



Date: August 10, 2017

To,
National Stock Exchange of India Limited,
Listing Department,
Exchange Plaza,
Bandra (E), Mumbai – 400 051

To,
BSE Limited,
The Department of Corporate Services
Department of Corporate Services
Mumbai 400 001

Ref Symbol: VASCONEQ

Ref: Scrip Code: 533156

Subject: Presentation Update

Dear Sir/ Madam,

Please find enclosed Presentation by the Company Post Board meeting.

This is for your information and records.

Thanking you,

Yours faithfully,

For Vascon Engineers Limited,

M. Krishnamurthi
Company Secretary & Compliance Officer

Enclosures: as above

VASCON ENGINEERS LTD.

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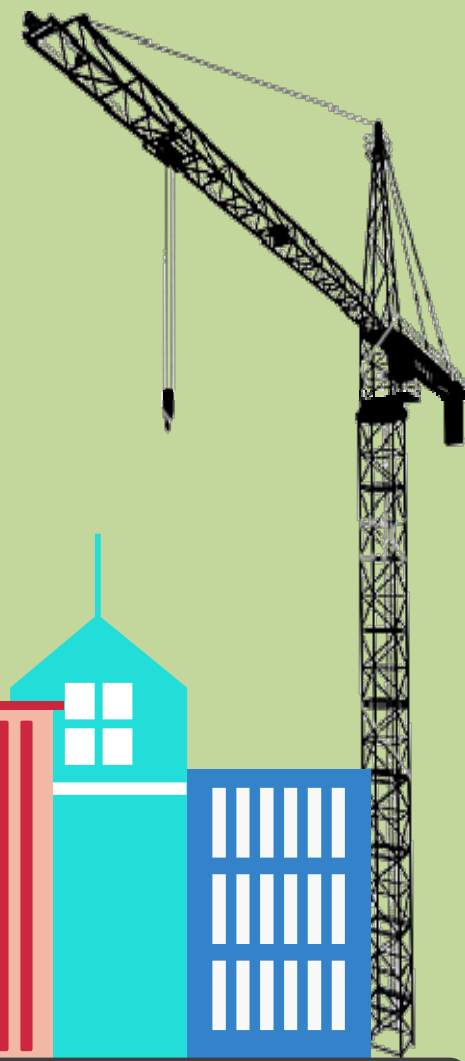
VASCON

Vascon Engineers Limited

Heading towards better future...

Result Update Presentation

Q1 FY18



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Key Updates & Financial Highlights

2

Focus Area & Business Plan

3

Annexure

EPC Business



- Order Book stands at Rs. 4,580 mn as on 30th 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
Revenue	814	604	2,397
Other Income	42	26	443
Total Income	856	631	2,840
Construction Expenses / Material Consumed	628	393	1,808
Employee Cost	85	85	364
Other Expenses	54	56	243
EBITDA	89	97	425
EBITDA Margin (%)	10%	15%	15%
Depreciation	17	18	73
Finance Costs	58	64	272
Profit Before Tax	15	15	80
Tax	-	1	19
Profit After Tax	15	14	61
Other Comprehensive Income	(1)	3	6
Total Comprehensive Income	14	17	67

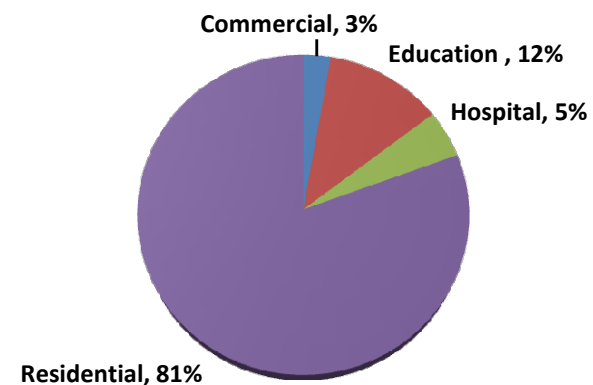
EPC business: Strong order book of Rs. 4,580 mn

Order book details (as of 30th June, 2017)

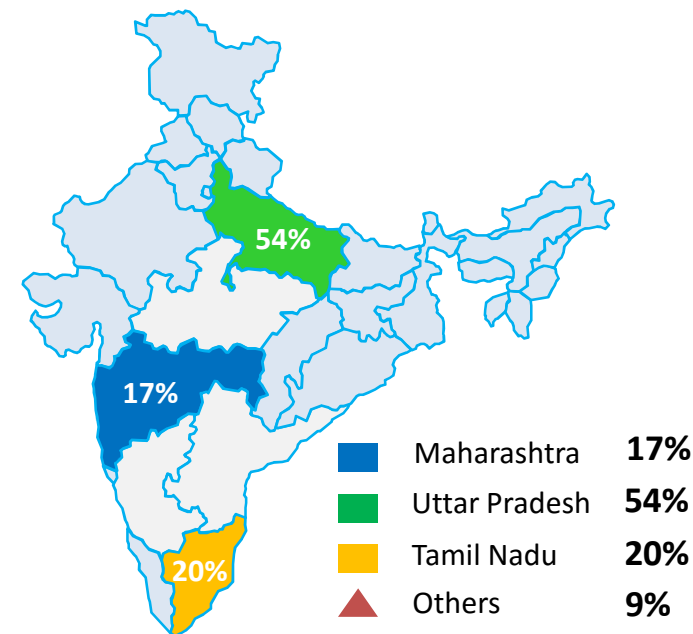
Sr. No.	Project Name	Place	Type	Backlog
				(Rs. Mn)
1	Kailash Enclave	Lucknow	Residential	1,945
2	Everest Enclave	Lucknow	Residential	623
3	TNMC Chennai	Chennai	Medical College	217
4	Godrej Chennai	Chennai	Residential	342
5	NBCC Parel	Mumbai	Hospital	235
6	Sheth Creators – Malad	Mumbai	Residential	182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

