

VIPUL LIMITED

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INVESTOR RELEASE#

Gurgaon, June 8, 2016

101 out of 382 flats at Vipul Limited's Aarohan Phase 1 at Golf Course Road, Gurgaon allotted

Vipul Limited, a renowned Gurgaon-based real estate developer has seen a good response to the launch of its New project, Aarohan, at Golf course Road, Gurgaon

This represents more than 26 % of the 382 apartments it opened for sale in the first phase of this project. The value of apartments sold is in excess of 303 crores

About Project Aarohan

The Project has been named 'AAROHAN' – a Sanskrit word meaning to Ascend or to Rise. AAROHAN' constitutes three iconic towers with four apartments on each floor in each tower in the 1st Phase. The Total estimated area shall be 0.9 mn sq. ft. of Premium Residential space in the 1st Phase.

'AAROHAN' will include facilities such as a sky deck, landscaped intermediate terraces, amphitheater, modern security solutions including synchronized fire fighting systems, CCTV surveillance in complex, smoke and heat detectors amongst other State of the Art facilities.

Mr. Punit Beriwalla, Managing Director , Vipul Limited, said, "We are happy with the customer response to the launch of our flagship project in Gurgaon. The response witnessed gives us immense confidence in the adopted strategy for project Aarohan. We shall hereby focus to deliver a truly unique and modern project within promised timelines to our customers."

About Vipul Limited

Vipul Limited is a leading Real Estate Developer in NCR besides developing properties in Gurgaon, Ludhiana, Bawal, Bhubaneshwar and Faridabad. The Group has delivered 8.23 mn sq. ft. of area since inception apart from some projects executed in joint venture and has completed 4 prime projects on Golf Course Road at Gurgaon. Equity Shares are listed both on BSE Ltd. & NSE Ltd.

For more information about Vipul Limited, please visit www.vipulgroup.in

For further information on earnings please contact

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Vipul Limited Investor Presentation June 2016



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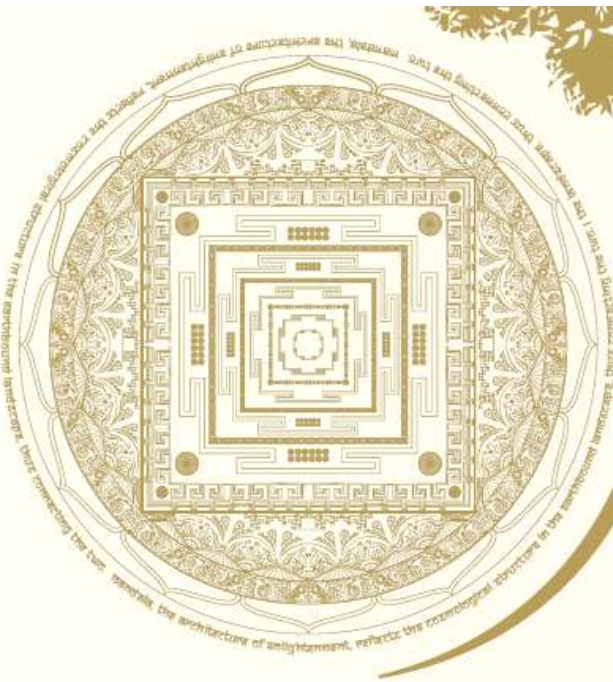
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Aarohan @Gurgaon – Introducing A Game Changer



