



Date: May 28, 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

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VASCON



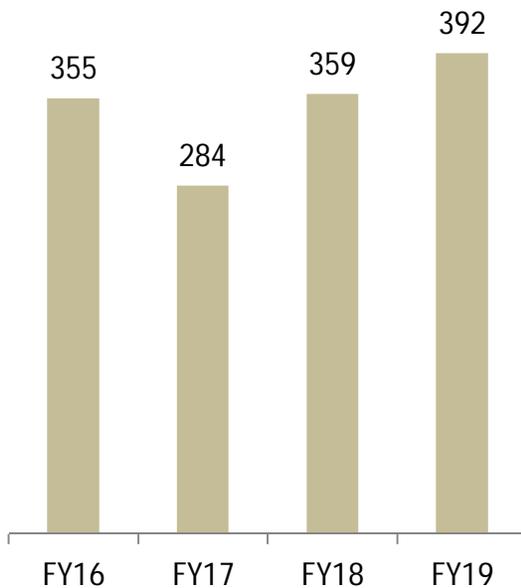
INVESTOR PRESENTATION | May 2019

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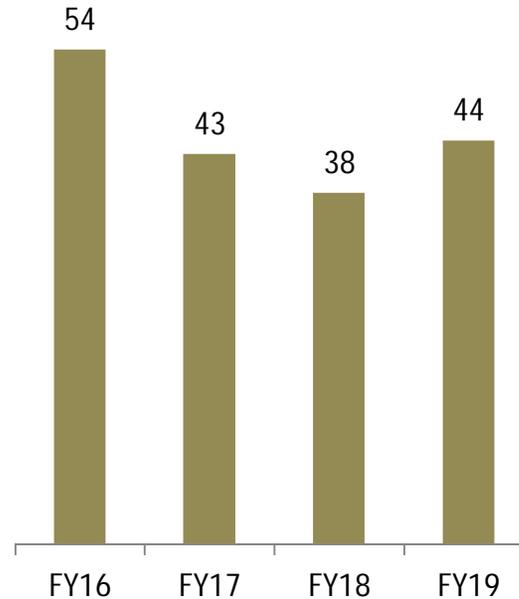
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DELIVERING CONSISTENT PERFORMANCE

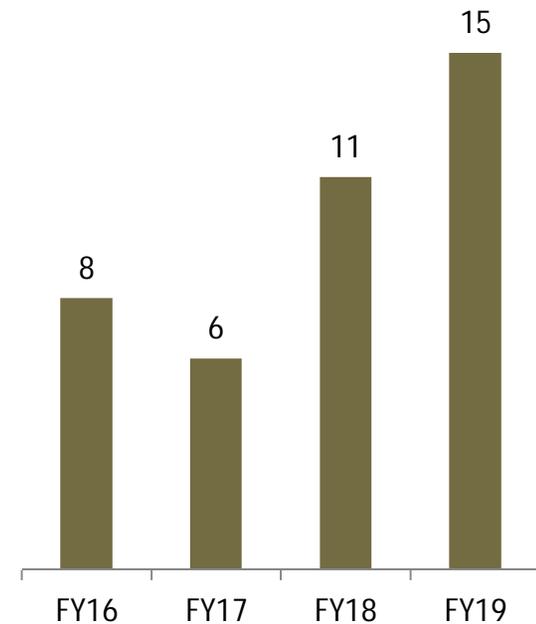
Revenue



EBITDA



PAT



STANDALONE NUMBERS (IN RS. CRS)

DESPITE CHALLENGING INDUSTRY ENVIRONMENT, COMPANY HAS MAINTAINED CONSISTENT REVENUE GROWTH AND FOCUSED ON BUILDING PROFITABILITY

KEY HIGHLIGHTS



EPC Business

Rs 1,044 Cr
Total Order Book

Rs 907 Cr
External Orders

Rs 137 Cr
Internal Orders

Rs 482 Cr Order Intake since Q1FY19 (includes **Rs 172 Cr** of order from **Tycoon Avanti Projects** in May 2019)



Real Estate Business

New Sales booking of **4,20,998 sqft** for a total sales value of **Rs 272 Cr** in FY19

Windermere - Sold **51,900 sqft** for a sales value of **82 Cr** in FY19, also received completion certificate for both the towers

