



HDIL Creating Value

Microstructures | Megastructures | Infrastructure
Housing Development and Infrastructure Ltd.

Analyst Presentation 3rd Quarter 2015-16



Company Overview



Company History

- HDIL, promoted by Rakesh Kumar Wadhawan and Sarang Wadhawan
- Promoter Shareholding 36.16%
- FII & FPI Shareholding 44.50%
- Land Reserves of 241.73 Million Sq. Ft.
- Largest land bank owner in Mumbai Metropolitan Region

Residential Portfolio

- HDIL Group has completed construction of 100 Mn. Sq. Ft. since inception in 1977
- More than 1.5 Lakhs homes delivered
- 22 Ongoing Projects
- 46 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

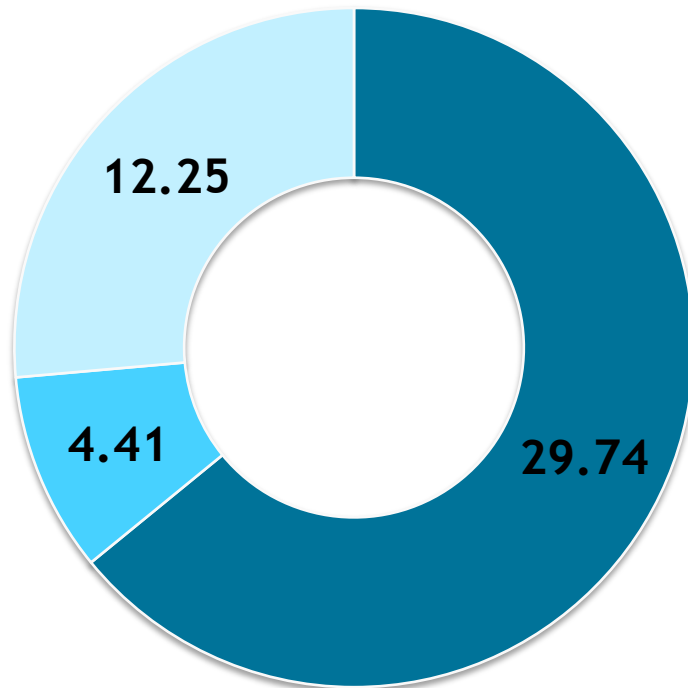
- Planet HDIL sale potential of 74 million sq. ft.
- Spread across 550 Acres
- India's first smart city and affordable housing project

as on December 31, 2015.



Residency Park Phase II

Ongoing Projects Segment wise Breakup & Saleable Area as on December 31, 2015.



Area in Million sq. ft

- Residential - 64.08%
- Commercial & Retail - 9.51%
- SRA - 26.41%

Residential

- Ongoing Projects– 29,747,810
- Planned Projects- 131,749,589

Commercial

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

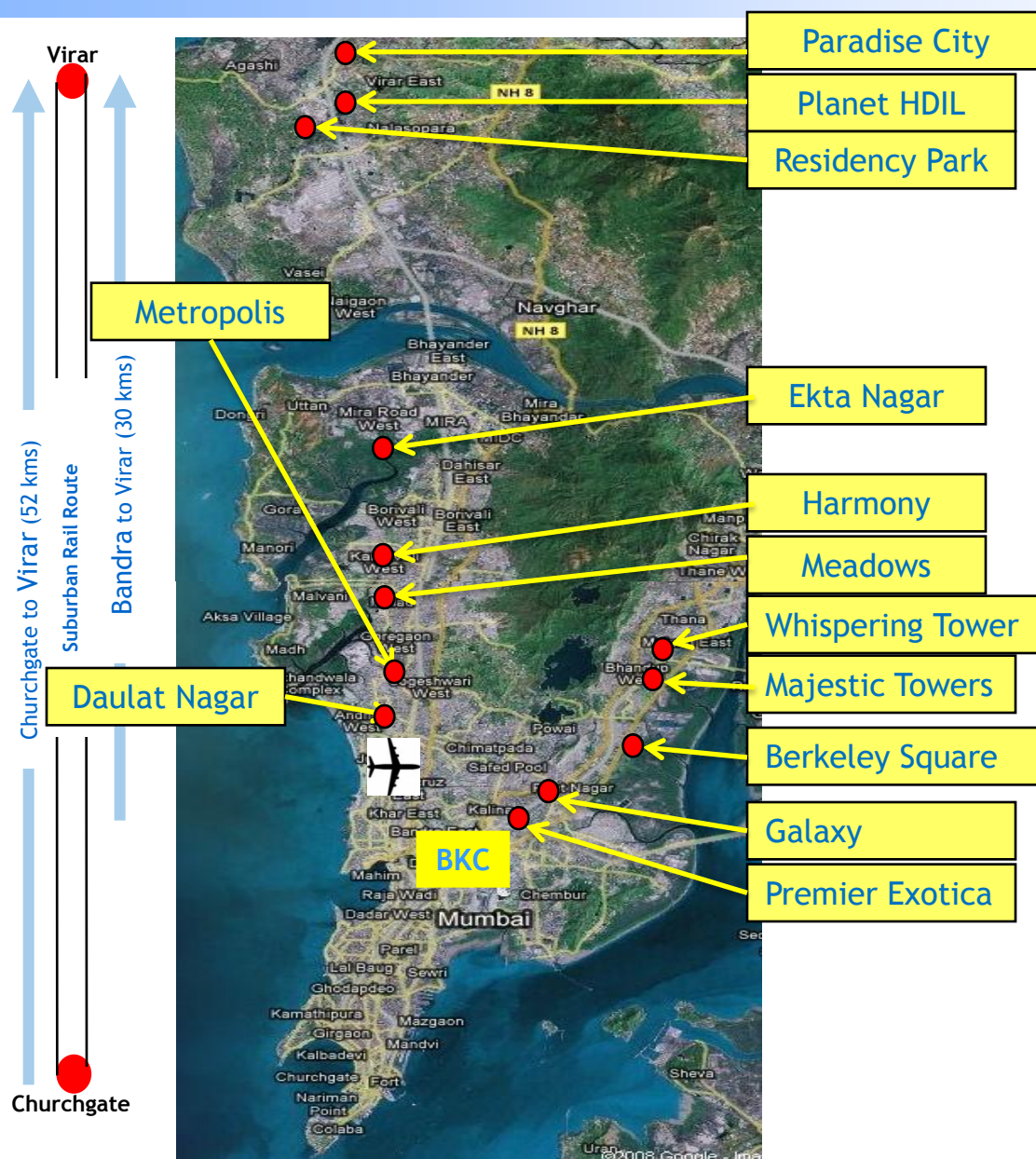
Retail

- Ongoing Projects – 64,456
- Planned Projects - 16,727,821

SRA

- Ongoing Projects – 12,259,035
- Planned Projects - 39,925,000

Residential Portfolio



Project	Saleable Area (in Sq.ft.)
Metropolis	490,000
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
Total	29,747,810

as on December 31, 2015.

