

HDIL Creating Value

Microstructures | Megastructures | Infrastructure
Housing Development and Infrastructure Ltd.



Company Overview



- HDIL Group
 - HDIL listed on BSE/NSE in July 2007
 - Over Three Decades of expertise in the Real Estate Business
 - Developed over 100 million sq. ft. area
- Company Profile
 - A major player in Mumbai Realty with 90% land Reserves in the Mumbai Metropolitan Region (MMR)
 - Total Land Reserves (including TDR) of *229.93 million sq. ft. (saleable area) as on 30th June, 2012
- Market Leader in Residential and SRA projects in the Mumbai Metropolitan Region (MMR)
 - Currently executing the largest SRA project for rehabilitation of approx. 85,000 slum dwellers under expansion & modernization of Chhatrapati Shivaji International Airport, Mumbai
 - Approx. 33,000 housing units under construction for MIAL Slum Rehabilitation Project
 - Currently approx 88 million sq. ft. sale area of projects under construction
 - 22 ongoing projects with a combination of Residential, Commercial & SRA
 - Residential Portfolio of approx. 37 million sq.ft
 - More than 14 million sq. ft. of Residential apartments sold



Strong track record of performance, consistent growth and profitability

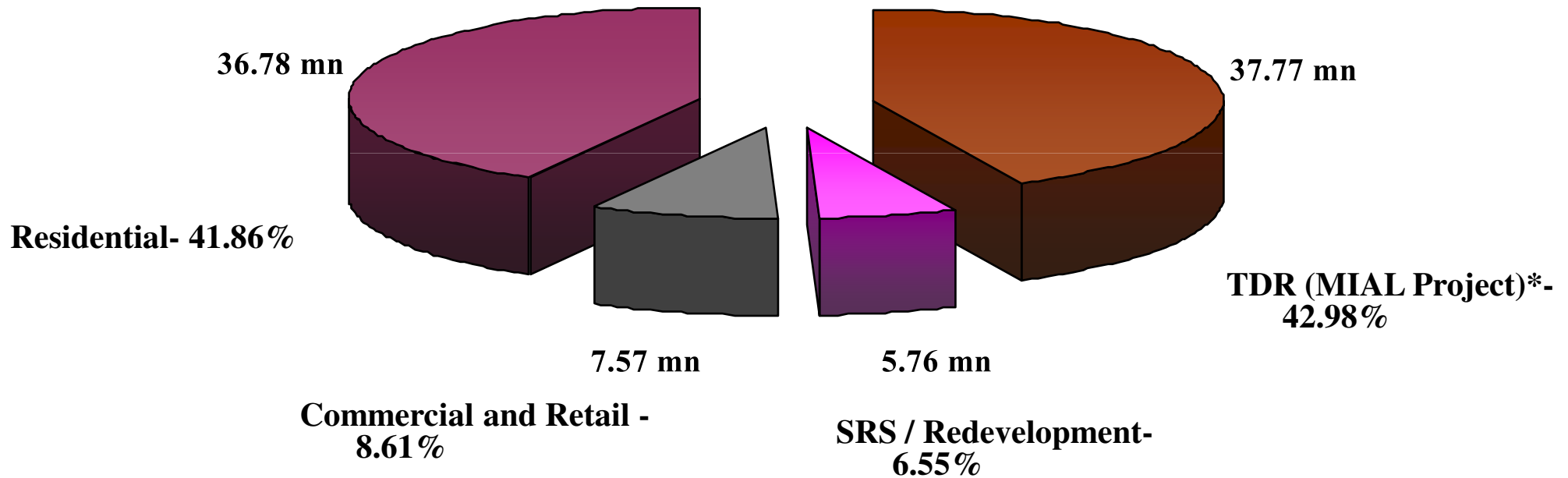
* Company estimates

Diversified Project Mix



Ongoing Projects (Saleable Area)

