



“HDIL Q4 FY-15 Earnings Conference Call”

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Moderator: Ladies and gentlemen good day and welcome to the HDIL Q4 FY15 Earnings Conference Call. As a reminder all participant lines will be in the listen-only mode. There will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing '*' then '0' on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Hari Prakash Pandey – Senior Vice President for Finance and Investor Relations from HDIL. Thank you and over to you sir.

Hari Prakash Pandey: Thank you moderator. I welcome everyone to the conference call for the 4th Quarter of year 2014-15. Let me start with key business highlights for the Quarter.

The consolidated turnover for the year FY 15 remains at Rs. 1083 crores representing an increase of 13.58% as compared to March 2014. Standalone turnover for the year is Rs. 1090 crores representing a growth of 16%. The company follows a project completion method of accounting, so normally on a quarterly basis our numbers are not comparable and that's reason if you see the March 2015 Quarter and March 2014 Quarter, there will be a difference; one because of the recognition of the project and secondly it depends upon which category of projects do we normally account for. Specifically, for the quarter ended March 2015, the consolidated turnover stood at Rs. 162 crores and standalone turnover at Rs. 153 crores. The consolidated profit for 2015 stands at Rs. 218 crores, representing a growth of 23% on Y-o-Y basis. Standalone profit for the year ending March 2015 is Rs. 226 crores as against Rs. 244 crores last year. For quarter ended March 2015, consolidated PAT is at Rs. 31.96 crores and standalone PAT remains at Rs. 33.44 crores. Two points which I would like to highlight here are that if we compare it with March 2014, as obviously we can't compare it with December 2014 because of the revenue recognition; we had a huge project getting recognized in 2014 December. But even if we compare it to March 2014, then in March 2014 numbers we had a sale of our leisure business so there was a one-time income of Rs. 44 crores which came from the sale of leisure business and then we had a reversal of tax provision of Rs. 35 crores. So according to us, these are the two extraordinary items which kind of lifted the profitability to above Rs. 100 crores in March 2014 quarter, which are not there this time. So along with this and as I said that we follow a project completion model, I believe that we should look at yearly comparison of our numbers and I think this trend should continue for this year also. So if you look at this year, we had mentioned in our presentation that we have at least 4 or 5 projects getting completed this year or in next 12 to 15 months. But again on a quarterly basis, you will see that in some of the quarters we have a very high number because of the project completion, and in some of the quarters we will have a very low number.

Sales and customer collection in March 2015 were very-very strong quarter for us; and we crossed more than Rs. 400 crores of new residential sales, representing close to 100% growth

on a Y-on-Y basis. As we had set a target of Rs. 400 crores for this year but in March 2015 itself we were able to achieve that number and even in this quarter, in the first month, we were able to cross more than Rs. 150 crores in terms of new sales. So, we are really pleased to say that the market has really kind of revived and we have seen an interest into most of our projects. The customer collection numbers again very strong at around Rs. 425 crores during the 4th Quarter. The consolidated EBITDA for the quarter ended 31st March stands at Rs. 35.86 crores. A consolidated cash flow from operations is again positive and stands at Rs. 277 crores against Rs. 246 crores in Q3 FY 15, i.e. the December 2014 number. The debt reduction plan is continued and the debt has declined during this quarter also. The consolidated net debt remains around Rs. 2942 crores, a decline of 10.41% from Rs. 3284 crores. The gross debt has declined to around Rs. 3231 crores from Rs. 3339 crores. But our cash and cash equivalent has increased and we are now at Rs. 214 crores. Also, we were able to close out the lease-rental discounting and now we have around close to Rs. 10 crores of the rental income which we have converted into a LRD, ie. a lease rental discounting, so that also we have reduced it from our gross debt and that is the reason that the net debt stands at Rs. 2942 crores. And we maintain our target of around Rs. 25 billion of a debt number by March 2016 as of now.

