

**Vipul Limited**  
**Investor Presentation**  
**June 2017**



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## About Us



# Vipul Limited



**Integrated  
Townships**

**High-End Luxury  
Apartments**

**Independent  
Floors**

**Lavish  
Villas**

**Retail &  
Commercial  
Towers**



**10mn**  
**Sq. ft**

**Delivered**

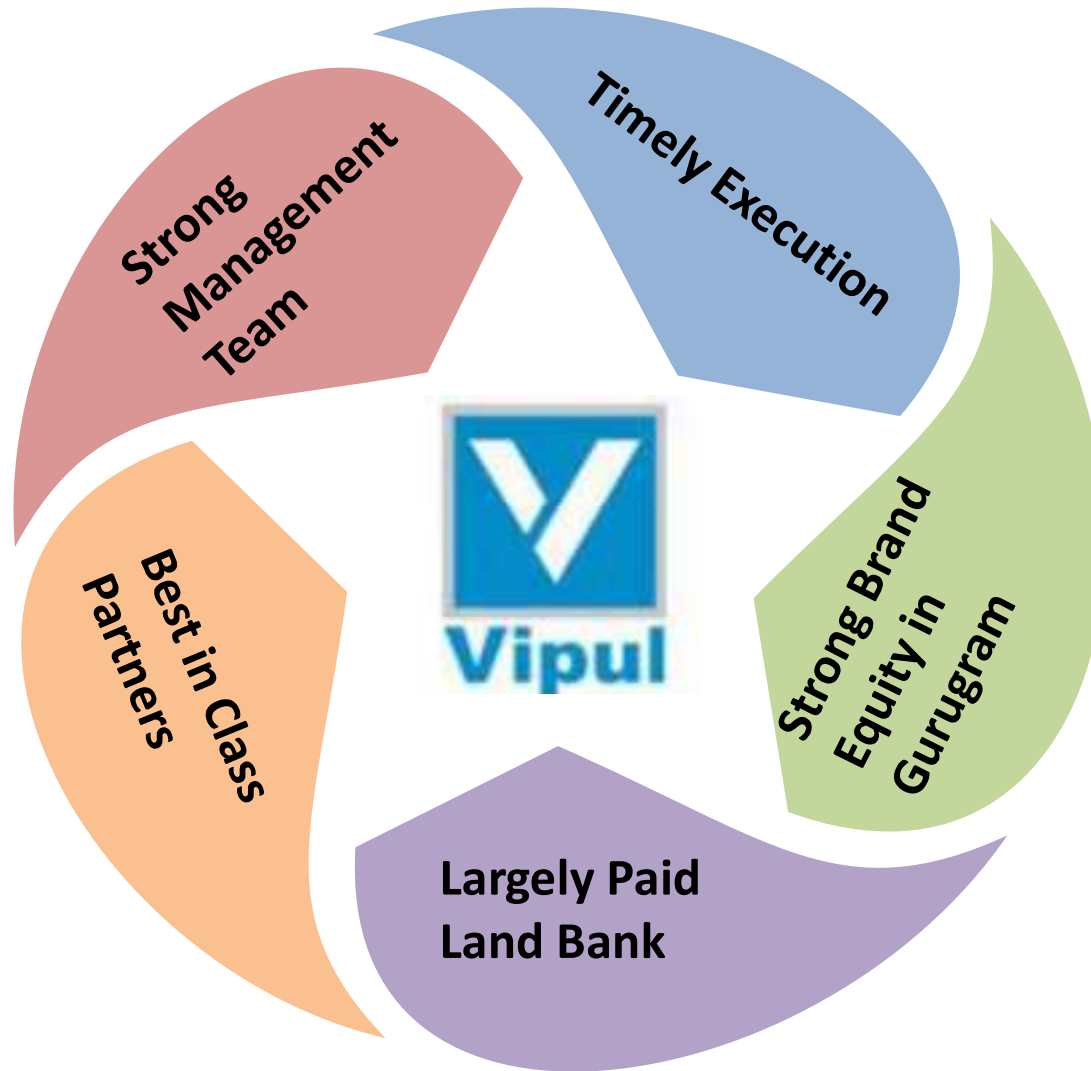
**4 mn**  
**Sq. ft**

**Under Construction**

**4 Prime Projects  
Completed on**

**Golf Course Road, Gurugram**

# Key Strengths



*We believe in Continuous Churn of Land Bank*

# Experienced Management Team



## Punit Beriwalla

Promoter & Managing Director

- ✓ Entered Real Estate business through joint ventures with reputed builders and subsequently ventured out independently
- ✓ Successfully steered the organization into becoming a dynamic and professionally managed Company
- ✓ Has grown the Company in all verticals of Real Estates Industry in past 15 years
- ✓ Holds a B.Com Degree from Kolkata University & has over 29 years of overall experience



## Ajay Agrawal

Chief Financial Officer

- ✓ Chartered Accountant by profession & has over 18 years of experience, of which 8 years have been with Vipul Limited.
- ✓ Has been associated with Ernst and Young in the Past



## Guninder Singh

Chief Executive Officer

- ✓ Holds a B.Arch Degree from Chandigarh College of Architecture & has over 34 years of experience, of which 15 years have been with Vipul Limited. Has been involved in designing and execution of all the projects developed by Vipul Ltd.
- ✓ Has been associated with Unitech Ltd in the Past



## Rakesh Sharma

Sr. Vice President (BDC)

- ✓ Chartered Accountant by profession & has over 32 years of experience, of which 10 years have been with Vipul Limited
- ✓ Has been associated with Onida, Stanford Engineering, Silverline Holdings and Tapasya Projects Ltd. in the Past



