



November 1, 2021

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

To,  
**BSE Limited,**  
The Department of Corporate Services  
Phiroze Jeejeebhoy Towers, Dalal Street,  
Fort, Mumbai 400 001

**Ref Symbol: VASCONEQ**

**Ref: Scrip Code: 533156**

Dear Sir/ Madam,

**Subject: Presentation Update**

Please find enclosed Investor Presentation by the Company post board meeting.

This is for your information and records.

For **Vascon Engineers Limited**

**Vibhuti Dani**  
**Company Secretary and Compliance Officer**

**Encl: As above**

VASCON ENGINEERS LTD.

Registered & Corporate Office: Vascon Weikfield Chambers, Behind Hotel Novotel, Opposite Hyatt Hotel, Pune-Nagar Road, Pune - 14.  
Tel.: +91 20 3056 2100/200/300, Fax: +91 20 3056 2600, Web: www.vascon.com CIN: L70100PN1986PLC175750



  
**VASCON**

**INVESTOR PRESENTATION | November 2021**



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## KEY BUSINESS HIGHLIGHTS – Q2 FY22



**1,915 Crs.**  
**Total Order Book**

Forming healthy Order Book of  
6.3x FY21 EPC revenues



**1,838 Crs.**  
**External EPC Order Book**

Higher contribution by Government  
projects



**~80%**  
**Govt. Project (%)**

Providing visibility of faster  
execution and uninterrupted Cash  
Flows



**13,373 Sqft**  
**Real Estate**

New Sales Booking in H1FY22 for a  
Total Sales value of Rs 13 Crs



**135 Crs.**  
**Net Debt**  
As on 30<sup>th</sup> Sep 2021

Total debt repayment of Rs. 9 Crs in  
last six months



**70 Crs.**  
**Raised via. Preferential  
Issue**

Fund to be utilized for Debt Repayment  
and Working Capital Requirement

## Other Key Developments



### Building-up the Order Book

- Received Letter of Award (LOA) from Government of Goa Goa for the development of **'Development of International Convention Centre at Dona Paula, Goa'** on a Design, Build, Finance, Operate, Transfer (DBFOT) basis
- LOA is received in consortium with **'DCS Solar Energy Limited'** where DCS is the Lead Member and Vascon is the Construction Partner in the project
- Scope of work - Construction of a 5,000 persons capacity convention centre along with allied construction to support the convention centre on a parcel of land that is around 28 acres

