



Date: February 13, 2019

To,
National Stock Exchange of India Limited,
Listing Department,
Exchange Plaza,
Bandra (E), Mumbai – 400 051

To,
BSE Limited,
The Department of Corporate Services
Phiroze Jeejeebhoy Towers, Dalal Street,
Fort, Mumbai 400 001

Ref Symbol: VASCONEQ

Ref: Scrip Code: 533156

Subject: Presentation Update

Dear Sir/ Madam,

Please find enclosed Presentation by the Company Post Board meeting.

This is for your information and records.

Thanking you,

For **Vascon Engineers Limited,**

Vibhuti Dani
Company Secretary and Compliance Officer

Enclosures: as above

VASCON ENGINEERS LTD.

Registered & Corporate Office: Vascon Weikfield Chambers, Behind Hotel Novotel, Opposite Hyatt Hotel, Pune-Nagar Road, Pune - 14.
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EPC | INDUSTRIAL | RESIDENTIAL | COMMERCIAL | IT PARKS | INSTITUTES | CLEAN ROOM SOLUTIONS

This document is signed electronically



VASCON

VASCON ENGINEERS

INVESTOR PRESENTATION | FEBRUARY 2019

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*Key Development &
Financial Highlights*

KEY HIGHLIGHTS – 9MFY19



EPC Business

Rs **877 Cr**
Total Order Book

Rs **719 Cr**
External Orders

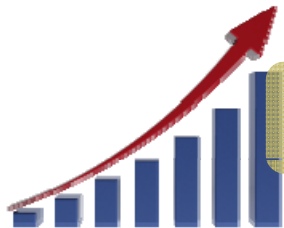
Rs **158 Cr**
Internal Orders

Rs **226 Cr** Order Intake in 9MFY19



Real Estate Business

New Sale booking of **3,28,667 sqft** for a total sales value of Rs **194 Cr** in 9MFY19



Non Core Assets

- Sale of Amenity plot along with school building for total consideration of Rs **36.50 Cr**
- Sale of land parcel at Balewadi, Baner for total consideration of Rs **100 Cr** (Vascon share Rs **13.10 Cr**)

P&L HIGHLIGHTS- STANDALONE

Particulars (Rs. Cr)	Q3 FY19 (with out Ind AS 115)	Q3 FY19	Q3 FY18	9M FY19 (with out Ind AS 115)	9M FY19	9M FY18	FY18
Revenue	85.83	82.13	93.51	258.32	245.66	229.49	335.35
Other Income	7.74	7.74	1.74	23.84	23.84	8.98	24.06
Total Income	93.57	89.87	95.25	282.16	269.50	238.47	359.41
Construction Expenses / Material Consumed	58.44	54.46	67.17	189.79	179.51	162.67	249.45
Employee Cost	10.28	10.28	13.00	35.16	35.16	32.63	46.45
Other Expenses	8.42	8.42	6.89	24.58	24.58	17.22	25.22
EBITDA	16.43	16.71	8.19	32.63	30.25	25.95	38.29
EBIDTA Margin (%)	18%	19%	9%	12%	11%	11%	11%
Depreciation	2.13	2.13	1.95	6.01	6.01	5.45	7.52
Finance Costs	6.62	6.62	3.78	16.92	16.91	15.05	19.36
Profit Before Tax	7.68	7.96	2.46	9.70	7.323	5.45	11.41
Tax	-0.03	-0.03	-	-1.02	-1.02	-	0.02
Profit After Tax	7.71	7.99	2.46	10.72	8.35	5.45	11.39
Other Comprehensive Income	-0.15	-0.15	0.11	-0.36	-0.36	0.08	0.24
Total Comprehensive Income	7.56	7.84	2.57	10.36	7.99	5.53	11.63

SEGMENTAL 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	51.37	38.71	250.88		289.59	302.25
Other Income	5.02	5.02	19.28		24.30	24.30
Total Income	56.39	43.73	270.16	-	313.89	326.55
Cost of Sales	36.82	26.54	188.25	5.61	220.40	230.68
Gross Profit	14.55	12.17	62.63		69.19	71.57
Gross Profit Margin %	28%	31%	25%		24%	24%
Employee Cost	16.79	16.79	18.37		35.16	35.16
Other Expenses	14.59	14.59	13.26		27.85	27.85
EBITDA	-11.81	-14.19	50.27		30.48	32.85
EBITDA Margin (%)			20%		11%	11%
Depreciation	0.90	0.90	5.20		6.10	6.10
EBIT	-12.71	-15.09	45.07		24.38	26.76
EBIT Margin (%)			18%		8%	9%
Finance Costs					16.98	16.98
Profit Before Tax					7.41	9.79
Tax					-0.94	-0.94
Profit After Tax					8.35	10.73