Segment wise Project Breakup



* Includes proposed TDR for Phase III

22 Ongoing Projects aggregating 87.88 million sq. ft.

Ongoing Projects-Residential



Residential Projects as on 30th June 12

Project	Location	Saleable Area (in sf)
Premier Residency- Phase I	Kurla	1,000,000
Metropolis	Andheri	7,00,000
Harmony	Oshiwara	43,858
Galaxy	Kurla	475,000
Majestic	Bhandup	1,300,000
Virar Residency	Virar	1,250,000
Meadows Phase I	Goregaon	1,000,000
Premier Exotica - Bldg. 1 & 2	Kurla	700,000
Whispering Towers- Phase I	Mulund	800,000
Paradise City (Phase I and II)	Palghar	5,000,000
Whispering Towers- Phase II	Mulund	800,000
Total		13,068,858

Total Residential Portfolio of Approx. 37 mn sq.ft

Forthcoming Projects-Residential



Project	Location	Saleable Area (in sf)	Status
Ekta Nagar	Kandivali	1,500,000	Rehabilitation in progress, sales to be launched
Meadows- Phase II	Goregaon	1,602,290	MHADA Redevelopment in progress, sales to be launched
Daulat Nagar	Santacruz	800,000	Rehabilitation in progress, sales to be launched
Premier Exotica - Bldg. 3 & 4	Kurla	800,000	Sales launched on 11 th Aug' 12
Ghatkopar	Ghatkopar	509,457	FSI Sales/Sales to be launched
Kochi	Kochi	6,299,640	Land Aggregation and site infrastructure in progress
Kharadi	Pune	400,000	Sales to be launched in Q4
Novinon Property (Shahad)	MMR	5,000,000	Site preparation and infrastructure work in progress
Paradise City (Phase III)	Palghar	6,797,089	Sales to be launched
Total		23,708,476	

Total Residential Portfolio of Approx. 37 mn sq.ft

Ongoing Projects- Commercial and Retail



Commercial and Retail Projects as of 30th June 12

Project	Location	Saleable/Lease Area (in sf)	Status
Kurla Premier	Kurla	2,000,000	Converted to Residential
Metropolis	Andheri (West)	1,220,000	In final stages of negotiations for sale
Kalamsarry-I.T SEZ (Phase I)***	Kochi	2,500,000	Proposal for J.V / P.E under consideration.
Harmony*	Oshiwara	349,456	Nearing Completion - Expected Possession in FY 12 - 13
HDIL Industrial Park**	Virar	1,100,000	Nearing Completion - Expected Possession in FY 12 - 13
Whispering Towers	Mulund	400,000	Converted to Residential
Total		7,569,456	

* Pre-leasing commenced

** Sale Model

*** Construction Commenced

Ongoing Projects- SRA



Slum Rehabilitation Projects as on 30th June 12

Project	Location	Saleable Area (in sf)
MIAL Slum Rehabilitation Project (TDR)*	Mumbai	37,775,000
Meadows (Phase I and II)	Goregaon	1,800,000
Ekta Nagar	Kandivali	950,000
Bandra (East) SRS Scheme I	Bandra-Kurla Complex	1,882,756
Bandra (East) SRS Scheme II	Bandra-Kurla Complex	159,074
Malad (West)	Malad	117,205
Ghatkopar	Ghatkopar	350,000
Daulat Nagar	Santacruz	500,000
Total		43,534,035

* Includes proposed TDR for Phase III

Residential Projects- Construction Update



Construction Update - Premier Residencies, Kurla (W)



Nearing Completion - Expected Possession in FY 12 - 13



Construction Update - Metropolis, Andheri (West)



Nearing Completion - Expected Possession in FY 12 - 13



Construction Update - Residency Park, Virar (West)



Nearing Completion - Expected Possession in FY 12 - 13



Residential Projects- New Launch Update

Premier Exotica
BLDG. NO. 3 & 4 KURLA (W) Happiness and joy is here to stay



Elegantly designed spacious 1, 2, 3 & 4 BHK Apartments

Sales Office:
HDIL Towers, 5th Floor, Anant Kanekar Marg, Station Road,
Bandra (E), Mumbai 400 051. T +91 22 6788 8000
F +91 22 6788 8080 E info@hdil.in www.hdil.in

