



Q2 FY15 RESULTS PRESENTATION

NOVEMBER, 2014





- **OVERVIEW**
- **FINANCIAL HIGHLIGHTS**
- **PROJECTS INFORMATION**
- **3D Views**

SAFE HARBOUR

This report includes forward looking statements covered by Private Securities Litigation Reform Act of 1995. Because such statements deal with future events, they are subject to various risks and uncertainties and actual results for fiscal years as shown above could differ materially from company's current expectation. The company undertakes no obligation to revise or update forward looking statements as a result of new information since these statements may no longer be accurate or timely.





OVERVIEW



GHCL OVERVIEW



- ✓ Over 43 years of experience
- ✓ 17.5 million Sq.Ft. of residential development completed
- ✓ INR 2.88 Billion in Annual revenue in FY14
- ✓ 1.70 million Sq.Ft. of residential development in progress
- ✓ 0.54 million Sq.Ft. of commercial development in progress
- ✓ Developable land area with the company as on 30th September, 2014 is approx. 614 acres within Ahmedabad.
- ✓ 26.06 million Sq.Ft. of residential and commercial development will take place in 614 acres over the period of 8-10 years.



Q 2 FINANCIAL YEAR 2014-15 HIGHLIGHTS



- ✓ Net sales have decreased from Rs.1120.93 Million to Rs.659.05 Million a decrease of 41.21 %.
- ✓ Expenses have decreased from Rs. 845.02 Million to Rs. 331.30 Million a decrease of 60.79 %.
- ✓ EBITDA has increased from Rs. 323.20 Million to Rs. 340.39 Million an increase of 5.32 %.
- ✓ Tax Expenses has increased from Rs.42.11 million to Rs.51.35 Million an increase of 21.94 %
- ✓ Net profit after tax from operations has increased from Rs. 96.17 Million to Rs. 130.28 Million ,an increase of 35.47 %
- ✓ Earnings per share has increased from Rs. 2.94 per share to Rs. 3.99 per share, an increase of 35.71 %



Q2 FY 2015 PERFORMANCE(CONSOLIDATED)



Particulars	Q2 FY 2015 (Rs. in Millions)	Q2 FY 2014 (Rs. in Millions)	6M FY 2015 (Rs. in Millions)	6M FY 2014 (Rs. in Millions)
Sales and operating income	659.05	1120.93	1246.24	1562.06
Other operating income	2.75	39.97	29.78	52.62
Total income	661.80	1160.90	1276.03	1614.68
EBITDA	340.39	323.20	666.73	572.05
Profit before tax	178.63	137.28	347.85	225.50
Profit after tax	127.28	95.17	252.16	161.33
Minority interest	3.00	1.00	-16.41	2.22
Net Profit	130.28	96.17	235.75	163.55



Q2 FY 2015 FINANCIAL ANALYSIS (CONSOLIDATED)



Particulars	Q2 FY 2015	Q2 FY 2014	6M FY 2015	6M FY 2014
EBITDA / Total Income	51.43%	27.84%	52.25%	35.43%
PBIT Margin %	49.94%	27.21%	50.87%	34.58%
PAT Margin %	19.69%	8.28%	18.48%	10.13%
Earning Per Share (EPS) – Rs.	3.99	2.94	7.22	5.01
RONW	1.85%	1.47%	3.36%	2.51%
Net Debt / Equity Ratio	0.42	0.49	0.42	0.49
Avg. Borrowing Cost	%	%		



DEBT DETAILS FOR FY 2015



TYPE OF LOAN	FOR FY 2015 AS ON 30 th SEPT,2014	FOR FY 2013 AS ON 30 th SEPT,2013
SECURED LOAN	2981.87	3172.44
UNSECURED LOAN	208.01	147.01
TOTAL DEBT	3189.88	3319.45

Hence , debt decreased by Rs.129.57 millions in Q2 FY 2015 as compared to Q2 FY 2014.



