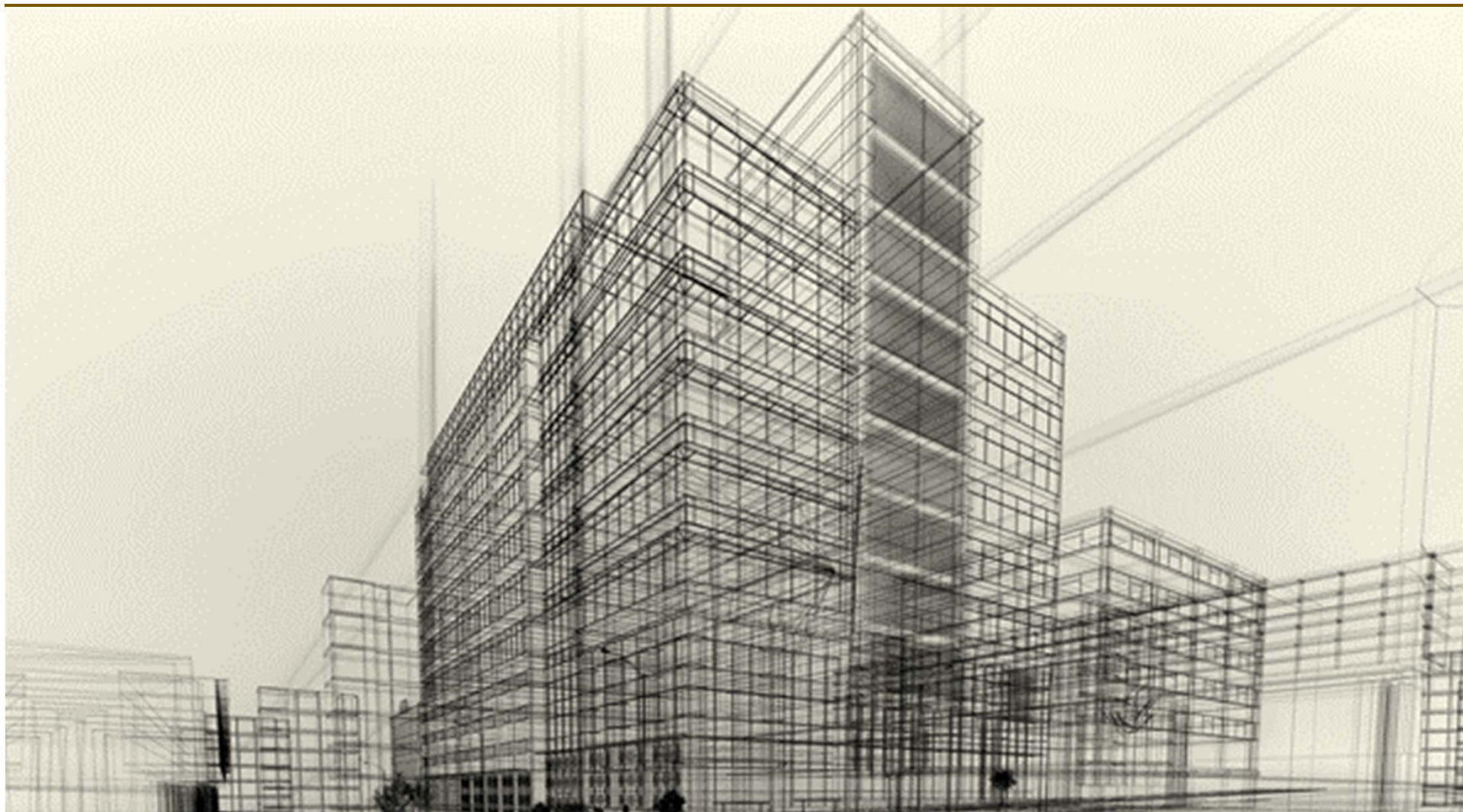




**VASCON**



**INVESTOR PRESENTATION | August 2020**

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## BUSINESS UPDATE- GRADUALLY RAMPING-UP OPERATIONS

<b><i>Resumption of Construction Activity</i></b>	<ul style="list-style-type: none"> <li>• April, May and June 2020 witnessed significantly lower execution activity</li> <li>• In July 20, resumed execution at majority of our project sites with the relaxation in lock-down and gradually ramping-up the executions</li> <li>• Currently, Labour availability back to <b>60%</b> of pre-covid levels. Expect normalcy to return in <b>H2FY21</b></li> </ul>
<b><i>Healthy Order-Book</i></b>	<ul style="list-style-type: none"> <li>• Total Order Book stands at <b>Rs 2,026 Crs</b>; comprising External Order Book of <b>Rs 1,920 Crs</b> and Internal Order Book of <b>Rs. 106 Crs</b></li> <li>• Order Book with higher share of government projects at <b>~76%</b>; providing visibility of faster execution and uninterrupted Cash Flows</li> </ul>
<b><i>Impact on Real Estate Business</i></b>	<ul style="list-style-type: none"> <li>• No major impact on ongoing project due to lower existing unsold inventory levels</li> <li>• In Q1FY21, New Sales booking of <b>9,220 sqft</b> for a total sales value of <b>Rs 5 Crs</b></li> <li>• <b>New launch</b> would be reviewed thoroughly in terms of Product, Pricing and Timing</li> </ul>