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

Aarohan @Golf Course Road, Gurgaon



आरोहण
Aarohan

उपनिषद्: अक्षरद्वयम्, नमः, तः अक्षरम् न तः पंक्तिः

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

Aarohan Project Update



101 out of 382 Flats allotted

More than 26 % of the phase 1 area is already sold i.e 0.24mn sq ft

Saleable Area Increase

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



Aarohan @Golf Course Road, Gurgaon



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, Gurgaon



STATE-OF-THE-ART
TECHNOLOGY



SAFE, SUSTAINABLE
AND FUNCTIONAL
DESIGNS



ALL ROUND
COMFORT



ECO-FRIENDLY
LIVING

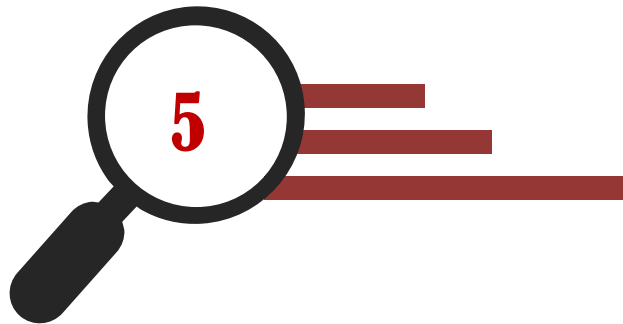


Aarohan @Golf Course Road, Gurgaon



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

Aim to complete and handover possession of the project *by 2020



~1.60mn Sq. ft. (Approx.) Premium Residential Space

Entails a development (based on Current FAR of 1.75) of ~1.60 mn sq.ft. (approx.) of Premium Residential Space in one of the most prime locations of Gurgaon

** Phase 1 of the project to be completed in 5 Years*

Other Projects



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 (Rs. Cr.)	Pending Cost to be incurred (Rs. Cr)
Tatvam Villa, Gurgaon	Residential	11,43,150	852	8,750	578	0.12
SCO, Ludhiana	Commercial	21,020	3	12,265	3	0.02
Vipul Garden, Bhubaneswar	Residential	9,64,356	218	20,763	211	0.05
Total		21,28,526	1,073	41,778	792	0.19

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 (Rs. Cr.)	Pending Cost to be incurred (Rs. Cr)
Vipul Business Park	Commercial	3,24,531	162	10,689	128	5
Vipul World Floor, Ludhiana	Residential	50,148	4	33,148	7	1
Vipul Lavanya, Gurgaon	Residential	9,11,721	357	35,660	272	61
Vipul Lavanya, Gurgaon	Residential (EWS)	20,000	1	9,800		
Vipul Plaza, Faridabad	Commercial	2,96,754	35	2,16,378	93	23
Vipul Pratham, Bawal	Residential	3,03,735	58	97,615	89	50
Vipul Greens, Bhubaneswar	Residential	4,00,015	87	1,56,967	140	18
Vipul Plaza, Bhubaneswar	Commercial	67,157	28	21,100	20	6
Total		23,74,061	732	5,81,357	749	164

