



Date: May 30, 2017

To,
National Stock Exchange of India Limited,
Listing Department,
Exchange Plaza,
Bandra (E), Mumbai – 400 051

To,
BSE Limited,
The Department of Corporate Services
Department of Corporate Services
Mumbai 400 001

Ref Symbol: VASCONEQ

Ref: Scrip Code: 533156

Subject: Presentation Update

Dear Sir/ Madam,

Please find enclosed Presentation by the Company Post Board meeting.

This is for your information and records.

Thanking you,

Yours faithfully,

For Vascon Engineers Limited,

M. Krishnamurthi
Company Secretary & Compliance Officer

Enclosures: as above

VASCON ENGINEERS LTD.

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VASCON

Vascon Engineers Limited

Heading towards better future...

Result Update Presentation

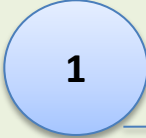
FY 2017



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1 Key Updates & Financial Highlights

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2 Fund Raising Details & Rationale

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3 Focus Area & Business Plan

➤ **EPC business**

- ✓ Order Book stands at Rs. 5,150 mn as on 31st March 2017
- ✓ Received long outstanding of Rs 400 mn from Tamil Nadu Medical College project

➤ **Real Estate business**

- ✓ New Sale booking of 101,935 sqft for a total value of Rs. 601 mn in FY17

➤ **Clean Room Partitions & BMS (GMP Technicals)**

- ✓ Inaugurated third manufacturing plant in Bhiwandi (Thane)

➤ **Other**

- ✓ Received Income Tax Refund of Rs 270 mn
- ✓ Total consolidated debt as on 31st March, 2017 at Rs. 2,740 mn

Consolidated Profit & Loss Highlights – FY17

Particulars (Rs. Mn)	FY17	FY16
Revenue	4,964	5,880
Other Income	580	268
Total Income	5,544	6,149
Construction Expenses / Material Consumed	3,612	4,208
Employee Cost	766	603
Other Expenses	654	723
EBITDA	511	615
EBIDTA Margin (%)	9%	10%
Depreciation	156	154
Finance Costs	327	381
Profit Before Tax	27	79
Tax	15	(13)
Profit After Tax	12	92
Other Comprehensive Income	6	4
Total Comprehensive Income	18	96

Consolidated Balance Sheet Highlights

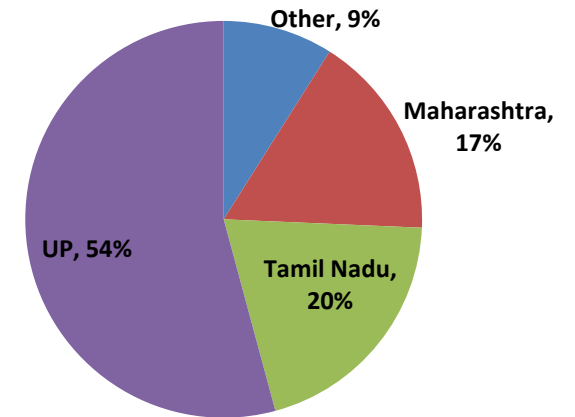
Particulars (Rs. Mn)	Mar - 17	Mar - 16
Non Current Assets		
Property, Plant and Equipment	824	750
Investment Property	210	233
Other Intangible assets	2	3
Goodwill on Consolidation	409	409
Financial Assets		
- Investments	787	780
- Loans	228	539
- Others Financial Assets	1,034	1,032
Income Tax Assets (net)	372	554
Deferred Tax Asset (Net)	84	54
Other Non Current Assets	176	175
	4,126	4,528
Current Assets		
Inventories	4,512	4,276
Financial Assets		
- Investments	53	211
- Trade Receivables	2,241	2,412
- Cash and cash equivalents	283	356
- Bank balances other than (iii) above	382	355
- Loans	816	288
- Others Financial Assets	689	836
Other Current Assets	275	262
	9,250	8,995
Total Assets	13,376	13,524

Particulars (Rs. Mn)	Mar - 17	Mar - 16
Share Holders Fund	6,485	6,261
Non Controlling Interest	119	127
Non Current Liabilities		
Financial Liabilities		
- Borrowings	1,326	998
- Other financial liabilities	334	335
Other Liabilities	2	2
	1,662	1,335
Current Liabilities		
Financial Liabilities		
- Borrowings	1,379	1,469
- Trade Payables	1,642	1,843
- Other financial liabilities	469	654
Short Term Provisions	149	166
Other Current Liabilities	1,471	1,669
	5,109	5,800
Total Equity and Liabilities	13,376	13,524