वृहन्मुंबई
MUNICIPAL CORPORATION
Mahapalika Marg

महानगरपालिका
OF GREATER MUMBAI
Fort, Mumbai-400 001.

DEVELOPMENT RIGHT CERTIFICATE

I, Shri R. A. RAJSEV

MUNICIPAL COMMISSIONER FOR GREATER MUMBAI

Certify that the person(s) with name(s) in this certificate are the registered holder(s) of the DEVELOPMENT RIGHT CERTIFICATE issued subject to the provisions of the regulation No. 33(10) & 34 read with appendix VII (B) of the Development Control Regulations for Greater Mumbai, 1991 as amended upto date.

C.T.D. NO. PART OF 637/48 TO 49, PT. OF 637/49, PT. OF 637/53
1 (a) Location & details of the land on which S.R.P. is sanctioned: 10-11, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100, 101, 102, 103, 104, 105, 106, 107, 108, 109, 110, 111, 112, 113, 114, 115, 116, 117, 118, 119, 120, 121, 122, 123, 124, 125, 126, 127, 128, 129, 130, 131, 132, 133, 134, 135, 136, 137, 138, 139, 140, 141, 142, 143, 144, 145, 146, 147, 148, 149, 150, 151, 152, 153, 154, 155, 156, 157, 158, 159, 160, 161, 162, 163, 164, 165, 166, 167, 168, 169, 170, 171, 172, 173, 174, 175, 176, 177, 178, 179, 180, 181, 182, 183, 184, 185, 186, 187, 188, 189, 190, 191, 192, 193, 194, 195, 196, 197, 198, 199, 200, 201, 202, 203, 204, 205, 206, 207, 208, 209, 210, 211, 212, 213, 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2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188



Kurla SRA Project

Execution Focus

The company will be handing over possession of 1500 apartments in three of its ongoing project:

Metropolis (Andheri West)

Premier Exotica I & II (Kurla West)

Residency Park II (Virar West)

Possession commenced in a phase wise manner

Thousands will experience true joy this festive season



HDIL is proud to handover possession of over 1500 flats

Andheri West



31 Storeyed Tower, 2, 3 & 4 BHK, Clubhouse, Swimming Pool, Gym, Multipurpose Lounge, Multi-level Parking

Kurla West



4 Towers of 12 storeys each 1, 2, 3 & 4 BHK, Clubhouse, Landscaped Gardens, Children's Playarea, Ample Parking

Virar West



7 Buildings, each of 8 storeys, 1, 2 & 3 BHK, Clubhouse, Landscaped Gardens, Children's Playarea, Ample Parking

ANNOUNCING 2 MEGA PROJECTS

LAUNCHING THIS DIWALI PLANET HDIL - MEGA SMART CITY AT VIRAR EAST

- Launching first phase of..... in a 550 acre Smart City, nestled close to the hills with excellent connectivity
- 26 acre Lush Green Central Park, Schools, Malls, Fresh Produce Markets, Hospital, Temple, Gardens, Kids Playareas etc. all strategically planned across the city
- Clubhouses, Swimming Pools, Tennis Courts, etc
- Bus/Auto Transport facilities within the city planned

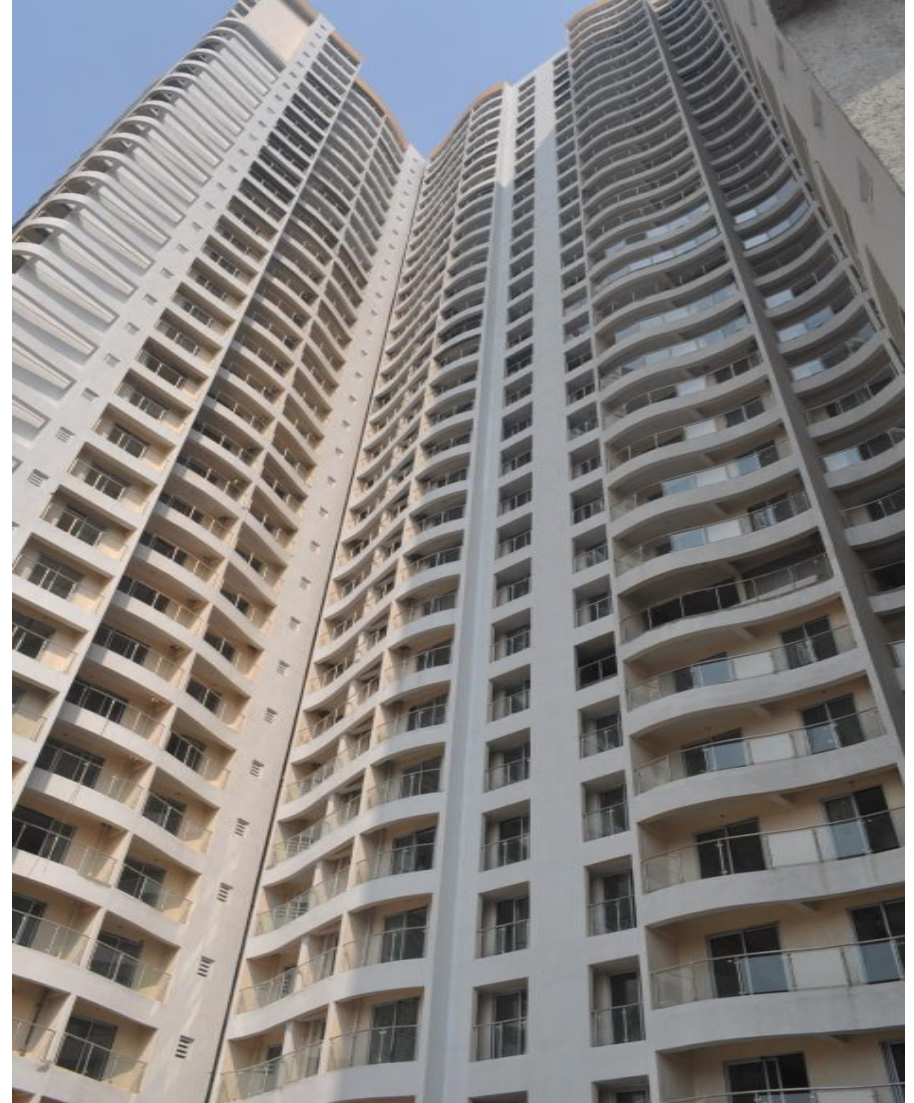
LAUNCHING END OF 2015 2 LUXURIOUS PROJECTS AT GHATKOPAR EAST