<b><i>Focus on prudent measures towards cost control and maintaining sufficient liquidity</i></b>	<ul style="list-style-type: none"> <li>• Adapted stringent Cost Control measures to minimize the impact on the Profitability</li> <li>• Focused on maintaining adequate liquidity to meet the business requirements smoothly</li> </ul>

## P&L HIGHLIGHTS- Q1FY21

Particulars (Rs. Cr)	Standalone		Consolidated	
	Q1 FY21	Q1FY20	Q1 FY21	Q1FY20
<b>Revenue</b>	<b>32.34</b>	<b>95.63</b>	<b>42.77</b>	<b>130.68</b>
Other Income	3.19	9.91	2.57	10.80
<b>Total Income</b>	<b>35.53</b>	<b>105.54</b>	<b>45.34</b>	<b>141.48</b>
Construction Expenses / Material Consumed	29.04	76.34	35.40	97.04
Employee Cost <sup>#</sup>	9.08	10.74	15.12	18.21
Other Expenses <sup>##</sup>	17.69	5.87	21.50	10.92
<b>EBITDA</b>	<b>-20.28</b>	<b>12.59</b>	<b>-26.68</b>	<b>15.31</b>
EBIDTA Margin (%)	<b>NA</b>	<b>12%</b>	<b>NA</b>	<b>11%</b>
Depreciation	1.81	2.04	3.01	3.54
Finance Costs #	6.85	5.22	7.65	6.11
<b>Profit Before Tax</b>	<b>-28.94</b>	<b>5.33</b>	<b>-37.34</b>	<b>5.66</b>
Tax	-	-	-	-
<b>Profit After Tax</b>	<b>-28.94</b>	<b>5.33</b>	<b>-37.34</b>	<b>5.66</b>
<b>Other Comprehensive Income</b>	<b>-0.37</b>	<b>0.09</b>	<b>-0.37</b>	<b>0.09</b>
<b>Total Comprehensive Income</b>	<b>-29.31</b>	<b>5.42</b>	<b>-37.71</b>	<b>5.75</b>

<sup>#</sup> EMPLOYEE COST INCLUDES PROVISION OF RS 5 CR AS EX-GRATIA TO MR R. VASUDEVEN, EXECUTIVE CHAIRMAN ON ACCOUNT OF COMMENDABLE SERVICES RENDERED TO THE COMPANY IN PREVIOUS YEAR

