



**Vipul Limited**

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www.vipulgroup.in

**Ref. No. VIPUL/SEC/VC/FY2017-18/**

**June 13, 2018**

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	The Manager (Listing) National Stock Exchange of India Limited, (Equity Scrip Code: VIPULLTD) Exchange Plaza, Bandra Kurla Complex, Bandra, Mumbai-400051
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**Sub: Vipul Limited Investor Presentation June 2018 - 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 June 2018 from Vipul Limited.

This is for your information and records please.  
Thanking you

Yours faithfully  
For **Vipul Limited**

**Authorised Signatory**

**Encl: As above**

**Vipul Limited**  
**Investor Presentation**  
**June 2018**



# Safe Harbor



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## About Us





# Vipul Limited



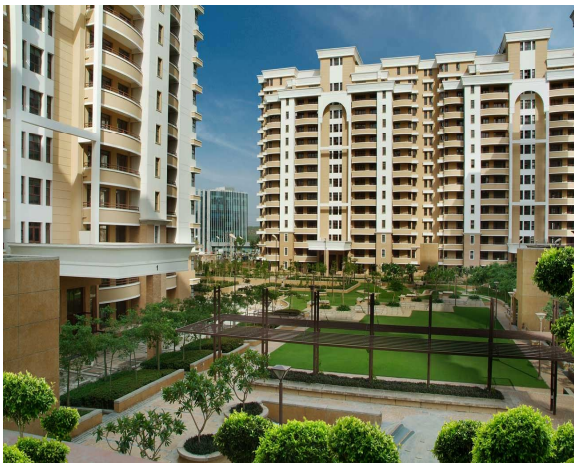
**Integrated  
Townships**

**Group Housing  
and Luxury  
Apartments**

**Independent  
Floors**

**Lavish  
Villas**

**Retail & Office  
Space**



**~12mn**  
**Sq. ft**

**~2 mn**  
**Sq. ft**

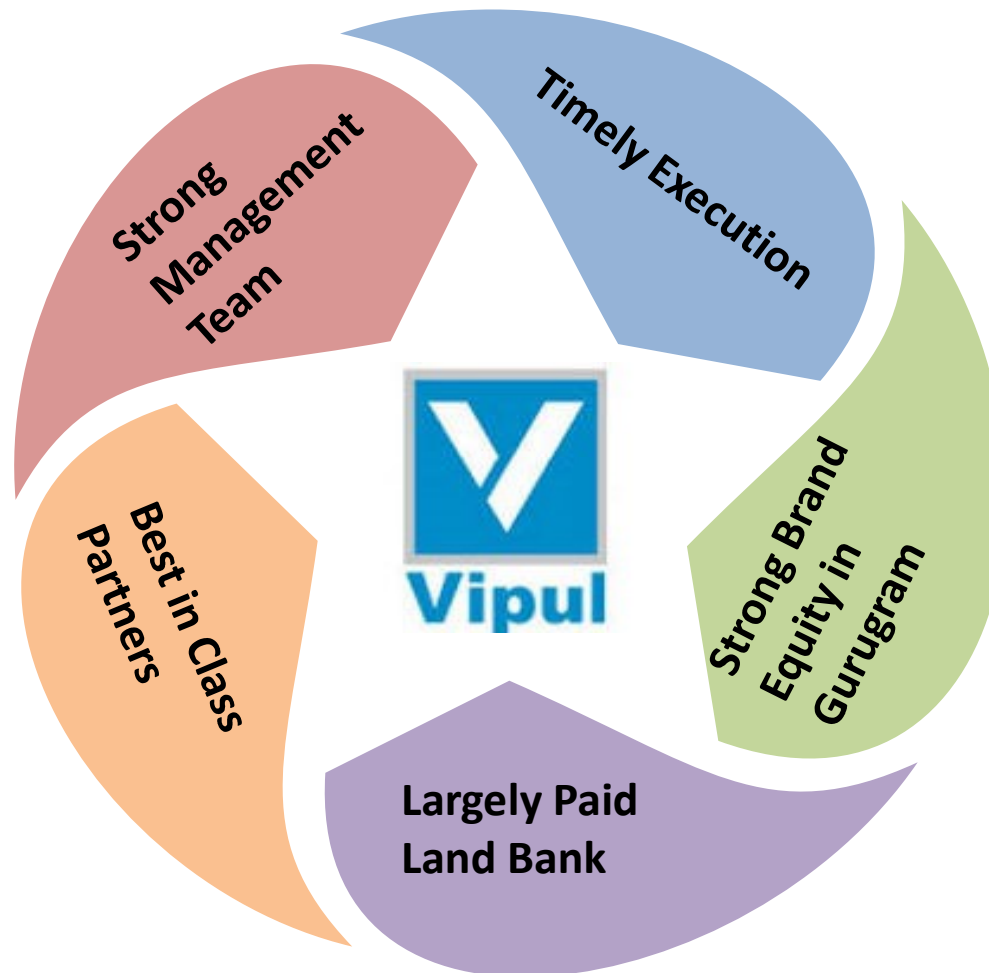
**4 Prime Projects  
Completed on**

**Delivered**

**Under Construction**

**Golf Course Road, Gurugram**

# 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 17 years
- ✓ Holds a B.Com Degree from Kolkata University & has over 31 years of overall experience



## Ajay Agrawal

Chief Financial Officer

- ✓ Chartered Accountant by profession & has over 20 years of experience, of which 10 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 Chandigarh College of Architecture & has over 35 years of experience, of which 16 years have been with Vipul Limited. Has been involved in designing and execution of all the projects developed by Vipul Ltd.
- ✓ Has been associated with Unitech Ltd in the Past



## Rakesh Sharma

Sr. Vice President (BDC)

- ✓ Chartered Accountant by profession & has over 34 years of experience, of which 12 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 31 years of experience of which 17 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 34 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, Gurugram
- ✓ Faster conversion from Investments in Land bank 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 - Gurugram