ANNUAL P&L HIGHLIGHTS

Particulars (Rs. Cr)	Standalone		Consolidated	
	FY19	FY18	FY19	FY18
Revenue	363.45	335.35	524.11	540.58
Other Income	28.80	24.06	36.90	37.93
Total Income	392.25	359.41	561.01	578.51
Construction Expenses / Material Consumed	270.71	249.45	383.29	383.21
Employee Cost#	43.65	46.45	72.26	76.87
Other Expenses	33.36	25.22	61.47	73.83
EBITDA	44.53	38.29	43.99	44.60
EBIDTA Margin (%)	11%	11%	8%	8%
Depreciation	7.99	7.52	13.42	14.32
Finance Costs	22.35	19.36	26.32	25.28
Profit Before Tax	14.19	11.41	4.25	5.00
Tax	-1.02	0.02	-1.02	0.35
Profit After Tax	15.21	11.39	5.27	4.65
Other Comprehensive Income	-0.32	0.24	-0.54	0.58
Total Comprehensive Income	14.89	11.63	4.73	5.23

SEGMENTAL PROFIT & LOSS - AFTER ALLOCATION

Particulars (Rs. Cr)	RE (without effect for Ind AS 115)	RE#	EPC##	GMP	Inventorised	Total	Total (without effect for Ind AS 115)
Revenue	101.65	86.06	323.55	158.79		568.40	583.99
Cost of Sales	79.58	69.29	242.16	112.78	1.85	426.08	435.36
Gross Profit	22.07	16.77	81.39	46.01		142.32	148.63
Gross Profit Margin %	22%	19%	25%	29%		25%	25%
Other Income	5.72	5.72	22.46	11.18		39.36	39.36
Employee Cost	19.20	19.20	24.46	28.60		72.26	72.26
Other Expenses	19.60	18.68	17.81	28.60		65.09	65.47
EBITDA	(11.01)	(15.39)	61.58	(0.01)		44.33	50.26
EBIDTA Margin (%)	-	-	19%	-		8%	9%
Depreciation	1.23	1.23	7.11	5.25		13.59	13.59
EBIT	(12.24)	(16.62)	54.47	(5.26)		30.74	36.67
EBIT Margin (%)	-	-	17%	-3%		5%	6%
Finance Costs						26.39	26.39
Profit Before Tax						4.35	10.28
Tax						(0.92)	0.55
Profit After Tax		-	-	-		5.27	9.73

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

BALANCE SHEET- CONSOLIDATED

Rs. Cr	Mar- 19	Mar- 18	Rs. Cr	Mar- 19	Mar- 18
Non-current assets	345.39	386.66	Shareholder's Fund	699.59	679.00
Fixed assets	114.26	119.86	Share capital	178.14	174.14
Financial Assets	187.19	195.62	Other Equity	512.10	493.93
Other Non Current assets, Income Tax & Deferred Tax	43.94	71.18	Non Controlling Interest	9.35	10.93
Current assets	985.34	935.16	Non-current liabilities	159.30	115.17
Inventories	500.23	471.53	Long term borrowings	140.22	90.95
Investments	4.33	7.79	Other Financial liabilities	19.08	24.22
Trade receivables	201.67	205.58	Current liabilities	471.84	527.65
Cash and bank balances	72.12	55.83	<i>Short term borrowings</i>	92.76	111.58
Loans & Other Financial assets	188.96	169.12	Trade Payables	201.67	192.81
Other current assets	18.03	25.31	Other Financial liabilities	31.32	88.58
Total Assets	1,330.73	1,321.82	Other current liabilities & Provisions	146.09	134.68
			Total Liabilities	1,330.73	1,321.82

