



# VASCON



**INVESTOR PRESENTATION | January 2020**

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## KEY HIGHLIGHTS



### EPC Business

**Rs 2,091 Cr**  
Total Order Book

**Rs 1,975 Cr**  
External Orders

**Rs 116 Cr**  
Internal Orders

Order Intake of **Rs 1,540 Cr** in YTD FY20



### Real Estate Business

- Land Monetisation of **Rs 170 Cr** in Ajanta Enterprise (50% JV of Vascon)
- Commercial Property at Kaledonia, Andheri (E) given on Lease

New Sales booking of **103,213 sqft** for a total sales value of **Rs 85 Cr** in 9M FY20

## LAND MONETIZATION OF RS. 170 CR

Seller	Ms Ajanta Enterprise, 50% JV of Vascon
Acquirer	Pune BP Development Pvt. Ltd. (SPV of Mapletree Investments Pte Ltd )
Location	Kharadi Village, Pune
Land Parcel Area	30,955 sq. mt.
Gross Consideration	Rs. 170 Cr ( Entire <i>consideration received by Ms Ajanta Enterprise</i> )
Net Cashflow to Vascon	Rs. 52.5 Cr
Cashflow Utilisation	Reducing High Cost Debt & financing incremental Working Capital

**After this Land Sale transaction, Ajanta Enterprise has following :**

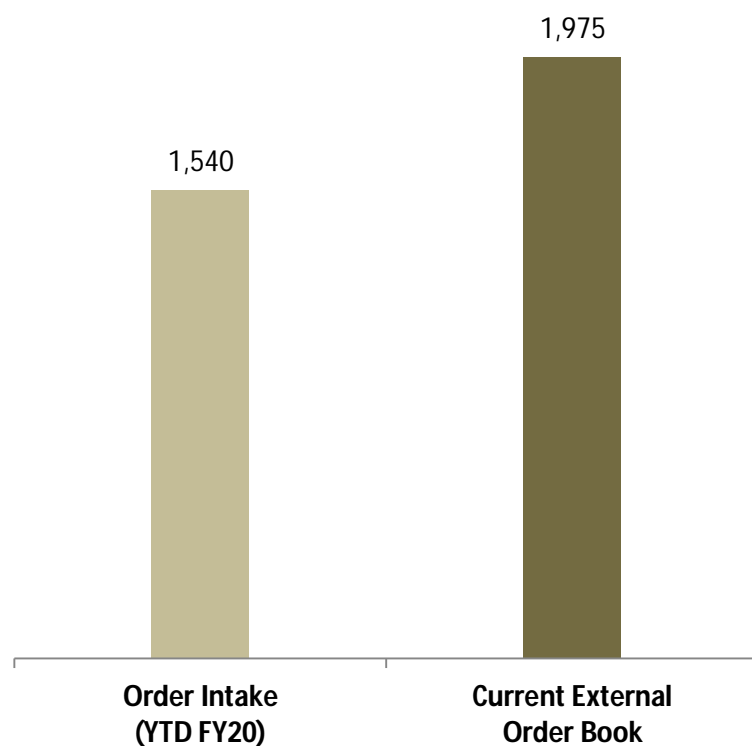
Total development of ~ 800,000 sft

- a) Under Development : 160,000 Forest Edge & 180,000 sft Forest County,
- b) To be launched : ~ 400,000 sft

## HIGHEST-EVER ORDER-INTAKE IN YTD FY20

### EPC Business- External Order-Intake

(In Rs. Cr)



Order Intake	State	Rs. Cr.
Public Works Department, Raipur,	Chhattisgarh	506
Maharashtra State Police Housing & Welfare Corporation Ltd.	Maharashtra	465
Tycoon Avanti Projects	Maharashtra	172
Bangalore Metro Rail Corporation	Karnataka	160
Airport Authority of India	Goa	133
Pune Municipal Corporation	Maharashtra	104
<b>Total</b>		<b>1,540</b>

