



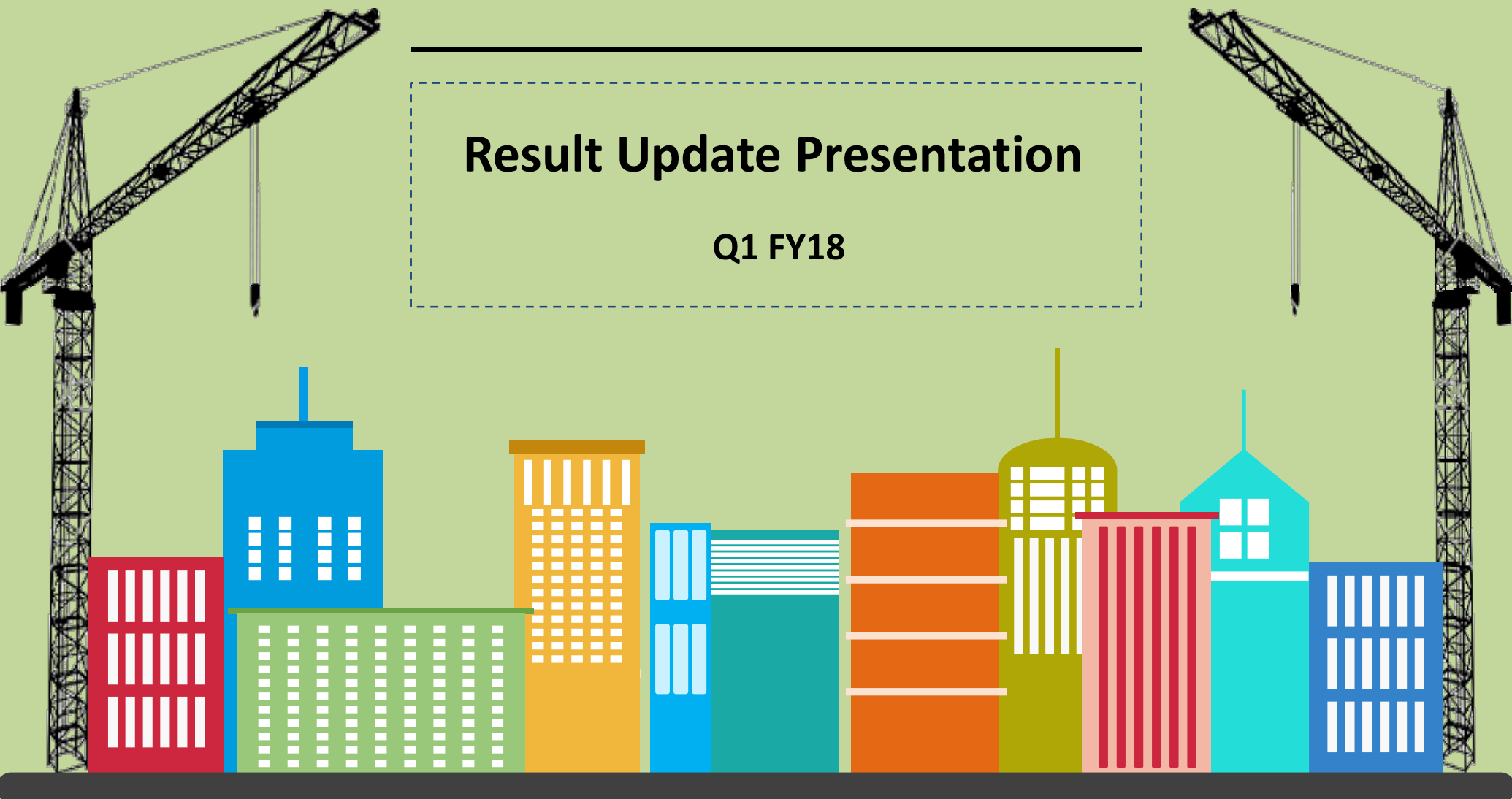
VASCON

# Vascon Engineers Limited

*Heading towards better future...*

## Result Update Presentation

Q1 FY18



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**Key Updates & Financial Highlights**