As we move ahead, another significant aspect which has happened during the last quarter and even in the continuing quarter is the big investment which was stuck in the form of our TDR and as all of you know that we have our slum rehabilitation projects in Kurla and some other places, and the apartments were ready and we were not able to hand over the apartments for last three years. Now the government of Maharashtra has come out with a policy that they are going to take over all the apartments from us and because of that, during the last month, we handed over 1700 apartments to them and this is a very significant step because this helps us to unlock the value of our investment which was stuck for the last three years. We are hopeful that in this year we will hand over at least 10,000 apartments to them as per the requirement. 1700 has been already handed over in the month of April. Total TDR expected is 7 million square feet, from which we will get in Phase I around 2.5 million square feet probably in this year and we have already started selling the TDR and the initial transactions we have done till now is close to 150,000 square feet in the first month in April and the average realization was close to Rs. 4500 per square feet. So the TDR market has really kind of opened up for us and we control at least 90% of the market share. So we are hopeful that this will further contribute to our positive cash flow from operations and help us to further accelerate our debt down.

Apart from this; in the presentation we have given details of all our major ongoing projects in terms of, what's the kind of inventory position that we have. So, if you look at Residency Park and Metropolis, they are fully completed. If you look at Premier Exotica, Phase-I and Phase-II; both of them are more than 95% complete. Phase-I is 95% complete and Phase-II is around

80% complete; so definitely these two projects will get accounted for revenue this year. Still, we have a good amount of unsold units but incrementally we have seen in last couple of months that both these two projects have seen a very-very strong visibility, so we are confident that this inventory should get off-loaded in probably next 6-8 months time. The other big projects that we have are the Majestic Tower and Whispering Tower; again where the construction progress is very good. Today we have around including all our sites, close to 7000 people working on our sites. So in terms of over construction scale, we are back to the levels of 2009 and 10 and even in terms of sales, we see that the Rs. 400 crores target which we achieved in the March 2015 Quarter should be able to sustain as we move ahead.

Apart from that, in terms of other developments, in Planet HDIL we started the work on the ground. But hopefully, the launch will happen only after the monsoon but the project work, the ground-level work and the infrastructure work has already started there. What we accounted for revenue, is a small portion of our Harmony Retail Mall for which we handed over the possession and that gets accounted in the 4th Quarter.

If you look at all the other ratios and as I said that for us we need to look at on Y-o-Y basis, so if you look at our PAT in 2012-13 from Rs. 73 crores, we now stand that at Rs. 218 crores. If you look at our EPS, from Rs. 4.21 per share last year to Rs. 5.21. So if you look at our finance cost for the last year and if you look at for this year, I think the numbers have significantly declined, i.e. from Rs. 750 crores we have come down to around Rs. 550 crores. So with the decline in the interest cost, more working capital will be released and that kind of help us in our ongoing projects.

With this I will close my initial comments. I would request all the participants to ask one question at a time and if the time permits, we will take more than one question. Thank you.

Moderator: Thank you very much. Ladies and gentleman, we will now begin with the question and answer session. Our first question is from the line of Abhishek Bhandari from Macquarie. Please go ahead.

Abhishek Bhandari: Your TDR plan which is around 7 million square feet, is this likely to be generated over the next period of 2 to 3 years and what will be the cost of construction for this TDR?

Hari Prakash Pandey: Most of the cost of construction have already been **given**. If you look at Kurla itself, we are ready with close to 22,000 apartments. Even some of the amenities like hospital, parking lot, etc. is ready. Now it's only the process of handing it over to the government in a phase wise manner, so we expect over a period of next two years for this TDR to be delivered. Apart from this, the other locations also where the work is happening are Majestic Tower, Whispering Tower and most of the places the slum rehabilitation buildings are to the tune of 60 to 70% complete. So, incrementally there is not much of a cost to be incurred and we expect that in

this year we are targeting over a period of next 12 to 15 months wherein we should be able to sell at least 2 million square feet of TDR.

