

HDIL Creating Value

Microstructures | Megastructures | Infrastructure
Housing Development and Infrastructure Ltd.

Analyst Presentation 3rd Quarter 2014-15



Company Overview

Company History

- HDIL is a promoted by Rakesh Kumar Wadhawan and Sarang Wadhawan
- Promoter Shareholding 36.16%
- FII Shareholding 41.57%
- Land Reserves of 244.09 Million Sq. Ft.
- Largest land bank owner in Mumbai Metropolitan Region

Residential Portfolio

- HDIL Group has construction completed of 100 Mn Sq Ft since inception in 1977
- More than 1.5 Lakhs homes delivered
- 23 Ongoing Projects
- 30.55 Million sq. ft. area under construction
- Possession handed in last 24 months of approx. 2500 residential units.
- Next 12-18 months we will hand over 4,500 residential units

Future Plans - Iconic Project

- Planet HDIL sale potential of 74 million sq. ft
- Spread across 550 Acres
- India's first smart city and affordable housing project

as on 31st December, 2014.



YOU DON'T HAVE TO MAKE TIME FOR FAMILY WHEN YOU LIVE IN THE HEART OF THE CITY

- 2.7 KM from Lokmanya Tilak Terminus
- 5 mins walk to Vidyavihar Station
- 0.3 KM from International School
- 0.3 KM from Upcoming Hospital
- 6.1 KM from Chhatrapati Shivaji International Airport

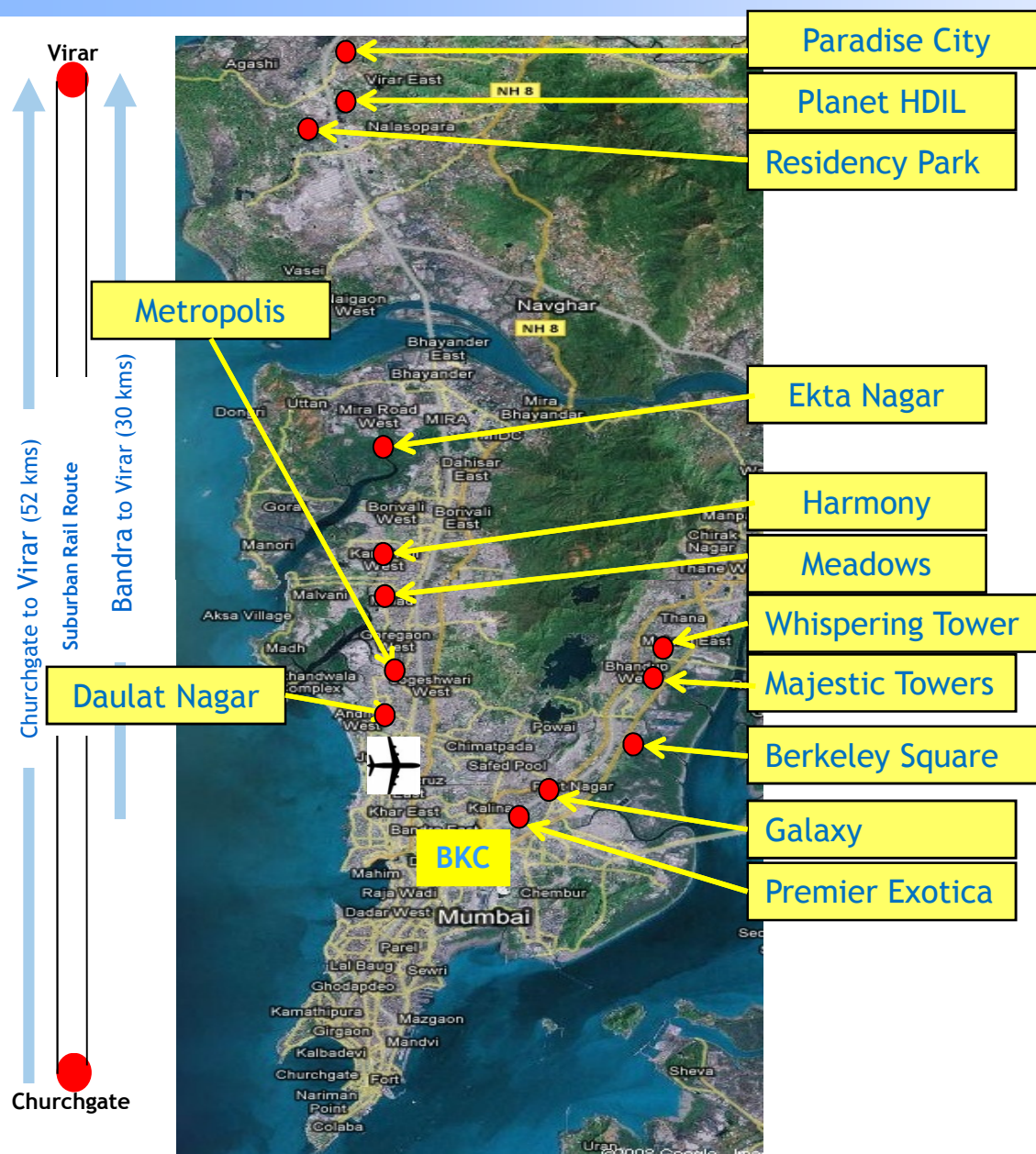
PREMIER EXOTICA
Happy Homes for Happy Families

HDIL

ELEGANTLY DESIGNED SPACIOUS 1, 2, 3 & 4 BHK APARTMENTS.
CALL 1800 209 2221
SMS PE TO 56677

Premier Exotica is centrally and conveniently located – easily accessible and close to BKC, LBS Marg and Vidyavihar. With spacious 1, 2, 3 & 4 bedroom homes and a host of superior amenities such as a Clubhouse, Gymnasium, Kids Play Area & Landscaped Gardens, to name just a few and the central location, you can be sure to have more quality time to spend with family.