<sup>##</sup> OTHER EXPENSES INCLUDES ADDITIONAL PROVISION OF RS 15 CR, CONSIDERING CURRENT PANDEMIC AND ECONOMIC UNCERTAINTY, AS A PRECAUTIONARY MEASURE, MANAGEMENT HAS DECIDED TO TAKE ADDITIONAL PROVISION ON RECEIVABLE OF FEW OLD PROJECT WITH PRIVATE ENTITIES

## Q1FY21- SEGMENTAL PROFIT & LOSS - AFTER ALLOCATION

Particulars (Rs. Cr)	RE <sup>#</sup>	EPC <sup>##</sup>	GMP	Inventorised	Total
Revenue	1.31	33.60	10.72		45.63
Cost of Sales	1.28	29.79	6.30	0.12	37.49
<b>Gross Profit</b>	<b>0.03</b>	<b>3.81</b>	<b>4.42</b>		<b>8.14</b>
<b>Gross Profit Margin %</b>	<b>2%</b>	<b>11%</b>	<b>41%</b>		<b>18%</b>
Other Income	0.08	0.88	1.31		2.27
Employee Cost	4.13	4.95	6.04		15.12
Other Expenses	3.41	17.11	1.45		21.97
<b>EBITDA</b>	<b>(7.43)</b>	<b>(17.37)</b>	<b>(1.76)</b>		<b>(26.68)</b>
<b>EBITDA Margin (%)</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>		<b>NA</b>
Depreciation	0.08	1.78	1.15		3.01
<b>EBIT</b>	<b>(7.51)</b>	<b>(19.15)</b>	<b>(2.91)</b>		<b>(29.69)</b>
<b>EBIT Margin (%)</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>		<b>NA</b>
Finance Costs					7.65
<b>Profit Before Tax</b>					<b>(37.34)</b>
Tax					-
<b>Profit After Tax</b>					<b>(37.34)</b>

# 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





## ***BUSINESS OVERVIEW***

## VASCON – AT A GLANCE

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### ENGINEERING PROCUREMENT & CONSTRUCTION

*One of the leading EPC Company in India*

### REAL ESTATE DEVELOPMENT

*Focus on Affordable Housing*



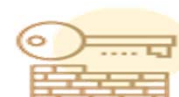
200+  
COMPLETED  
PROJECTS



PROJECTS  
ACROSS  
30+ Cities



AN ISO 9001:2000  
& ISO 14001:2004  
COMPANY



50+ MILLION  
SQUARE FEET  
DELIVERED

## EPC BUSINESS- OVERVIEW

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- **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 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**



 **GLOBAL  
HOSPITALS**  
more to life

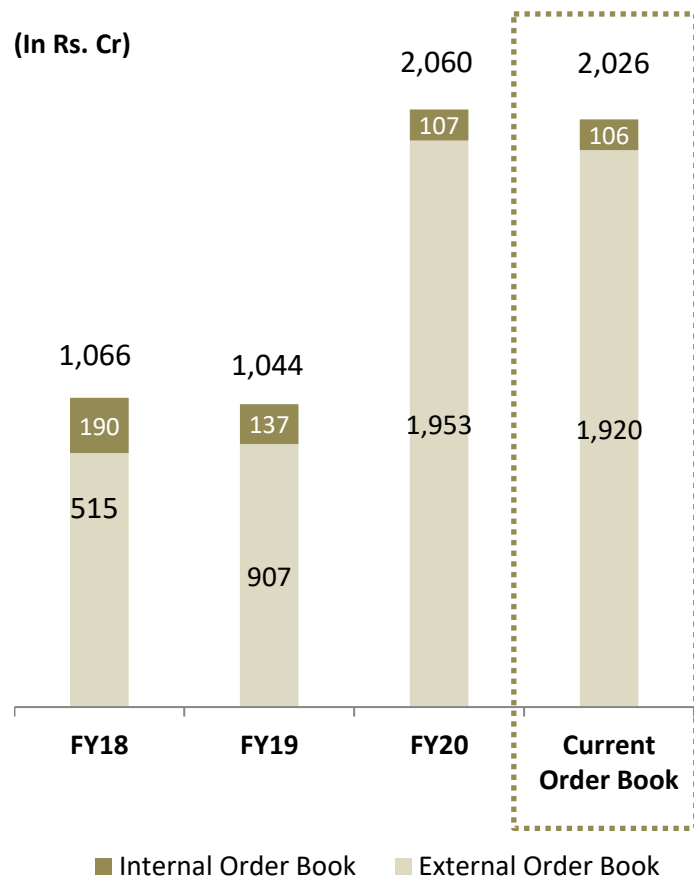
 **भारतीय विमानपत्तन प्राधिकरण  
Airports Authority of India**