Abhishek Bhandari: You have almost reduced your debt to negligible levels. So even with Rs. 4000 of rate its worth around 2800-3000 crores.

Hari Prakash Pandey: Yeah that's the reason where I said that this is one step wherein the Government of Maharashtra has kind of really come forward and in the month of March, they decided that they want to take over these units and this is a big step because value of all this unlocked investment which was there in the WIP standing for the last three years, so this is getting locked and it also because today the TDR pricing are very supporting as last week we even sold TDR at Rs. 5100 per square feet. So, with the TDR prices supporting and the market reviving, we are confident that the debt level should decline. But as of now, we have guided for Rs 25 billion which was decided in the last Board meeting and hopefully we should be able to reach that number and if cash flow permits then we will further reduce.

Abhishek Bhandari: On the debt number, could you broadly help us with your planning of budget for the next year in terms of broad inflow and broad outflow and in terms of customer collection and TDR sales as inflow and your expense, constructions spend, interest cost and maybe some overheads as the outflow?

Hari Prakash Pandey: IWe will try and stick to the number of Rs. 400 crores but in second quarter because of the monsoon, there might be a slight dip but we will try and maintain that number of Rs. 400 crores per quarter in terms of customer collection so that will come in terms of residential collections. In terms of the TDR sales, our target should at least be around 2 million square feet over a period of 12 to 15 months but it largely also depends on how does the market reacts or how does the market improve actually, so I don't want to put a number to it. In terms of outflow, as we have ideally set our debt reduction for Rs. 500-600 crores. Our construction spend is around Rs. 450 to 500 crores and interest cost should remain somewhere around Rs. 450 to 500 crores. So, we are largely in that range where we should be able to reach to our target of this debt reduction and then probably see where do we have move ahead with the TDR pricing and the overall Mumbai market.

Moderator: Thank you very much. Our next question is from the line of Saurabh Kumar from JP Morgan. Please go ahead.

Saurabh Kumar: In your presentation, against this unsold inventory of almost Rs. 4000 crores and Rs. 1400 crores which we need to get from already sold projects; so that makes our inflow of Rs. 5500 crores. So what will be the construction spend required to finish all of this so that we can get the net free cash which you generate from all your ongoing projects.

- Hari Prakash Pandey:** The whole idea of putting these numbers was because we have to put in lot of emphasis on sales and marketing as we have hired more than 150 people in last six months in sales and marketing so we have put in lot of emphasis on sales, marketing and trying to ramp it up because I think that would be one of the biggest challenges for us because in most of the large projects like Exotica I, Exotica II, Whispering and Majestic, all of them are 60% plus complete except for Whispering Phase-II which we just started around a year back and which is around 20-25% ,so here the emphasis would be on the sales. I think the two things which are helping us are - firstly the mortgage rate as now most of the banks are offering below 10% ,so that is something which kind of pulled up the whole expectations and lot of people are coming in and second is the visibility as I said that in most of the projects, you can actually see the visibility and as we spend couple of more quarters, it is probable that the visibility will further increase. As far as the construction spends which is there, we have targeted this year around Rs. 450 to 500 crores on the construction spend and I think most of these projects will take around 2.5 years to complete. So, you can estimate what would be the kind of an outflow which will be there on these projects for at least 2.5 to 3 years, most of at least Whispering Phase-II, Phase-I but at least 2.5 to 3 years, I would say another 8 to 9 quarters.
- Saurav Kumar:** Sir your construction spend number does not include any spend on the affordable housing project.
- Hari Prakash Pandey:** We are only targeting this. What we are targeting for Virar specifically in this year, we have put around 100 crores kind of allocation for that project in terms of infrastructure and in terms of launch. But we are not even factoring, so when I gave a number for the residential cash flow, it's around Rs. 16 billion ,and it doesn't include anything from Virar, so Virar we are not touching. So hopefully, it should be able to service itself. But this year we have kept allocated around 100 crores for that project just to build up on the basic infrastructure and take it to a level wherein you can actually start attracting the demand.
- Saurabh Kumar:** So you have already spent Rs. 100 crores and maybe you will spend another Rs. 100 crores on that project?
- Hari Prakash Pandey:** We may not have spent Rs. 100 crores but this year we have put 100 crores aside for the same.
- Saurabh Kumar:** In TDR, in 2010-11 we used to sell like 5-6 million square feet TDR every year?
- Hari Prakash Pandey:** Yes.
- Saurabh Kumar:** Since, now there is no other competitor generating TDR and we are seeing launches in the city improve so why should selling this 2 million square feet or why won't you be guiding more on this TDR sales?

