



Vipul Limited

Vipul TechSquare
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Ref. No. VIPUL/SEC/VC/FY2016-17/1694

March 14, 2017

- 1) The Secretary
BSE Limited, (Equity Scrip Code: 511726)
Corporate Relationship Department,

At: 1st Floor, New Trading Ring, Rotunda Building,
Phiroze Jeejeebhoy Towers, Dalal Street, Fort,
Mumbai-400001
- 2) The Manager (Listing)
National Stock Exchange of India Limited, (Equity Scrip Code: VIPULLTD)
Exchange Plaza, Bandra Kurla Complex,
Bandra, Mumbai-400051

Sub: Vipul Limited Investor Presentation March 2017 - 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 March 2017 from Vipul Limited.

This is for your information and records please.

Thanking you
Yours faithfully
For Vipul Limited


(Vivek Chaudhary)
Company Secretary

Encl: As above

Vipul Limited
Investor Presentation
March 2017



Safe Harbor



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About Us



Vipul Limited



Integrated Townships

High-End Luxury Apartments

Independent Floors

Lavish Villas

Retail & Commercial Towers



10mn
Sq. ft

4 mn
Sq. ft

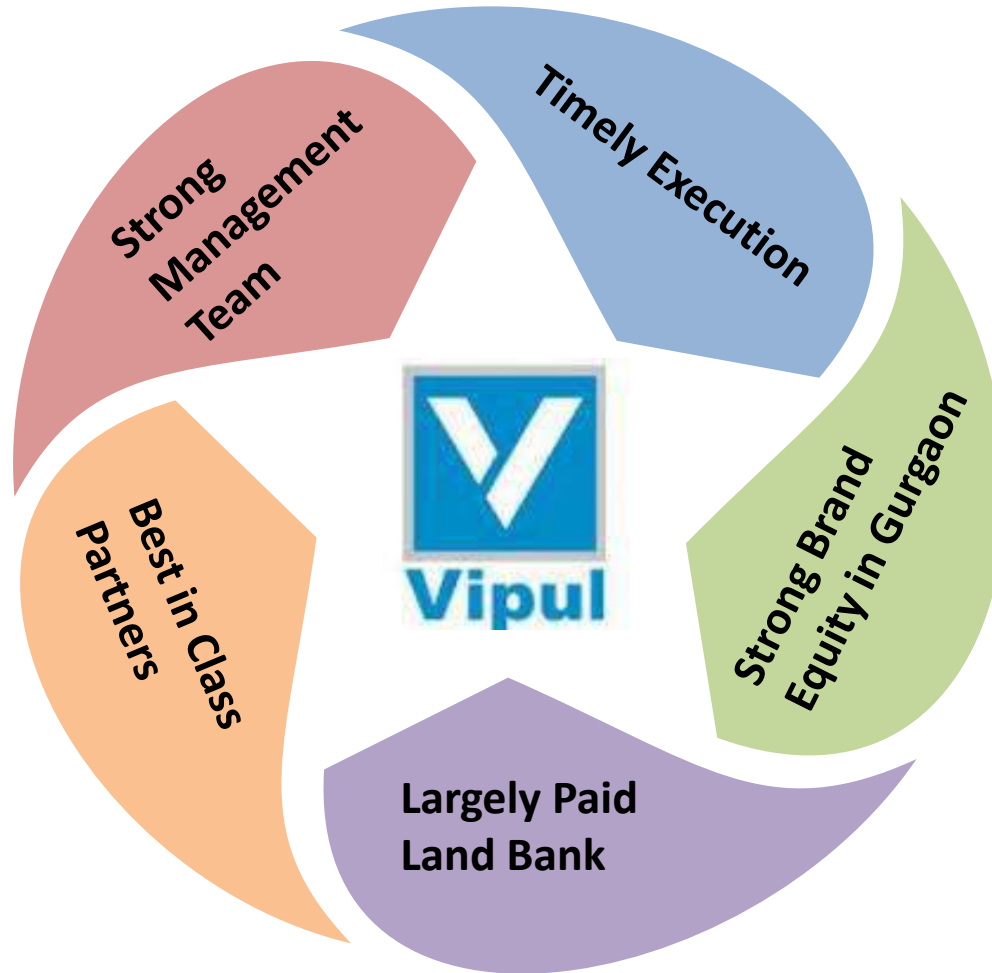
4 Prime Projects
Completed on

Delivered

Under Construction

Golf Course Road, Gurgaon

