



VASCON

TOWARDS NEWER, BIGGER MILESTONES



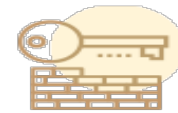
200+
COMPLETED
PROJECTS



PROJECTS
ACROSS
30+ Cities



AN ISO 9001:2000
& ISO 14001:2004
COMPANY



50+ MILLION
SQUARE FEET
DELIVERED

VASCON ENGINEERS

INVESTOR PRESENTATION | AUGUST 2018

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KEY DEVELOPMENTS & FINANCIAL HIGHLIGHTS

KEY DEVELOPMENTS



EPC Business



Real Estate Business

Rs **965 Cr**
Total Order Book

Rs **787 Cr**
External Orders

Rs **178 Cr**
Internal Orders

Rs **190 Cr**
Order Intake in Q1FY19

**Vascon
GoodLife**
Launched, May 2018

Company's **First
Ever Value
Housing** Project

544 units worth Rs 102 Cr Sold

New Sale booking of **3,08,809 sqft** for a total sales value of **Rs. 164 Cr** (including Goodlife) in Q1 FY19

STANDALONE PROFIT & LOSS HIGHLIGHTS



Particulars (Rs. Crs)	Q1 FY19	Q1 FY19 (without effect for Ind AS 115)	Q1 FY18	FY18
Revenue	93.88	98.82	81.38	335.35
Other Income	4.12	4.12	4.20	24.06
Total Income	98.00	102.94	85.58	359.41
Construction Expenses / Material Consumed	69.67	72.28	62.81	249.45
Employee Cost	11.86	11.86	8.51	46.45
Other Expenses	7.97	7.97	5.36	25.22
EBITDA	8.50	10.83	8.90	38.29
EBIDTA Margin (%)	9%	11%	10%	11%
Depreciation	1.84	1.84	1.67	7.52
Finance Costs	5.17	5.17	5.75	19.36
Profit Before Tax	1.49	3.82	1.48	11.41
Tax	-	-	-	0.02
Profit After Tax	1.49	3.82	1.48	11.39
Other Comprehensive Income	0.34	0.34	-0.14	0.24
Total Comprehensive Income	1.83	4.16	1.34	11.63

SEGMENT WISE PROFIT & LOSS - AFTER ALLOCATION



Particulars (Rs. Cr)	RE # (without effect for Ind AS 115)	RE #	EPC ##	Inventorised	Total	Total (without effect for Ind AS 115)
Revenue	20.85	11.68	97.38		109.06	118.23
Other Income	1.73	1.73	2.63		4.36	4.36
Total Income	22.58	13.41	100.01	-	113.42	122.59
Cost of Sales	15.19	9.37	72.44	2.04	83.85	89.67
Gross Profit	5.66	2.31	24.94		25.21	28.56
Gross Profit Margin %	27%	20%	26%		23%	24%
Employee Cost	6.31	6.31	5.55		11.86	11.86
Other Expenses	4.94	4.94	3.88		8.82	8.82
EBITDA	(3.86)	(7.21)	18.14		8.89	12.24
EBIDTA Margin (%)			19%		8%	10%
Depreciation	0.22	0.22	1.62		1.84	1.85
EBIT	(4.08)	(7.43)	16.52		7.05	10.39
EBIT Margin (%)			17%		6%	9%
Finance Costs					5.17	5.17
Profit Before Tax					1.88	5.22
Tax					0.39	1.40
Profit After Tax					1.49	3.82

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



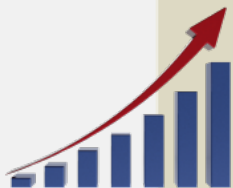
ENGINEERING PROCUREMENT & CONSTRUCTION

One of the leading EPC Company in India



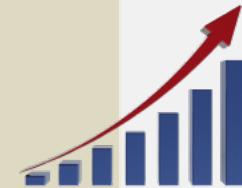
REAL ESTATE DEVELOPMENT

Focus on Affordable Housing



NON-CORE ASSETS

Liquidating non core investments





VASCON

ENGINEERING PROCUREMENT & CONSTRUCTION

Construction Experience across various verticals

- Residential Complexes, Commercial Buildings, IT Parks, Hospitals, Shopping Malls, Multiplexes, etc
- Executed over 200 projects with construction area of over 50 msft

Ability to execute around 8 msft per annum

- State of the art equipment for quality and fast execution
- Number of Personnel in Project / Engineering team - 489

