



VASCON

Date: August 13, 2019

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

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,**

Vibhuti Dani
Company Secretary and 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

This document is signed electronically



VASCON



INVESTOR PRESENTATION | August 2019

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KEY HIGHLIGHTS



EPC Business

Rs 1,079 Cr
Total Order Book

Rs 949 Cr
External Orders

Rs 130 Cr
Internal Orders

Order Intake of **Rs 276 Cr** in Q1FY20
(Received **Rs 104 Cr** order from **Pune Municipal Commission** & **Rs 172 Cr** order from **Tycoons Avanti Projects LLP**)



Real Estate Business

Witnessing decent traction in sales of **Good Life & Windermere projects**

New Sales booking of **46,720 sqft** for a total sales value of **Rs 44 Cr** in Q1FY20

P&L HIGHLIGHTS

Particulars (Rs. Cr)	Standalone		Consolidated	
	Q1 FY20	Q1 FY19	Q1 FY20	Q1 FY19
Revenue	95.63	93.88	130.68	136.97
Other Income	9.91	4.12	10.80	6.71
Total Income	105.54	98.00	141.48	143.68
Construction Expenses / Material Consumed	76.34	69.67	97.04	104.71
Employee Cost#	10.74	11.86	18.21	18.56
Other Expenses	5.87	7.97	10.92	13.11
EBITDA	12.59	8.50	15.31	7.30
EBIDTA Margin (%)	12%	9%	11%	5%
Depreciation	2.04	1.84	3.54	3.15
Finance Costs	5.22	5.17	6.11	6.06
Profit Before Tax	5.33	1.49	5.66	(1.91)
Tax	-	-	-	-
Profit After Tax	5.33	1.49	5.66	(1.91)
Other Comprehensive Income	0.09	0.34	0.09	0.34
Total Comprehensive Income	5.42	1.83	5.75	(1.57)

SEGMENTAL PROFIT & LOSS - AFTER ALLOCATION

Particulars (Rs. Cr)	RE#	EPC##	GMP	Inventorised	Total
Revenue	42.53	62.64	34.52		139.69
Cost of Sales	37.12	47.53	20.47	1.00	106.12
Gross Profit	5.41	15.11	14.05		33.57
Gross Profit Margin %	13%	24%	41%		24%
Other Income	4.15	5.94	1.35		11.44
Employee Cost	4.31	6.43	7.47		18.21
Other Expenses	3.61	2.69	5.19		11.49
EBITDA	1.64	11.93	2.74		15.31
EBIDTA Margin (%)	4%	19%	8%		11%
Depreciation	0.46	1.62	1.46		3.54
EBIT	1.18	10.31	1.28		11.77
EBIT Margin (%)	3%	16%	4%		8%
Finance Costs					6.11
Profit Before Tax					5.66
Tax					-
Profit After Tax	-	-	-		5.66

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

VASCON – AT PRESENT



ENGINEERING PROCUREMENT & CONSTRUCTION

One of the leading EPC Company in India

REAL ESTATE DEVELOPMENT

Focus on Affordable Housing



200+
COMPLETED
PROJECTS



PROJECTS
ACROSS
30+ Cities



AN ISO 9001:2000
& ISO 14001:2004
COMPANY



50+ MILLION
SQUARE FEET
DELIVERED



ENGINEERING PROCUREMENT & CONSTRUCTION

EPC BUSINESS



- **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 - 489
- **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 Affordable Housing
 - 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

