



VASCON

Vascon Engineers

"Persistent to create better tomorrow"

Investor Presentation | January 2023



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1,625 Crs.

Total Order Book

Forming healthy Order Book
of **3.5x FY22 EPC revenues**



1,321 Crs

External EPC Order Book

Higher contribution by
Government projects



~74%

Govt. Project (%)

Providing visibility of faster execution
and uninterrupted Cash Flows



143,236 Sq.ft.

Real Estate

New Sales Booking in 9M FY23 for
a Total Sales value of **Rs 91 Crs**



31 Crs

Net Debt

As on **31 December 2022**
Total debt repayment of **Rs. 71 Crs**
in last 21 Months



77,673 Sq.ft. (Own Share)

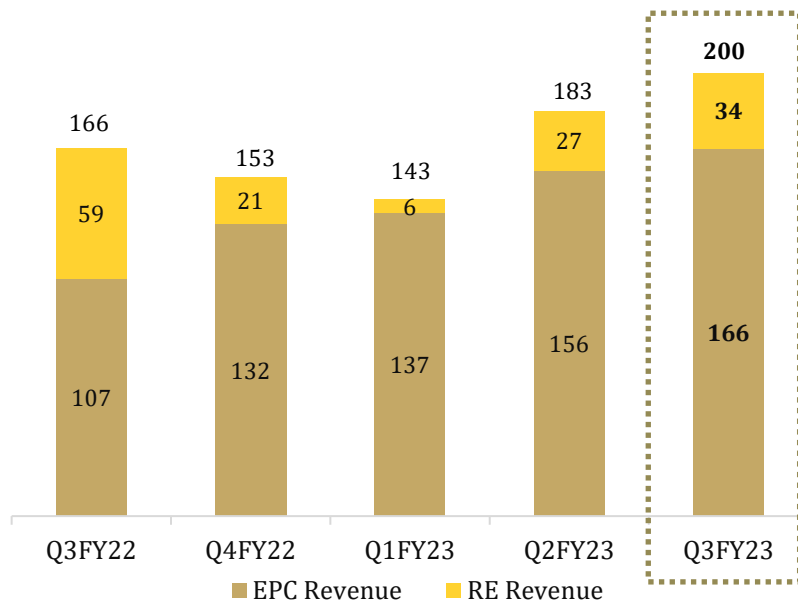
Expected Revenue - Rs 249 Crs
Signed First Redevelopment Project
in Santacruz, Mumbai

9M FY23:

KEY BUSINESS HIGHLIGHTS

Execution Momentum pacing up...

REVENUE FROM OPERATIONS (RS. CRS)



- In Q3 FY23, strong execution continue across EPC Projects

- All projects are operating at an optimum level, which enabled faster project execution and resulted in better revenue generation

- Execution to gather momentum in coming quarters aided by the healthy Order Book

Debt position as on 31st December 2022

| Particular (Rs. in Crs) | Dec -22 | Sept -22 | Jun-22 | Mar-22 | Dec-21 | Sep-21 | Mar-21 | Mar-20 |
|--------------------------------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| Vascon Engineers | | | | | | | | |
| SBI / UBI / CSB | 67.73 | 68.71 | 58.96 | 57.32 | 68.72 | 75.35 | 58.76 | 66.48 |
| Kotak RE Fund | - | 10.63 | 10.63 | 23.35 | 23.35 | 54.89 | 70.69 | 103.83 |
| JM Finance | - | - | - | 24.09 | 24.22 | 24.19 | 24.74 | 17.62 |
| Aditya Birla Capital | 37.51 | 27.27 | 27.39 | - | - | - | - | - |
| ICICI HFC | 6.52 | 6.87 | 7.17 | 7.43 | 7.72 | 8 | 8.54 | 9.51 |
| Tata Capital | 7.40 | 7.04 | - | - | - | - | - | - |
| Zero Coupon-NCD | - | - | - | - | - | - | 13.64 | 13.64 |
| Others | 11.13 | 15.51 | 29.60 | 25.06 | 24.01 | 21.48 | 21.14 | 25.26 |
| Total | 130.29 | 136.03 | 133.75 | 137.26 | 148.02 | 183.91 | 197.5 | 236.33 |
| GMP & Other companies | 13.19 | 19.40 | 21.26 | 19.90 | 28.55 | 21.1 | 16.58 | 18.99 |
| Total Debt | 143.48 | 155.43 | 155.01 | 157.16 | 176.57 | 205.01 | 214.08 | 255.32 |
| Cash & Bank Bal | 29.25 | 28.52 | 12.28 | 16.08 | 21.73 | 5.28 | 22.66 | 22.29 |
| FD | 82.94 | 85.88 | 94.67 | 82.36 | 79.72 | 64.54 | 57.37 | 46.51 |
| Total Cash & Bank Balance | 112.19 | 114.40 | 106.95 | 98.44 | 101.44 | 69.82 | 80.03 | 68.8 |
| Net Debt | 31.29 | 41.03 | 48.06 | 58.72 | 75.12 | 135.19 | 134.06 | 186.53 |

