



Date: May 17, 2016

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: VASCON EQ

Ref: Scrip Code: 533156

Subject: Press Release.

Dear Sir/ Madam,

Please find enclosed press release by the Company Post Board meeting.

This is for your information and records.

Thanking you,

Yours faithfully,

For Vascon Engineers Limited,

SANTHANAM
DORAISWAMY

Digitally signed by SANTHANAM DORAISWAMY
DN: c=IN, o=Personal, CN=3112841,
postalCode=411014, st=Maharashtra,
serialNumber=009F73872a30965234dc35a1b736
88b409b75c072ab4a0ab23d14ebc2487,
cn=SANTHANAM DORAISWAMY
Date: 2016.05.17 17:56:33 +05'30'

D. Santhanam
CFO

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

Press Release

Strong Turnaround in Net Profit Before Tax at Rs.15.55 Crore in FY16
Total Income at Rs. 658.58 Crore
EBITDA of Rs. 75.18 Crore

Pune, Maharashtra, May 17, 2016: Vascon Engineers Limited (BSE: 533156 / NSE: VASCONEQ), a leading Company in EPC, Clean Room Partitioning and Real Estate, announced its results for the Quarter and Year ended 31st March 2016.

Consolidated Financials (Rs. in Crore)

Particulars	FY16	FY15	Q4 FY16	Q4 FY15
Total Income	658.58	637.98	189.98	169.77
EBITDA	75.18	(80.43)	21.59	(54.39)
Profit Before Tax	15.55	(136.55)	10.01	(72.45)

Performance Highlights

- Consolidated Revenue of Rs. 658.58 Crore in FY16 as compared to Rs. 637.98 Crore in FY15
 - EPC: Rs. 275.10 Crore
 - Real Estate: Rs. 130.28 Crore
 - Clean Room Partitions & BMS: Rs. 243.41 Crore
- Consolidated Revenue of Rs. 189.98 Crore in Q4 FY16 as against Rs. 169.77 Crore in Q4 FY15
 - EPC: Rs. 67.78 Crore
 - Real Estate: Rs. 28.50 Crore
 - Clean Room Partitions & BMS: Rs. 88.27 Crore
- EBITDA of Rs. 75.18 Crore in FY 16 as compared to loss of Rs. 80.43 Crore in FY15
- EBITDA of Rs. 21.59 Crore in Q4 FY16 as compared to loss of Rs. 54.39 Crore in Q4 FY15
- Strong turnaround in Profitability for the year and quarter ending March 2016
 - Net Profit Before Tax of Rs. 15.55 Crore in FY16 against loss of Rs.136.55 Crore in FY15
 - Net Profit Before Tax of Rs. 10.01 Crore in Q4 FY16 as compared to loss of Rs. 72.45 Crore in Q4 FY15

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Commenting on the results, Mr. R. Vasudevan, Managing Director, Vascon Engineers Ltd said: "Our focus on cost optimization across all business segments, cash flow generated from Rights issue, focus on quality projects and sale of non-core assets has helped the Company to turnaround during the financial year 2016. We continue to focus on Cash flow generation by monetising non-core investment and assets will help us to improve liquidity in business and achieve higher growth."

Focus on improving operational efficiency

- Continuing process of reducing overheads to improve margins
- Repayment of Debt of Rs. 62 Crore in FY16 through fund raised from Right Issue has improved Balance Sheet quality
- Continuing process of monetization of non-core assets of around Rs. 75-80 Crore in next few quarters
- Debt/Equity improved to 0.3x in March 2016 as against 0.5x in March 2015

EPC Business

- Third party Order book of Rs. 781 Crore as on 31st March, 2016
- Order inflow of Rs. 286 Crore during FY16

Real Estate Business

- Cumulative area sold for the projects under construction is 2.03 mn sq.ft amounting to sales value of Rs. 1078 Crore of which Vascon's Share is Rs 638 Crore.
- Against Sales of 638 Crore, Vascon received Rs.534 Crore and recognized Revenue of Rs. 531 Crore upto March 31, 2016, balance Rs 104 Crore to be collected and & Rs 107 Crore Revenue to be recognized from sales already booked.
- During the financial year ended 31st March, 2016, additional sales booking of 1,36,170 sq.ft for a total value of Rs. 90.12 Crore was done.

Clean Room Partitions & BMS (GMP Technicals)

- BMS (Services) division turned positive due to reduction in manpower costs
- Clean Room Partition (Manufacturing) division growing consistently
- Focusing on higher utilization of the manufacturing facilities with focus on cost optimization to improve margins



- Clean Room Partitions are used extensively in Pharma & Healthcare industry ; huge demand potential from Semi-conductor and Solar panel industries. To cater additional demand and existing orders, Company is setting second operating facility in Mumbai (Bhivandi).

About Vascon Engineers Limited

Vascon Engineers Ltd is one of the leading EPC company in India and has presence in the asset light real estate business and in the high growth Clean Room Partition manufacturing & HVAC business. It is probably one of the rare companies that have the construction capabilities to execute not only its own real estate projects but also third-party contracts. Established in 1986 by Mr. R. Vasudevan, Vascon today employs more than 755 people.

The company has executed over 200 projects across all building segments since inception with an execution capability of ~8 mn sqft per year and has a track record of successful & timely execution of Landmark projects such as Ruby Mills (Mumbai), Suzlon One Earth (Pune), Nucleus Mall & Offices (Pune), Symbiosis College (Pune), IGI Airport MCLP (New Delhi), Cipla SEZ (Indore). The Company has its own manufacturing facility in Baddi (Himachal Pradesh) that is engaged in making fire doors, aluminum doors & windows, Clean Room Partition & windows, aluminum sections.

Earnings Conference Call – Q4 FY16

Vascon Engineers is organising an Earnings Conference Call to discuss its Quarterly Financial performance. The conference call details are as under:

Date: **Wednesday, May 18, 2016**

Time: **11:30 AM**

Dial-in Numbers: **+91 22 3960 0983 / +91 22 6746 5983**

For further information, please contact:

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Note: Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward looking statements. Vascon Engineers Ltd will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