Key Strengths



We believe in Continuous Churn of Land Bank

Experienced Management Team



Punit Beriwala

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 16 years
- ✓ Holds a B.Com Degree from Kolkata University & has over 32 years of overall experience



Guninder Singh

Chief Executive Officer

- ✓ Holds a B.Arch Degree from Punjab University & has over 32 years of experience, of which 14 years have been with Vipul Limited
- ✓ Has been associated with Unitech Ltd in the Past

Ajay Agrawal

Chief Financial Officer

- ✓ Chartered Accountant by profession & has over 19 years of experience, of which 8+ years have been with Vipul Limited.
- ✓ Has been associated with Ernst and Young in the Past



Rakesh Sharma

Vice President- Legal & BD

- ✓ Chartered Accountant by profession & has over 33 years of experience, of which 11 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 32 years of experience of which 16 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 35 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 32 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



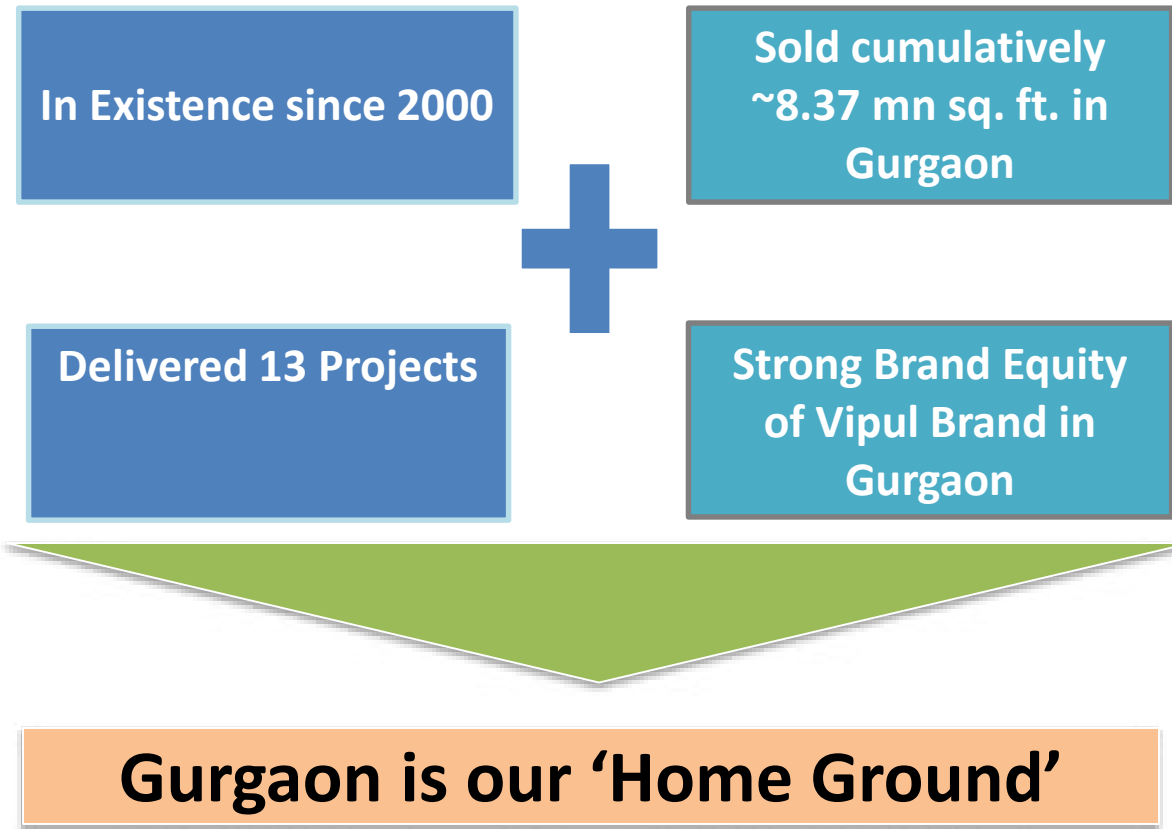
- ✓ Our Ethos is timely execution and our Customers **Love us for that**