# Board of Directors



<b>Mr. Punit Beriwal</b> (Managing Director)	<ul style="list-style-type: none"> <li>✓ Mr. Beriwal holds B.Com degree from Kolkata University</li> <li>✓ He has over 29 years of experience of which 15 years in Real Estate Industry.</li> </ul>
<b>Mrs. Ameeta Verma Duggal</b> (Director)	<ul style="list-style-type: none"> <li>✓ Mrs. Verma has a Degree in Law from Delhi University</li> <li>✓ She has extensive experience in Company Law, Contract Law, Intellectual Property Rights, Anti-trust and Competition Law, Environmental Law, Industrial Law, Property Law and Information &amp; Broadcasting Law</li> </ul>
<b>Dr. B Samal</b> (Director)	<ul style="list-style-type: none"> <li>✓ Dr Samal , holds MSC in Agricultural , Post Graduate Diploma in Bank Management and is a gold medalist with 34 years of experience in Banking &amp; Finance.</li> <li>✓ Has been chairman &amp; managing Director of Allahabad Bank.</li> </ul>
<b>Mr. Kapil Dutta</b> (Director)	<ul style="list-style-type: none"> <li>✓ Mr. Dutta, holds an B.A (Hons.) degree</li> <li>✓ Has worked as CEO - International Olympic Committee - India Office (1983-1997) and as CEO of Ashwini Kumar Consultants Pvt. Ltd..</li> </ul>
<b>Mr. Rajesh Kr. Batra</b> (Director)	<ul style="list-style-type: none"> <li>✓ Mr. Batra, holds an B.E degree from Waseda University, Tokyo, in Higher Optical Instrumentation</li> <li>✓ Has over 31 years of experience as a real estate developer, financial advisor and investor</li> <li>✓ Member of Opticians Association and of Optical Instruments sub-committee – Indian Standard Institution</li> </ul>
<b>Mr. Vikram Kochhar</b> (Director)	<ul style="list-style-type: none"> <li>✓ Mr Kochhar holds Bachelors of Science degree from Delhi University &amp; holds certificate of CAIIB- Part I .</li> <li>✓ Has rich experience in the field of credit, treasury and other areas of banking</li> </ul>

