



## Vipul Limited

Vipul TechSquare  
Golf-Course Road, Sector-43  
Gurgaon - 122 009  
Tel: -91-124-406 5500  
Fax: 91-124-406 1000  
E-mail : info@vipulgroup.in  
www.vipulgroup.in

Ref. No. VIPUL/SEC/VC/FY2016-17/1694

March 14, 2017

- 1) The Secretary  
BSE Limited, (Equity Scrip Code: 511726)  
Corporate Relationship Department,  
  
At: 1<sup>st</sup> Floor, New Trading Ring, Rotunda Building,  
Phiroze Jeejeebhoy Towers, Dalal Street, Fort,  
Mumbai-400001
- 2) The Manager (Listing)  
National Stock Exchange of India Limited, (Equity Scrip Code: VIPULLTD)  
Exchange Plaza, Bandra Kurla Complex,  
Bandra, Mumbai-400051

**Sub: Vipul Limited Investor Presentation March 2017 - Regulation 30 of SEBI (LODR) Regulations, 2015**

Dear Sir(s),

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith copy of Investor Presentation March 2017 from Vipul Limited.

This is for your information and records please.

Thanking you  
Yours faithfully  
For Vipul Limited

  
(Vivek Chaudhary)  
Company Secretary

Encl: As above

**Vipul Limited**  
**Investor Presentation**  
**March 2017**



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## About Us





# Vipul Limited



**Integrated  
Townships**

**High-End Luxury  
Apartments**

**Independent  
Floors**

**Lavish  
Villas**

**Retail &  
Commercial  
Towers**



**10mn**  
**Sq. ft**

**Delivered**

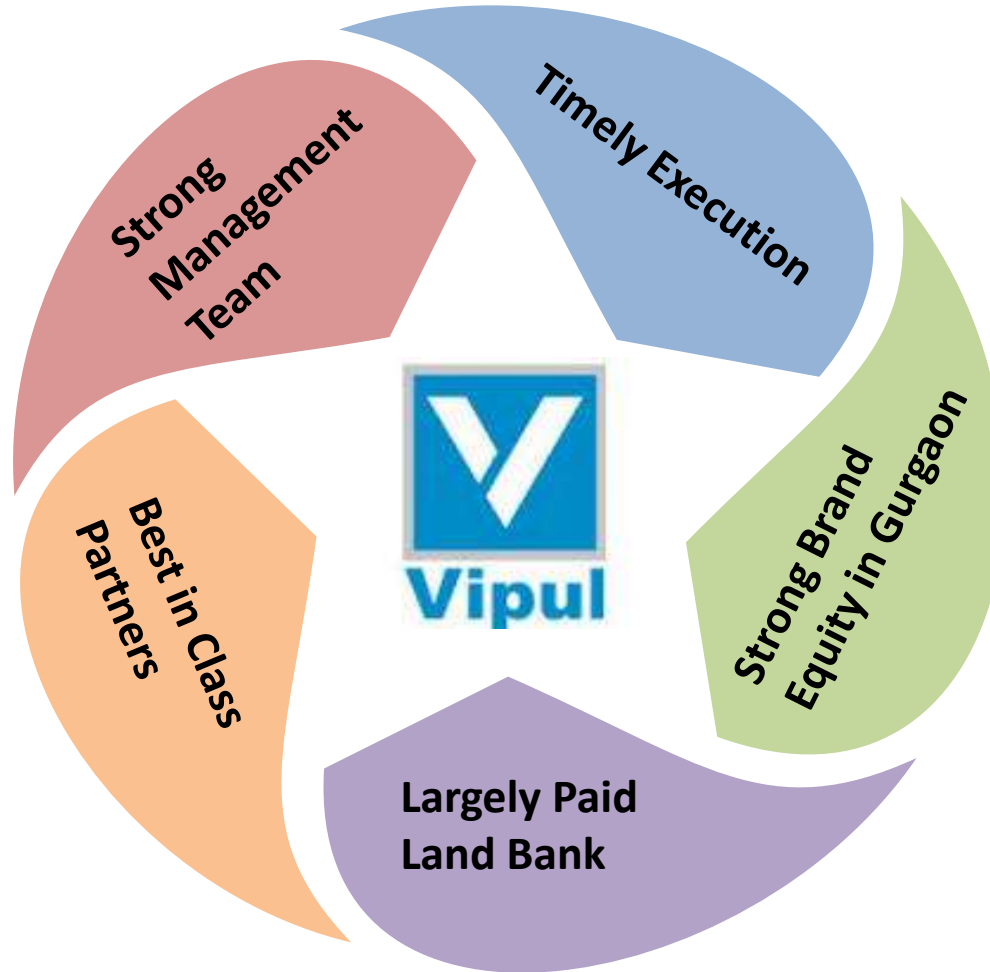
**4 mn**  
**Sq. ft**

**Under Construction**

**4 Prime Projects  
Completed on**

**Golf Course Road, Gurgaon**

# Key Strengths



*We believe in Continuous Churn 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 16 years
- ✓ Holds a B.Com Degree from Kolkata University & has over 32 years of overall experience



## Ajay Agrawal

Chief Financial Officer

- ✓ Chartered Accountant by profession & has over 19 years of experience, of which 8+ 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 32 years of experience, of which 14 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 33 years of experience, of which 11 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



<b>Mr. Punit Beriwal</b> (Managing Director)	<ul style="list-style-type: none"> <li>✓ Mr. Beriwal holds B.Com degree from Kolkata University</li> <li>✓ He has over 32 years of experience of which 16 years in Real Estate Industry.</li> </ul>
<b>Mrs. Ameeta Verma Duggal</b> (Director)	<ul style="list-style-type: none"> <li>✓ Mrs. Verma has a Degree in Law from Delhi University</li> <li>✓ 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 &amp; Broadcasting Law</li> </ul>
<b>Dr. B Samal</b> (Director)	<ul style="list-style-type: none"> <li>✓ Dr Samal , holds MSC in Agricultural , Post Graduate Diploma in Bank Management and is a gold medalist with 35 years of experience in Banking &amp; Finance.</li> <li>✓ Has been chairman &amp; managing Director of Allahabad Bank.</li> </ul>
<b>Mr. Kapil Dutta</b> (Director)	<ul style="list-style-type: none"> <li>✓ Mr. Dutta, holds an B.A (Hons.) degree</li> <li>✓ Has worked as CEO - International Olympic Committee - India Office (1983-1997) and as CEO of Ashwini Kumar Consultants Pvt. Ltd..</li> </ul>
<b>Mr. Rajesh Kr. Batra</b> (Director)	<ul style="list-style-type: none"> <li>✓ Mr. Batra, holds an B.E degree from Waseda University, Tokyo, in Higher Optical Instrumentation</li> <li>✓ Has over 32 years of experience as a real estate developer, financial advisor and investor</li> <li>✓ Member of Opticians Association and of Optical Instruments sub-committee – Indian Standard Institution</li> </ul>
<b>Mr. Vikram Kochhar</b> (Director)	<ul style="list-style-type: none"> <li>✓ Mr Kochhar holds Bachelors of Science degree from Delhi University &amp; holds certificate of CAIIB- Part I .</li> <li>✓ Has rich experience in the field of credit, treasury and other areas of banking</li> </ul>