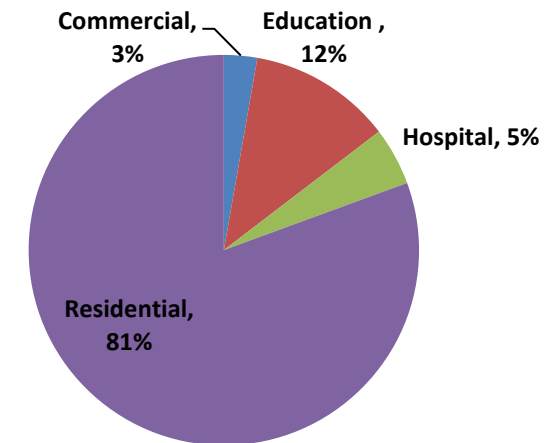
Order book details (as of 31st March, 2017)

Sr. No.	Project Name	Place	Type	Backlog
				(Rs. Mn)
1	Kailash Enclave	Lucknow	Residential	2,144
2	Everest Enclave	Lucknow	Residential	648
3	TNMC Chennai	Chennai	Medical College	329
4	Godrej Chennai	Chennai	Residential	342
5	NBCC Parel	Mumbai	Hospital	247
6	Sheth Creators – Malad	Mumbai	Residential	246
7	Tech Point	Pune	Commercial	127
8	Other Projects			1,013
Total Existing Orders				5,150

Geographical order book split



Segment-wise order book split

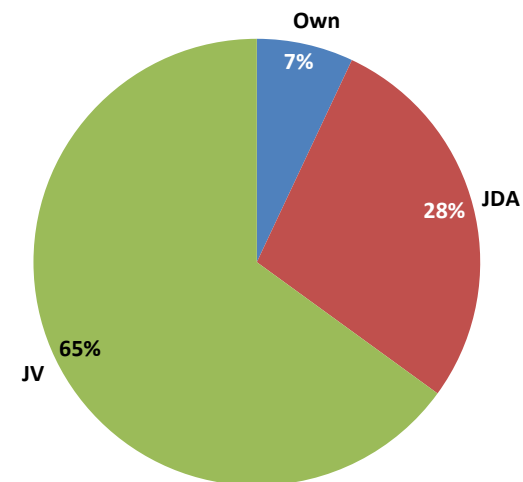


Current Real Estate projects under development

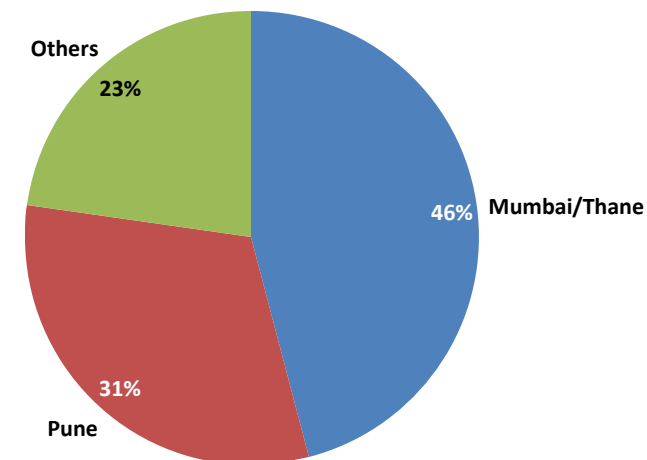
Project Name	Location	Vascon Share		Total				Vascon Share		
				Project Area	Area Sold	Sale Value	Collection	Sale Value	Collection	Rev. Recognised
		Type	Share	msft	msft	Rs. mn	Rs. mn	Rs. mn	Rs. mn	Rs. mn
Willows Phase (D,E,F)	Pune	JDA	80%	0.21	0.20	925	925	740	740	738
Vista - Phase II	Nashik	Owned	100%	0.14	0.12	320	301	320	301	315
Forest County Ph-I	Pune	JV	50%	0.84	0.82	3,328	3,298	1,664	1,649	1,660
Forest County Ph-II	Pune	JV	50%	0.52	0.44	2,752	2,496	1,376	1,248	1,330
Tulips - Phase II	Coimbatore	JDA	70%	0.13	0.12	550	550	385	385	398
Windmere Residential	Pune	JDA	45%	0.38	0.16	1,597	870	703	383	551
Windmere Commercial	Pune	Owned	100%	0.04	0.01	176	55	176	55	0
Xotech	Pune	JV	50%	0.04	0.03	149	119	75	60	71
Ela	Pune	Owned	100%	0.12	0.09	474	442	474	442	457
Garnets Bay	Pune	JDA	50%	0.03	0.03	191	136	95	68	78
ECO Tower	Pune	Owned	100%	0.03	0.03	197	195	197	195	188
Platinum Square	Pune	JV	70%	0.09	0.05	428	306	300	214	287
Total				2.58	2.12	11,086	9,694	6,504	5,740	6,074