# Business Strategy



- ✓ Focus on faster execution at Sector 53, Golf Course Road, Gurugram
- ✓ Faster conversion from Investments in Land bank to Project Development stage



- ✓ Our Association is with the best Partners to deliver a World Class Project



- ✓ Our Ethos is timely execution and our Customers **Love us for that**



- ✓ We have significant presence in North India – the fastest growing hub in India

***Our Strategy revolves around Stakeholder Value Creation***



# Our Strategic Focus - Gurugram

In Existence since 2000

Sold cumulatively  
~8.37 mn sq. ft. in  
Gurugram



Delivered 13 Projects

Strong Brand Equity  
of Vipul Brand in  
Gurugram



**Gurugram is our 'Home Ground'**

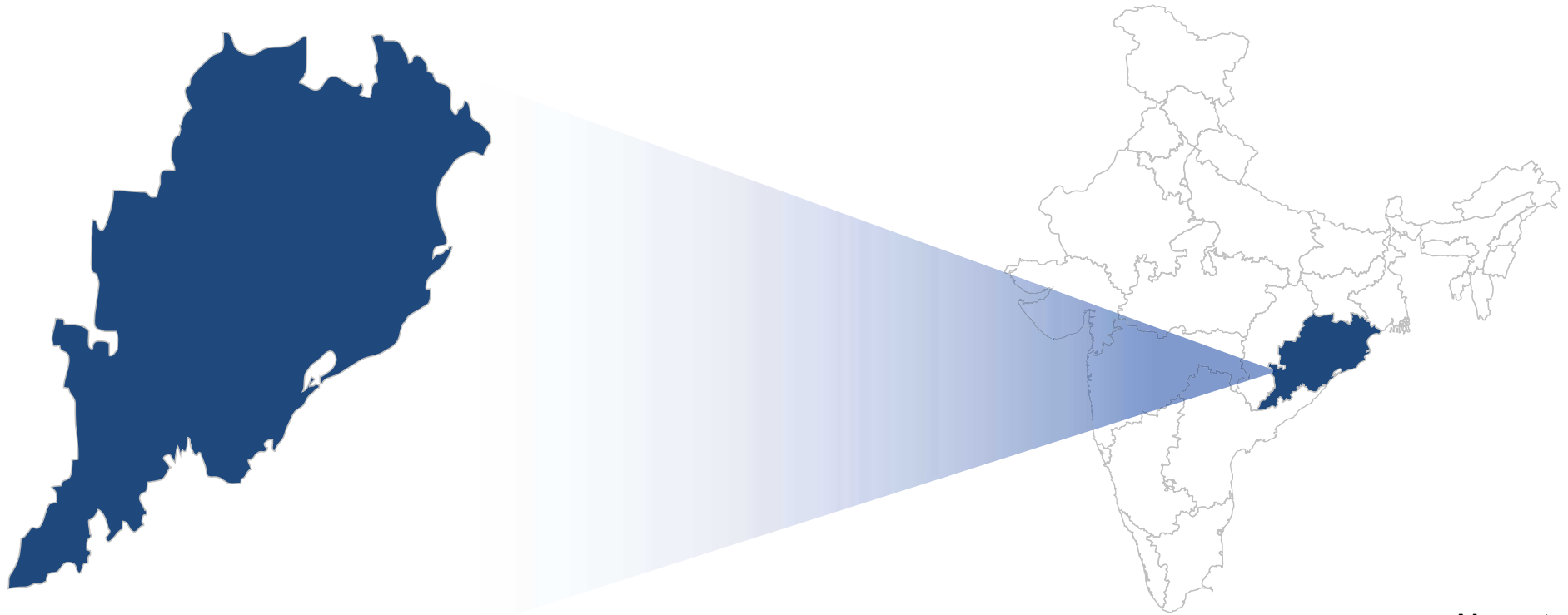
*Our New Launch - Aarohan @Golf Course Road, Gurugram*

