Vipul

Vipul Limited
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Ref. No. VIPUL/SEC/VC/FY2017-18/ 1822

February 22, 2018

The Secretary BSE Limited, (Equity Scrip Code: 511726) Corporate Relationship Department, At: 1ST Floor, New Trading Ring, Rotunda Building, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai-400001	The Manager (Listing) National Stock Exchange of India Limited, (Equity Scrip Code: VIPULLTD) Exchange Plaza, Bandra Kurla Complex, Bandra, Mumbai-400051

Sub: Vipul Limited Investor Presentation February 2018 - Regulation 30 of SEBI (LODR) Regulations, 2015

Dear Sir(s),

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith copy of Investor Presentation February 2018 from Vipul Limited.

This is for your information and records please.

Thanking you

Yours faithfully
For **Vipul Limited**

Authorised Signatory

Encl: As above

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Vipul Limited
Investor Presentation
February 2018

Safe Harbor

This presentation and the accompanying slides (the "Presentation"), which have been prepared by Vipul Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

About Us

Vipul Limited

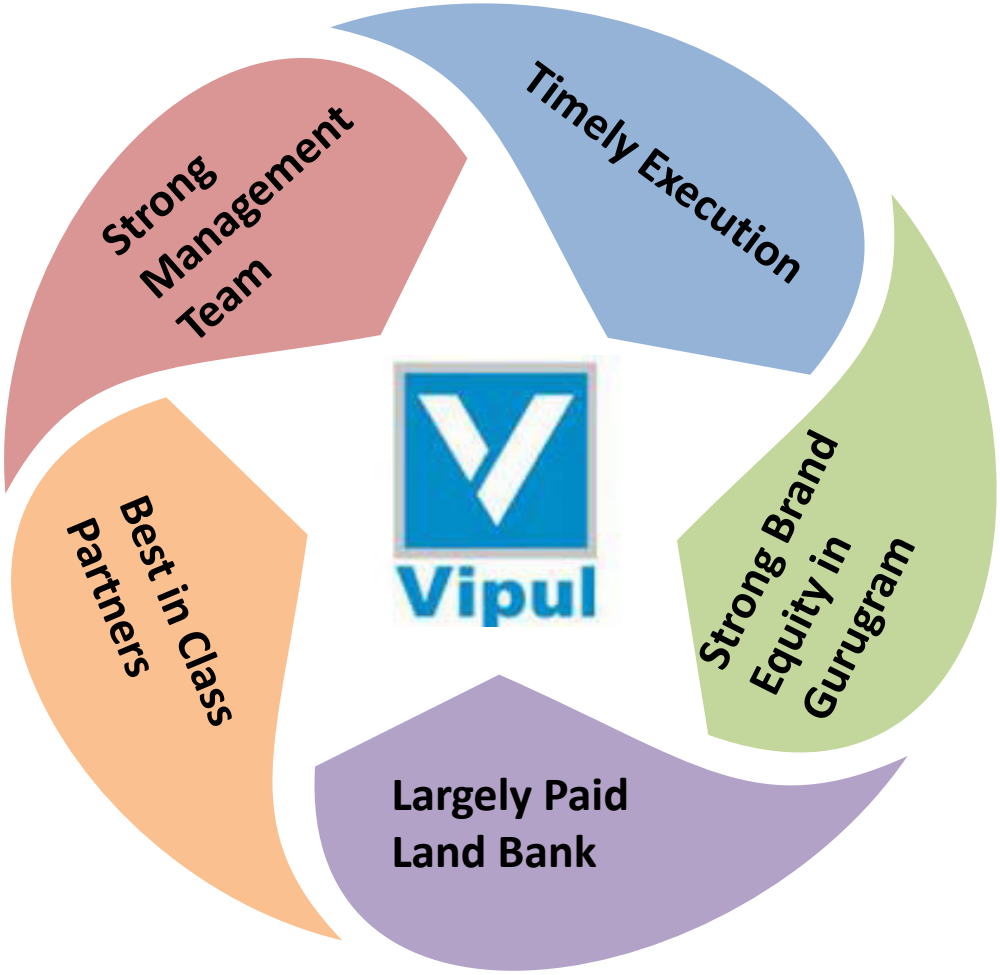
Integrated Townships	High-End Luxury Apartments	Independent Floors	Lavish Villas	Retail & Commercial Towers