**namma  
metro**  
Bangalore Metro Rail  
Corporation Limited  
**BMRCL**

Bangalore Metro Rail Corporation Limited

**MAINTAINING CONSISTENT QUALITY STANDARDS ENSURING REPEAT ORDERS**

## ORDER BOOK BUILD-UP & KEY ORDERS



Project	Location	Amt (Rs. Cr)
<b>External Order book</b>		
Maharashtra State Police Housing	Mumbai	414
PWD, Raipur	Raipur	401
Tycoon	Mumbai	163
Metro Rail Depot	Bangalore	153
Goa Airport	Goa	131
MMRC Mumbai Metro	Mumbai	131
Adhiraj	Mumbai	105
PMC-Affordable Housing	Pune	99
Adampur Airport	Adampur	69
Kailash Enclave	Lucknow	52
Other Projects		202
<b>Total</b>		<b>1,920</b>
<b>Internal Order book</b>		
Windermere-Bungalows	Pune	18
Forest Edge	Pune	20
Katvi-Affordable Housing	Talegaon, Pune	68
<b>Total</b>		<b>106</b>
<b>Total EPC Business Order book</b>		<b>2,026</b>

**EXECUTION OF NEW ORDERS TO IMPROVE REVENUE VISIBILITY & CAPACITY UTILISATION**



***REAL-ESTATE DEVELOPMENT***

## REAL ESTATE BUSINESS

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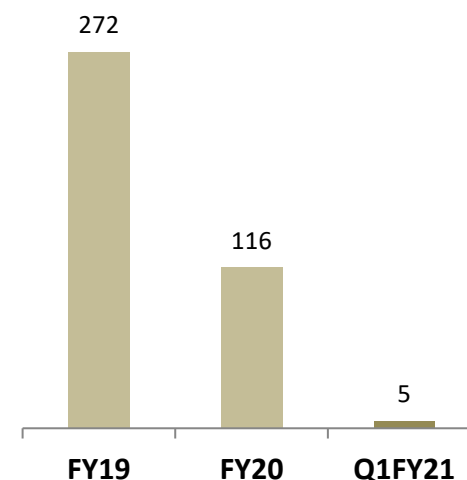


## SUCCESSFULLY LAUNCHED REAL ESTATE PROJECTS

Projects	Vascon Share	Dev. Area (msft)	Launch	Status
Forest Edge (JV) A	50%	0.08	18-Jan	Fully Sold
Forest Edge (JV) B	50%	0.08	19-Sep	60% sold
Windermere (JV)#	45%	0.38	18-Mar	57% sold
Vascon Goodlife – Value Home (Own)	100%	0.3	18-May	62% sold
Forest County	50%	0.18	18-Dec	92% sold
Xotech C (JV)	50%	0.04	18-Oct	Fully Sold

