



VASCON®
Development with Conscience

Vascon Engineers Limited

Development With Conscience

Q2 FY15 Analyst Presentation

October, 2014



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Consolidated Profitability Statement



Rs. Mn	Q2 FY15	Q2 FY14	H1 FY15	H1 FY14
Revenue	1582	1653	2971	2841
Other Income	74	45	105	129
Total Income	1656	1698	3076	2970
Construction Expenses / Material Consumed	1363	1193	2311	2012
Employee Cost	201	190	390	379
Other Expenses	137	142	309	298
EBITDA	-45	172	67	281
EBITDA Margin	-2.74%	10.13%	2.2%	9.5%
Interest	56	85	143	179
Depreciation	34	43	68	81
Exceptional Items	-4	0	57	0
PBT	-131	44	-201	20
Tax	27	44	64	63
PAT	-158	0	-265	-43
PAT Margin	-9.52%	0.01%	-8.6%	-1.4%

Consolidated Balance Sheet



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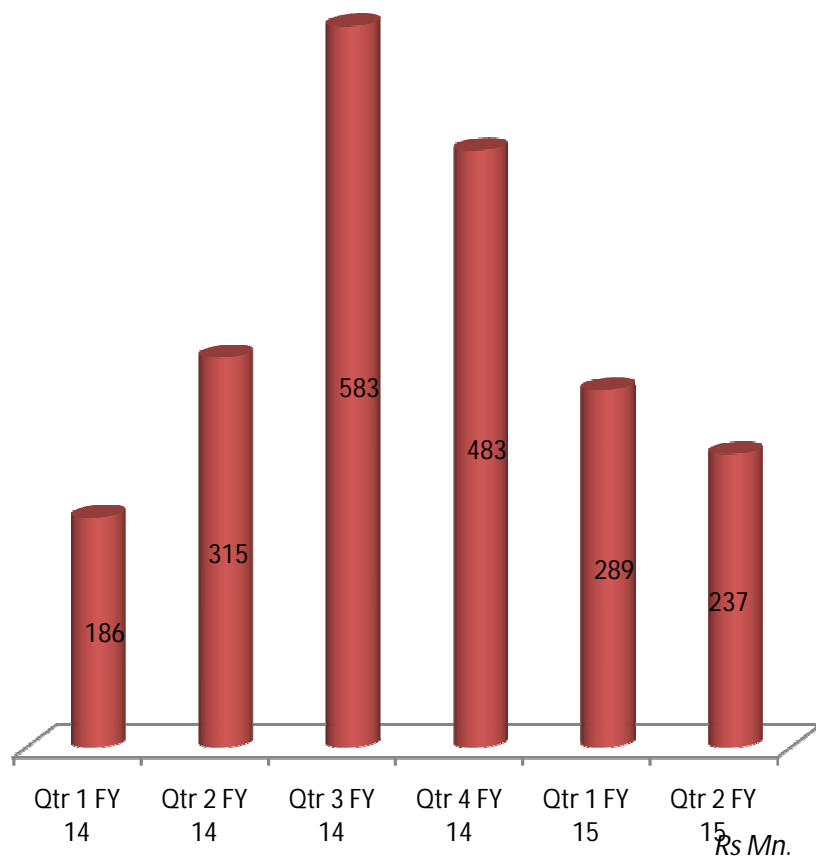
Rs. mn	30-Sep-14	31-Mar-14	Rs. mn	30-Sep-14	31-Mar-14
Net Worth	6,337	6,597			
Minority Interest	121	154	Non Current Assets		
Non Current Liabilities			Net Fixed Assets	2,018	2,132
Long Term Borrowings	506	774	Non Current Investments	547	148
Deferred Tax Liabilities	3	3	Deferred Tax Assets	21	20
Other Long Term Liabilities	12	51	Long term loans & Advances	2,512	2,113
Long Term Provision	53	17	Other Non current Assets	572	523
	574	845		5,670	6,086
Current Liabilities			Current Assets		
Short Term Borrowings	2,339	2,365	Current Investments	130	546
Trade Payables	1,802	1,422	Inventories	3,511	3,549
Other Current Liabilities	3,072	2,819	Sundry Debtors	2,453	2,269
Short term Provisions	114	174	Cash & Bank Balances	519	498
	7,327	6,780	Short terms Loans & Advances	57	212
			Other Currents Assets	2,019	1,666
				8,690	8,291
Total Equity & Liabilities	14,360	14,377	Total Assets'	14,360	14,377