Residential Portfolio



Project	Saleable Area (in Sq.ft.)
Metropolis	700,000
Residency Park - Phase II	600,000
Galaxy	175,000
Planet HDIL Phase I	15,882,810
Paradise City	5,000,000
Ekta Nagar	1,500,000
Majestic	1,300,000
Meadows - Phase I	1,000,000
Whispering Towers-Phase I	1,200,000
Whispering Towers-Phase II	800,000
Premier Exotica Phase II	800,000
Berkeley Square	900,000
Premier Exotica Phase I	700,000
	30,557,810

as on 31st December, 2014.

Possession in next 12-15 months

Sr. No.	Project	Area (in sq. ft.)	Sales Value (in Cr.)
1	Metropolis	7,00,000	560
2	Residency Park	6,00,000	210
3	Premier Exotica	7,00,000	630
4	Paradise City	50,00,000	1000
5	Galaxy	1,75,000	90
	Total	71,75,000	2490

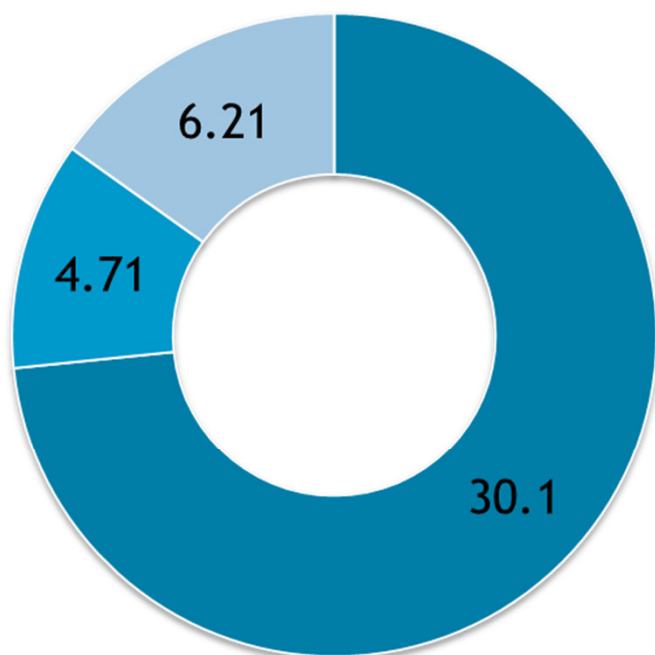


Sales to be recognized on project completion basis

Project Mix



Ongoing Projects Segment wise Breakup & Saleable Area as on 31st December, 2014.



Area in Million sf

- Residential- 73.38%
- Commercial & Retail- 11.48%
- SRA- 15.13%

Residential

- Ongoing Projects– 30,557,810
- Planned Projects- 131,749,589

Commercial

- Ongoing Projects – 4,350,000
- Planned Projects - 6,960,000

Retail

- Ongoing Projects – 364,456
- Planned Projects - 16,727,821

SRA

- Ongoing Projects – 6,209,035
- Planned Projects - 47,175,000

Land Bank- Tapping Affordable Housing



Distant Suburbs	HDIL	Remark
☐ Area in sq. ft.	☐ 400-650	☐ 75% of working population lives in this area
☐ Price/ sq. ft. in INR	☐ 2500-4500	☐ First time buyers
☐ Base Price in Mn. INR	☐ 1.2-2.9	

Total Area Under Construction= 21.48 Mn

Suburbs	HDIL	Remark
☐ Area in sq. ft.	☐ 650-1200	☐ Mid and Higher Income Group
☐ Price/ sq. ft. in INR	☐ 9000-14000	
☐ Base Price in Mn. INR	☐ 6.0- 16.8	

Total Area Under Construction= 9.07 Mn

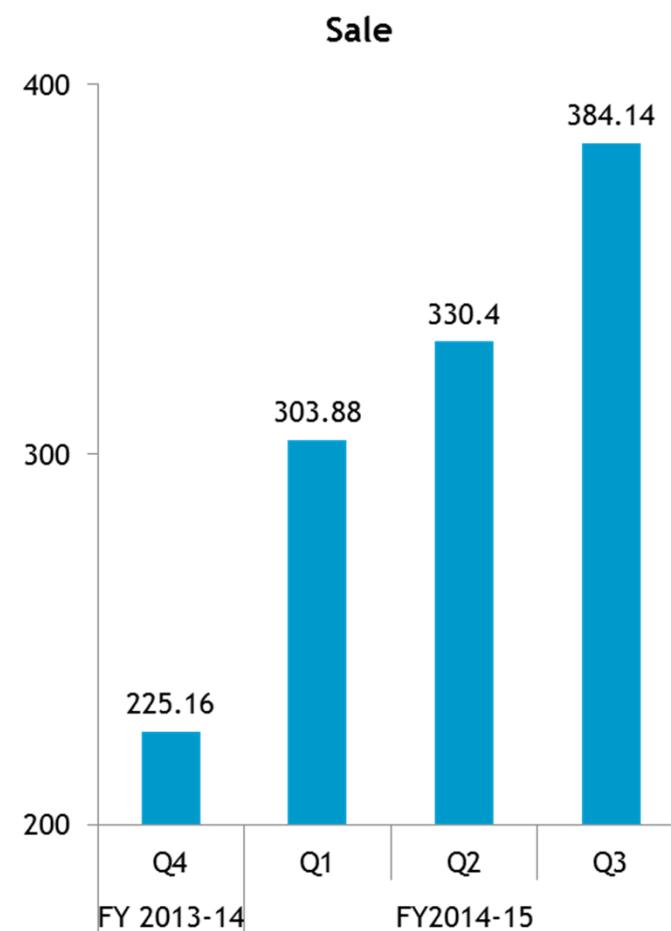
>One Million residential units required in Mumbai