10mn
Sq. ft
Delivered

4 mn
Sq. ft
Under Construction

4 Prime Projects Completed on
Golf Course Road, Gurugram

Key Strengths



We believe in Continuous Churn 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 29 years of overall experience

Guninder Singh

Chief Executive Officer

- ✓ Holds a B.Arch Degree from Chandigarh College of Architecture & has over 34 years of experience, of which 15 years have been with Vipul Limited. Has been involved in designing and execution of all the projects developed by Vipul Ltd.
- ✓ 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

Sr. Vice President (BDC)

- ✓ 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 ✓He has over 29 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 ✓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. ✓Has been chairman & managing Director of Allahabad Bank.
Mr. Kapil Dutta (Director)	✓Mr. Dutta, holds an B.A (Hons.) degree ✓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 ✓Has over 31 years of experience as a real estate developer, financial advisor and investor ✓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 . ✓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, Gurugram
- ✓ Faster conversion from Investments in Land bank 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 - Gurugram

In Existence since 2000

Sold cumulatively ~8.37 mn sq. ft. in Gurugram

+

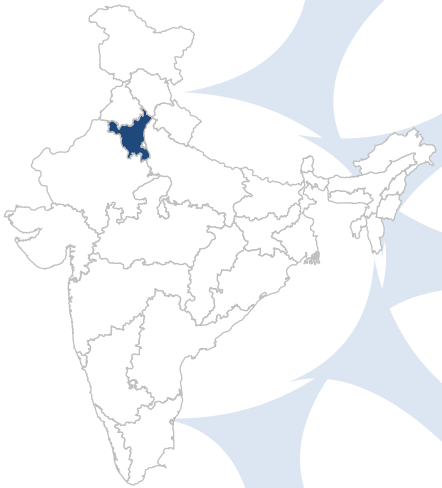
Delivered 13 Projects

Strong Brand Equity of Vipul Brand in Gurugram

Gurugram is our 'Home Ground'

