



Vipul Limited

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Ref. No. VIPUL/SEC/VC/FY2017-18/1822

February 22, 2018

The Secretary BSE Limited, (Equity Scrip Code: 511726) Corporate Relationship Department, At: 1 st Floor, New Trading Ring, Rotunda Building, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai-400001	The Manager (Listing) National Stock Exchange of India Limited, (Equity Scrip Code: VIPULLTD) Exchange Plaza, Bandra Kurla Complex, Bandra, Mumbai-400051
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Sub: Vipul Limited Investor Presentation February 2018 - Regulation 30 of SEBI (LODR) Regulations, 2015

Dear Sir(s),

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith copy of Investor Presentation February 2018 from Vipul Limited.

This is for your information and records please.

Thanking you

Yours faithfully
For Vipul Limited


Authorised Signatory

Encl: As above

Vipul Limited
Investor Presentation
February 2018



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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

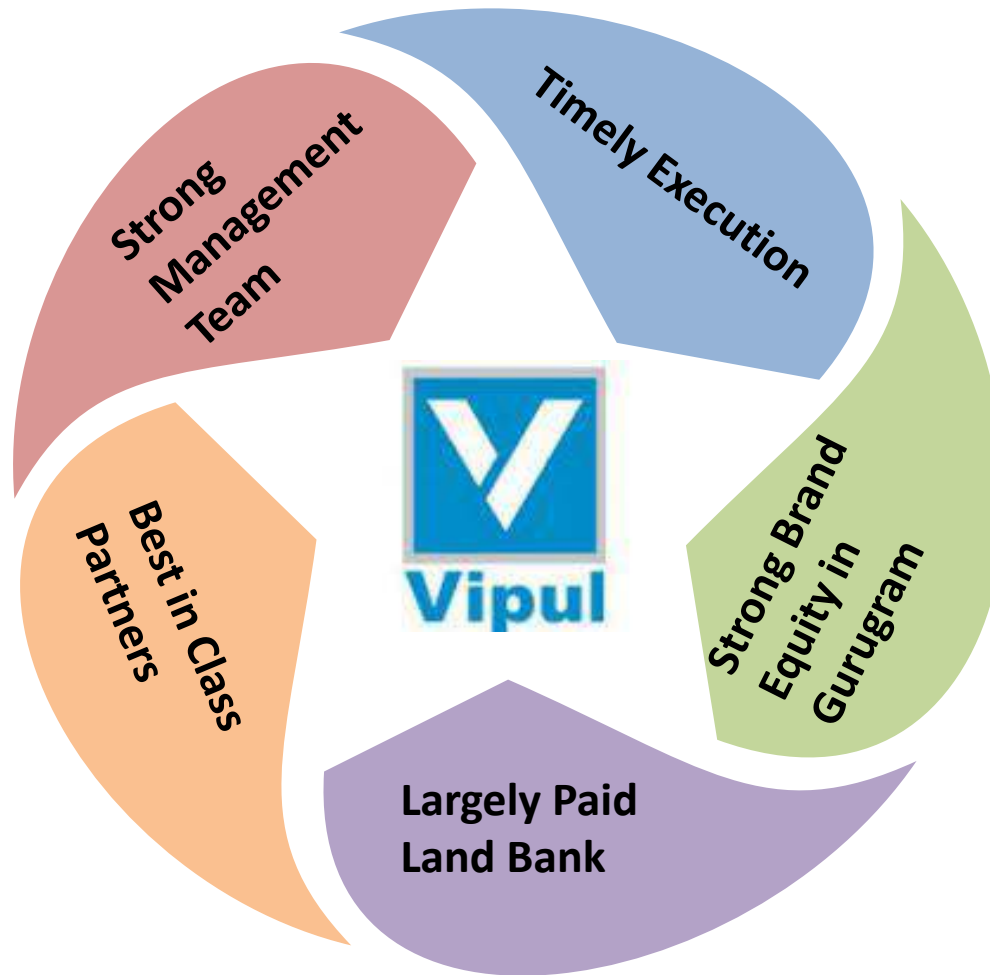
4 mn
Sq. ft

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



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

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



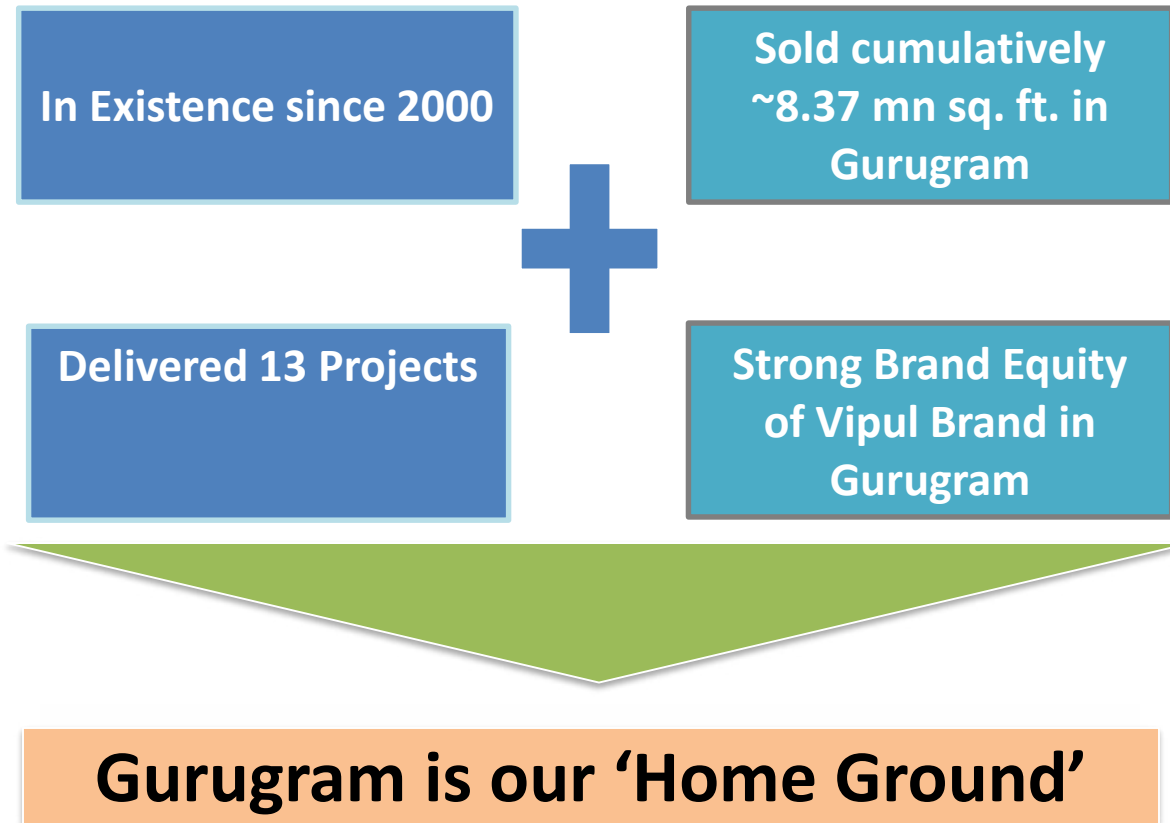
- ✓ Our Ethos is timely execution and our Customers **Love us for that**