Revenue growth

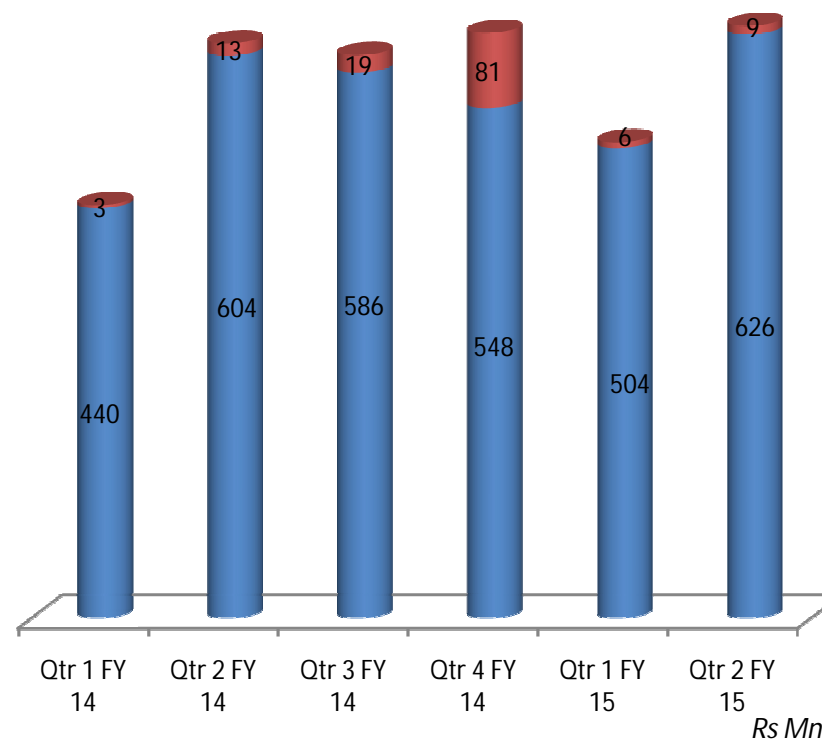


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Real Estate Segment



Clean Room Partition & BMS Segment



Real Estate Projects Progress



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As on Sept 30, 2014

Project Name	Location	Vascon Share		Total				Vascon Share		
				Project Area	Area Sold	Sale Value	Collection	Sale Value	Collection	Rev. Recognised
		Equity	Revenue	msft	msft	Rs. mn	Rs. mn	Rs. mn	Rs. mn	Rs. mn
Willows Phase (D,E,F)	Pune	100%	80%	0.21	0.20	864	843	691	692	662
Vista - Phase II	Nashik	100%	100%	0.14	0.11	270	276	270	286	266
Forest County Ph-I	Pune	50%	100%	0.84	0.81	3244	3093	1622	1641	1604
Forest County Ph-II	Pune	50%	100%	0.52	0.20	1405	556	702	365	356
Tulips - Phase II	Coimbatore	100%	70%	0.13	0.10	457	370	320	259	242
Windmere Residential	Pune	100%	45%	0.38	0.16	1622	706	714	342	446
Windmere Commercial	Pune	100%	100%	0.04	0.01	177	38	177	38	0
Xotech	Pune	50%	100%	0.06	0.03	128	78	64	41	44
Ela	Pune	100%	100%	0.12	0.07	370	249	370	269	256
Garnets Bay	Pune	50%	100%	0.03	0.03	185	109	93	54	39
ECO Tower	Pune	100%	100%	0.03	0.03	243	124	243	124	83
Total				2.50	1.75	8964	6440	5265	4111	3996

Real Estate Portfolio



Row Labels	Project Area (Acres)	Saleable area (msft)	Vascon Share Saleable Area (msft)
JDA	87.80	7.70	4.91
Belgam	1.72	0.17	0.08
Chennai	25.00	1.65	1.25
Hyderabad	3.50	0.60	0.40
Madurai	28.20	2.65	1.78
Pune	29.38	2.64	1.40
JV	200.51	22.26	10.08
Pune	55.39	3.30	1.65
Thane	145.12	18.96	8.43
JV & JDA	18.61	1.62	0.84
Coimbatore	18.61	1.62	0.84
Owned	30.65	1.98	1.98
Aurangabad	8.96	0.78	0.78
Goa	7.57	0.46	0.46
Pune	14.12	0.74	0.74
Grand Total	337.57	33.57	17.80



- 1. Resource Mobilization through Right Issue**
- 2. Continue focus on Cash Flow Improvement**
- 3. Focus on Real Estate project development**
- 4. Selective on new EPC orders**

For further information, please contact:

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