



HDIL Creating Value

Microstructures | Megastructures | Infrastructure
Housing Development and Infrastructure Ltd.

Analyst Presentation 1st Quarter 2015-16



Company Overview



Company History

- HDIL, promoted by Rakesh Kumar Wadhawan and Sarang Wadhawan
- Promoter Shareholding 36.16%
- FII & FPI Shareholding 48.37%
- Land Reserves of 243.19 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
- 23 Ongoing Projects
- 30 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 June 30, 2015.

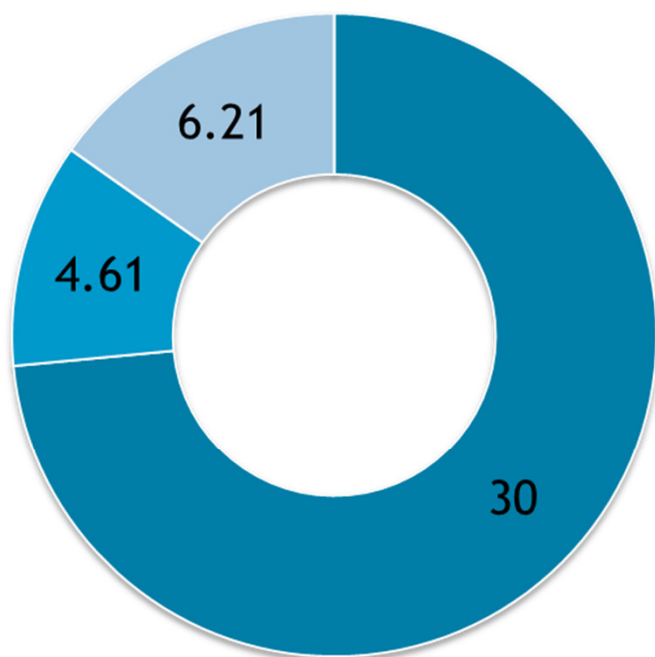


Residency Park Phase II

Project Mix



Ongoing Projects Segment wise Breakup & Saleable Area as on June 30, 2015.



