Vipul

Vipul Limited
Vipul TechSquare
Golf-Course Road, Sector-43
Gurgaon - 122 009
Tel: -91-124-406 5500
Fax: 91-124-406 1000
E-mail : info@vipulgroup.in
www.vipulgroup.in

**Ref. No. VIPUL/SEC/VC/FY2016-17/**

**June 8, 2016**

1) **The Secretary**
BSE Limited, (Equity Scrip Code: 511726)
Corporate Relationship Department

**BSE Ltd (Scrip Code : 952788, 952859, 953019 and 953542)**
Debt Listing Department
At: 1st Floor, New trading Ring, Rotunda Building,
PhirozeJeejeebhoy Towers, Dalal Street, Fort, Mumbai-400001

2) **The Manager (Listing)**
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (E); Mumbai-400051

Dear Sir,

**Sub**: Press Release - Reg 30(4) of SEBI (LODR) Regulations 2015

Please find enclosed herewith copy of Press Release from Vipul Limtied relating to its project "Aarohan" at Golf Course Road, Gurgaon, Haryana.

This is for your information and records please.

Thanking You,

Yours faithfully
for **Vipul Limited**

**(Vivek Chaudhary)**
**Company Secretary**

**Encl: as above**

# VIPUL LIMITED

Regd Off | Regus Rectangle, Level 4, Rectangle 1, D 4, Commercial Complex, Saket, New Delhi-110017
CIN : L65923DL2002PLC167607 web : www.vipulgroup.in ph : 0124-4065500 fax: 0124-4061000


## *INVESTOR RELEASE*

Gurgaon, June 8, 2016

## *101 out of 382 flats at Vipul Limited's Aarohan Phase 1 at Golf Course Road, Gurgaon alloted*

**Vipul Limited,** a renowned Gurgaon-based real estate developer has seen a good response to the launch of its New project, Aarohan, at Golf course Road, Gurgaon

This represents more than 26 % of the 382 apartments it opened for sale in the first phase of this project. The value of apartments sold is in excess of 303 crores

***About Project Aarohan***

The Project has been named 'AAROHAN' – a Sanskrit word meaning to Ascend or to Rise. AAROHAN' constitutes three iconic towers with four apartments on each floor in each tower in the 1st Phase. The Total estimated area shall be 0.9 mn sq. ft. of Premium Residential space in the 1st Phase.

**'AAROHAN'** will include facilities such as a sky deck, landscaped intermediate terraces, amphitheater, modern security solutions including synchronized fire fighting systems, CCTV surveillance in complex, smoke and heat detectors amongst other State of the Art facilities.

*Mr. Punit Beriwala, Managing Director , Vipul Limited, said, "We are happy with the customer response to the launch of our flagship project in Gurgaon. The response witnessed gives us immense confidence in the adopted strategy for project Aarohan. We shall* ***hereby focus to deliver a truly unique and modern project within promised timelines to our customers."***

**About Vipul Limited**

*Vipul Limited is a leading Real Estate Developer in NCR besides developing properties in Gurgaon, Ludhiana, Bawal, Bhubaneshwar and Faridabad. The Group has delivered 8.23 mn sq. ft. of area since inception apart from some projects executed in joint venture and has completed 4 prime projects on Golf Course Road at Gurgaon. Equity Shares are listed both on BSE Ltd. & NSE Ltd.*

*For more information about Vipul Limited, please visit* www.vipulgroup.in


| *For further information on earnings please contact* | |
|---|---|
| *Mr. Ajay Agrawal*<br>***Chief Financial Officer***<br>***Vipul Limited***<br>***CIN No: L65923DL2002PLC167607***<br>**ajay@vipulgroup.in** | *Mr. Shogun Jain/ Mr. Vivek Jain*<br>***Strategic Growth Advisors Pvt Ltd.***<br>***CIN No: U74140MH2010PTC204285***<br>***Email id:*** **jshogun@sgal.net / jvivek@sgapl.net**<br>***Tel No: +91 7738377756/+91 9820207011*** |