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

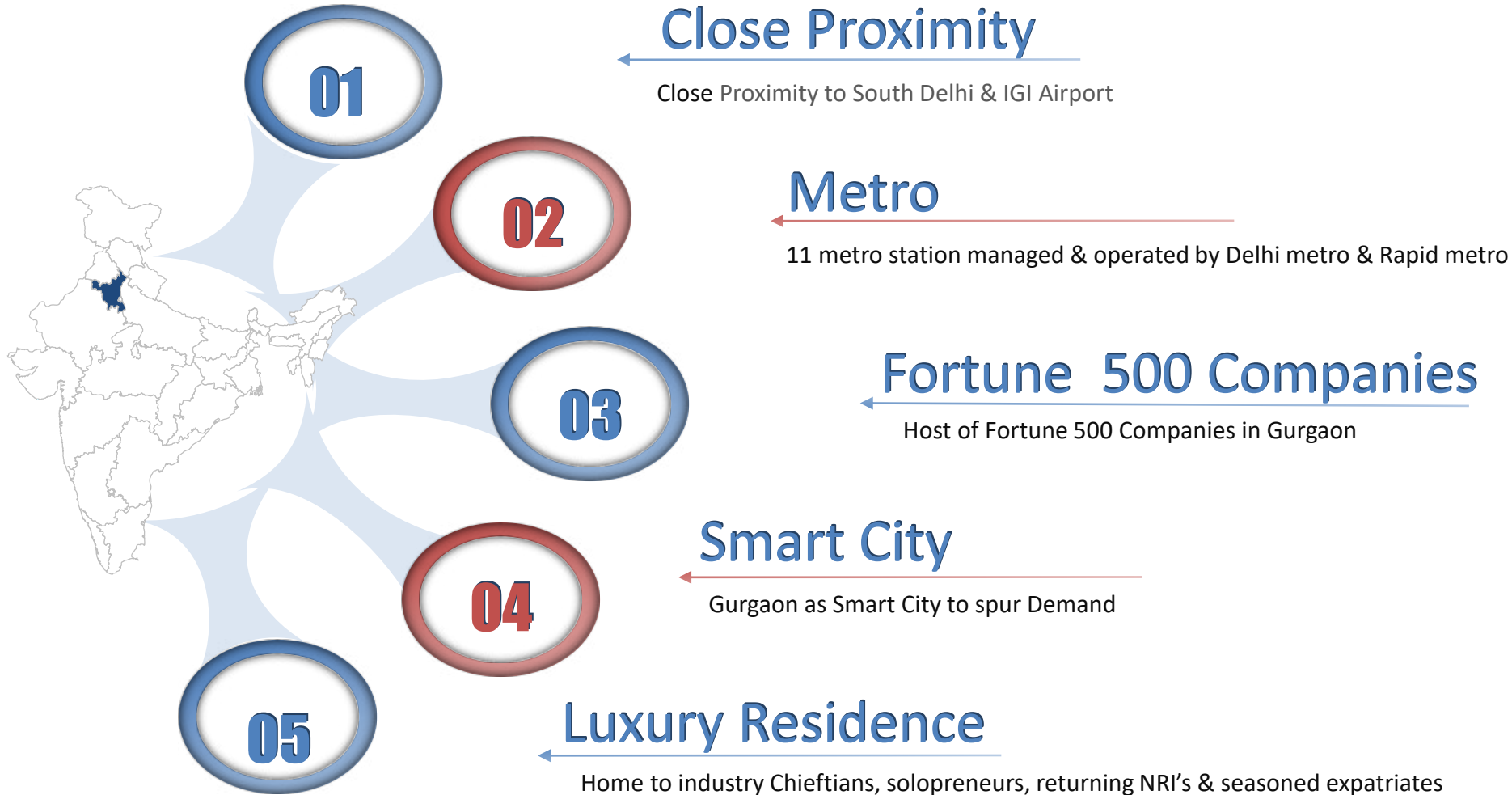
Our Strategy revolves around Stakeholder Value Creation

