



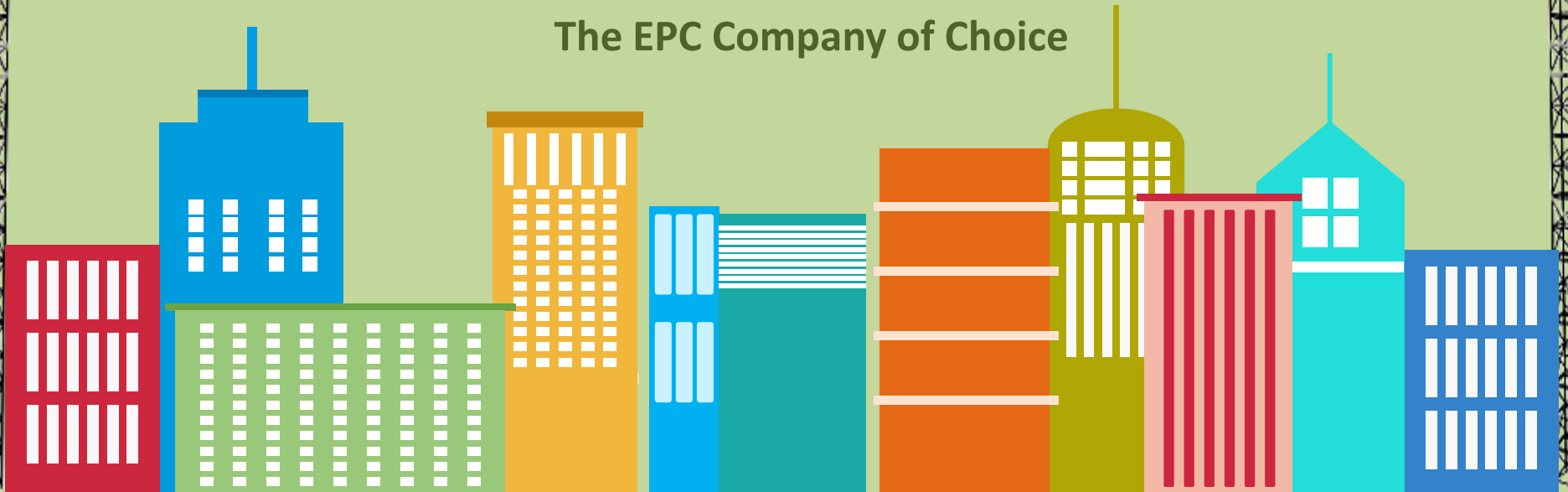
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Vascon Engineers Limited

Heading towards better future...

Result Update Presentation Q4 & FY16

The EPC Company of Choice



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1

Quarterly & Annual Financial Highlights

2

Financial Performance Trend Analysis

3

Business Segment Updates



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Quarterly & Annual Financial Highlights

Consolidated Profitability Statement

Particulars (Rs. Mn)	FY16	FY15	Q4 FY16	Q4 FY15
Revenue	6,318	6,227	1,806	1,725
Other Income	267	154	94	(27)
Total Income	6,586	6,381	1,900	1,698
Construction Expenses / Material Consumed	4,503	5,437	1,303	1,683
Employee Cost	604	777	159	171
Other Expenses	727	970	222	388
EBITDA	752	(803)	216	(543)
EBIDTA Margin (%)	11.41%	-	11.35%	-
Depreciation	214	224	54	126
Finance Costs	382	299	61	71
Exceptional Items	-	39	-	(17)
Profit Before Tax	155	(1,364)	100	(724)
Tax	85	84	16	20
Profit After Tax	70	(1,448)	84	(744)

FY16 segment wise split

Particulars (Rs. Mn)	Revenue		Gross Profit		Gross Profit Margin (%)	
	FY16	FY15	FY16	FY15	FY16	FY15
EPC	2,574	2,274	589	(464)	22.9%	-
Real Estate	1,303	1,534	373	395	28.7%	25.8%
Clean Room Partitions & BMS	2,372	2,359	799	803	33.7%	34.0%