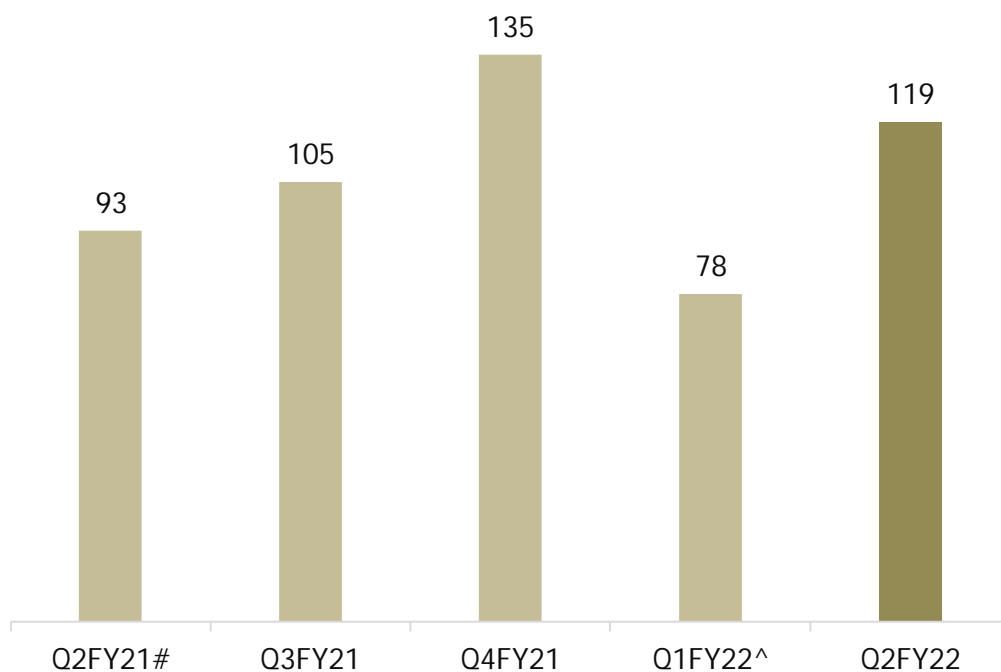


### Liquidating Non-core Assets

- Signed MOU for the sale of stake held in Hotels at Goa
- Sale of 43.34% stake held by Vascon Engineers in Cosmos Premises Private Limited, (an associate company), for a consideration of **Rs. 45.50 Crs.** along with concurrent sale of 6.66% shares held in Cosmos Premises Private Limited by certain promoter related persons/ entities to Royal Orchid Hotels Limited
- Against the sale of Cosmos Premises Private Limited, Company shall be acquiring shares in River Shore Developers Private Limited from the promoters of Royal Orchid Hotels Limited; River Shore Developers Private Limited has a land parcel in Powai Mumbai.

# Execution Momentum pacing up...

## REVENUE FROM OPERATIONS (RS CRS)



- ■ In Q2FY22, business started to resume normalcy as Covid-19 took a back seat
- ■ All projects are operating at an optimum level, which enabled faster project execution and resulted in better revenue generation
- ■ Execution to further gather momentum in coming quarters aided by the healthy Order Book

# UNLOCKING MEASURES STARTED UNFOLDING IN PHASED MANNER  
 ^IMPACT OF LOCALIZED LOCKDOWN DURING SECOND WAVE OF COVID-19

## Strengthening the Balance Sheet

Particular (Rs in Crs)	Sep-21	Mar-21	Mar-20
<b>Vascon Engineers</b>			
SBI / UBI / CSB	75.35	58.76	66.48
Kotak RE Fund	54.89	70.69	103.83
JM Finance	24.19	24.74	17.62
ICICI HFC	8	8.54	9.51
Zero Coupon-NCD	-	13.64	13.64
Others	21.48	21.14	25.26
<b>Total</b>	<b>183.91</b>	<b>197.5</b>	<b>236.33</b>
<b>GMP</b>	<b>21.1</b>	<b>16.58</b>	<b>18.99</b>
<b>Total Debt</b>	<b>205.01</b>	<b>214.08</b>	<b>255.32</b>
Cash & Bank Bal	5.28	22.66	22.29
FD	64.54	57.37	46.51
<b>Total Cash &amp; Bank Balance</b>	<b>69.82</b>	<b>80.03</b>	<b>68.8</b>
<b>Net Debt</b>	<b>135.19</b>	<b>134.06</b>	<b>186.53</b>

## Successfully Raised Rs. 70 Crs. via Preferential Issue

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### Amount Raised

- Rs. 70 crores

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### Key Investors

- Strategic Group of Investors

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### Utilization of Funds

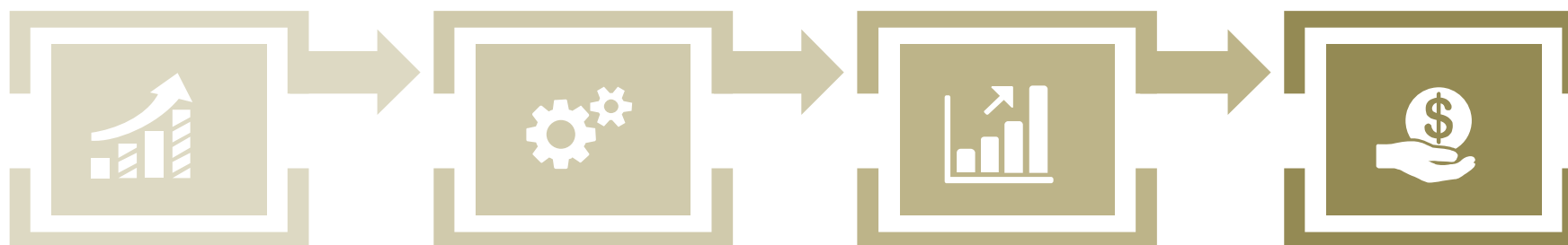
- Repayment of High Cost bearing Debt
- Financing of Incremental Working Capital Requirements

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**THE COMPANY SUCCESSFULLY RAISED RS. 70 CRORES THROUGH PREFERENTIAL ISSUE FOR DEBT REPAYMENT AND WORKING CAPITAL REQUIREMENT**