Our Strategic Focus - Gurgaon



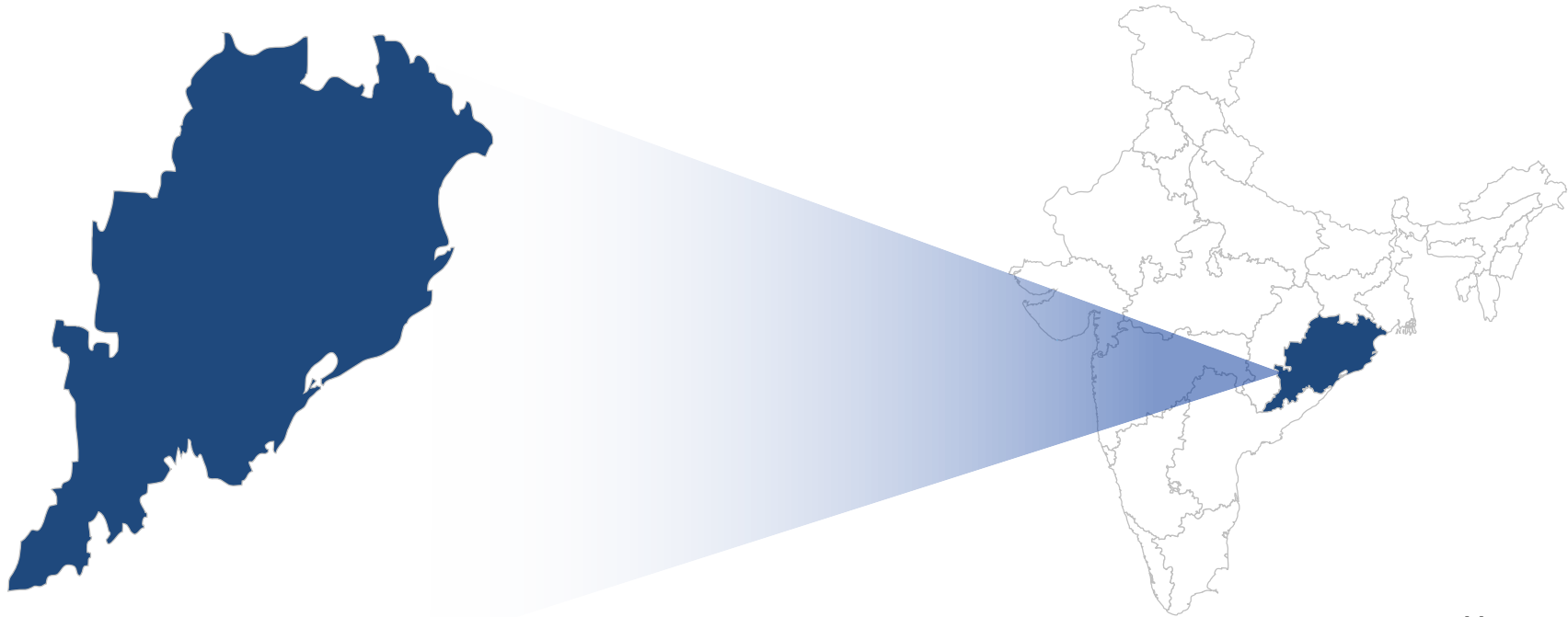
Our New Launch - Aarohan @Golf Course Road, Gurgaon

