



VASCON

Date: August 14, 2018

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,

For Vascon Engineers Limited,

M. Krishnamurthi
Company Secretary & Compliance Officer

Enclosures: as above

VASCON ENGINEERS LTD.

Registered & Corporate Office: Vascon Weikfield Chambers, Behind Hotel Novotel, Opposite Hyatt Hotel, Pune-Nagar Road, Pune - 14.
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EPC | INDUSTRIAL | RESIDENTIAL | COMMERCIAL | IT PARKS | INSTITUTES | CLEAN ROOM SOLUTIONS

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VASCON

TOWARDS NEWER, BIGGER MILESTONES



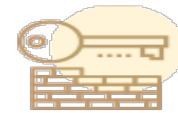
200+
COMPLETED
PROJECTS



PROJECTS
ACROSS
30+ Cities



AN ISO 9001:2000
& ISO 14001:2004
COMPANY



50+ MILLION
SQUARE FEET
DELIVERED

VASCON ENGINEERS

INVESTOR PRESENTATION | AUGUST 2018

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VASCON

KEY DEVELOPMENTS & FINANCIAL HIGHLIGHTS

KEY DEVELOPMENTS



EPC Business



Real Estate Business

Rs **965 Cr**
Total Order Book

Rs **787 Cr**
External Orders

Rs **178 Cr**
Internal Orders

Rs **190 Cr**
Order Intake in Q1FY19

**Vascon
GoodLife**
Launched, May 2018

Company's **First
Ever Value
Housing** Project

544 units worth Rs 102 Cr Sold

New Sale booking of **3,08,809 sqft** for a total sales value of **Rs. 164 Cr** (including Goodlife) in Q1 FY19

STANDALONE PROFIT & LOSS HIGHLIGHTS



Particulars (Rs. Crs)	Q1 FY19	Q1 FY19 (without effect for Ind AS 115)	Q1 FY18	FY18
Revenue	93.88	98.82	81.38	335.35
Other Income	4.12	4.12	4.20	24.06
Total Income	98.00	102.94	85.58	359.41
Construction Expenses / Material Consumed	69.67	72.28	62.81	249.45
Employee Cost	11.86	11.86	8.51	46.45
Other Expenses	7.97	7.97	5.36	25.22
EBITDA	8.50	10.83	8.90	38.29
EBIDTA Margin (%)	9%	11%	10%	11%
Depreciation	1.84	1.84	1.67	7.52
Finance Costs	5.17	5.17	5.75	19.36
Profit Before Tax	1.49	3.82	1.48	11.41
Tax	-	-	-	0.02
Profit After Tax	1.49	3.82	1.48	11.39
Other Comprehensive Income	0.34	0.34	-0.14	0.24
Total Comprehensive Income	1.83	4.16	1.34	11.63

SEGMENT WISE PROFIT & LOSS - AFTER ALLOCATION



Particulars (Rs. Cr)	RE # (without effect for Ind AS 115)	RE #	EPC ##	Inventorised	Total	Total (without effect for Ind AS 115)
Revenue	20.85	11.68	97.38		109.06	118.23
Other Income	1.73	1.73	2.63		4.36	4.36
Total Income	22.58	13.41	100.01	-	113.42	122.59
Cost of Sales	15.19	9.37	72.44	2.04	83.85	89.67
Gross Profit	5.66	2.31	24.94		25.21	28.56
Gross Profit Margin %	27%	20%	26%		23%	24%
Employee Cost	6.31	6.31	5.55		11.86	11.86
Other Expenses	4.94	4.94	3.88		8.82	8.82
EBITDA	(3.86)	(7.21)	18.14		8.89	12.24
EBIDTA Margin (%)			19%		8%	10%
Depreciation	0.22	0.22	1.62		1.84	1.85
EBIT	(4.08)	(7.43)	16.52		7.05	10.39
EBIT Margin (%)			17%		6%	9%
Finance Costs					5.17	5.17
Profit Before Tax					1.88	5.22
Tax					0.39	1.40
Profit After Tax					1.49	3.82

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



ENGINEERING PROCUREMENT & CONSTRUCTION



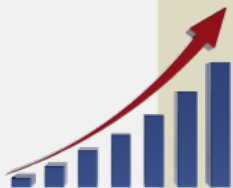
One of the leading EPC Company in India



REAL ESTATE DEVELOPMENT

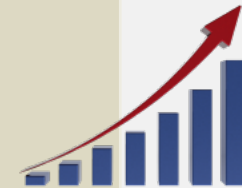


Focus on Affordable Housing



NON-CORE ASSETS

Liquidating non core investments





VASCON

ENGINEERING PROCUREMENT & CONSTRUCTION

Construction Experience across various verticals

- Residential Complexes, Commercial Buildings, IT Parks, Hospitals, Shopping Malls, Multiplexes, etc
- Executed over 200 projects with construction area of over 50 msft