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

VASCON – AT PRESENT



ENGINEERING PROCUREMENT & CONSTRUCTION

One of the leading EPC Company in India

REAL ESTATE DEVELOPMENT

Focus on Affordable Housing



**200+
COMPLETED
PROJECTS**



**PROJECTS
ACROSS
20+ Cities**



**AN ISO 9001:2009
& ISO 14001:2004
COMPANY**



**50+ MILLION
SQUARE FEET
DELIVERED**



VASCON

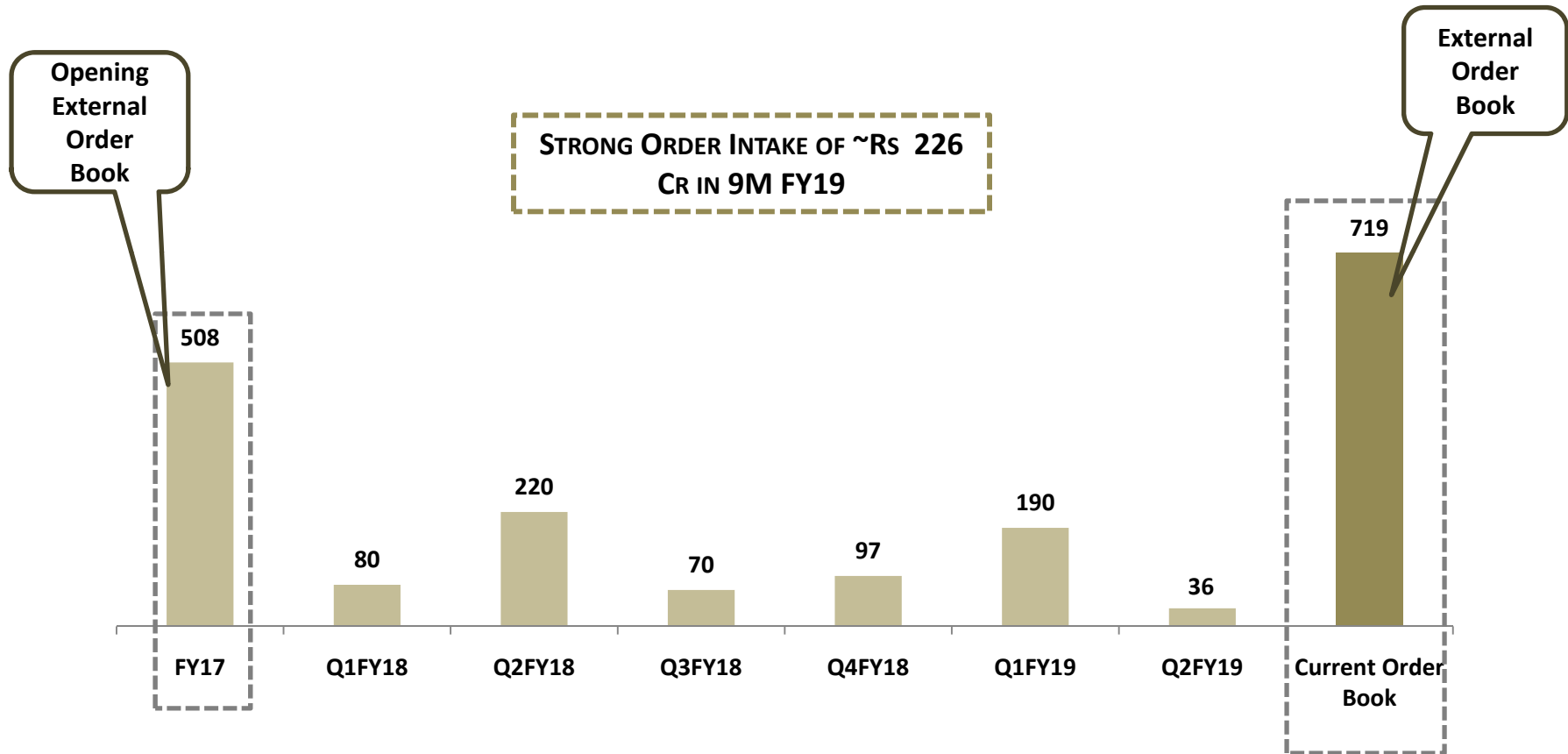
*Engineering
Procurement &
Construction*

EPC BUSINESS



- **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 Affordable Housing
 - 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**

CONSISTENT ORDER INTAKE



**EXECUTION OF NEW ORDERS TO IMPROVE REVENUE & CAPACITY UTILISATION...
LEADING TO BETTER OPERATING MARGINS**

EXISTING ORDER BOOK

Project	Location	Amt (Rs. Cr)
External Order book		
Adhiraj	Mumbai	145
Kailash Enclave	Lucknow	100
Ayyalur	Ayyalur, Andhra Pradesh	78
Godrej Greens	Pune	75
Sheth Creators – Malad (I&II)	Mumbai	72
Adoni	Adoni, Andhra Pradesh	55
Sriram Educational Turst	Chennai	43
Godrej Laguna	Chennai	34
Everest Enclave	Lucknow	32
TNMC	Chennai	31
Other Projects		54
Total		719
Internal Order book		
Platinum Square	Pune	1
Windermere-Tower I & II	Pune	10
Windermere-Bunglows	Pune	33
Hadapsar School	Pune	18
Forest Edge	Pune	16
Katvi-Affordable Housing	Talegaon, Pune	80
	Total	158
Total EPC Business Order book		877