Gurgaon – Our Favored Destination



Gurgaon is one of the fastest developing destinations in North India

Bhubaneshwar, Orrisa



Map not on scale

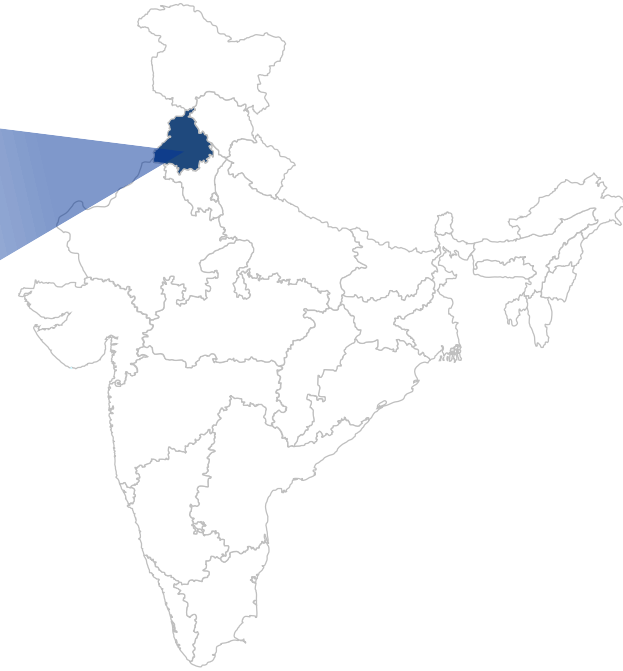
Projects

- ✓ 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

Aarohan – Introducing a Game changer





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

Aarohan @Golf Course Road, Gurgaon



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

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

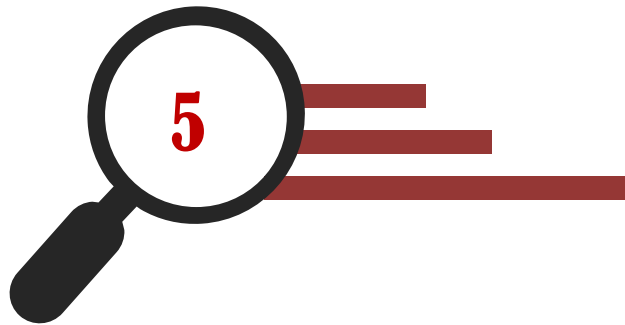


Aarohan @Golf Course Road, Gurgaon



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



~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 Gurgaon

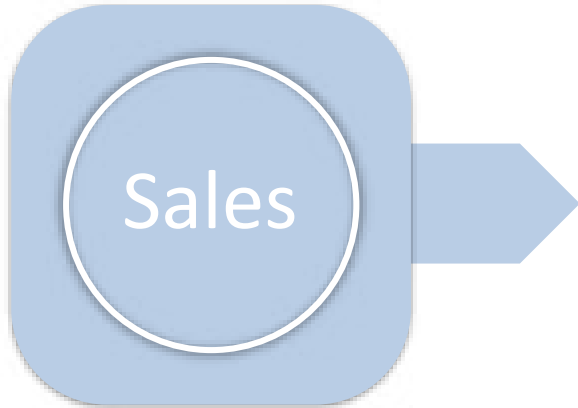
* Phase 1 of the project to be completed in 5 Years