- 21 Storey & Towers of 2, 3 & 4 BHK flats
- Close Proximity to BKC, Chembur, Vikhroli, Powai
- Excellent Connectivity to South Mumbai through Eastern Express Freeway
- Offering ultramodern and luxurious amenities like Day Spa, Mini Banquet Hall, Gym, etc

A few select flats available at Premier Exotica Phase II, with possession in 4 months
Call 1800 209 2221 or SMS PE to 56677

❖ Project Update





Project fully sold (Possession commenced)

Premier Exotica Phase I (Possession commenced)



Saleable Area	Area Sold	Area Unsold	Value of Unsold Units	Construction Status
7,00,000 Sq. Ft.	4,66,793 Sq. Ft.	2,33,207 Sq. Ft.	320 Crore	95 %

Premier Exotica Phase II (Possession commenced)



Saleable Area	Area Sold	Area Unsold	Value of Unsold Units	Construction Status
8,00,000 Sq. Ft.	4,70,620 Sq. Ft.	3,29,380 Sq. Ft.	454 Crore	90 %

Majestic Tower (Sale Building)



Saleable Area	Area Sold	Area Unsold	Value of Unsold Units	Construction Status
13,00,000 Sq. Ft.	7,94,029 Sq. Ft.	5,05,971 Sq. Ft.	570 Crore	65%

Majestic Tower (SRA Building)



Whispering Tower Phase I



Saleable Area	Area Sold	Area Unsold	Value of Unsold Units	Construction Status
12,00,000 Sq. Ft	6,12,950 Sq. Ft.	5,87,050 Sq. Ft.	744 Crore	50 %

Whispering Tower Phase II



Saleable Area	8,00,000 Sq. Ft
Area Sold	3,96,882 Sq. Ft.
Area Unsold	4,03,118 Sq. Ft.
Value of Unsold Units	510 Crore
Construction Status	20 %



Whispering Tower (SRA Building)



Berkeley Square



Saleable Area	9,00,000 Sq. F.t
Construction Status	15 %
Redevelopment work	85%

Redevelopment Building

Construction Commenced, Sales to be launched soon



Redevelopment Building

Residency Park I



Project fully sold

Residency Park II



Possession commenced, Project fully sold

❖ Financials: Results 3rd Quarter 2015-16

Key Development: 3rd Quarter 2015-16



Metropolis

1. Income recognized in this Quarter from Residential Project Metropolis and TDR of approx 4,50,000 sq ft.
2. Consolidated positive Cash Flow from operations this quarter is Rs.176.93 Cr
3. Consolidated Net Debt stands at Rs.2,890.55 Cr.
4. Cash and cash equivalents Rs. 213.46 cr
5. During the quarter, the company sold approx. 3,59,230 sq ft of saleable area amounting to approx. Rs. 389.19 Cr increase of approx. 12.23 % compared to quarter ending September 2015.
6. TDR prices range between Rs. 3500 to 5000 per sq ft.
7. Company expects TDR sales range of approx 4,00,000 to 5,00,000 sq ft every quarter.
8. Planet HDIL : In advanced stage to close first large FSI sale transaction
9. Targeting & initiated discussion with large warehousing, logistics park, cash and carry stores in and around Planet HDIL to create potential job opportunities

Financial Ratio



Particulars	Consolidated						Standalone		
	Quarter Ended						Quarter Ended		
	31-Dec-15	30-Sep-15	Growth %	31-Dec-15	31-Dec-14	Growth %	31-Dec-15	30-Sep-15	Growth %
Turnover (Net)	322.66	236.71	36.31%	322.66	350.83	-8.03%	322.63	236.68	36.31%
Other Income	6.42	5.95	7.90%	6.42	8.64	-25.69%	6.41	5.83	9.95%
Total Income	329.08	242.66	35.61%	329.08	359.47	-8.45%	329.04	242.51	35.68%
PBT	82.99	68.12	21.83%	82.99	86.71	-4.29%	82.94	68.08	21.83%
PBT % to income	25.22%	28.07%		25.22%	24.12%		25%	28%	
EBIDTA	95.58	92.13	3.74%	95.58	98.30	-2.77%	95.46	92.02	3.74%
EBIDTA % to income	29.04%	37.97%		29.04%	27.35%		29.01%	37.94%	
PAT	92.94	57.79	60.82%	92.94	67.30	38.10%	92.91	57.74	60.91%
PAT % to income	28.24%	23.82%		28.24%	18.72%		28.24%	23.81%	
Net worth	11091.79	10996.6	0.87%	11091.79	10775.17	2.94%	10941.8	10846.65	0.88%
Debt	3179.01	3265.38	-2.65%	3179.01	3339.36	-4.80%	2303.94	2338.56	-1.48%
Debt Equity ratio	0.29	0.30		0.29	0.31		0.21	0.21	
EPS -Basic	2.27	3.17		2.27	1.76		2.27	3.17	
- Diluted	2.27	3.17		2.27	1.76		2.27	3.17	
Inventories	13550.25	13461.53	0.66%	13550.25	12903.1	5.02%	11067.98	11061.64	0.06%

Note:

