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# Vascon Engineers Limited

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## Analyst Presentation Q1 FY 2013 Result Update

August, 2012



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## Financial Highlights

# Consolidated Profitability Statement – Q1 FY13



Rs. mn	Q1 FY13	Q1 FY 12	YoY %	FY 2012
Revenue	1961	1808		7121
Other Income *	68	54		549
<b>Total Income</b>	<b>2029</b>	<b>1862</b>	<b>9.0%</b>	<b>7670</b>
Raw Material	1470	1348		5467
Employee Cost	186	179		697
Other Expenses	148	115		680
<b>EBITDA</b>	<b>225</b>	<b>220</b>	<b>2.3%</b>	<b>827</b>
<b>EBITDA Margin</b>	<b>11.1%</b>	<b>11.8%</b>		<b>10.78%</b>
Interest	102	119		370
Depreciation	43	40		182
PBT	80	61		275
Tax	28	38		120
<b>PAT</b>	<b>53</b>	<b>23</b>	<b>126.7%</b>	<b>155</b>
<b>PAT Margin</b>	<b>2.6%</b>	<b>1.2%</b>		<b>2.02%</b>

\* Other Income includes Exceptional item amounting to Rs 22 mn and Rs 391 mn in Q1 FY12 and FY 2012 respectively

# Segment-wise Financial Highlights – Q1 FY13



Rs. Mn	Revenue	Cost of Sales	Gross Profit	Gross Profit %
EPC	1,160	910	250	22%
Real Estate *	420	320	100	24%
GMP	370	240	130	35%
Hospitality & Others	80	1	79	-
<b>Consolidated</b>	<b>2,030</b>	<b>1,471</b>	<b>559</b>	<b>28%</b>

\* Real estate revenue includes Rs 15 crores on account of sale of Phoenix Building, Pune



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# EPC Business Update

## EPC Order inflow in Q1 FY13

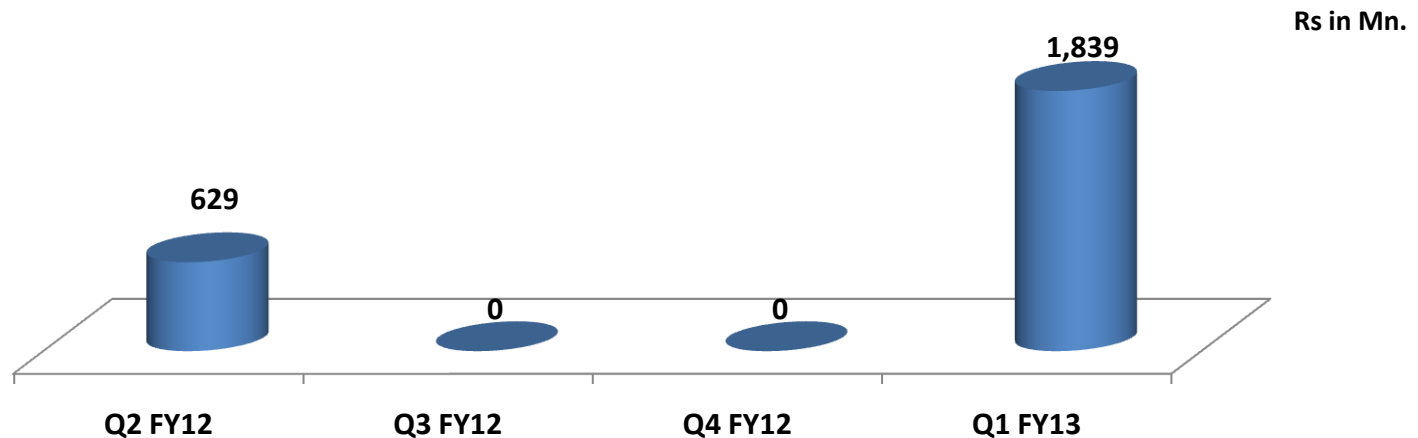
Project name	Location	Type	Contract Value (Rs. Mn.)
Godrej Group	Pune	Res	926
Noto Chaitanya (Unitech)	Chennai	Res	473
Noto MLCP (Unitech)	Chennai	Res	287
Citron	Pune	Res	114
10 Luxe	Pune	Res	40

## EPC Order Backlog as of 30<sup>th</sup> June, 2012

	#	Rs. Mn	Rs. Mn
		Order Book	Backlog
3rd Party Contracts	63	38,924	26,237

Note : The EPC of own Real Estate projects are executed in house

## Third Party EPC Order Inflow





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## Real Estate Business Update