# Charting towards higher Growth Trajectory



## Robust Order Book

The Order Book has grown 2x from FY19, with an improving contribution from the Government Sector

## Improved Capacity Utilization

Execution of Current Order Book to enhance Capacity Utilization & Revenue Growth

## Higher Cashflow Generation

Leading to improved Profitability thereby, improving Cash flows

## Strengthening the Balance Sheet

Repayment of debt by incremental Cashflow Generation and funds raised from Preferential issue

**WITH ROBUST ORDER BOOK AND INCREASED CAPACITY UTILIZATION, PROFITABILITY TO IMPROVE.. RESULTING IN BALANCE SHEET STRENGTHENING**

## P&L Highlights- Q2 FY22

Particulars (Rs. Crs)	Standalone				Consolidated			
	Q2 FY22	Q2 FY21	H1 FY22	H1 FY21	Q2 FY22	Q2 FY21	H1 FY22	H1 FY21
<b>Revenue</b>	<b>117.82</b>	<b>89.36</b>	<b>192.88</b>	<b>121.7</b>	<b>159.42</b>	<b>118.94</b>	<b>270.29</b>	<b>161.71</b>
Other Income	1.22	3.66	4.38	6.85	1.71	4.5	5.11	7.07
<b>Total Income</b>	<b>119.04</b>	<b>93.02</b>	<b>197.26</b>	<b>128.55</b>	<b>161.13</b>	<b>123.44</b>	<b>275.4</b>	<b>168.78</b>
Construction Expenses / Material Consumed	94.22	81.94	156.39	110.98	122.68	99.97	208.14	135.37
Employee Cost	9.66	6.84	22.94	15.92	17.33	13.16	38.35	28.28
Other Expenses	4.13	6.26	7.07	23.95	7.8	11	13.62	32.5
<b>EBITDA</b>	<b>11.03</b>	<b>(2.02)</b>	<b>10.86</b>	<b>(22.3)</b>	<b>13.32</b>	<b>(0.69)</b>	<b>15.29</b>	<b>-27.37</b>
EBIDTA Margin (%)	<b>9%</b>	<b>(2%)</b>	<b>6%</b>	<b>(17%)</b>	<b>8%</b>	<b>(1%)</b>	<b>6%</b>	<b>-16%</b>
Depreciation	1.32	1.89	2.48	3.7	2.67	2.99	5.15	6
Finance Costs	5.68	5.74	11.53	12.59	6.44	6.53	12.8	14.18
<b>Profit Before Tax</b>	<b>4.03</b>	<b>(9.65)</b>	<b>(3.15)</b>	<b>(38.59)</b>	<b>4.21</b>	<b>(10.21)</b>	<b>(2.66)</b>	<b>(47.55)</b>
Tax	0.61	-	0.61	-	0.79	0.58	0.95	0.58
<b>Profit After Tax</b>	<b>3.42</b>	<b>(9.65)</b>	<b>(3.76)</b>	<b>(38.59)</b>	<b>3.42</b>	<b>(10.79)</b>	<b>(3.61)</b>	<b>(48.13)</b>
<b>Other Comprehensive Income</b>	<b>(0.14)</b>	<b>(0.74)</b>	<b>0.51</b>	<b>(1.11)</b>	<b>(0.14)</b>	<b>(0.73)</b>	<b>0.51</b>	<b>(1.10)</b>
<b>Total Comprehensive Income</b>	<b>3.28</b>	<b>(10.39)</b>	<b>(3.25)</b>	<b>(39.70)</b>	<b>3.28</b>	<b>(11.52)</b>	<b>(3.10)</b>	<b>(49.23)</b>