Site Office:
HDIL Complex, (Formerly FIAT Compound), Off L.B.S Marg,
Kurla (W), Mumbai 400 070. T +91 22 6788 0001
E premier@hdil.in

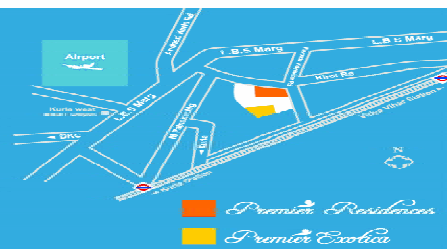
SPECIAL RATES FOR FIRST 50 BOOKINGS



Features*

- Vitrified flooring • Ionized French windows grills • Kolher / Jaguar or equivalent bathroom fitting • High quality electrical switches • Cable TV connection • Intercom connectivity throughout the complex • Fire fighting facilities • Branded automatic lifts • Ample parking in basement • Rain water harvesting • Club house with well equipped gymnasium • Carom tables and Table Tennis • Landscaped Gardens • Children's Play area

Shops also available for sale



Premier Residences
Premier Exotica

 **HDIL** Creating Value

New Launch - Premier Exotica, Bldg. No 3 & 4, Kurla (West)



Premier Exotica
BLDG. NO. 3 & 4 KURLA (W) Happiness and joy is here to stay

SPECIAL RATES FOR FIRST 50 BOOKINGS

Features

- Vitrified flooring • Ionized french windows grills • Kohler / Jaguar or equivalent bathroom fitting • High quality electrical switches • Cable TV connection • Intercom connectivity throughout the complex • Fire fighting facilities • Branded automatic lifts • Ample parking in basement • Rain water harvesting • Club house with well equipped gymnasium • Carom tables and Table Tennis • Landscaped Gardens • Children's Play area • Shops also available for sale

Elegantly designed spacious 1, 2, 3 & 4 BHK Apartments

Sales Office:
HDIL Towers, 5th Floor, Anant Karmakar Marg, Station Road, Bandra (E), Mumbai 400 051. T +91 22 6788 8000 F +91 22 6788 8080 E info@hdil.in www.hdil.in

Site Office:
HDIL Complex, (Formerly FIAT Compound), Off L.B.S Marg, Kurla (W), Mumbai 400 070. T +91 22 6788 0001 E premier@hdil.in

HDIL Creating Value

- Launched on 11th August '12
- Total saleable area 800,000 sq.ft.
- Launch rate of Rs. 9450 / sq.ft + floor rise.
- Elegantly designed spacious 1, 2, 3 & 4 BHK Apartments.
- Vitrified flooring.
- Ionized French Window Grills.
- Intercom connectivity throughout the complex.
- Rain water harvesting.
- Fire fighting facilities.
- Club house with well equipped gymnasium.
- Landscaped Gardens & Children's Play Area.
- Ample parking in basement

Previous Plan Details

- HDIL to develop 2 million sq.ft of ongoing commercial office/retail space at Kurla Premier.



Current Plan Details

- HDIL to convert 2 million sq.ft of ongoing commercial office/retail building at Kurla Premier into following:
 1. Commercial and retail to be restricted to 0.4 million sq.ft. Construction is already completed and sale/leasing will be launched shortly.
 2. Residential buildings of approx 0.8 million sq.ft to be launched. Tentative sale price approx Rs 9000 to Rs 11000 per sq.ft.
 3. TDR to be generated of approx 2 million sq.ft. TDR sale to commence shortly. Current TDR price approx Rs 2500 to Rs 3000 per sq.ft.

MIAL Rehabilitation Project- Phase 1 (Update on Families Shifting - More than 1500 Families Shifted So Far.)