# Real Estate Projects Progress



## Project Details till June 30, 2012

Project Name	Location	Vascon Share		Project Area	Area Sold	Sale Value	Collection	Rev. Recognised
		Equity	Revenue					Rs. mn
Willows Phase I	Pune	100%	56%	0.22	0.21	920.0	884.90	669.3
Willows Phase II	Pune	100%	56%	0.16	0.14	569.0	299.00	278.4
Vista - Phase I	Nashik	100%	100%	0.18	0.17	380.3	405.80	380.3
Vista - Phase II	Nashik	100%	100%	0.13	0.11	270.0	137.20	132.5
Forest County (11 bld.)	Pune	50%	100%	0.84	0.72	2645.5	1514.50	460.3
Tulips – Phase I	Coimbatore	70%	70%	0.07	0.07	252.0	163.10	177.8
Tulips - Phase II	Coimbatore	70%	70%	0.20	0.07	301.8	53.90	0.0
Windmere Duplex	Pune	100%	45%	0.17	0.05	613.2	99.00	27.1
Windmere Apartments	Pune	100%	45%	0.22	0.09	1027.2	105.90	24.0
Xotech	Pune	50%	100%	0.12	0.03	113.2	26.90	0.0
Nature Spring	Pune	100%	65%	0.27	0.04	137.3	23.90	0.0
Nature Nest	Pune	100%	65%	0.25	0.03	66.3	11.30	0.0
Ela	Pune	100%	100%	0.12	0.03	141.7	15.50	0.0
<b>Total</b>				<b>2.95</b>	<b>1.77</b>	<b>7437.5</b>	<b>3740.9</b>	<b>2149.7</b>

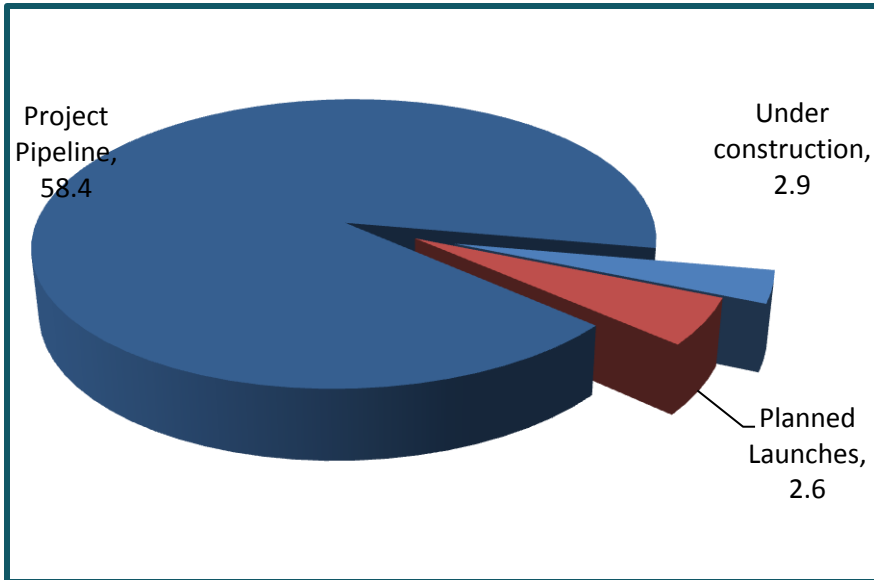
# Real Estate: Projected Cash flow



		Projects Under Construction	Unsold Inventory of Completed Projects*
Total Area	Sq ft	2,950,701	-
Area sold till 30 <sup>th</sup> June, 2012	Sq ft	1,769,303	-
Sales Value of Area Sold [Vascon share]	Rs. Mn.	4,153	-
Amount Collected till 30 <sup>th</sup> June, 2012 [Vascon share]	Rs. Mn.	2,248	-
Area unsold till 30 <sup>th</sup> June, 2012	Sq ft	1,181,398	371,431
Estimated Sales Value of Unsold Area	Rs. Mn.	6,617	1,934
Less : Share of JD Partner	Rs. Mn.	3,081	793
Less: Estimated Construction Cost to be spent	Rs. Mn.	3,414	-
<b>Positive Cash flow</b>	Rs. Mn.	2,027	1,141

