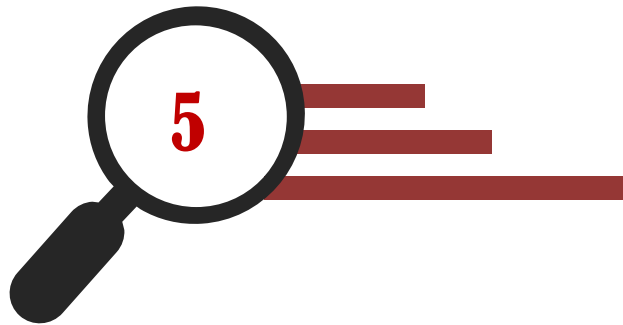
- ✓ **MNC**
 - Ernst & Young
 - Genpact
 - DELL
 - American Express
 - Samsung
- ✓ **Automobile Showrooms**
 - Mercedes
 - Audi
 - Porsche
- ✓ **Others**
 - Golf Course
 - DLF Magnolias
 - DLF Phase 1
 - Shiv Nadar School
 - Paras Hospital
 - Alchemist Hospital

Aarohan @Golf Course Road, Gurgaon



100% Paid Land

Only Construction and allied costs remain to be spent. All Land related payments cleared with '0' encumbrances



Project Completion in 5 Years*

Aim to complete and handover possession of the project by 2020



~1.7mn Sq. ft. Premium Residential Space

Entails a development (based on Current FAR of 1.75) of ~1.7 mn sq.ft. of Premium Residential Space in one of the most prime locations of Gurgaon