Our New Launch - Aarohan @Golf Course Road, Gurugram

Gurugram – 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 Gurugram

04

Smart City

Gurugram as Smart City to spur Demand

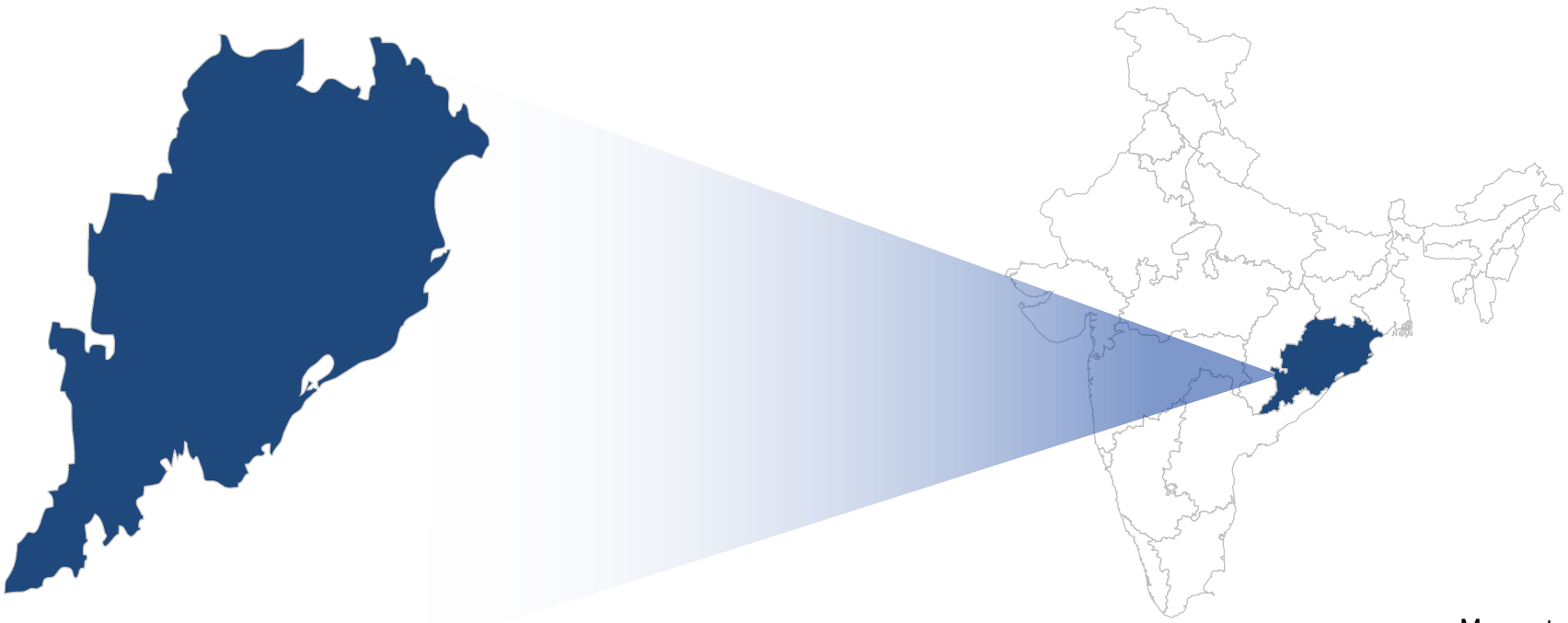
05

Luxury Residence

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

Gurugram is one of the fastest developing destinations in North India

Bhubaneswar, Odisha



Map not on scale

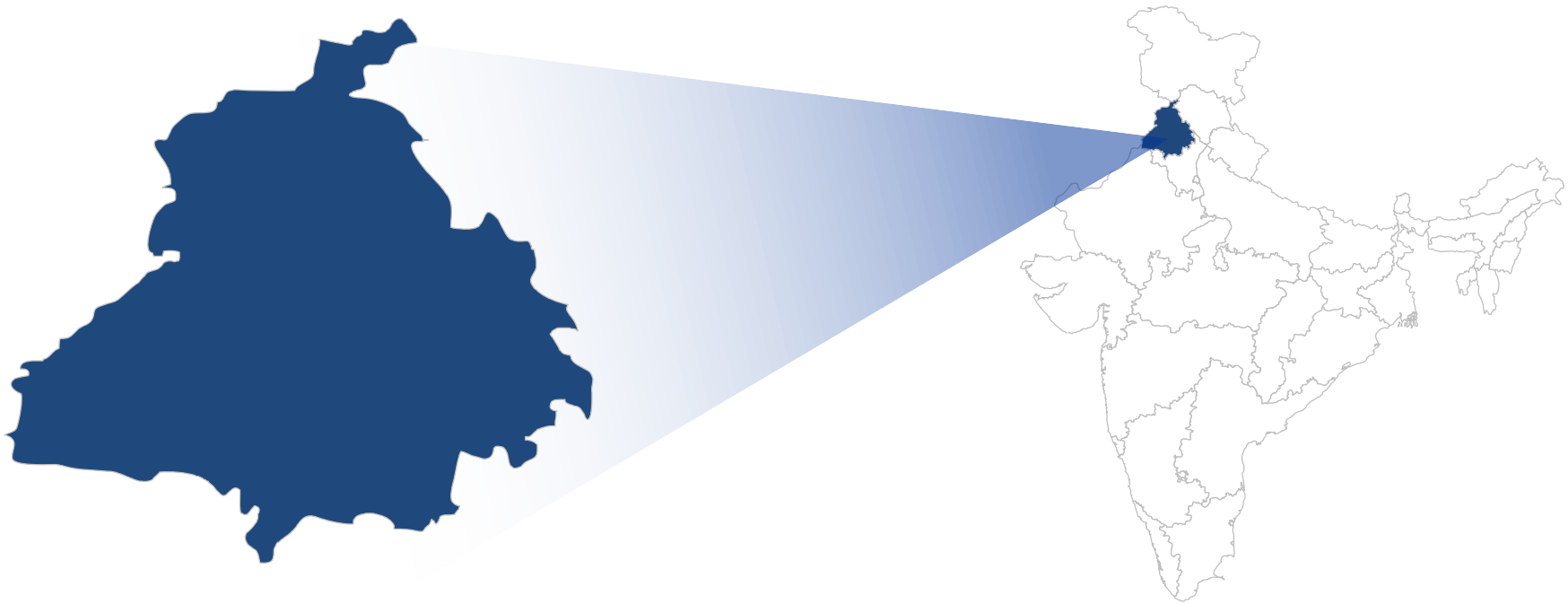
Projects

- ✓ 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

Aarohan – Introducing a Game changer

Aarohan @Gurugram

"The 3 most

Important things about

Real Estate

are

Location, Location, Location"

