



VASCON



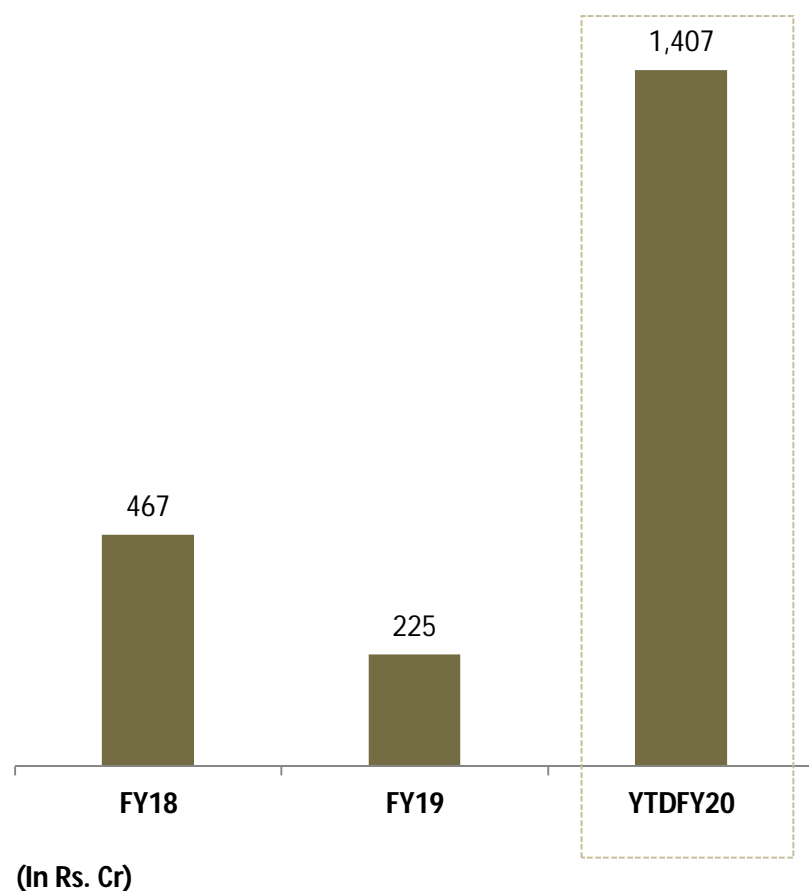
INVESTOR PRESENTATION | October 2019

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HIGHEST-EVER ORDER-INTAKE IN YTD FY20

EPC Business- External Order-Intake



Order Intake	(In Rs. Cr.)
Bangalore Metro Rail Corporation, Karnataka	160
Public Works Department, Raipur, Chhattisgarh	506
Maharashtra State Police Housing & Welfare Corporation Ltd.	465
Pune Municipal Commission	104
Tycoon Avanti Projects	172
Total	1,407

KEY HIGHLIGHTS



EPC Business

Rs 2,042 Cr
Total Order Book

Rs 1,917 Cr
External Orders

Rs 125 Cr
Internal Orders

Order Intake of **Rs 1,407 Cr** in YTD FY20



Real Estate Business

Witnessing decent traction in sales of
Good Life & Windermere projects

New Sales booking of **64,383 sqft** for a total sales value of **Rs 57 Cr** in H1FY20