- Hari Prakash Pandey:** The markets have changed. We are still not out of wood and some segments of the market are still seeing the sales but I can tell you a lot of segments where we sell the TDRs that haven't fully recovered and then the pricing has changed. You will appreciate that our average pricing was Rs. 2500-3000, and now we're talking about pricing of Rs. 4500-5000. So, the market dynamics have changed and given the 2 million square feet number over a period of 12 to 15 months itself will be a challenging number. So, we need to see how the market keeps on improving as we move ahead and how does the overall market improves. Some segment have definitely improved wherein in apartment sale less than Rs. 1.5 crores have improved but we still feel that as you cross Rs. 1.5 crores-2 crores the sales are slightly sluggish and then you also need to see how the commercial office space market improves. So we are confident that this is the kind of number which we should probably look at. But definitely it's not a market of 2008-09 and 10.
- Saurav Kumar:** Thank you Sir.
- Moderator:** Thank you very much. Our next question is from the line of Puneet Jain from Goldman Sachs. Please go ahead.
- Puneet Jain:** You have taken enabling resolution of \$350 million; can you clarify on that and any specific reason for the same?
- Hari Prakash Pandey:** First of all, we are not looking at raising any capital. We have been taking resolutions every year from the first year when we got listed. Last year we had Rs. 400 million resolution, this year we took 350 million but it's just a number. Since, this was the last Board meeting of the financial year which becomes basis for the annual general meeting which will be probably happen somewhere in August, i.e. the reason maybe we don't have another Board meeting in between so that's just enabling resolution but Board has not deliberated anything further on this. So rest assure, we are not raising any capital at this point of time, there is no need of capital I think as the business itself is strong; so it's just an enabling resolution.
- Puneet Jain:** And what are the launches planned by you over the course of next 2 to 3 quarters?
- Hari Prakash Pandey:** Our hands are full in Bombay. In Ghatkopar, we are working on the Berkeley Square where we have started the construction. In Planet HDIL, we are working on the ground and we have put a Rs. 100 crores budget for it to put up the infrastructure, so for next two quarters I don't think we are going to launch anything. I think we will have to put lot of focus on selling that Rs. 4000 crores worth of inventory we have, and hopefully the macro-market is also supporting us; so definitely nothing for next two quarters. Maybe in the 3rd Quarter we may look at something but at least for this quarter and the next quarter, no new launches.

