



Date: September 29, 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: Scrip Code: 533156

Ref Symbol: VASCONEQ

Subject: 32nd Annual General Meeting Presentation

Dear Sir/ Madam,

Please find enclosed herewith Presentation of the Company given during Annual General Meeting of the Company.

This is for your information and records.

Thanking you,

Yours faithfully,

For Vascon Engineers Limited,

MUTHUSWAMY

KRISHNAMURTHI

HI

M. Krishnamurthi

Company Secretary & Compliance Officer

Digitally signed by MUTHUSWAMY
KRISHNAMURTHI
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cn=MUTHUSWAMY KRISHNAMURTHI
Date: 2017.09.29 12:23:42 +05'30'

Enclosures: as above

VASCON ENGINEERS LTD.

Corporate Office: Vascon Weikfield Chambers, Vascon Weikfield IT City Infopark, Pune-Nagar Road, Viman Nagar, Pune - 14.

Tel: +91 20 3056 2100/200/300, Fax: +91 20 3056 2600, Web: www.vascon.com

Registered Office: 15/16 Hazari Baugh, L B S Marg, Vikhroli (W) Mumbai - 83. CIN: L70100MH1986PLC038511

EPC | INDUSTRIAL | RESIDENTIAL | COMMERCIAL | IT PARKS | INSTITUTES | CLEAN ROOM SOLUTIONS

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VASCON

PRESENTATION **SEP. 2017**

**WELCOME TO 32ND
ANNUAL GENERAL MEETING**



AGENDA

- VASCON – "RE-INVENTING ITSELF"
- KEY DEVELOPMENTS
- STRATEGY

"RE-INVENTING ITSELF"

VASCON - "RE-INVENTING ITSELF"



EPC Business

- Cumulative construction of over **50 mn. sq ft. across 200 projects**
- Current order book of over **Rs 706 cr.**
- Current execution capability of over **8 mn. sq ft. per year**

Real Estate

- **Asset Light** Real Estate business mainly present in Pune & tier II cities
- **Cost efficient development model** through JVs and JDAs
- Fully paid land bank; **Developable area of more than 30 mn. sq ft.**

Our Subsidiary **GMP Technical (85% stake)** - one of the largest manufacturer of Clean Room Partitioning Systems

EPC BUSINESS - EXECUTING PROJECTS ACROSS SEGMENTS



Construction experience across various verticals

- Executed more than 200 projects with construction area of over 50 mn. sq ft.
- Residential Complex, Commercial Buildings, IT Parks, Hospitals, etc.

Established brand name

- Known for quality, transparency, reliability, ethics & value
- Consistent high quality standards and timely execution of projects
- Repeat orders from clients testimony of standards delivered

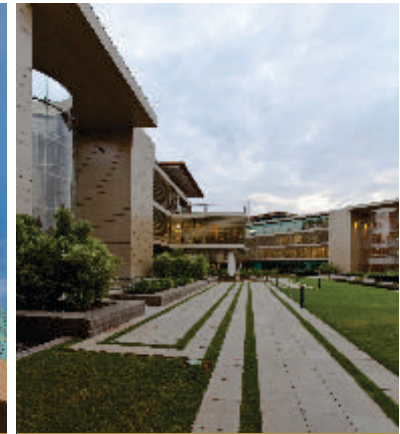
Capability to provide turnkey & customized solutions

- Activities such as project management, engineering and design of the entire project