# 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



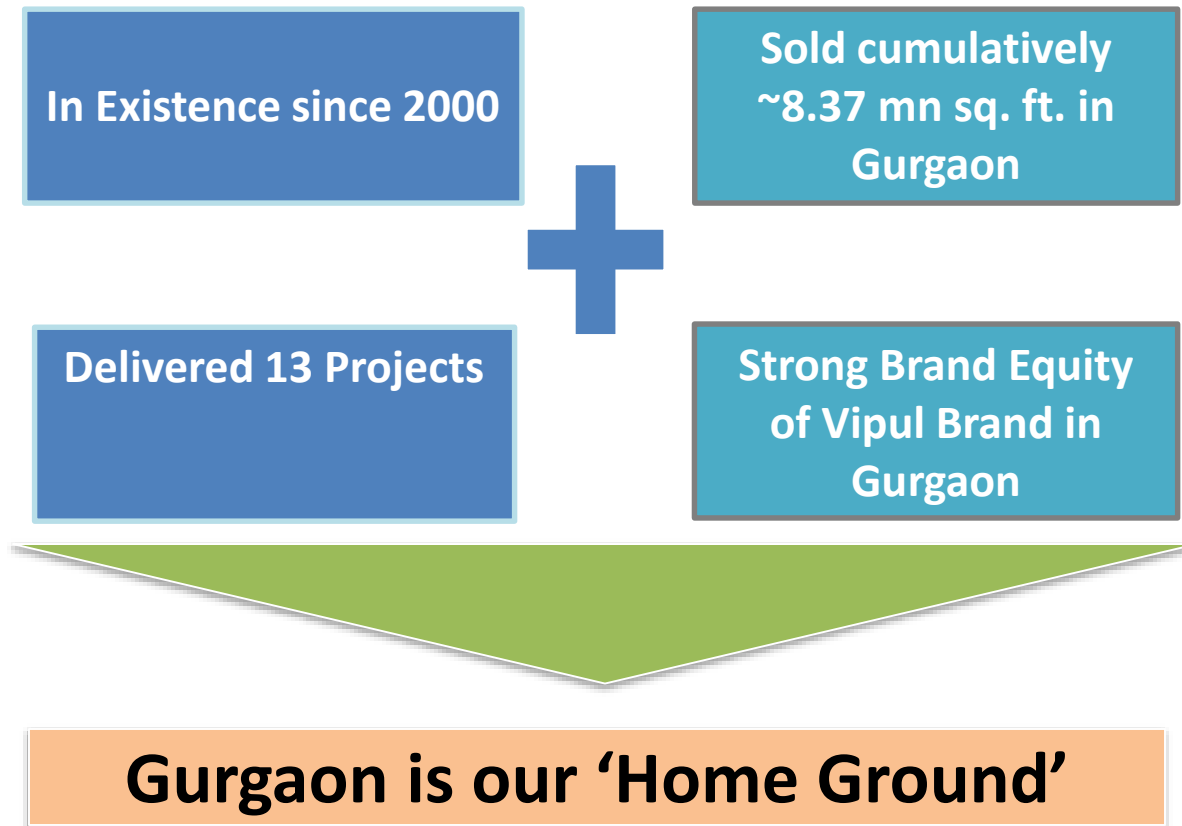
- ✓ Our Ethos is timely execution and our Customers **Love us for that**