Charting towards higher Growth Trajectory



Robust Order Book

The Order Book has grown 2x from FY19, with an improving contribution from the Government Sector



Improved Capacity Utilization

Execution of Current Order Book to enhance Capacity Utilization & Revenue Growth



Higher Cashflow Generation

Leading to improved Profitability thereby, improving Cash flows



Strengthening the Balance Sheet

Repayment of debt by incremental Cash flow Generation and funds raised from Preferential issue

**WITH ROBUST ORDER BOOK AND INCREASED CAPACITY UTILIZATION, PROFITABILITY TO IMPROVE..
RESULTING IN BALANCE SHEET STRENGTHENING**

P&L Highlights- Q3 & 9M FY 23

| Particulars (Rs. Crs) | Standalone | | | | Consolidated | | | |
|---|---------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
| | Q3 FY23 | Q3 FY22 | 9M FY 23 | 9M FY 22 | Q3 FY23 | Q3 FY22 | 9M FY 23 | 9M FY 22 |
| Revenue | 198.44 | 121.61 | 519.86 | 314.49 | 253.81 | 169.99 | 688.31 | 440.28 |
| Other Income | 1.98 | 44.41 | 6.22 | 48.79 | 2.09 | 42.75 | 6.31 | 47.86 |
| Total Income | 200.42 | 166.02 | 526.08 | 363.28 | 255.90 | 212.74 | 694.62 | 488.14 |
| Construction Expenses / Material Consumed | 167.42 | 105.57 | 426.67 | 261.96 | 201.98 | 137.98 | 541.56 | 346.12 |
| Employee Cost | 9.15 | 8.08 | 25.97 | 31.02 | 18.59 | 16.27 | 52.72 | 54.62 |
| Other Expenses | 6.99 | 15.74 | 16.48 | 22.81 | 12.29 | 21.76 | 30.30 | 35.38 |
| EBITDA | 16.86 | 36.63 | 56.96 | 47.49 | 23.04 | 36.73 | 74.04 | 52.02 |
| <i>EBITDA Margin (%)</i> | 8% | 22% | 11% | 13% | 9% | 17% | 10% | 11% |
| Depreciation | 1.56 | 1.29 | 4.21 | 3.77 | 3.17 | 2.76 | 8.63 | 7.91 |
| Finance Costs | 1.97 | 4.40 | 7.58 | 15.93 | 2.48 | 5.14 | 9.73 | 17.94 |
| Profit Before Tax | 13.33 | 30.94 | 45.17 | 27.79 | 17.39 | 28.83 | 51.68 | 26.17 |
| Tax | 0.00 | 0.00 | 0.00 | 0.61 | 1.06 | 0.12 | 1.88 | 1.07 |
| Profit After Tax | 13.33 | 30.94 | 45.17 | 27.18 | 16.33 | 28.71 | 49.80 | 25.10 |
| Other Comprehensive Income | 0.05 | -0.26 | 0.81 | 0.25 | 0.05 | -0.26 | 0.81 | 0.25 |
| Total Comprehensive Income | 13.38 | 30.68 | 45.98 | 27.43 | 16.38 | 28.45 | 50.61 | 25.35 |

9 M FY23- Segmental Profit & Loss - after allocation

| Particulars (Rs. Cr) | RE# | EPC## | GMP | Inventorised / Unallocable | Total |
|------------------------------|--------------|--------------|--------------|----------------------------|---------------|
| Revenue | 82.49 | 483.19 | 167.37 | | 733.05 |
| Cost of Sales | 43.96 | 412.79 | 115.96 | 4.74 | 577.45 |
| Gross Profit | 38.53 | 70.40 | 51.41 | | 155.60 |
| Gross Profit Margin % | 47% | 15% | 31% | | 21% |
| Other Income | 0.88 | 3.60 | 2.28 | - | 6.76 |
| Employee Cost | 6.49 | 19.48 | 26.75 | | 52.72 |
| Other Expenses | 7.11 | 9.88 | 14.10 | - | 31.09 |
| EBITDA | 25.81 | 44.64 | 12.84 | | 78.55 |
| EBITDA Margin (%) | 31% | 9% | 8% | | 11% |
| Depreciation | 0.82 | 3.60 | 4.30 | | 8.72 |
| EBIT | 24.99 | 41.04 | 8.54 | | 69.83 |
| EBIT Margin (%) | 30% | 8% | 5% | | 10% |
| Finance Costs | | | | | 9.73 |
| Profit Before Tax | | | | | 60.10 |
| Tax | | | | | 10.30 |
| Profit After Tax | - | - | - | | 49.80 |