Aarohan Launch Video



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

Aarohan Project Update

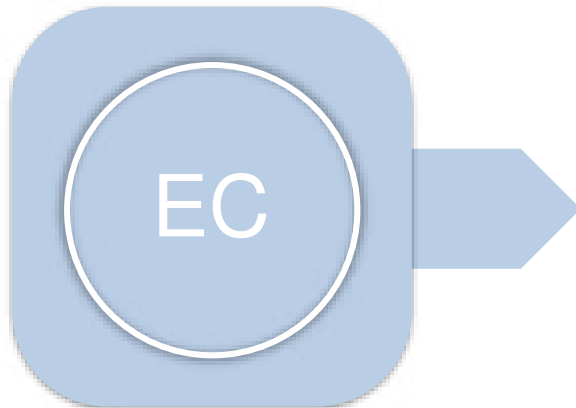
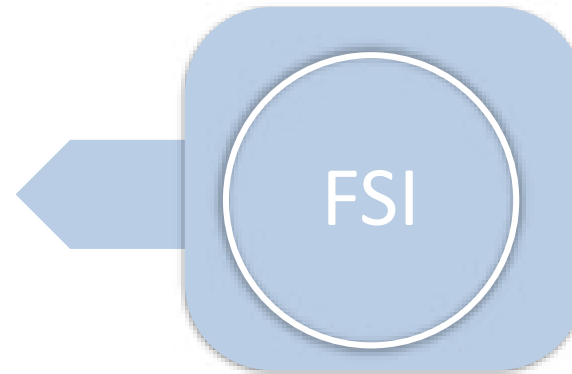


124 out of 382 Flats allotted

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



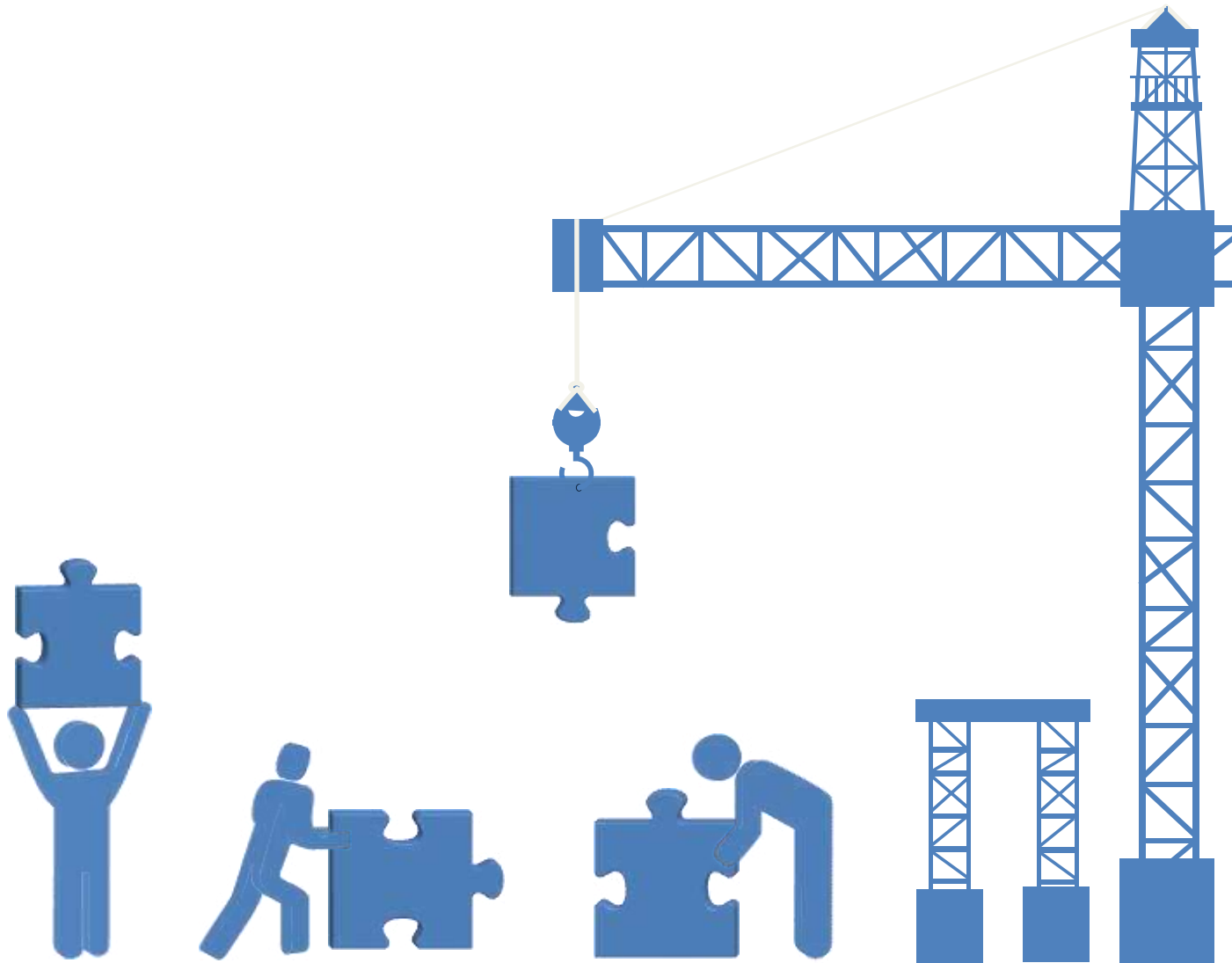
Environmental Clearance and commencement of Construction