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

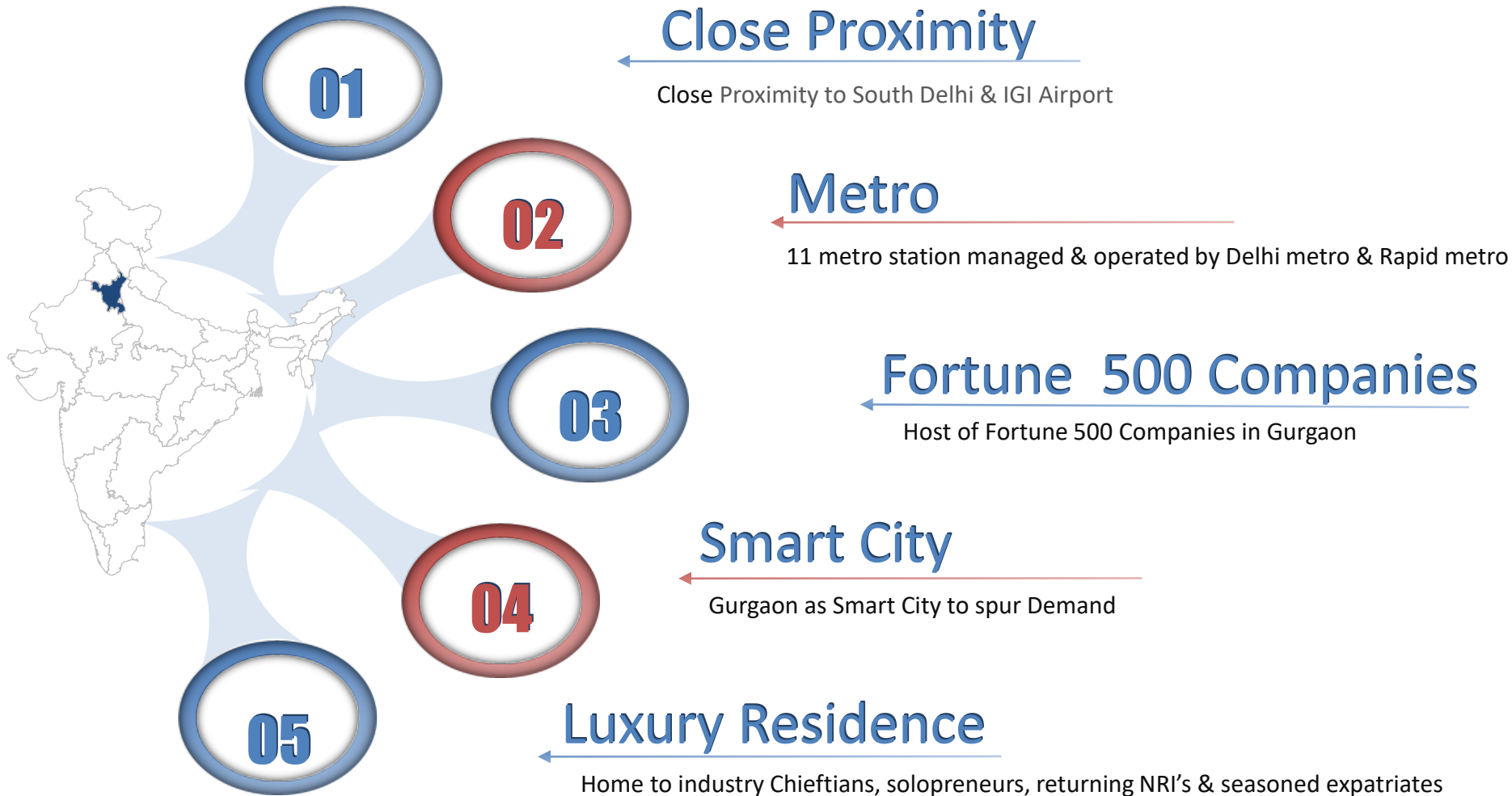
*Our Strategy revolves around Stakeholder Value Creation*

