

Vipul Limited Investor Presentation



Safe Harbor



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About Us



Vipul Limited



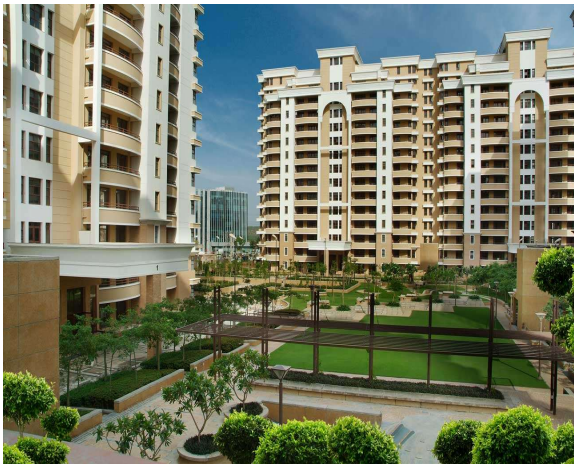
Integrated Townships

Group Housing and Luxury Apartments

Independent Floors

Lavish Villas

Retail & Office Space



~12mn
Sq. ft

Delivered

~5 mn
Sq. ft

Under Construction

4 Prime Projects
Completed on

Golf Course Road, Gurugram

business

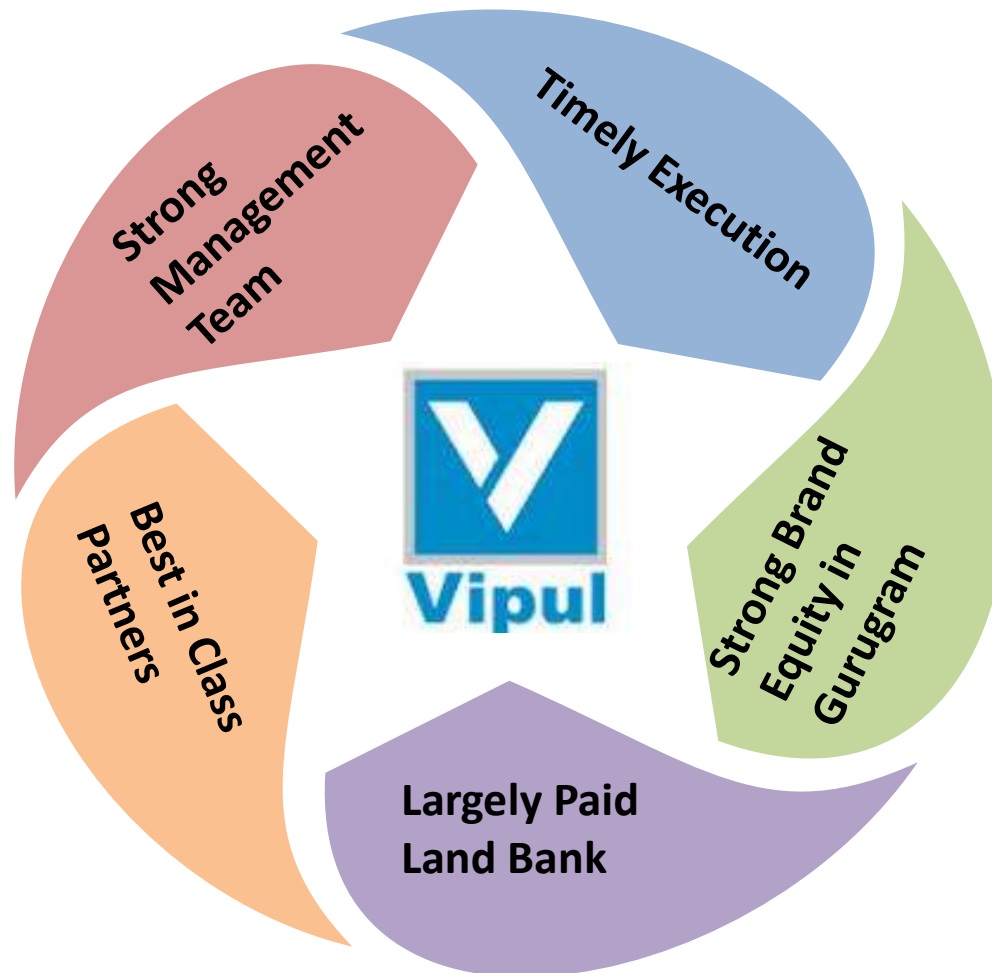


The Company is inter-alia engaged in the business of construction and development of commercial and residential real estate projects.