Major Ongoing Project- Sales and Cashflow Status



Inventory	Area	Sales Value	Revenue	
	Mn.sq.ft.	INR Cr.	Collected	Balance
Sold	6.65	3476	1986	1491
Unsold	4.14	4554		
Total	10.80	8030	1986	1491

Project	Sales in Q3FY14-15	Existing Avg. sales price	Sales Turnover	Customer Collection
	Sq.Ft.	INR	Cr. INR	Cr. INR
Meadows - Phase I	30631	13775	42.19	16.88
Whispering Towers-Phase I	56561	12675	71.69	30.11
Whispering Towers-Phase II	37033	12675	46.94	19.25
Majestic	73016	11275	82.33	40.34
Premier Exotica Phase II	38263	13750	52.61	21.04
Premier Exotica Phase I	43547	13750	59.88	26.94
Paradise City	81428	3500	28.50	11.40
Total	3,60,478		384.14	165.96



New Project Sales of Rs384 Cr depicts Continued Strong Volume Up trend since last 4 Quarter

❖ Project Update



Ongoing Project Update- Majestic Towers



As on December 31, 2014



As on September 30, 2014



As on December 31, 2014



As on September 30, 2014

Ongoing Project Update- Whispering Tower



Sale Component Construction in Full Swing

Ongoing Project Update- Premier Exotica



Nearing Possession

Ongoing Project Update- Residency Park Phase II



Nearing Possession

❖ Iconic Project

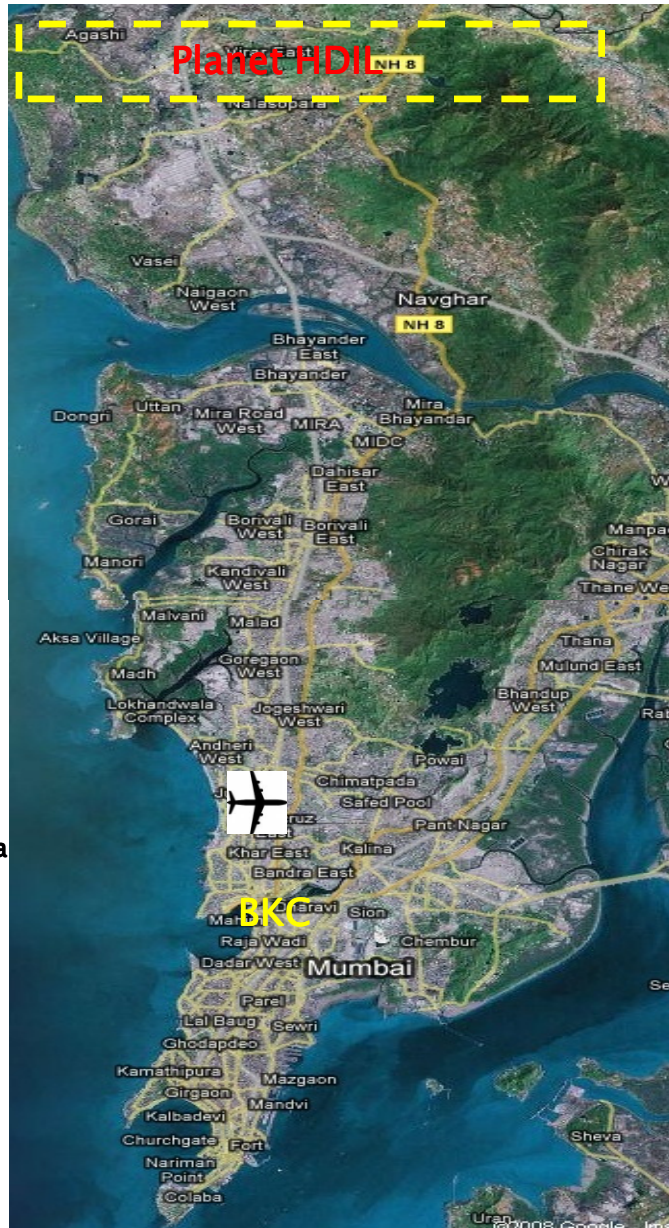
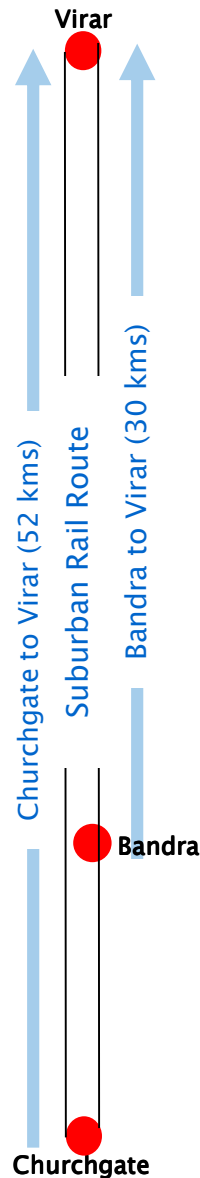




Affordable Housing Project
'Planet HDIL'
550 Acre Township



Planet HDIL Location



- Planet HDIL is proposed in Vasai-Virar belt (Part of Thane district) Preferred residential destination, well connected with rail and road network
- Mere 5Km away from Mumbai periphery
- Thane is part of Mumbai Metropolitan Region and fastest growing district in India.
- Vasai-Virar is sanctioned as Satellite city by Govt. of India.
- Project is well connected through road and railways
- Project is adjoining to Proposed railway station “HDIL City” connected to Mumbai with 4 dedicated tracks.
- 1KM away from NH-8, connecting to Mumbai