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

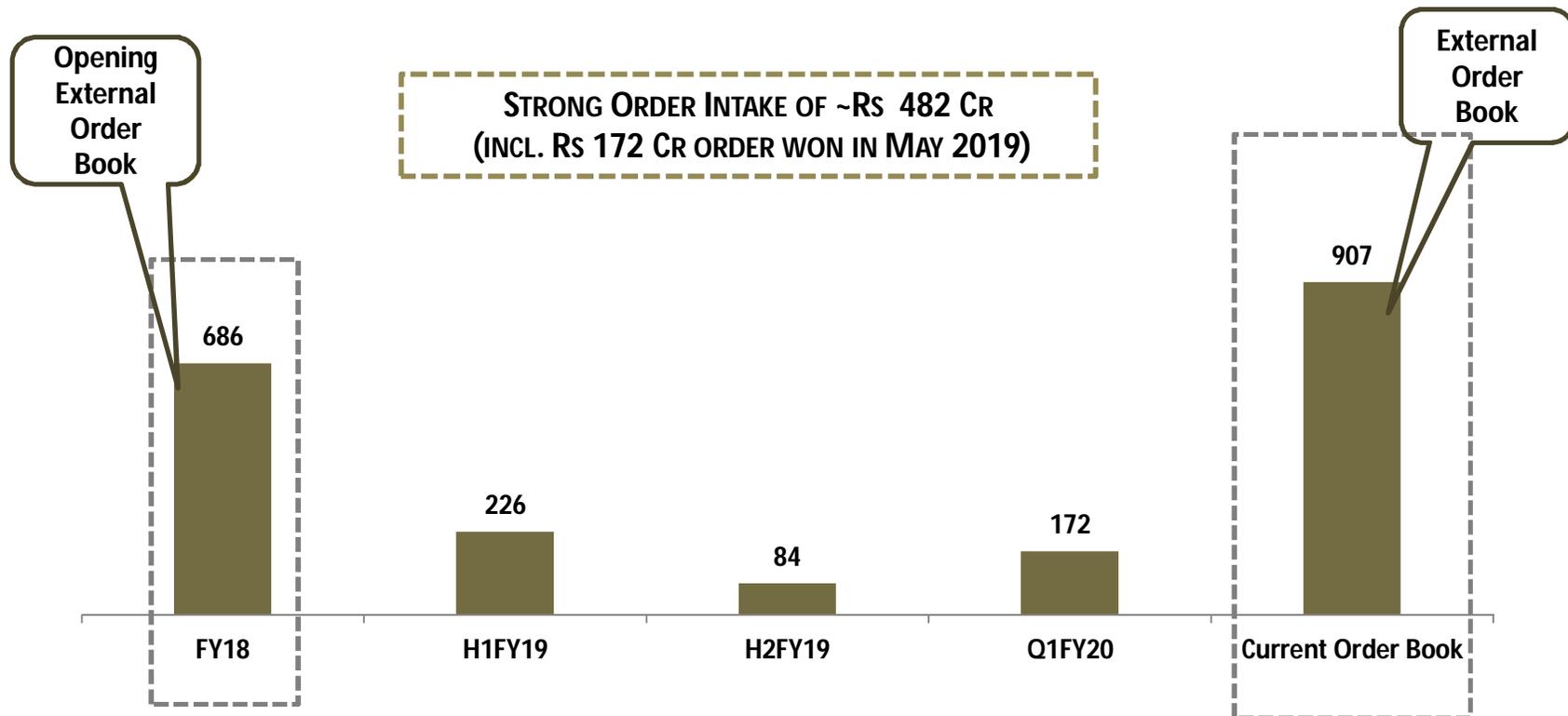

NOVOTEL
HOTELS


GIM
GOA INSTITUTE OF MANAGEMENT
PANAJI

 **GLOBAL**
HOSPITALS
more to life

MAINTAINING CONSISTENT QUALITY STANDARDS ENSURING REPEAT ORDERS

CONSISTENT 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	134
Kailash Enclave	Lucknow	90
Adampur Airport	Adampur	83
Ayyalur	Ayyalur, Andhra Pradesh	78
Godrej Greens	Pune	66
Sheth Creators – Malad (I&II)	Mumbai	70
Adoni	Adoni, Andhra Pradesh	52
Sriram Educational Trust	Chennai	31
Godrej Laguna	Chennai	34
Everest Enclave	Lucknow	29
TNMC	Chennai	17
Other Projects		51
Total		907
Internal Order book		
Windermere-Bunglows	Pune	33
Hadapsar School	Pune	15
Forest Edge	Pune	14
Katvi-Affordable Housing	Talegaon, Pune	75
Total		137
Total EPC Business Order book		1,044