NOTE ON PLEDGE SHARES



AS ON **30th SEPT, 2014**, THE TOTAL SHARES PLEDGED BY THE PROMOTERS FOR AVAILING THE CORPORATE LOAN FOR THE COMPANY IS 1,68,42,596 i.e. 91.66 % OF THE TOTAL PROMOTER HOLDING IN THE COMPANY. **THESE SHARES ARE NOT PLEDGED AS PRIMARY SECURITY**, AGAINST THE CORPORATE LOAN TAKEN BY THE COMPANY BUT THESE SHARES PLEDGED AS SECONDARY SECURITY.

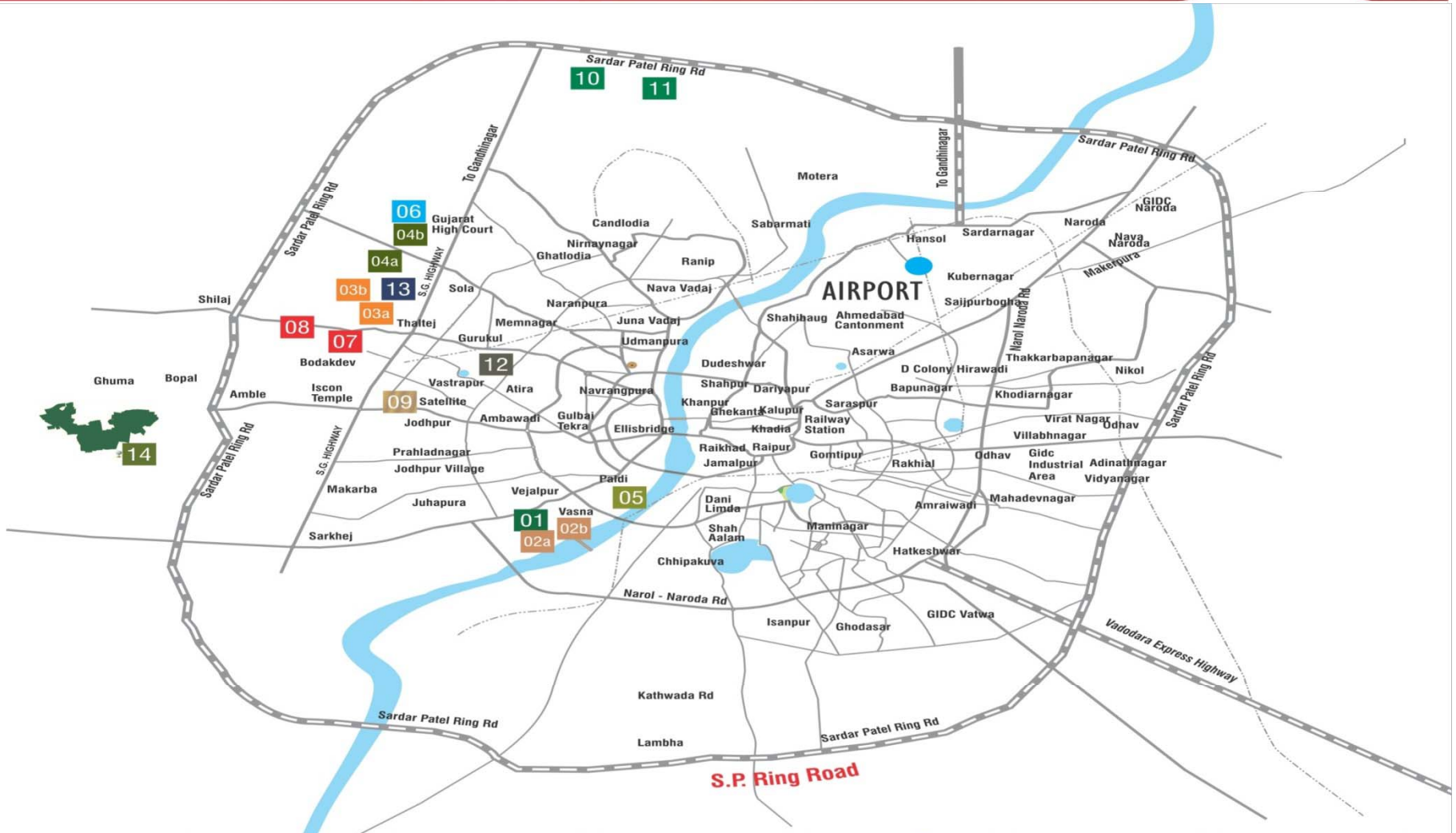




PROJECTS



All Projects Map



01 Ratnam APARTMENTS	02 Maniratnam BUNGLOWS	03 Shangri-La I II	04 malaya smarter homes, global lifestyle	05 सत्य सत्य	06 सुयोजन SUVOJAN 3 IN 1 LIFESTYLE APARTMENTS	07 maple - I TOWNSHIP
08 maple - II TOWNSHIP	09 SUNSHINE EPITOME	10 malabar country 2/3 BHK HOMES WITH L.P. ADVANTAGE	11 malabar country 3 BHK HOMES WITH L.P. ADVANTAGE	12 GCPL BUSINESS CENTER AHMEDABAD'S HIGHEST BUSINESS DESTINATION	13 MAGNET CORPORATE PARK	14 SMILE CITY PARADISE 558 ACERS OF GOLF TOWNSHIP

ONGOING PROJECTS UPDATE (Residential)



1) SUNDARVAN EPITOME

The project was launched on January, 2013 and the details of the development are as follows:-

NO. OF APARTMENTS	SIZE OF EACH APARTMENT IN Sq.Ft.	TOTAL DEVELOPMENT IN Sq.Ft.
46 Luxurious Apartments	TYPE 1 - 4,855 Sq.Ft.	2,34,476
	TYPE 2 - 4,928 Sq.Ft.	
	TYPE 3 - 4,954 Sq.Ft.	
	TYPE 4 - 9,396 Sq.Ft.	

The price rate per sq. ft. is Rs 7200/Sq.Ft. Presently, 100% of the project is booked.