Area in Million sq. ft

- Residential- 73.49%
- Commercial & Retail- 11.29%
- SRA- 15.22%

Residential

- Ongoing Projects– 30,007,810
- Planned Projects- 131,749,589

Commercial

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

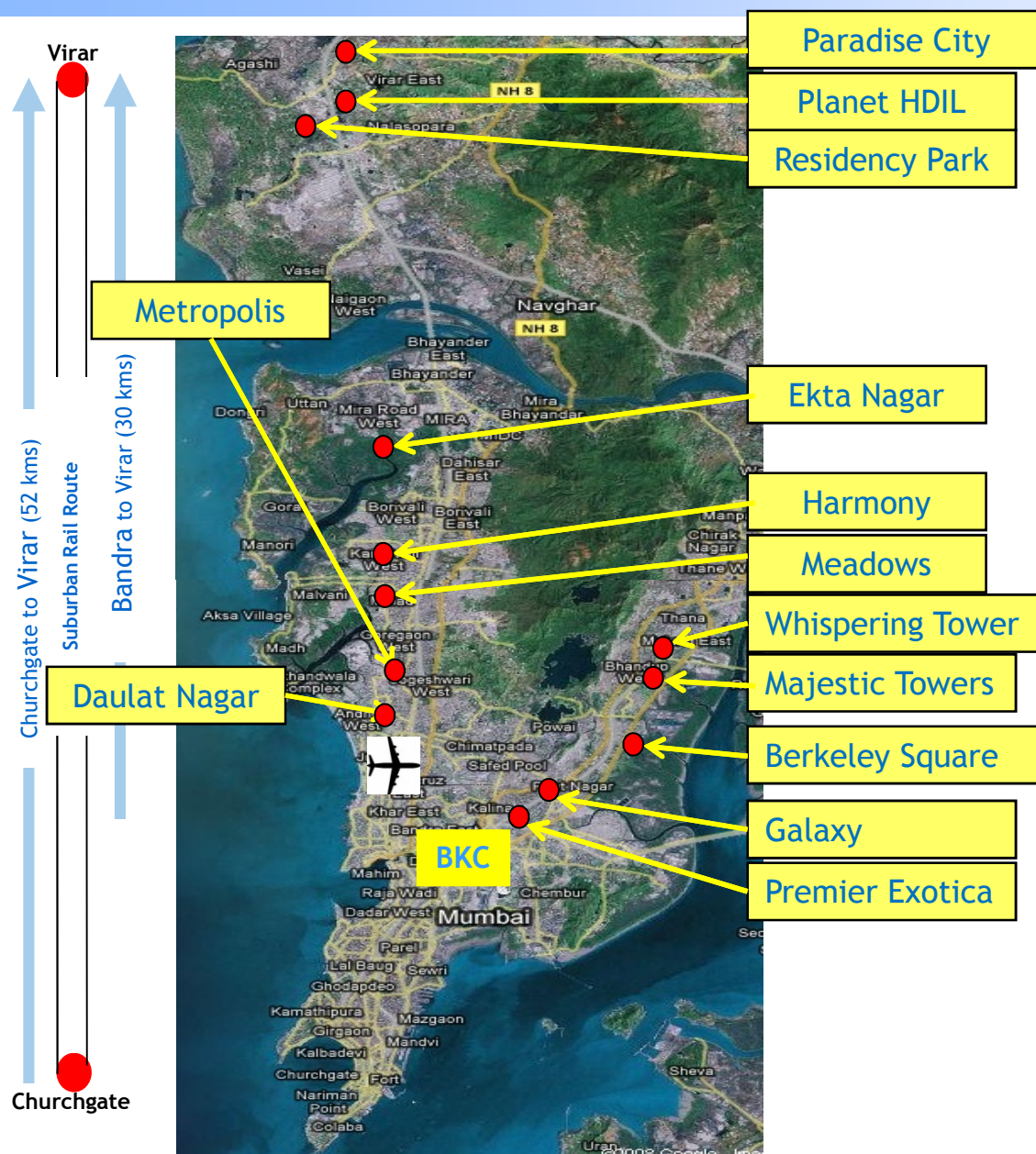
Retail

- Ongoing Projects – 264,456
- Planned Projects - 16,727,821

SRA

- Ongoing Projects – 6,209,035
- Planned Projects - 4,69,25,000

Residential Portfolio



Project	Saleable Area (in Sq.ft.)
Metropolis	700,000
Galaxy	175,000
Planet HDIL Phase I	15,882,810
Paradise City	5,000,000
Residency Park Phase II	50,000
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	3,00,07,810

as on June 30, 2015.

❖ Financials: Results 1st Quarter 2015-16

Key Development: 1st Quarter 2015-16



1. Income recognized in this Quarter from Residential Project Residency Park Virar Phase II And TDR of approx 2,00,000 sq ft.
2. Consolidated positive Cash Flow from operations this quarter is Rs.147.92 Cr
3. Consolidated Net Debt stands at Rs.2,916.07 Cr.
4. Cash and cash equivalents Rs 215.83 cr
5. During the Quarter company sold approx. 3,22,321 sq ft of saleable area amounting to approx. Rs 353.20 Cr increase of approx 16.23 % compared to quarter ending June 2014.
6. TDR prices range between Rs. 4000 to 5000 per sq ft.
7. Company expects TDR sales range of approx 2,00,000 to 2,50,000 sq ft every quarter.
8. Construction commenced in Berkley square Ghatkopar.