Currently executing around 3 msft p.a. – operating at 40% utilization

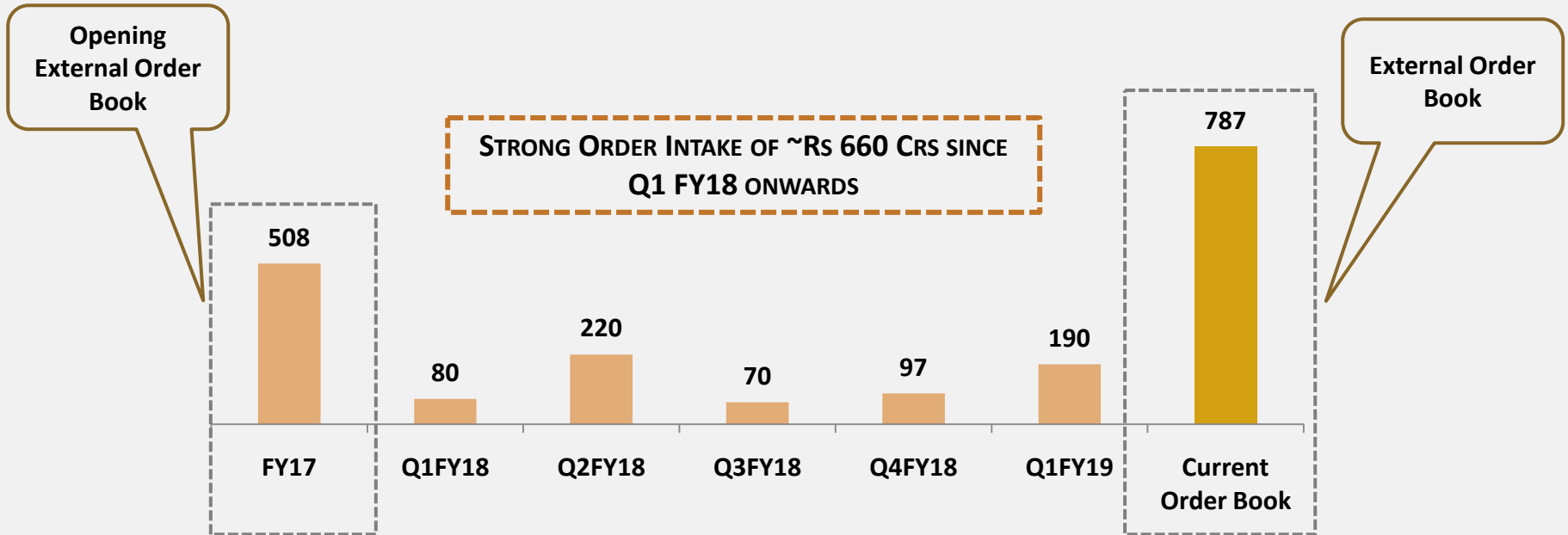
- Significant room for growth with the current capacity
- Margins to grow exponentially with increase in revenues and order book

Higher margins Because of Turnkey Capabilities

- In-house Design and Engineering team
- Ability to demand premium over other construction companies



CONSISTENT ORDER INTAKE



**EXECUTION OF NEW ORDERS TO IMPROVE REVENUE & CAPACITY UTILISATION
... LEADS TO BETTER OPERATING MARGINS IN FY19**

EPC PROJECTS – EXISTING ORDER BOOK

Project	Location	Amt (Rs. Cr)
External Order book		
Kailash Enclave	Lucknow	120
Adhiraj	Mumbai	117
Godrej Greens	Pune	93
Ayyalur	Ayyalur, Andhra Pradesh	81
Adoni	Adoni, Andhra Pradesh	67
TNMC	Chennai	49
Sriram Educational Turst	Chennai	63
Sheth Creators – Malad (I&II)	Mumbai	64
Everest Enclave	Lucknow	39
Godrej Laguna	Chennai	34
Other Projects		60
Total		787
Internal Order book		
Platinum Square	Pune	2
Windermere-Tower I & II	Pune	14
Windermere-Bunglows	Pune	36
Hadapsar School	Pune	23
Forest Edge	Pune	19
Katvi-Affordable Housing	Talegaon, Pune	84
Total		178
Total EPC Business Order book		965

HUGE EPC OPPORTUNITY:

- Focus on large and high value civil contracts by Government Agencies and reputed Private Companies
- Targeting New Orders worth **Rs 500 crores** in current FY 2019
- Execute projects as per the schedule & estimated cost
- Generate positive cash flows from the projects and reinvest to drive growth