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**Focus Area & Business Plan**

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**Annexure**

### EPC Business



- Order Book stands at Rs. 4,580 mn as on 30<sup>th</sup> June 2017
- Received an order amounting to Rs 804 mn from Transcon Sheth Creators for civil construction of Residential Building in Malad (W), Mumbai

### Real Estate Business



- New Sale booking of 59,785 sqft for a total sales value of Rs. 405 mn in Q1FY18

### Other Updates



- Total consolidated debt as on 30th June, 2017 at Rs. 2770 mn

## Standalone Profit & Loss Highlights – Q1FY18

| Particulars (Rs. Mn)                      | Q1FY18     | Q1FY17     | FY17         |
|---|------------|------------|--------------|
| <b>Revenue</b>                            | <b>814</b> | <b>604</b> | <b>2,397</b> |
| Other Income                              | 42         | 26         | 443          |
| <b>Total Income</b>                       | <b>856</b> | <b>631</b> | <b>2,840</b> |
| Construction Expenses / Material Consumed | 628        | 393        | 1,808        |
| Employee Cost                             | 85         | 85         | 364          |
| Other Expenses                            | 54         | 56         | 243          |
| <b>EBITDA</b>                             | <b>89</b>  | <b>97</b>  | <b>425</b>   |
| <b>EBITDA Margin (%)</b>                  | <b>10%</b> | <b>15%</b> | <b>15%</b>   |
| Depreciation                              | 17         | 18         | 73           |
| Finance Costs                             | 58         | 64         | 272          |
| <b>Profit Before Tax</b>                  | <b>15</b>  | <b>15</b>  | <b>80</b>    |
| Tax                                       | -          | 1          | 19           |
| <b>Profit After Tax</b>                   | <b>15</b>  | <b>14</b>  | <b>61</b>    |
| Other Comprehensive Income                | (1)        | 3          | 6            |
| <b>Total Comprehensive Income</b>         | <b>14</b>  | <b>17</b>  | <b>67</b>    |

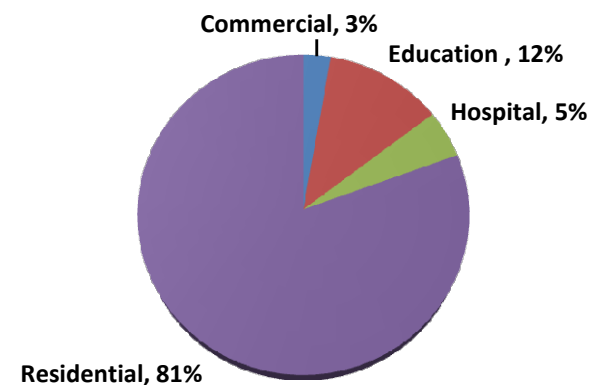
## EPC business: Strong order book of Rs. 4,580 mn