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

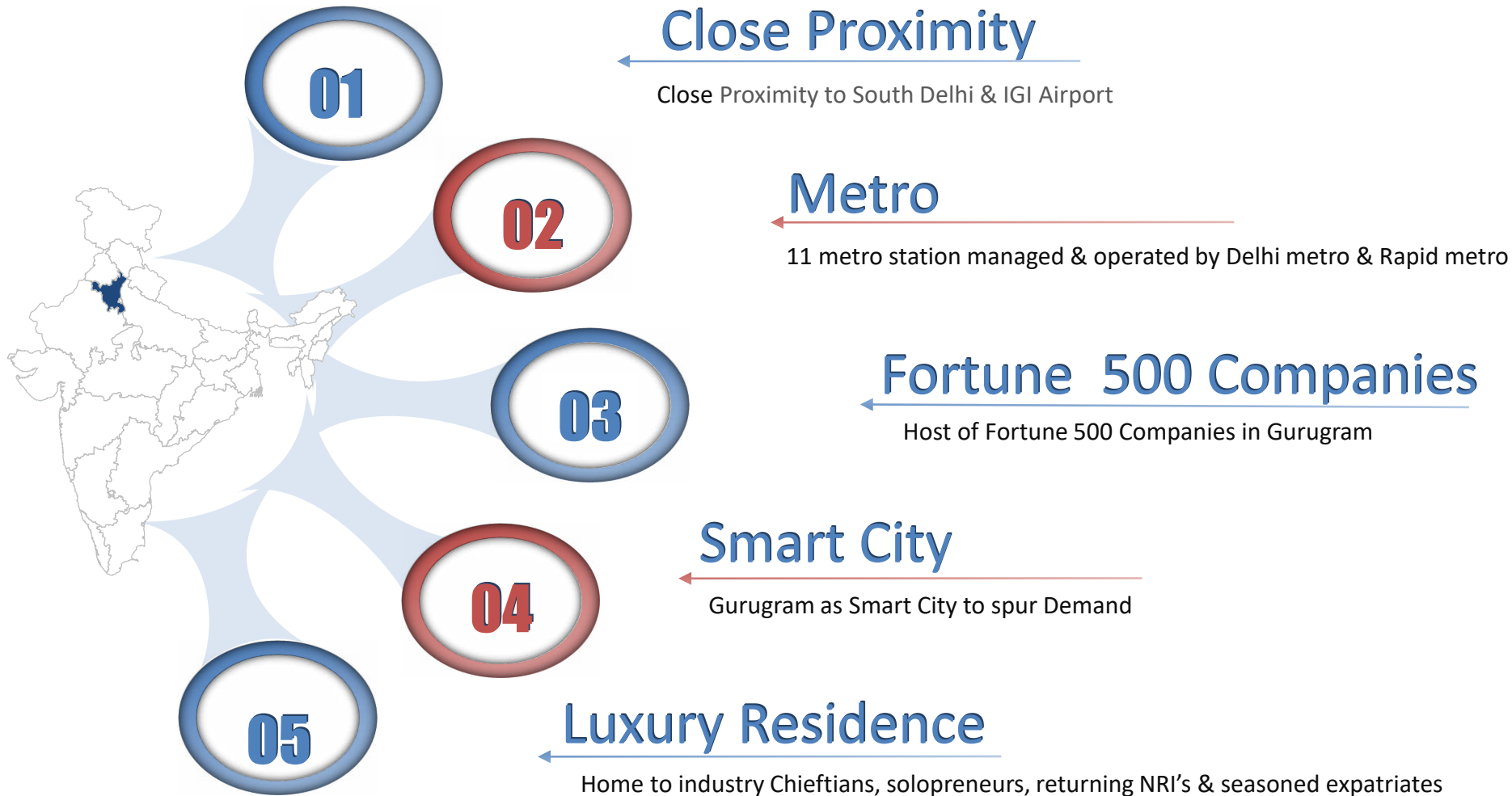
Our Strategy revolves around Stakeholder Value Creation