In Existence since 2000

Sold cumulatively  
~9.33 mn sq. ft. in  
Gurugram



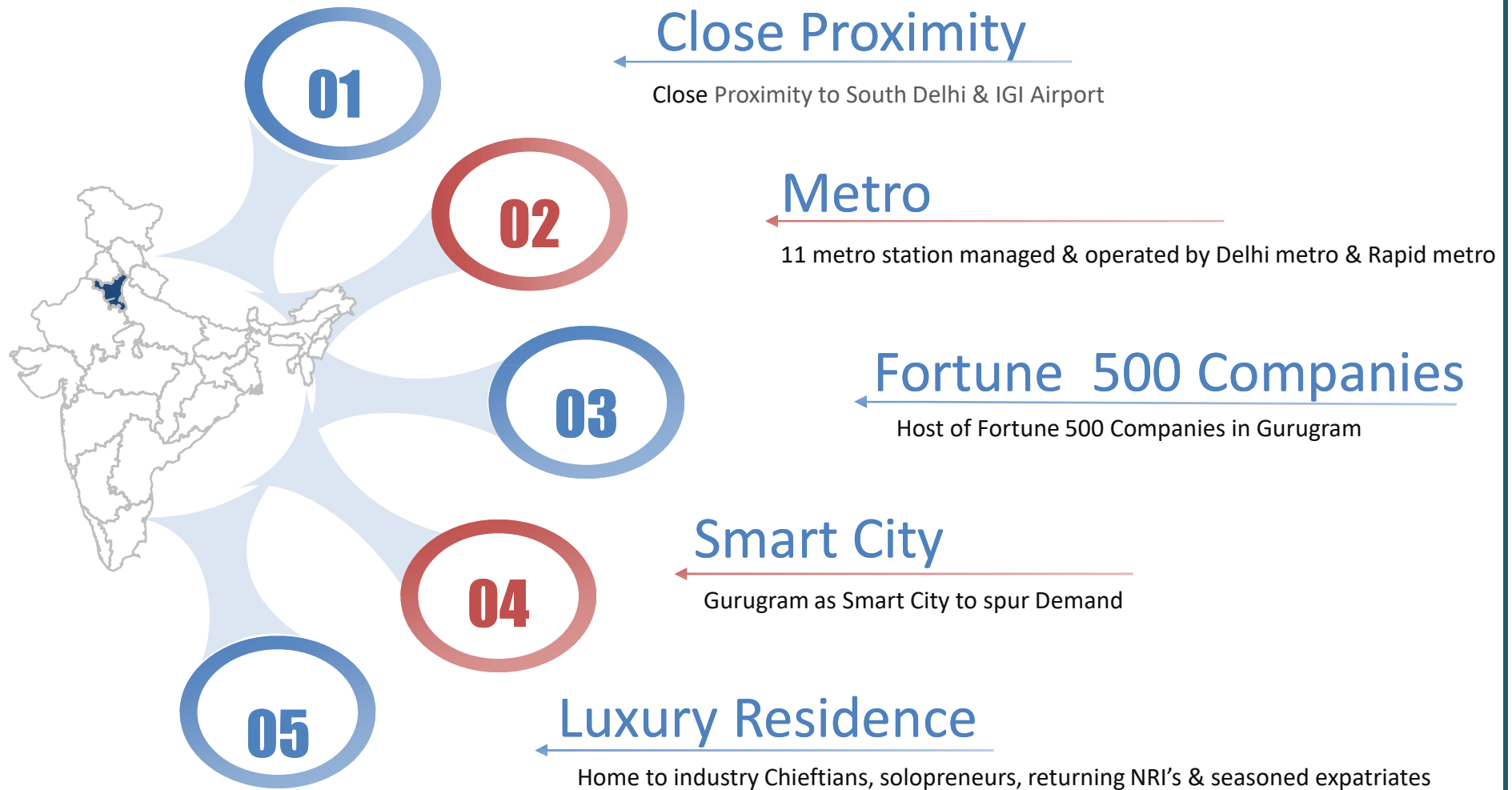
Delivered 19 Projects

Strong Brand Equity  
of Vipul Brand in  
Gurugram