Marquee projects



Ruby Mills



Suzlon One Earth

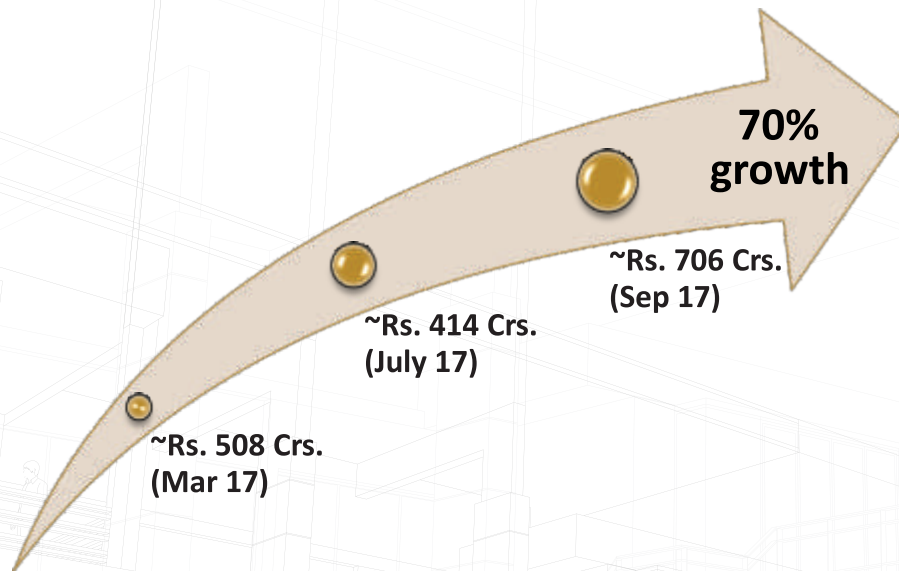


Symbiosis Institute



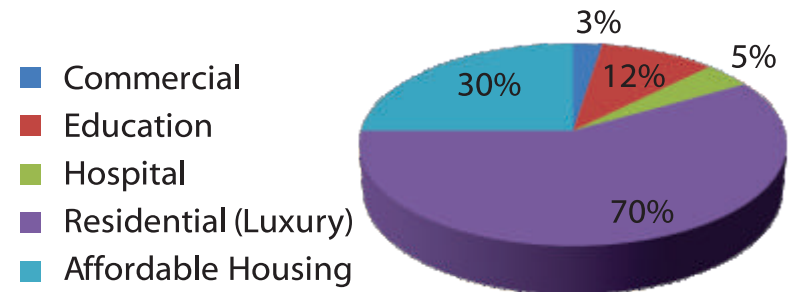
Delhi MLCP Airport

EPC BUSINESS – ROBUST ORDER BOOK OF RS. 706 CR

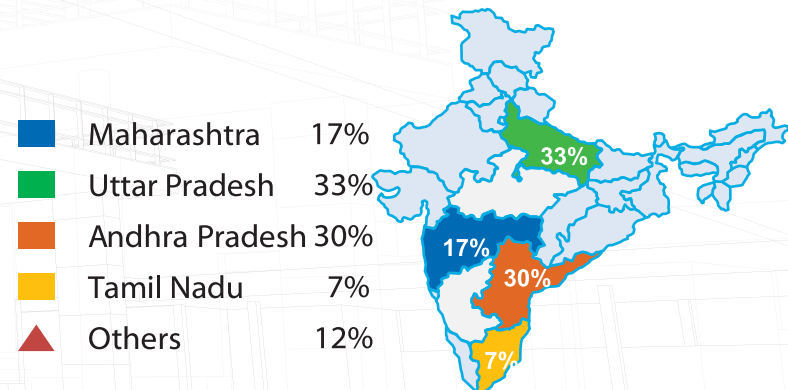


Successfully bagged order of Rs. 236 cr. for Affordable Housing space in Andhra Pradesh in September 2017

Segment-wise order book split



Geographical order book split



REAL ESTATE BUSINESS – MONETIZING CURRENT PORTFOLIO



VASCON

Asset Light Business Model

- **No Land Investment** - Joint Ventures (JVs) & Joint Development Agreements (JDAs) preferred
- Every project to have certain economic size and beyond threshold margin



Marigold, Kalyani Nagar

Monetizing Existing Land Parcels

- Exit the land parcels which do not fit in the long term strategy
- **Dedicated team** with clear focus to liquidate non-core assets
- **Land Parcels with clear visibility** from sales velocity to be launched and monetized



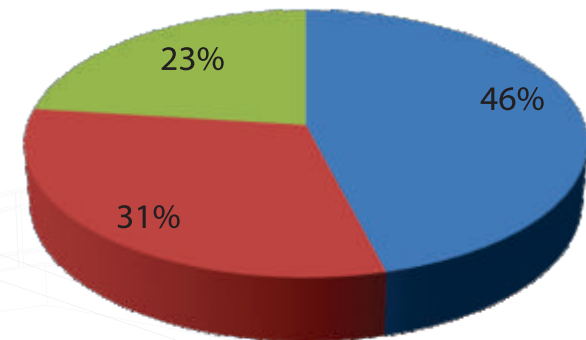
Zircon, Viman Nagar

CURRENT REAL ESTATE PORTFOLIO

Particulars	Project Area (Acres)	Saleable area (mn sqft)	Vascon Share Saleable Area (mn sqft)
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