RECEIVED ORDER WORTH **RS. 1,540** CRORE SINCE THE BEGINNING OF THE CURRENT FINANCIAL YEAR

## P&L HIGHLIGHTS- Q3 & 9M FY20

Particulars (Rs. Cr)	Standalone				Consolidated			
	Q3 FY20	Q3 FY19	9M FY20	9M FY19	Q3 FY20	Q3 FY19	9M FY20	9M FY19
<b>Revenue</b>	<b>101.28</b>	<b>82.13</b>	<b>273.87</b>	<b>245.66</b>	<b>143.38</b>	<b>111.11</b>	<b>395.40</b>	<b>365.35</b>
Other Income	3.02	7.74	15.16	23.84	<b>2.49</b>	9.82	15.98	29.66
<b>Total Income</b>	<b>104.30</b>	<b>89.87</b>	<b>289.03</b>	<b>269.50</b>	<b>145.87</b>	<b>120.93</b>	<b>411.38</b>	<b>395.01</b>
Construction Expenses / Material Consumed	48.36	54.46	178.59	179.51	<b>75.38</b>	76.60	252.44	267.44
Employee Cost#	9.18	10.28	28.32	35.16	<b>15.48</b>	16.71	50.54	56.15
Other Expenses	8.27	8.42	19.19	24.58	<b>13.83</b>	12.94	35.36	39.63
<b>EBITDA</b>	<b>38.49</b>	<b>16.71</b>	<b>62.93</b>	<b>30.25</b>	<b>41.18</b>	<b>14.68</b>	<b>73.04</b>	<b>31.79</b>
EBIDTA Margin (%)	<b>37%</b>	<b>19%</b>	<b>22%</b>	<b>11%</b>	<b>28%</b>	<b>12%</b>	<b>18%</b>	<b>8%</b>
Depreciation	2.17	2.13	6.39	6.01	<b>3.77</b>	3.47	11.08	9.98
Finance Costs	6.01	6.62	18.39	16.91	<b>6.70</b>	6.97	20.93	18.92
<b>Profit Before Tax</b>	<b>30.31</b>	<b>7.96</b>	<b>38.15</b>	<b>7.33</b>	<b>30.71</b>	<b>4.24</b>	<b>41.03</b>	<b>2.89</b>
Tax	-	-0.03	-	-1.02	<b>0.34</b>	-0.02	0.34	-1.01
<b>Profit After Tax</b>	<b>30.31</b>	<b>7.99</b>	<b>38.15</b>	<b>8.35</b>	<b>30.37</b>	<b>4.26</b>	<b>40.69</b>	<b>3.90</b>
<b>Other Comprehensive Income</b>	-0.17	-0.15	-0.14	-0.36	<b>-0.17</b>	-0.15	-0.14	-0.36
<b>Total Comprehensive Income</b>	<b>30.14</b>	<b>7.84</b>	<b>38.01</b>	<b>7.99</b>	<b>30.20</b>	<b>4.11</b>	<b>40.55</b>	<b>3.54</b>

## 9M FY20- SEGMENTAL PROFIT & LOSS - AFTER ALLOCATION

Particulars (Rs. Cr)	RE#	EPC##	GMP	Inventorised	Total
Revenue	147.68	191.71	120.15		459.54
Cost of Sales	81.63	141.16	73.80	0.39	296.98
<b>Gross Profit</b>	<b>66.05</b>	<b>50.55</b>	<b>46.35</b>		<b>162.56</b>
<b>Gross Profit Margin %</b>	<b>45%</b>	<b>26%</b>	<b>39%</b>		<b>35%</b>
Other Income	6.80	8.81	2.22		17.83
Employee Cost	9.06	19.26	22.22		50.54
Other Expenses	11.80	9.10	16.20		37.10
<b>EBITDA</b>	<b>51.99</b>	<b>31.00</b>	<b>10.15</b>		<b>92.75</b>
<b>EBITDA Margin (%)</b>	<b>35%</b>	<b>16%</b>	<b>8%</b>		<b>20%</b>
Depreciation	1.58	4.93	4.57		11.08
<b>EBIT</b>	<b>50.41</b>	<b>26.07</b>	<b>5.58</b>		<b>81.67</b>
<b>EBIT Margin (%)</b>	<b>34%</b>	<b>14%</b>	<b>5%</b>		<b>18%</b>
Finance Costs					20.93
<b>Profit Before Tax</b>					60.74
Tax					20.05
<b>Profit After Tax</b>	<b>-</b>	<b>-</b>	<b>-</b>		<b>40.69</b>

# IT INCLUDES REVENUE & EXPENSES RELATED TO AJANTA ENTERPRISE & PHOENIX VENTURES, IN FINANCIALS SHARE OF PROFIT IS TAKEN (AS PER IND AS)

## IT INCLUDES INTERNAL EPC ORDER REVENUE AND CONSTRUCTION EXPENSES





# ***BUSINESS OVERVIEW***



## VASCON – AT A GLANCE

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### ENGINEERING PROCUREMENT & CONSTRUCTION