Aarohan @Golf Course Road, Gurugram

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

Agreement with Leighton India

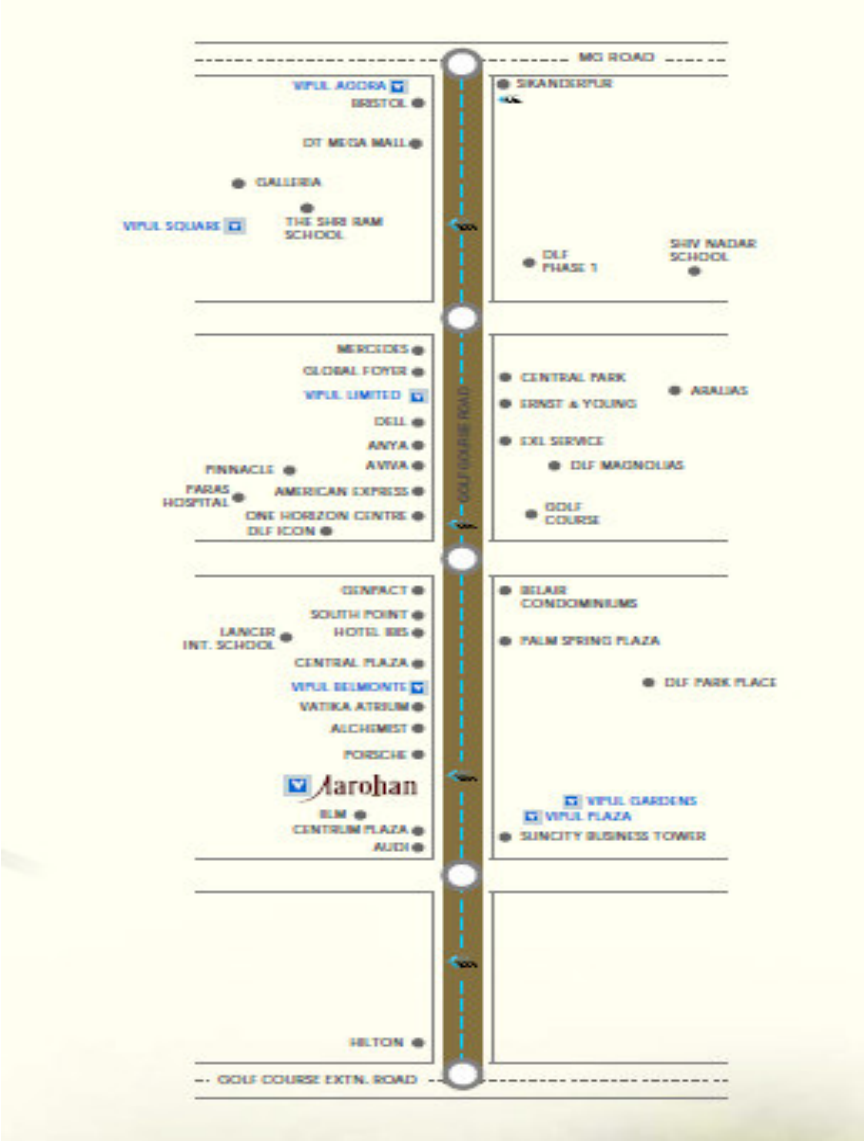
Project development and construction contract with Leighton India

Proven track record of Leighton gives us immense confidence of delivering a world class Product to our customers on time

Gigantic development such as Aarohan requires the expertise and Leighton with global experience Fulfils that

Our focus will now be on the execution of Vision to make Aarohan a preferred choice of residence for customers

Aarohan @Golf Course Road, Gurugram



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, Gurugram

Vipul

STATE-OF-THE-ART TECHNOLOGY

SAFE, SUSTAINABLE AND FUNCTIONAL DESIGNS

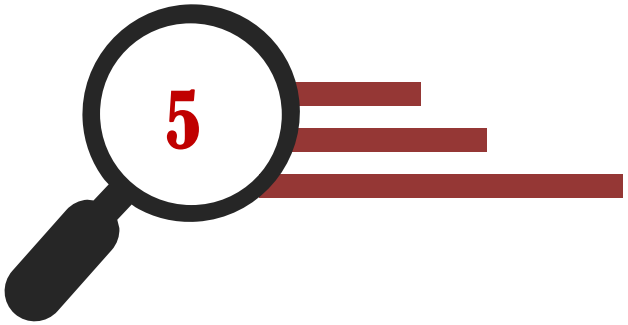
ALL ROUND COMFORT

ECO-FRIENDLY LIVING

Aarohan @Golf Course Road, Gurugram

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*

~3.23mn Sq. ft. (Approx.) Saleable area

Entails a development of ~3.23 mn sq.ft. (approx.) of Saleable Area in one of the most prime locations of Gurugram