Our Strategic Focus - Gurugram



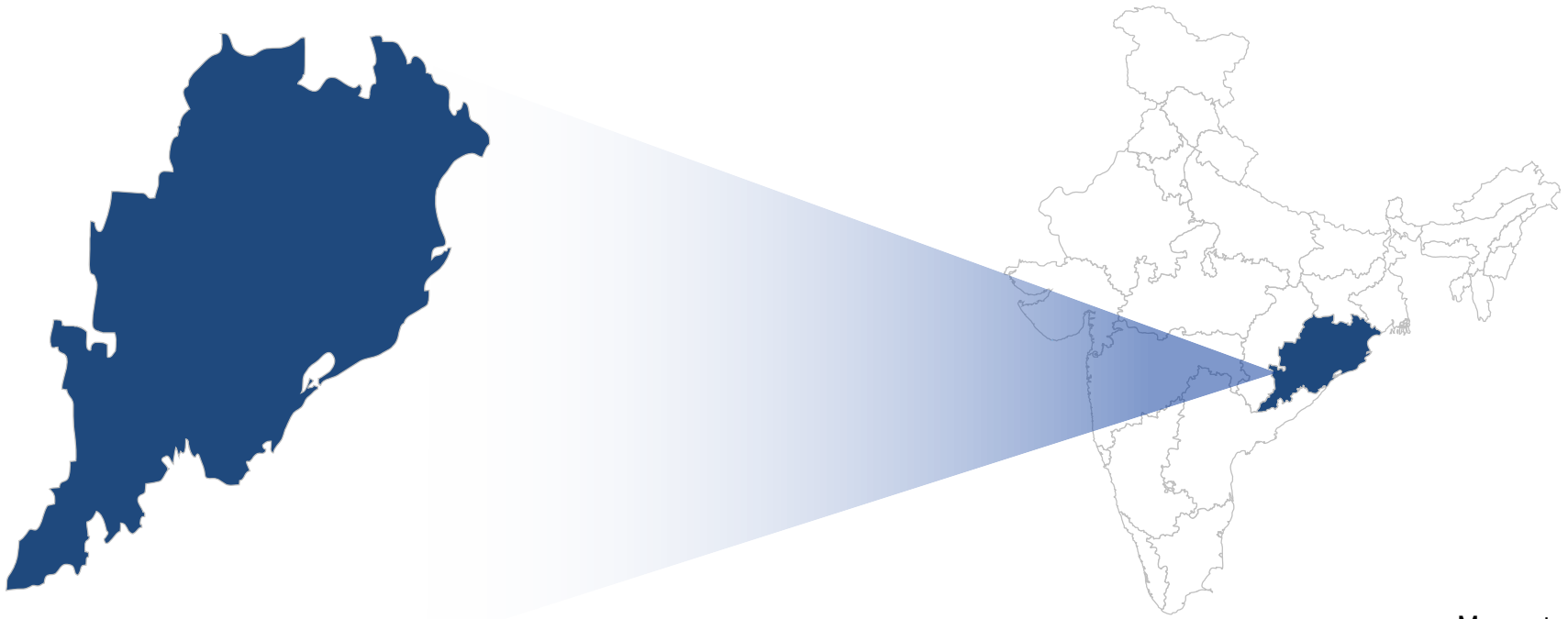
Our New Launch - Aarohan @Golf Course Road, Gurugram