*One of the leading EPC Company in India*

### REAL ESTATE DEVELOPMENT

*Focus on Affordable Housing*



200+  
COMPLETED  
PROJECTS



PROJECTS  
ACROSS  
30+ Cities



AN ISO 9001:2000  
& ISO 14001:2004  
COMPANY



50+ MILLION  
SQUARE FEET  
DELIVERED

## EPC BUSINESS- OVERVIEW

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- **Construction Experience across various verticals**
  - Executed over 200 projects with construction area of over 50 msft
- **Ability to execute around 8 msft per annum**
  - Currently executing around **3 msft p.a.** – operating at 40% utilization
  - Number of Personnel in Project / Engineering team - 489
- **Higher margins Because of Turnkey Capabilities**
  - In-house Design and Engineering team
  - Ability to demand premium over other construction companies
- **New Orders Target**
  - Focus on large and high value civil contracts by Government Agencies and reputed Private Companies
- **Generate positive cash flows from all the projects and re-invest to drive growth**

## MARQUEE CLIENTS

**Cipla**

**IBM**

**THE  
PARK  
Hotels**

 **SYMBIOSIS**  
INTERNATIONAL (DEEMED UNIVERSITY)

**Dr.Reddy's** 

**एन बी सी सी  
NBCC**

**DLF** 

**Sahyadri**  
Hospitals 

**GAR**

**SANOFI** 

**ZenSar**

**HYATT**

  
**TATAHOUSING**

**NOVOTEL**  
HOTELS

  
GO INSTITUTE OF MANAGEMENT  
PANAJI

 **GLOBAL  
HOSPITALS**  
more to life

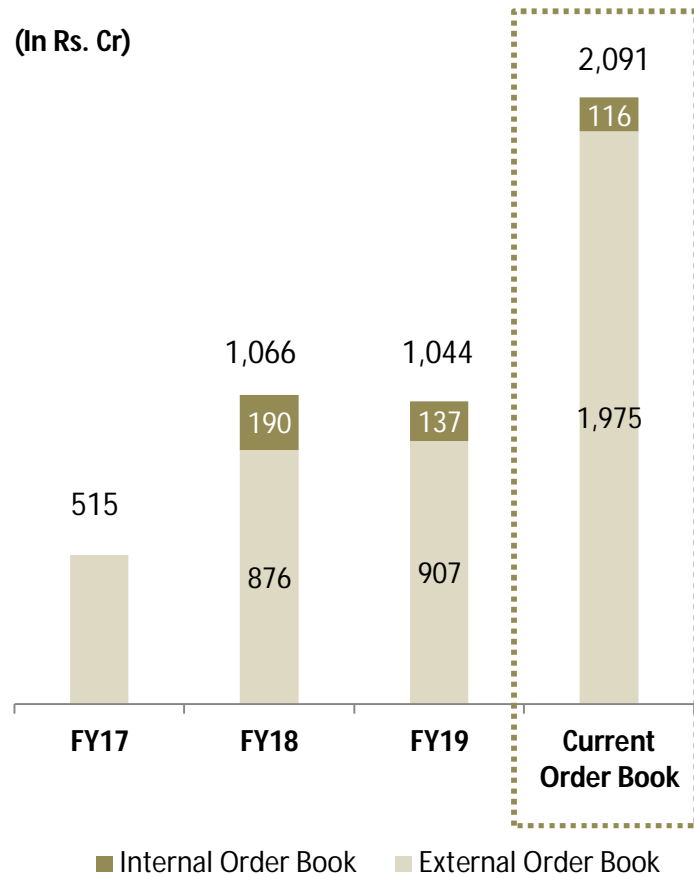
  
भारतीय विमानपत्तन प्राधिकरण  
Airports Authority of India

**namma  
metro**  
Bangalore Metro Rail  
Corporation Limited  
**BMRCL**

Bangalore Metro Rail Corporation Limited

**MAINTAINING CONSISTENT QUALITY STANDARDS ENSURING REPEAT ORDERS**

## ORDER BOOK BUILD-UP & KEY ORDERS



Key Project	Location	Amt (Rs. Cr)
<b>External Order book</b>		
Maharashtra State Police Housing	Raipur	465
PWD, Raipur	Mumbai	442
Tycoon	Mumbai	165
Bangalore Metro Rail Corporation	Bangalore	159
Airport Authority of India	Goa	132
Adhiraj	Mumbai	110
PMC-Affordable Housing	Pune	103
Kailash Enclave	Lucknow	76
Airport Authority of India	Adampur	74
Other Projects		249
<b>Total</b>		<b>1,975</b>
<b>Internal Order book</b>		
Windermere-Bungalows	Pune	25
Forest Edge	Pune	22
Katvi-Affordable Housing	Talegaon, Pune	69
<b>Total</b>		<b>116</b>
<b>Total EPC Business Order book</b>		<b>2,091</b>