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*Safe Harbor****: This document may contain forward-looking statements about Vipul Limited & its subsidiaries, which are based on the beliefs, opinions and expectations of the company's management as the date of this press release and the companies do not assume any obligation to update their forward looking statements if those beliefs, opinions, expectations, or other circumstances should change, These statements are not the guarantees of future performance and involve risks and uncertainties that are difficult to predict. Consequently, readers should not place any undue reliance on such forward-looking statements.***

# Vipul Limited
# Investor Presentation
# June 2016

# Safe Harbor

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# Aarohan @Gurgaon – Introducing A Game Changer

"**The 3 most**

*Important things about*

***Real Estate***

*are*

***Location, Location, Location***"

# Aarohan @Golf Course Road, Gurgaon

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

# Aarohan Project Update

Sales

## 101 out of 382 Flats allotted

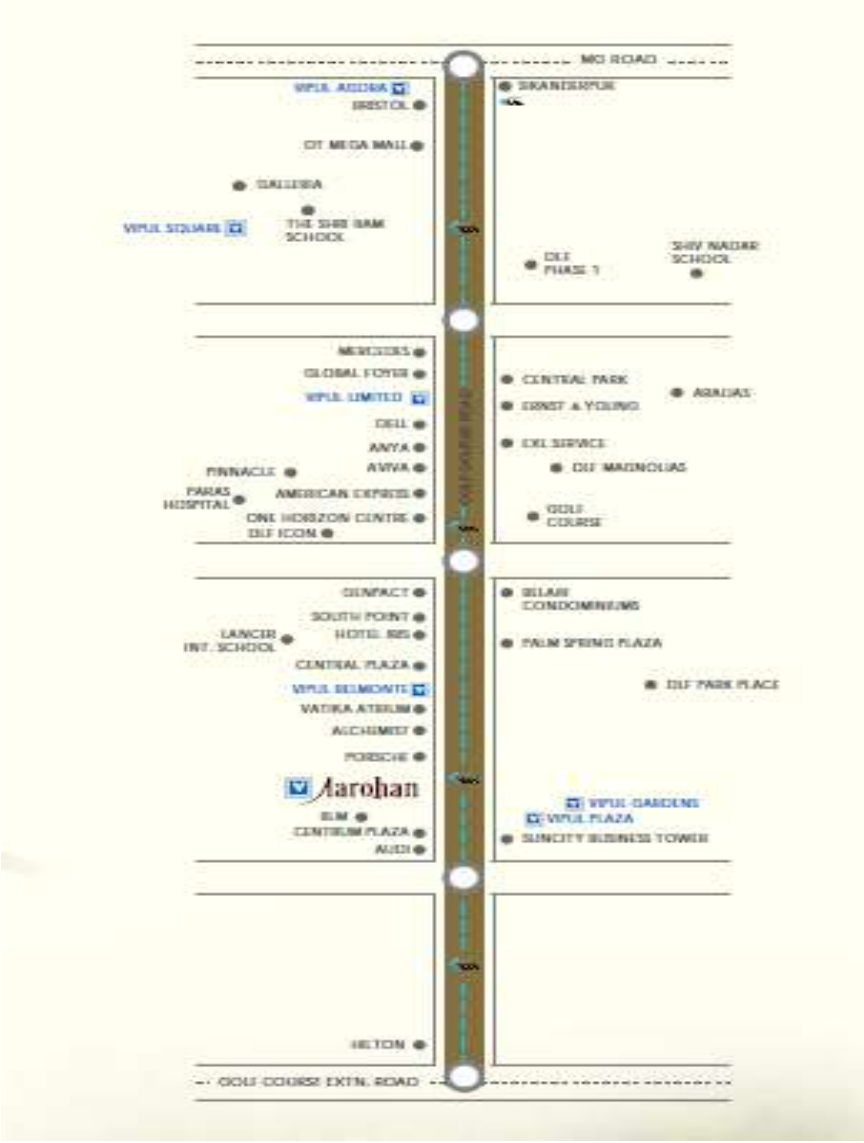
More than 26 % of the phase 1 area is already sold i.e 0.24mn sq ft