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



ENGINEERING PROCUREMENT & CONSTRUCTION

One of the leading EPC Company in India



REAL ESTATE DEVELOPMENT

Focus on Mid-Range Housing Project of the leading EPC Company in India

50 Mn

SQ. FT. OF PROJECTS
DELIVERED

200+

PROJECTS
DELIVERED

30+

YEARS OF
EXPERIENCE

30+

PRESENCE
ACROSS INDIA

EPC Business- Overview



- **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 **3.7 msft p.a.** – operating at 90% utilization
 - Number of Personnel in Project / Engineering team – 500+
- **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**

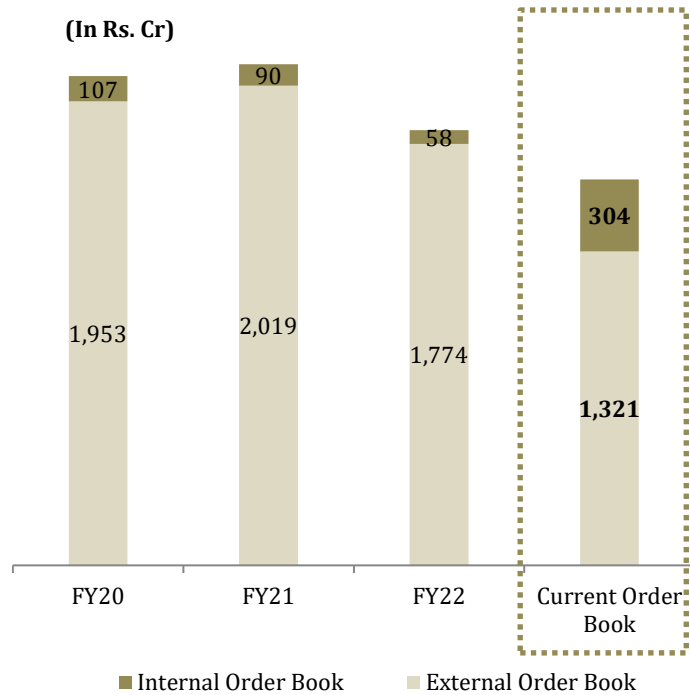
Marquee Clients



BMRC

MAINTAINING CONSISTENT QUALITY STANDARDS ENSURING REPEAT ORDERS

Order Book Build-Up & Key Orders



| Project | Location | Amt (Rs. Cr) |
|--|----------------|--------------|
| External Order book | | |
| Mumbai Police Staff quarters | Mumbai | 267 |
| Raj Bhavan (Chief Minister) House | Raipur | 114 |
| Medical Colleges with District Hospital, Kaushambi | Kasuhambi, UP | 176 |
| Medical Colleges with District Hospital, Bijnor | Bijnor, UP | 157 |
| Vedanta - Barmer | Barmer, Raj | 132 |
| Mumbai Metro high-rise building | Mumbai | 110 |
| Terminal Building at Goa Airport Dabolim | Goa | 100 |
| Metro Rail Depot Structures | Bangalore | 22 |
| Lpro International School | Pune | 31 |
| Rehab Project | Mumbai | 38 |
| Affordable Housing Project | Pune | 20 |
| Adampur Airport Building | Adampur | 9 |
| Others | | 143 |
| Total | | 1,321 |
| Internal Order book | | |
| Forest Edge | Pune | 7 |
| Katvi-Affordable Housing | Talegaon, Pune | 31 |
| Tulip - Phase III & Springs | Coimbatore | 86 |
| Santacruz, Redevelopment | Mumbai | 180 |
| Total | | 304 |
| Total EPC Business Order book | | 1,625 |