### Order book details (as of 30<sup>th</sup> June, 2017)

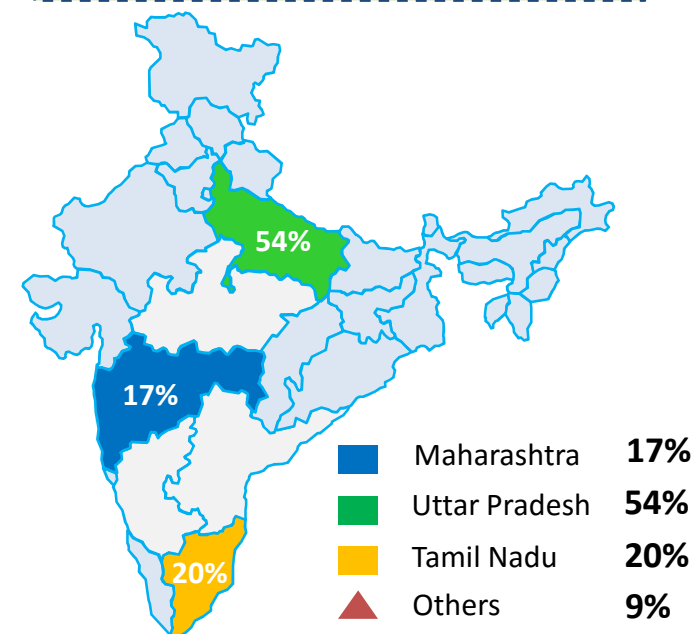
| Sr. No.                      | Project Name           | Place   | Type            | Backlog      |
|------------------------------|------------------------|---------|-----------------|--------------|
|                              |                        |         |                 | (Rs. Mn)     |
| 1                            | Kailash Enclave        | Lucknow | Residential     | 1,945        |
| 2                            | Everest Enclave        | Lucknow | Residential     | 623          |
| 3                            | TNMC Chennai           | Chennai | Medical College | 217          |
| 4                            | Godrej Chennai         | Chennai | Residential     | 342          |
| 5                            | NBCC Parel             | Mumbai  | Hospital        | 235          |
| 6                            | Sheth Creators – Malad | Mumbai  | Residential     | 182          |
| 7                            | Tech Point             | Pune    | Commercial      | 119          |
| 8                            | Other Projects         |         |                 | 917          |
| <b>Total Existing Orders</b> |                        |         |                 | <b>4,580</b> |

# Received an order of Rs 804 mn in July 2017 for civil construction of Residential Building in Mumbai

### Segment-wise order book split



### Geographical order book split



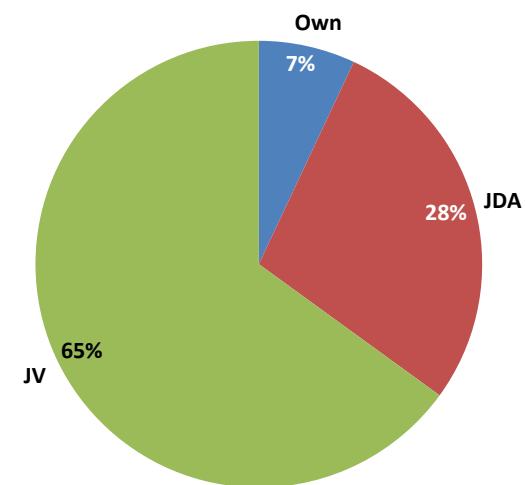
## Current Real Estate projects under development

| Project Name          | Location | Vascon Share |       | Total        |             |            |            | Vascon Share |            |                 |
|-----------------------|----------|--------------|-------|--------------|-------------|------------|------------|--------------|------------|-----------------|
|                       |          |              |       | Project Area | Area Sold   | Sale Value | Collection | Sale Value   | Collection | Rev. Recognised |
|                       |          | Type         | Share | msft         | msft        | Rs. mn     | Rs. mn     | Rs. mn       | Rs. mn     | Rs. mn          |
| Willows Phase (D,E,F) | Pune     | JDA          | 80%   | 0.21         | 0.20        | 925        | 925        | 740          | 740        | 738             |
| Vista - Phase II      | Nashik   | Owned        | 100%  | 0.14         | 0.12        | 320        | 301        | 320          | 301        | 315             |
| Forest County Ph-I    | Pune     | JV           | 50%   | 0.84         | 0.82        | 3328       | 3315       | 1664         | 1658       | 1664            |
| Forest County Ph-II   | Pune     | JV           | 50%   | 0.52         | 0.49        | 3087       | 2733       | 1544         | 1367       | 1455            |
| Windmere Residential  | Pune     | JDA          | 45%   | 0.38         | 0.16        | 1634       | 943        | 719          | 415        | 569             |
| Windmere Commercial   | Pune     | Owned        | 100%  | 0.04         | 0.01        | 176        | 55         | 176          | 55         | 0               |
| Xotech                | Pune     | JV           | 50%   | 0.04         | 0.03        | 149        | 131        | 75           | 65         | 72              |
| Ela                   | Pune     | Owned        | 100%  | 0.12         | 0.09        | 474        | 442        | 474          | 442        | 457             |
| Garnets Bay           | Pune     | JDA          | 50%   | 0.03         | 0.03        | 205        | 150        | 102          | 75         | 90              |
| Platinum Square       | Pune     | JV           | 70%   | 0.09         | 0.05        | 445        | 355        | 311          | 248        | 311             |
| <b>Total</b>          |          |              |       | <b>2.42</b>  | <b>2.03</b> | 10741      | 9349       | 6124         | 5366       | 5672            |