**EXECUTION OF NEW ORDERS TO IMPROVE REVENUE VISIBILITY & CAPACITY UTILISATION**

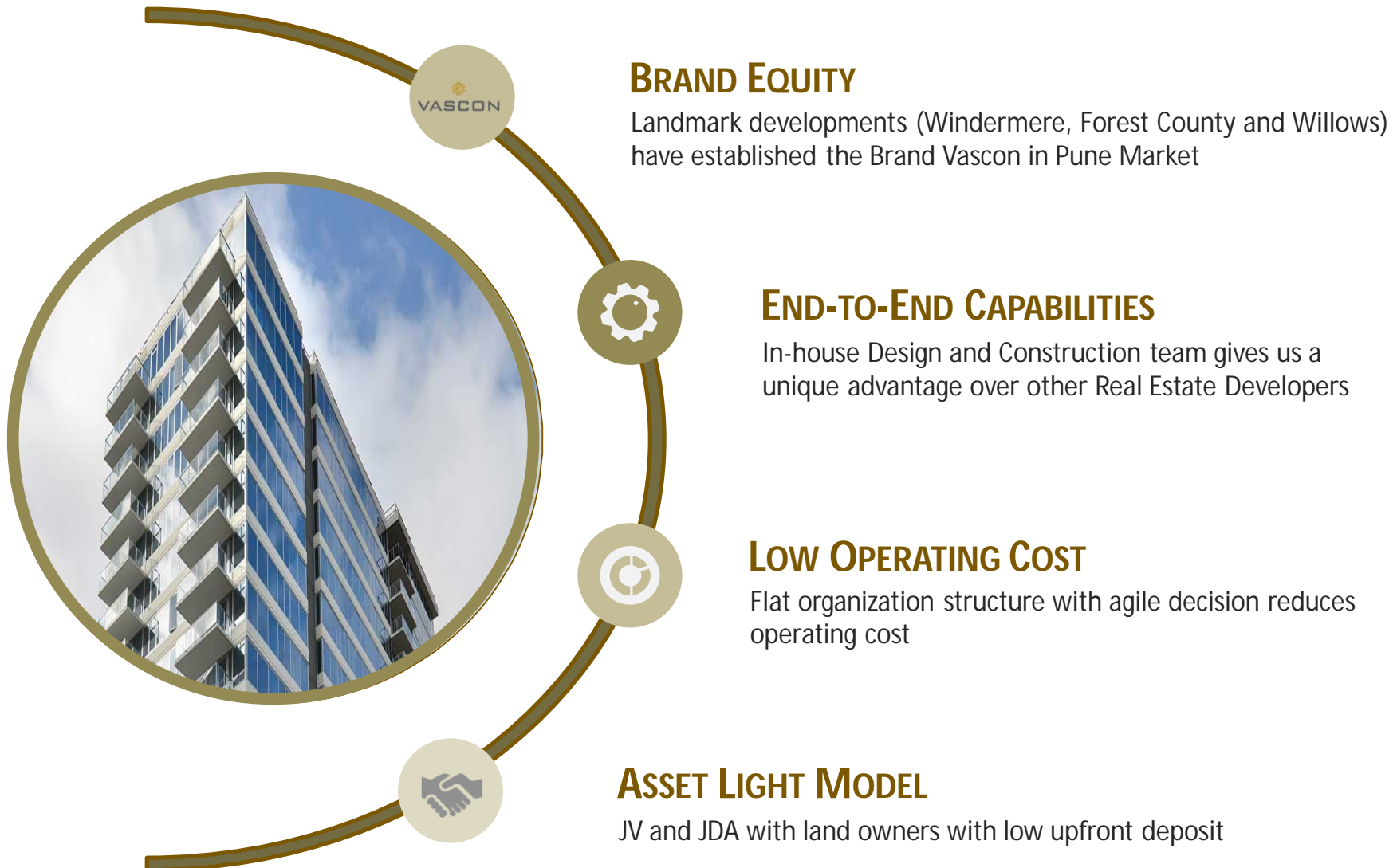


***REAL-ESTATE DEVELOPMENT***



## REAL ESTATE BUSINESS

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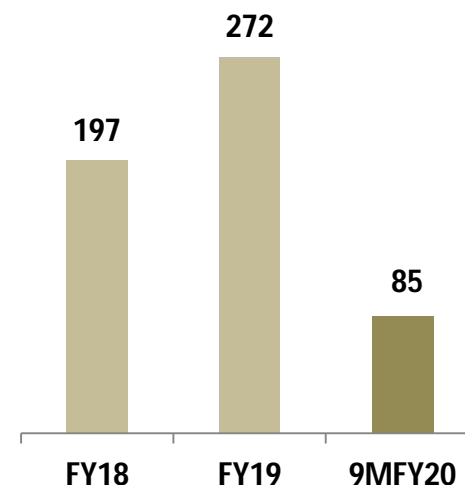


## SUCCESSFULLY LAUNCHED REAL ESTATE PROJECTS

Projects	Vascon Share	Dev. Area (msft)	Launch	Status
Forest Edge (JV) A	50%	0.08	18-Jan	Fully Sold
Forest Edge (JV) B	50%	0.08	19-Sep	42% sold
Windermere (JV)#	45%	0.38	18-Mar	55% sold
Vascon Goodlife – Value Home (Own)	100%	0.3	18-May	60% sold
Forest County	50%	0.18	18-Dec	90% sold
Xotech C (JV)	50%	0.04	18-Oct	Fully Sold