P&L HIGHLIGHTS- Q2 & H1 FY20

Particulars (Rs. Crs)	Standalone				Consolidated			
	Q2 FY20	Q2 FY19	H1 FY20	H1 FY19	Q2 FY20	Q2 FY19	H1 FY20	H1 FY19
Revenue	76.96	69.65	172.59	163.53	121.34	117.27	252.02	254.24
Other Income	2.23	11.98	12.14	16.1	2.69	13.13	13.49	19.84
Total Income	79.19	81.63	184.73	179.63	124.03	130.4	265.51	274.08
Construction Expenses / Material Consumed	53.89	55.38	130.23	125.05	80.02	86.13	177.06	190.84
Employee Cost#	8.4	13.02	19.14	24.88	16.85	20.88	35.06	39.44
Other Expenses	5.05	8.19	10.92	16.16	10.61	13.58	21.53	26.69
EBITDA	11.85	5.04	24.44	13.54	16.55	9.81	31.86	17.11
EBIDTA Margin (%)	15%	6%	13%	8%	13%	8%	12%	6%
Depreciation	2.18	2.04	4.22	3.88	3.77	3.36	7.31	6.51
Finance Costs	7.16	5.12	12.38	10.29	8.12	5.89	14.23	11.95
Profit Before Tax	2.51	-2.12	7.84	-0.63	4.66	0.56	10.32	-1.35
Tax	-	-0.99	-	-0.99	-	-0.99	-	-0.99
Profit After Tax	2.51	-1.13	7.84	0.36	4.66	1.55	10.32	-0.36
Other Comprehensive Income	-0.06	-0.55	0.03	-0.21	-0.06	-0.55	0.03	-0.21
Total Comprehensive Income	2.45	-1.68	7.87	0.15	4.60	1	10.35	-0.57

SEGMENTAL PROFIT & LOSS - AFTER ALLOCATION

Particulars (Rs. Cr)	RE#	EPC##	GMP	Inventorised	Total
Revenue	69.2	115.13	78.88		263.21
Cost of Sales	53.98	86.64	46.79	0.33	187.74
Gross Profit	15.22	28.49	32.09		75.47
Gross Profit Margin %	22%	25%	41%		29%
Other Income	4.63	7.35	2.27		14.25
Employee Cost	6.61	12.53	15.92		35.06
Other Expenses	6.58	5.36	10.87		22.81
EBITDA	6.66	17.95	7.57		31.85
EBITDA Margin (%)	10%	16%	10%		12%
Depreciation	0.94	3.37	3		7.31
EBIT	5.72	14.58	4.57		24.54
EBIT Margin (%)	8%	13%	6%		9%
Finance Costs					14.23
Profit Before Tax					10.32
Tax					-
Profit After Tax	-	-	-		10.32

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

BALANCE SHEET

Rs. Crs	Sep- 19	Mar- 19	Rs. Crs	Sep- 19	Mar- 19
Non-current assets	350.64	345.39	Shareholder's Fund	711.39	699.59
Fixed assets	113.64	114.26	Share capital	178.14	178.14
Financial Assets	190.85	187.19	Other Equity	523.64	512.1
Other Non Current assets, Income Tax & Deferred Tax	46.15	43.94	Non Controlling Interest	9.61	9.35
Current assets	976.8	985.34	Non-current liabilities	133.09	159.3
Inventories	472.92	500.23	Long term borrowings	113.8	140.22
Investments	14.39	4.33	Other Financial liabilities	19.29	19.08
Trade receivables	183.23	201.67	Current liabilities	482.96	471.84
Cash and bank balances	50.72	72.12	Short term borrowings	108.03	92.76
Loans & Other Financial assets	230.89	188.96	Trade Payables	198.94	201.67
Other current assets	24.65	18.03	Other Financial liabilities	52.32	31.32
Total Assets	1,327.44	1,330.73	Other current liabilities & Provisions	123.67	146.09
			Total Liabilities	1,327.44	1,330.73

VASCON – AT PRESENT



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



ENGINEERING PROCUREMENT & CONSTRUCTION

EPC BUSINESS



- **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 Affordable Housing
 - 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