FSI

## Saleable Area Increase

Recent Notification from Haryana Government enables us to increase our FSI. The total Tentative saleable area of entire project stands at 3.23 mn sq ft which is an increase of 1.63 mn sq ft

# Aarohan @Golf Course Road, Gurgaon




**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, Gurgaon

STATE-OF-THE-ART TECHNOLOGY

SAFE, SUSTAINABLE AND FUNCTIONAL DESIGNS

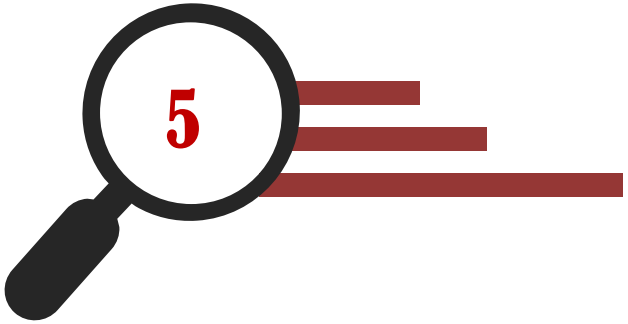
ALL ROUND COMFORT

ECO-FRIENDLY LIVING

# Aarohan @Golf Course Road, Gurgaon

## 100% Paid Land

Only Construction and allied costs remain to be spent. All Land related payments cleared with '0' encumbrances




## Project Completion in 5 Years

Aim to complete and handover possession of the project *by 2020

## ~1.60mn Sq. ft. (Approx.) Premium Residential Space

Entails a development (based on Current FAR of 1.75) of ~1.60 mn sq.ft. (approx.) of Premium Residential Space in one of the most prime locations of Gurgaon

** Phase 1 of the project to be completed in 5 Years*

# Other Projects

# Projects to be completed within 1 year

| Project Name | Nature | Project Size (sq. ft.) | Value of Sales (Rs. Cr) | Unsold Area (sq. ft.) | Total Project Cost (Rs. Cr.) | Pending Cost to be incurred (Rs. Cr) |
|---|---|---|---|---|---|---|
| Tatvam Villa, Gurgaon | Residential | 11,43,150 | 852 | 8,750 | 578 | 0.12 |
| SCO, Ludhiana | Commercial | 21,020 | 3 | 12,265 | 3 | 0.02 |
| Vipul Garden, Bhubaneswar | Residential | 9,64,356 | 218 | 20,763 | 211 | 0.05 |
| **Total** | | **21,28,526** | **1,073** | **41,778** | **792** | **0.19** |

# Projects to be completed between 1-3 years

| Project Name | Nature | Project Size (sq. ft.) | Value of Sales (Rs. Cr) | Unsold Area (sq. ft.) | Total Project Cost (Rs. Cr.) | Pending Cost to be incurred (Rs. Cr) |
|---|---|---|---|---|---|---|
| Vipul Business Park | Commercial | 3,24,531 | 162 | 10,689 | 128 | 5 |
| Vipul World Floor, Ludhiana | Residential | 50,148 | 4 | 33,148 | 7 | 1 |
| Vipul Lavanya, Gurgaon | Residential | 9,11,721 | 357 | 35,660 | 272 | 61 |
| Vipul Lavanya, Gurgaon | Residential (EWS) | 20,000 | 1 | 9,800 | | |
| Vipul Plaza, Faridabad | Commercial | 2,96,754 | 35 | 2,16,378 | 93 | 23 |
| Vipul Pratham, Bawal | Residential | 3,03,735 | 58 | 97,615 | 89 | 50 |
| Vipul Greens, Bhubaneswar | Residential | 4,00,015 | 87 | 1,56,967 | 140 | 18 |
| Vipul Plaza, Bhubaneswar | Commercial | 67,157 | 28 | 21,100 | 20 | 6 |
| **Total** | | **23,74,061** | **732** | **5,81,357** | **749** | **164** |