India's Largest Smart Affordable City

Planet HDIL- Regional Setting



Land Area: 550 Acres
Non-Agricultural Land

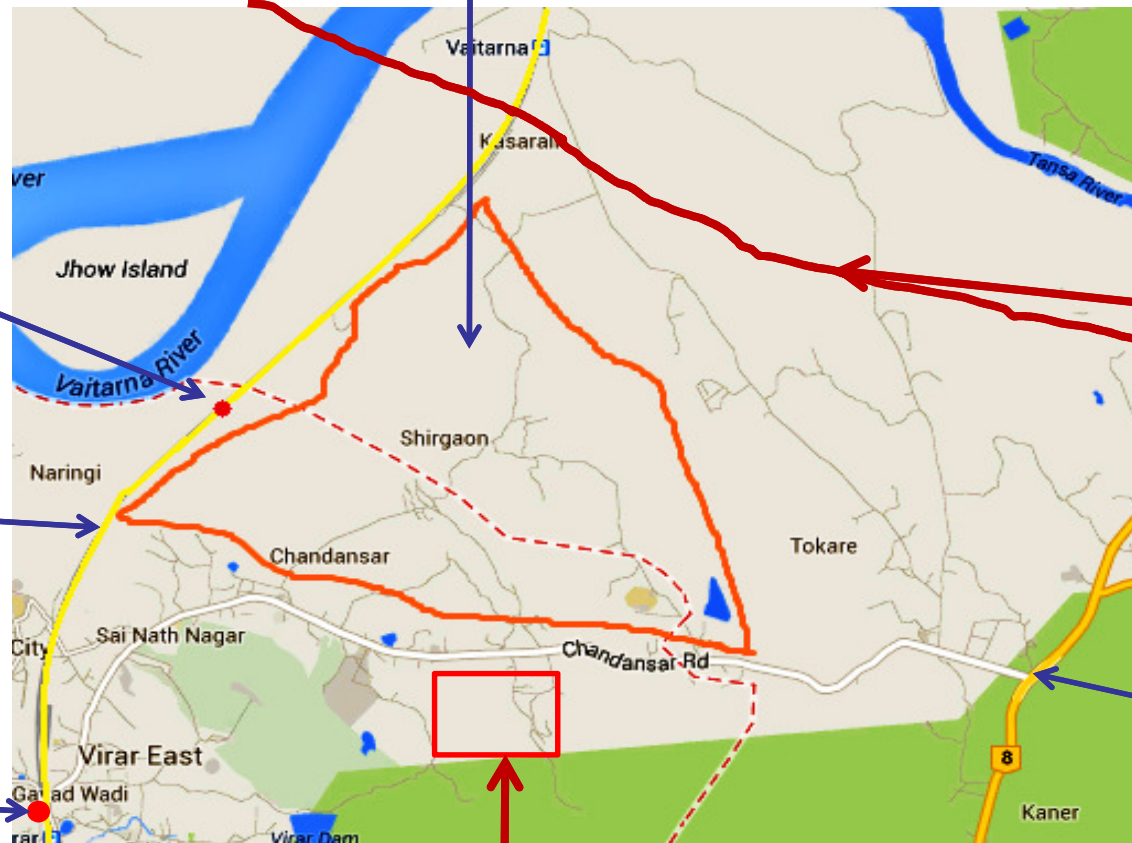
Attached to
proposed railway
station "HDIL City"

Proposed Freight
Corridor connecting
JNPT under DMIC.

Railway Track

Suburban Station
2KM Away

1KM from NH-8,
Connecting to Mumbai
to Ahmedabad



HDIL Industrial Park, Home
to 150 Industries

Economic Indicators of Project

- **Plot Area-**
2,48,76,761 Sq. Ft
- **Construction Area consisting Residential, Commercial, Infrastructure-**
5,49,71,909 Sq. Ft.
- **Saleable Area-**
7,41,71,577 Sq. Ft.
- **Proposed Project Cost-**
Rs. 11,000 Cr
- **Future Revenue Generated-**
Rs 35,000-40,000 Cr
- **Residential Population Estimated-**
3,36,050
- **Employment Generation Estimated-**
35,000
- **Development will take place in 8-10 phases**
- **Time Line-**
10-12 Years
- **Open Green Space 15% of plot area**

***Commitment towards
Environment Protection,
Education and Health
Care Facility***



Current Status of Land

- Land Cost Fully Paid and under possession of HDIL
- Environment clearance obtained
- Clearance from all local civic body for various infrastructure and construction
- Construction to be commenced in this Quarter
- FSI sale and residential launch to commence in this quarter



Actual Pictures of Planet HDIL Location as on 31st December 2014

Future Launches



Berkeley Square And Daulat Nagar

- Saleable Area 12,50,000 sq.ft.
- All essential approvals in place, construction activity commenced, sales to be launched
- 1,2,2.5 BHK having size from 650-1200 sq.ft.
- End users include business class and working professional
- Total 9 Residential Towers
- Berkeley Square, Ghatkopar
- Daulat Nagar, Santacruz