230
Acres

**Potential
Landbank**

**Gurgaon, Ludhiana, Bhubaneswar,
Mohali, Chandigarh, Bawal**

Well Spread Landbank

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

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

>75%

Gurgaon Based Landbank

About the Company



Vipul Limited



**Integrated
Townships**

**High-End Luxury
Apartments**

**Independent
Floors**

**Lavish
Villas**

**Retail &
Commercial
Towers**



8.23mn
Sq. ft

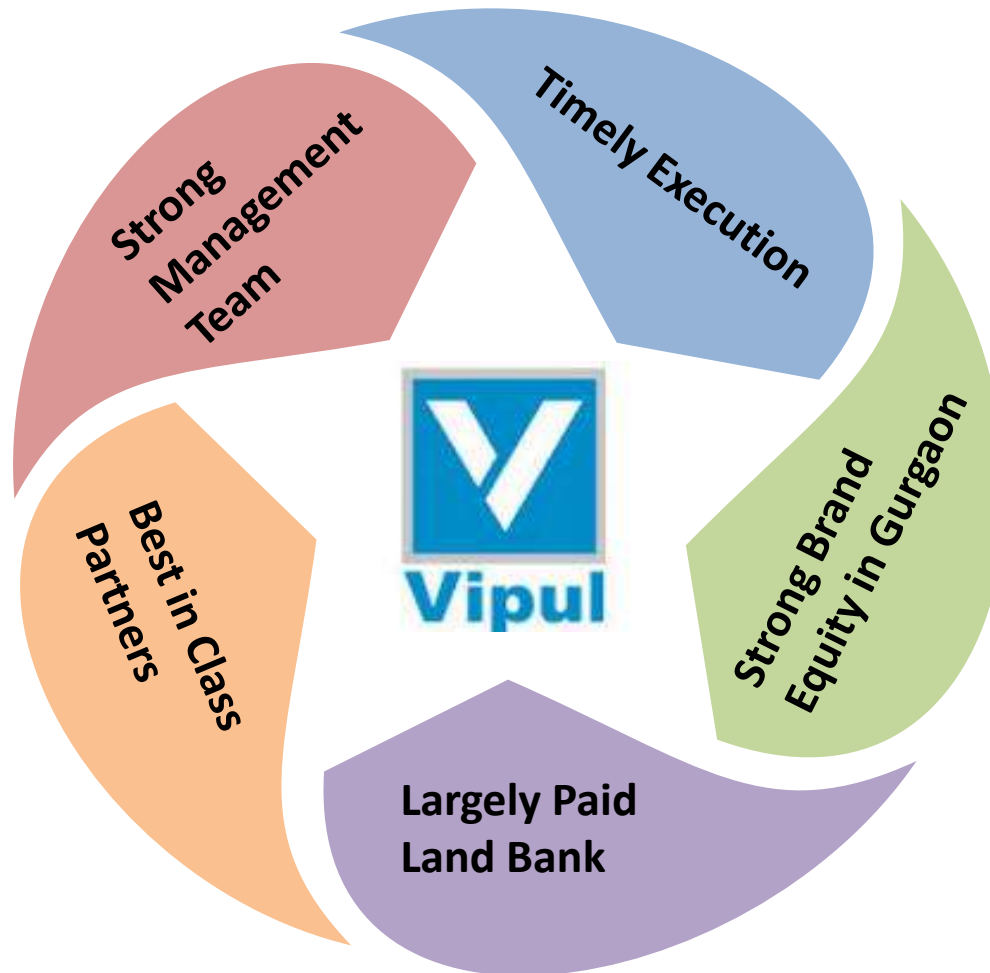
Delivered

4.5 mn
Sq. ft

Under Construction

**4 Prime Projects
Completed on**
Golf Course Road, Gurgaon

Key Strengths



We believe in Continuous Monetization 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 31 years of overall experience



Ajay Agrawal

Chief Financial Officer

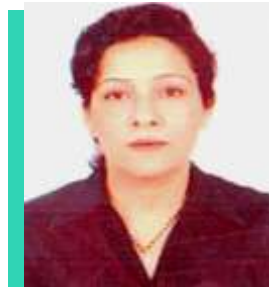
- ✓ Chartered Accountant by profession & has over 18 years of experience, of which 8 years have been with Vipul Limited.
- ✓ Has been associated with Ernst and Young in the Past



Guninder Singh

Chief Executive Officer

- ✓ Holds a B.Arch Degree from Punjab University & has over 31 years of experience, of which 13 years have been with Vipul Limited
- ✓ Has been associated with Unitech Ltd in the Past



Rakesh Sharma

Vice President- Legal & BD

- ✓ 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 31 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, Gurgaon
- ✓ Faster conversion from Investments in Landbank to Project Development stage