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



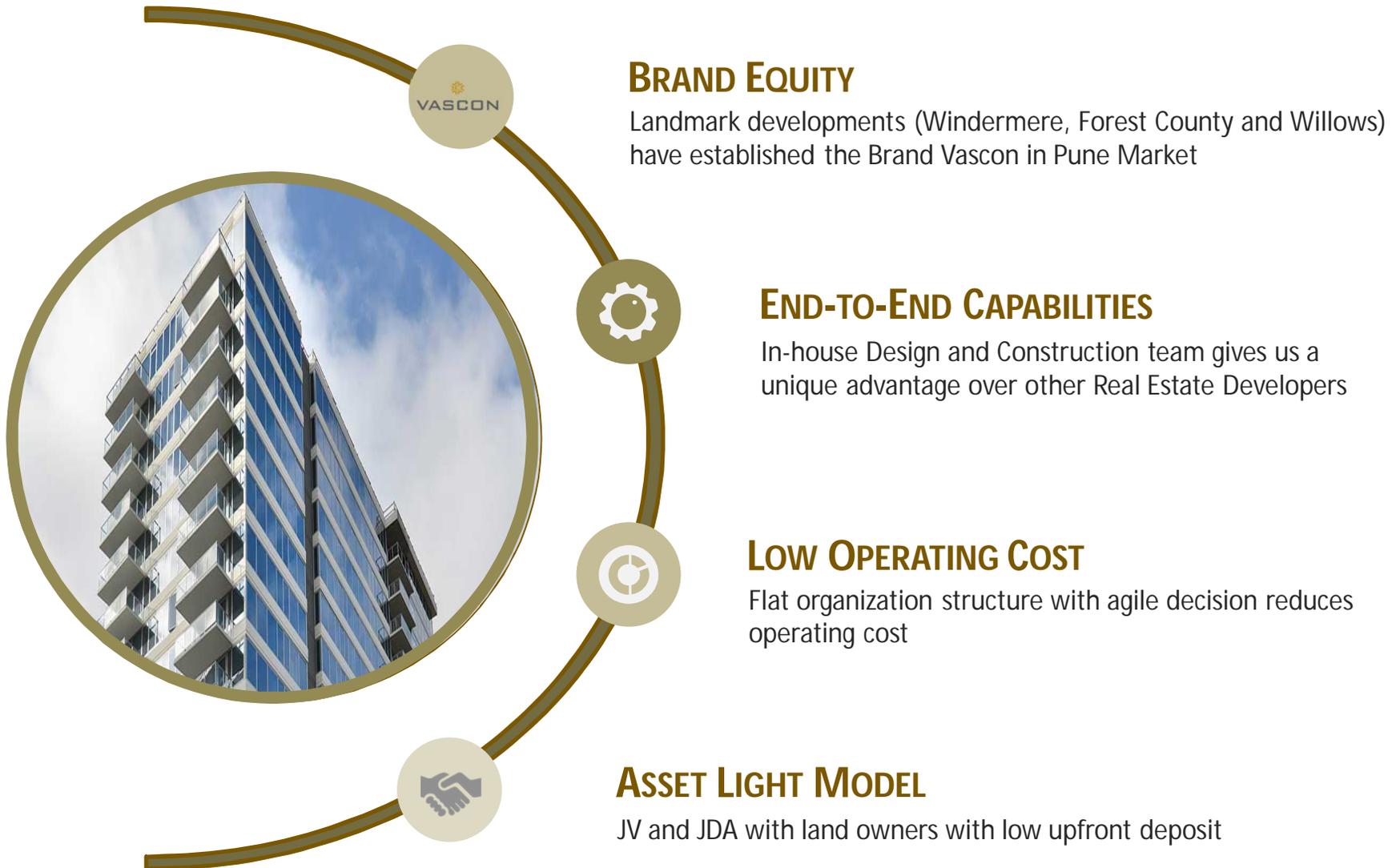
Growing demand for Commercial and Retail Space

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



REAL-ESTATE DEVELOPMENT

REAL ESTATE BUSINESS



BRAND EQUITY

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

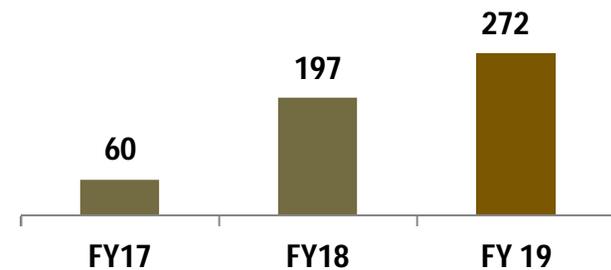
ASSET LIGHT MODEL

JV and JDA with land owners with low upfront deposit

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	50% sold
Vascon Goodlife – Value Home (Own)	0.30	May 2018	60% sold
Forest County	0.18	Dec 2018	60% 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 ~4,20,998 SQFT FOR A TOTAL SALES VALUE OF ~RS. 272 CR IN FY19 AGAINST SALE BOOKING OF 2,46,867 SQFT FOR A TOTAL SALES VALUE OF ~RS. 197 CR IN FY18

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
				msft	msft	Rs. Cr	Rs. Cr	Rs. Cr	Rs. Cr	Rs. Cr
Forest Edge	Pune	JV	50%	0.08	0.08	54	27	27	24	-
Forest County	Pune	JV	50%	0.18	0.11	76	6	38	3	-
Windmere Residential	Pune	JDA	45%	0.38	0.19	223	164	100	74	95
Platinum Square	Pune	JV	70%	0.13	0.13	133	106	93	74	93
Vascon GoodLife	Talegaon	Own	100%	0.30	0.18	64	6	64	6	-
Xotech	Hinjewadi	JV	50%	0.08	0.08	36	25	18	13	20
Total				1.15	0.77	586	333	340	192	208

COLLECTION & AREAS SOLD DO NOT INCLUDE SALE OF 99,693 SQFT SOLD UNDER DMA PROJECTS

THANK YOU!



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