Consolidated Balance Sheet Highlights

Particulars (Rs. Mn)	Mar-16	Mar-15
Shareholder's Fund	6,319	5,185
Share Capital	1,613	905
Reserves & Surplus	4,706	4,280
Minority Interest	123	113
Non Current Liabilities	1,062	370
Long Term Borrowings	1,004	301
Other Non Current Liabilities	58	69
Current Liabilities	6,519	7,891
Short Term Borrowings	1,394	2,306
Other Current Liabilities	5,125	5,585
Total Equity & Liabilities	14,024	13,559

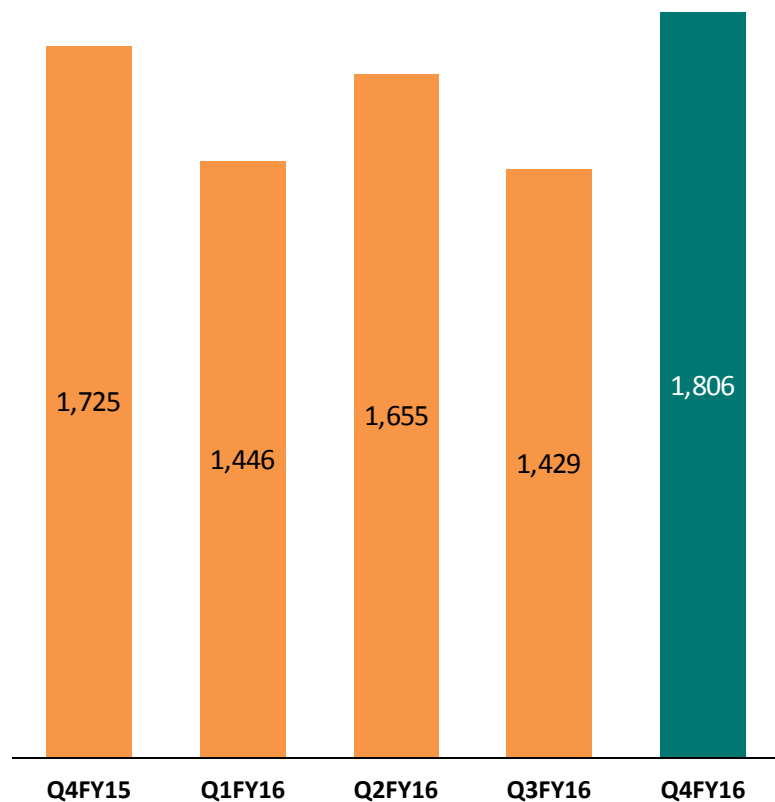
Particulars (Rs. Mn)	Mar-16	Mar-15
Non Current Assets	4,278	5,016
Fixed Assets	1,060	1,180
Other Non Current Assets	3,218	3,836
Current Assets	9,745	8,543
Current Investment	212	336
Inventories	4,684	3,032
Trade Receivables	2,476	2,569
Cash & Bank Balances	826	591
Other Current Assets	1,547	2,015
Total Assets	14,024	13,559



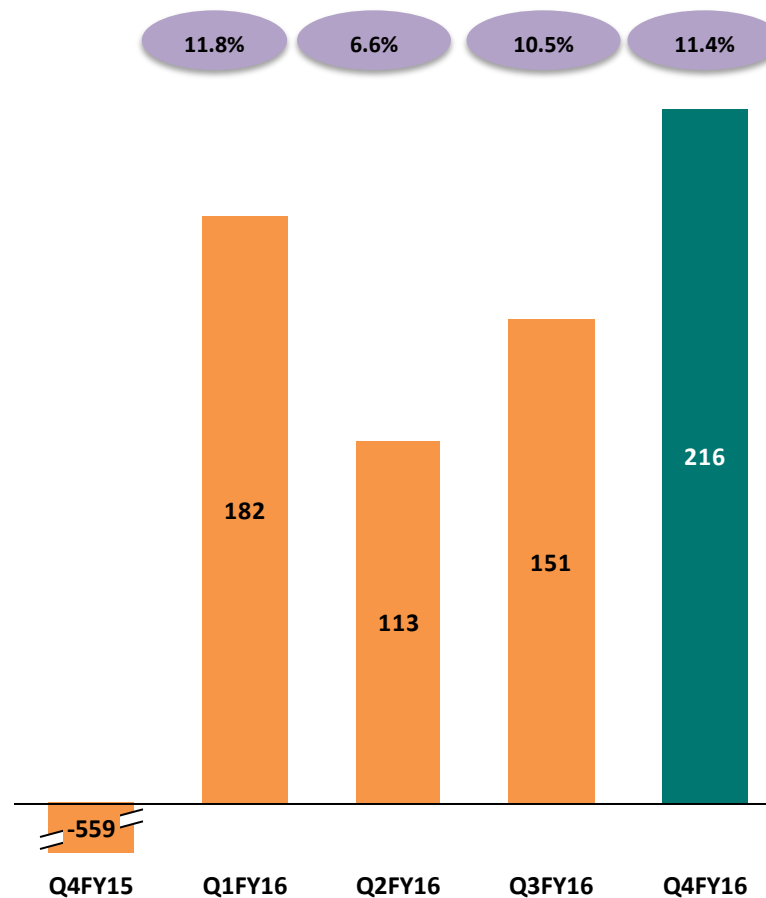
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Financial Performance Trend Analysis