Ability to execute around 8 msft per annum

- State of the art equipment for quality and fast execution
- Number of Personnel in Project / Engineering team - 489

Currently executing around 3 msft p.a. – operating at 40% utilization

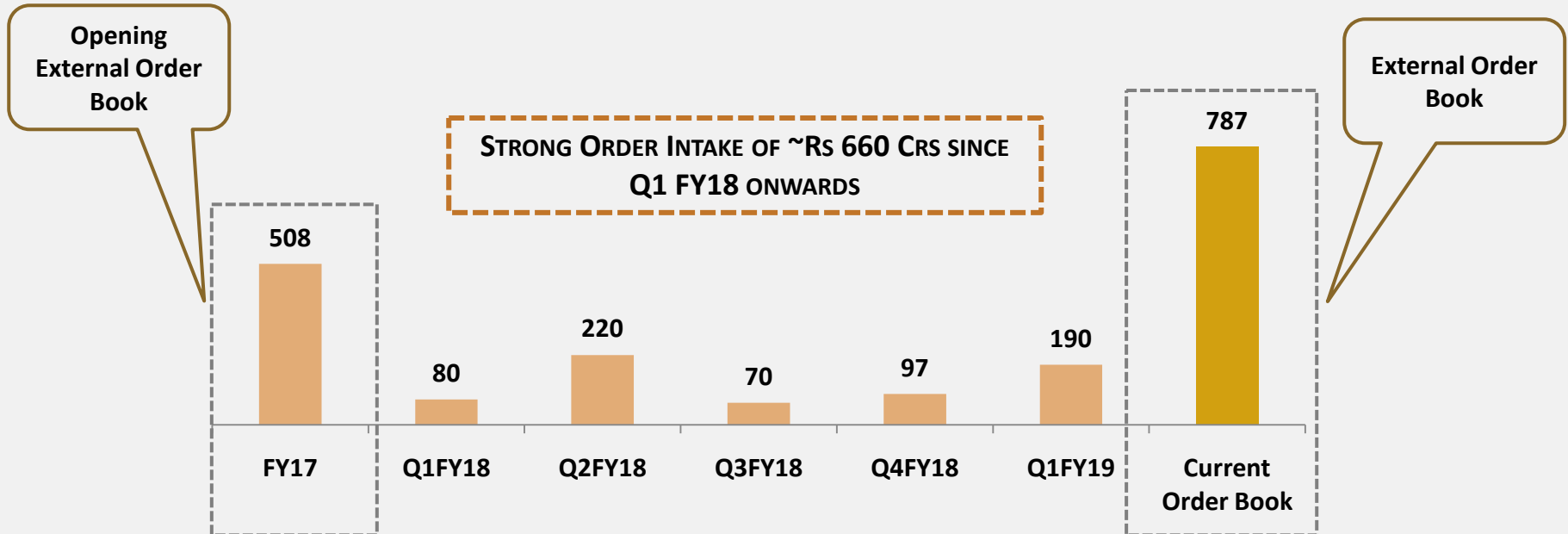
- Significant room for growth with the current capacity
- Margins to grow exponentially with increase in revenues and order book

Higher margins Because of Turnkey Capabilities

- In-house Design and Engineering team
- Ability to demand premium over other construction companies



CONSISTENT ORDER INTAKE



**EXECUTION OF NEW ORDERS TO IMPROVE REVENUE & CAPACITY UTILISATION
... LEADS TO BETTER OPERATING MARGINS IN FY19**

EPC PROJECTS – EXISTING ORDER BOOK

Project	Location	Amt (Rs. Cr)
External Order book		
Kailash Enclave	Lucknow	120
Adhiraj	Mumbai	117
Godrej Greens	Pune	93
Ayyalur	Ayyalur, Andhra Pradesh	81
Adoni	Adoni, Andhra Pradesh	67
TNMC	Chennai	49
Sriram Educational Turst	Chennai	63
Sheth Creators – Malad (I&II)	Mumbai	64
Everest Enclave	Lucknow	39
Godrej Laguna	Chennai	34
Other Projects		60
Total		787
Internal Order book		
Platinum Square	Pune	2
Windermere-Tower I & II	Pune	14
Windermere-Bunglows	Pune	36
Hadapsar School	Pune	23
Forest Edge	Pune	19
Katvi-Affordable Housing	Talegaon, Pune	84
Total		178
Total EPC Business Order book		965