# H1FY22- Segmental Profit & Loss - after allocation

Particulars (Rs. Cr)	RE#	EPC##	GMP	Inventorised	Total
Revenue	36.63	196.01	77.81		310.45
Cost of Sales	24.78	163.31	51.86	3.34	243.29
<b>Gross Profit</b>	<b>11.85</b>	<b>32.7</b>	<b>25.95</b>		<b>67.16</b>
<b>Gross Profit Margin %</b>	<b>32%</b>	<b>17%</b>	<b>33%</b>		<b>22%</b>
Other Income	0.67	3.07	1.17		4.91
Employee Cost	6.82	16.11	15.41		38.34
Other Expenses	3.16	4.84	6.86		14.86
<b>EBITDA</b>	<b>2.54</b>	<b>14.82</b>	<b>4.85</b>		<b>18.87</b>
<b>EBITDA Margin (%)</b>	<b>7%</b>	<b>8%</b>	<b>6%</b>		<b>6%</b>
Depreciation	0.24	2.33	2.58		5.15
<b>EBIT</b>	<b>2.3</b>	<b>12.49</b>	<b>2.27</b>		<b>13.72</b>
<b>EBIT Margin (%)</b>	<b>6%</b>	<b>6%</b>	<b>3%</b>		<b>4%</b>
Finance Costs					12.8
<b>Profit Before Tax</b>					0.92
Tax					4.53
<b>Profit After Tax</b>	<b>-</b>	<b>-</b>	<b>-</b>		<b>(3.61)</b>

# 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- Consolidated

Rs. Cr	Sep- 21	Mar- 21
<b>Non-current assets</b>	<b>328.54</b>	<b>316.93</b>
Fixed assets	104.72	98.72
Financial Assets	180.77	182.19
Other Non Current assets, Income Tax & Deferred Tax	43.05	36.02
<b>Current assets</b>	<b>1,055.82</b>	<b>1,003.04</b>
Inventories	469.67	459.25
Investments	3.54	3.13
Trade receivables	161.39	164.17
Cash and bank balances	69.82	80.04
Loans & Other Financial assets	312.63	266.91
Other current assets	38.77	29.54
<b>Total Assets</b>	<b>1,384.36</b>	<b>1,319.97</b>

Rs. Cr	Sep- 21	Mar- 21
<b>Shareholder's Fund</b>	<b>712.13</b>	<b>709.16</b>
Share capital	186.14	182.14
Other Equity	515.89	517.02
Non Controlling Interest	10.1	10
<b>Non-current liabilities</b>	<b>77.19</b>	<b>60.49</b>
Long term borrowings	46.81	42.67
Other Financial liabilities & Lease Liability	30.38	17.82
<b>Current liabilities</b>	<b>595.04</b>	<b>550.32</b>
<i>Short term borrowings</i>	110.37	89.86
Trade Payables	274.08	241.11
Other Financial liabilities & Lease Liability	58.61	89.86
Other current liabilities & Provisions	151.98	129.49
<b>Total Liabilities</b>	<b>1,384.36</b>	<b>1,319.97</b>



VASCON

# BUSINESS OVERVIEW

# VASCON – At a Glance



ENGINEERING PROCUREMENT &  
CONSTRUCTION

*One of the leading EPC Company in India*

REAL ESTATE DEVELOPMENT

*Focus on Mid-Range Housing Project*



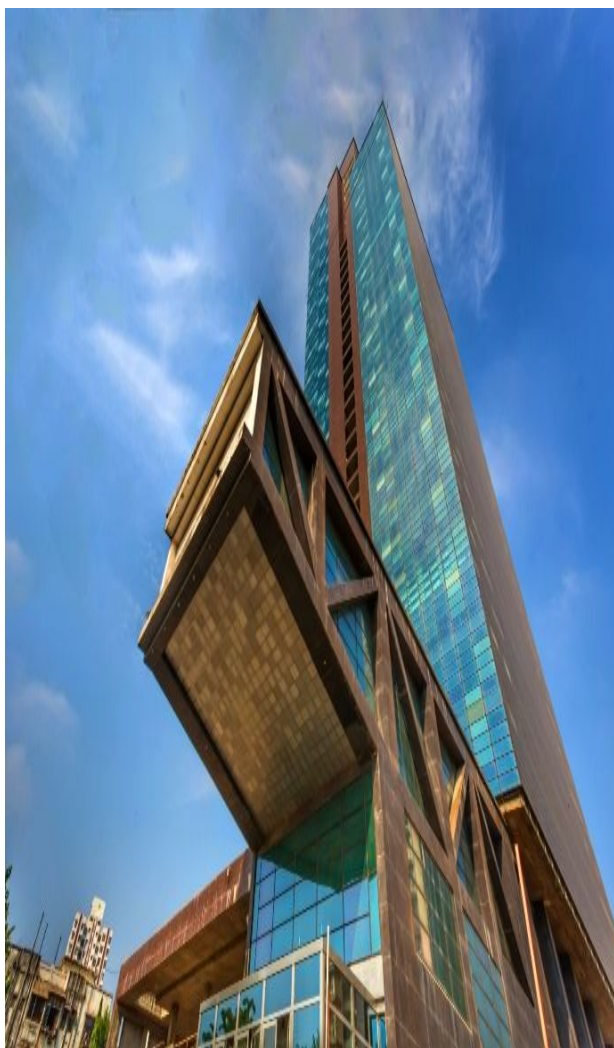
200+  
COMPLETED  
PROJECTS



PROJECTS  
ACROSS  
30+ Cities



# EPC Business- Overview



- **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 - 490
- **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 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