ONGOING PROJECTS UPDATE (Residential)



2) MADHUBAN HILLS (Nathdwara – Rajasthan)

The project was launched on 8th June, 2014 and the details of the development are as follows:-

NO. OF ROW HOUSES	SIZE OF EACH ROW HOUSE IN Sq.Ft.	TOTAL DEVELOPMENT IN Sq.Ft.
228 (INCLUSIVE OF TYPE A AND TYPE B)	A TYPE - 2410 Sq.Ft.	A TYPE - 55,430 Sq.Ft.
	B TYPE -1565 SQ. FT.	B TYPE – 2,86,395 SQ. FT.
	PLOT AREA RANGING FROM 756 Sq.Ft. TO 2940 SQ. FT.	

Rate per sq. ft. for land is Rs 2625/Sq.Ft. and for building is Rs.1870/ Sq.Ft.



ONGOING PROJECTS UPDATE (Residential)



3) MALABAR COUNTY (CHHARODI)

The project was launched on March 2013, and the details of the development are as follows:-

NO. OF APPARTMENTS	SIZE OF EACH APARTMENT IN Sq.Ft.	TOTAL DEVELOPMENT IN Sq.Ft.
600 NOS. (INCLUSIVIE OF ALL TYPES)	3 BHK – 1482 Sq.Ft.	7,51,072 Sq.Ft.
	2 BHK – 1167 Sq.Ft.	
	2 BHK – 1168 Sq.Ft.	
	2 BHK – 1133 Sq.Ft.	

The project is 95% booked and the average realization rate is Rs.2700 / Sq.Ft.



ONGOING PROJECTS UPDATE (Residential)



4) MALABAR COUNTY – 2 (Tragad)

The project was soft launched on Oct 2013, and the details of the development are as follows:-

NO. OF APPARTMENTS	SIZE OF EACH APARTMENT IN Sq.Ft.	TOTAL DEVELOPMENT IN Sq.Ft.
442 (INCLUSIVIE OF ALL TYPES)	3 BHK – 1530 – 1701 Sq.Ft.	681,588 Sq.Ft.

