



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

# Vascon Engineers Limited

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### Q1FY15 Result Update

August, 2014



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# Consolidated Profitability Statement



Rs. Mn	Q1 FY15	Q1 FY14	Q4 FY14	FY14
Revenue	1389	1188	1684	6255
Other Income	32	84	19	178
Total Income	1421	1273	1703	6432
Construction Expenses / Material Consumed	948	819	1340	4642
Employee Cost	189	189	176	802
Other Expenses	172	156	197	678
EBITDA	112	109	-10	310
<b>EBITDA Margin</b>	<b>7.9%</b>	<b>8.5%</b>	<b>-0.6%</b>	<b>4.8%</b>
Interest	87	94	142	420
Depreciation	35	39	61	188
Exceptional Items *	61	0	0	0
PBT	-70	-24	-212	-297
Tax	37	19	55	135
PAT	-107	-43	-267	-432
<b>PAT Margin</b>	<b>-7.6%</b>	<b>-3.4%</b>	<b>-15.7%</b>	<b>-6.7%</b>

\* Exceptional Item : Rs 69 mn loss on account of sell of Investments (Caspia Hotel)

# Segment-wise Financial Highlights



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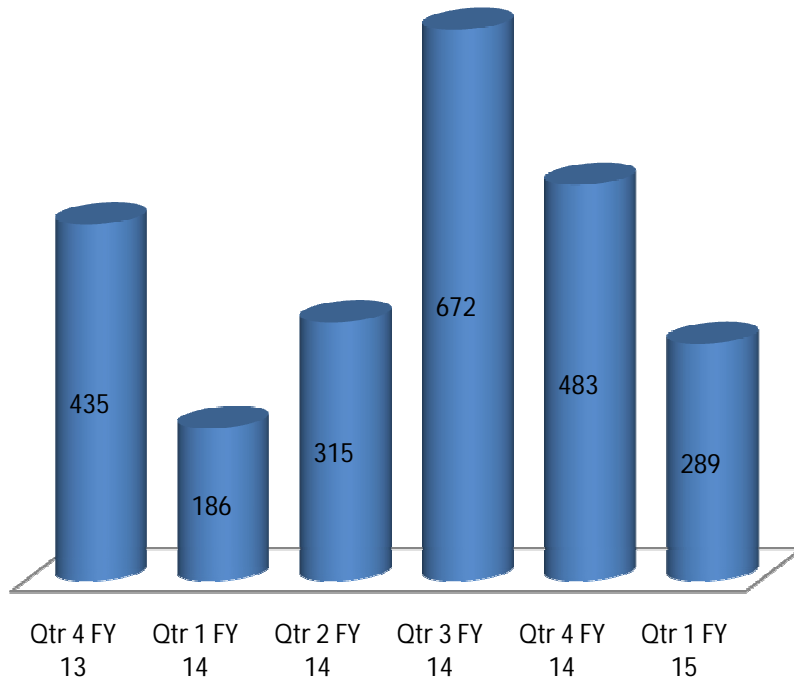
Rs. Mn	Revenue		Cost of Sales		Gross Profit		Gross Profit %	
	Q1 FY15	Q1 FY14	Q1 FY15	Q1 FY14	Q1 FY15	Q1 FY14	Q1 FY15	Q1 FY14
EPC	584	553	502	441	82	112	14.04%	20.26%
Real Estate	289	186	168	101	120	84	41.61%	45.41%
Clean Room Partitions & BMS	504	440	276	275	228	164	45.20%	37.34%

# Revenue growth



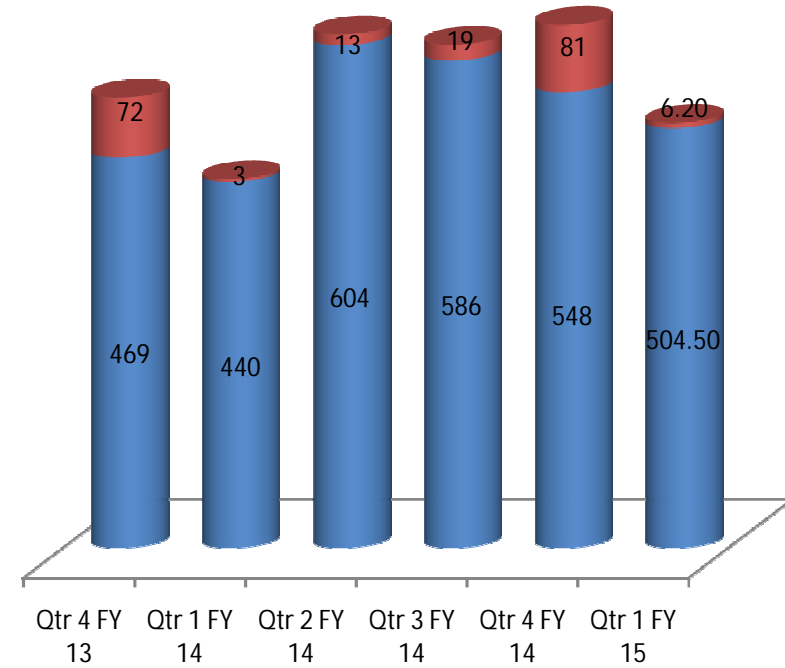
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## Real Estate Segment



Rs Mn.

## Clean Room Partition & BMS Segment



■ Inter Company Sales

Rs Mn.

# Real Estate Projects Progress



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As on June 30, 2014

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	824	691	659	635
Vista - Phase II	Nashik	100%	100%	0.14	0.11	270	270	270	270	253
Forest County Ph-I	Pune	50%	100%	0.84	0.80	3142	2877	1571	1439	1495
Forest County Ph-II	Pune	50%	100%	0.52	0.16	956	406	478	203	219
Tulips - Phase II	Coimbatore	70%	70%	0.13	0.10	306	346	214	242	122
Windmere Residential	Pune	100%	45%	0.38	0.16	1544	635	679	279	403
Windmere Commercial	Pune	100%	100%	0.04	0.01	177	33	177	33	0
Xotech	Pune	50%	100%	0.06	0.03	128	78	64	39	42
Ela	Pune	100%	100%	0.12	0.07	350	228	350	228	239
Garnets Bay	Pune	50%	100%	0.03	0.03	191	106	95	53	33
ECO Tower	Pune	100%	100%	0.04	0.03	211	114	211	114	49
<b>Total</b>				<b>2.55</b>	<b>1.70</b>	<b>8137</b>	<b>5916</b>	<b>4800</b>	<b>3559</b>	<b>3490</b>

# Real Estate Portfolio



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City	Area Acres	Dev. Area msft	Vascon Share msft
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
Pune	29.38	2.49	1.31
<b>JDA</b>	<b>87.80</b>	<b>7.56</b>	<b>4.82</b>
Pune	55.39	3.30	1.65
Thane	145.12	18.96	8.43
Coimbatore	18.61	1.62	0.84
<b>JV</b>	<b>237.73</b>	<b>25.51</b>	<b>11.76</b>
Aurangabad	8.96	0.78	0.78
Goa	7.57	0.46	0.46
Pune	14.12	0.89	0.83
<b>Owned</b>	<b>30.65</b>	<b>2.13</b>	<b>2.07</b>
<b>Grand Total</b>	<b>356.18</b>	<b>35.19</b>	<b>18.65</b>

# Debt Repayment



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Particular	Jun-14 (Amt in Cr)	Mar-14 ( Amt in Cr)	Debt Reduction (Amt in Cr)
Gross Debt	347.59	358.51	10.93
Net Debt	290.32	308.75	18.43





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



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For further information, please contact:

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