The Company has completed several commercial and residential real estate projects and employs the services of established professionals from diverse industry verticals, which has led to accelerated growth dynamism and professionalism in its operations.

Further, to grow its business and to tap the growth in the upcoming areas, the Company's land bank comprised in the cities like Hyderabad, Ludhiana, Bhubaneswar and Faridabad for development of residential and commercial projects.

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 19 years
- ✓ Holds a B.Com Degree from Kolkata University & has over 33 years of overall experience



Anil Kumar Tibrewal

Chief Financial Officer

- ✓ Chartered Accountant by profession & has over 22 years of experience.
- ✓ He has been associated with Company since September 01, 2018.
- ✓ Has been associated with Ashiana Homes Pvt. Ltd. in the Past.



Rakesh Sharma

Sr. Vice President (BDC)

- ✓ Chartered Accountant by profession & has over 37 years of experience, of which 12 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 31 years of experience of which 17 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
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. 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
Ms. Vishaka Beriwal (Director)	<ul style="list-style-type: none"> ✓ Ms. Vishaka Beriwal holds an MBA degree from ESADE Business School in Barcelona ✓ She is having a total experience of about 11 years as a working professional and an entrepreneur with key focus on Retail, Food and Beverage businesses and Facility Management ✓ She is working as Marketing & Strategy Consultant, new Concept Development and overall Operations of a Club.

Business Strategy

A magnifying glass with the word 'FOCUS' written inside its lens, set against a light green background.

FOCUS

- ✓ 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 more than
~9.50 mn sq. ft. in
Gurugram