More than 20% of construction completed

❖ Financials

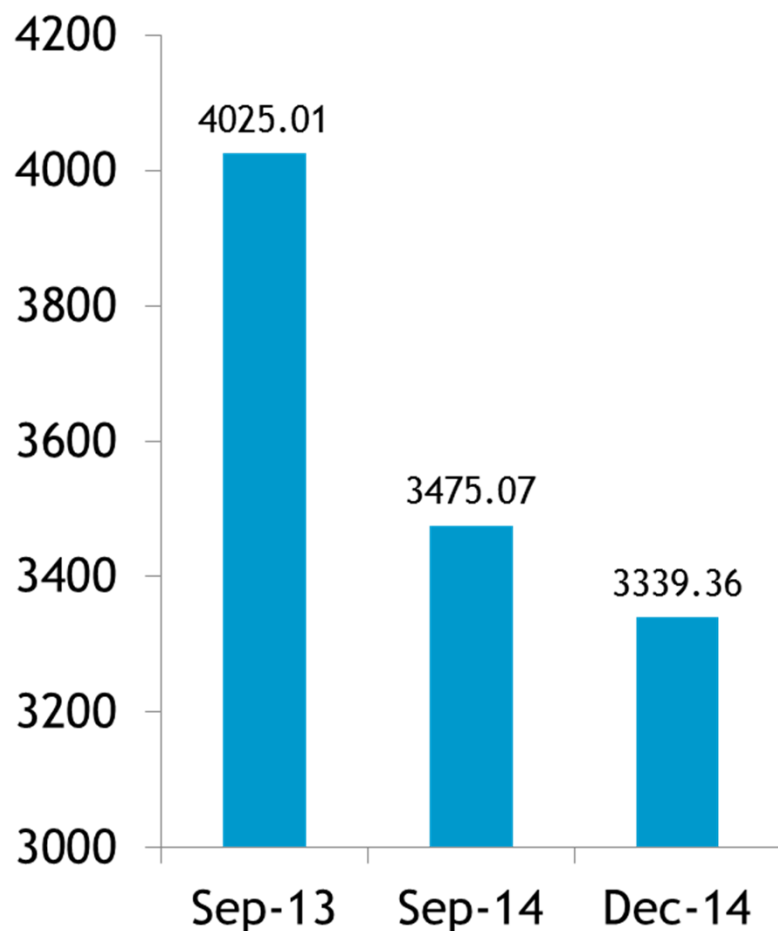
Key Development: 3rd Quarter 2014-15



1. Mumbai Real Estate market has seen sharp recovery in new sales due to positive macro environment and improved approval process
2. Consolidated Cash Flow from operations this quarter is Rs. 247.07Cr
3. Turnover of Approx. Rs. 350 Crore from Sale in commercial project located in Kurla and Goregaon (Harmony).
4. Consolidated Net Debt stands at Rs. 3142.49 Cr reduction of 3.65%.
5. Due to reduction in the debt the finance cost has reduced Rs.130.88 Crore compared to Rs185.2 Crore in Q3 2013-14
6. During the Quarter company sold approx. 3,60,478 sq.ft. in the new project compared to 3,10,319 sq.ft sold in Q2 2014-15 an increase of 16.16%.
7. PAT and EPS has increased to Rs. 67.30 Crore and 1.76 compared to 5.09 Crore and 0.09 for the Q3 2013-14.



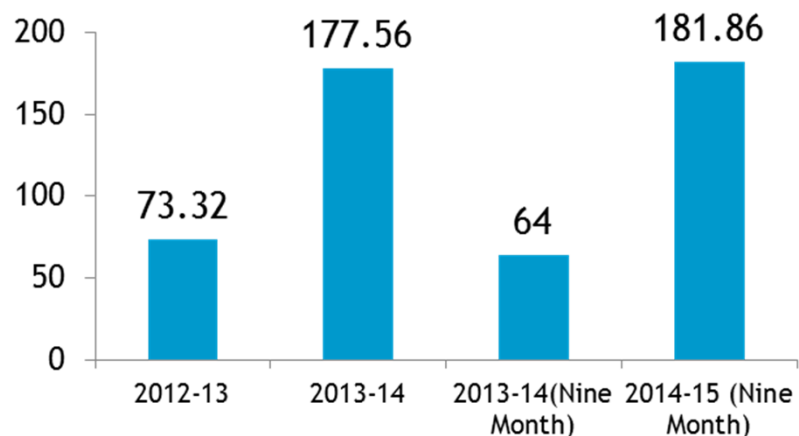
Consolidated Debt Analysis



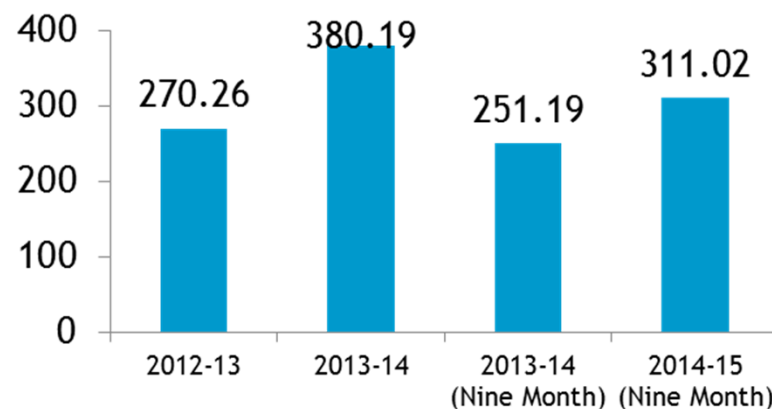
- HDIL has reduced its debt by INR 685.65 Cr from its peak level, an overall decline of 17.03% in last one year
- Reduction in the debt has reduced the interest cost considerably
- HDIL is aligned to its fiscal policy of debt reduction in coming years through increased sales and asset monetization.
- Increase in sales have proved as an advantage with higher cash levels.
- Net debt as on December 31, 2014 is INR 3142.49 Cr

70% of debt has a floating cost, with decrease in interest rates the overall repayment also decrease