Revenue (Rs. Mn)

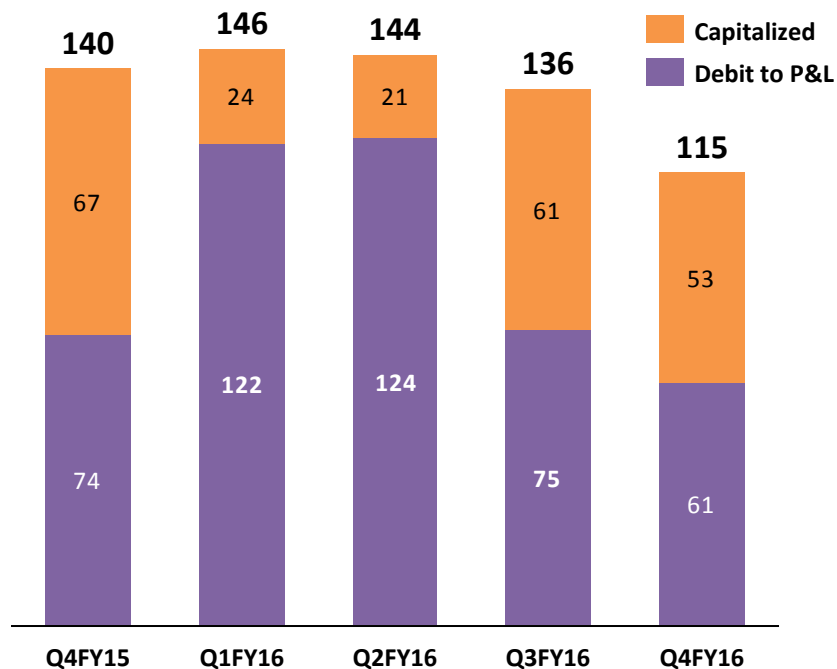


EBITDA (Rs. Mn) & Margin (%)

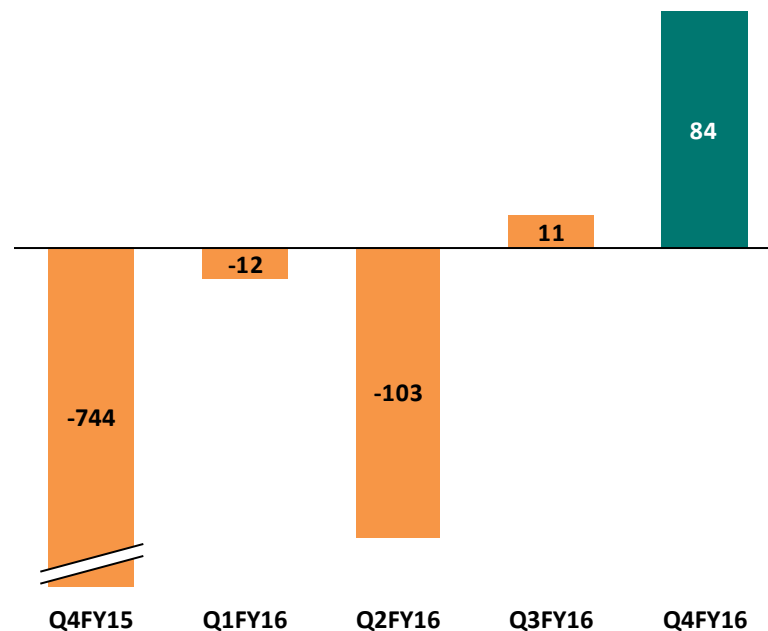


* EBITDA in Q3FY16 adjusted for one off - waiver off Managing Director remuneration amounting to Rs. 90.3 Mn