Received Environmental Clearance in September 2016. Commenced Construction on Q3FY17

Aarohan Construction Update



Construction commenced at AAROHAN



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	837	8,750	586	0
Vipul World Floor, Gurgaon	Residential	92,949	33	-	24	Completed
Plotted Colony , Vipul world Gurgaon (incl. Institutional Area)	Residential	20,24,366	313	44,154	350	0
SCO, Ludhiana	Commercial	21,020	3	12,265	3	0
Vipul Garden, Bhubaneswar	Residential/ Commercial	9,74,150	220	34,069	220	6
Total		42,55,635	1,406	99,238	1,183	6

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, Gurgaon	Commercial	3,24,873	167	5,037	129	2
Vipul World Floor, Ludhiana	Residential	50,148	4	33,148	7	1
Vipul Lavanya, Gurgaon	Residential	9,11,886	348	39,690	230	4
Vipul Lavanya, Gurgaon	Residential (EWS)	20,000	1	9,800		
Vipul Plaza, Faridabad	Commercial	2,98,385	46	1,81,905	88	10
Vipul Pratham, Bawal	Residential	3,03,735	80	28,405	90	46
Vipul Greens, Bhubaneswar	Residential	4,00,015	91	146,647	144	12
Vipul Plaza, Bhubaneswar	Commercial	67,157	31	15,754	21	4
Total		23,76,199	769	4,60,386	709	80

230
Acres

**Gurgaon, Ludhiana, Bhubaneshwar,
Mohali, Chandigarh, Bawal**

**Potential
Landbank**

Well Spread Landbank

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

>75%

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

Gurgaon Based Landbank



Financials

Financial Highlights

Particulars [Rs. mn]	Standalone	Consolidated			
	9MFY17	FY16	FY15	FY14	FY13
Total Income	1,689	1,963	2,372	2,675	4,157
EBITDA	205	247	136	148	401
EBITDA %	12.1%	12.6%	5.7%	5.5%	9.7%
Profit/(Loss) after Tax	23	(99)	(112)	(79)	130
Profit after Tax %	1.4%	-	-	-	3.1%

Particulars [Rs. mn]	Standalone	Consolidated			
	H1FY17	FY16	FY15	FY14	FY13
Total Debt	3,625	3,787	2,988	1,415	1,422
Long Term Debt	1,745	1,934	1,474	138	311
Short Term Debt	1,880	1,853	1,514	1,277	1,111
Networth	4,123	3,703	3,801	3,912	3,998

Contact us



For further information, please contact:

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Strategic Growth Advisors Pvt. Ltd.

CIN: U74140MH2010PTC204285

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