Gurugram – Our Favored Destination



Gurugram is one of the fastest developing destinations in North India

Bhubaneswar, Odisha



Map not on scale

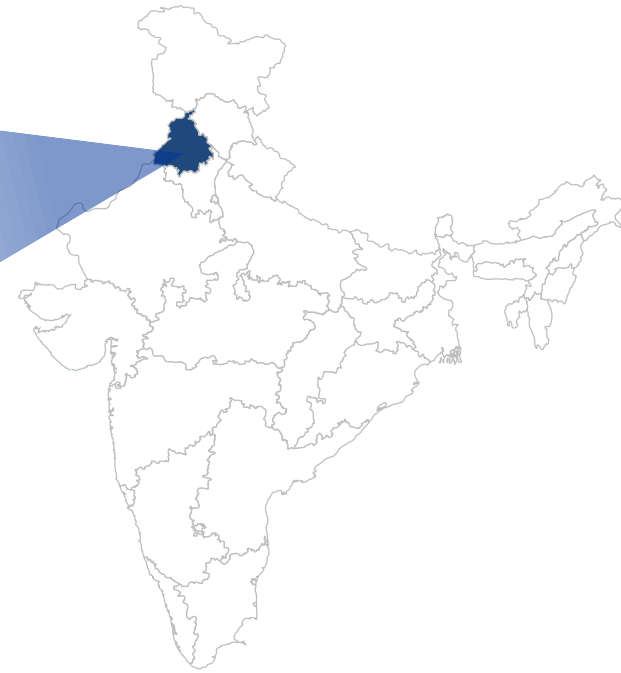
Projects

- ✓ 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

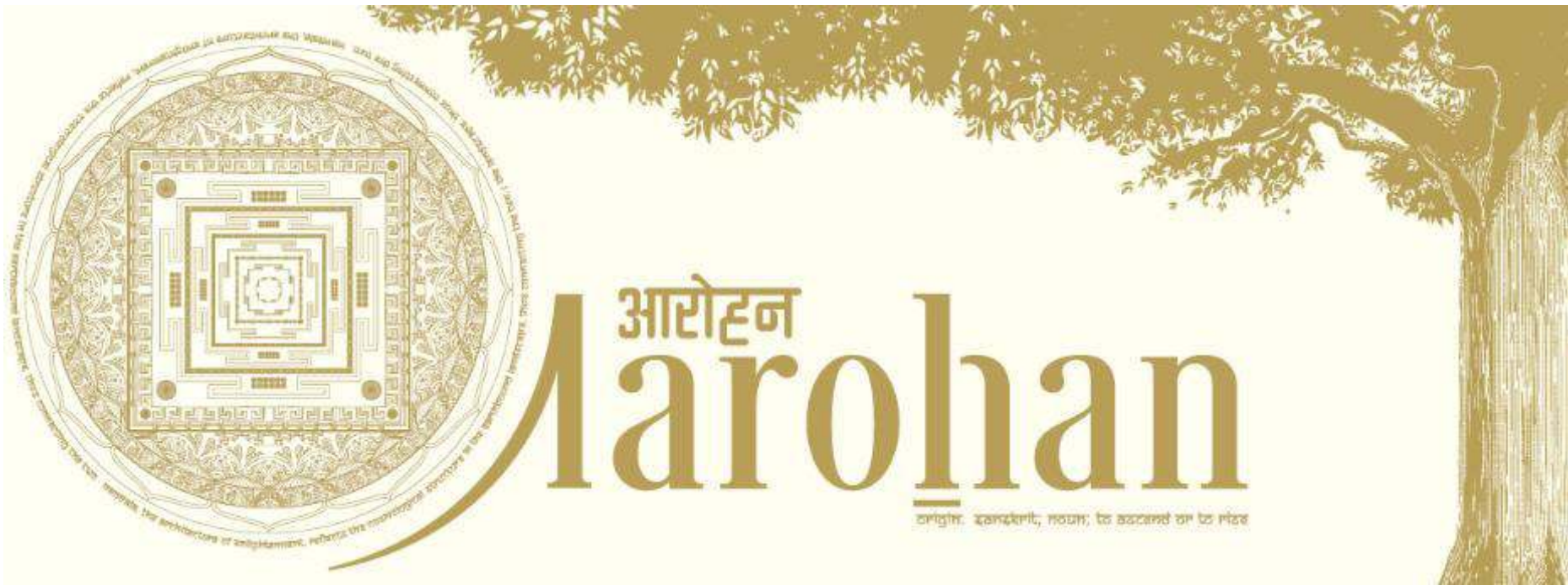
Aarohan – Introducing a Game changer





“**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
Fulfils that

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

Aarohan @Golf Course Road, Gurugram



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



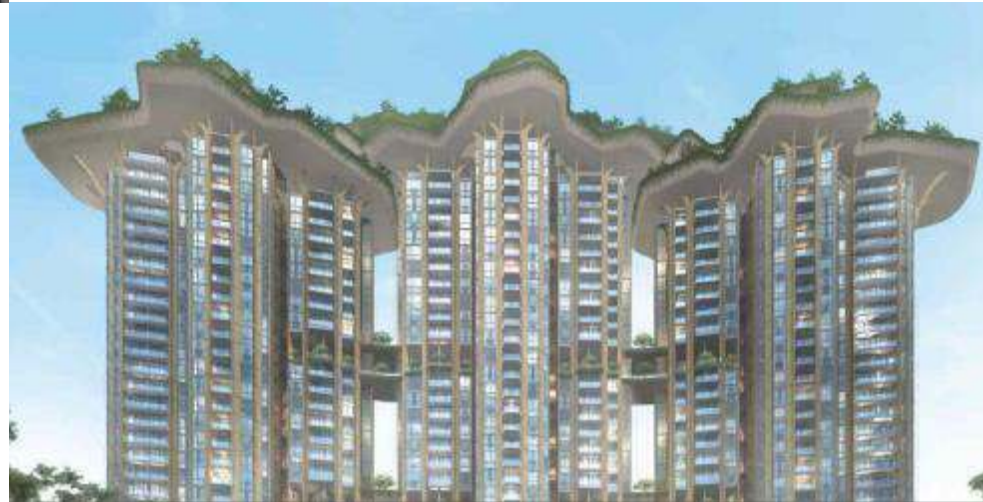
SAFE, SUSTAINABLE
AND FUNCTIONAL
DESIGNS