# Land Bank

**230 Acres**

**Potential Landbank**

**Gurgaon, Ludhiana, Bhubaneshwar, Mohali, Chandigarh, Bawal**

**Well Spread Landbank**

**Group Housing, Residential, Commercial, Hotel**

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

**>75%**

**Gurgaon Based Landbank**

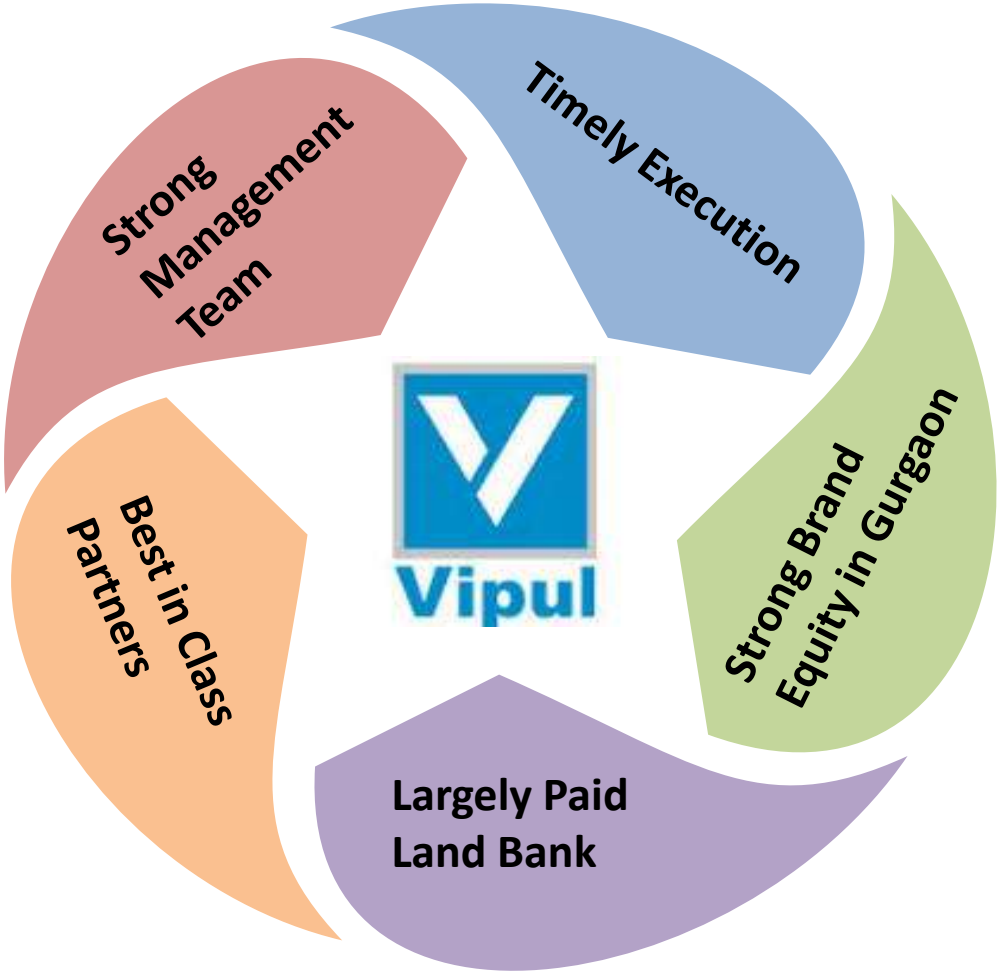
# About the Company

# Vipul Limited

| Integrated Townships | High-End Luxury Apartments | Independent Floors | Lavish Villas | Retail & Commercial Towers |
|---|---|---|---|---|

| 8.23mn Sq. ft | 4.5 mn Sq. ft | 4 Prime Projects Completed on |
|---|---|---|
| Delivered | Under Construction | Golf Course Road, Gurgaon |