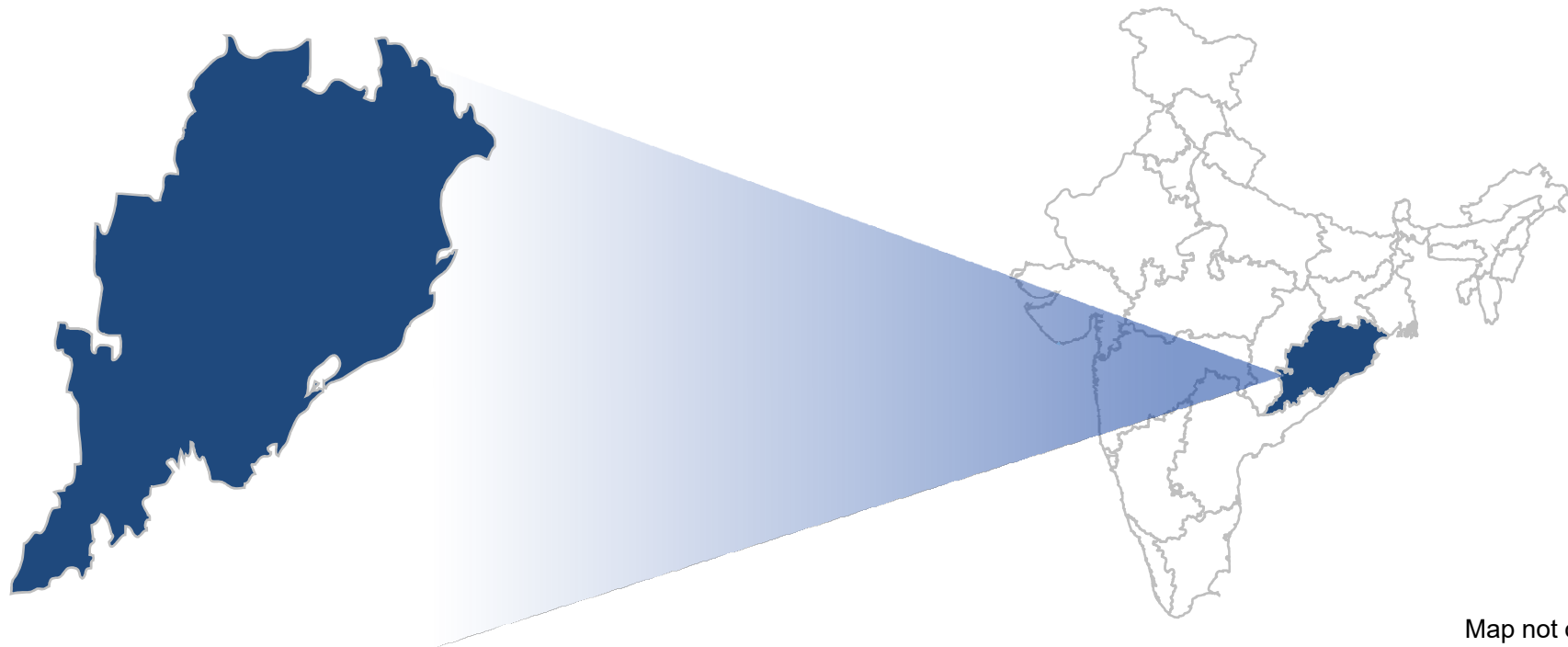
**Gurugram is our 'Home Ground'**

# Gurugram – Our Favored Destination



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

# Bhubaneswar, Odisha



Map not on scale