** Phase 1 of the project to be completed in 5 Years*

Aarohan @Golf Course Road, Gurgaon



STATE-OF-THE-ART
TECHNOLOGY



SAFE, SUSTAINABLE
AND FUNCTIONAL
DESIGNS



ALL ROUND
COMFORT



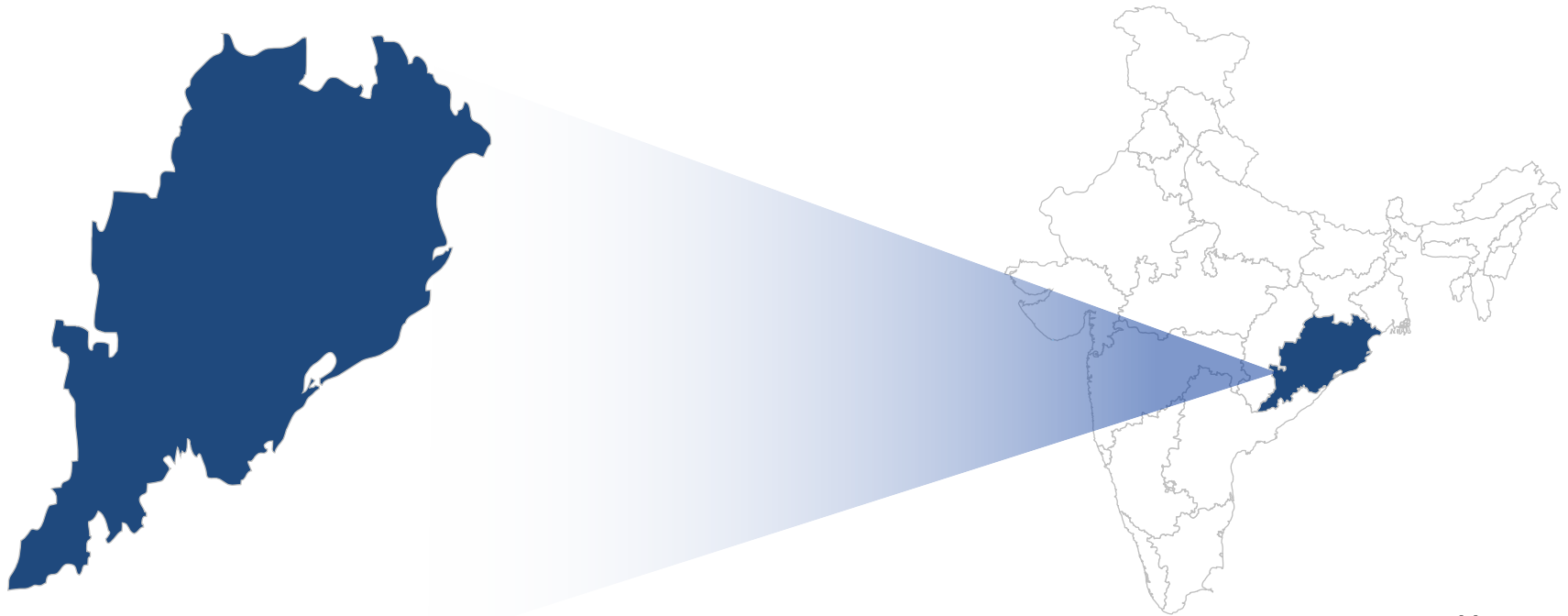
ECO-FRIENDLY
LIVING



Our Other Projects



Bhubaneswar, Orrisa



Map not on scale

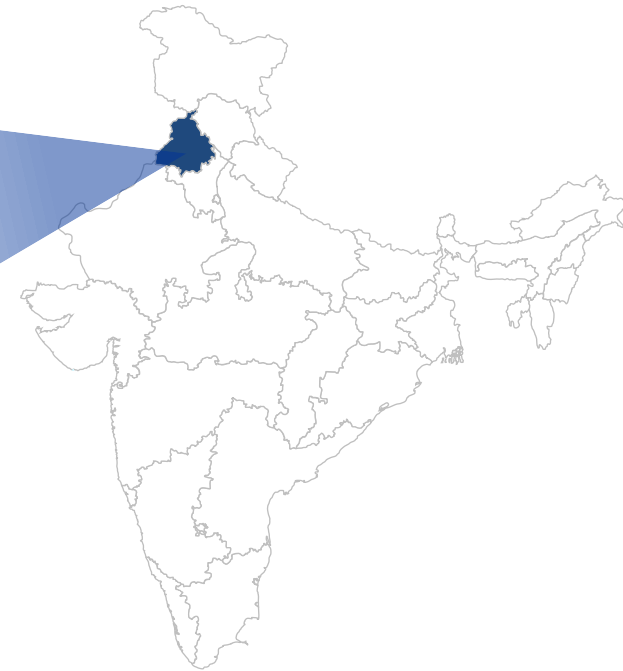
Projects

- ✓ Area- 39.78 acres
- ✓ Nature- Group Housing
- ✓ Current Status:-
 - ✓ 30 acres of group Housing
 - ✓ 9.78 acres of group housing in collaboration with BDA

Growth Drivers

- ✓ Increased cosmopolitan population
- ✓ Improvement in the infrastructure
- ✓ Government is open to provide land on long lease
- ✓ Residential demand to increase due to increase in employment opportunities

Ludhiana, Punjab



Projects

- ✓ Area- 10.83 acres
- ✓ Nature- Group Housing/Commercial
- ✓ Current Status:-
 - ✓ 7.47 acres of group Housing
 - ✓ 3.36 acres of Commercial

Growth Drivers

- ✓ Well planned development & high Quality Infrastructure
- ✓ Steady demand & Investor Interest in properties within & around the city
- ✓ Strong investment appetite and a healthy holding capacity, predominantly for plots

Annexure – Financials & Land Bank Details

Projects to be completed within 1 year

Project Name	Nature	Project Size (sq. ft.)	Value of Sales (Rs. Cr)	Unsold Area (sq. ft.)	Total Project Cost (Rs. Cr.)	Pending Cost to be incurred (Rs. Cr)
Tatvam Villa, Gurgaon	Residential	11,43,150	842	4,000	568	0.32
Vipul world Floor Gurgaon	Residential	92,949	33	-	24	0.06
Plotted Colony , Vipul world Gurgaon (incl. Institutional Area)	Residential	20,24,366	311	57,242	347	0.53
SCO, Ludhiana	Commercial	21,020	3	12,265	3	0.02
Vipul Garden, Bhubaneswar	Residential	9,64,356	213	30,647	206	0.40
Total		42,45,841	1,403	104,154	1,148	1.34

Projects to be completed between 1-3 years

Project Name	Nature	Project Size (sq. ft.)	Value of Sales (Rs. Cr)	Unsold Area (sq. ft.)	Total Project Cost (Rs. Cr.)	Pending Cost to be incurred (Rs. Cr)
Vipul Business Park	Commercial	3,23,220	163	2,655	128	15
Vipul World Floor, Ludhiana	Residential	50,148	4	33,148	6	1
Vipul Lavanya, Gurgaon	Residential	8,86,510	357	19,360	214	21
Vipul Lavanya, Gurgaon	Residential (EWS)	20,000	1	7,200		
Vipul Plaza, Faridabad	Commercial	2,96,756	34	2,16,872	82	18
Vipul Pratham, Bawal	Residential	3,03,735	57	1,00,635	89	58
Vipul Greens, Bhubaneswar	Residential	4,00,015	87	1,59,936	134	25
Vipul Plaza, Bhubaneswar	Commercial	67,157	28	21,405	20	8
Total		23,47,541	731	561,211	672	148

230
Acres

**Potential
Landbank**

**Gurgaon, Ludhiana, Bhubaneswar,
Mohali, Chandigarh, Bawal**

Well Spread Landbank

**Group Housing, Residential,
Commercial, Hotel**

**Varied mix of formats leading to
creation of strong Brand Equity**

>75%

Gurgaon Based Landbank

Consolidated Financial Highlights

Particulars [Rs. mn]	H1 FY16*	FY15	FY14	FY13
Total Income	1,073	2,372	2,675	4,157
EBITDA	117	136	148	401
EBITDA %	10.9%	5.7%	5.5%	9.7%
Profit after Tax	2	(112)	(79)	130
Profit after Tax %	0.2%	-	-	3.1%

Particulars [Rs. mn]	H1 FY16*	FY15	FY14	FY13
Total Debt	1,967	2,988	1,415	1,422
Long Term Debt	1,030	1,474	138	311
Short Term Debt	937	1,514	1,277	1,111
Networth	4,097	3,801	3,912	3,998

* H1FY16 is standalone figures

Contact us



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