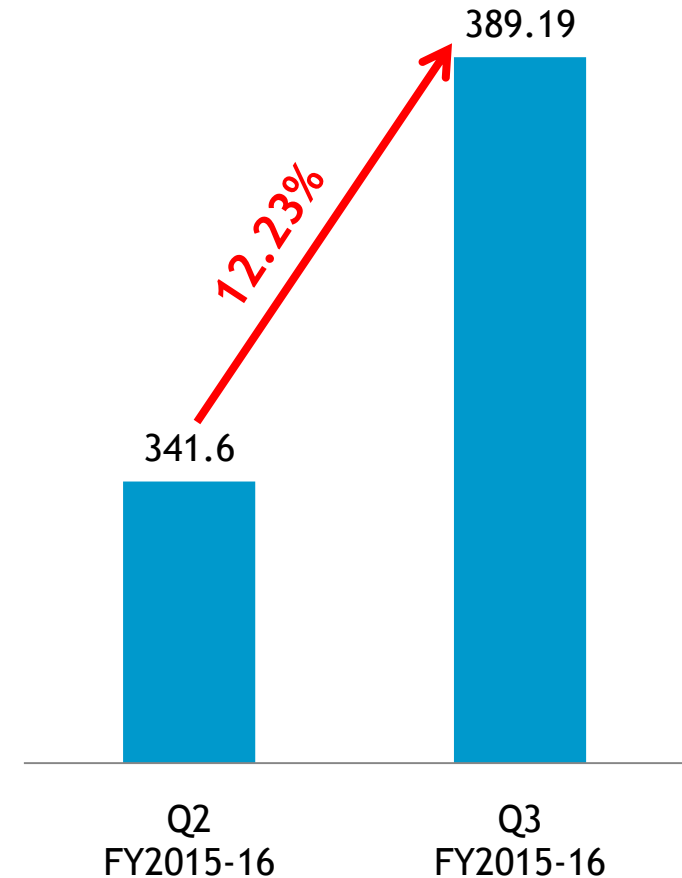
- Cash On Hand: 213.46
- LRD: 75.00
- Net Debt: 2890.55

All Figure in INR Crore.

Major Ongoing Project- Sales and Cashflow Status

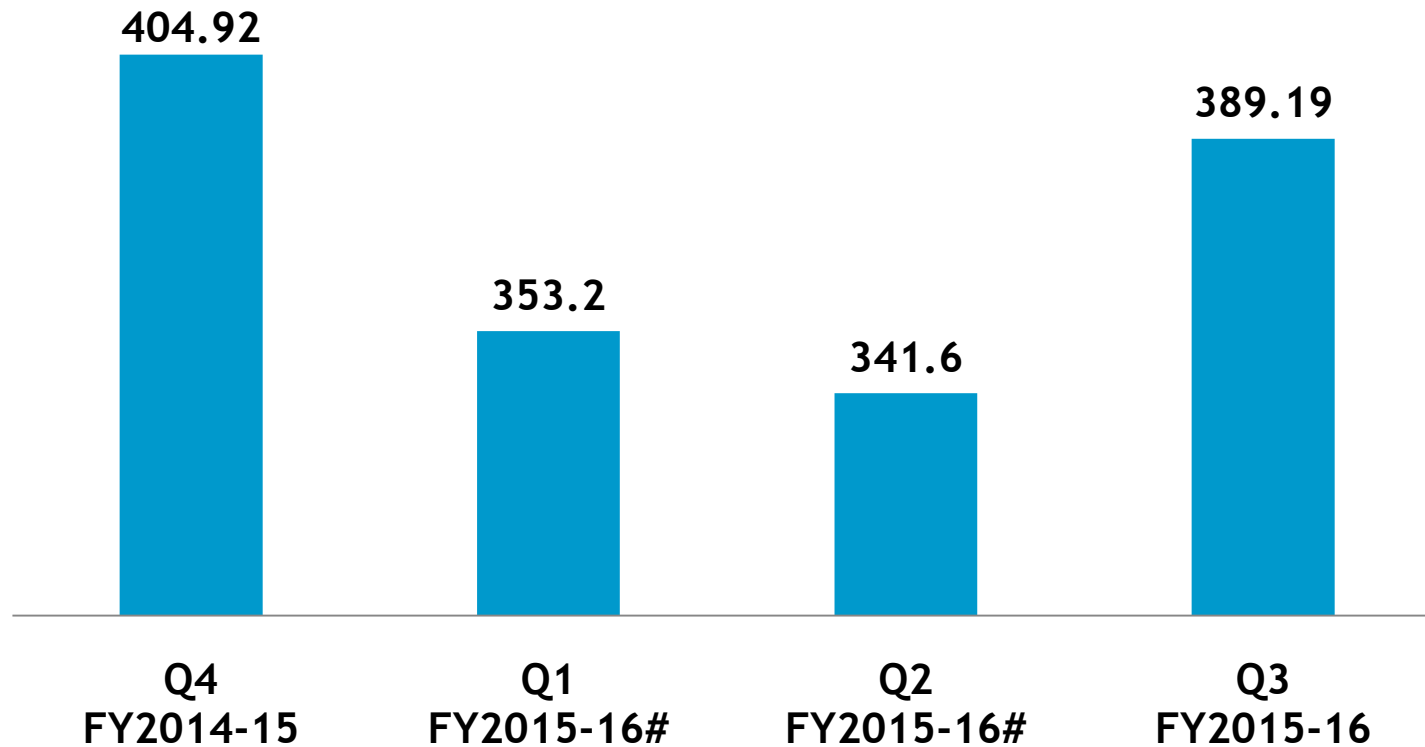


Project	Pre Sales in Q3 FY 15-16	Existing Avg. sales price	Sales Turnover	Customer Collection
	Sq.Ft.	INR	Cr. INR	Cr. INR
Meadows - Phase I	21250	13775	29.27	14.05
Whispering Towers-Phase I	54500	12675	69.08	33.16
Whispering Towers-Phase II	41250	12675	52.28	22.48
Majestic	68590	11275	77.34	45.63
Premier Exotica Phase II	51250	13800	70.73	37.48
Premier Exotica Phase I	46500	13750	63.94	35.17
Palghar Township (Phase I & II)	75890	3500	26.56	11.95
Total	359230		389.19	199.92



CONTINUOUS GROWTH IN SALES FOR DEPICTS REVIVAL OF MARKET FOR AFFORDABLE HOUSING & STRONG EXECUTION.