Geographical land bank split

■ Mumbai/Thane ■ Pune ■ Others



2.4 mn. sq ft. area under development

WHAT HAS CHANGED FOR VASCON IN LAST 6 MONTHS



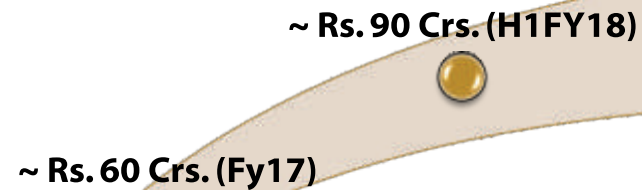
VASCON

Real Estate - Team Size



Aggressive and young management team
Target of 100 Associates by Mar 18

Real Estate - Sales



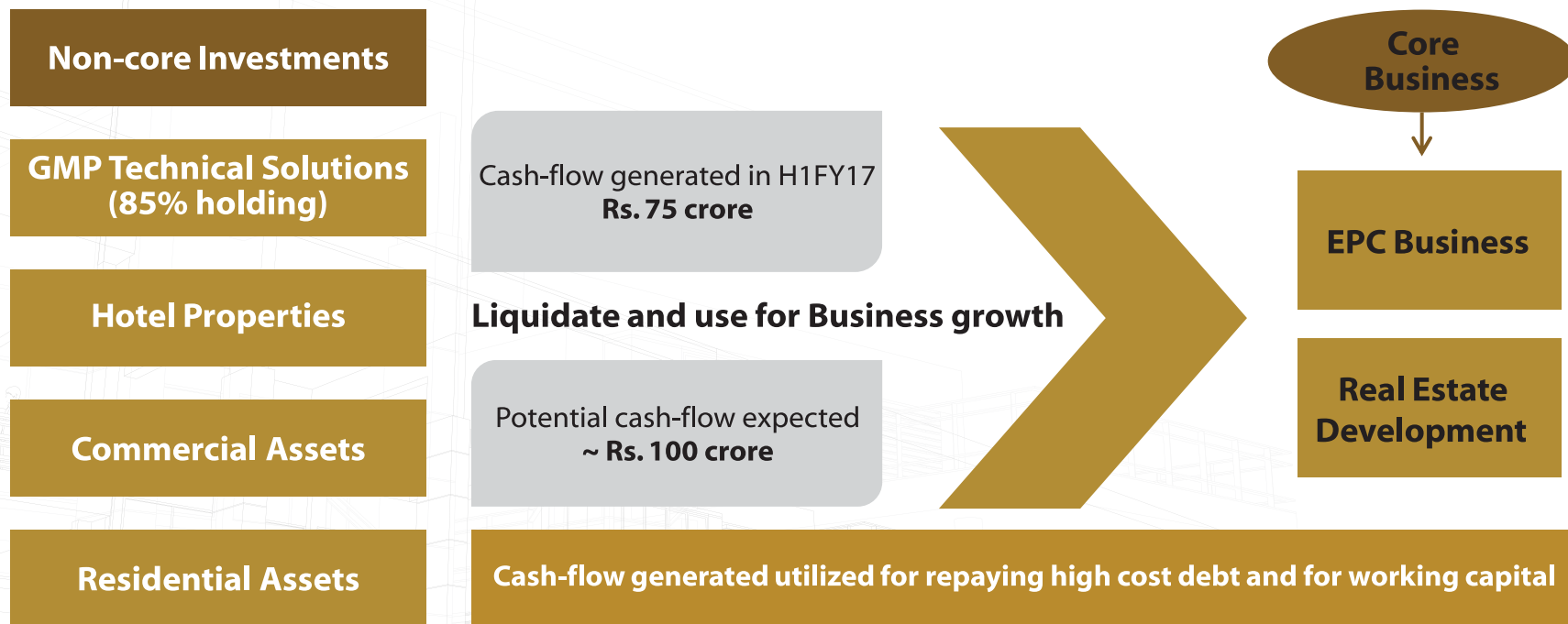
Planned launches of 5 projects in next 6-8 months

STRATEGY GOING FORWARD

STRATEGY GOING FORWARD



LIQUIDATING NON CORE INVESTMENTS



NEW LAUNCHES IN REAL ESTATE



Platinum Square - Phase II Successful launch in Sep 2017



Q2 Sales Rs.47.11 Cr.

Ultramodern Luxury Boutique Offices in Viman Nagar,
Pune Area of 91,200 sq. ft. of which 79,000 sq ft. sold
~ 90% of the project

Forest County - Phase III Launch expected by Q3 FY18



Phase I & II fully sold out

Residential Project in Kharadi, Pune
Area of 360,000 sq ft.

AFFORDABLE HOUSING HUGE OPPORTUNITY



Government's Focus on Affordable Housing Space

- Emphasis for Housing for All by 2022 – Strong Government focus
- Aim to build 60 million new low-cost houses over the next 6 years
- Incentivizing Affordable Housing by increasing project completion timeline to 5 years from 3 years
- Affordable Housing projects granted "infrastructure status," making them eligible for state incentives, subsidies, tax benefits and institutional funding
- There is a huge latent demand in the affordable housing segment to be captured if one offers the right product at the right price
- The idea is to create a strong "Affordable Housing Brand" which becomes a benchmark for affordable housing in the country