Cipla

IBM

**THE
PARK**
Hotels

 **SYMBIOSIS**
INTERNATIONAL (DEEMED UNIVERSITY)

Dr.Reddy's 

एन बी सी सी
NBCC

DLF 

Sahyadri
Hospitals 

GAR

SANOFI 

ZenSar

HYATT


TATAHOUSING

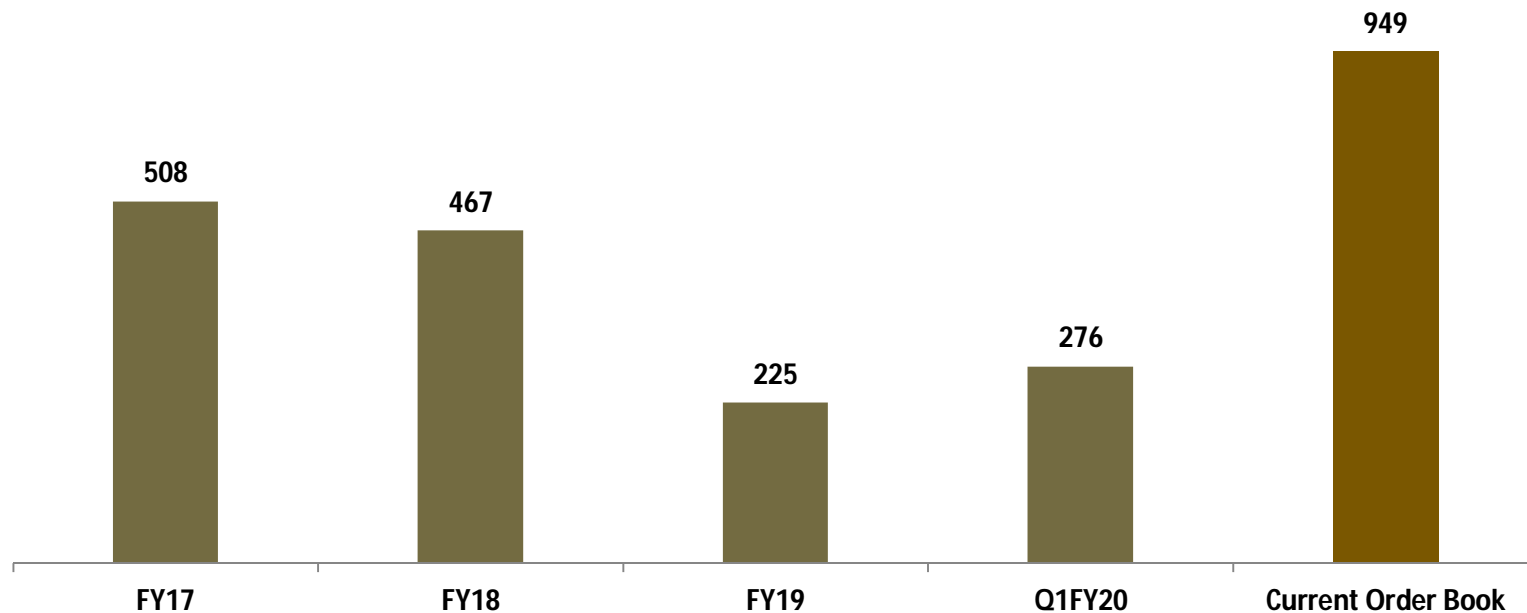

NOVOTEL
HOTELS


GIM
GOA INSTITUTE OF MANAGEMENT
PANAJI

 **GLOBAL**
HOSPITALS
more to life

MAINTAINING CONSISTENT QUALITY STANDARDS ENSURING REPEAT ORDERS

CONSISTENT EXTERNAL ORDER INTAKE



**EXECUTION OF NEW ORDERS TO IMPROVE REVENUE & CAPACITY UTILISATION...
LEADING TO BETTER OPERATING MARGINS**

EXISTING ORDER BOOK

Project	Location	Amt (Rs. Cr)
External Order book		
Tycoon	Mumbai	172
Adhiraj	Mumbai	124
PMC-Affordable Housing	Pune	103
Kailash Enclave	Lucknow	84
Adampur Airport	Adampur	81
Ayyalur	Ayyalur, Andhra Pradesh	78
Godrej Greens	Pune	62
Adoni	Adoni, Andhra Pradesh	52
Sheth Creators – Malad (I&II)	Mumbai	43
Godrej Laguna	Chennai	34
Sriram Educational Trust	Chennai	26
Everest Enclave	Lucknow	26
TNMC	Chennai	8
Other Projects		56
Total		949
Internal Order book		
Windermere-Bunglows	Pune	33
Hadapsar School	Pune	11
Forest Edge	Pune	12
Katvi-Affordable Housing	Talegaon, Pune	74
Total		130
Total EPC Business Order book		1,079

READY TO CAPITALIZE ON THE GROWTH OPPORTUNITIES



Housing for all 2022

1. Opportunity under PMAY(U), Smart Cities, AMRUT, HIRDAY.
2. Housing shortage of 19 million in Urban Areas
3. Government investment of Rs. 2 trillion for Housing for all 2022



Education & Hospitality

1. Government focus on developing Educational Institutions and Hospitals
2. Higher Education funding agency (HEFA) outlaid funding of Rs. 53 billion for development of IITs, IIMs, IISERs, IISc, NIT and 44 new KVs