# Key Strengths




***We believe in Continuous Monetization of Land Bank***

# Experienced Management Team

## Punit Beriwala

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

## Guninder Singh

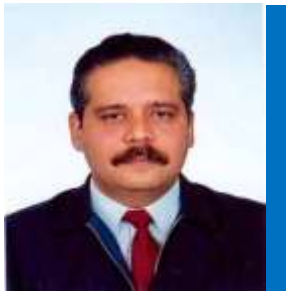
Chief Executive Officer

- ✓ Holds a B.Arch Degree from Punjab University & has over 31 years of experience, of which 13 years have been with Vipul Limited
- ✓ Has been associated with Unitech Ltd in the Past

## Ajay Agrawal

Chief Financial Officer

- ✓ Chartered Accountant by profession & has over 18 years of experience, of which 8 years have been with Vipul Limited.
- ✓ Has been associated with Ernst and Young in the Past



## Rakesh Sharma

Vice President- Legal & BD

- ✓ Chartered Accountant by profession & has over 32 years of experience, of which 10 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

| | |
|---|---|
| **Mr. Punit Beriwala (Managing Director)** | ✓ Mr. Beriwala holds B.Com degree from Kolkata University<br>✓He has over 31 years of experience of which 15 years in Real Estate Industry. |
| **Mrs. Ameeta Verma Duggal** (Director) | ✓ Mrs. Verma has a Degree in Law from Delhi University<br>✓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 & Broadcasting Law |
| **Dr. B Samal** (Director) | ✓Dr Samal , holds MSC in Agricultural , Post Graduate Diploma in Bank Management and is a gold medalist with 34 years of experience in Banking & Finance.<br>✓Has been chairman & managing Director of Allahabad Bank. |
| **Mr. Kapil Dutta** (Director) | ✓Mr. Dutta, holds an B.A (Hons.) degree<br>✓Has worked as CEO - International Olympic Committee - India Office (1983-1997) and as CEO of Ashwini Kumar Consultants Pvt. Ltd.. |
| **Mr. Rajesh Kr. Batra** (Director) | ✓Mr. Batra, holds an B.E degree from Waseda University, Tokyo, in Higher Optical Instrumentation<br>✓Has over 31 years of experience as a real estate developer, financial advisor and investor<br>✓Member of Opticians Association and of Optical Instruments sub-committee – Indian Standard Institution |
| **Mr. Vikram Kochhar** (Director) | ✓Mr Kochhar holds Bachelors of Science degree from Delhi University & holds certificate of CAIIB- Part I .<br>✓Has rich experience in the field of credit, treasury and other areas of banking |

# Business Strategy

- ✓ Focus on faster execution at Sector 53, Golf Course Road, Gurgaon
- ✓ Faster conversion from Investments in Landbank 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 - Gurgaon