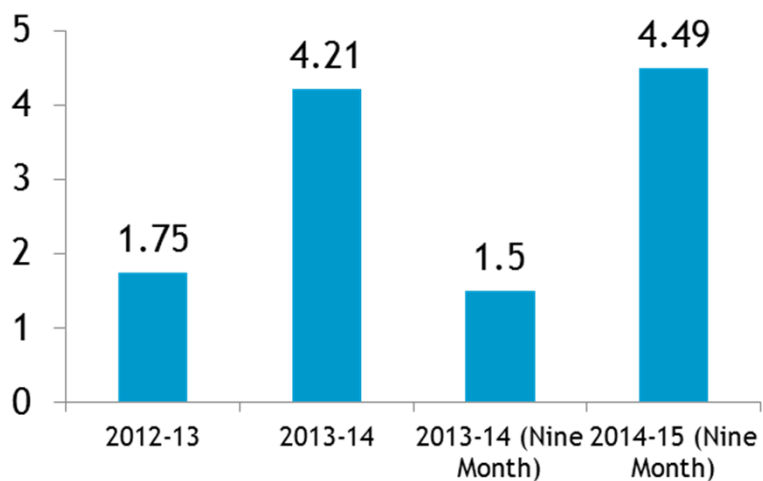
Consolidated Financial Ratios



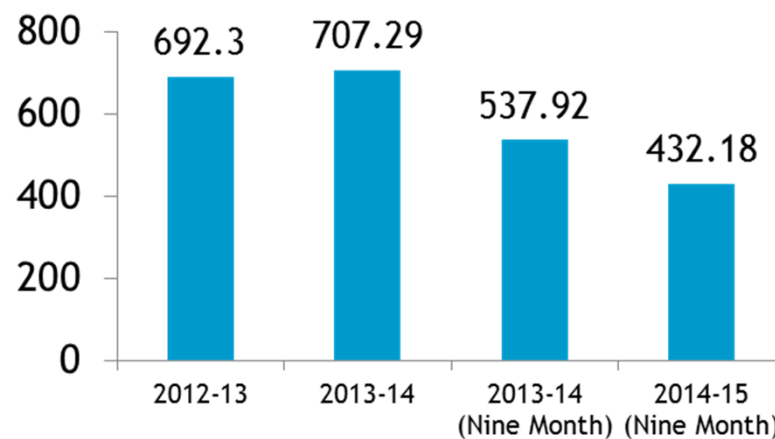
PAT



EBITDA



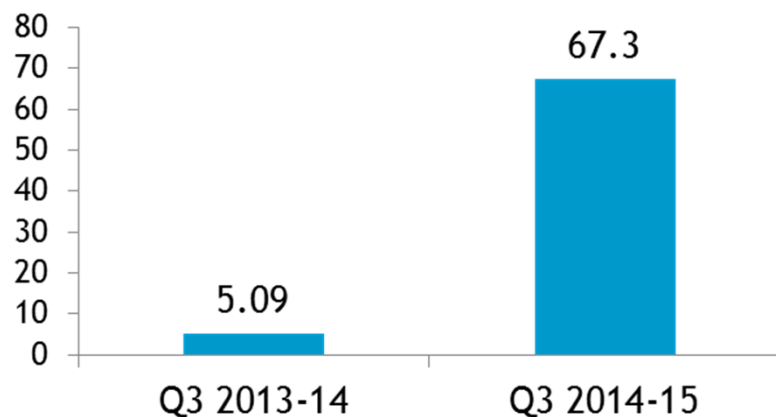
EPS



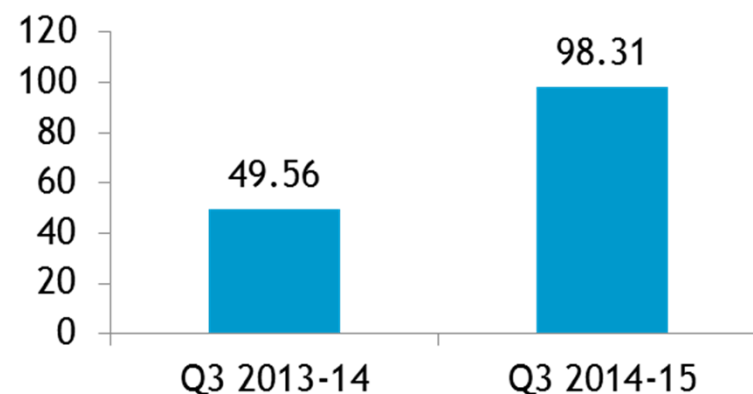
Finance Cost

All Figure in INR Cr.

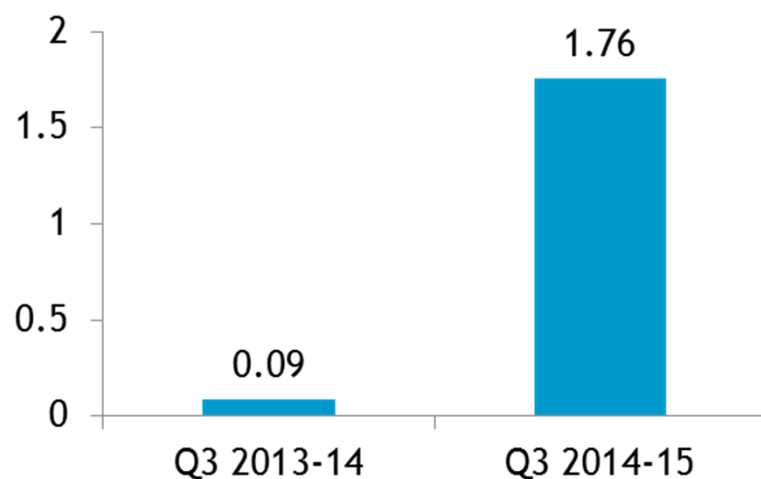
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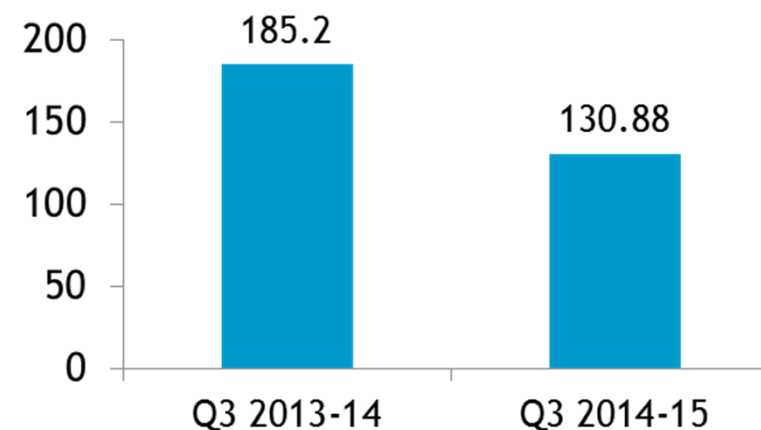
PAT



EBIDTA



EPS



Finance Cost

All Figure in INR Cr.