The project is 35% booked and the average booking rate is Rs. 2750 / Sq.Ft.





MAGNET CORPORATE PARK

✓The project consists of total 6,31,081 sq. ft.(Saleable) of commercial space.ie. 23 nos. of individual corporate house

✓8,287 sq. meter of Land in this project is sold to INTAS Pharma for their own corporate house at approx. Rs. 80 Crores

✓The project was soft launched on Oct-2011 and till the end of the quarter 40% of the total space is booked

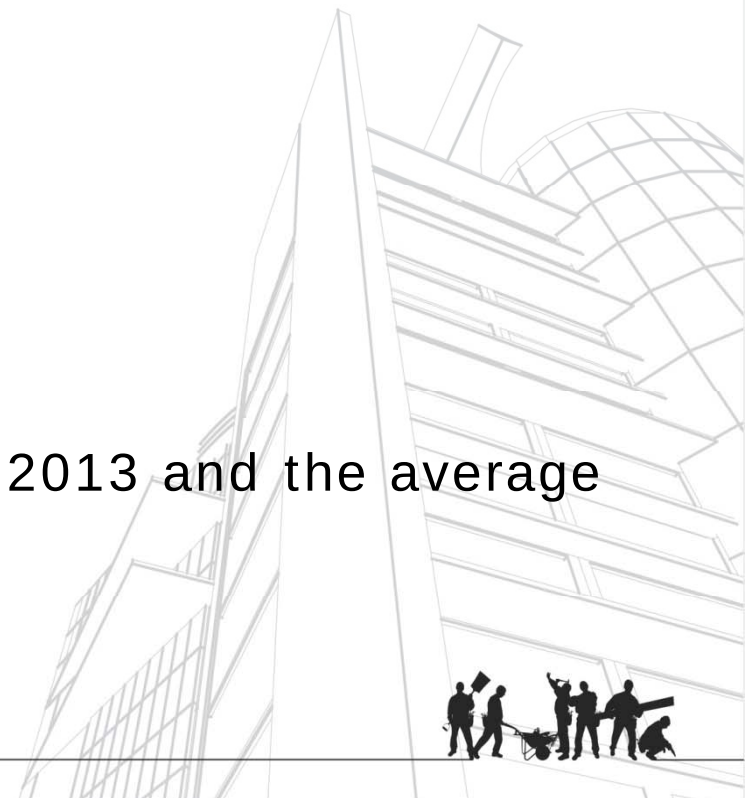
✓Total unsold area is 3,78,649 Sq.Ft. and the approx. avg. price rate is Rs. 6000 /Sq.Ft





MALABAR COUNTY-2 (COMMERCIAL)

- ✓The project consists of total 38,473 Sq.Ft.(Saleable) of commercial space.ie. 60 nos. of individual shops
- ✓No. of units on ground floor = 30
- ✓No. of units on first floor = 28
- ✓The project was soft launched on Oct 2013 and the average booking rate per Sq.Ft. is Rs. 7000.



Total Un-sold Inventory Till 30th Sept, 2014



Residential segment

- ✓ Malabar county – 52,575 Sq.Ft. worth Rs.14 cr.
- ✓ Madhuban hills – 3,34,990 Sq.Ft. worth of Rs.80 cr
- ✓ Malabar county-2 - 4,63,479 Sq.ft. worth of Rs.123 cr.

Total unsold area (Residential) – 8,51,044 Sq.Ft. worth of Rs.217 cr.

Commercial segment

- ✓ Magnet Corporate Park – 3,78,649 Sq.Ft. worth of Rs. 208 cr
- ✓ Malabar shopola - 24,535 Sq.ft. worth of Rs.11 cr.

Total unsold area (Commercial) – 4,03,184 Sq.Ft.worth Rs. 219 cr.

TOTAL SALE VALUE OF UNSOLD INVENTORY = Rs.436 cr.