Sales Trend



Sales*

Sales Figure in INR Crore

*Sales figure does not include TDR

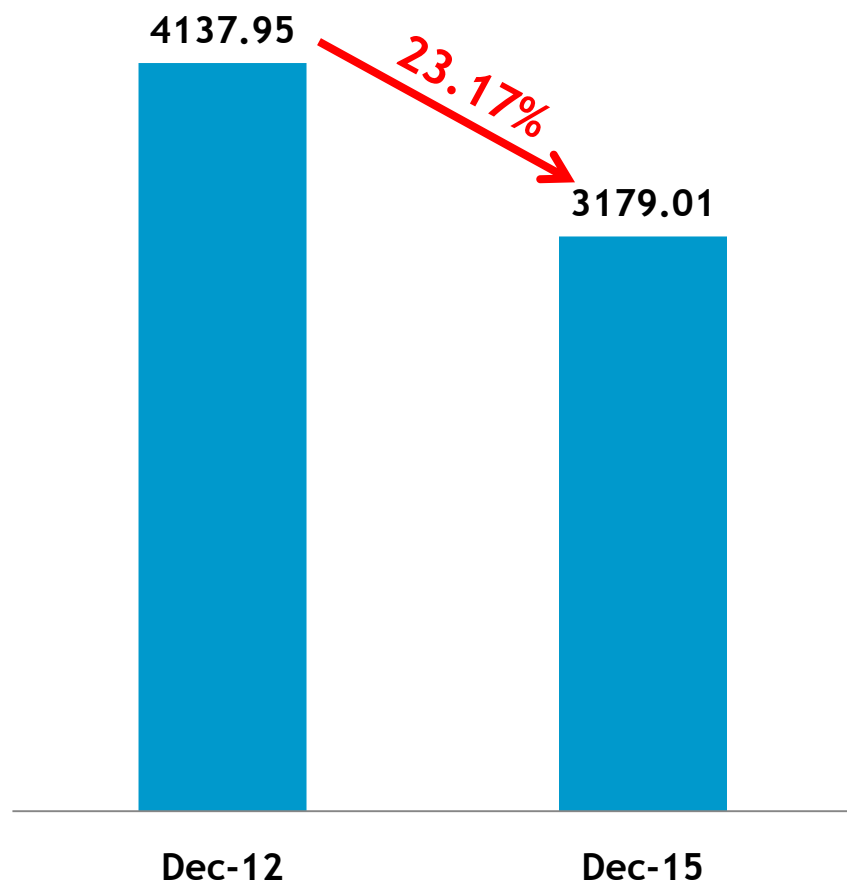
#Seasonally weak quarter due to monsoon

Projected Cashflows for Unsold Inventory



Project	Total Saleable Area	Unsold Inventory as on 30 september 15	Sales in Q3FY15-16	Unsold Inventory as on 31 December 15	Sales Price*	Value (Rs. In Cr.)
	Sq.Ft.	INR	Cr. INR	Cr. INR		
Meadows - Phase I	1,000,000	232789	21250	211539	13775	291.39
Whispering Towers-Phase I	1,200,000	641550	54500	587050	12675	744.08
Whispering Towers-Phase II	800,000	444368	41250	403118	12675	510.95
Majestic	1,300,000	574561	68590	505971	11275	570.48
Premier Exotica Phase II	800,000	380630	51250	329380	13800	454.54
Premier Exotica Phase I	700,000	279707	46500	233207	13750	320.65
Palghar Township (Phase I & II)	5,000,000	576088	75890	500198	3500	175.06
Total	10,800,000	3,129,692,44	359,230.00	2,770,462.44		3,067.18

Consolidated Debt Analysis



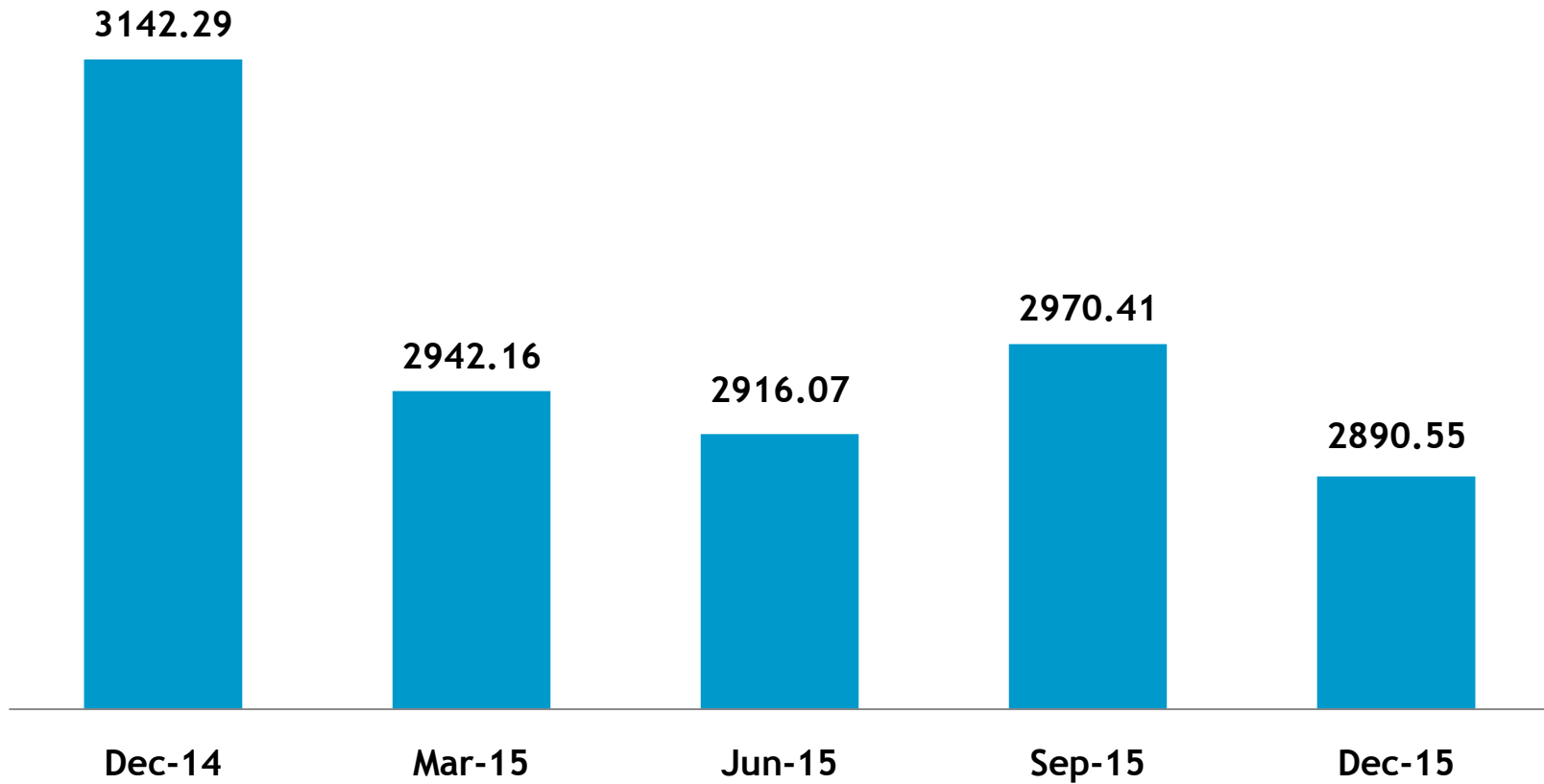
Gross Debt	3179.01
Lease Rental Discounting	75.00
Cash & cash equivalents	213.46
Net Debt	2890.55