Reduction in interest cost (Rs. Mn)...

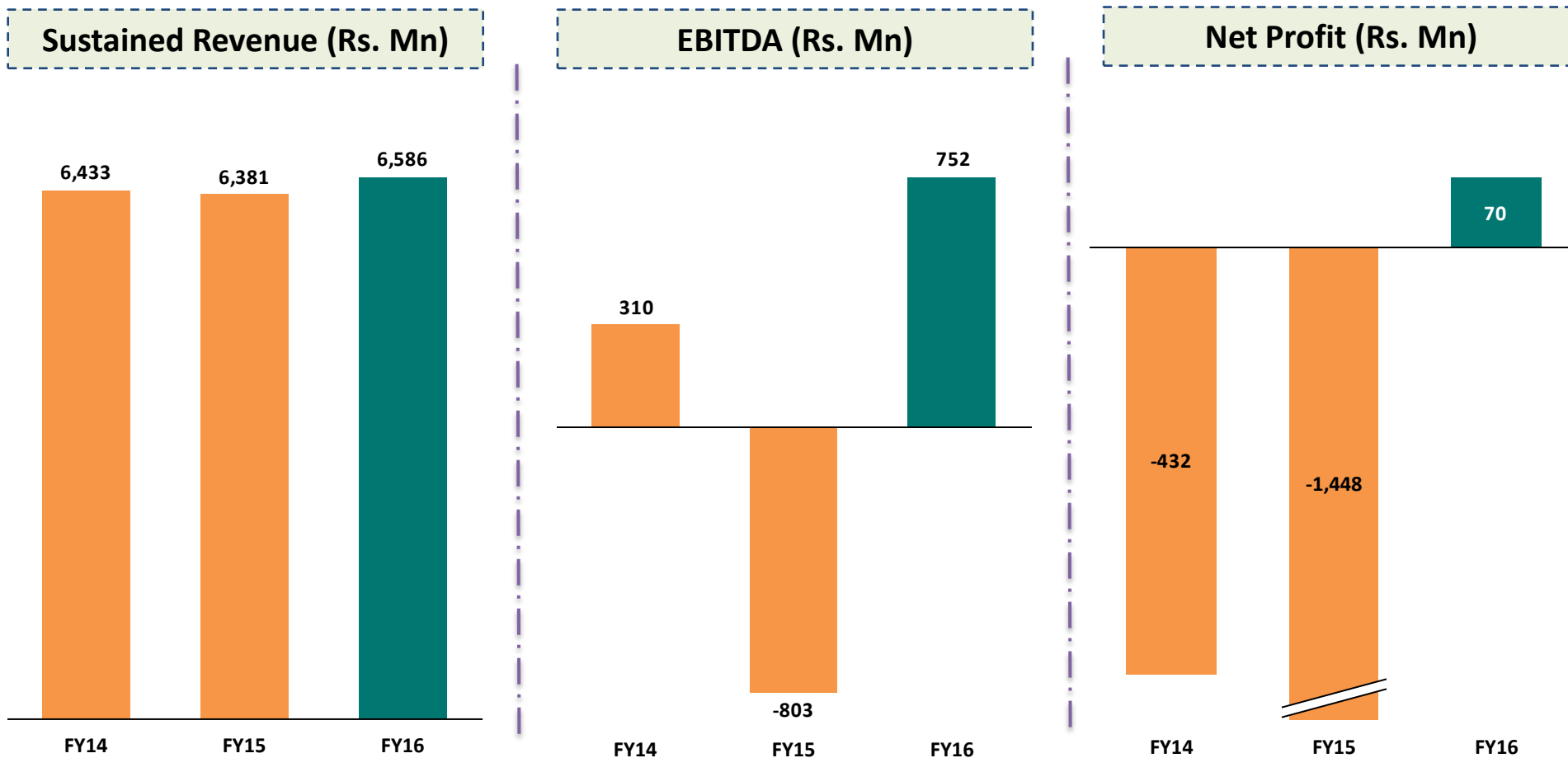


...Leading to positive Net Profit (Rs. Mn)