** Phase 1*

Aarohan Launch Video

Please [Click here]() for Aarohan Launch Video

Aarohan Project Update

Sales

146 out of 382 Flats allotted

More than 39 % of the phase 1 area is already sold i.e 0.35 mn sq ft

FSI

Increase in Project Size

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

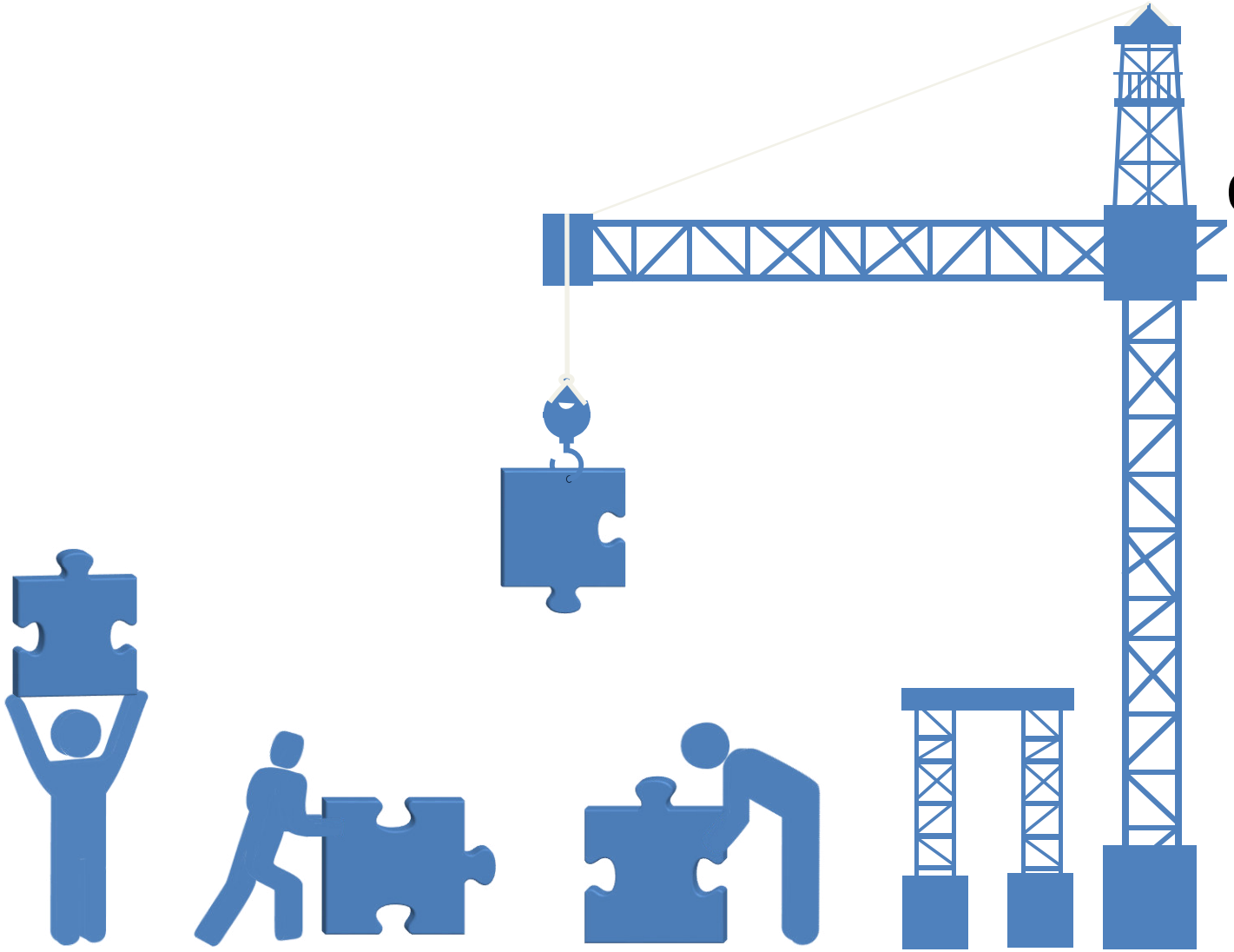
EC

Environmental Clearance and commencement of Construction

Received Environmental Clearance in September 2016. Commenced Construction on Q3FY17

Allotted zero coupon NCD to ECL Finance Ltd.