# Gurugram – Our Favored Destination



*Gurugram is one of the fastest developing destinations in North India*

# Bhubaneswar, Odisha



Map not on scale

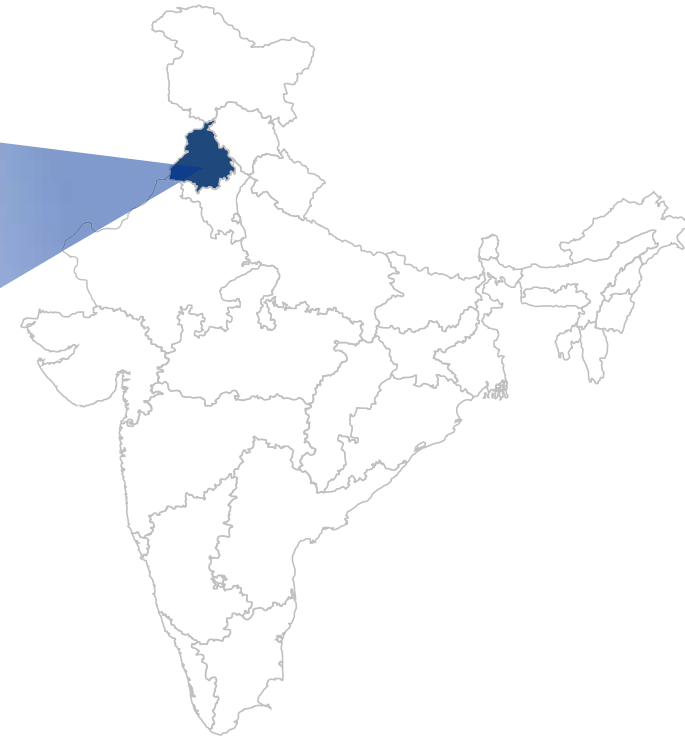
## Projects

- ✓ Area- 39.78 acres
- ✓ Nature- Group Housing
- ✓ Current Status:-
  - ✓ 30 acres of group Housing
  - ✓ 9.78 acres of group housing in collaboration with BDA

## Growth Drivers

- ✓ Increased cosmopolitan population
- ✓ Improvement in the infrastructure
- ✓ Government is open to provide land on long lease
- ✓ Residential demand to increase due to increase in employment opportunities

# Ludhiana, Punjab



## Projects

- ✓ Area- 10.83 acres
- ✓ Nature- Group Housing/Commercial
- ✓ Current Status:-
  - ✓ 7.47 acres of group Housing
  - ✓ 3.36 acres of Commercial

## Growth Drivers

- ✓ Well planned development & high Quality Infrastructure
- ✓ Steady demand & Investor Interest in properties within & around the city
- ✓ Strong investment appetite and a healthy holding capacity, predominantly for plots

## Aarohan – Introducing a Game changer





“ **The 3 most**  
*Important things about*  
**Real Estate**  
*are*  
**Location, Location, Location** ”



# Aarohan @Golf Course Road, Gurugram



*Golf Course Road enjoys similar status as Delhi's Golf Links & Lodhi Road or Mumbai's Peddar Road & Malabar Hills*