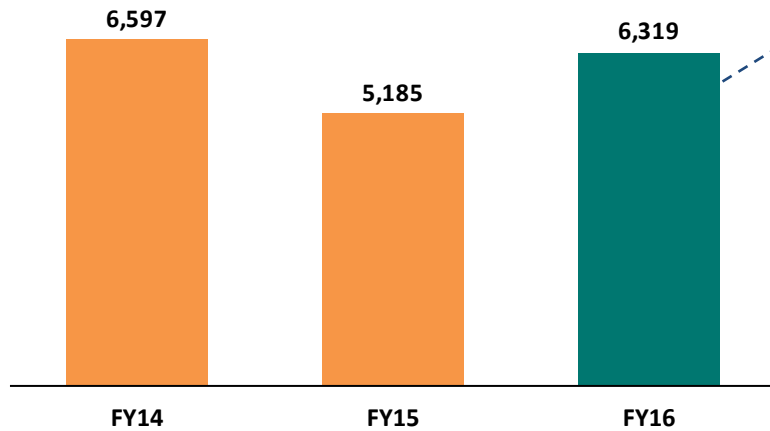
- Repaid loan of Rs. 620 mn in August 2015 from the fund raised through Rights Issue
- Converted Rs. 680 mn of loans of ICD Holders in to Non Convertible Debentures (NCD) with Zero Coupon, repayable after 30 months

* Net Profit in Q3FY16 adjusted for one off - waiver off Managing Director remuneration amounting to Rs. 90.3 Mn



...Improving Operational Performance and Returning to Profitability

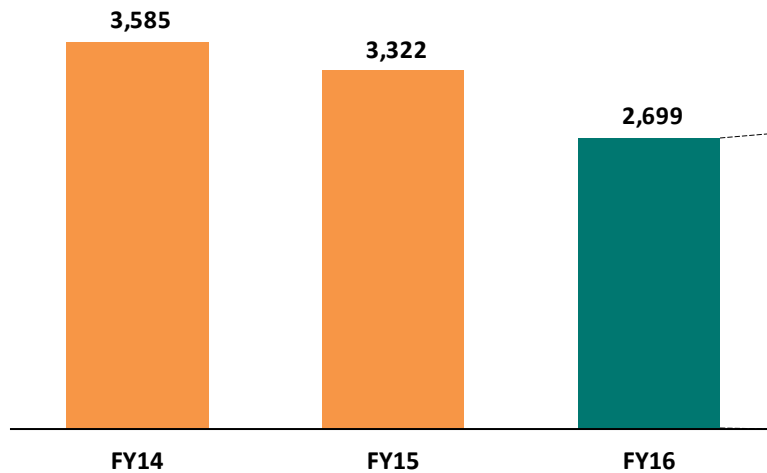
Networth (Rs. Mn)



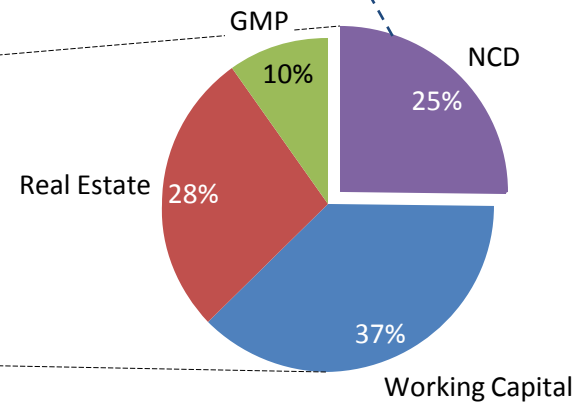
➤ Successfully raised Rs. 1,000 mn through Rights Issue in August, 2015