#Relaunch

### REAL ESTATE SALES (RS CR)



#### "FOREST EDGE" – KHARADI, PUNE



#### VASCON GOODLIFE - KATVI, TALEGAON



#### RE-LAUNCH OF WINDERMERE#



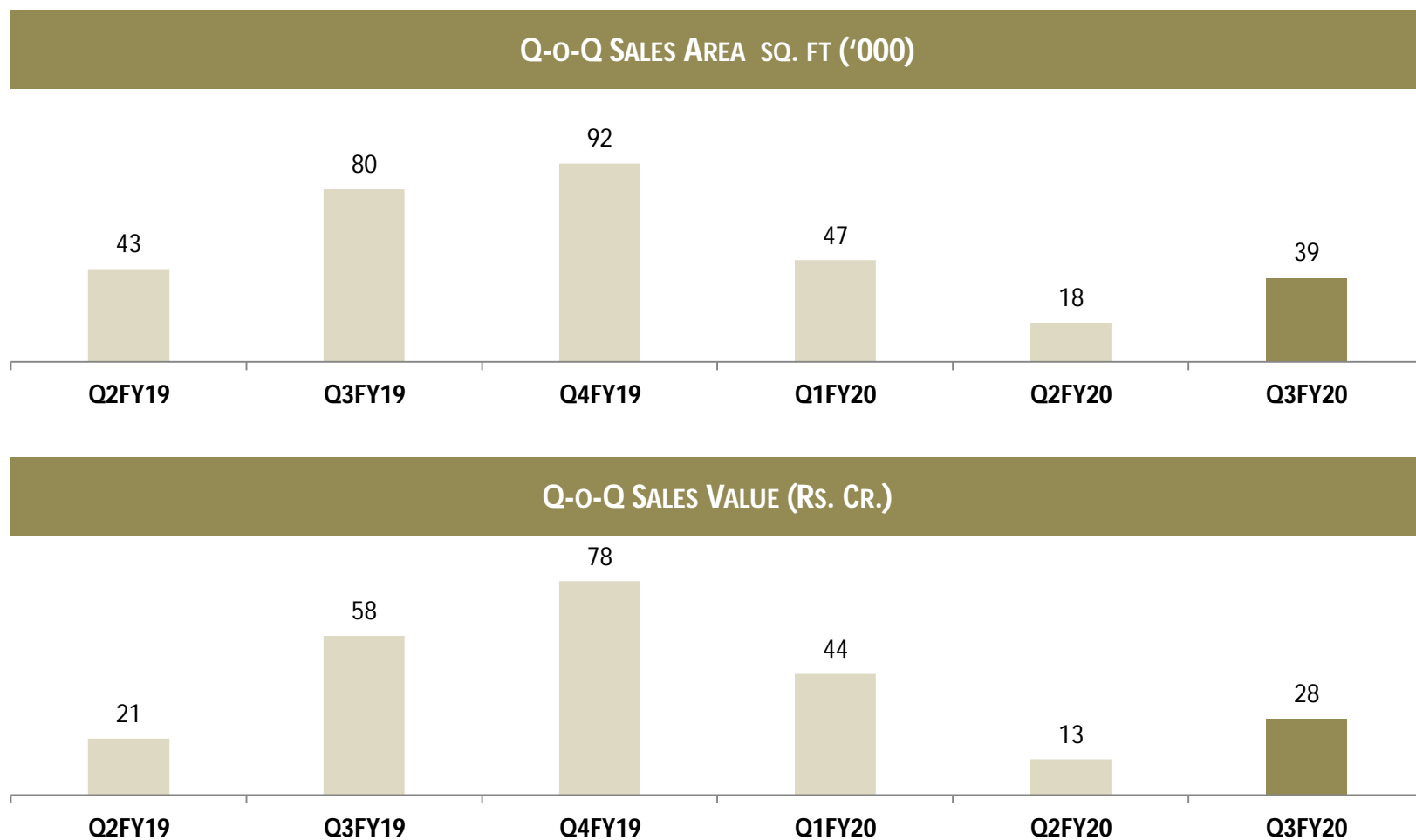
#### XOTECH- PUNE



#### FOREST COUNTY - KHARADI



## TRACK RECORD OF REAL ESTATE SALES



## CURRENT REAL ESTATE PROJECTS UNDER DEVELOPMENT

Project Name	Location	Vascon Share		Total				Vascon Share		
				Project Area	Area Sold	Sale Value	Collection	Sale Value	Collection	Rev. Recognized
		Type	Share	msft	msft	Rs. Cr	Rs. Cr	Rs. Cr	Rs. Cr	Rs. Cr
Forest Edge (A&B)	Pune	JV	50%	0.16	0.11	76	37	38	19	-
Forest County	Pune	JV	50%	0.18	0.16	117	9	59	5	-
Windmere Residential	Pune	JDA	45%	0.38	0.21	244	199	110	89	109
Platinum Square (I&II)	Pune	JV	70%	0.13	0.13	133	121	93	85	93
Vascon GoodLife	Talegaon	Own	100%	0.46	0.18	64	18	64	18	-
Xotech (I&II)	Hinjewadi	JV	50%	0.08	0.08	36	32	18	16	18
<b>Total</b>				<b>1.39</b>	<b>0.87</b>	<b>670</b>	<b>416</b>	<b>381</b>	<b>231</b>	<b>220</b>

## REAL ESTATE PROJECTS – PIPELINE ( LAUNCHES IN NEXT TWELVE MONTHS)

Sr. No.	Projects	Type	Segment	Total		Vascon Share	