Financial Ratio



Particulars	Consolidated									Standalone		
	Quarter Ended						Nine Month Ended			Quarter Ended		
	31-Dec-14	30-Sep-14	Growth	31-Dec-14	31-Dec-13	Growth	31-Dec-14	31-Dec-13	Growth	31-Dec-14	31-Dec-13	Growth
Turnover (Net)	350.83	265.33	32.22%	350.83	79.20	342.97%	866.03	663.33	30.56%	350.72	79.20	342.83%
Other Income	8.64	39.51	-78.13%	8.64	10.42	-17.08%	54.41	31.03	75.35%	8.67	10.42	-16.79%
Total Income	359.47	304.84	17.92%	359.47	89.62	301.10%	920.44	694.36	32.56%	359.39	89.62	301.02%
PBT&E	86.71	84.33	2.82%	86.71	5.53	1467.99%	246.95	109.68	125.15%	88.52	5.53	1500.72%
PBT % to income	24.12%	27.66%		24.12%	6.17%		26.83%	15.80%		24.63%	6.17%	
EBIDTA	98.31	105.49	-6.81%	98.31	49.56	98.37%	311.03	251.19	23.82%	98.27	49.56	98.28%
EBIDTA % to income	27.35%	34.61%		27.35%	55.30%		33.79%	36.18%		27.34%	55.30%	
PAT	67.30	57.86	16.32%	67.30	5.09	1222.20%	181.87	64.04	183.99%	69.07	5.09	1256.97%
PAT % to income	18.72%	18.98%		18.72%	5.68%		19.76%	9.22%		19.22%	5.68%	
Net worth	10,775.18	10,701.54	0.69%	10,775.18	10,445.51	3.16%	10,775.18	10,445.51	3.16%	10,623.82	10,445.51	1.71%
Debt	3,339.36	3,475.53	-3.92%	3,339.36	3,856.25	-13.40%	3,339.36	3,844.43	-13.14%	2,307.92	2,713.25	-14.94%
Debt Equity ratio	0.31	0.32		0.31	0.37		0.31	0.37		0.22	0.26	
EPS -Basic	1.76	1.38		1.76	0.09		4.49	1.50		1.80	0.09	
- Diluted	1.76	1.38		1.76	0.09		4.49	1.50		1.80	0.09	
Inventories	12,903.10	12,792.74	0.86%	12,903.10	12,606.22	2.36%	12,903.10	12,606.22	2%	10,781.34	12,606.22	-14.48%

Note:

- Consolidate Net Debt as on 31st December 2014 stands at 3142.49Cr with 196.87Cr cash in hand
- September 2014 other income includes 33 Cr of Extraordinary income from sale of HDIL Entertainment Private Limited Business.

Consolidated Balance Sheet- Unaudited



Particulars	31st December, 2014		30th September, 2014		31st December, 2013		31st March, 2014	
	(Unaudited)		(Unaudited)		(Unaudited)		(Audited)	
I. EQUITY AND LIABILITIES								
(1) Shareholders' Funds								
Share Capital	4,190,039,860		4,190,039,860		4,190,039,860		4,190,039,860	
Reserves and Surplus	103,561,746,983	107,751,786,843	102,825,368,329	107,015,408,189	100,265,064,871	104,455,104,731	101,400,471,700	105,590,511,560
(2) Minority Interest		73,553,176		73,732,927		72,106,332		73,821,394
(3) Non-Current Liabilities								
Long-term borrowings	10,787,726,767		11,003,386,023		13,903,484,917		11,271,184,637	
Deferred tax liabilities (Net)	185,741,639		188,516,020		176,013,927		189,309,365	
Long term provisions	13,848,486	10,987,316,892	11,289,311	11,203,191,354	13,240,772	14,092,739,616	13,674,831	11,474,168,833
(4) Current Liabilities								
Short-term borrowings	16,342,694,217		17,332,714,680		18,255,580,917		16,432,932,858	
Trade payables	4,400,872,382		4,733,728,917		4,955,234,487		4,408,538,410	
Other current liabilities	32,516,403,528		31,567,327,062		28,029,206,706		29,449,416,582	
Short-term provisions	2,019,702,198	55,279,672,325	1,884,298,581	55,518,069,240	1,822,341,953	53,062,364,063	1,440,042,655	51,730,930,505
Total		174,092,329,236		173,810,401,710		171,682,314,742		168,869,432,292
II. ASSETS								
(1) Non-current assets								
Fixed assets								
(i) Tangible assets	1,202,643,798		1,214,986,746		2,077,271,498		2,207,427,918	
(ii) Intangible assets	1,076,436		1,193,435		14,615,821		9,915,961	
(iii) Capital work-in-progress	6,506,392	1,210,226,626	6,506,392	1,222,686,573	200,995,773	2,292,883,092	69,099,550	2,286,443,429
Goodwill on consolidation		17,870,729		35,741,457		242,211,147		71,482,914
Non-current investments		1,047,188,813		1,047,188,813		520,732,740		500,725,787
Long term loans and advances		728,305,415		805,306,593		866,591,909		857,336,295
(2) Current assets								
Current investments	79,485,202		79,485,202		11,820,760		147,148,414	
Inventories	129,031,042,007		127,927,409,034		126,062,267,503		124,678,503,229	
Trade receivables	3,534,044,202		3,643,671,330		4,999,324,149		3,813,955,394	
Cash and bank balances	1,968,747,066		2,139,954,044		2,154,750,380		2,267,065,655	
Short-term loans and advances	36,475,419,176	171,088,737,653	36,908,958,664	170,699,478,274	34,531,733,062	167,759,895,854	34,246,771,175	165,153,443,867
Total		174,092,329,236		173,810,401,710		171,682,314,742		168,869,432,292