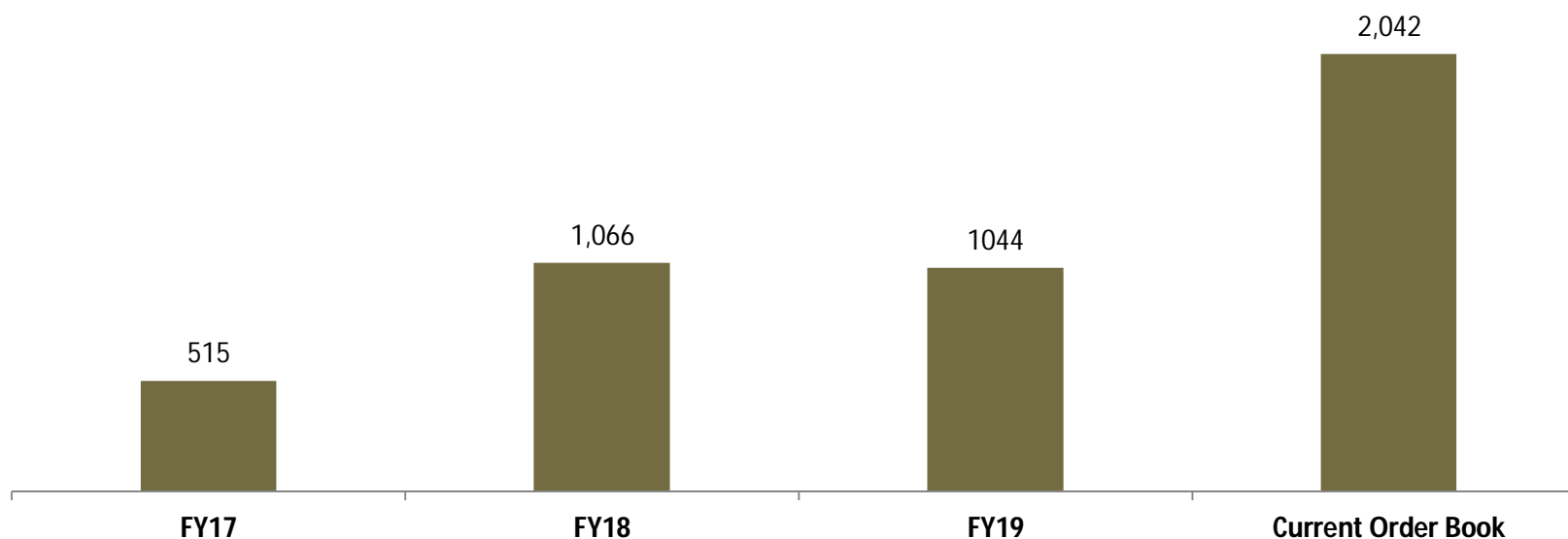
 **GLOBAL**
HOSPITALS
more to life

MAINTAINING CONSISTENT QUALITY STANDARDS ENSURING REPEAT ORDERS

ORDER BOOK BUILD-UP

(In Rs. Cr)

RECEIVED ORDER WORTH **RS. 1,407 CRORE** SINCE THE BEGINNING OF THE CURRENT FINANCIAL YEAR



EXECUTION OF NEW ORDERS TO IMPROVE REVENUE & CAPACITY UTILISATION...
LEADING TO BETTER OPERATING MARGINS

EXISTING ORDER BOOK

Project	Location	Amt (Rs. Cr)
External Order book		
PWD, Raipur	Raipur	505
Maharashtra State Police Housing	Mumbai	465
Tycoon	Mumbai	168
Bangalore Metro Rail Corporation	Bangalore	160
Adhiraj	Mumbai	117
PMC-Affordable Housing	Pune	103
Kailash Enclave	Lucknow	79
Adampur Airport	Adampur	77
Other Projects		243
Total		1,917
Internal Order book		
Windermere-Bunglows	Pune	29
Forest Edge	Pune	25
Katvi-Affordable Housing	Talegaon, Pune	71
Total		125
Total EPC Business Order book		2,042

READY TO CAPITALIZE ON THE GROWTH OPPORTUNITIES



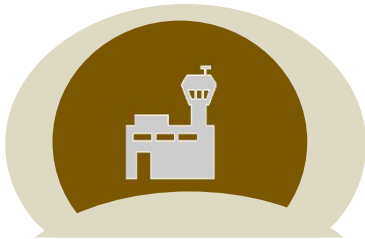
Housing for all 2022

1. Opportunity under PMAY(U), Smart Cities, AMRUT, HIRDAY.
2. Housing shortage of 19 million in Urban Areas
3. Government investment of Rs. 2 trillion for Housing for all 2022