Financial Ratio



Particulars	Consolidated						Standalone		
	Quarter Ended						Quarter Ended		
	30-Jun-15	31-Mar-15	Growth %	30-Jun-15	30-Jun-14	Growth %	30-Jun-15	31-Mar-15	Growth %
Turnover (Net)	266.71	156.45	70.48%	266.71	249.87	6.74%	266.67	147.16	81.21%
Other Income	5.79	6.23	-7.06%	5.79	6.26	-7.51%	5.79	6.22	-6.91%
Total Income	272.5	162.68	67.51%	272.5	256.13	6.39%	272.46	153.38	77.64%
PBT	70.06	45.92	52.57%	70.06	76.8	-8.78%	69.63	47.5	46.59%
PBT % to income	26%	28%		26%	30%		26%	31%	
EBIDTA	84.2	58.34	44.33%	84.2	105.52	-20.20%	83.59	57.96	44.22%
EBIDTA % to income	30.90%	35.86%		30.90%	41.20%		30.68%	37.79%	
PAT	59.24	31.81	86.23%	59.24	56.7	4.48%	58.9	33.44	76.14%
PAT % to income	21.74%	19.55%		21.74%	22.14%		21.62%	21.80%	
Net worth	10863.92	10804.68	0.55%	10863.92	10615.75	2.34%	10713.96	10655.05	0.55%
Debt	3206.9	3231.30	1.61%	3206.9	3481.78	-7.89%	2187.68	2206.45	-0.85%
Debt Equity ratio	0.30	0.30		0.30	0.32		0.20	0.21	
EPS -Basic	1.41	0.71		1.41	1.35		1.41	0.75	
- Diluted	1.41	0.71		1.41	1.35		1.41	0.75	
Inventories	13284.48	13078.96	1.57%	13284.48	12601.92	5.42%	10997.99	10905.36	0.85%

Note:

- Cash On Hand: 215.83
- LRD: 75.00
- Net Debt: 2916.07

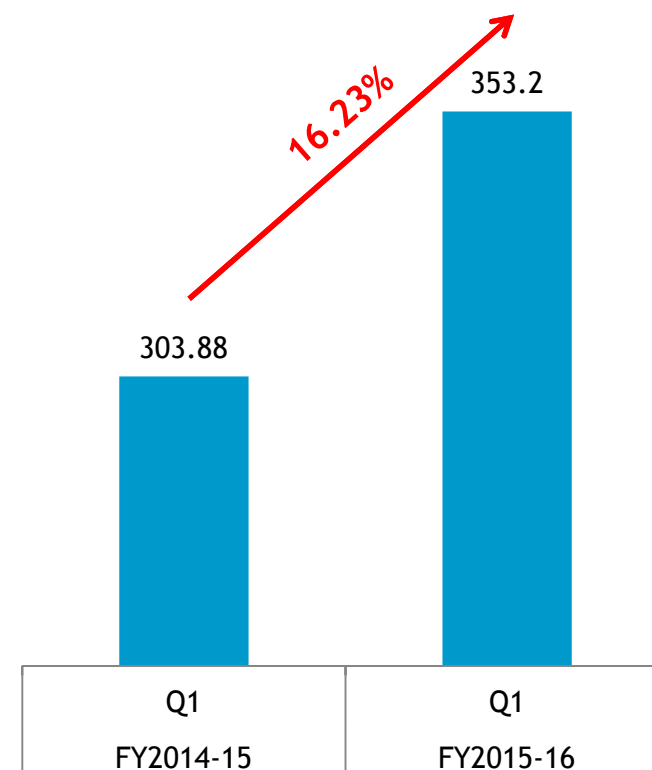
All Figure in INR Crore.