- HDIL has reduced its debt by INR 958.94 Cr from Rs. 4137.95, a decline of 23.17% in last three years
- Net debt as on December 31, 2015 is INR 2890.55 Cr
- Cash and cash equivalents includes cash on hand and investments

During the same period, Industry debt has increased by ~32%

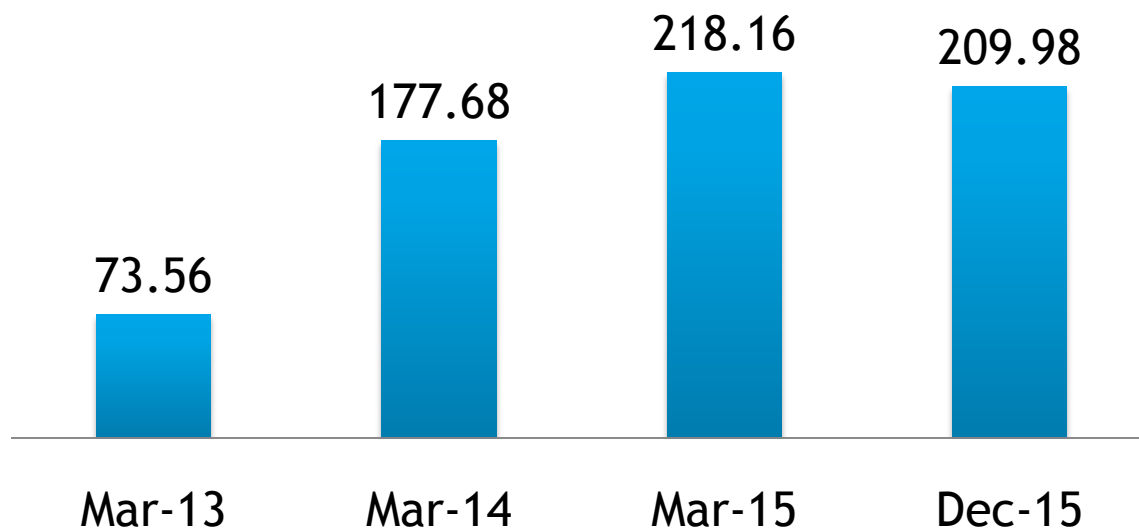
All Figure in INR Crore.

Net Debt

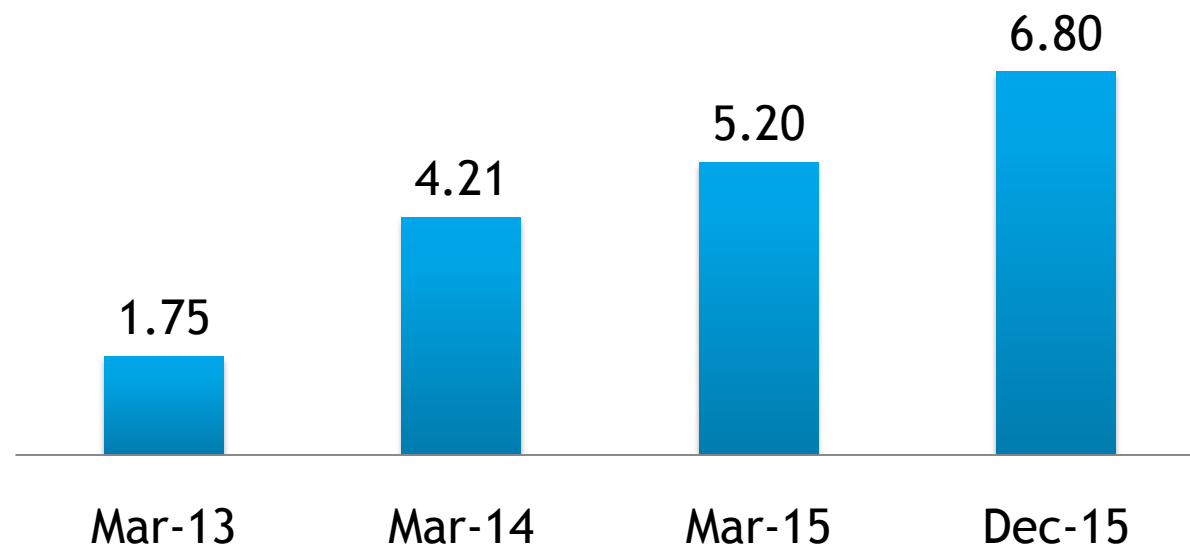


All Figure in INR Crore.