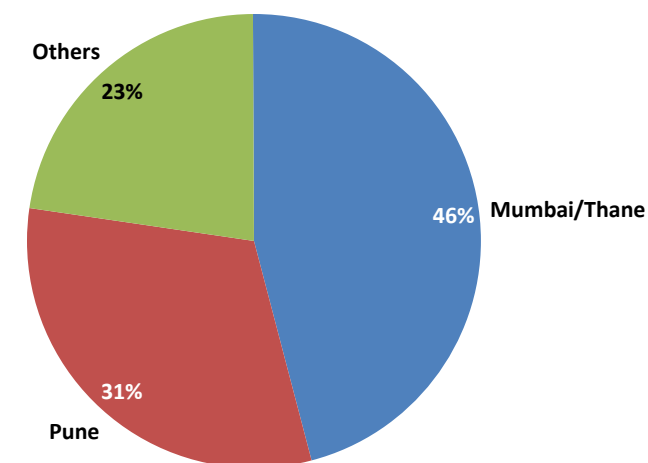
## Real Estate Portfolio

| Particulars        | Project Area (Acres) | Saleable area (msft) | Vascon Share Saleable Area (msft) |
|--------------------|----------------------|----------------------|-----------------------------------|
| <b>JDA</b>         | <b>86.6</b>          | <b>7.1</b>           | <b>4.6</b>                        |
| Pune               | 29.4                 | 2.6                  | 1.4                               |
| Chennai            | 25.0                 | 1.6                  | 1.3                               |
| Madurai            | 18.2                 | 1.6                  | 1.0                               |
| Coimbatore         | 14.0                 | 1.2                  | 0.9                               |
| <b>JV</b>          | <b>200.5</b>         | <b>22.3</b>          | <b>10.1</b>                       |
| Thane              | 145.1                | 19.0                 | 8.4                               |
| Pune               | 55.4                 | 3.3                  | 1.7                               |
| <b>Owned</b>       | <b>23.1</b>          | <b>1.5</b>           | <b>1.5</b>                        |
| Pune               | 14.1                 | 0.7                  | 0.7                               |
| Aurangabad         | 9.0                  | 0.8                  | 0.8                               |
| <b>Grand Total</b> | <b>310.2</b>         | <b>30.9</b>          | <b>16.2</b>                       |

### Focus on asset light JDA/JVs model



### Geographical land bank split





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**Focus Area & Business Plan**

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**Annexure**

### ...Government's strong focus on housing for all

- **Emphasis on Housing for All by 2022**
- **Aim to build 50 million new low-cost houses over the next 5 years**
- **Incentivizing Affordable Housing by increasing project completion timeline to 5 years from 3 years**
- **Interest subsidy & Tax incentives for the Affordable housing Projects**

***Infrastructure status  
to  
Affordable Housing***

### EPC Business

### Real Estate Business

#### Segment Focus

- Large civil contracts of affordable housing
  - High Value Government contracts
  - Contracts from reputed private real estate developers
  - Focus on profitability and size of the contract
- Focus on Affordable Housing projects
  - Fast moving inventory mix 1RK, 1BHK and limited compact 2 BHKs
  - Target customer segment to be self employed and low salaried personnel

#### Geographic Focus

- States where state government is promoting affordable housing
- Pune and cities where Vascon has existing projects

#### Strategy

- Completion of projects with in planned time and Cost
  - Target positive cash flow in every project
- Liquidate significant inventory at launch to generate better cash flow