				Saleable Area	Expected Sales Value	Saleable Area	Expected Sales Value
				msft	(Rs. in Cr)	msft	(Rs. in Cr)
1	Coimbatore	JDA	Residential	0.33	179	0.23	125
2	Madurai	JDA	Residential	0.49	220	0.37	165
3	4 Acre HDH - Phase I	JV	Residential	0.26	182	0.13	91
4	4 Acre HDH - Phase II	JV	Residential	0.22	150	0.11	75
	<b>Total</b>			<b>1.3</b>	<b>731</b>	<b>0.84</b>	<b>456</b>



## REAL ESTATE PROJECTS – PIPELINE (OTHER PROJECTS)

Sr. No.	Projects	Type	Segment	Total	
				Saleable Area	Expected Sales Value
				msft	(Rs. in Cr)
1	Bavdhan - Comm	JDA	Commercial	0.23	158
2	Willows - Comm	JV	Commercial	0.23	191
3	Kalyani Nagar - Comm	JDA	Commercial	0.3	330
4	Kalyani Nagar	JDA	Residential	0.5	550
	<b>Total</b>			<b>1.26</b>	<b>1,229</b>

## **NON-CORE ASSETS**

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- 1. 44% EQUITY STAKE IN HOTELS AT GOA**
- 2. COMMERCIAL PROPERTY AT KALDONIA, ANDHERI (E)**
- 3. 9 ACRE LAND PARCEL IN AURANGABAD**
- 4. GMP TECHNICAL SOLUTIONS (85% SUBSIDIARY OF VASCON)**

**CONTINUE FOCUS ON GENERATING CASH BY MONETIZING IDENTIFIED NON CORE ASSETS**

# THANK YOU!



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