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



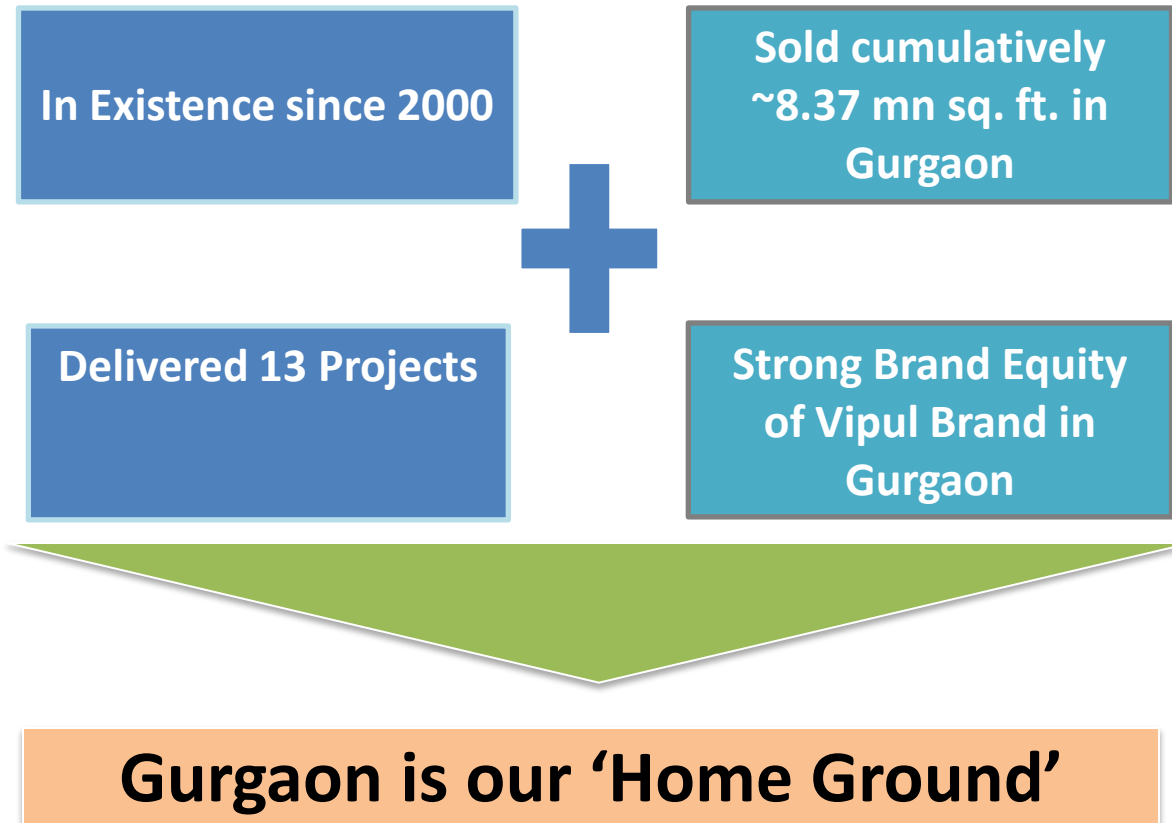
- ✓ Our Ethos is timely execution and our Customers **Love us for that**