Debt / Equity - **0.3** in FY16
Significant improvement from **0.6** in FY15

Gross Debt (Rs. Mn)



➤ Rs. 680 mn of Zero Coupon NCD

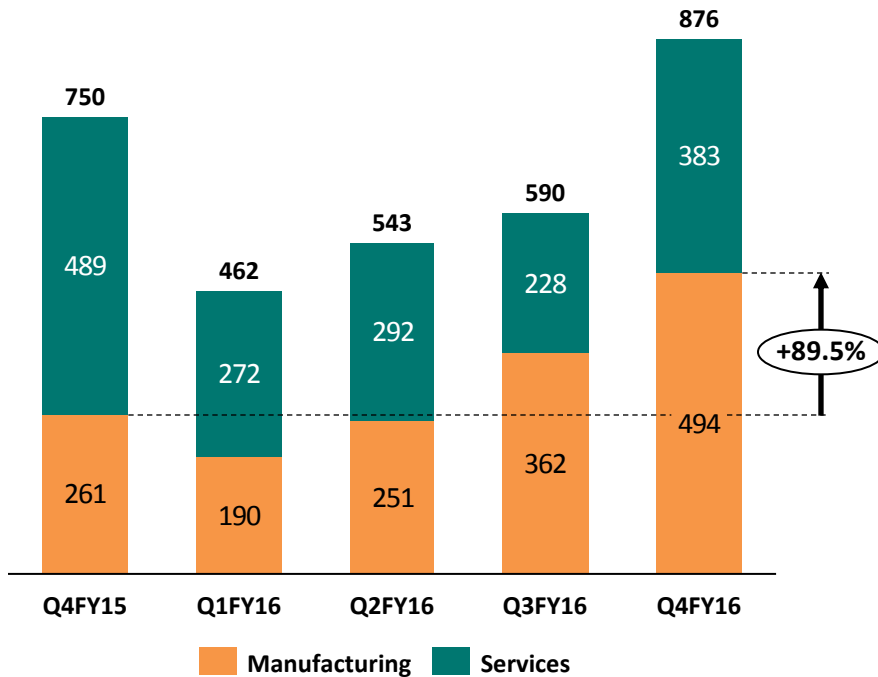




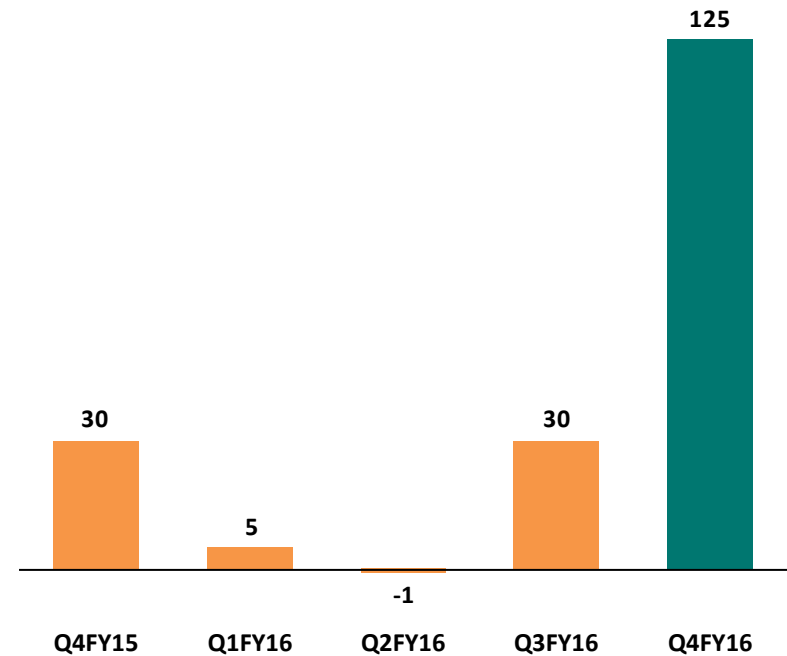
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Business Segment Updates

Improving Revenue (Rs. Mn)



EBITDA (Rs. Mn)