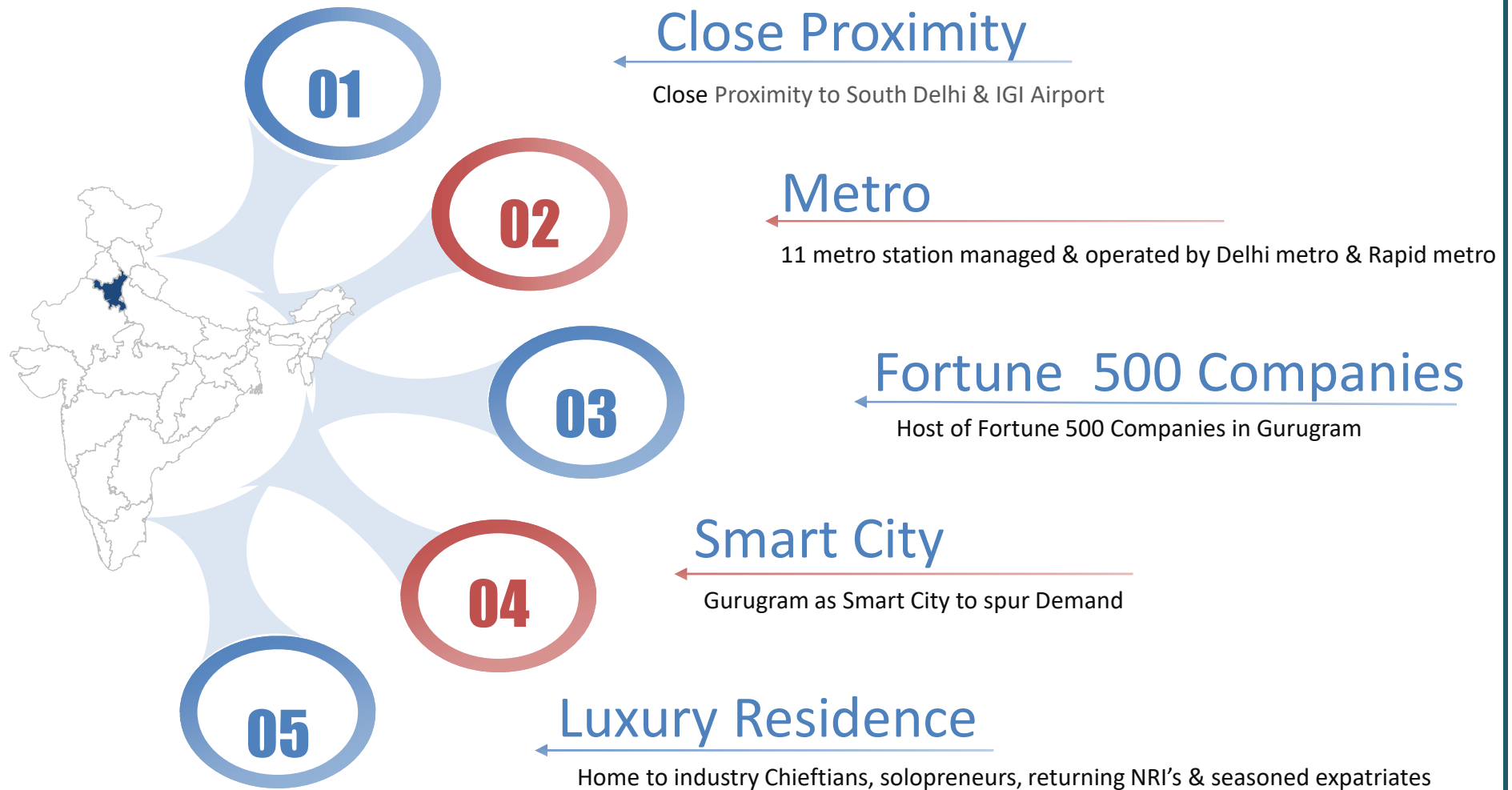


Delivered 19 Projects

Strong Brand Equity
of Vipul Brand in
Gurugram

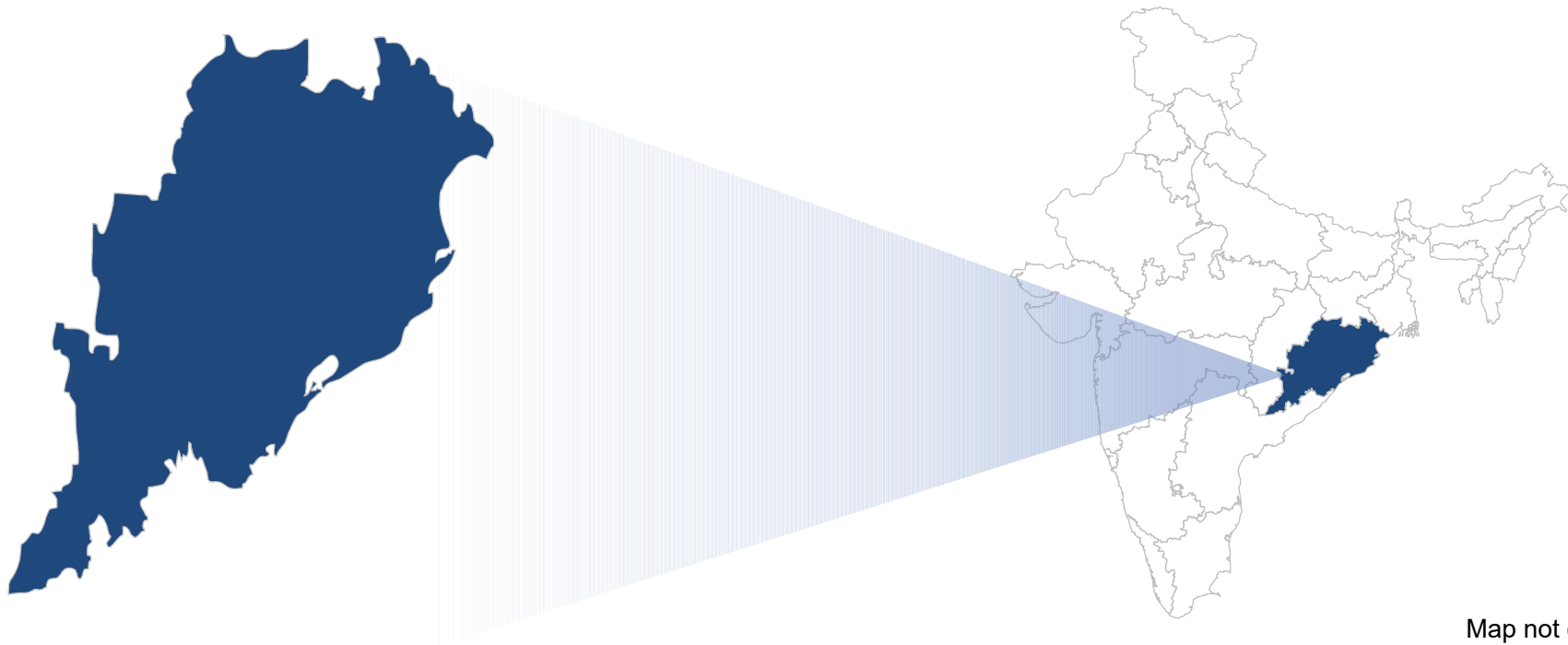
Gurugram is our 'Home Ground'