# Agreement with Leighton India



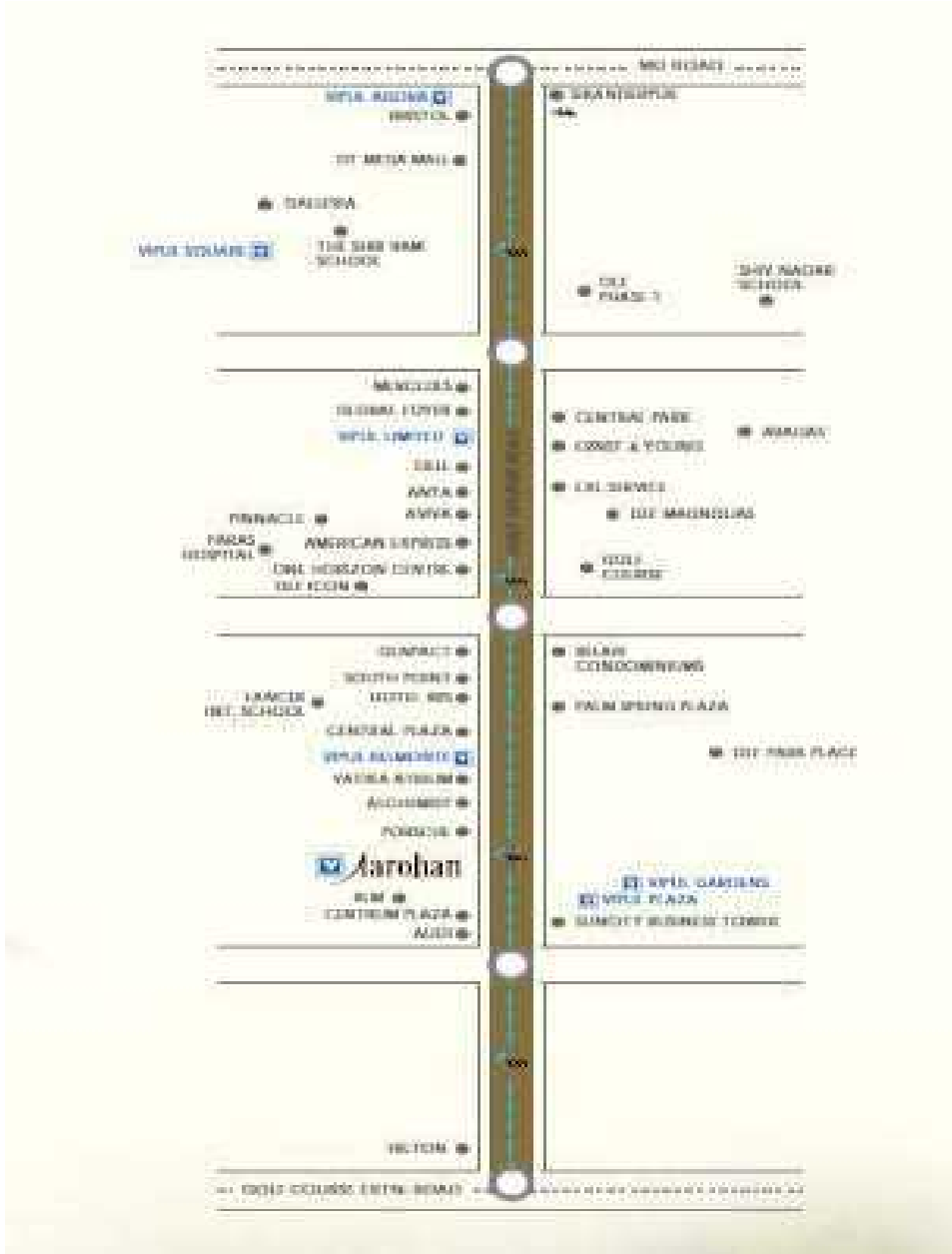
Project development and construction  
contract with Leighton India

Proven track record of Leighton  
gives us immense confidence of delivering a world class  
Product to our customers on time

Gigantic development such as Aarohan requires the  
expertise and Leighton with global experience  
Fulfil that

Our focus will now be on the execution of  
Vision to make Aarohan a preferred choice of  
residence for customers





## Proximity to:

✓ MNC

- Ernst & Young
- Genpact
- DELL
- American Express
- Samsung

## ✓ Automobile Showrooms

- Mercedes
- Audi
- Porsche

✓ Others

- Golf Course
- DLF Magnolias
- DLF Phase 1
- Shiv Nadar School
- Paras Hospital
- Alchemist Hospital