Other Projects



Completed Residential Projects

Vipul Gardens
Golf Course Rd., Gurugram
Completed in 2005.
Area 0.67 Mn. Sq. Ft.

Vipul Greens
Sec 48, Gurugram
Completed in 2012.
Area 1.33 Mn. Sq. Ft.

Vipul Belmonte
Golf Course Rd, Gurugram
Completed in 2013.
Area 0.99 Mn. Sq. Ft.

Vipul Floors
Sec 48, Gurugram
Completed in 2015.
Area 0.09 Mn. Sq. Ft.

Vipul Floors
Ardee City, Gurugram
Completed in 2004.
Area 0.11 Mn. Sq. Ft.

Completed Commercial Projects

Vipul Square
Gurugram
Completed in 2003.
Area 0.16 Mn. Sq. Ft.

Vipul Plaza
Sec 54, Gurugram
Completed in 2005.
Area 0.21 Mn. Sq. Ft.

Vipul Agora
MG Road, Gurugram
Completed in 2006.
Area 0.17 Mn. Sq. Ft.

Vipul Tech Square
Golf Course Rd., Gurugram

Vipul Trade Centre
Sec 48, Gurugram

Projects to be completed within 1 year

Vipul

Details as on 31.12.2017

Project Name	Nature	Project Size	Value of Sales	Unsold Area	Total Project Cost-incurred	Pending Cost to be incurred
		(sq. ft.)	(Rs. Cr)	(sq. ft.)	(Rs. Cr.)	(Rs. Cr)
Tatvam Villa, Gurugram	Residential	1,070,937	840	-	596	1
Plotted Colony , Vipul world Gurugram (incl. Institutional Area & EWS)	Residential	2,024,361	316	35,442	353	-
Vipul Business Park, Gurugram	Commercial	324,873	165	9,903	132	0
SCO, Ludhiana	Commercial	21,020	3	12,265	3	0
Vipul World Floor, Ludhiana	Residential	47,037	4	30,037	6	1
Vipul Plaza, Bhubaneswar	Commercial	67,157	36	10,584	18	4
Vipul Garden, Bhubaneswar	Residential/ commercial	974,150	227	24,949	216	4
Total		**4,529,535**	**1,591**	**123,180**	**1,323**	**10**

Projects to be completed between 1-3 years

Details as on 31.12.2017

Project Name	Nature	Project Size (Sq. ft.)	Value of Sales (Rs. Cr)	Unsold Area (Sq. ft.)	Total Project Cost-incurred (Rs. Cr)	Pending Cost to be incurred (Rs. Cr)
Vipul Lavanya, Gurugram	Residential	912,008	337	49,125	237	49
Vipul Lavanya, Gurugram	Residential (EWS)	20,235	1	9,915		
Vipul Plaza, Faridabad	Commercial	298,385	55	161,249	82	10
Vipul Pratham, Bawal	Residential	299,145	81	22,075	47	40
Vipul Greens, Bhubaneswar	Residential	406,526	119	87,685	142	8
Total		**1,936,299**	**593**	**330,049**	**508**	**107**