In Existence since 2000

Sold cumulatively ~8.37 mn sq. ft. in Gurgaon

+

Delivered 13 Projects

Strong Brand Equity of Vipul Brand in Gurgaon

**Gurgaon is our 'Home Ground'**

*Our New Launch - Aarohan @Golf Course Road, Gurgaon*

# Gurgaon – Our Favored Destination

01

## Close Proximity

Close Proximity to South Delhi & IGI Airport

02

## Metro

11 metro station managed & operated by Delhi metro & Rapid metro

03

## Fortune 500 Companies

Host of Fortune 500 Companies in Gurgaon

04

## Smart City

Gurgaon as Smart City to spur Demand

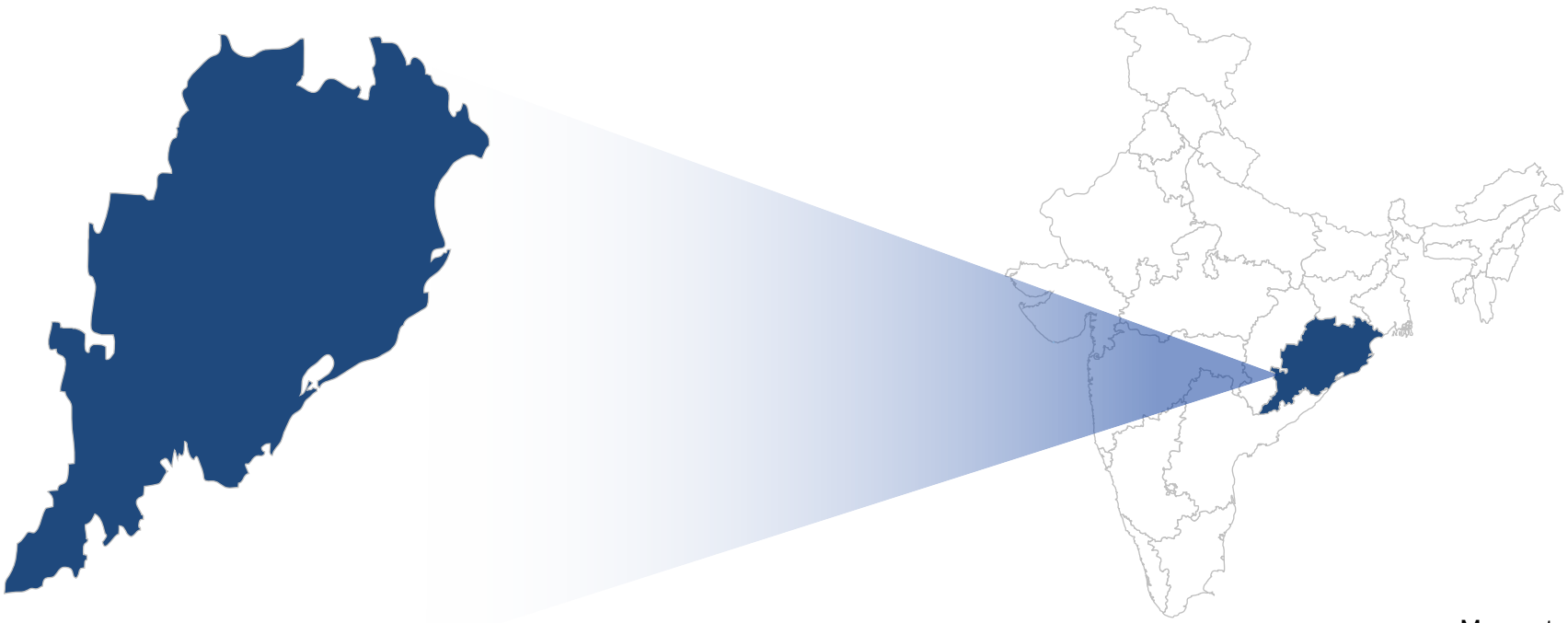
05

## Luxury Residence

Home to industry Chieftians, solopreneurs, returning NRI's & seasoned expatriates