# Aarohan @Golf Course Road, Gurugram



STATE-OF-THE-ART  
TECHNOLOGY



SAFE, SUSTAINABLE  
AND FUNCTIONAL  
DESIGNS



ALL ROUND  
COMFORT



ECO-FRIENDLY  
LIVING

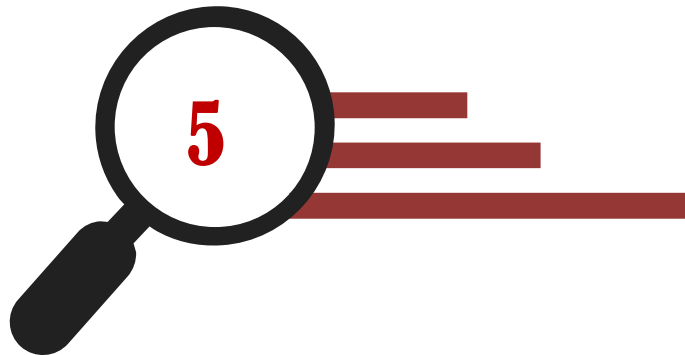


# Aarohan @Golf Course Road, Gurugram



## 100% Paid Land

Only Construction and allied costs remain to be spent. All Land related payments cleared with '0' encumbrances



## Project Completion in 5 Years\*



## ~3.23mn Sq. ft. (Approx.) Premium Residential Space

Entails a development of ~3.23 mn sq.ft. (approx.) of Premium Residential Space in one of the most prime locations of Gurugram

# Aarohan Launch Video



Please [Click here](#) for Aarohan Launch Video

# Aarohan Project Update

A blue rounded square containing a white circle with the word 'Sales' inside. A blue arrow points from the right side of the square towards the text block.

Sales

**124 out of 382 Flats allotted**

More than 32 % of the phase 1 area is already sold i.e 0.24mn sq ft

## Increase in Project Size

Recent Notification from Haryana Government enables us to increase our FSI. The total Tentative saleable area of entire project stands at 3.23 mn sq ft which is an increase of 1.63 mn sq ft

A blue rounded square containing a white circle with the letters 'FSI' inside. A blue arrow points from the left side of the square towards the text block.

FSI

A blue rounded square containing a white circle with the letters 'EC' inside. A blue arrow points from the right side of the square towards the text block.