Education & Hospitality

1. Government focus on developing Educational Institutions and Hospitals
2. Higher Education funding agency (HEFA) outlaid funding of Rs. 53 billion for development of IITs, IIMs, IISERs, IISc, NIT and 44 new KVs



Airports

1. Government aims to spend Rs. 250 billion for development of 20 plus airports over the next 5 years



Growing demand for Commercial and Retail Space

1. Organised Retail to grow by 25-30% annually
2. Huge Demand for Commercial Space in Metros due to rapid growth in service Sector

GOVERNMENT INITIATIVES IN REAL ESTATE SECTOR



Pradhan Mantri Awas Yojana – Urban - Sanctioned **Rs. 4.83 lakh crore** for the Construction of over **81 lakh houses**, construction started of about 47 lakh houses

Pradhan Mantri Awas Yojana – Gramin aims to achieve "Housing for All" by **2022**- In Second Phase i.e. 2019-20 to 2021-22, to provide **1.95 crore houses** with basic amenities

Investment of **Rs. 100 lakh crore** in infrastructure intended over the next five years

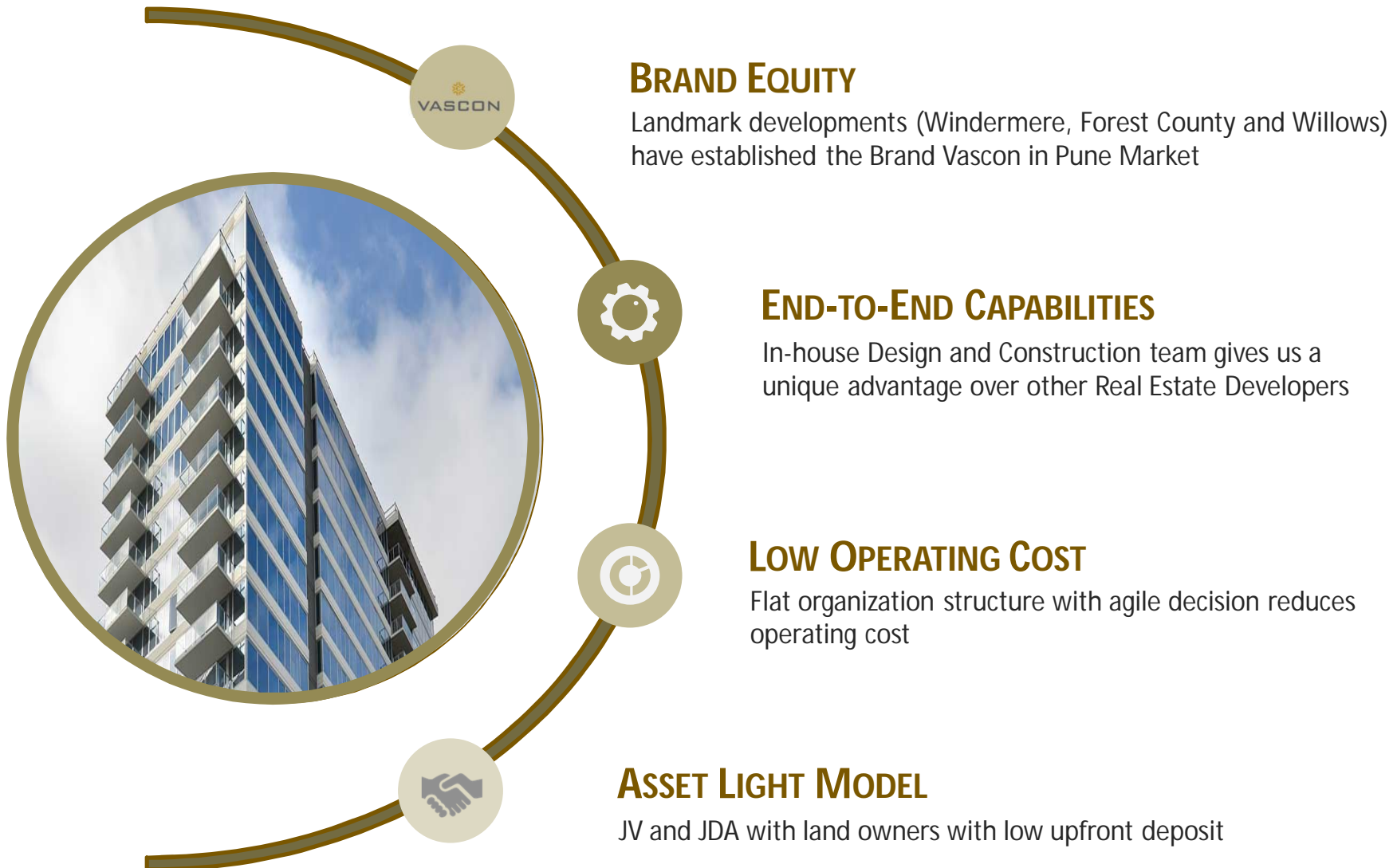
To use Joint development and concession mechanisms for public infrastructure and affordable housing on land parcels held by the Central Government and CPSEs