Airports

1. Government aims to spend Rs. 250 billion for development of 20 plus airports over the next 5 years



Growing demand for Commercial and Retail Space

1. Organised Retail to grow by 25-30% annually
2. Huge Demand for Commercial Space in Metros due to rapid growth in service Sector

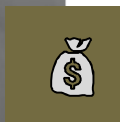
GOVERNMENT INITIATIVES IN REAL ESTATE SECTOR



Pradhan Mantri Awas Yojana – Urban - Sanctioned **Rs. 4.83 lakh crore** for the Construction of over **81 lakh houses**, construction started of about 47 lakh houses



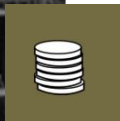
Pradhan Mantri Awas Yojana – Gramin aims to achieve "Housing for All" by 2022- In Second Phase i.e. 2019-20 to 2021-22, to provide **1.95 crore houses** with basic amenities



Investment of **Rs. 100 lakh crore** in infrastructure intended over the next five years



To use Joint development and concession mechanisms for public infrastructure and affordable housing on land parcels held by the Central Government and CPSEs

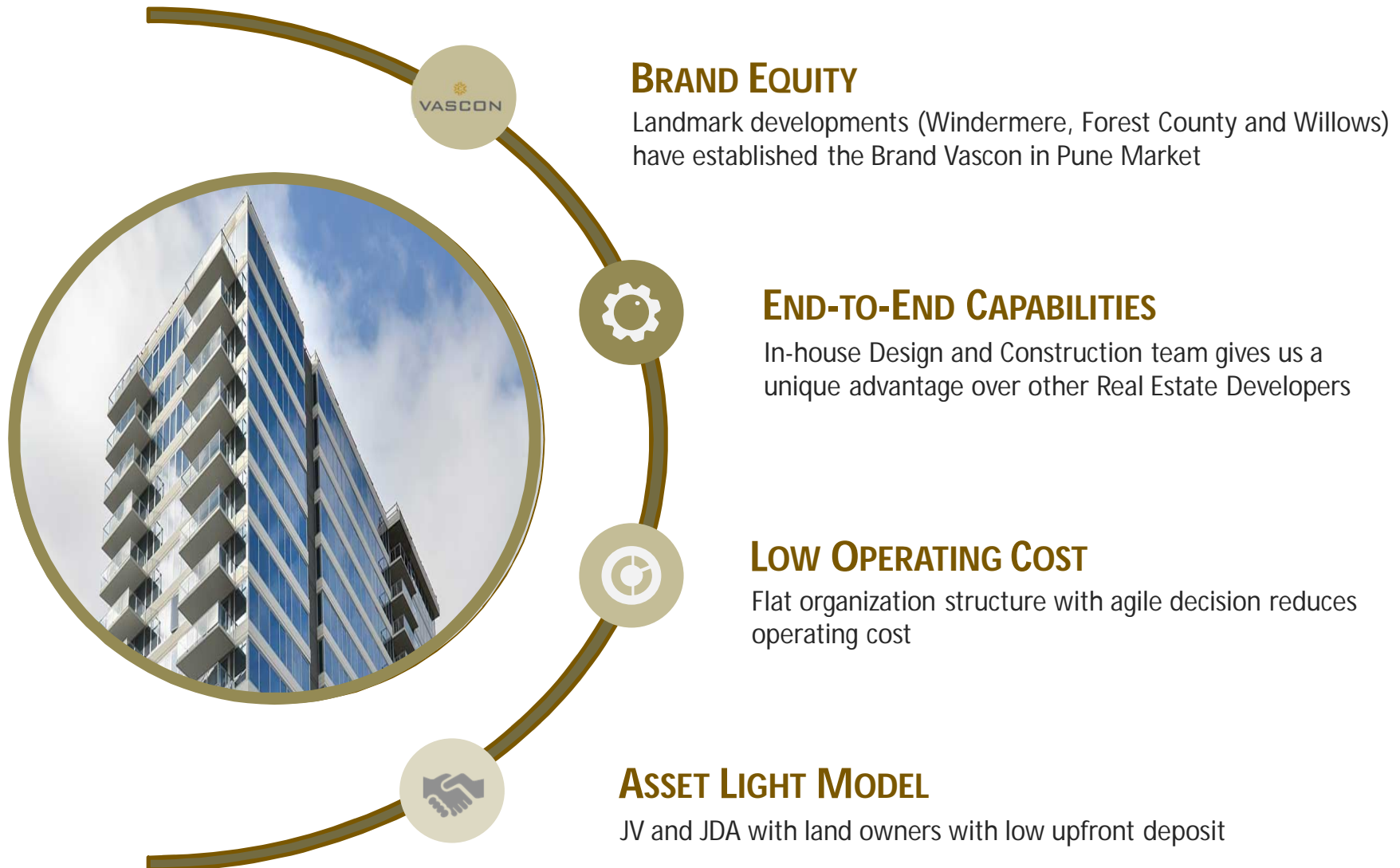


Government launched **The Liquidity Infusion Facility (LIFT)** scheme to infuse **Rs. 10,000 crore** in housing finance sector which will be valid upto 30th June 2020. HFCs registered with NHBs with minimum internal rating of 'B' will be eligible to withdraw maximum amount of **Rs. 500 crore** under this scheme



REAL-ESTATE DEVELOPMENT

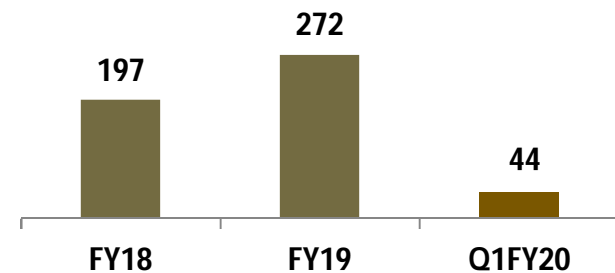
REAL ESTATE BUSINESS



SUCCESSFULLY LAUNCHED REAL ESTATE PROJECTS

PROJECTS	DEV. AREA (MSFT)	LAUNCH	STATUS