HUGE EPC OPPORTUNITY:

- Focus on large and high value civil contracts by Government Agencies and reputed Private Companies
- Targeting New Orders worth **Rs 500 crores** in current FY 2019
- Execute projects as per the schedule & estimated cost
- Generate positive cash flows from the projects and reinvest to drive growth



VASCON

REAL ESTATE DEVELOPMENT

Vascon Brand Equity in Pune

- Landmark developments (Windermere, Forest County and Willows) have established the Brand Vascon in Pune Market

End-to-End Capabilities

- In-house Design and Construction team gives us a unique advantage over other Real Estate Developers

Low Operating Cost

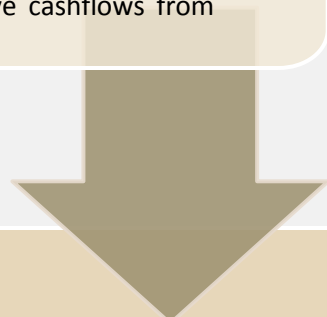
- Flat organization structure with agile decision reduces operating cost

Asset Light Model

- JV and JDA with land owners with low upfront deposit

Affordable Housing – the Focus Area

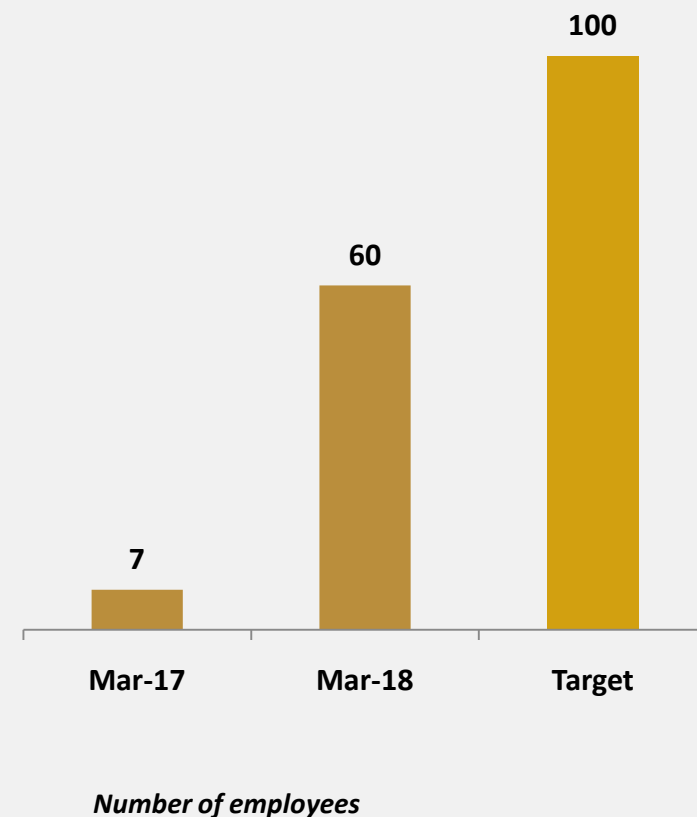
- Focus on developing Affordable Housing projects
- Perfect the Affordable Housing model in Pune and replicate in other cities
- Launch of new phases in existing projects with clear sales visibility
- Liquidate significant inventory at launch (Positive cashflows from the beginning of the Project)



Key Steps taken in last Financial Year

- CEO (Real Estate) appointed with clear focus on Real Estate business
- Appointed separate heads for Sales, Marketing and CRM Function
- Real Estate team size grew from 7 people in March 2017 to 60 professionals at present; target to increase it to 100 people dynamic team