ALL ROUND
COMFORT



ECO-FRIENDLY
LIVING

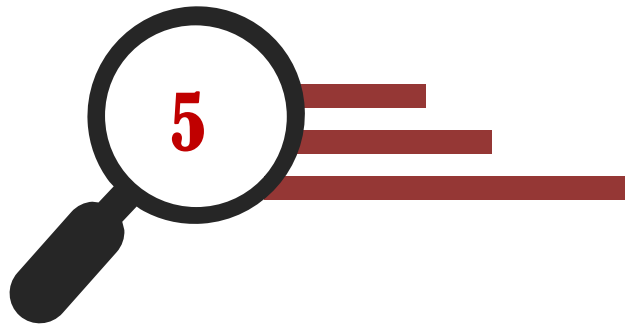


Aarohan @Golf Course Road, Gurugram



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.) Saleable area

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



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

Aarohan Project Update



Sales

146 out of 382 Flats allotted

More than 39 % of the phase 1 area is already sold i.e 0.35 mn 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



FSI

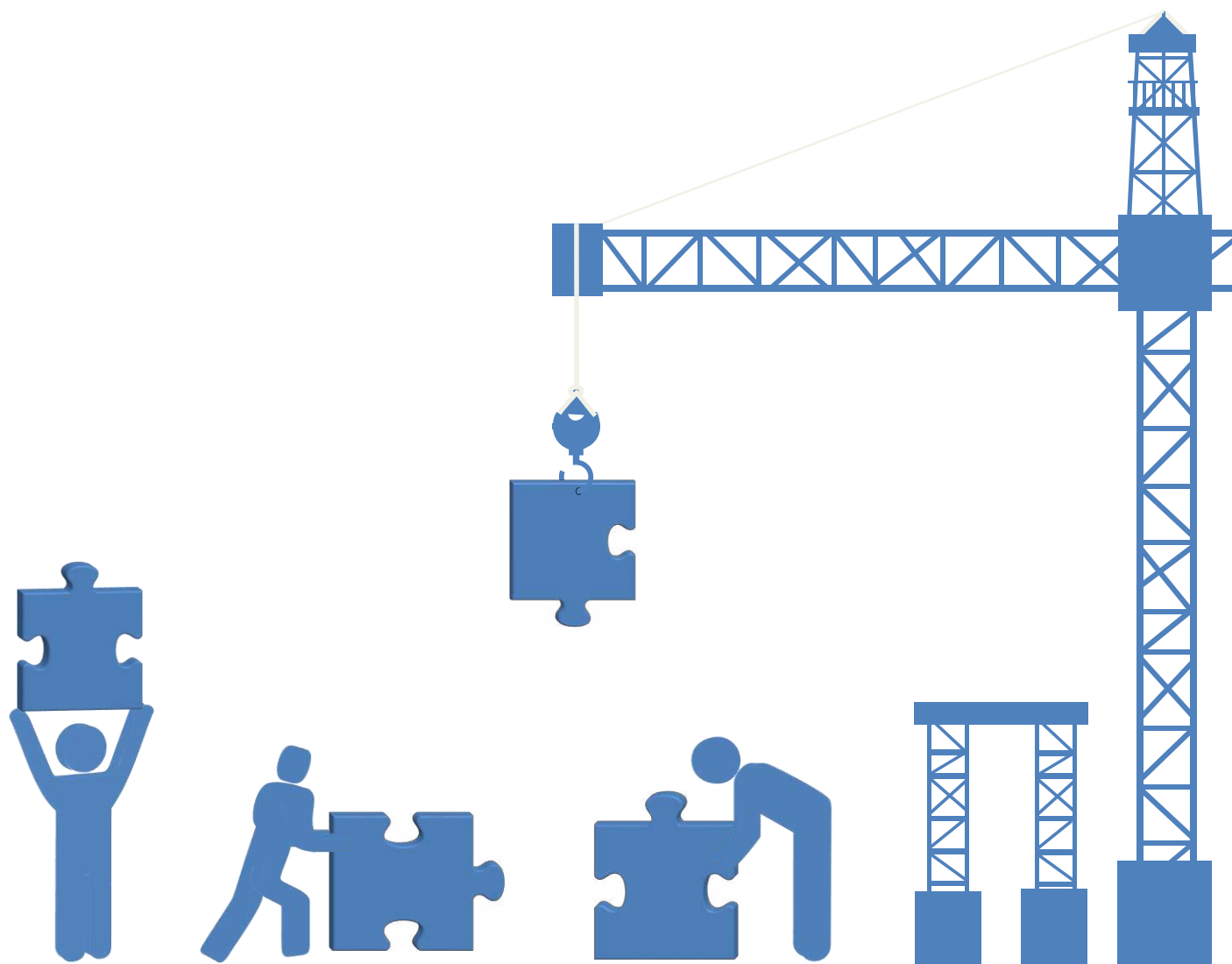


EC

Environmental Clearance and commencement of Construction

Received Environmental Clearance in September 2016. Commenced Construction on Q3FY17

Allotted zero coupon 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

Details as on 31.12.2017						
Project Name	Nature	Project Size	Value of Sales	Unsold Area	Total Project Cost-incurred	Pending Cost to be incurred
		(sq. ft.)	(Rs. Cr)	(sq. ft.)	(Rs. Cr.)	(Rs. Cr)
Tatvam Villa, Gurugram	Residential	1,070,937	840	-	596	1
Plotted Colony , Vipul world Gurugram (incl. Institutional Area & EWS)	Residential	2,024,361	316	35,442	353	-
Vipul Business Park, Gurugram	Commercial	324,873	165	9,903	132	0
SCO, Ludhiana	Commercial	21,020	3	12,265	3	0
Vipul World Floor, Ludhiana	Residential	47,037	4	30,037	6	1
Vipul Plaza, Bhubaneswar	Commercial	67,157	36	10,584	18	4
Vipul Garden, Bhubaneswar	Residential/ commercial	974,150	227	24,949	216	4
Total		4,529,535	1,591	123,180	1,323	10

Projects to be completed between 1-3 years

Details as on 31.12.2017

Project Name	Nature	Project Size	Value of Sales	Unsold Area	Total Project Cost-incurred	Pending Cost to be incurred