- Puneet Jain:** And you have launched three more projects earlier, one was Daulat Nagar, one was commercial in Santacruz West and one was in Kandivali West?
- Hari Prakash Pandey:** In Kandivali West, there is no development actually because it's a joint-venture and we are not seeing much of an improvement there actually. For Daulat Nagar commercial, we all know how the commercial market is working at this point of time. The other residential part we have not opened it up for sale.
- Puneet Jain:** So can that open for sale in the near future?
- Hari Prakash Pandey:** No, our focus is more on only launching projects once you see the visibility. So, we will keep on spending money on construction of Daulat Nagar and Berkeley Square in Ghatkopar. But any new launches will only happen in the 3rd Quarter And not in the first two quarters because we will be entering into a monsoon next month onwards. The focus would be on the ongoing projects, on the handing over the possessions for Metropolis which is very near to completion. Focus would be on handing over the possession for Exotica Phase-I and Phase-II. The launches we'll have to probably shift to second half of this year and then focus more on TDR because last month we have handed 1700 apartments and I think our target would be around 10,000 apartments to be handed over to the government. So focus would be lot more on expediting those and getting those TDRs.
- Puneet Jain:** There was some commercial in Kurla West which you are trying to sell, any progress on that?
- Hari Prakash Pandey:** We have sold a part of it for which we recognized the turnover in the 3rd Quarter and the rest is still there with us.
- Puneet Jain:** How much will that be?
- Hari Prakash Pandey:** Should be in the range of around 3 to 4 lakhs square feet.
- Puneet Jain:** Thanks a lot.
- Moderator:** Thank you very much. Our next question is from the line of Manish Ostwal from Nirmal Bang. Please go ahead.
- Manish Ostwal:** On the debt reduction part, we have three sources, one is the faster saving of unsold inventories, second is TDR and third is the selling of non-core assets; so what is the progress on that front and how much amount we can realize over 12 months?
- Hari Prakash Pandey:** On the first part as far as the selling the whatever inventories we have, I have deliberated that we have kind of expanded our sales force, we have hired lot of people in the last 6 months and now we have more than 150 people. We are putting a lot of emphasis on selling,

which is also showing results. So if you look at the March Quarter probably, we crossed Rs. 400 crores. So coming from last year March 2014 wherein we were like Rs. 2.25 billion new sales, now we have crossed more than Rs. 400 crores. So on sales we will definitely put a lot of focus. In TDR, yes, there is something because of the change in the government policy, and it's a big step. Unlocking of investment has started to happen which was stuck for last three years and that will definitely help to reach the debt number we are looking at. As far as the non-core assets are concerned, we have put Baroda on the block, we have Hyderabad, and we are looking at our JV partner but we have not been able to close out any transaction. But definitely the intention has been there in terms of that we don't want to do the development of these assets. But it's difficult to put a timeline because of the nature of the land parcels. But the intention is to exit from those projects and focus more on Mumbai and Mumbai Metropolitan operations.

Manish Ostwal: At the current market pricing, what could be the monetizing value of 2 million square feet of TDR?

Hari Prakash Pandey: On a higher end as I said that we have even sold close to 40,000 square feet TDR at Rs. 5100 last week. At the lower end, you can even look at Rs. 4500. But even if you look at Rs. 4500, it should be close to Rs. 1000 crores worth of TDR sale.

Moderator: Thank you very much. Next question is from the line of Anand Krishanan from Infina Finance. Please go ahead.

Anand Krishanan: I just wanted some more clarity on the land parcels that you actually hold in Baroda, Hyderabad, and Kochi, wherein you mentioned that the one in Baroda which you have was already put on block but no success as of yet. The Hyderabad is a joint-venture, is what I understand and what about the Kochi as well?

Hari Prakash Pandey: Let me start with Kochi first, it's a difficult market. We have an approval for SEZ for 70 acres but as I said that we are not able to conclude anything as of now. In Hyderabad again, the interest level has increased in last six months. We were speaking to a lot of people and a lot of people are speaking to us, and diligence process is going on. For Baroda, again I would say that the response has been good in last couple of months but it's an industrial parcel, it cannot be converted into residential, so there are different set of buyers for it. Hopefully, we are advancing on Baroda and Hyderabad but Kochi is slightly subdued at this time in terms of market.

Anand Krishanan: Any other land parcels that you are actually looking to sell off?