 Financial Overview: Results

Housing Development and Infrastructure Limited

Financial Performance/ Ratios



Rs. In crores

Particulars	Standalone						Consolidated
	Quarter ended		Growth %	Quarter ended		Growth %	6/30/2012
	6/30/2012	3/31/2012		6/30/2012	6/30/2011		
Turnover (Net)	190.9	167.23	14.15%	190.9	506.00	-62.27%	201.16
Other Income	26.82	41.58	-35.50%	26.82	33.44	-19.80%	9.42
Total Income	217.72	208.81	4.27%	217.72	539.44	-59.64%	210.58
PBT&E	143.66	23.10	521.90%	143.66	282.91	-49.22%	124.82
PBT % to income	65.98%	11.06%		65.98%	52.45%		59.27%
EBIDTA	166.97	41.62	301.18%	166.97	302.69	-44.84%	167.15
EBIDTA % to income	76.69%	19.93%		76.69%	56.11%		79.38%
PAT	123.47	96.67	27.72%	123.47	209.07	-40.94%	105.38
PAT % to income	56.71%	46.30%		56.71%	38.76%		50.04%
Net worth	10,159.00	10,036.00	1.23%	10,159.00	9,849.16	3.15%	10,414.84
Debt	3,684.28	3,740.83	-1.51%	3,684.28	4,058.34	-9.22%	4,039.76
Debt Equity ratio	0.36	0.37		0.36	0.41		0.39
EPS -Basic	2.94	2.51		2.94	5.04		2.51
- Diluted	2.94	2.48		2.94	4.93		2.51
Inventories	10,736.95	10,569.15	1.59%	10,736.95	10,229.69	4.96%	11,852.27

*** Consolidated

Cash as on 30/06/2012: Rs. 237.12 Crores

Net Debt- Rs. 3802.64 Crores

Net Debt/Equity- 0.36

Quarterly Highlights- Financials (Standalone)

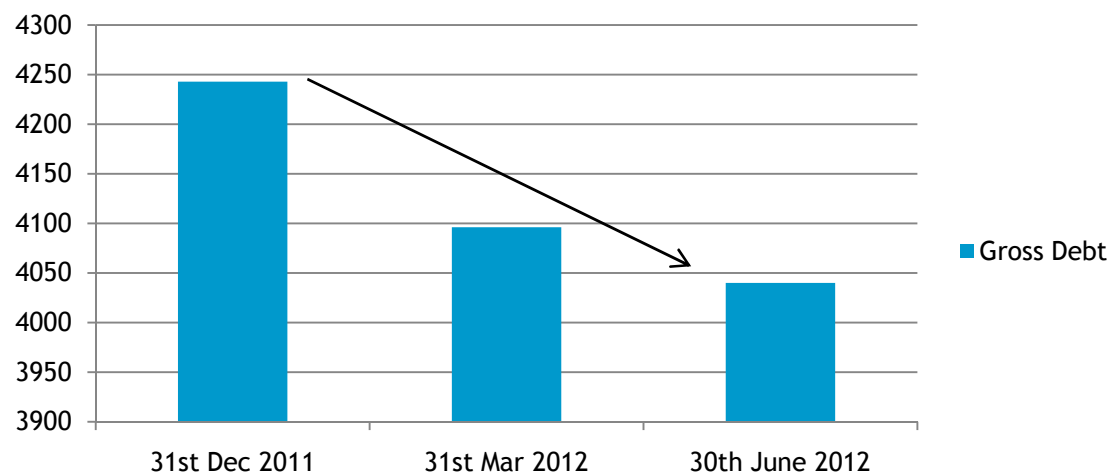
- 1) Turnover from Subsidiary company is NIL, Standalone turnover and profit is 100 % from FSI sales in Virar.
- 2) Turnover increased by approx 4.27 % to Rs 217.73 Crores as compared to previous quarter ended 31st March 2012
- 3) PBT increased by approx 512.85 % and stands Rs 143.67 Crores
- 4) EBITDA margin stands at 76.70% to Rs 166.99 Crores
- 5) PAT improved by 27.71 %, due to margins improvement on FSI sales and stands at Rs 123.47 crores
- 6) Consolidated Net Debt stands at Rs 3802.64 Crores as on 30th June 2012
- 7) Consolidated Debt includes Rs 225 Crores of self liquidating debt through receivable discounting.
- 8) Consolidated Net Debt minus self liquidating debt (receivable discounting) at Rs 3577.64 Crores