## Projects

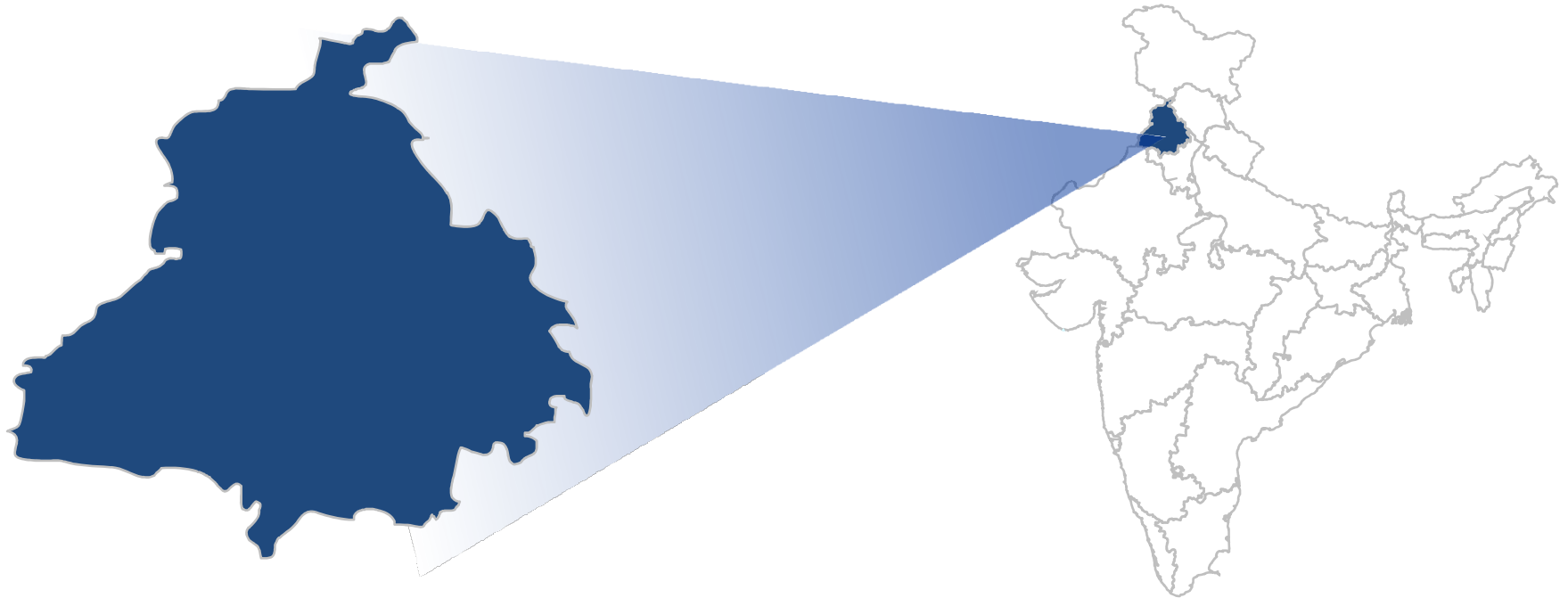
- ✓ Area- 39.78 acres
- ✓ Nature- Group Housing
- ✓ Current Status:-
  - ✓ 30 acres of group Housing
  - ✓ 9.78 acres of group housing in collaboration with BDA