***REAL-ESTATE
DEVELOPMENT***

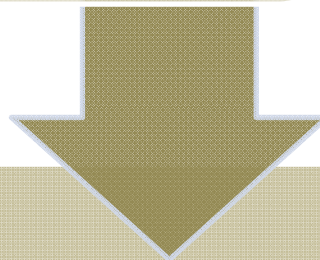
REAL ESTATE BUSINESS



REAL ESTATE - KEY BUSINESS DRIVERS

Affordable Housing – the Focus Area

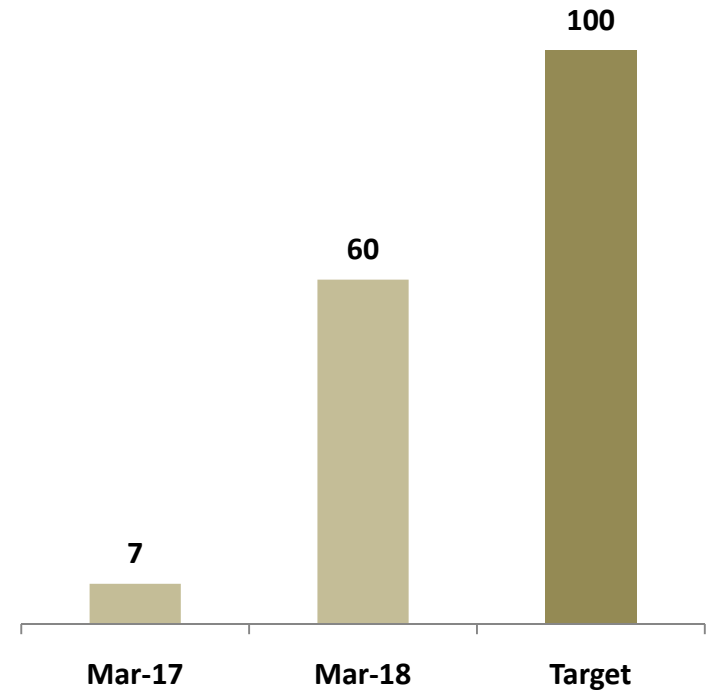
- Focus on developing Affordable Housing projects
- Perfect the Affordable Housing model in Pune and replicate in other cities
- Launch of new phases in existing projects with clear sales visibility
- Liquidate significant inventory at launch (Positive cashflows from the beginning of the Project)



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

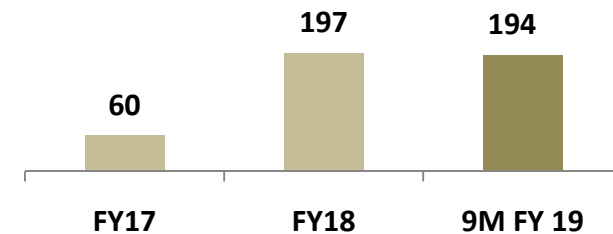


Number of employees

SUCCESSFULLY LAUNCHED REAL ESTATE PROJECTS

PROJECTS	DEV. AREA (MSFT)	LAUNCH	STATUS
Forest Edge (JV)	0.08	Jan 2018	Fully sold
Windermere (JV)#	0.38	Mar 2018	
Vascon Goodlife – Value Home (Own)	0.46	May 2018	
Xotech	0.04	Oct 2018	Fully Sold

REAL ESTATE SALES (RS CR)



“FOREST EDGE” – KHARADI, PUNE



VASCON GOODLIFE - KATVI, TALEGAON



RE-LAUNCH OF WINDERMERE#



NEW SALE BOOKING OF ~3,28,677 SQFT FOR A TOTAL SALES VALUE OF ~RS. 194 CR IN 9M FY19 AGAINST SALE BOOKING OF ~2,46,867 SQFT FOR A TOTAL SALES VALUE OF ~RS. 197 CR IN FY18

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
				msft	msft	Rs. Cr	Rs. Cr	Rs. Cr	Rs. Cr	Rs. Cr
Forest Edge	Pune	JV	50%	0.08	0.08	54	23	27	12	-
Windmere Residential	Pune	JDA	45%	0.38	0.18	199	134	90	60	80
Platinum Square	Pune	JV	70%	0.13	0.13	132	105	92	74	75
Vascon GoodLife	Talegaon	Own	100%	0.46	0.18	64	3	64	3	-
Xotech	Hinjewadi	JV	50%	0.04	0.04	18	2	9	1	-
Total				1.09	0.60	467	266	282	150	155

THANK YOU!



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