Land Bank

230 Acres

Gurugram, Ludhiana, Bhubaneshwar, Bawal

Potential Landbank

Well Spread Landbank

Group Housing, Residential, Commercial, Hotel

>75%

Varied mix of formats leading to creation of strong Brand Equity

Gurugram Based Landbank

Financials

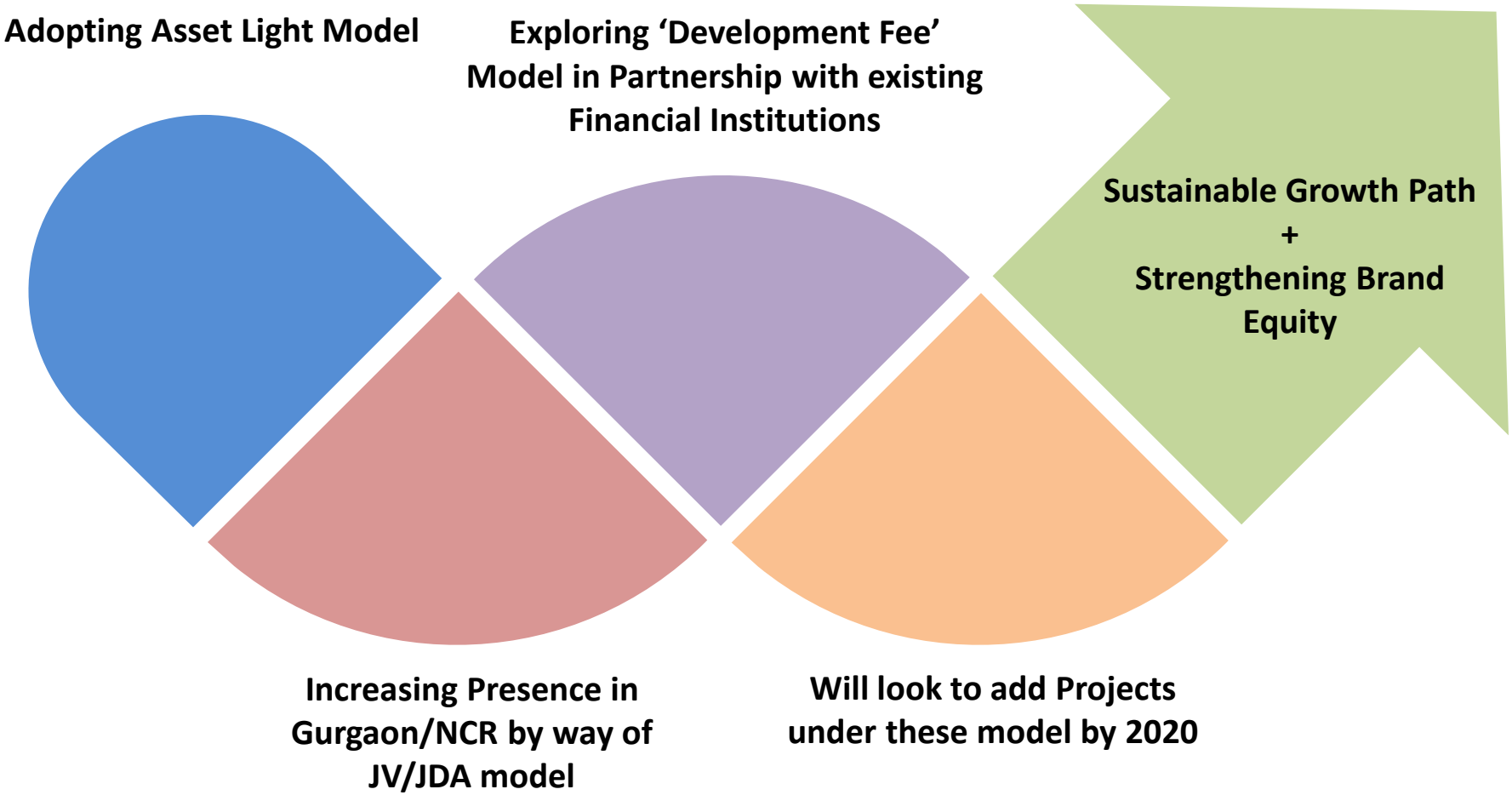
Financial Highlights

	Standalone	Consolidated				
Particulars [Rs. mn]	9MFY18*	FY17	FY16	FY15	FY14	FY13
Total Income	**2,175**	**2,380**	**1,963**	**2,372**	**2,675**	**4,157**
EBITDA	**373**	**314**	**247**	**136**	**148**	**401**
EBITDA %	**17.15%**	**13.21%**	**12.60%**	**5.70%**	**5.50%**	**9.70%**

	Standalone	Consolidated				
Particulars [Rs. mn]	HFY18*	FY17	FY16	FY15	FY14	FY13
Total Debt	**5,150**	**4,677**	**3,787**	**2,988**	**1,415**	**1,422**
Long Term Debt	2,911	2,921	1,934	1,474	138	311
Short Term Debt	2,239	1,756	1,853	1,514	1,277	1,111

** as Per IND-AS*

Way Forward


Adopting Asset Light Model
Exploring 'Development Fee' Model in Partnership with existing Financial Institutions
Sustainable Growth Path
+
Strengthening Brand Equity
Increasing Presence in Gurgaon/NCR by way of JV/JDA model
Will look to add Projects under these model by 2020

Contact us

For further information, please contact:

Company :	**Investor Relations Advisors :**
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