Financial Highlights- Debt Reduction (Consolidated)



As On	Gross Debt (Rs. Crores)
31 st Dec11	4243
31 st March12	4096
30 th June12	4040

Debt Reduction of approx. 5% during
the last 6 months



Consolidated Gross Debt Reduced by 203 Crores in the last 6 months (Approx. 5%)

Housing Development and Infrastructure Limited

Standalone Unaudited Balance Sheet as at 30/06/2012



Particulars	Note No.		30th June, 2012 (Unaudited) (Amount in `)
I. EQUITY AND LIABILITIES			
(1) Shareholder's Funds			
(a) Share Capital	2	4,190,039,860	
(b) Reserves and Surplus	3	97,408,500,430	
(c) Money received against share warrants	4	-	101,598,540,290
(2) Non-Current Liabilities			
(a) Long-term borrowings	5	13,734,500,000	
(b) Deferred tax liabilities (Net)	6	136,935,377	
(c) Long term provisions	7	16,830,096	13,888,265,473
(3) Current Liabilities			
(a) Short-term borrowings	8	17,500,765,130	
(b) Trade payables	9	4,686,712,895	
(c) Other current liabilities	10	25,362,561,462	
(d) Short-term provisions	11	1,781,367,561	49,331,407,048
Total			164,818,212,811
II. ASSETS			
(1) Non-current assets			
(a) Fixed assets	12		
(i) Tangible assets		1,699,116,040	
(ii) Intangible assets		33,143,813	
(iii) Capital work-in-progress		66,984,154	1,799,244,007
(b) Non-current investments	13		7,859,120,365
(2) Current assets			
(a) Current investments	14	5,120,500,000	
(b) Inventories	15	107,369,529,966	
(c) Trade receivables	16	3,369,884,690	
(d) Cash and bank balances	17	2,304,191,392	
(e) Short-term loans and advances	18	36,397,509,059	
(f) Other current assets	19	598,233,332	155,159,848,439
Total			164,818,212,811

Housing Development and Infrastructure Limited

Standalone Profit and Loss Statement as on 30/06/2012



HOUSING DEVELOPMENT AND INFRASTRUCTURE LIMITED

Statement of Profit and Loss for the period / year ended on

Particulars	Note No.	30th June, 2012 (Quarter) (Unaudited) (Amount in `)	31st March, 2012 (Quarter) (Audited) (Amount in `)	30th June, 2011 (Quarter) (Unaudited) (Amount in `)	31st March, 2012 (Year) (Audited) (Amount in `)
Revenue:					
Revenue from operations	22	1,909,016,542	1,672,303,289	5,060,024,893	9,180,382,549
Other Income	23	268,249,619	415,840,584	334,442,025	1,486,381,487
Total Revenue		2,177,266,161	2,088,143,873	5,394,466,918	10,666,764,036
Expenses:					
Cost of material consumed	24	785,961,354	830,324,965	2,053,015,824	4,997,575,202
Changes in inventories of finished goods, stock in trade and work-in-progress	25	(1,678,045,556)	(936,148,655)	(1,432,024,793)	(6,072,755,309)
Employee benefits expense	26	81,303,148	82,682,295	98,835,569	378,202,904
Finance costs	27	1,365,851,741	1,464,964,740	1,360,348,907	5,780,338,315
Depreciation and amortisation expense	12	19,594,841	21,098,250	20,872,147	84,417,673
Other expenses	28	165,941,263	394,193,699	464,223,370	1,345,285,700
Total Expenses		740,606,791	1,857,115,294	2,565,271,024	6,513,064,485
Profit before exceptional items and tax	66%	1,436,659,370	231,028,579	2,829,195,894	4,153,699,551
Exceptional Items		-	-	-	-
Profit before tax		1,436,659,370	231,028,579	2,829,195,894	4,153,699,551
Tax expense:					
Current tax :					
Income tax		196,100,000	(780,570,000)	728,000,000	218,730,000
Deferred tax		5,839,146	44,807,421	10,492,616	65,401,974
		201,939,146	(735,762,579)	738,492,616	284,131,974
Profit for the period / year	57%	1,234,720,224	966,791,158	2,090,703,278	3,869,567,577
Earnings per equity share:					
Basic		2.94	2.51	5.04	9.41
Diluted		2.94	2.48	4.93	9.25
Number of shares used in computing earnings per share					
Basic		419,003,986	423,003,986	415,003,986	421,550,434
Diluted		419,003,986	428,538,519	424,472,593	428,522,128