#Relaunch

### REAL ESTATE SALES (RS CR)



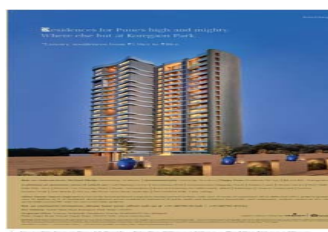
#### “FOREST EDGE” – KHARADI, PUNE



#### VASCON GOODLIFE - KATVI, TALEGAON



#### RE-LAUNCH OF WINDERMERE#



#### XOTECH- PUNE



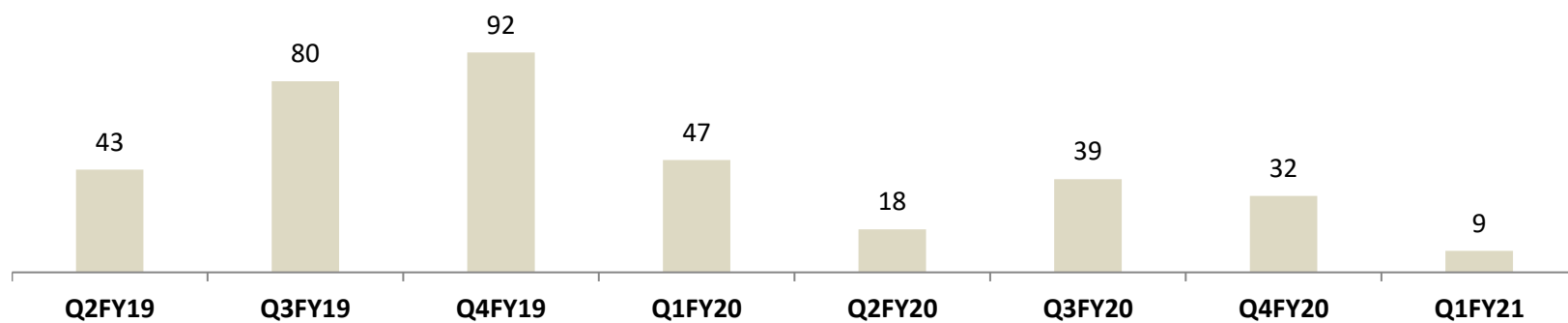
#### FOREST COUNTY - KHARADI



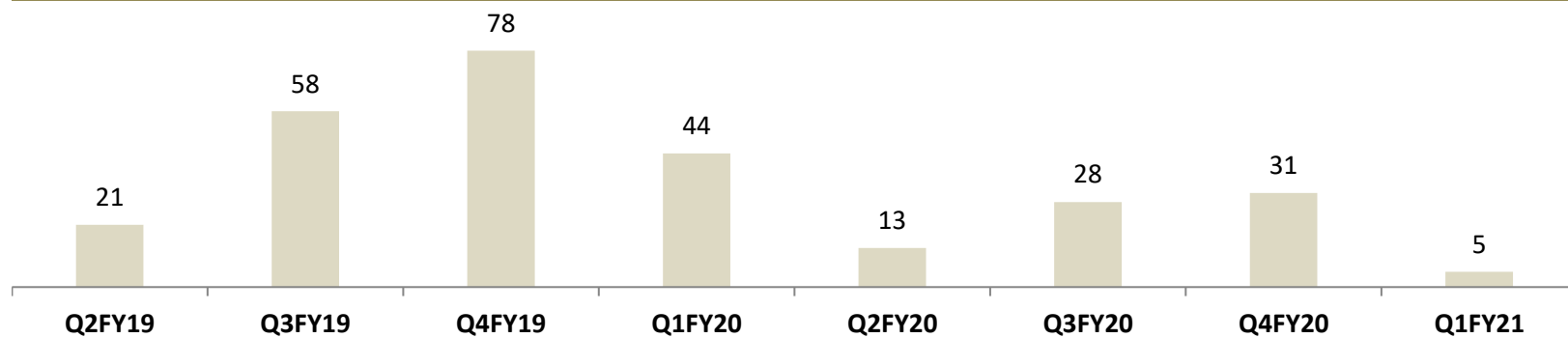


## TRACK RECORD OF REAL ESTATE SALES

Q-O-Q SALES AREA SQ. FT ('000)



Q-O-Q SALES VALUE (RS. CR.)