Major Ongoing Project- Sales and Cashflow Status



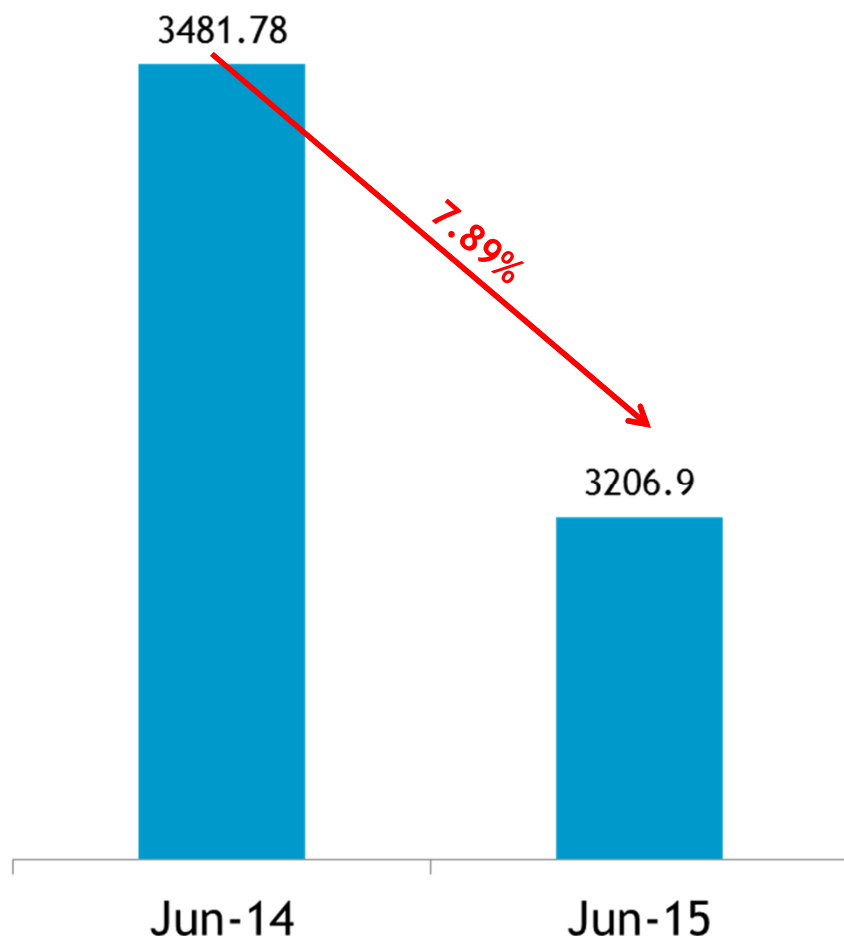
Inventory	Area	Sales Value	Revenue	
	Mn.sq.ft.	INR Cr.	Collected	Balance
Sold	7.35	4262	2767	1494
Unsold	3.45	3796	--	--
Total	10.80	8058	2767	1494

Project	Sales in Q1 FY 15-16	Existing Avg. sales price	Sales Turnover	Customer Collection
	Sq.Ft.	INR	Cr. INR	Cr. INR
Meadows - Phase I	26296	13775	36.22	17.39
Whispering Towers-Phase I	54468	12675	69.04	33.14
Whispering Towers-Phase II	29164	12675	36.96	15.89
Majestic	67029	11275	75.57	44.59
Premier Exotica Phase II	38531	13750	52.98	28.08
Premier Exotica Phase I	43930	13750	60.40	33.22
Palghar Township (Phase I & II)	62903	3500	22.02	9.91
Total	322321		353.20	182.22



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

Consolidated Debt Analysis



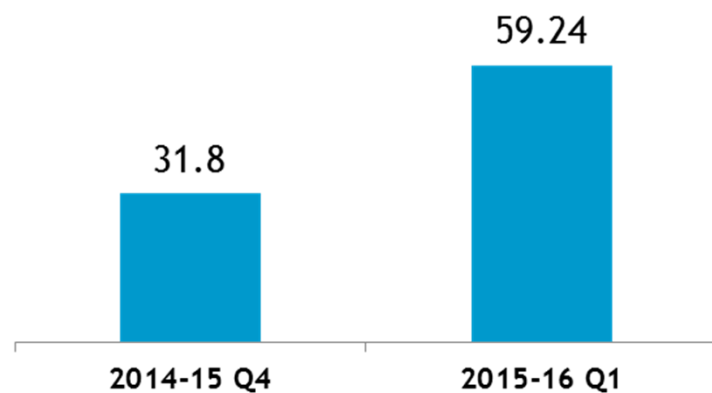
Gross Debt	3206.9
Lease Rental Discounting	75.00
Cash & cash equivalents	215.83
Net Debt	2916.07

- HDIL has reduced its debt by INR 274.88 Cr in last one year an decline of 7.89%
- Net debt as on March 31, 2015 is INR 2916.07 Cr
- Lease rental discounting is on account of rental income of approx 10 Cr every year.
- Cash and cash equivalents includes cash on hand of Rs 190.83 Cr and balance in liquid instruments