\* Projects include Marigold, Al Monte, V Tech

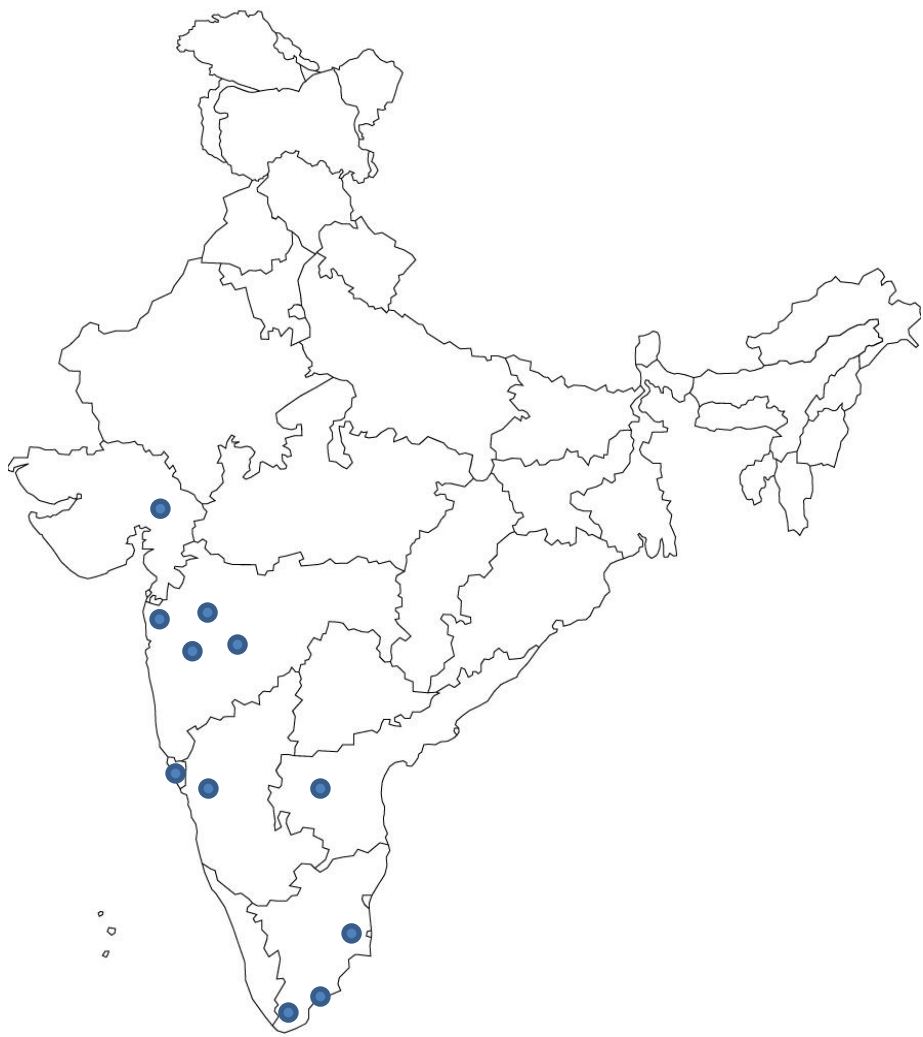
**Projected Cash flow from ongoing projects ~ Rs. 3,168 mn**



- **Total Vascon Investment for Real estate Development - ~ Rs. 4,000 mn**
  - No further payment towards Land is required
- **64 msft Total Developable Area**
  - Share of Vascon - 37 msft
- **Development Plan**
  - Targeting to mid price segment development (Rs. 3000 – 5000 psft)

Land Reserves	Development Potential		Attributable to Vascon	
	msf		msf	%
Land Owned by the Company	2.9		2.9	8%
Development through JDA	38.8		21.4	57%
Joint Ventures	17.1		10.5	28%
JDA with JV	5.2		2.5	7%
	63.9		37.3	100%

# Real Estate Portfolio Details



City	Area	Dev. Area	Vascon Share
	Acres	msft	Msft
Pune	291.2	21.0	12.5
Ahmedabad	26.0	2.7	1.2
Aurangabad	14.9	1.4	0.7
Nashik	11.8	1.2	1.2
Thane	145.1	19.0	8.3
Coimbatore	39.1	3.5	2.0
Belgaum	1.7	0.2	0.1
Goa	7.6	0.5	0.5
Hyderabad	3.5	0.6	0.4
Madurai	28.2	2.2	1.5
Oragadam	105.0	11.8	8.9
	674.1	63.9	37.3