P&L Consolidated- Unaudited



Particulars	Quarter ended 31st December, 2014	Quarter ended 30th September, 2014	Quarter ended 31st December, 2013	Nine months ended 31st December, 2014	Nine months ended 31st December, 2013	Year ended 31st March, 2014
Revenue:						
Revenue from operations	3,508,300,778	2,653,305,621	792,010,641	8,660,278,676	6,633,390,829	8,722,654,507
Other Income	86,476,297	395,072,741	104,235,267	544,138,311	310,323,937	813,786,515
Total Revenue	3,594,777,075	3,048,378,362	896,245,908	9,204,416,986	6,943,714,766	9,536,441,021
Expenses :						
Cost of material consumed	2,229,253,161	2,459,388,618	2,284,721,104	5,834,429,823	4,543,683,346	6,141,119,666
Changes in inventories of finished goods, work in progress and stock in trade	(1,103,632,972)	(1,912,434,664)	(3,787,962,736)	(4,356,710,605)	(5,632,604,665)	(7,527,450,582)
Employee benefits expense	114,299,811	97,793,157	104,443,708	311,816,294	303,570,613	401,388,130
Finance costs	1,308,899,983	1,369,965,826	1,852,051,042	4,321,837,936	5,379,282,911	7,072,930,264
Depreciation and amortisation expense	30,852,516	34,031,044	184,880,235	106,305,628	586,553,093	785,746,516
Other expenses	147,960,624	116,191,891	202,723,723	468,134,176	666,430,475	861,052,817
Transfer to investment						(88,977,655)
Total Expenses	2,727,633,123	2,164,935,872	840,857,076	6,685,813,252	5,846,915,773	7,645,809,157
Profit before exceptional items and tax	867,143,952	883,442,490	55,388,832	2,518,603,734	1,096,798,993	1,890,631,864
Adjustment on account of Revise depreciation as per Sch II of the Companies Act, 2013	-	40,130,223	-	49,028,581	-	-
Profit before tax	867,143,952	843,312,267	55,388,832	2,469,575,154	1,096,798,993	1,890,631,864
Tax expense:						
Current tax	197,052,144	276,471,441	1,878,455	654,865,340	446,913,297	90,571,887
Deferred tax	(2,774,380)	(11,629,154)	2,729,418	(3,688,222)	9,872,992	23,168,429
	194,277,764	264,842,287	4,607,873	651,177,118	456,786,289	113,740,316
Profit after tax	672,866,188	578,469,980	50,780,959	1,818,398,036	640,012,704	1,776,891,548
Less : Minority Interest	(179,731)	(161,631)	(234,643)	(274,877)	(471,962)	1,240,883
Less : Share of loss of Associates		-	(54,820)	-	(37,584)	-
Profit for the year	673,045,919	578,631,611	50,960,782	1,818,672,913	640,447,082	1,775,650,665
Earnings per equity share of ` 10/-						
(1) Basic	1.76	1.38	0.09	4.49	1.50	4.21
(2) Diluted	1.76	1.38	0.09	4.49	1.50	4.21

Cash flow Consolidated- Unaudited



Particulars		Quarter ended 31st December, 2014 (Unaudited)	
A	Cash flow from operating activities		
	Net profit before tax		867,143,952
	Adjustments for :		
	(1) Depreciation and amortisation expense	30,852,516	
	(2) Interest expenses	1,308,899,983	
	(5) Interest received	(34,846,852)	
	(9) Loss on sale of fixed assets	146,585	1,305,052,232
	Operating profit before working capital changes		2,172,196,184
	Movements in working capital :		
	Decrease / (Increase) in inventory	(1,103,632,973)	
	Decrease / (Increase) in trade receivable	109,627,128	
	Decrease / (Increase) in other receivables	510,540,666	
	(Decrease) / Increase in trade and other payables	781,969,035	
	Net movement in working capital		298,503,856
	Cash generated from operations		2,470,700,040
	Less : Direct taxes paid (net of refunds)		5,562,742
	Net cash from operating activities		2,465,137,298
B	Cash flows from investing activities		
	(3) Interest received	34,846,852	
	(5) Purchase of fixed assets	(1,020,425)	
	(7) Sale of fixed assets	352,000	
	Net cash from investing activities		34,178,427
C	Cash flows from financing activities		
	(1) Proceeds from borrowings	68,205,816	
	(2) Repayment of borrowings	(1,429,828,536)	
	(3) Interest paid	(1,308,899,983)	
	Net cash used in financing activities		(2,670,522,703)
	Net increase in cash and cash equivalents (A + B + C)		(171,206,978)
	Cash and cash equivalents at the beginning of the year		2,139,954,044
	Cash and cash equivalents at the end of the year		1,968,747,066
	Components of cash and cash equivalents as at		Quarter ended
	Cash on hand		31st December, 2014
	With banks - on current account		34,642,649
	- on escrow account		320,822,486
	- on deposit account *		10,416,055
			1,602,865,876
	Total		1,968,747,066

Disclaimer



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