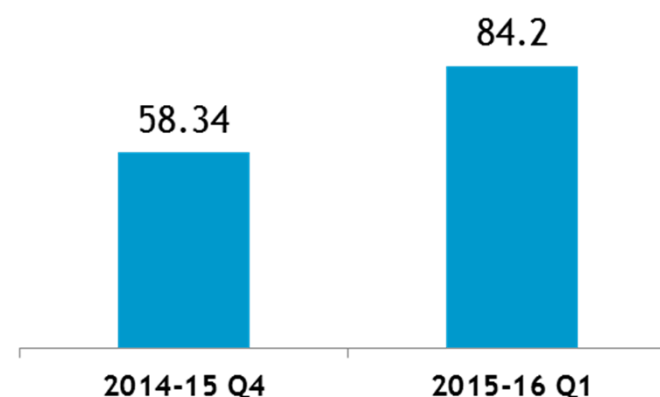
70% of debt has a floating cost, with decrease in interest rates the overall repayment also decrease

All Figure in INR Crore.

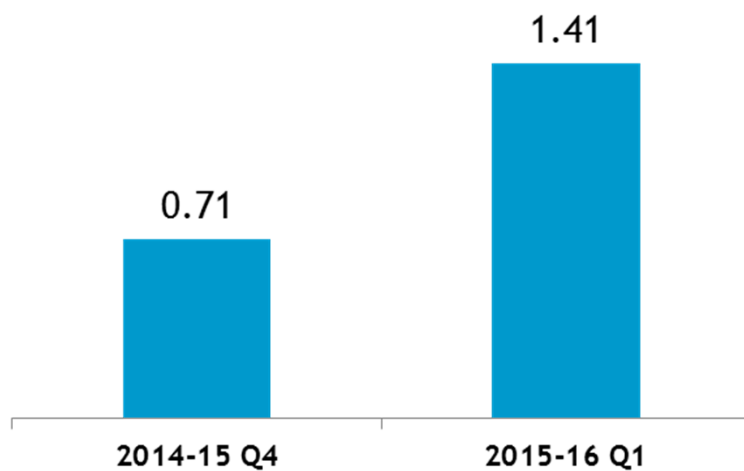
Consolidated Financial Ratios



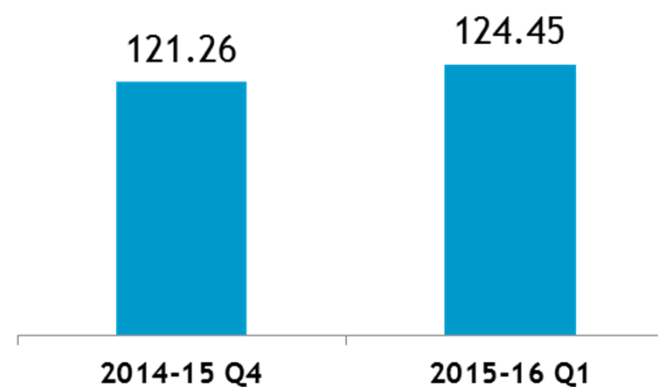
PAT



EBIDTA