- Located at Hadapsar, Pune
  - Surrounding area has well developed infrastructure
- 0.12 million sq. ft. total saleable area
- Residential project with 2, 2.5 BHK
  - sizes ranging from 1,115 sq. ft. to 1,595 sq. ft.
- Township with latest amenities like club house, Swimming pool, Gymnasium, carom/card room/play station, well designed landscape garden, kids play area, sewage treatment plant, rain water harvesting, garbage treatment plant etc
- To be developed over 2 years

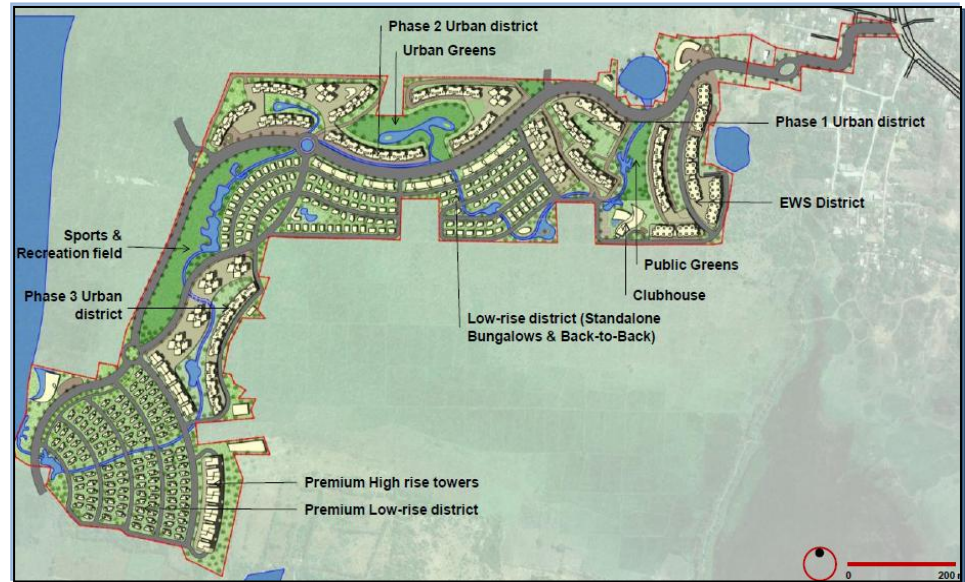




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## Upcoming Real Estate Projects

- Located at Oragadam, Chennai
  - Surrounding area has well developed infrastructure
- Around 10 million sq. ft. of saleable area
  - 1.57 million sq. ft. to be launched in Phase I
  - Phase I to be developed over 3 years
- 1,2,3 BHK, Row Apartments, Bungalows etc.
  - size ranging from 564 sq. ft. to 2,500 sq. ft.
- Township with latest amenities like club house, Swimming pool, Gymnasium, Tennis and Basketball court, Jogging track, Party hall, water show in lake, Pharmacy, Farmers Market in Park etc.



- Located at Neelambur, Coimbatore
- 0.94 million sq. ft. total saleable area
- Residential project with 1 & 2 BHK
  - sizes ranging from 975 sq. ft. to 1,100 sq.ft.
- Township with latest amenities like club house, Swimming pool, Gymnasium, Party hall, well designed landscape garden, kids play area, sewage treatment plant, rain water harvesting etc.
- To be developed over 3 years from date of commencement





- Located at Wadala, Nashik
  - Surrounding area has well developed infrastructure
  
- 0.07 million sq. ft. of saleable area
  
- Residential project with 2 & 3 BHK
  - sizes ranging from 1,195 sq. ft. to 1,575 sq.ft.
  
- Township with latest amenities like club house, well designed landscape garden, kids play area, sewage treatment plant, rain water harvesting etc.
  
- To be developed over 2.5 years from date of commencement





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# Hospitality Business Update

# Strategic Investment in Hospitality Business



Hotel	Galaxy Resorts	Hyatt	Holiday Inn	Coimbatore
<b>Location</b>	Goa	Pune	Pune	Coimbatore
<b>Holding</b>	43.83%	26%	28.70%	70%
<b>Category</b>	3 Star	5 Star	5 Star	4 Star
<b>No. of Keys</b>	65	306	187	129
<b>Total Area (Sft)</b>	70,000	4,50,000	1,09,769	1,06,500
<b>Operator</b>	Royal Orchids	Hyatt	Holiday Inn	To be tied up
<b>Operational</b>	Jan 2005	Nov 2010	April 2011	FY 2013
<b>Vascon Investment (Rs. Mn.)</b>	37	304	239	140

**Total Investment in Hotel Projects ~ Rs. 720 Mn.**

For further information, please contact:

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