# Our Strategic Focus - Gurgaon



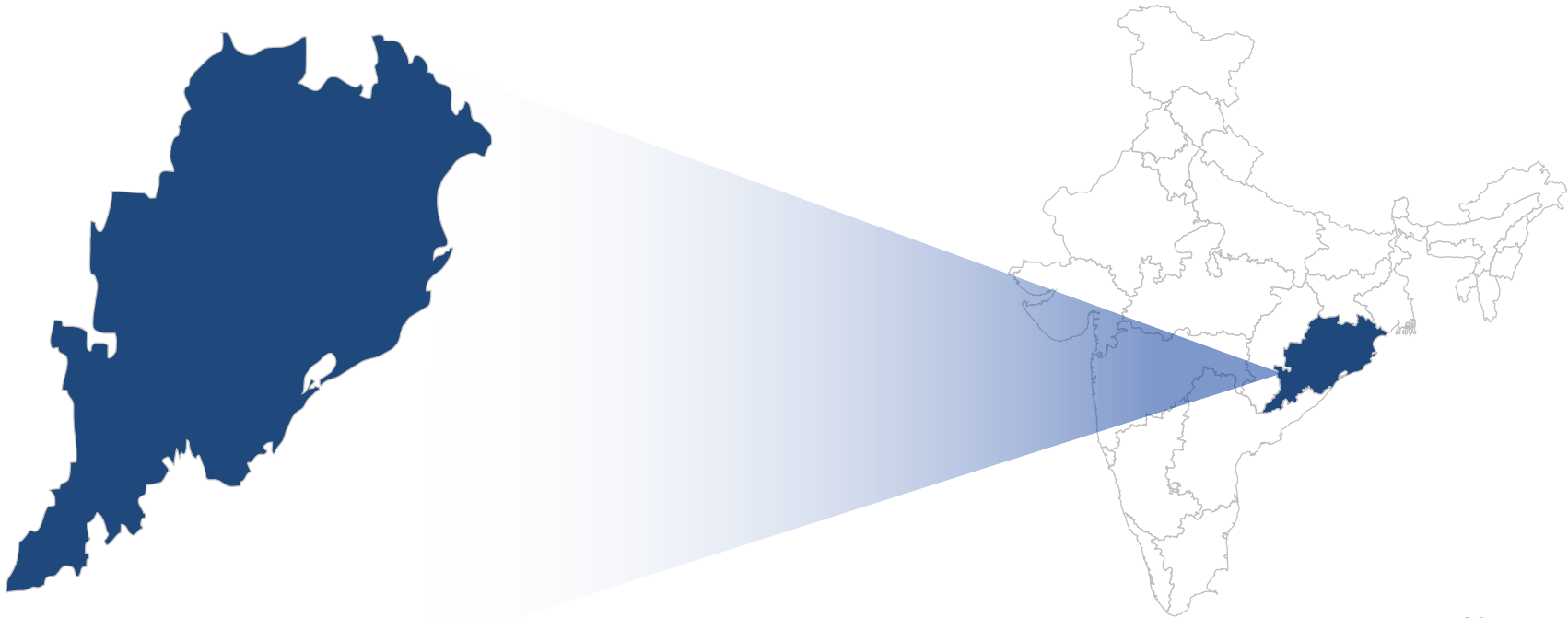
*Our New Launch - Aarohan @Golf Course Road, Gurgaon*