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

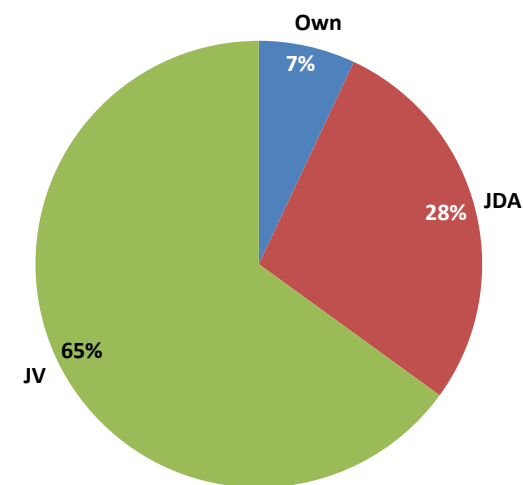
Project Name	Location	Vascon Share		Total				Vascon Share		
				Project Area	Area Sold	Sale Value	Collection	Sale Value	Collection	Rev. Recognised
		Type	Share	msft	msft	Rs. mn	Rs. mn	Rs. mn	Rs. mn	Rs. mn
Willows Phase (D,E,F)	Pune	JDA	80%	0.21	0.20	925	925	740	740	738
Vista - Phase II	Nashik	Owned	100%	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
Total				2.42	2.03	10741	9349	6124	5366	5672

Real Estate Portfolio

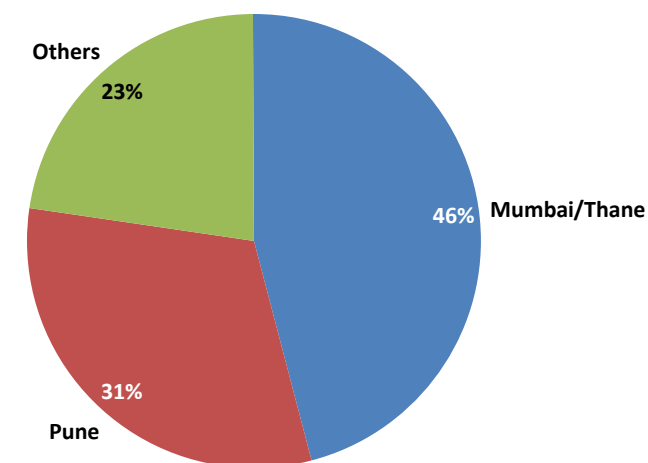


Particulars	Project Area (Acres)	Saleable area (msft)	Vascon Share Saleable Area (msft)
JDA	86.6	7.1	4.6
Pune	29.4	2.6	1.4
Chennai	25.0	1.6	1.3
Madurai	18.2	1.6	1.0
Coimbatore	14.0	1.2	0.9
JV	200.5	22.3	10.1
Thane	145.1	19.0	8.4
Pune	55.4	3.3	1.7
Owned	23.1	1.5	1.5
Pune	14.1	0.7	0.7
Aurangabad	9.0	0.8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

Focus on asset light JDA/JVs model



Geographical land bank split



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3 **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

1

Katvi, Pune

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

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

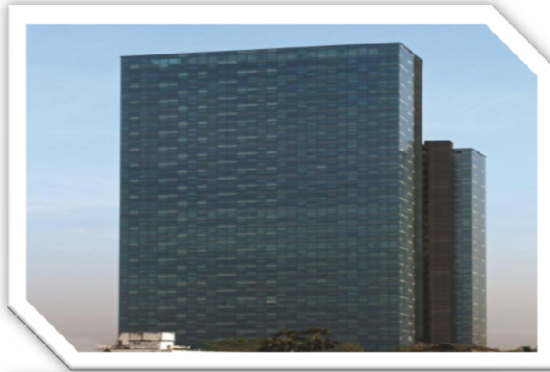
- **Aurangabad Land**
- **Commercial Property in Kaledonia, Andheri**
- **Goa Hotel (50% stake)**
- **Flats in Vista (Nasik) Projects**
- **Apartments in ELA Projects**

Expected market value of Rs. 110 Crs

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Ruby Mills

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

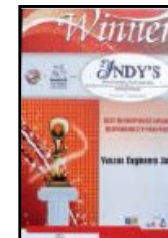


Cipla SEZ, Indore

- 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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