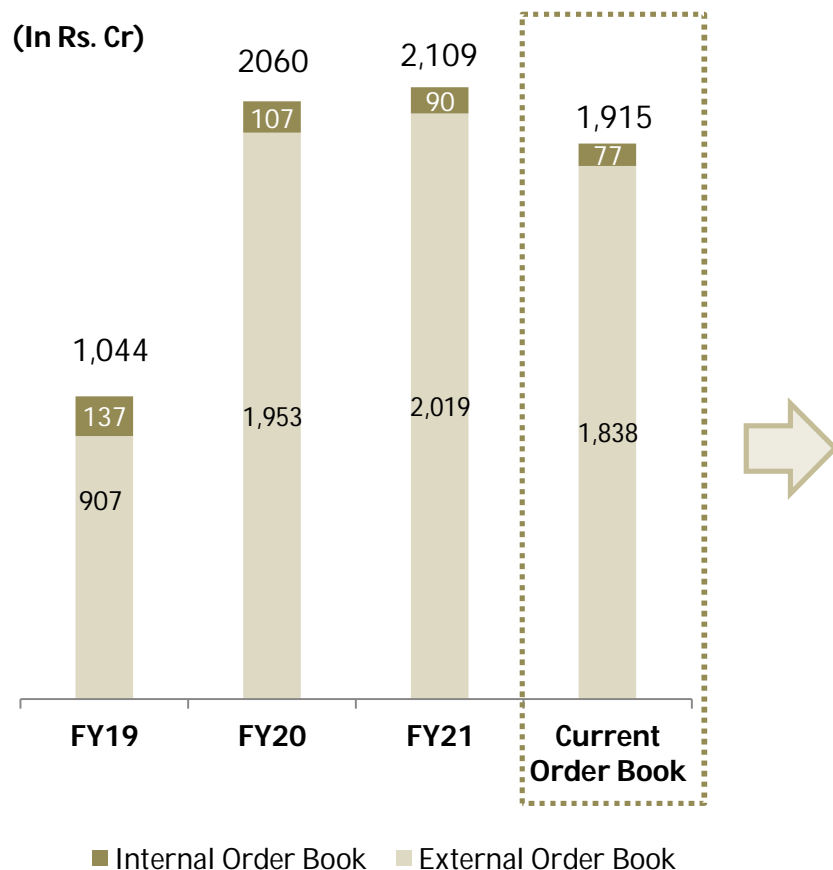


BMRCL

MAINTAINING CONSISTENT QUALITY STANDARDS ENSURING REPEAT ORDERS



# Order Book Build-Up & Key Orders



Project	Location	Amt (Rs. Cr)
<b>External Order book</b>		
Maharashtra State Police Housing	Mumbai	350
PWD, Raipur	Raipur	260
Hospital - Kaushambi	Kasuhambi, UP	237
Hospital - Bijnor	Bijnor, UP	216
Metro Rail Depot	Bangalore	121
MMRC Mumbai Metro	Mumbai	120
Goa Airport	Goa	119
Adhiraj	Mumbai	95
PMC-Affordable Housing	Pune	63
Transcon	Mumbai	47
Adampur Airport	Adampur	46
Other Projects		164
<b>Total</b>		<b>1,838</b>
<b>Internal Order book</b>		
Windermere-Bungalows	Pune	14
Forest Edge	Pune	8
Katvi-Affordable Housing	Talegaon, Pune	55
<b>Total</b>		<b>77</b>
<b>Total EPC Business Order book</b>		<b>1,915</b>