Forest Edge (JV)	0.08	Jan 2018	Fully sold
Windermere (JV)#	0.38	Mar 2018	55% sold
Vascon Goodlife – Value Home (Own)	0.30	May 2018	60% sold
Forest County	0.18	Dec 2018	75% sold
Xotech	0.04	Oct 2018	Fully Sold

REAL ESTATE SALES (RS CR)



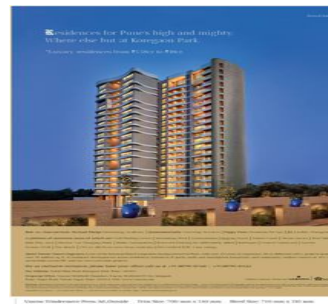
**“FOREST EDGE” –
KHARADI, PUNE**



**VASCON GOODLIFE -
KATVI, TALEGAON**



**RE-LAUNCH OF
WINDERMERE#**



XOTECH- PUNE



**FOREST COUNTY -
KHARADI**



NEW SALE BOOKING OF ~46,720 SQFT FOR A TOTAL SALES VALUE OF ~RS. 44 CR IN Q1FY20 AGAINST SALE BOOKING OF 4,20,998 SQFT FOR A TOTAL SALES VALUE OF ~RS. 272 CR IN FY19

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	Pune	JV	50%	0.08	0.08	54	29	27	15	-
Forest County	Pune	JV	50%	0.18	0.11	99	9	50	5	-
Windmere Residential	Pune	JDA	45%	0.38	0.21	244	173	110	78	105
Platinum Square (I&II)	Pune	JV	70%	0.13	0.13	133	111	93	78	93
Vascon GoodLife	Talegaon	Own	100%	0.46	0.18	64	14	64	14	-
Xotech (I&II)	Hinjewadi	JV	50%	0.08	0.08	36	28	18	14	18
Total				1.31	0.79	630	364	361	203	216

REAL ESTATE PROJECTS PIPELINE

Sr. No.	Projects	Type	Segment	Saleable Area	Expected Sales Value
				msft	(Rs. in Cr)
1	Coimbatore	JDA	Residential	0.33	179
2	Forest Edge - Tower B	JV	Residential	0.08	53
3	Madurai	JDA	Residential	0.49	220
4	Bavdhan - Comm	JDA	Commercial	0.23	158
5	Willows - Comm	JV	Commercial	0.23	191
6	Forest County - HDH	JV	Residential	0.35	245
7	Kalyani Nagar - Comm	JDA	Commercial	0.30	330
8	Kalyani Nagar	JDA	Residential	0.50	550
	Total			2.49	1,926

THANK YOU!



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