



**VASCON**<sup>®</sup>  
Development with Conscience

# Vascon Engineers Limited

Development With  
Conscience

## Q1 FY14 Result Update

August, 2013



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# Consolidated Profitability Statement



Rs. Mn	Q1 FY14	Q1 FY 13	Q4 FY13	FY 2013
Revenue	1188	1962	1874	7076
Other Income	84	68	116	290
Total Income	1273	2029	1990	7366
Construction Expenses / Material Consumed	819	1471	1432	5388
Employee Cost *	189	186	213	773
Other Expenses *	156	148	184	681
EBITDA	109	225	161	524
<b>EBITDA Margin</b>	<b>8.5%</b>	<b>11.1%</b>	<b>8.1%</b>	<b>7.1%</b>
Interest	94	102	58	332
Depreciation	39	43	59	205
Exceptional Items	0	0	40	59
PBT	-24	81	4	-72
Tax	19	28	37	98
PAT	-43	53	-33	-170
<b>PAT Margin</b>	<b>-3.4%</b>	<b>2.6%</b>	<b>-1.7%</b>	<b>-2.3%</b>

\* Increase on account of expansion of Clean Room Partition business

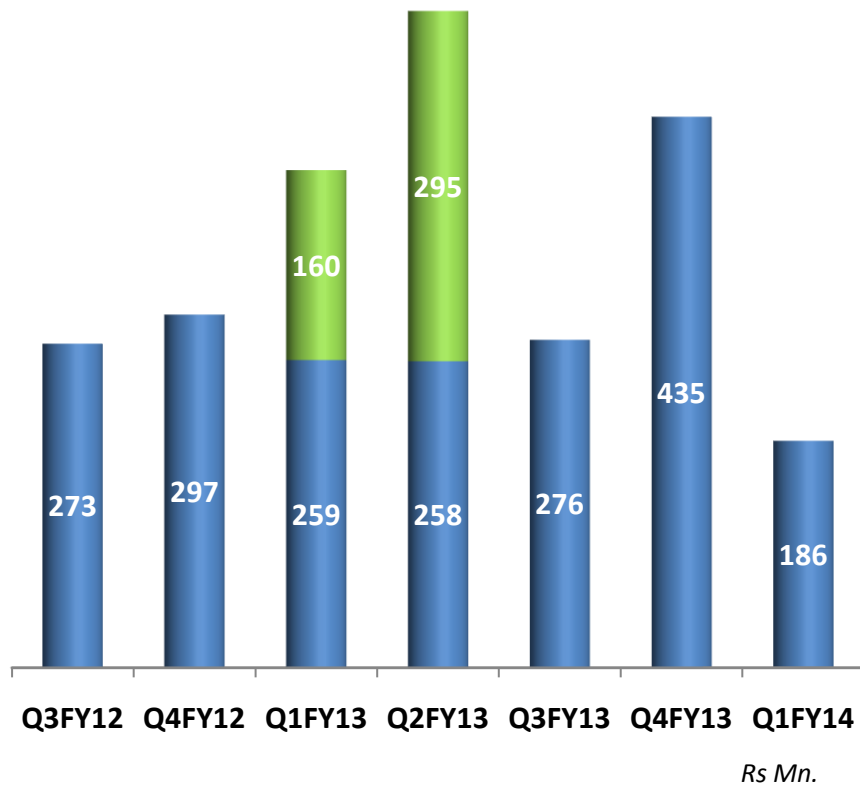
# Segment-wise Financial Highlights



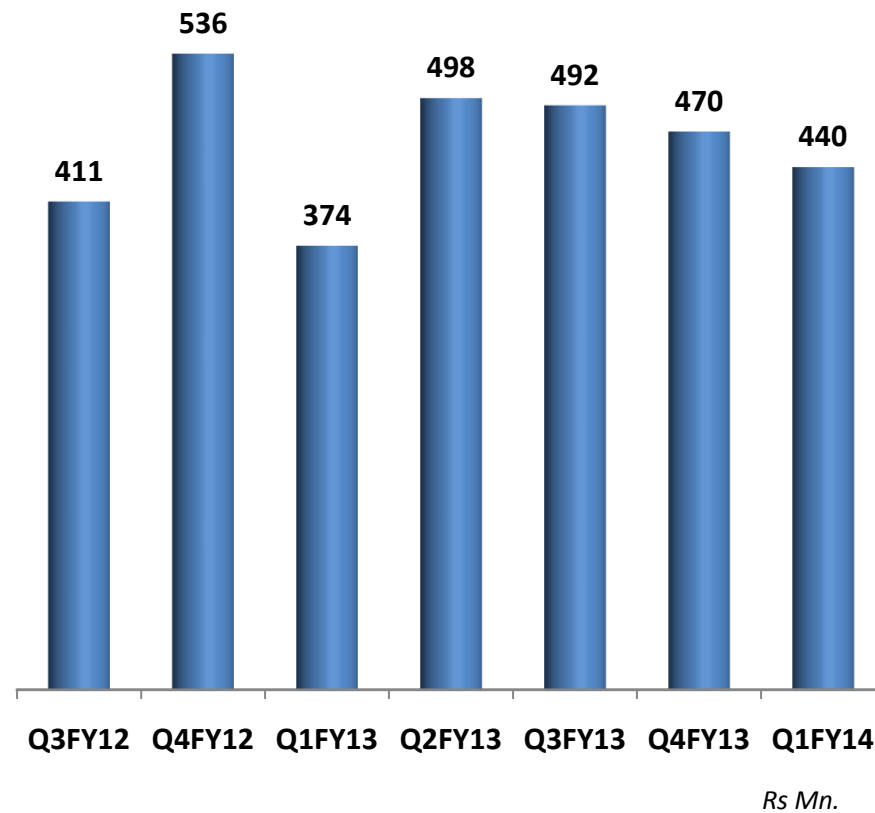
Rs. Mn	Revenue		Cost of Sales		Gross Profit		Gross Profit %	
	Q1 FY14	Q1 FY 13	Q1 FY14	Q1 FY 13	Q1 FY14	Q1 FY 13	Q1 FY14	Q1 FY 13
<b>EPC</b>	553	1,158	441	914	112	244	20.25%	21.03%
<b>Real Estate</b>	186	419 *	101	319	85	100	45.41%	23.94%
<b>Clean Room Partitions &amp; BMS</b>	440	374	276	236	164	138	37.34%	36.87%