## 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 – An Integrated Project







“ **The 3 most**  
*Important things about*  
**Real Estate**  
*are*  
**Location, Location, Location** ”



# Aarohan @Golf Course Road, Gurugram



*Golf Course Road enjoys similar status as Delhi's Golf Links & Lodhi Road or Mumbai's Peddar Road & Malabar Hills*



# Agreement with Leighton India



Project development and construction  
contract with Leighton India

Proven track record of Leighton  
gives us immense confidence of delivering a world class  
Product to our customers on time

Gigantic development such as Aarohan requires the  
expertise and Leighton with global experience  
Fulfil that

Our focus will now be on the execution of  
Vision to make Aarohan a preferred choice of  
residence for customers

# Aarohan @Golf Course Road, Gurugram



## Proximity to:

### ✓ 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, Gurugram



STATE-OF-THE-ART  
TECHNOLOGY



SAFE, SUSTAINABLE  
AND FUNCTIONAL  
DESIGNS



ALL ROUND  
COMFORT



ECO-FRIENDLY  
LIVING

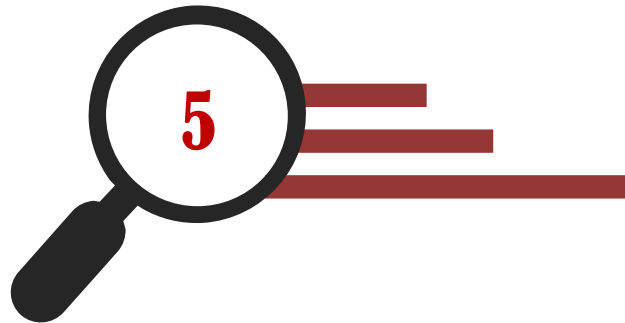


# Aarohan @Golf Course Road, Gurugram



## 100% Paid Land

Only Construction and allied costs remain to be spent. All Land related payments cleared .



**Expected Completion for phase I by June 2022.**



**~3.26 mn Sq. ft. Saleable area**

Entails a development of ~3.26 mn sq.ft. of Saleable Area in one of the most prime locations of Gurugram



# Aarohan Launch Video



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

# Aarohan Project Update



## Sales

**179 out of 382 Flats allotted**

More than 47 % of the phase 1 area is already sold  
i.e 0.43 mn. sq. ft.