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**1**

### **Katvi, Pune**

- Foray into affordable housing project
- Total potential area of 4.6 lacs sq ft
- Land owned by Vascon

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**2**

### **Talegaon, Pune**

- Joint venture – Next launch in the affordable segment
  - Total Potential area of 1.16 million sq ft
-

### ...continue implementation of strategy of asset monetization

- Aurangabad Land
- Commercial Property in Kaledonia, Andheri
- Goa Hotel (50% stake)
- Flats in Vista (Nasik) Projects
- Apartments in ELA Projects

***Expected market value of Rs. 110 Crs***

**1** **Key Updates & Financial Highlights**

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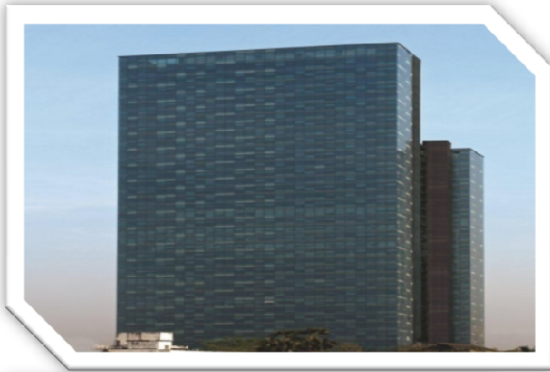
**2** **Focus Area & Business Plan**

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**3** **Annexure**

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## Landmark projects executed



### **Ruby Mills**

- Tallest commercial building in Mumbai.
- Total Constructed area around 1.55 mn sq. ft
- Winner of “Well Built Structure” by Builder’s Association of India



### **Symbiosis College**

- Educational Institute Located at Viman Nagar, Pune
- Total Constructed area around 0.3 mn sq. ft
- Completed much before scheduled deadline in March 2007
- Won the BAI-Pune Centre award



### **Nucleus Mall**

- Mall cum office space with state of the art facilities located in Camp, Pune
- Total Constructed area around 0.32 mn sq. ft
- Recipient of awards like BAI – Pune , Brick Mortar (West Zone) and Spectrum Foundation awards for its innovative design & development



### **Suzlon One Earth**

- Rated: Platinum by LEED and 5-star by GRIHA
- Awarded as Best Corporate Building by AESA
- Acclaimed as “greenest corporate headquarters on earth”
- CREDAI Real Estate Award, Best Commercial & Retail Office Complex – Non Metro
- Total Constructed area around 0.82 mn sq. ft



### **Delhi Airport MLCP**

- India's Largest car parking building. IGI Airport, New Delhi
- Total Constructed area around 1.2 mn sq. ft
- Completed within 15 months.



### **Cipla SEZ, Indore**

- Total Constructed area around 1.55 mn sq. ft
- Construction tenure - 18 months



# Awards and Recognition

- ✓ **Global CSR Award – 2012**
- ✓ **Winner of 5th Indy's Award for Corporate Social Responsibility 2011**
- ✓ **Best Safety Performance Award for Yamazaki Technology Centre Project Pune 2011**
- ✓ **Asia's Best Employers Brand Award**
- ✓ **Winner of BAI –Universal Well Built Structure Competition 2011 for Altimo Project at Altamount Road, Mumbai**
- ✓ **Best IT Infrastructure Company Award Govt. of Maharashtra 2008**
- ✓ **Well Equipped & Mechanized Site Award for Ruby Mills, Mumbai**
- ✓ **BAI – Pune Centre**
- ✓ **Construction World Top 10 Awards 2007**
- ✓ **Eco Housing Certification for Windermere 2010**
- ✓ **Brick & Mortar Award (West Zone) of the "a+d" & Spectrum Foundation Nucleus & Marisoft III 2005**
- ✓ **AESA (Architects, Engineers, & Surveyor's Association) Nucleus & Marisoft III 2005**
- ✓ **Top Management Consortium Award of excellence to R. Vasudevan**





## “Build Houses for Every Indian”



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