Affordable Housing to act as a fuel that would drive the company forward

PREPARING TO CAPITALIZE OPPORTUNITY IN 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 & cost • Target positive cash flow in every project • Reduce exposure to private sector contracts/ escalation specific contract terms	• Liquidate significant inventory at launch to generate better cash flow

AFFORDABLE HOUSING FORAY

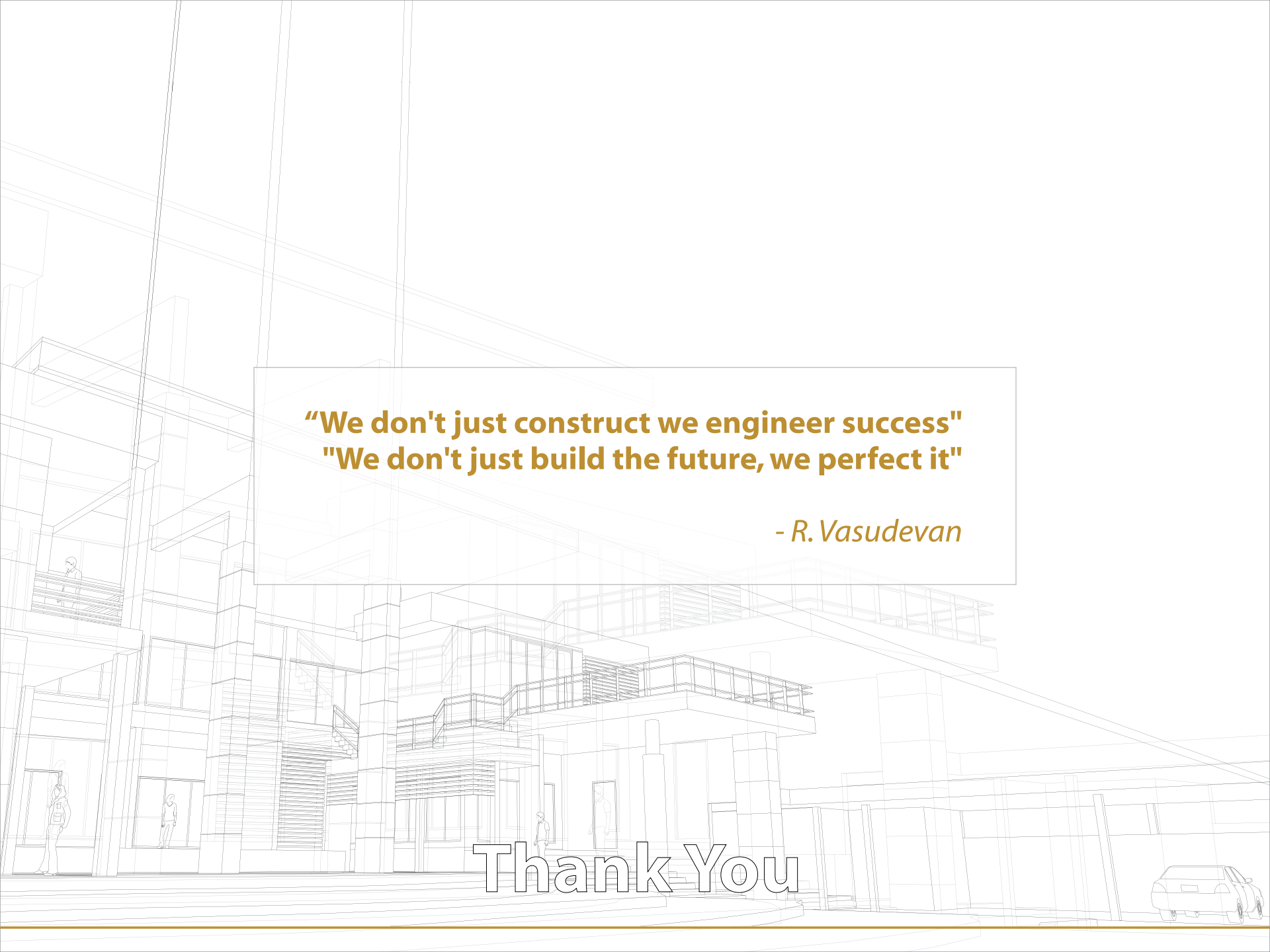


New order Procured – EPC

- Order of Rs. 236 Crores from Shapoorji Pallonji
- Construction of Affordable Housing in Andhra Pradesh
- To be executed in 13 months

New Planned Launches – Real Estate

1	Katvi, Pune	• Foray into affordable housing project • Total potential area of ~ 0.46 mn. sq ft. • Land owned by Vascon
2	Talegaon, Pune	• Joint venture – Next launch in the affordable segment • Total Potential area of ~1.16 mn. sq ft.



**"We don't just construct we engineer success"
"We don't just build the future, we perfect it"**

- R. Vasudevan

Thank You