Housing Development and Infrastructure Limited

Standalone Cash Flow Statement for the period ended 30/06/2012



	30th June, 2012 (Quarter) (Unaudited) (Amount in `)
A Cash flow from operating activities	
Net profit before tax	1,436,659,370
Adjustments for :	
(1) Depreciation and amortisation expense	19,594,841
(2) Interest expenses	1,365,851,741
(4) Profit on sale of fixed assets	(12,120)
(5) Interest received	(265,984,361)
(6) Dividend received	-
(7) Loss on sale of investments	8,299,383
Operating profit before working capital changes	1,127,749,484
Movements in working capital :	
Decrease / (Increase) in inventory	(1,678,045,556)
Decrease / (Increase) in trade receivable	(583,430,261)
Decrease / (Increase) in other receivables	1,130,283,210
(Decrease) / Increase in trade and other payables	423,136,388
Net movement in working capital	(708,056,219)
Cash generated from operations	1,856,352,635
Less : Direct taxes paid (net of refunds)	221,102,883
Net cash from operating activities	1,635,249,752
B Cash flows from investing activities	
(1) (Increase) / Decrease in capital work in progress	1,640,633
(2) (Increase) / Decrease in investments (net)	31,580,905
(3) Interest received	265,984,361
(4) Dividend received	-
(5) Purchase of fixed assets	(174,116)
(6) Sale of fixed assets	21,535
Net cash from investing activities	299,053,318
C Cash flows from financing activities	
(1) Proceeds from borrowings	-
(2) Repayment of borrowings	(565,545,980)
(3) Proceeds from share warrants	-
(6) Interest paid	(1,365,851,741)
Net cash used in financing activities	(1,931,397,721)
Net increase in cash and cash equivalents (A + B + C)	2,905,349
Cash and cash equivalents at the beginning of the period / year	2,301,286,043
Cash and cash equivalents at the end of the period / year	2,304,191,392
Components of cash and cash equivalents as at	30th June, 2012
Cash on hand	336,413,642
With banks - on current account	15,150,128
- on Escrow account	3,212,876
- on deposit account	1,949,414,746
Total	2,304,191,392

Disclaimer

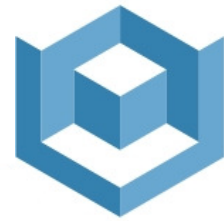


This investor presentation has been prepared by Housing Development and Infrastructure Ltd (“HDIL”), and does not constitute a prospectus or placement memorandum or an offer to acquire any securities. This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute an offer.

No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements”, including those relating to the general business plans and strategy of HDIL, its future financial condition and growth prospects, future developments in its industry and its competitive and regulatory environment, and statements which contain words or phrases such as ‘will’, ‘expected to’, ‘horizons of growth’, ‘strong growth prospects’, etc., or similar expressions or variations of such expressions. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to risks with respect to its real estate business, SEZ business and its infrastructure business.

HDIL may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation cannot be copied and disseminated in any manner.

No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of HDIL. This presentation is strictly confidential.



HDIL Creating Value

Microstructures | Megastructures | Infrastructure
Housing Development and Infrastructure Ltd.



Thank You