... & focus on cost reduction resulting in improvement in operating margin

GMP numbers are standalone without considering consolidation effect

Well-positioned to capture opportunity

- **Clean room market size in India - Rs. 15 bn**
 - ✓ GMP has a market share of ~7%; potential to tap the current opportunity
- **Used extensively in pharma and healthcare industry with great demand potential from**
 - ✓ New and existing pharma factories
 - ✓ Healthcare industry for operation theatres
 - ✓ Defense and auto component paint sector
- **Semi-conductor and solar industries opening up new growth opportunity**
 - ✓ Average ticket size of orders greater than other sectors

Expanding Capacity at Bhivandi

- **Setting up manufacturing facilities at Bhivandi in Thane, Mumbai at a CAPEX of Rs. 90 mn**
 - ✓ To Cater high demand of Clean Room Partition
 - ✓ Facility to be operational in Q3 FY17
 - ✓ Existing manufacturing facility at Baddi operating at full capacity

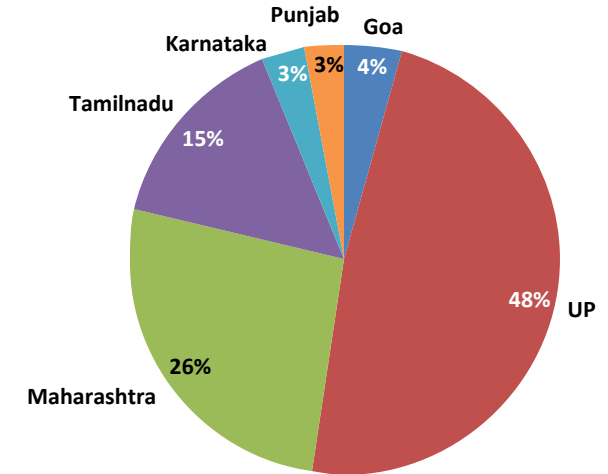


Order book details (as of 31st March, 2016)

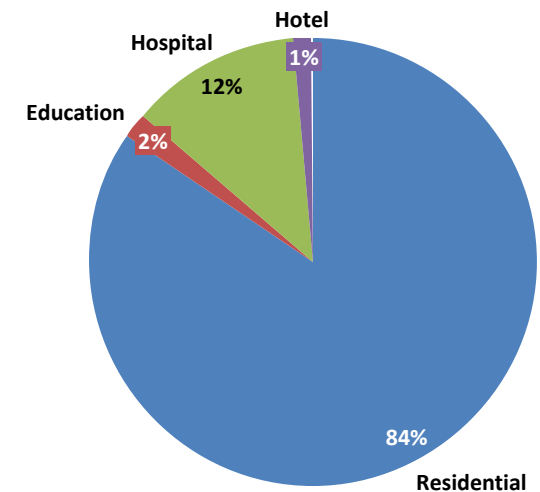
Sr. No.	Project Name	Place	Type	Backlog
				(Rs. Mn)
1	Kailash Enclave	Lucknow	Residential	2,826
2	Sheth Creators-Malad	Mumbai	Residential	922
3	Everest Enclave	Lucknow	Residential	909
4	NBCC Mumbai	Mumbai	Hospital	784
5	Godrej Chennai	Chennai	Residential	418
6	Noto Chaitanya	Chennai	Residential	380
7	Delanco - DLF- GOA	Goa	Residential	346
8	Godrej Ecity	Bangalore	Residential	265
9	Other Projects*			961
Total Existing Orders				7,811