Consolidated Financial Ratios



PAT



EPS

PAT Figure in INR Crore

*December figures are Nine months ended

Consolidated Balance Sheet



Particulars	31st December, 2015 (Unaudited)		30th September, 2015 (Unaudited)		31st December, 2014 (Unaudited)	
I. EQUITY AND LIABILITIES						
(1) Shareholders' Funds						
Share capital	4,190,039,860		4,190,039,860		4,190,039,860	
Reserves and surplus	106,727,925,427	110,917,965,287	105,775,998,403	109,966,038,263	103,561,746,982	107,751,786,842
(2) Minority Interest		72,791,576		72,915,711		73,553,176
(3) Non-Current Liabilities						
Long-term borrowings	9,297,928,675		9,667,259,022		10,787,726,768	
Deferred tax liabilities (Net)	180,254,409		188,488,287		185,741,639	
Long term provisions	22,022,313	9,500,205,397	22,218,465	9,877,965,774	13,848,486	10,987,316,893
(4) Current Liabilities						
Short-term borrowings	19,533,262,148		19,788,849,935		16,342,694,217	
Trade payables	4,537,860,357		4,626,060,610		4,400,872,382	
Other current liabilities	32,218,736,558		32,527,552,985		32,516,403,528	
Short-term provisions	1,392,051,339	57,681,910,402	1,584,787,473	58,527,251,003	2,019,702,198	55,279,672,325
Total		178,172,872,662		178,444,170,751		174,092,329,236
II. ASSETS						
(1) Non-current assets						
Fixed assets						
(i) Tangible assets	1,085,942,953		1,172,138,826		1,202,643,798	
(ii) Intangible assets	487,100		631,191		1,076,436	
(iii) Capital work-in-progress	-	1,086,430,053	-	1,172,770,017	6,506,392	1,210,226,626
Goodwill on consolidation		-		-		17,870,729
Non-current investments		1,596,503,095		1,596,503,095		1,047,188,813
Long term loans and advances		763,448,291		721,851,068		728,305,415
(2) Current assets						
Current investments	89,485,202		89,485,202		79,485,202	
Inventories	135,502,582,498		134,615,313,754		129,031,042,007	
Trade receivables	2,563,561,815		2,334,932,754		3,534,044,202	
Cash and bank balances	1,749,981,696		1,948,375,180		1,968,747,066	
Short-term loans and advances	34,820,880,012	174,726,491,223	35,964,939,681	174,953,046,571	36,475,419,176	171,088,737,653
Total		178,172,872,662		178,444,170,751		174,092,329,236

P&L Consolidated



Particulars	Quarter ended 31st December, 2015 (Unaudited)	Quarter ended 30th September, 2015 (Unaudited)	Quarter ended 31st December, 2014 (Unaudited)	Nine months ended 31st December, 2015 (Unaudited)	Nine months ended 31st December, 2014 (Unaudited)
<u>Revenue:</u>					
Revenue from operations	3,226,676,454	2,367,197,277	3,508,300,778	8,261,009,845	8,660,278,676
Other Income	64,198,389	59,508,125	86,476,297	181,666,233	544,138,311
Total Revenue	3,290,874,843	2,426,705,402	3,594,777,075	8,442,676,078	9,204,416,986
<u>Expenses :</u>					
Cost of material consumed	1,830,071,835	1,895,600,705	2,184,961,161	6,304,352,843	5,790,137,823
Changes in inventories of finished goods, work in progress and stock in trade	(887,268,744)	(1,770,423,989)	(1,103,632,972)	(4,712,916,827)	(4,356,710,605)
Employee benefits expense	113,712,203	115,394,570	114,299,811	326,715,225	311,816,294
Finance costs	1,183,005,006	1,347,086,165	1,308,899,983	3,774,593,716	4,321,837,936
Depreciation and amortisation expense	14,487,407	14,558,891	30,852,516	44,277,694	106,305,628
Other expenses	206,878,496	143,235,211	192,252,625	493,789,728	512,426,177
Total Expenses	2,460,886,203	1,745,451,553	2,727,633,125	6,230,812,379	6,685,813,253
Profit before tax	829,988,640	681,253,849	867,143,950	2,211,863,699	2,518,603,733
Tax expense:					
Current tax	(91,151,510)	104,327,690	197,052,144	121,960,912	654,865,340
Deferred tax (credit)/charge	(8,233,877)	(850,859)	(2,774,380)	(9,104,294)	(3,688,222)
	(99,385,387)	103,476,831	194,277,764	112,856,618	651,177,118
Profit after tax	929,374,027	577,777,018	672,866,186	2,099,007,081	1,867,426,615
Less : Minority Interest	(124,296)	(184,612)	(179,731)	(882,348)	(274,877)
Profit for the year	929,498,323	577,961,630	673,045,917	2,099,889,429	1,867,701,492
Earnings per equity share of ` 10/-					
(1) Basic	2.27	3.17	1.76	6.80	4.49
(2) Diluted	2.27	3.17	1.76	6.80	4.49

Cash flow Consolidated



Particulars		Quarter ended 31st December, 2015 (Unaudited)	
A	Cash flow from operating activities		
	Net profit before tax		829,988,640
	Adjustments for :		
	Depreciation and amortisation expense	14,487,407	
	Interest expenses	1,183,005,006	
	Interest received	(42,343,534)	
	Loss/(profit) on sale of investments	(131,459)	
	Loss on sale of fixed assets	36,793,416	1,191,810,836
	Operating profit before working capital changes		2,021,799,476
	Movements in working capital :		
	Decrease / (Increase) in inventory	(887,268,744)	
	Decrease / (Increase) in trade receivable	(228,629,061)	
	Decrease / (Increase) in other receivables	1,102,462,446	
	(Decrease) / Increase in trade and other payables	(149,389,149)	
	Net movement in working capital		(162,824,508)
	Cash generated from operations		1,858,974,968
	Less : Direct taxes paid (net of refunds)		89,609,792
	Net cash from operating activities		1,769,365,176
B	Cash flows from investing activities		
	Proceeds from sale of mutual fund units	131,459	
	Interest received	42,343,534	
	Purchase of fixed assets	(16,924,859)	
	Sale of fixed assets	51,984,000	
	Net cash from investing activities		77,534,134
C	Cash flows from financing activities		
	Proceeds from borrowings	274,900,204	
	Repayment of borrowings	(1,137,187,992)	
	Interest paid	(1,183,005,006)	
	Net cash used in financing activities		(2,045,292,794)
	Net increase in cash and cash equivalents (A + B + C)		(198,393,484)
	Cash and cash equivalents at the beginning of the year/period		1,948,375,180
	Cash and cash equivalents at the end of the year/period		1,749,981,696
	Components of cash and cash equivalents as at		<u>Quarter ended 31st December, 2015</u>
	Cash on hand		69,548,676
	With banks - on current account		47,927,813
	- on escrow account		12,628,145
	- on deposit account *		1,619,877,062
			1,749,981,696 31