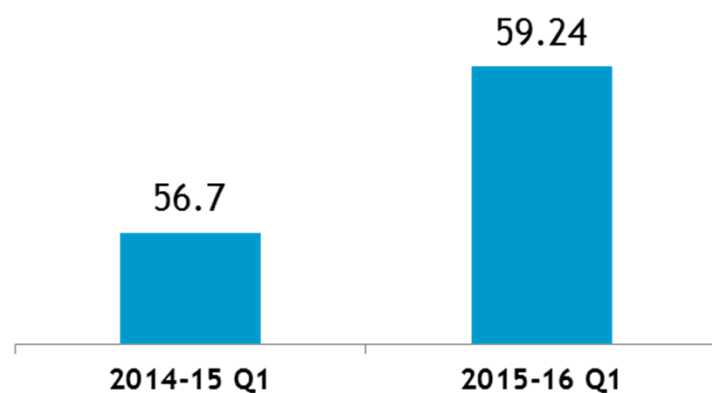
EPS



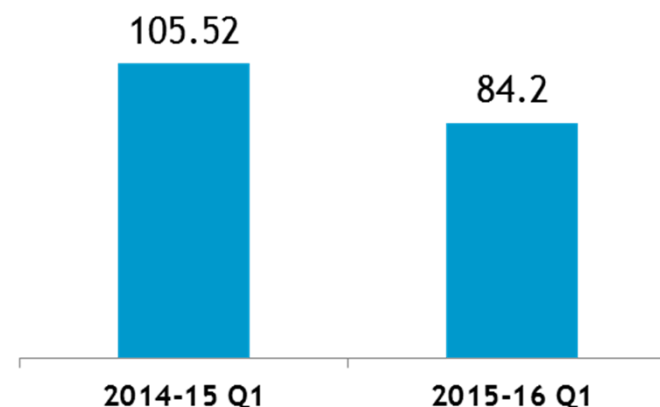
Finance Cost

All Figure in INR Crore.

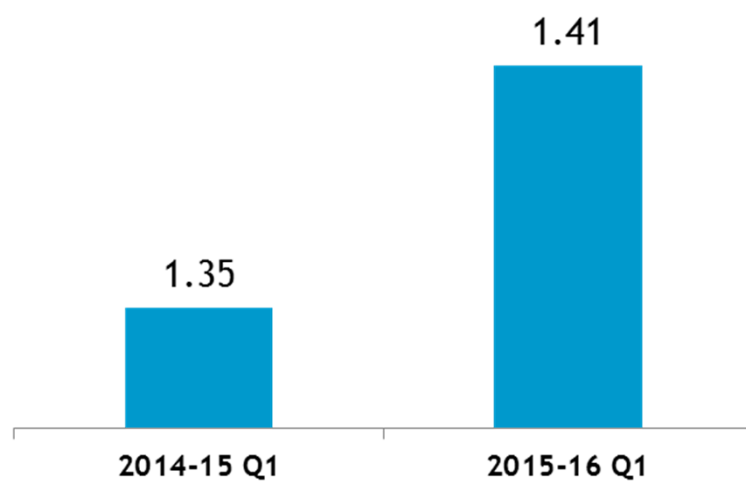
Consolidated Financial Ratios



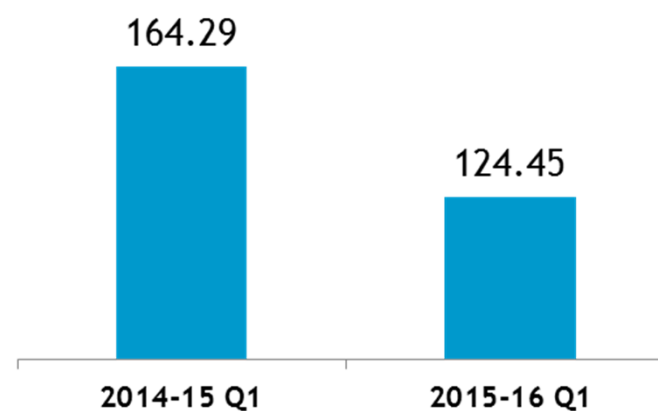
PAT



EBIDTA



EPS



Finance Cost

All Figure in INR Crore.