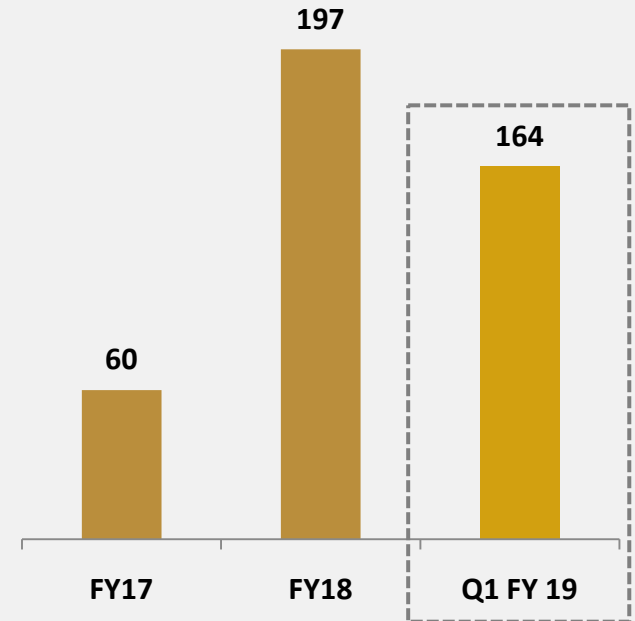
INVESTED IN STRENGTHENING REAL ESTATE TEAM



RECENTLY LAUNCHED PROJECTS

Projects	Dev. Area (msft)	Launch
Platinum Square (JV)	0.05	Sep 2017
Forest Edge (JV)	0.08	Jan 2018
Windermere (JV)	0.38	Mar 2018
Vascon Goodlife - Value Home (Own)	0.46	May 2018

REAL ESTATE SALES (RS CRS)



NEW SALE BOOKING OF ~3,08,809 SQFT FOR A TOTAL SALES VALUE OF ~RS. 164 CR IN Q1 FY19 AGAINST SALE BOOKING OF 2,46,867 SQFT FOR A TOTAL SALES VALUE OF RS. 197 CR IN FY 18



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. Cr	Rs. Cr	Rs. Cr	Rs. Cr	Rs. Cr
Forest Edge	Pune	JV	50%	0.08	0.06	43	15	22	8	-
Windmere Residential	Pune	JDA	45%	0.38	0.19	212	113	95	51	72
Platinum Square	Pune	JV	70%	0.13	0.13	125	100	88	70	75
Vascon GoodLife	Talegaon	Own	100%	0.46	0.26	102	2	102	2	-
Total				1.05	0.64	482	230	307	131	147

RE-LAUNCH OF SIGNATURE LUXURY RESIDENCY



WINDERMERE

Actual Image

Residences for Pune's high and mighty.
Where else but at Koregaon Park.

*Luxury residences from ₹5.58cr to ₹18cr.

Best-in-class services | Michael Phillips Interiors | 24/7 Concierge | 24/7 Security | 24/7 Facility Management | A plethora of amenities, some of which are Golf Putting Course | Swimming Pool | Cinema Room | Jogging Track | Tennis Court | Beach Barbeque | And Solar Ash Play Zone | Library | Car Charging Station | House Automation | Investment Parking for differently abled | Basketball | Central Courtyard | Lounge | Outdoor Pool | Two levels | 100 yr old tree across from building | Perimeterd 24hr Security.

About Vascon: Vascon Engineers is one of the foremost listed companies headquartered in Pune with over 30 years of experience. For an illustrious project spanning over 10 million sq. ft. development, development across residential, commercial, IT parks, malls and multi-brand hospitality and commercial sectors across 10+ cities across India across IIT and non-IIT and other projects.

For an exclusive invitation, please have your office call us at +91 98790 81168 / +91 98790 81122.

Site Address: South Side Road, Koregaon Park, Pune - 411004.