- Hari Prakash Pandey:** These are the three land parcels which are outside Bombay wherein we have decided that we don't want to expand to these geographies, rest I don't think we are looking at selling or neither buying any land parcels.
- Anand Krishanan:** What will be the cost of investment for you in all these things and what is the current realizable that we can actually expect?
- Hari Prakash Pandey:** I would not give a current realizable value because that would be difficult for me to put now. But Baroda was a part of larger assets which we bought; there are couple of other properties. I think all put together will not be more than Rs. 500 crores.
- Anand Krishanan:** I think Baroda, Hyderabad, and Kochi put together will not be more than 500 crores.
- Hari Prakash Pandey:** Right.
- Moderator:** Thank you. Our next question is from the line of Ritwik Sheth from Span Capital. Please go ahead.
- Ritwik Sheth:** Firstly, we are planning to monetize some parts in Vasai and Virar region, what is the update on that?
- Hari Prakash Pandey:** The whole Mumbai real estate in pockets has seen revival. Some segments like affordable housing where there is an end-usage demand, the things have revived but some segments are still sluggish. Now, Vasai-Virar is in one segment where still the demand is good actually. But what we are looking is that there are two options for us, 1) we could sell FSI and 2) we wanted to launch our own project. But our sense is that, on the ground we need to first develop the infrastructure there, we need to first show visibility of construction before we start opening it up for sale. So we are excited about it and probably we have earmarked Rs. 100 crores for this project this year and hopefully in the second half of this year we will see some monetization including FSI.
- Ritwik Sheth:** So we'll go ahead with some kind of construction work and then once we get some traction we will be looking to monetize some part and parcel of it?
- Hari Prakash Pandey:** Yes.
- Ritwik Sheth:** We are planning to launch 1.5 million square feet in Planet HDIL. So what is the average selling price we are envisaging here and the construction cost linked with?
- Hari Prakash Pandey:** The construction cost in this area is around Rs. 1500 per square feet and selling prices are anywhere between Rs. 4000-4500 per square feet.

Moderator: Thank you very much. Our next question is a follow up question from the line of Saurabh Kumar from JP Morgan. Please go ahead.

Saurabh Kumar: A lot of our unsold inventory is concentrated between Whispering I and II which is essentially Mulund, so that market is quite weak and that's almost Rs. 1500-1600 crores of unsold inventory for us, so what makes you confident that this should start selling? Have you seen improvement in sales for these for the last one or two quarters? And on the Virar affordable housing, when can we realistically expect the sales to start for that project, real sales not the FSI?

Hari Prakash Pandey: The first part is that I would not even look at Mulund, rather I would look at area from Kurla to Mulund which is like Kurla, Ghatkopar, and Mulund is where we have a large inventory. But as I said its from case to case, if you see the project to project, I think our project is at a much advanced stage of construction, so when people see the visibility of execution and approval, the sales will happen. So when I said that Exotica have done well for us, even Whispering and Majestic has done well for us in last quarter. So that is the reason we are confident that today wherever we see a demand is where people see execution and approvals in place. And secondly, the sizes of the apartments; so if you look at the Mulund market, most of the sales are starting at Rs. 2 crores and upwards actually, and we end at around Rs. 1.5-1.6 crores. So that's where there is A basic difference in terms of pricing and what we are selling. So that's the reason we are confident that we should be able to sell with more visibility of execution and I think the demand is coming and even in the first month of this year we have seen a demand picking up there. As far as the Planet HDIL is concerned, obviously, our focus is on execution of projects in Bombay. TDR is something which happened in last couple of months because of the government policies and actions, so that's one segment wherein we have done 90% of the work, so it makes more sense to concentrate and unlock that 2 million square feet of value especially after we have now handed over 1700 apartments to the government Planet HDIL is a very large project, so obviously it's a backbone of company for next 8 to 10 years. But you will also appreciate that this area needs investment in terms of infrastructure development, in terms of layout development. So I think that would be the first focus and we have already earmarked Rs. 100 crores. To reply to you as to when can we actually start seeing selling, I think probably in 3rd Quarter onwards is something we can look at it but definitely not in 1st and 2nd Quarter.