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	23.1	1.5	1.5
Pune	14.1	0.7	0.7
Aurangabad	9.0	0.8	0.8
Grand Total	310.2	30.9	16.2

Focus on asset light JDA/JVs model



Geographical land bank split



1 **Key Updates & Financial Highlights**

2 **Fund Raising Details & Rationale**

3 **Focus Area & Business Plan**

EPC

*One of the leading EPC
Company in India*

- Expertise across various types of buildings like Residential, Commercial, Industrial, IT Parks, Hospitals, malls & multiplexes, Hotels etc
- Delivered approx 34 million sq ft across 200 projects since inception
- Capability to execute 8 million sq ft per annum

Real Estate

*Focus on Affordable
Housing*

- Asset light Real Estate business mainly present in Pune & Thane (Mumbai)
- Real estate development carried out through JVs and JDAs
- Fully paid land bank; Developable area of 30.9 million sq ft per annum

The Company has a subsidiary "GMP Technicals" of which Vascon owns 85% stake. GMP is one of the leading player in Clean Room Partitioning systems in India having manufacturing facilities in Baddi, Himachal Pradesh and in Bhiwandi, Thane

1	Amount Raised	<ul style="list-style-type: none">▪ Rs. 110 Crores
2	Instrument & Key terms	<ul style="list-style-type: none">▪ Compulsory Convertible Debentures (CCDs) to be converted in to equity shares within 18 months▪ Conversion Price at Rs. 45.60 per equity share▪ Coupon Rate of 17% p.a.
3	Investors	<ul style="list-style-type: none">▪ Manan Finserve Private Limited (a company promoted by Mangal Prabhat Lodha)▪ Vinca Rosea Farms and Properties LLP
4	Utilization of fund	<ul style="list-style-type: none">▪ Partial repayment of Debt▪ Investment in current project execution▪ Growth Capital for New project Developments

Significant efforts of cash generation in last 2 yrs

- Equity Raising of Rs. 100 Crs. through Right issue
- Cashflow of Rs. 70 Crs realised through consistent efforts on Sale of identified Assets
- Income Tax refund of Rs. 27 Crs

However, challenges remained of stretched working capital making it difficult to participate in new orders

.... Current equity infusion to mitigate current challenges & help achieve higher Growth

- Fresh Capital improves Liquidity in the company - helps to participate in the new orders bidding on timely manner
- Improve credit rating of the company which will lead to Working Capital enhancement & better Interest rate on borrowings
- Strong real estate experience and financial strength of the Lodha Group facilitates growth in both EPC and Real Estate businesses

1

Key Updates & Financial Highlights

2

Fund Raising Details & Rationale

3

Focus Area & Business Plan

...Government's strong focus on housing for all

- **Emphasis on Housing for All by 2022**
- **Aim to build 50 million new low-cost houses over the next 5 years**
- **Incentivizing Affordable Housing by increasing project completion timeline to 5 years from 3 years**
- **Interest subsidy & Tax incentives for the Affordable housing Projects**

*Infrastructure status
to
Affordable Housing*

EPC Business

Real Estate Business

Segment Focus

- Large civil contracts of affordable housing
 - High Value Government contracts
 - Contracts from reputed private real estate developers
 - Focus on profitability and size of the contract
- Focus on Affordable Housing projects
 - Fast moving inventory mix 1RK, 1BHK and limited compact 2 BHKs
 - Target customer segment to be self employed and low salaried personnel

Geographic Focus

- States where state government is promoting affordable housing
- Pune and cities where Vascon has existing projects

Strategy

- Completion of projects with in planned time and Cost
 - Target positive cash flow in every project
- Liquidate significant inventory at launch to generate better cash flow

1

Katvi, Pune

- Foray into affordable housing project
- Total potential area of 4.6 lacs sq ft
- Land owned by Vascon

2

Talegaon, Pune

- Joint venture – Next launch in the affordable segment
 - Total Potential area of 1.16 million sq ft
-

1

Amit Parsuramka



- Over 19 years of work experience in Sales, Marketing & Operations Management in Real Estate
- Associated with best Real Estate companies like Omkar Realtors (As Chief Marketing Officer), Lodha Group (As President Sales)
- Enhanced growth in sales and revenue with improved brand visibility & reach across different geographies in India

2

Rajesh Mhatre



- Over 17 years of work experience
- Prepared strategic vision for Lodha Ventures for new initiatives and capital deployment strategies across the new Business lines
- Highly recognized for skills in financial structuring, innovation and creation of value driving divisions

...continue implementation of strategy of asset monetization

- **Aurangabad Land**
- **Commercial Property in Kaledonia, Andheri**
- **Goa Hotel (50% stake)**
- **Flats in Vista (Nasik) Projects**
- **Apartments in ELA Projects**

Expected market value of Rs. 110 Crs



“Build Houses for Every Indian”



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