❖ Iconic Project

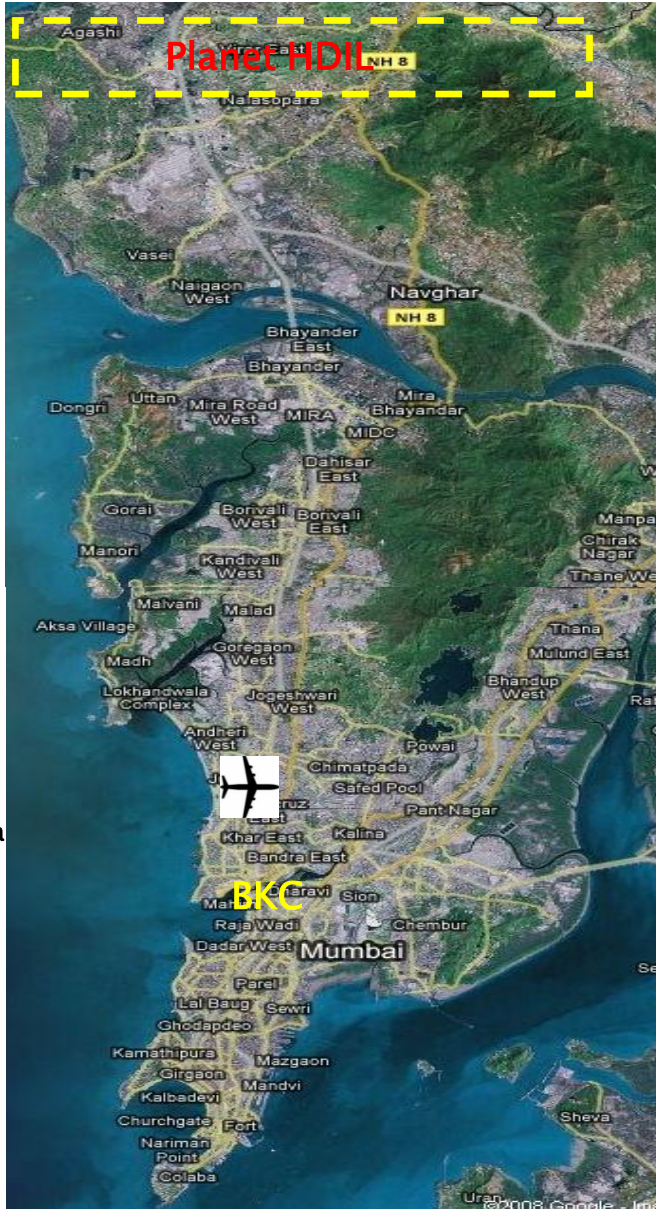
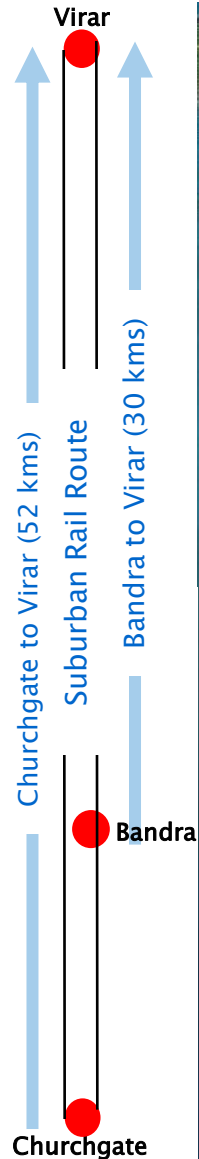




Affordable Housing Project
'Planet HDIL'
550 Acre Township



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 the 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

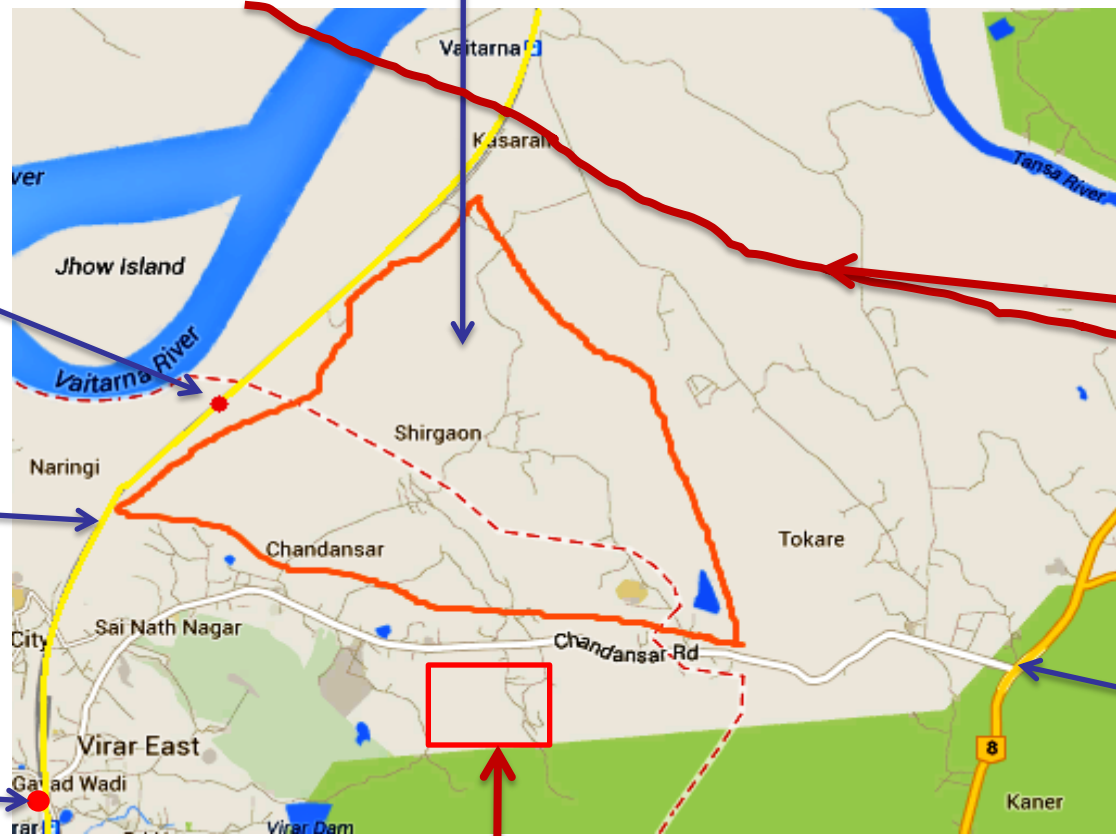
Attached to
proposed railway
station "HDIL City"

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
- 1st Phase of the affordable housing project 'Planet HDIL' - mega smart city and sale of plotted development will be launched in Virar (East) in FY2016-17
- Advanced stage of discussion to sell FSI in Phase 1
- Targeting large warehousing, logistics park, cash and carry stores in and around Planet HDIL to create potential job opportunities



Actual Pictures of Planet HDIL Location

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