COMPANY OUTLOOK



- ✓ New projects such as Malabar county, Sundarvan Epitome, Magnet Corporate Park and Madhuban Hills and Malabar county-2 have been launched in last 30 months. Total saleable area of the above mentioned projects is **25,63,038** Sq.Ft. The cost and sales details of these projects are as under
- ✓ The Company has estimated a **total construction cost of Rs.3016 millions** for Malabar County ,Sundarvan Epitome, Magnet Corporate Park, Madhuban hills and Malabar county-2 projects. Till the end of this quarter, we have incurred **Rs.1415.13 millions** towards the construction cost of the above mentioned projects. Remaining **Rs. 1600.87 millions** will be spent over the period of 2.5 years
- ✓ The **Total sales value** of Malabar county, Sundarvan Epitome, Magnet Corporate Park Madhuban hills and Malabar county -2 projects is **Rs. 8800 millions**. Out of which we have booked sales of **Rs. 3980.14 millions**. Remaining sales of **Rs. 4819.86 millions** is likely to be booked in coming 2.5 years.





3D VIEWS OF CURRENT PROJECTS



Malabar County – II (Residential Project 3 BHK Apartments with Commercial Spaces)



3D View

Malabar County – II (Residential Project 3 BHK Apartments with Commercial Spaces)



Malabar County - I (Residential Project 2 & 3 BHK Apartments)



Magnet Corporate Park (Individual Corporate Houses & offices)



Sundarvan Epitome (4 BHK High End Premium Apartments)



Madhuban Hills (3 BHK Row Bungalows)

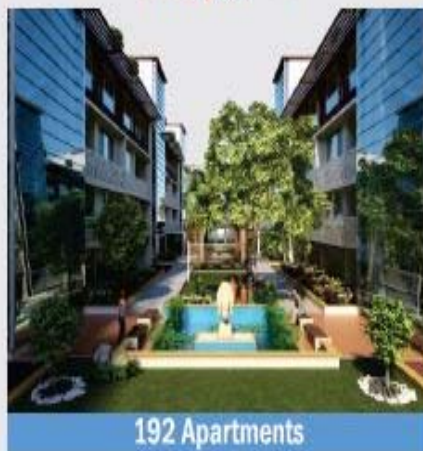


3D View

Completed Projects



208 Apartments



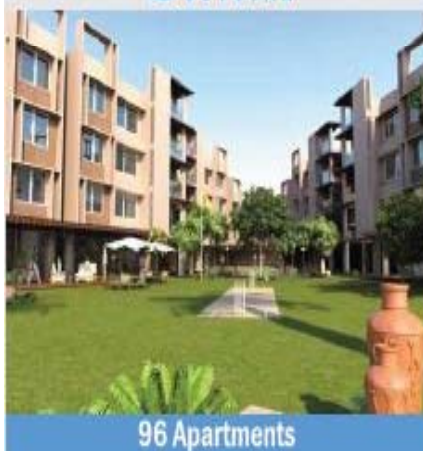
192 Apartments



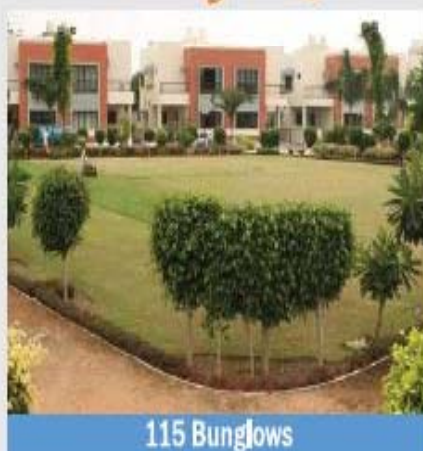
192 Apartments



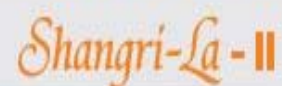
1.1 Lac Sq.ft.



96 Apartments



115 Bungalows



31 Bungalows



56 Bungalows

THANK YOU



ISO 9001:2008 | ISO 14001:2004
OHSAS 18001:2007

GANESH CORPORATE HOUSE

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