**EXECUTION OF NEW ORDERS TO IMPROVE REVENUE VISIBILITY & CAPACITY UTILISATION**



VASCON

REAL ESTATE DEVELOPMENT

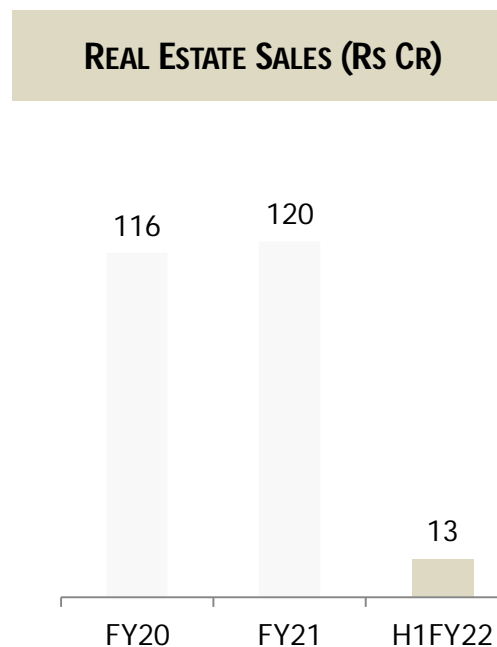
# Real Estate Business



# Successfully launched Real estate projects

Projects	Vascon Share	Dev. Area (msft)	Launch	Status
Forest Edge (JV) A	50%	0.08	18-Jan	Fully Sold
Forest Edge (JV) B	50%	0.08	19-Sep	95% sold
Windermere (JV)#	45%	0.38	18-Mar	74% sold
Vascon Goodlife – Value Home (Own)	100%	0.3	18-May	63% sold
Forest County	50%	0.18	18-Dec	99% sold
Xotech C (JV)	50%	0.04	18-Oct	Fully Sold

#Relaunch



**"FOREST EDGE" – Kharadi, Pune**



**VASCON GOODLIFE – Katvi, Talegaon**



**RE-LAUNCH OF WINDERMERE#**



**XOTECH- PUNE**



**FOREST COUNTY - Kharadi**



# 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	0.15	108	76	54	38	26
Forest County	Pune	JV	50%	0.18	0.17	131	56	65	28	-
Windmere Residential	Pune	JDA	45%	0.38	0.29	340	302	168	136	168
Vascon GoodLife	Talegaon	Own	100%	0.46	0.18	65	38	65	38	-
Xotech (I&II)	Hinjewadi	JV	50%	0.08	0.08	37	37	19	19	19
<b>Total</b>				<b>1.26</b>	<b>0.87</b>	<b>681</b>	<b>509</b>	<b>371</b>	<b>259</b>	<b>213</b>

## Real Estate Projects – Pipeline (launches in Near-term)

Sr. No.	Projects	Type	Segment	Total		Vascon Share	
				Saleable Area	Expected Sales Value	Saleable Area	Expected Sales Value
				msft	(Rs. in Cr)	msft	(Rs. in Cr)
1	Coimbatore	JDA	Residential	0.3	195	0.21	136
2	Madurai	JDA	Residential	0.49	220	0.37	165
3	4 Acre HDH	JV	Residential	0.6	460	0.3	230
	<b>Total</b>			<b>1.39</b>	<b>875</b>	<b>0.88</b>	<b>531</b>

## Real Estate Projects – Pipeline (other projects)

Sr. No.	Projects	Type	Segment	Total	
				Saleable Area	Expected Sales Value
				msft	(Rs. in Cr)
1	Willows – Residential	JV	Residential	0.33	250
2	Kalyani Nagar - Comm	JDA	Commercial	0.3	330
3	Kalyani Nagar	JDA	Residential	0.5	550
	<b>Total</b>			<b>1.13</b>	<b>1,130</b>

# Continuous focus on Liquidity Management

- **RAISED RS 70 CR THROUGH PREFERENTIAL ISSUE**
- **SIGNED MOU FOR THE SALE OF STAKE HELD IN HOTELS AT GOA FOR CONSIDERATION OF RS. 45.50 CRS**

## REMAINING NON-CORE ASSETS IDENTIFIED FOR SALE

- **COMMERCIAL PROPERTY AT KALDONIA, ANDHERI (E)**
- **9 ACRE LAND PARCEL IN AURANGABAD**
- **GMP TECHNICAL SOLUTIONS (85% SUBSIDIARY OF VASCON)**

*CONTINUE FOCUS ON GENERATING CASH BY MONETIZING IDENTIFIED NON CORE ASSETS*



# THANK YOU!



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