Moderator: Thank you very much. Our next question is from the line of Samar Sarda from Kotak Securities. Please go ahead.

Samar Sarda: The revenue that has been recognized in the 4th Quarter, is it the complete retail sales recognized because the mall was something around 0.275 million square feet?

Hari Prakash Pandey: What is left there is around 2 lakh square feet, what got recognized is around 1.1 lakh square feet, rest is still with us which includes our multiplex, which we have given it on lease to Carnival Films and Food Court area.

Samar Sarda: And residential and commercial portion for that particular property is already recognized?

Hari Prakash Pandey: Yes residential as well as commercial portion has already been recognized.

Samar Sarda: A small book keeping question, what is the customer advances number as of March?

Hari Prakash Pandey: Rs. 425 crores for the quarter of March.

Samar Sarda: Balance sheet number?

Hari Prakash Pandey: You are looking at consolidated number for the whole year?

Samar Sarda: Right.

For example, now you have this Rs. 2400 crores, which is supposed to be recognized; so you will have a decent amount of customer advances also, right?

Hari Prakash Pandey: Yes that's the reason. The advances from customer as of 31st March are around Rs. 2600 crores.

Samar Sarda: If I exclude Planet HDIL, Berkeley Square and Daulat Nagar and look only at Bombay and you have decent stock to sell in Mulund, Nahur; so in FY17 or early FY18, are there any projects in Bombay which could come up. I know you're not launching anything in FY16 other than what is mentioned but after 12 months any of these projects you are thinking about launching?

Hari Prakash Pandey: I think that's too long to think Samar. Because we have got so many inventory left and the projects are at a higher end of the construction, we've to focus more on selling them. I would not fully rule out any launches this year. Definitely Planet HDIL, Berkeley Square are something which needs to be looked into and as I said that for Planet HDIL, definitely we have pushed down the line because of the TDR as that's something where unlocking is happening and where we see the faster realization happening and we need to fulfill the commitment of handing over the apartments to the government. But as far as the other launches are concerned, there are many projects wherein we had the CD investment in Motilal Nagar, in Gujarat Nagar, in Lashkaria Construction, hopefully once the cash flow starts to improve definitely some of these projects will also pick up. But difficult to put any number for '17-18.

Samar Sarda: In the BKC property, what is the status because a year back there was some movement from the UD and relating to that what will be the total salable area which is remaining and what is the capital employed there?

Hari Prakash Pandey: In BKC property, there are some issues in terms of shifting the families, and now most of them have been resolved. Some of the families have been shifted; couple of buildings are also ready, so there have been some legal issues which we are working on. Potentially, we have got close to 1 billion square feet of salable area which is available there which we can sell. But are we factoring anything into revenue or cash projections this year, no. Because as I said, once we clean up some of these legal issues then probably we will move ahead. But definitely we are at much better position as compared to last one year. We have been able to shift few families, we have been able to resolve few disputes but still it's in the work-in-progress.

Moderator: Thank you very much. Our next question is from the line of Anand Krishanan from Infina Finance. Please go ahead.

Anand Krishanan: In Baroda, Hyderabad, and Kochi land parcels, what would be the land area that we would be currently holding?

Hari Prakash Pandey: Baroda is around 100 acres of land parcel, Kochi is 70 acres and Hyderabad is in joint-venture of around 100 acres.

Moderator: Thank you. Mr. Pandey would you like to add any closing comments before we close.

Hari Prakash Pandey: I would like to thank all the participants who are there on the call and the listeners. Last time a lot of people have asked us about unsold inventory so we have given the details in the presentation. If you still feel that there is more detail required, please drop us an e-mail or you can call us in the investor relations department including me and we will be happy to share more information. Thank you once again all of you, thank you moderator for organizing this call.

Moderator: Thank you. On behalf of HDIL that concludes the conference call. Thank you all for joining us and you may now disconnect your lines.