* Projects with order backlog less than Rs. 200 Mn

Geographical order book split



Segment-wise order book split



Current Real Estate projects under development

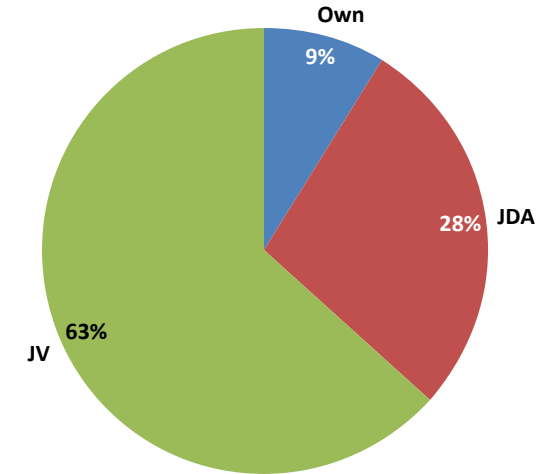
Project Name	Location	Vascon Share		Total				Vascon Share		
				Project Area	Area Sold	Sale Value	Collection	Sale Value	Collection	Rev. Recognised
Willows Phase (D,E,F)	Pune	100%	80%	0.21	0.20	925	921	740	737	726
Vista - Phase II	Nashik	100%	100%	0.14	0.12	298	298	298	298	291
Forest County Ph-I	Pune	50%	100%	0.84	0.82	3,539	3,539	1,770	1,770	1,647
Forest County Ph-II	Pune	50%	100%	0.52	0.36	2,225	1,771	1,113	885	842
Tulips - Phase II	Coimbatore	100%	70%	0.13	0.12	563	563	394	394	389
Windmere Residential	Pune	100%	45%	0.38	0.16	1,597	834	703	367	495
Windmere Commercial	Pune	100%	100%	0.04	0.02	278	113	278	113	0
Xotech	Pune	50%	100%	0.06	0.03	128	106	64	53	51
Ela	Pune	100%	100%	0.12	0.09	458	376	458	376	436
Garnets Bay	Pune	50%	100%	0.03	0.03	191	121	95	61	74
ECO Tower	Pune	100%	100%	0.03	0.03	191	191	191	191	182
Platinum Square	Pune	100%	70%	0.09	0.05	390	134	273	94	174
Total				2.59	2.03	10,781	8,967	6,375	5,338	5,306

Targeting mid income market

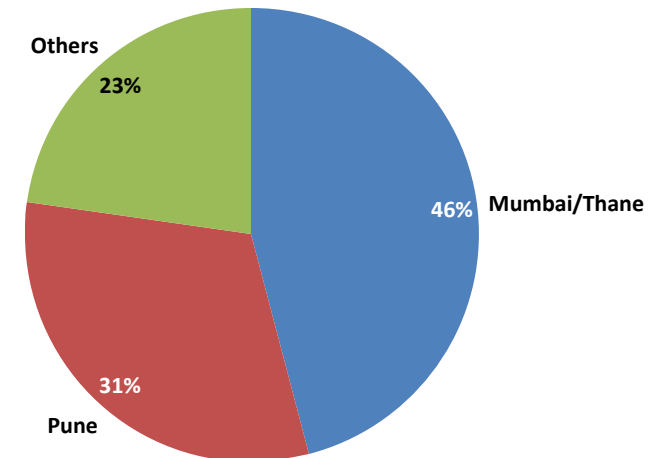
Rs. 4,700 / sft - Average Realization of Project Portfolio (Ex Windmere)

Particulars	Project Area (Acres)	Saleable area (msft)	Vascon Share Saleable Area (msft)
JDA	86.6	7.1	4.6
Pune	29.4	2.6	1.4
Chennai	25.0	1.6	1.3
Madurai	18.2	1.6	1.0
Coimbatore	14.0	1.2	0.9
JV	200.5	22.3	10.1
Thane	145.1	19.0	8.4
Pune	55.4	3.3	1.7
Owned	27.7	1.9	1.9
Pune	14.1	0.7	0.7
Aurangabad	9.0	0.8	0.8
Coimbatore	4.6	0.4	0.4
Grand Total	314.8	31.3	16.6

Focus on asset light JDA/JVs model



Geographical land bank split



EPC

- Focus on diversified order book across segments
- Stringent criteria for client selection – work with reputed developers with better credential
- Selection based on need and urgency of clients
- Focus on Design, Build & Turnkey projects

Real Estate

- Current land bank is fully paid; No additional investment in Land bank
- Focus on completion of current land portfolio with preference on new phases of current fast moving projects
- Project conceptualize targeting mid income clients
- Design based on current preferences

GMP Technical Solutions

- Better utilization of the manufacturing facilities
- Focus on cost optimization to improve operating margin
- Established presence in Overseas markets – Focus to increase export business
- Target to increase service business, which offers better margin

Well placed to capture growth in all segments
Improved balance-sheet after Right Issue of Rs. 1,000 Mn



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Thank You

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