## 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
		Type	Share	msft	msft	Rs. Cr	Rs. Cr	Rs. Cr	Rs. Cr	Rs. Cr
Forest Edge (A&B)	Pune	JV	50%	0.16	0.13	89	44	43	22	-
Forest County	Pune	JV	50%	0.18	0.16	121	27	60	6	-
Windmere Residential	Pune	JDA	45%	0.38	0.21	253	206	114	92	114
Platinum Square (I&II)	Pune	JV	70%	0.14	0.14	140	130	98	91	93
Vascon GoodLife	Talegaon	Own	100%	0.46	0.18	65	23	64	22	-
Xotech (I&II)	Hinjewadi	JV	50%	0.08	0.08	36	33	18	17	18
<b>Total</b>				<b>1.40</b>	<b>0.90</b>	<b>704</b>	<b>463</b>	<b>397</b>	<b>250</b>	<b>225</b>

## REAL ESTATE PROJECTS – PIPELINE (LAUNCHES IN NEAR-TERM)

Sr. No.	Projects	Type	Segment	Total		Vascon Share	
				Saleable Area	Expected Sales Value	Saleable Area	Expected Sales Value
				msft	(Rs. in Cr)	msft	(Rs. in Cr)
1	Coimbatore	JDA	Residential	0.33	179	0.23	125
2	Madurai	JDA	Residential	0.49	220	0.37	165
3	4 Acre HDH - Phase I	JV	Residential	0.26	182	0.13	91
4	4 Acre HDH - Phase II	JV	Residential	0.22	150	0.11	75
	<b>Total</b>			<b>1.3</b>	<b>731</b>	<b>0.84</b>	<b>456</b>

## REAL ESTATE PROJECTS – PIPELINE (OTHER PROJECTS)

Sr. No.	Projects	Type	Segment	Total	
				Saleable Area	Expected Sales Value
				msft	(Rs. in Cr)
1	Bavdhan - Comm	JDA	Commercial	0.23	158
2	Willows - Comm	JV	Commercial	0.23	191
3	Kalyani Nagar - Comm	JDA	Commercial	0.3	330
4	Kalyani Nagar	JDA	Residential	0.5	550
	<b>Total</b>			<b>1.26</b>	<b>1,229</b>

## CONTINUOUS FOCUS ON CASH GENERATION

### LAND MONETIZATION OF Rs. 170 CR

Seller	Ms Ajanta Enterprise, 50% JV of Vascon
Acquirer	Pune BP Development Pvt. Ltd. (SPV of Mapletree Investments Pte Ltd )
Location	Kharadi Village, Pune
Land Parcel Area	30,955 sq. mt.
Gross Consideration	Rs. 170 Cr ( Entire <i>consideration received by Ms Ajanta Enterprise</i> )
Net Cashflow to Vascon	Rs. 52.5 Cr
Cashflow Utilisation	Reducing High Cost Debt & financing incremental Working Capital

#### After this Land Sale transaction, Ajanta Enterprise has following :

Total development of ~ 800,000 sft

- Under Development : 160,000 Forest Edge & 180,000 sft Forest County,
- To be launched : ~ 400,000 sft

### IDENTIFIED NON-CORE ASSETS

- **44% EQUITY STAKE IN HOTELS AT GOA**
- **COMMERCIAL PROPERTY AT KALDONIA, ANDHERI (E)**
- **9 ACRE LAND PARCEL IN AURANGABAD**
- **GMP TECHNICAL SOLUTIONS (85% SUBSIDIARY OF VASCON)**

**CONTINUE FOCUS ON GENERATING CASH  
BY MONETIZING IDENTIFIED NON  
CORE ASSETS**



# THANK YOU!



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