Regional Office: Vascon, 100/101/102/103/104/105/106/107/108/109/110/111/112/113/114/115/116/117/118/119/120/121/122/123/124/125/126/127/128/129/130/131/132/133/134/135/136/137/138/139/140/141/142/143/144/145/146/147/148/149/150/151/152/153/154/155/156/157/158/159/160/161/162/163/164/165/166/167/168/169/170/171/172/173/174/175/176/177/178/179/180/181/182/183/184/185/186/187/188/189/190/191/192/193/194/195/196/197/198/199/200/201/202/203/204/205/206/207/208/209/210/211/212/213/214/215/216/217/218/219/220/221/222/223/224/225/226/227/228/229/230/231/232/233/234/235/236/237/238/239/240/241/242/243/244/245/246/247/248/249/250/251/252/253/254/255/256/257/258/259/260/261/262/263/264/265/266/267/268/269/270/271/272/273/274/275/276/277/278/279/280/281/282/283/284/285/286/287/288/289/290/291/292/293/294/295/296/297/298/299/300/301/302/303/304/305/306/307/308/309/310/311/312/313/314/315/316/317/318/319/320/321/322/323/324/325/326/327/328/329/330/331/332/333/334/335/336/337/338/339/340/341/342/343/344/345/346/347/348/349/350/351/352/353/354/355/356/357/358/359/360/361/362/363/364/365/366/367/368/369/370/371/372/373/374/375/376/377/378/379/380/381/382/383/384/385/386/387/388/389/390/391/392/393/394/395/396/397/398/399/400/401/402/403/404/405/406/407/408/409/410/411/412/413/414/415/416/417/418/419/420/421/422/423/424/425/426/427/428/429/430/431/432/433/434/435/436/437/438/439/440/441/442/443/444/445/446/447/448/449/450/451/452/453/454/455/456/457/458/459/460/461/462/463/464/465/466/467/468/469/470/471/472/473/474/475/476/477/478/479/480/481/482/483/484/485/486/487/488/489/490/491/492/493/494/495/496/497/498/499/500/501/502/503/504/505/506/507/508/509/510/511/512/513/514/515/516/517/518/519/520/521/522/523/524/525/526/527/528/529/530/531/532/533/534/535/536/537/538/539/540/541/542/543/544/545/546/547/548/549/550/551/552/553/554/555/556/557/558/559/560/561/562/563/564/565/566/567/568/569/570/571/572/573/574/575/576/577/578/579/580/581/582/583/584/585/586/587/588/589/590/591/592/593/594/595/596/597/598/599/600/601/602/603/604/605/606/607/608/609/610/611/612/613/614/615/616/617/618/619/620/621/622/623/624/625/626/627/628/629/630/631/632/633/634/635/636/637/638/639/640/641/642/643/644/645/646/647/648/649/650/651/652/653/654/655/656/657/658/659/660/661/662/663/664/665/666/667/668/669/670/671/672/673/674/675/676/677/678/679/680/681/682/683/684/685/686/687/688/689/690/691/692/693/694/695/696/697/698/699/700/701/702/703/704/705/706/707/708/709/710/711/712/713/714/715/716/717/718/719/720/721/722/723/724/725/726/727/728/729/730/731/732/733/734/735/736/737/738/739/740/741/742/743/744/745/746/747/748/749/750/751/752/753/754/755/756/757/758/759/760/761/762/763/764/765/766/767/768/769/770/771/772/773/774/775/776/777/778/779/780/781/782/783/784/785/786/787/788/789/790/791/792/793/794/795/796/797/798/799/800/801/802/803/804/805/806/807/808/809/810/811/812/813/814/815/816/817/818/819/820/821/822/823/824/825/826/827/828/829/830/831/832/833/834/835/836/837/838/839/840/841/842/843/844/845/846/847/848/849/850/851/852/853/854/855/856/857/858/859/860/861/862/863/864/865/866/867/868/869/870/871/872/873/874/875/876/877/878/879/880/881/882/883/884/885/886/887/888/889/890/891/892/893/894/895/896/897/898/899/900/901/902/903/904/905/906/907/908/909/910/911/912/913/914/915/916/917/918/919/920/921/922/923/924/925/926/927/928/929/930/931/932/933/934/935/936/937/938/939/940/941/942/943/944/945/946/947/948/949/950/951/952/953/954/955/956/957/958/959/960/961/962/963/964/965/966/967/968/969/970/971/972/973/974/975/976/977/978/979/980/981/982/983/984/985/986/987/988/989/990/991/992/993/994/995/996/997/998/999/1000.

Residential Group of the year 2019*

Booking window opens from 16th March, 2019

Vascon Windermere Press_M_Outside Trim Size: 700 mm x 510 mm Bleed Size: 710 mm x 520 mm

Some homes
are meant to be passed
from generation to generation.
Not buyer to buyer.

WINDERMERE
AT KOREGAON PARK

It's not just a home, it's an inheritance.

Residential Group of the year 2019*

Booking window opens from 16th March, 2019

Actual Images

At Windermere, homes are for ever.

They're about living something better for your children, and their children.
They're about what families need, a place to thrive and grow in.
They're about living behind something that you will be remembered for.
They're your legacy, the inheritance for generations to come.

The grand lobby will be the first experience Windermere makes.

This beautiful pool is the highlight of the project.

The outdoor terrace for a quiet evening.

The walkway in the entrance will be the first for you.

Vascon Windermere Press_M_Inside Trim Size: 700 mm x 510 mm Bleed Size: 710 mm x 520 mm

AFFORDABLE HOUSING LAUNCH – VALUE HOME



VASCON GOODLIFE - KATVI, TALEGAON



**VASCON'S FIRST-EVER VALUE HOUSING PROJECT LAUNCHED IN MAY 2018
SPREAD OVER 10 ACRES**



THANK YOU



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