## Increase in Project Size

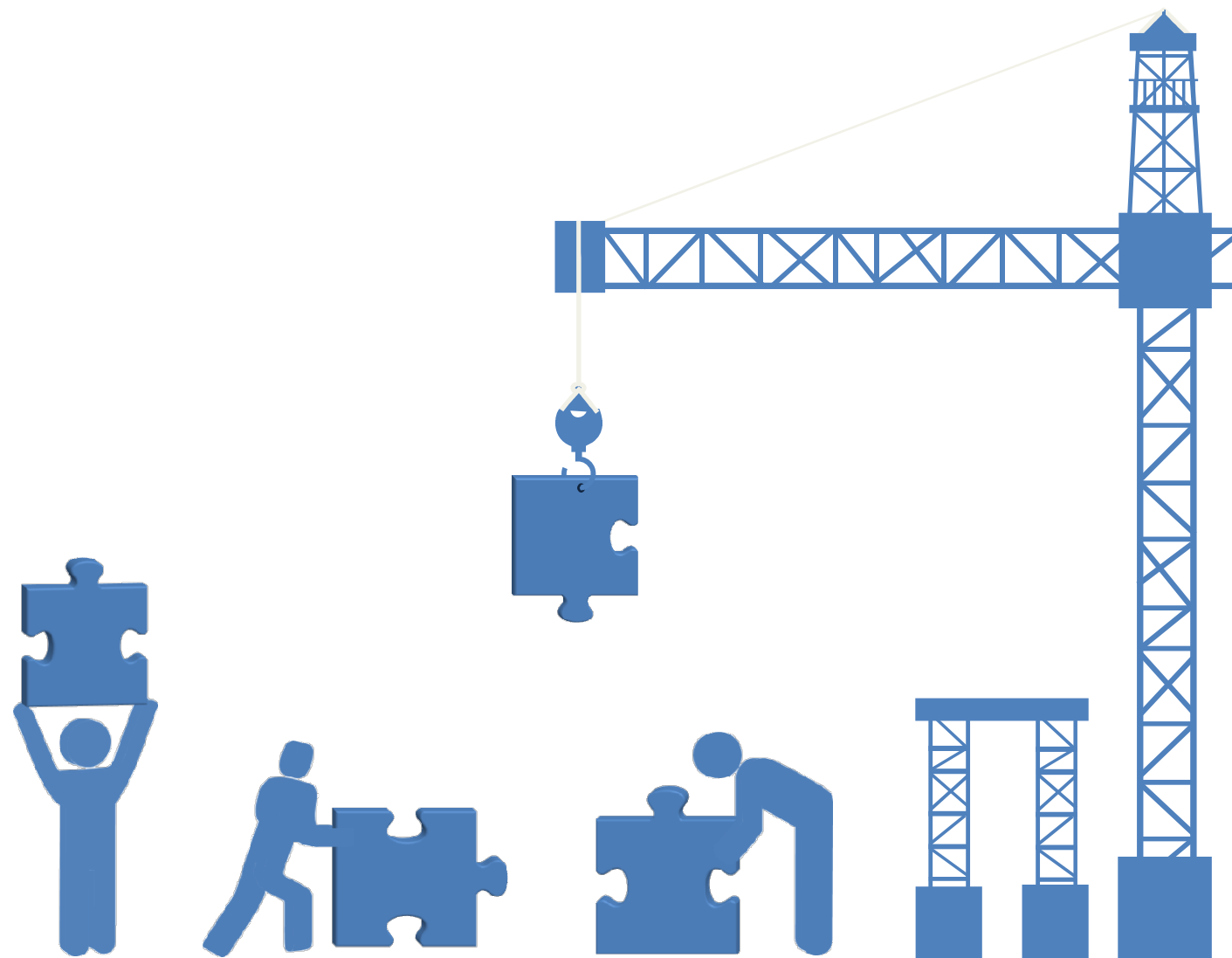
As per revised building plan based on recent TOD zone policy, the development Area in the project has been increased to 3.26 mn sqft with mix land use.

## FSI

## Approvals

## Approvals and EC

- EC for Phase I i.e. for Residential apartment in Place .
- RERA approval for Ph-I and commercial Tower in Place.\*
- Building plan for Phase II approved with Mix land use.
- EC for Phase II applied for .



