



VASCON[®]
Development with Conscience

Vascon Engineers Limited

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Q3 FY14 Result Update

December, 2013



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Consolidated Profitability Statement



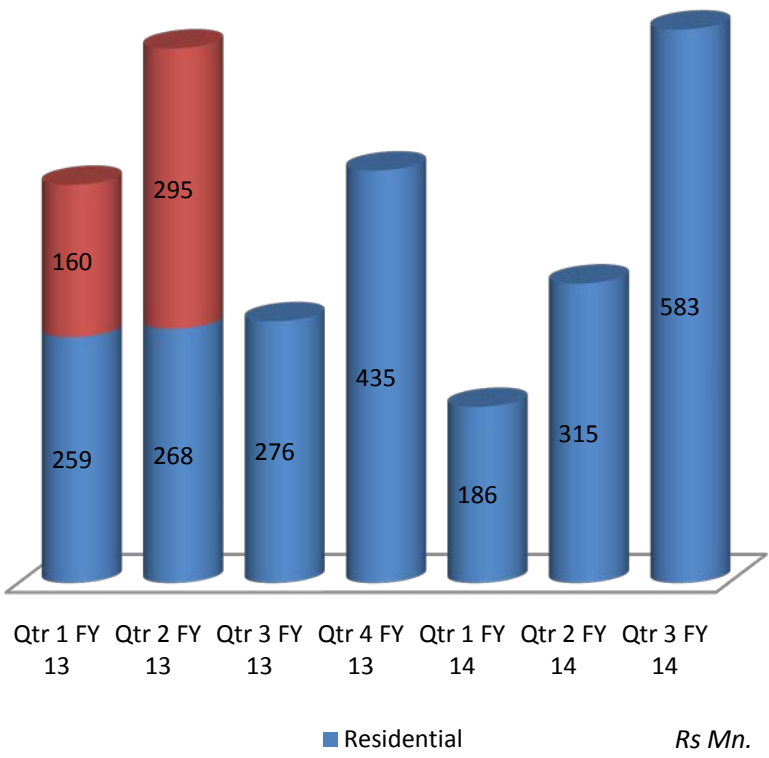
Rs. Mn	Q3 FY14	Q3 FY13	9M FY14	9M FY13
Revenue	1731	1391	4484	5202
Other Income	29	61	158	174
Total Income	1760	1451	4642	5376
Construction Expenses / Material Consumed	1290	1109	3303	3956
Employee Cost	247	215	626	560
Other Expenses	183	167	481	497
EBITDA	39	-40	232	363
EBITDA Margin	2.2%	-2.8%	5.0%	6.7%
Interest	99	105	278	274
Depreciation	45	59	127	146
Exceptional Items	0	-1	-88	18
PBT	-105	-204	-85	-76
Tax	17	21	80	61
PAT	-122	-225	-165	-137
PAT Margin	-6.9%	-15.5%	-3.5%	-2.6%

Segment-wise Financial Highlights

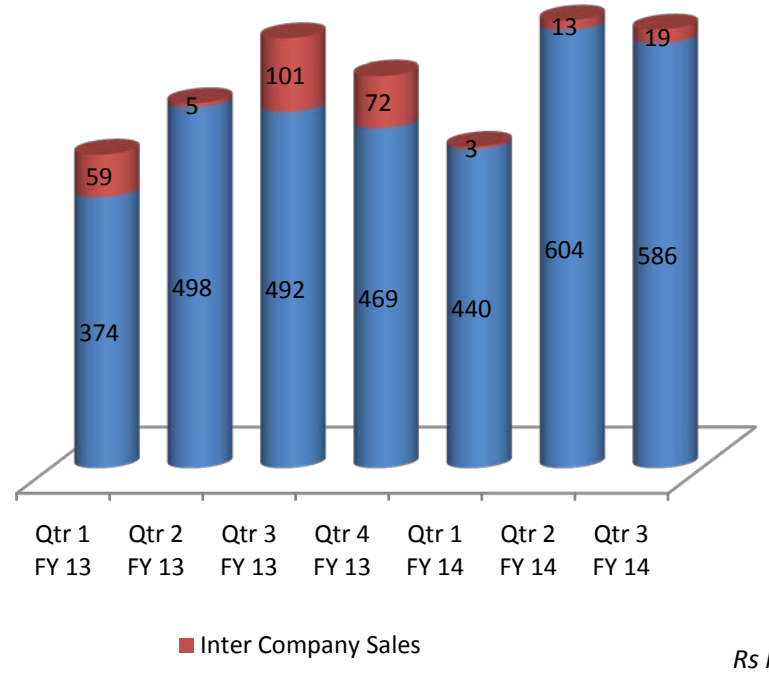


Rs. Mn	Revenue		Cost of Sales		Gross Profit		Gross Profit %	
	9M FY14	9M FY13	9M FY14	9M FY13	9M FY14	9M FY13	9M FY14	9M FY13
EPC	1731	2544	1475	2080	256	465	14.79%	18.27%
Real Estate	1084	1259	794	979	290	280	26.77%	22.22%
Clean Room Partitions & BMS	1630	1364	1029	894	601	470	36.86%	34.44%

Real Estate Segment



Clean Room Partition & BMS Segment



Real Estate Projects Progress



As on Dec 31, 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 (D,E,F)	Pune	100%	80%	0.21	0.20	864	758	691	606	613
Vista - Phase II	Nashik	100%	100%	0.14	0.11	270	253	270	253	243
Forest County Ph-I	Pune	50%	100%	0.84	0.79	3088	2575	1544	1288	1158
Forest County Ph-II	Pune	50%	100%	0.52	0.11	611	138	306	69	0
Tulips - Phase II	Coimbatore	70%	70%	0.13	0.10	276	250	193	175	0
Windmere Residential	Pune	100%	45%	0.38	0.16	1506	494	663	217	336
Windmere Commercial	Pune	100%	100%	0.04	0.04	177	30	177	30	0
Xotech	Pune	50%	100%	0.06	0.03	128	69	64	35	34
Nature Spring	Pune	100%	65%	0.26	0.04	119	23	82	16	0
Nature Nest	Pune	100%	65%	0.25	0.02	48	8	33	5	0
Ela	Pune	100%	100%	0.12	0.07	320	172	320	172	195
Garnets Bay	Pune	50%	100%	0.03	0.03	204	82	102	41	26
ECO Tower	Pune	100%	100%	0.04	0.03	156	89	156	89	40
Total				3.01	1.67	7765	4941	4600	2996	2643

City	Area	Dev. Area	Vascon Share
	Acres	msft	msft
JDA			
Belgam	1.72	0.17	0.08
Chennai	25.00	1.65	1.25
Hyderabad	3.50	0.60	0.40
Madurai	28.20	2.65	1.78
Nashik	3.67	0.16	0.12
Pune	182.44	10.83	6.22
JV			
Pune	55.39	3.30	1.65
Thane	145.12	18.96	8.43
JV & JDA			
Coimbatore	18.61	1.62	0.84
Owned			
Aurangabad	8.96	0.78	0.78
Goa	7.57	0.46	0.46
Nashik	11.13	0.51	0.51
Pune	14.12	0.89	0.89
Grand Total	505.43	42.57	23.34

Land Bank of 42 msft totally paid for, available for development

- 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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