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

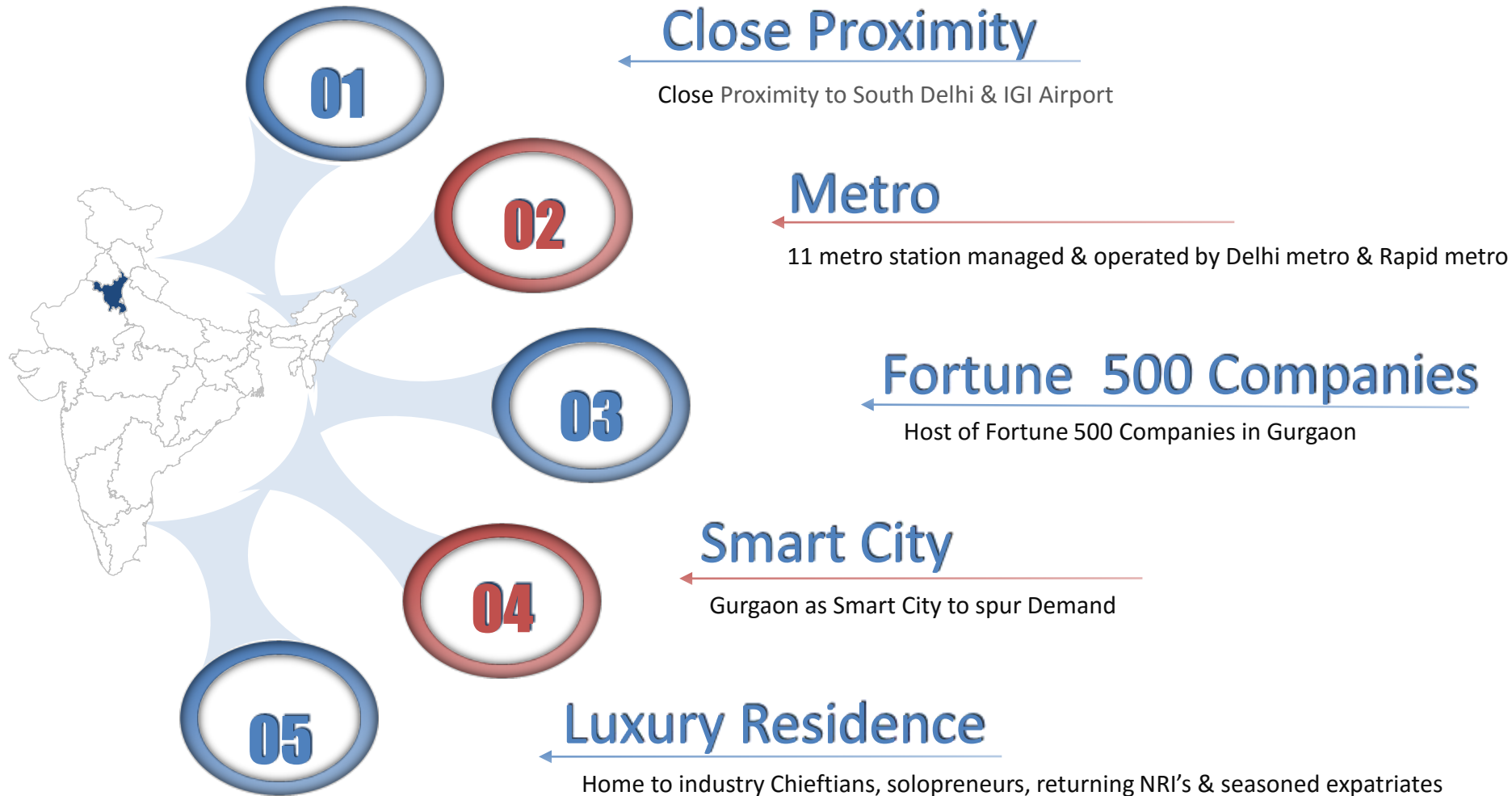
Our Strategy revolves around Stakeholder Value Creation