**Other Projects**

# Completed Residential Projects



**Vipul Gardens**  
Golf Course Rd., Gurugram  
Completed in 2005.  
Area 0.67 Mn. Sq. Ft.



**Vipul Greens**  
Sec 48, Gurugram  
Completed in 2012.  
Area 1.33 Mn. Sq. Ft.



**Vipul Belmonte**  
Golf Course Rd, Gurugram  
Completed in 2013.  
Area 0.99 Mn. Sq. Ft.



**Vipul Floors**  
Sec 48, Gurugram  
Completed in 2015.  
Area 0.09 Mn. Sq. Ft.



**Vipul Floors**  
Ardee City, Gurugram  
Completed in 2004.  
Area 0.11 Mn. Sq. Ft.

# Completed Commercial Projects



**Vipul Square**  
Gurugram  
Completed in 2003.  
Area 0.16 Mn. Sq. Ft.



**Vipul Plaza**  
Sec 54, Gurugram  
Completed in 2005.  
Area 0.21 Mn. Sq. Ft.



**Vipul Agora**  
MG Road, Gurugram  
Completed in 2006.  
Area 0.17 Mn. Sq. Ft.



**Vipul Tech Square**  
Golf Course Rd., Gurugram



**Vipul Trade Centre**  
Sec 48, Gurugram



# Projects to be completed within 1 year



Details as on 31.03.2018

Project Name	Nature	Project Size	Value of Sales	Unsold Area	Total Project Cost-incurred	Pending Cost to be incurred
		(sq. ft.)	(Rs. Cr)	(sq. ft.)	(Rs. Cr.)	(Rs. Cr)
Tatvam Villa, Gurugram	Residential	1,143,150	836	-	594	1
Plotted Colony , Vipul world Gurugram (incl. Institutional Area & EWS)	Residential	2,024,505	313	40,581	349	0
Vipul Business Park, Gurugram	Commercial	324,873	161	17,619	133	2
SCO, Ludhiana	Commercial	21,020	3	12,265	3	0
Vipul World Floor, Ludhiana	Residential	47,037	4	30,037	6	1
Vipul Garden, Bhubaneswar	Residential/commercial	974,150	227	22,832	217	4
<b>Total</b>		<b>4,534,735</b>	<b>1,544</b>	<b>123,334</b>	<b>1,302</b>	<b>8</b>



# Projects to be completed between 1-3 years



Details as on 31.03.2018

Project Name	Nature	Project Size	Value of Sales	Unsold Area	Total Project Cost-incurred	Pending Cost to be incurred
		(sq. ft.)	(Rs. Cr)	(sq. ft.)	(Rs. Cr.)	(Rs. Cr)
Vipul Lavanya, Gurugram	Residential	912,011	336	43,900	241	48
Vipul Lavanya, Gurugram	Residential (EWS)	20,235	1	9,915		
Vipul Plaza, Faridabad	Commercial	298,385	55	161,249	83	10
Vipul Pratham, Bawal	Residential	299,145	82	22,075	48	43
Vipul Greens, Bhubaneswar	Residential	406,526	126	73,934	144	10
Vipul Plaza, Bhubaneswar	Commercial	67,157	37	9,029	19	3
<b>Total</b>		<b>2,003,459</b>	<b>635</b>	<b>320,102</b>	<b>535</b>	<b>115</b>

# Land Bank



**220**  
**Acres**

**Gurugram, Ludhiana, Bhubaneswar,  
Bawal**

**Potential  
Landbank**

**Well Spread Land bank**

**Group Housing, Residential,  
Commercial**

**>75%**

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

**Gurugram Based Landbank**



## Financials

# Financial Highlights



	Standalone		Consolidated			
Particulars [Rs. mn]	FY18*	FY17*	FY16	FY15	FY14	FY13
<b>Total Income</b>	<b>2,692</b>	<b>2,264</b>	<b>1,963</b>	<b>2,372</b>	<b>2,675</b>	<b>4,157</b>
<b>EBITDA</b>	<b>311</b>	<b>208</b>	<b>247</b>	<b>136</b>	<b>148</b>	<b>401</b>
<b>EBITDA %</b>	<b>11.55%</b>	<b>9.18%</b>	<b>12.60%</b>	<b>5.70%</b>	<b>5.50%</b>	<b>9.70%</b>

	Standalone		Consolidated			
Particulars [Rs. mn]	FY18*	FY17*	FY16	FY15	FY14	FY13
<b>Total Debt</b>	<b>6,383</b>	<b>4,315</b>	<b>3,787</b>	<b>2,988</b>	<b>1,415</b>	<b>1,422</b>
Long Term Debt	3,956	2,584	1,934	1,474	138	311
Short Term Debt	2,427	1,731	1,853	1,514	1,277	1,111

\* as Per IND-AS

# Way Forward



**Adopting Asset Light Model**

**Exploring 'Development Fee'  
Model in Partnership with existing  
Financial Institutions**

**Sustainable Growth Path  
+  
Strengthening Brand  
Equity**

**Increasing Presence in  
Gurgaon/NCR by way of  
JV/JDA model**

**Will look to add Projects  
under these model by 2020**

# Contact us



**For further information, please contact:**

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**Company :**

**Vipul Limited**

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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 / Mr. Pratik R. Shah

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