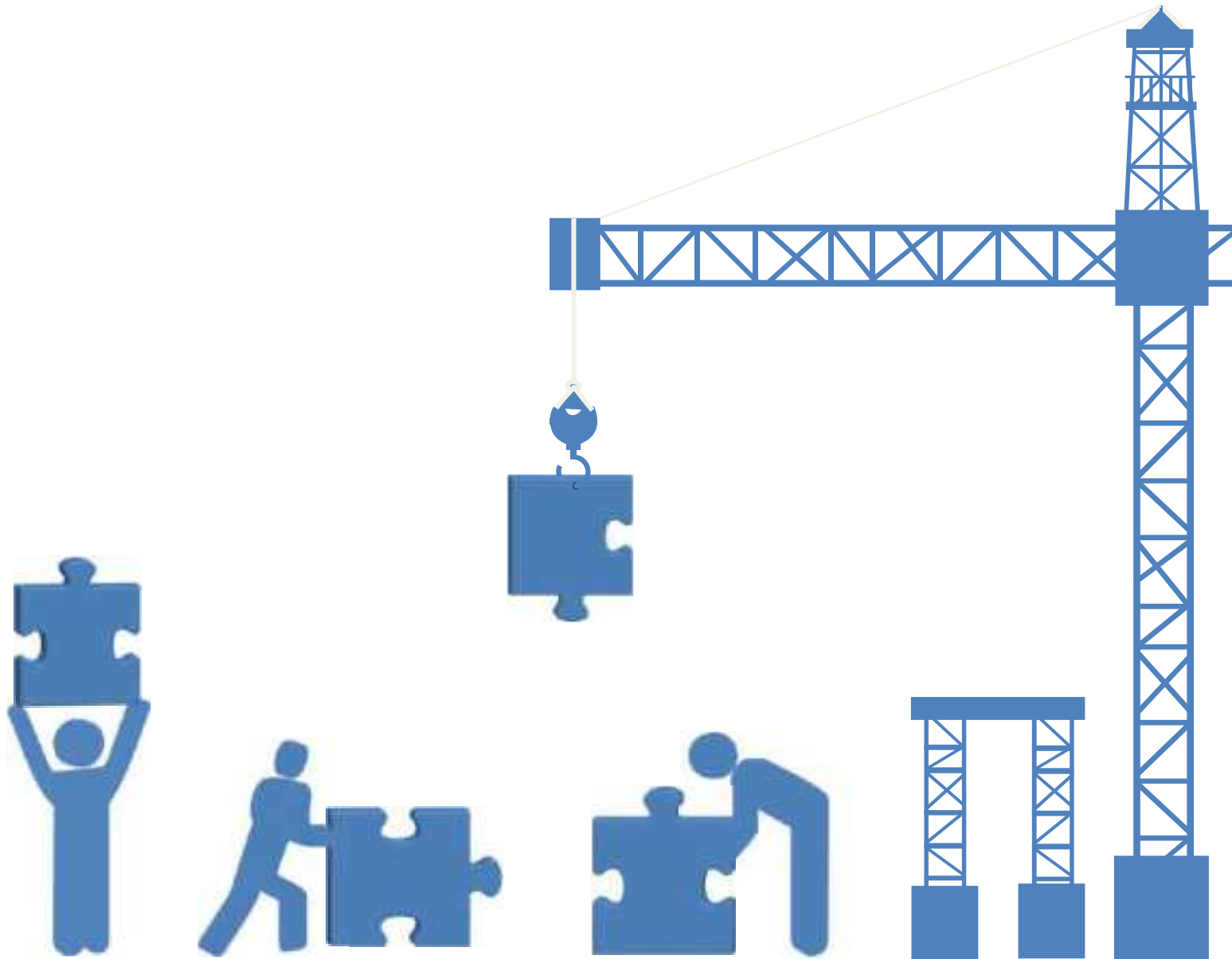
EC

## Environmental Clearance and commencement of Construction

Received Environmental Clearance in September 2016. Commenced Construction on Q3FY17