# Gurgaon – Our Favored Destination



*Gurgaon is one of the fastest developing destinations in North India*

# Bhubaneswar, Orrisa



Map not on scale

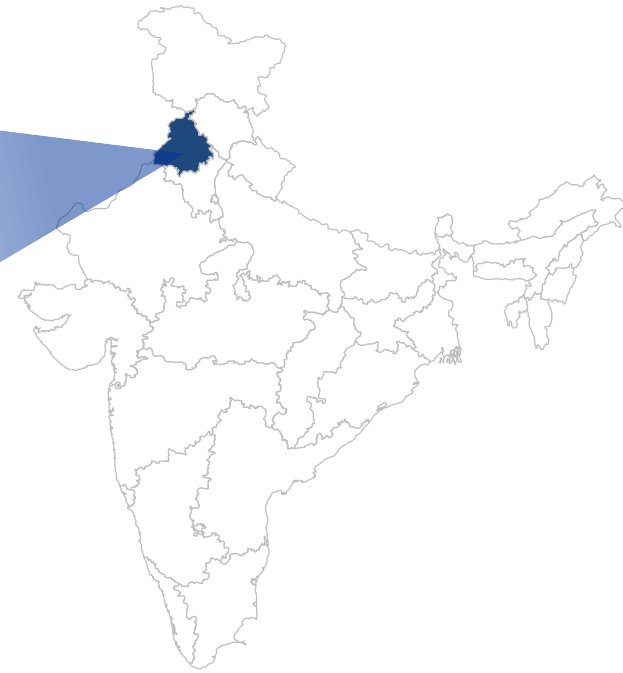
## Projects

- ✓ 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



## Aarohan – 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*



✓ 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



STATE-OF-THE-ART  
TECHNOLOGY



SAFE, SUSTAINABLE  
AND FUNCTIONAL  
DESIGNS



ALL ROUND  
COMFORT



ECO-FRIENDLY  
LIVING



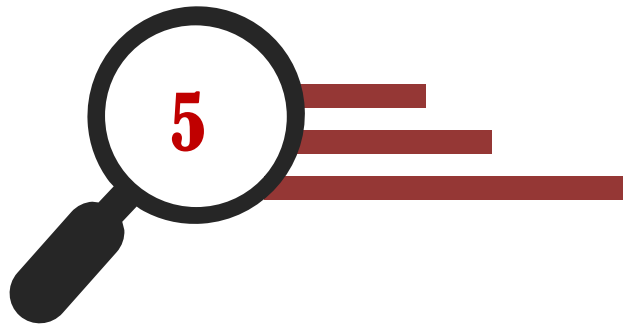


# Aarohan @Golf Course Road, Gurgaon



## 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



## ~3.23mn Sq. ft. (Approx.) Premium Residential Space

Entails a development of ~3.23 mn sq.ft. (approx.) 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 Launch Video



Please [Click here](#) for Aarohan Launch Video

# Aarohan Project Update

A blue rounded square containing a white circle with the word 'Sales' inside. A blue arrow points from the right side of the square towards the '124 out of 382 Flats allotted' text.