VASCON

REAL ESTATE DEVELOPMENT



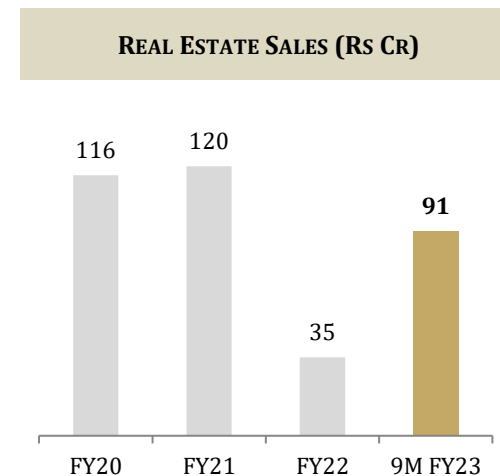
Real Estate Business



Successfully launched Real estate projects

| Projects | Vascon Share | Dev. Area (ms.ft.) | Launch | Status |
|------------------------------------|--------------|--------------------|----------|------------|
| Forest Edge (JV) A | 50% | 0.08 | 18-Jan | Fully Sold |
| Forest Edge (JV) B | 50% | 0.08 | 19-Sep | Fully Sold |
| Windermere (JV)# | 45% | 0.39 | 18-Mar | 79% sold |
| Windermere Bunglow | 100% | 0.012 | 20-May | 100% sold |
| Tulip Phase III | 70% | 0.28 | 22- June | 32% Sold |
| Vascon Spring | 70% | 0.03 | 22- June | 100% Sold |
| Eco Tower | 70% | 0.045 | 22-July | 50% Sold |
| Vascon Goodlife – Value Home (Own) | 100% | 0.3 | 18-May | 63% sold |
| Forest County | 50% | 0.18 | 18-Dec | 100 % sold |

#Relaunch



**“FOREST EDGE” –
KHARADI, PUNE**



**VASCON GOODLIFE -
KATVI, TALEGAON**



**RE-LAUNCH OF
WINDERMERE#**



XOTECH- PUNE



**FOREST COUNTY -
KHARADI**



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 |
| | | | | ms.ft. | ms.ft. | Rs. Cr | Rs. Cr | Rs. Cr | Rs. Cr | Rs. Cr |
| Forest Edge (A&B) | Pune | JV | 50% | 0.16 | 0.15 | 109 | 95 | 55 | 48 | 26 |
| Forest County | Pune | JV | 50% | 0.18 | 0.18 | 133 | 95 | 67 | 48 | - |
| Windmere Residential | Pune | JDA | 45% | 0.39 | 0.30 | 372 | 366 | 192 | 182 | 192 |
| Windmere Bungalow | Pune | Own | 100% | 0.012 | 0.012 | 19 | 19 | 19 | 19 | 19 |
| Tulip – Phase III | Coimbatore | JV | 70% | 0.20* | 0.09 | 60 | 5 | 60 | 5 | - |
| Springs | Coimbatore | JV | 70% | 0.03 | 0.03 | 11 | 4 | 8 | 4 | - |
| Eco Tower | Pune | JV | 70% | 0.03** | 0.015 | 15 | 7 | 15 | 7 | |
| Vascon GoodLife | Talegaon | Own | 100% | 0.46 | 0.18 | 65 | 44 | 65 | 45 | 31 |
| Total | | | | 1.462 | 0.957 | 784 | 635 | 481 | 358 | 268 |

* Total Area – 0.28 Mn Sq ft , Vascon Area Share – 0.20 Mn

** Total Area – 0.045 Mn Sq ft , Vascon Area Share – 0.03 Mn

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 |
| | | | | ms.ft. | (Rs. in Cr) | ms.ft. | (Rs. in Cr) |
| 1 | Powai, Mumbai | JDA/JV | Residential | 0.16 | 335 | 0.06 | 118 |
| 2 | Kharadi, Pune | JDA | Residential | 0.19 | 180 | 0.10 | 95 |
| 3 | 4 Acre HDH-Ajanta | JV | Residential | 0.6 | 460 | 0.3 | 230 |
| 4 | Baner - Pashan, Pune | JDA/JV | Residential – Commercial | 0.76 | 750 | 0.27 | 263 |
| 5 | Santacruz, Mumbai | Redevelopment | Residential | 0.08 | 249 | 0.08 | 249 |
| | Total | | | 1.79 | 1,974 | 0.81 | 955 |

Real Estate Projects – Pipeline (other projects)

| Sr. No. | Projects | Type | Segment | Total | |
|---------|----------------------|------|-------------|---------------|----------------------|
| | | | | Saleable Area | Expected Sales Value |
| | | | | ms.ft. | (Rs. in Cr) |
| 1 | Kalyani Nagar - Comm | JDA | Commercial | 0.3 | 330 |
| 2 | Kalyani Nagar | JDA | Residential | 0.5 | 550 |
| | Total | | | 0.8 | 880 |

Focus on Liquidity Management

REMAINING NON-CORE ASSETS IDENTIFIED FOR SALE

- **9 ACRE LAND PARCEL IN AURANGABAD ***
- **GMP TECHNICAL SOLUTIONS (85% SUBSIDIARY OF VASCON)**

* NOC RECEIVED FROM STATE BANK OF INDIA AND TRANSACTION IS UNDER PROCESS

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

TOWARDS NEWER, BIGGER MILESTONES

LET'S CONNECT



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