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

# Bhubaneshwar, Orrisa



Map not on scale

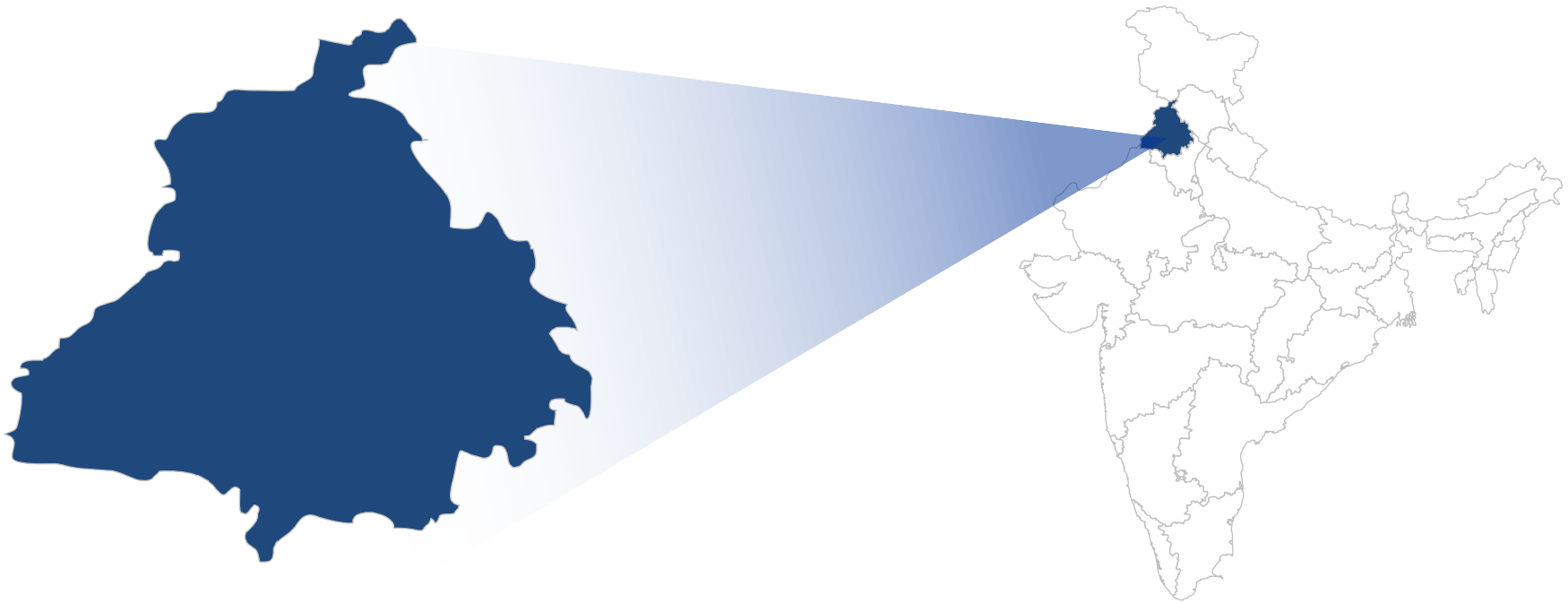
**Projects**

- ✓ 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

# Financials

# Consolidated Financial Highlights

| Particulars [Rs. mn] | FY16 | FY15 | FY14 | FY13 |
|---|---|---|---|---|
| **Total Income** | **1,963** | **2,372** | **2,675** | **4,157** |
| **EBITDA** | **247** | **136** | **148** | **401** |
| **EBITDA %** | 12.6% | 5.7% | 5.5% | 9.7% |
| **Profit/(Loss) after Tax** | **(99)** | **(112)** | **(79)** | **130** |
| **Profit after Tax %** | - | - | - | 3.1% |

| Particulars [Rs. mn] | FY16 | FY15 | FY14 | FY13 |
|---|---|---|---|---|
| **Total Debt** | 3,787 | 2,988 | 1,415 | 1,422 |
| Long Term Debt | 1,934 | 1,474 | 138 | 311 |
| Short Term Debt | 1,853 | 1,514 | 1,277 | 1,111 |
| **Networth** | 3,703 | 3,801 | 3,912 | 3,998 |

# Contact us

**For further information, please contact:**

| **Company :** | **Investor Relations Advisors :** |
|---|---|
| **Vipul Limited**<br>CIN: L65923DL2002PLC167607<br>Mr. Ajay Agrawal<br>ajay@vipulgroup.in<br><br>www.vipulgroup.in | **Strategic Growth Advisors Pvt. Ltd.**<br>CIN: U74140MH2010PTC204285<br>Mr. Shogun Jain / Mr. Vivek Jain<br>jshogun@sgapl.net / jvivek@sgapl.net<br>+91-7738377756/ +91-9820207011<br>www.sgapl.net |