Sales

124 out of 382 Flats allotted

More than 32 % of the phase 1 area is already sold i.e 0.24mn sq ft

## Increase in Project Size

Recent Notification from Haryana Government enables us to increase our FSI. The total Tentative saleable area of entire project stands at 3.23 mn sq ft which is an increase of 1.63 mn sq ft

A blue rounded square containing a white circle with the letters 'FSI' inside. A blue arrow points from the left side of the square towards the 'Increase in Project Size' text.

FSI

A blue rounded square containing a white circle with the letters 'EC' inside. A blue arrow points from the right side of the square towards the 'Environmental Clearance and commencement of Construction' text.

EC

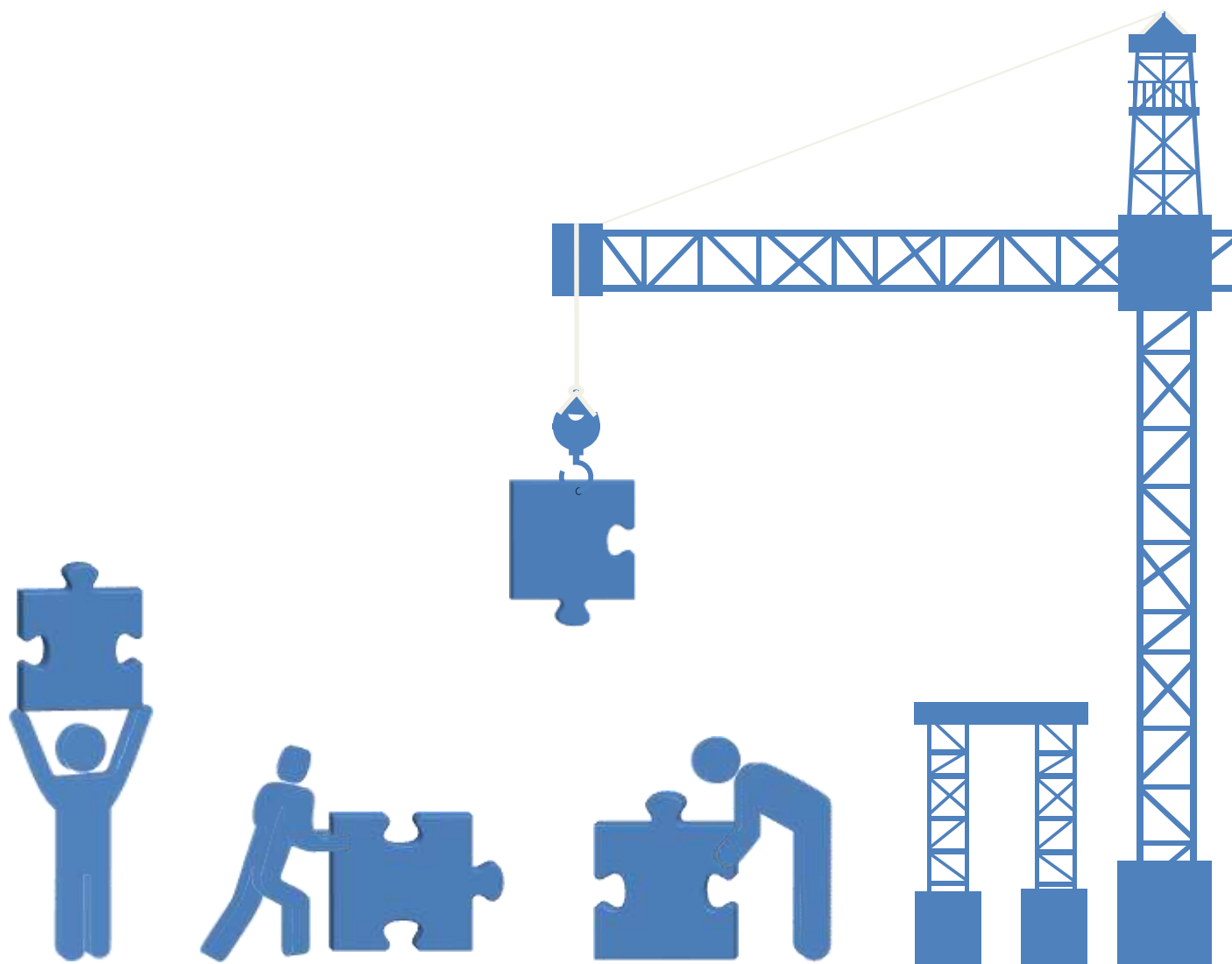
## Environmental Clearance and commencement of Construction