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REAL ESTATE DEVELOPMENT

Vascon Brand Equity in Pune

- 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

Affordable Housing – the Focus Area

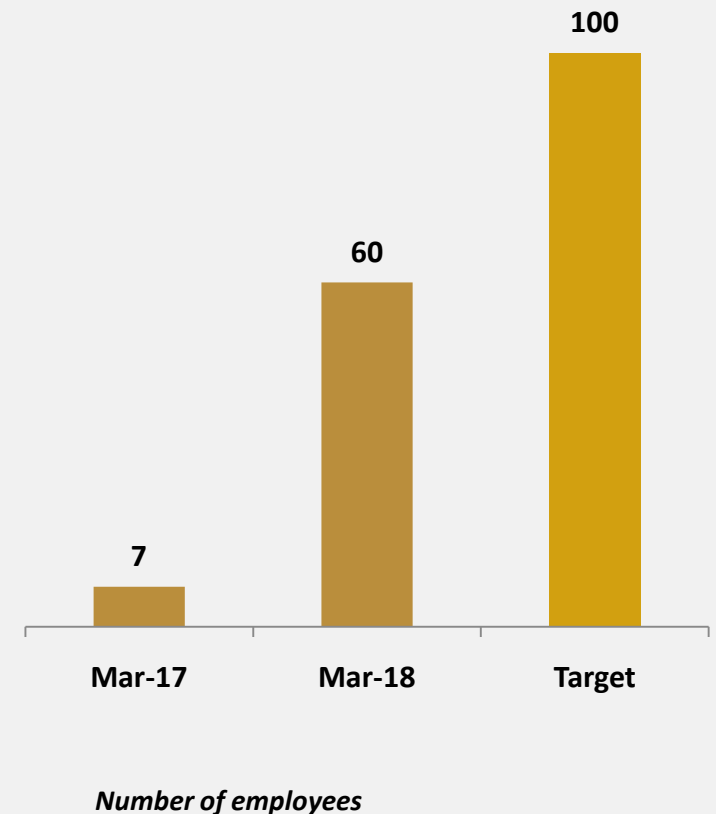
- Focus on developing Affordable Housing projects
- Perfect the Affordable Housing model in Pune and replicate in other cities
- Launch of new phases in existing projects with clear sales visibility
- Liquidate significant inventory at launch (Positive cashflows from the beginning of the Project)



Key Steps taken in last Financial Year

- CEO (Real Estate) appointed with clear focus on Real Estate business
- Appointed separate heads for Sales, Marketing and CRM Function
- Real Estate team size grew from 7 people in March 2017 to 60 professionals at present; target to increase it to 100 people dynamic team

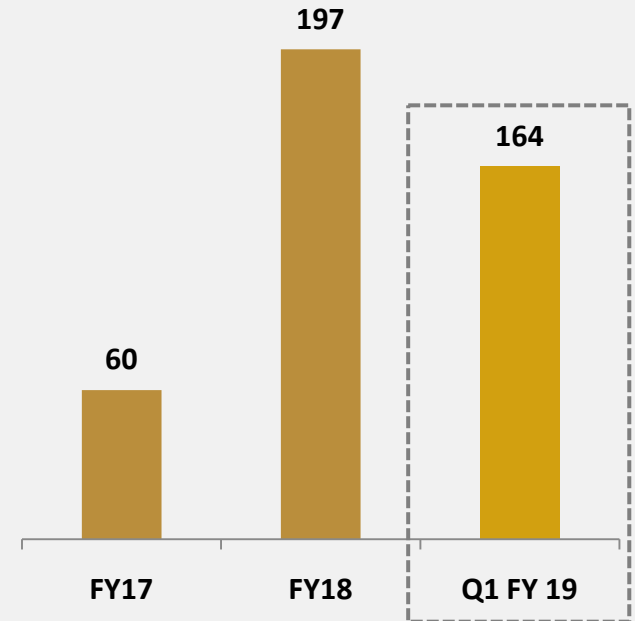
INVESTED IN STRENGTHENING REAL ESTATE TEAM



RECENTLY LAUNCHED PROJECTS

Projects	Dev. Area (msft)	Launch
Platinum Square (JV)	0.05	Sep 2017
Forest Edge (JV)	0.08	Jan 2018
Windermere (JV)	0.38	Mar 2018
Vascon Goodlife - Value Home (Own)	0.46	May 2018

REAL ESTATE SALES (RS CRS)



NEW SALE BOOKING OF ~3,08,809 SQFT FOR A TOTAL SALES VALUE OF ~Rs. 164 CR IN Q1 FY19 AGAINST SALE BOOKING OF 2,46,867 SQFT FOR A TOTAL SALES VALUE OF Rs. 197 CR IN FY 18



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. Recognised
		Type	Share	msft	msft	Rs. Cr	Rs. Cr	Rs. Cr	Rs. Cr	Rs. Cr
Forest Edge	Pune	JV	50%	0.08	0.06	43	15	22	8	-
Windmere Residential	Pune	JDA	45%	0.38	0.19	212	113	95	51	72
Platinum Square	Pune	JV	70%	0.13	0.13	125	100	88	70	75
Vascon GoodLife	Talegaon	Own	100%	0.46	0.26	102	2	102	2	-
Total				1.05	0.64	482	230	307	131	147

AFFORDABLE HOUSING LAUNCH – VALUE HOME



VASCON GOODLIFE - KATVI, TALEGAON



**VASCON'S FIRST-EVER VALUE HOUSING PROJECT LAUNCHED IN MAY 2018
SPREAD OVER 10 ACRES**



THANK YOU



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