Gurugram – Our Favored Destination



Gurugram is one of the fastest developing destinations in North India

Bhubaneswar, Odisha



Map not on scale

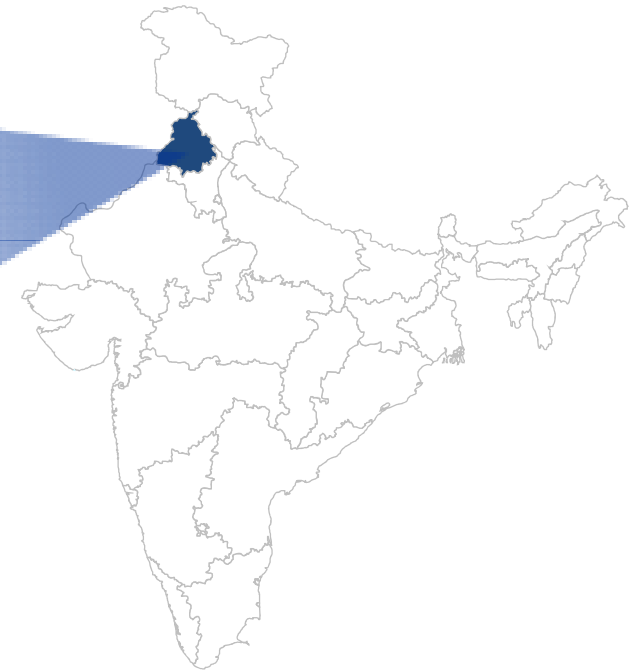
Projects

- ✓ Area- 14.43 Acres
- ✓ Nature- Group Housing/Commercial
- ✓ Current Status:-
 - ✓ 4.65 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

Completed Residential Projects



Vipul Gardens
Golf Course Rd., Gurugram
Area 0.67 Mn. Sq. Ft.



Vipul Greens
Sec 48, Gurugram
Area 1.33 Mn. Sq. Ft.



Vipul Belmonte
Golf Course Rd, Gurugram
Area 0.99 Mn. Sq. Ft.



Vipul Floors
Sec 48, Gurugram
Area 0.09 Mn. Sq. Ft.



Vipul Floors
Ardee City, Gurugram
Area 0.11 Mn. Sq. Ft.

Completed Residential Projects



Vipul Tatvam Villas
Sohna Road
Area 1.14 Mn. Sq. Ft.



Vipul Gardens
Daruhara
Area 1.05 Mn. Sq. Ft



Vipul world
Gurugram
Area 2.02 Mn. Sq. Ft



Vipul Gardens
Bhubaneswar
Area 0.97 Mn. Sq. Ft.



Vipul world
Ludhiana
Area 1.70 Mn. Sq. Ft

Completed Commercial Projects



Vipul Square
Gurugram
Area 0.16 Mn. Sq. Ft.



Vipul Plaza
Sec 54, Gurugram
Area 0.21 Mn. Sq. Ft.



Vipul Tech Square
Golf Course Rd., Gurugram
Area .33 Mn. Sq. Ft



Vipul Plaza
Faridabad
Area 0.29 Mn. Sq. Ft.

Completed Commercial Projects



Vipul Business Park
Sohna Road
Area 0.32 Mn. Sq. Ft.



Vipul Plaza
Bhubaneswar
Area 0.06 Mn Sq Ft



Vipul Agora
MG Road, Gurugram
Area 0.17 Mn. Sq. Ft.



Vipul Trade Centre
Sec 48, Gurugram
Area 0.39 Mn Sqft

Projects to be completed



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 Aarohan*	Residential	27,60,578	*		650	1050
	Commercial	5,47,262			46	190
Vipul Pratham, Bawal	Residential	2,99,145	80	26,170	70	20
Vipul Greens, Bhubaneswar	Residential	4,06,526	136	52,030	148	8
Vipul Lavanya, Gurugram	Residential	9,12,011	336	42,455	242	4

*Under JDA with one of the prominent developers of Gurugram

Land Bank



180
Acres

**Gurugram, Ludhiana,
Bhubaneswar, Bawal**

**Potential
Land bank**

Well Spread Land bank

**Group Housing, Residential,
Commercial**

>75%

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

Gurugram Based Landbank

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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