Our Strategic Focus - Gurgaon



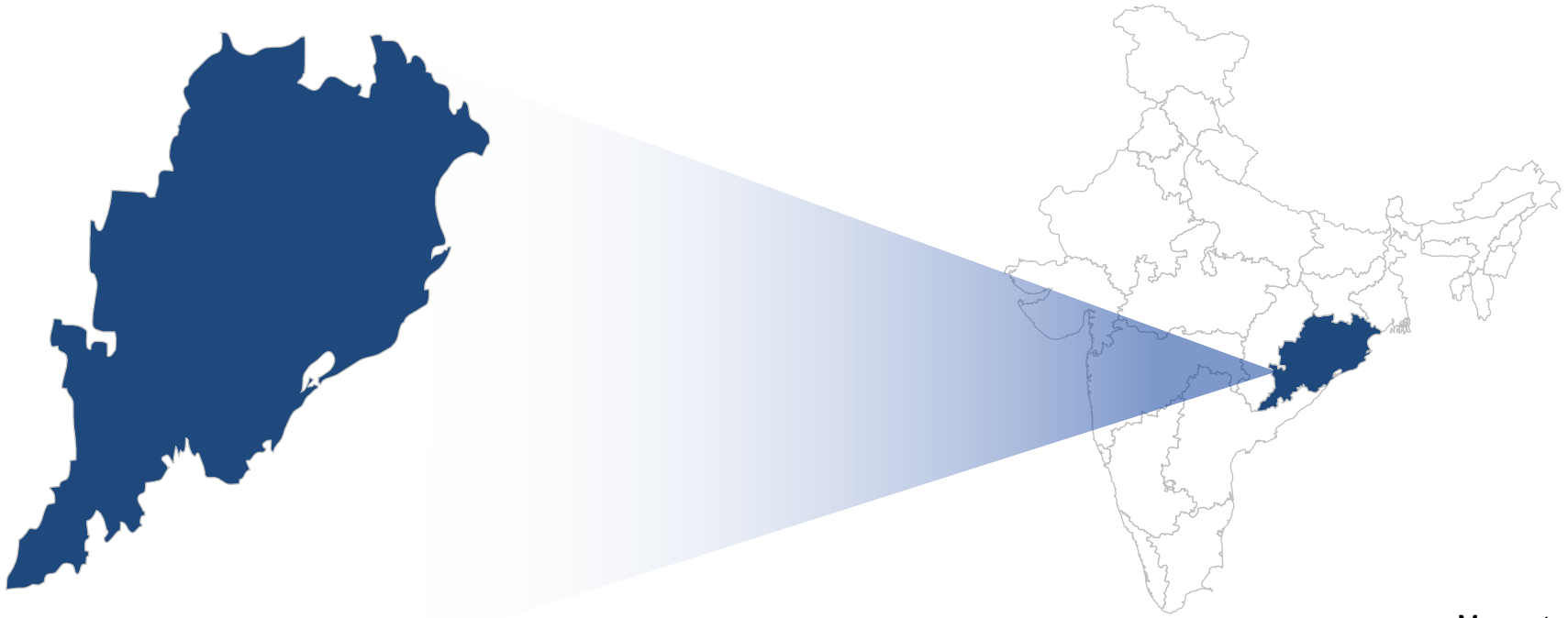
Our New Launch - Aarohan @Golf Course Road, Gurgaon

Gurgaon – Our Favored Destination



Gurgaon is one of the fastest developing destinations in North India

Bhubaneswar, Orrisa



Map not on scale

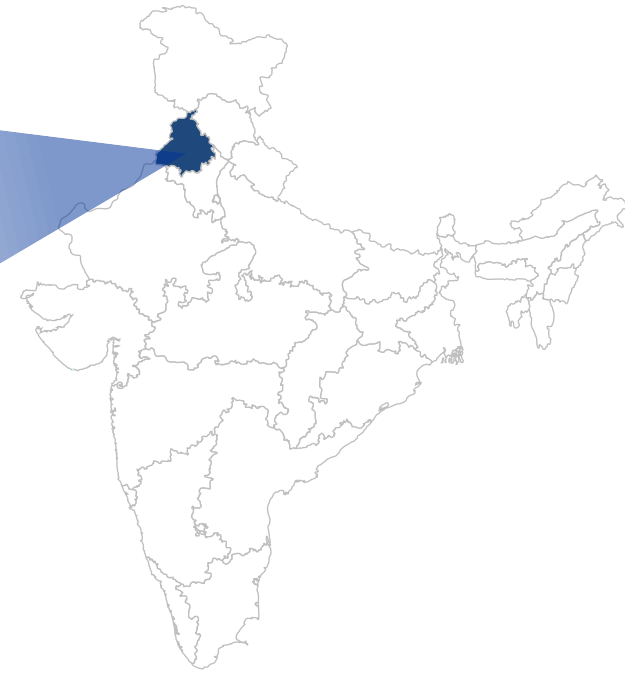
Projects

- ✓ 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

Financials



Consolidated Financial Highlights

Particulars [Rs. mn]	FY16	FY15	FY14	FY13
Total Income	1,963	2,372	2,675	4,157
EBITDA	247	136	148	401
EBITDA %	12.6%	5.7%	5.5%	9.7%
Profit/(Loss) after Tax	(99)	(112)	(79)	130
Profit after Tax %	-	-	-	3.1%

Particulars [Rs. mn]	FY16	FY15	FY14	FY13
Total Debt	3,787	2,988	1,415	1,422
Long Term Debt	1,934	1,474	138	311
Short Term Debt	1,853	1,514	1,277	1,111
Networth	3,703	3,801	3,912	3,998

Contact us



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