		(Sq. ft.)	(Rs. Cr)	(Sq. ft.)	(Rs. Cr)	(Rs. Cr)
Vipul Lavanya, Gurugram	Residential	912,008	337	49,125	237	49
Vipul Lavanya, Gurugram	Residential (EWS)	20,235	1	9,915		
Vipul Plaza, Faridabad	Commercial	298,385	55	161,249	82	10
Vipul Pratham, Bawal	Residential	299,145	81	22,075	47	40
Vipul Greens, Bhubaneswar	Residential	406,526	119	87,685	142	8
Total		1,936,299	593	330,049	508	107

230
Acres

**Potential
Landbank**

**Gurugram, Ludhiana, Bhubaneshwar,
Bawal**

Well Spread Landbank

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

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

>75%

Gurugram Based Landbank

Financials

Financial Highlights



	Standalone	Consolidated				
Particulars [Rs. mn]	9MFY18*	FY17	FY16	FY15	FY14	FY13
Total Income	2,175	2,380	1,963	2,372	2,675	4,157
EBITDA	373	314	247	136	148	401
EBITDA %	17.15%	13.21%	12.60%	5.70%	5.50%	9.70%

	Standalone	Consolidated				
Particulars [Rs. mn]	HFY18*	FY17	FY16	FY15	FY14	FY13
Total Debt	5,150	4,677	3,787	2,988	1,415	1,422
Long Term Debt	2,911	2,921	1,934	1,474	138	311
Short Term Debt	2,239	1,756	1,853	1,514	1,277	1,111

Way Forward



Adopting Asset Light Model

**Exploring 'Development Fee'
Model in Partnership with existing
Financial Institutions**

**Sustainable Growth Path
+
Strengthening Brand
Equity**

**Increasing Presence in
Gurgaon/NCR by way of
JV/JDA model**

**Will look to add Projects
under these model by 2020**

Contact us



For further information, please contact:

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Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

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