**Approved issuance of zero coupon Rs. 150cr NCD to ECL Finance Ltd.**

**Other Projects**



# Completed Residential Projects



**Vipul Gardens**  
Golf Course Rd., Gurugram  
Completed in 2005.  
Area 0.67 Mn. Sq. Ft.



**Vipul Greens**  
Sec 48, Gurugram  
Completed in 2012.  
Area 1.33 Mn. Sq. Ft.



**Vipul Belmonte**  
Golf Course Rd, Gurugram  
Completed in 2013.  
Area 0.99 Mn. Sq. Ft.



**Vipul Floors**  
Sec 48, Gurugram  
Completed in 2015.  
Area 0.09 Mn. Sq. Ft.



**Vipul Floors**  
Ardee City, Gurugram  
Completed in 2004.  
Area 0.11 Mn. Sq. Ft.



# Completed Commercial Projects



**Vipul Square**  
**Gurugram**  
**Completed in 2003.**  
**Area 0.16 Mn. Sq. Ft.**



**Vipul Plaza**  
**Sec 54, Gurugram**  
**Completed in 2005.**  
**Area 0.21 Mn. Sq. Ft.**



**Vipul Agora**  
**MG Road, Gurugram**  
**Completed in 2006.**  
**Area 0.17 Mn. Sq. Ft.**



**Vipul Tech Square**  
**Golf Course Rd., Gurugram**



**Vipul Trade Centre**  
**Sec 48, Gurugram**



# Projects to be completed within 1 year

Project Name	Nature	Project Size (sq. ft.)	Value of Sales (Rs. Cr)	Unsold Area (sq. ft.)	Total Project Cost incurred (Rs. Cr.)	Pending Cost to be incurred (Rs. Cr)
Tatvam Villa, Gurugram	Residential	10,70,937	831	7,750	588	0.1
Vipul world Floor Gurugram	Residential	92,949	33	0	24	0.0
Plotted Colony , Vipul world Gurugram (incl. Institutional Area)	Residential	20,24,366	313	44,154	351	0.0
SCO, Ludhiana	Commercial	21,020	3	12,265	3	0.0
Vipul Garden, Bhubaneswar	Residential/ Commercial	9,74,150	224	28,839	215	5.3
<b>Total</b>		<b>41,83,422</b>	<b>1,404</b>	<b>93,008</b>	<b>1,182</b>	<b>5.4</b>

# Projects to be completed between 1-3 years

Project Name	Nature	Project Size (sq. ft.)	Value of Sales (Rs. Cr)	Unsold Area (sq. ft.)	Total Project Cost incurred (Rs. Cr.)	Pending Cost to be incurred (Rs. Cr)
Vipul Business Park	Commercial	3,24,873	165	6,510	129	1.4
Vipul World Floor, Ludhiana	Residential	50,148	4	33,148	6	1.0
Vipul Lavanya, Gurugram	Residential	9,11,886	349	37,215	230	51.5
Vipul Lavanya, Gurugram	Residential (EWS)	20,000	1	9,800		
Vipul Plaza, Faridabad	Commercial	2,98,385	46	1,81,914	79	18.5
Vipul Pratham, Bawal	Residential	3,03,735	82	24,395	43	46.2
Vipul Greens, Bhubaneswar	Residential	4,00,015	94	1,38,906	135	11.5
Vipul Plaza, Bhubaneswar	Commercial	67,157	32	15,208	17	4.0
<b>Total</b>		<b>23,76,199</b>	<b>773</b>	<b>4,47,096</b>	<b>638</b>	<b>134.1</b>

# Land Bank



**230**  
**Acres**

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**Gurugram, Ludhiana, Bhubaneswar,  
Bawal**

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**Potential  
Landbank**

**Well Spread Landbank**

**Group Housing, Residential,  
Commercial, Hotel**

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**>75%**

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**Varied mix of formats leading to  
creation of strong Brand Equity**

**Gurugram Based Landbank**

# Financials

# Financial Highlights

	Consolidated				
Particulars [Rs. mn]	FY17*	FY16	FY15	FY14	FY13
<b>Total Income</b>	<b>2,318</b>	<b>1,963</b>	<b>2,372</b>	<b>2,675</b>	<b>4,157</b>
<b>EBITDA</b>	<b>328</b>	<b>247</b>	<b>136</b>	<b>148</b>	<b>401</b>
<b>EBITDA %</b>	14.13%	12.60%	5.70%	5.50%	9.70%
<b>Profit/(Loss) after Tax</b>	<b>24</b>	<b>-99</b>	<b>-112</b>	<b>-79</b>	<b>130</b>
<b>Profit after Tax %</b>	<b>1.1%</b>	-	-	-	3.10%

	Consolidated				
Particulars [Rs. mn]	FY17*	FY16	FY15	FY14	FY13
<b>Total Debt</b>	<b>4,327</b>	<b>3,787</b>	<b>2,988</b>	<b>1,415</b>	<b>1,422</b>
Long Term Debt	2,596	1,934	1,474	138	311
Short Term Debt	1,731	1,853	1,514	1,277	1,111
<b>Net worth</b>	<b>4,129</b>	<b>3,703</b>	<b>3,801</b>	<b>3,912</b>	<b>3,998</b>

# Contact us



**For further information, please contact:**

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**Vipul Limited**

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**Investor Relations Advisors :**

**Strategic Growth Advisors Pvt. Ltd.**

CIN: U74140MH2010PTC204285

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