Received Environmental Clearance in September 2016. Commenced Construction on Q3FY17

# Aarohan Construction Update



***Construction commenced at AAROHAN***



**Other Projects**



# 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	837	8,750	586	0
Vipul World Floor, Gurgaon	Residential	92,949	33	-	24	Completed
Plotted Colony , Vipul world Gurgaon (incl. Institutional Area)	Residential	20,24,366	313	44,154	350	0
SCO, Ludhiana	Commercial	21,020	3	12,265	3	0
Vipul Garden, Bhubaneswar	Residential/ Commercial	9,74,150	220	34,069	220	6
<b>Total</b>		<b>42,55,635</b>	<b>1,406</b>	<b>99,238</b>	<b>1,183</b>	<b>6</b>

# 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, Gurgaon	Commercial	3,24,873	167	5,037	129	2
Vipul World Floor, Ludhiana	Residential	50,148	4	33,148	7	1
Vipul Lavanya, Gurgaon	Residential	9,11,886	348	39,690	230	4
Vipul Lavanya, Gurgaon	Residential (EWS)	20,000	1	9,800		
Vipul Plaza, Faridabad	Commercial	2,98,385	46	1,81,905	88	10
Vipul Pratham, Bawal	Residential	3,03,735	80	28,405	90	46
Vipul Greens, Bhubaneswar	Residential	4,00,015	91	146,647	144	12
Vipul Plaza, Bhubaneswar	Commercial	67,157	31	15,754	21	4
<b>Total</b>		<b>23,76,199</b>	<b>769</b>	<b>4,60,386</b>	<b>709</b>	<b>80</b>

**230**  
**Acres**

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**Potential  
Landbank**

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

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**Well Spread Landbank**

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

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

**>75%**

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**Gurgaon Based Landbank**

## Financials

# Financial Highlights

	Standalone	Consolidated			
Particulars [Rs. mn]	9MFY17	FY16	FY15	FY14	FY13
<b>Total Income</b>	<b>1,689</b>	<b>1,963</b>	<b>2,372</b>	<b>2,675</b>	<b>4,157</b>
<b>EBITDA</b>	<b>205</b>	<b>247</b>	<b>136</b>	<b>148</b>	<b>401</b>
<b>EBITDA %</b>	12.1%	12.6%	5.7%	5.5%	9.7%
<b>Profit/(Loss) after Tax</b>	<b>23</b>	<b>(99)</b>	<b>(112)</b>	<b>(79)</b>	<b>130</b>
<b>Profit after Tax %</b>	1.4%	-	-	-	3.1%

	Standalone	Consolidated			
Particulars [Rs. mn]	H1FY17	FY16	FY15	FY14	FY13
<b>Total Debt</b>	<b>3,625</b>	<b>3,787</b>	<b>2,988</b>	<b>1,415</b>	<b>1,422</b>
Long Term Debt	1,745	1,934	1,474	138	311
Short Term Debt	1,880	1,853	1,514	1,277	1,111
<b>Networth</b>	<b>4,123</b>	<b>3,703</b>	<b>3,801</b>	<b>3,912</b>	<b>3,998</b>



# Contact us



**For further information, please contact:**

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**Company :**

**Vipul Limited**

CIN: L65923DL2002PLC167607

Mr. Ajay Agrawal

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[www.vipulgroup.in](http://www.vipulgroup.in)

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**Investor Relations Advisors :**

**Strategic Growth Advisors Pvt. Ltd.**

CIN: U74140MH2010PTC204285

Mr. Shogun Jain / Ms. Payal Dave

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