Government launched **The Liquidity Infusion Facility (LIFT)** scheme to infuse **Rs. 10,000 crore** in housing finance sector which will be valid upto 30th June 2020. HFCs registered with NHBs with minimum internal rating of 'B' will be eligible to withdraw maximum amount of **Rs. 500 crore** under this scheme



REAL-ESTATE DEVELOPMENT

REAL ESTATE BUSINESS

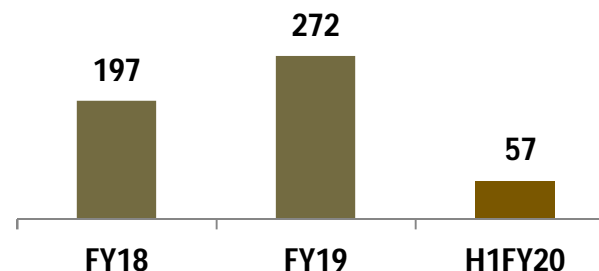


SUCCESSFULLY LAUNCHED REAL ESTATE PROJECTS

Projects	Dev. Area (msft)	Launch	Status
Forest Edge (JV) A	0.08	Jan-18	Fully sold
Forest Edge (JV) B	0.08	Sep-19	12% sold
Windermere (JV)#	0.38	Mar-18	55% sold
Vascon Goodlife – Value Home (Own)	0.3	May-18	60% sold
Forest County	0.18	Dec-18	83% sold
Xotech C	0.04	Oct-18	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**



NEW SALE BOOKING OF ~64,383 SQFT FOR A TOTAL SALES VALUE OF ~RS. 57 CR IN H1FY20 AGAINST SALE BOOKING OF 4,20,998 SQFT FOR A TOTAL SALES VALUE OF ~RS. 272 CR IN FY19

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	0.09	60	32	30	16	-
Forest County	Pune	JV	50%	0.18	0.15	105	9	53	5	-
Windmere Residential	Pune	JDA	45%	0.38	0.21	244	192	110	86	109
Platinum Square (I&II)	Pune	JV	70%	0.13	0.13	133	115	93	81	93
Vascon GoodLife	Talegaon	Own	100%	0.46	0.18	64	17	64	17	-
Xotech (I&II)	Hinjewadi	JV	50%	0.08	0.08	36	30	18	15	18
Total				1.39	0.84	642	395	367	219	220

REAL ESTATE PROJECTS PIPELINE

Sr. No.	Projects	Type	Segment	Saleable Area	Expected Sales Value
				msft	(Rs. in Cr)
1	Coimbatore	JDA	Residential	0.33	179
2	Madurai	JDA	Residential	0.49	220
3	Bavdhan - Comm	JDA	Commercial	0.23	158
4	Willows - Comm	JV	Commercial	0.23	191
5	4 Acre HDH	JV	Residential	0.35	245
6	Kalyani Nagar - Comm	JDA	Commercial	0.30	330
7	Kalyani Nagar	JDA	Residential	0.50	550
	Total			2.41	1,873

THANK YOU!



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