\* Includes sale of Phoenix commercial building amounting to Rs. 150 mn

## Real Estate Segment



## Clean Room Partition & BMS Segment



 Revenue from sale of commercial buildings

# Real Estate Projects Progress



As on June 30, 2013

Project Name	Location	Vascon Share		Total				Vascon Share		
				Project Area	Area Sold	Sale Value	Collection	Sale Value	Collection	Rev. Recognised
		Equity	Revenue	msft	msft	Rs. mn	Rs. mn	Rs. mn	Rs. mn	Rs. mn
Willows Phase (C)	<b>COMPLETED</b>									
Willows Phase (D,E,F)	Pune	100%	80%	0.21	0.19	779	676	623	540	571
Vista - Phase II	Nashik	100%	100%	0.14	0.11	267	235	267	235	223
Forest County (11 bld.)	Pune	50%	100%	0.84	0.74	2,949	2,358	1,475	1,179	894
Tulips – Phase I	<b>COMPLETED</b>									
Tulips - Phase II	Coimbatore	70%	70%	0.13	0.10	390	169	273	118	0
Windmere Duplex	Pune	100%	45%	0.17	0.05	438	109	193	48	48
Windmere Apartments	Pune	100%	45%	0.21	0.09	928	315	408	139	50
Xotech	Pune	50%	100%	0.06	0.03	128	68	64	34	33
Nature Spring	Pune	100%	65%	0.26	0.06	119	23	82	16	0
Nature Nest	Pune	100%	65%	0.25	0.03	48	8	33	5	0
Ela	Pune	100%	100%	0.12	0.06	286	138	286	138	169
Garnets Bay	Pune	50%	100%	0.03	0.02	200	56	100	28	17
Eco Tower	Pune	100%	100%	0.04	0.02	163	73	163	73	35
<b>Total</b>				<b>2.45</b>	<b>1.51</b>	<b>6,693</b>	<b>4,226</b>	<b>3,966</b>	<b>2,553</b>	<b>2,039</b>

City	Area	Dev. Area	Vascon Share
	Acres	msft	msft
<b>Joint Development Agreement (JDA)</b>			
Belgam	1.7	0.2	0.1
Chennai	105.0	8.7	6.6
Hyderabad	3.5	0.6	0.4
Madurai	28.2	2.7	1.8
Nashik	3.7	0.2	0.1
Pune	191.1	11.6	6.6
<b>Joint Venture (JV)</b>			
Pune	55.4	3.3	1.6
Thane	145.1	19.0	8.4
<b>JV &amp; JDA</b>			
Coimbatore	37.2	2.9	1.5
Pune	1.6	0.3	0.1
<b>Owned Land</b>			
Aurangabad	9.0	0.8	0.8
Goa	7.6	0.5	0.5
Nashik	11.1	0.5	0.5
Pune	14.1	0.9	0.9
<b>Total</b>	<b>614.3</b>	<b>51.9</b>	<b>30.0</b>

**Land Bank of 52 msft totally paid for, available for development**

## The Company

- Established in year 2005
- One of the largest manufacturers of Clean Room Partitioning Systems & Turnkey Solution Provider
- State-of-the-art manufacturing facility at Baddi, Himachal Pradesh
- Manufacturing capacity per day
  - 400 units (doors & panels)
  - 10, 000 sq. ft. panels and 200 doors
- Business Segments :
  - Clean Room Technology;
  - Modular Furniture;
  - Building Management Systems; IBMS;
  - IT & Networking;
  - HVAC and Electricals

## Road Ahead

- Export expansion
  - Penetrating into newer geographies
  - Export share expected to increase to 30% from current 15%
  - Large Export Orders
    - Nigeria – Rs 890 Mn
    - Bahrain – Rs 386 Mn
- Growth in Domestic market
  - Expanding footprints in Bangalore, Hyderabad, Ahmedabad
- Profitable Growth
  - Increased exports to expand margins



- **Monetization of completed project inventory / selective land parcels**

Project / Location	Nature	Area	Value (Rs. mn.)	Status
Zenith, Pune	Land Parcel	380,000	270	80 mn received
V-Tech, Nashik	Commercial	118,000	350	Deal Done, payment awaited
Katvi, Pune	Land Parcel	431,000	190	
			<b>810</b>	

- **Divestment of Hospitality Portfolio**

Project / Location	% Holding	Vascon Investment (Rs. mn.)
Hyatt, Pune	19.0%	304
Holiday Inn, Pune	28.7%	239
Galaxy Resorts, Goa	43.8%	37
Coimbatore	70.0%	140
		<b>720</b>

- 1. Continue focus on Cash Flow Improvement**
- 2. Focus on Real Estate project development**
- 3. Selective on new EPC orders**

For further information, please contact:

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**Company :**

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Vascon Engineers Ltd.  
Mr. M Krishnamurthi , Chief Corporate Affairs  
[mk\\_murthi@vascon.com](mailto:mk_murthi@vascon.com)

Mr. Punit Bhayani  
[punit@vascon.com](mailto:punit@vascon.com)

[www.vascon.com](http://www.vascon.com)