Consolidated Balance Sheet



Particulars	30th June, 2015 (Unaudited)		30th June, 2014 (Audited)		31st March, 2015 (Audited)	
I. EQUITY AND LIABILITIES						
(1) Shareholders' Funds						
Share capital	4,190,039,860		4,190,039,860		4,190,039,860	
Reserves and surplus	104,449,200,653	108,639,240,513	101,967,461,780	106,157,501,640	103,856,772,143	108,046,812,003
(2) Minority Interest		73,100,214		73,893,183		73,672,691
(3) Non-Current Liabilities						
Long-term borrowings	10,569,356,203		11,292,465,920		10,616,671,060	
Deferred tax liabilities (Net)	189,339,146		200,024,677		189,358,704	
Long term provisions	16,271,756	10,774,967,105	14,113,751	11,506,604,348	16,722,995	10,822,752,759
(4) Current Liabilities						
Short-term borrowings	16,163,066,101		17,075,255,192		16,457,319,243	
Trade payables	4,842,987,166		4,634,098,377		4,464,317,035	
Other current liabilities	34,919,836,386		31,332,097,762		34,169,315,588	
Short-term provisions	2,235,307,259	58,161,196,912	1,619,613,560	54,661,064,891	2,148,837,620	57,239,789,486
Total		177,648,504,744		172,399,064,062		176,183,026,939
II. ASSETS						
(1) Non-current assets						
Fixed assets						
(i) Tangible assets	1,185,581,011		2,245,193,304		1,199,384,767	
(ii) Intangible assets	779,769		10,181,575		926,732	
(iii) Capital work-in-progress	-	1,186,360,780	58,569,509	2,313,944,388	-	1,200,311,499
Goodwill on consolidation		-		53,612,185		-
Non-current investments		1,596,503,096		498,225,787		1,596,503,096
Long term loans and advances		728,766,489		839,548,772		728,277,925
(2) Current assets						
Current investments	89,485,202		1,338,974,988		79,485,202	
Inventories	132,844,889,765		126,019,230,846		130,789,665,668	
Trade receivables	2,738,104,745		3,984,505,598		3,041,733,047	
Cash and bank balances	1,908,327,967		4,388,564,903		1,891,446,976	
Short-term loans and advances	36,556,066,700	174,136,874,379	32,962,456,595	168,693,732,930	36,855,603,526	172,657,934,419
Total		177,648,504,744		172,399,064,062		176,183,026,939

P&L Consolidated



Particulars	Quarter ended 30th June, 2015	Quarter ended 31st March, 2015	Quarter ended 30th June, 2014	Year ended 31st March, 2015
	(Unaudited)	(Audited)	(Audited)	(Audited)
Revenue:				
Revenue from operations	2,667,136,114	1,564,475,903	2,498,672,277	10,224,754,579
Other Income	57,959,719	62,327,977	62,589,273	606,466,288
Total Revenue	2,725,095,833	1,626,803,880	2,561,261,550	10,831,220,867
Expenses :				
Cost of material consumed	2,578,680,303	1,957,973,012	1,145,788,044	7,748,110,835
Changes in inventories of finished goods, work in progress and stock in trade	(2,055,224,094)	(2,348,810,268)	(1,340,642,969)	(6,705,520,873)
Employee benefits expense	97,608,452	100,124,503	99,723,326	411,940,797
Finance costs	1,244,502,545	1,212,611,256	1,642,972,127	5,534,449,193
Depreciation and amortisation expense	15,231,396	46,888,905	41,422,067	153,194,532
Other expenses	143,676,021	198,637,213	203,981,660	711,063,390
Total Expenses	2,024,474,623	1,167,424,621	1,793,244,256	7,853,237,874
Profit before exceptional items and tax	700,621,210	459,379,259	768,017,293	2,977,982,992
Profit before extraordinary items and tax	700,621,210	459,379,259	768,017,293	2,977,982,992
Profit before tax	700,621,210	459,379,259	768,017,293	2,977,982,992
Current tax	108,784,732	136,830,917	181,341,755	791,696,257
Deferred tax	(19,558)	3,617,064	10,715,312	(71,158)
	108,765,174	140,447,981	192,057,067	791,625,099
Profit after tax	591,856,036	318,931,278	575,960,226	2,186,357,893
		318,931,278	575,960,226	2,186,357,893
Less : Minority Interest	(573,440)	119,518	66,485	(155,359)
Profit for the year	592,429,476	318,811,760	575,893,741	2,186,513,252
Earnings per equity share of ` 10/-				
(1) Basic	1.41	0.71	1.37	5.20
(2) Diluted	1.41	0.71	1.37	5.20

Cash flow Consolidated



Particulars

		Quarter ended 30th June, 2015 (Unaudited)	
A Cash flow from operating activities			
Net profit before tax			700,621,210
	Depreciation and amortisation expense	15,231,396	
	Interest expenses	1,244,502,545	
	Interest received	(37,255,387)	
	Loss on sale of fixed assets	-	1,222,478,554
Operating profit before working capital changes			1,923,099,764
	Decrease / (Increase) in inventory	(2,055,224,097)	
	Decrease / (Increase) in trade receivable	303,628,302	
	Decrease / (Increase) in other receivables	299,048,262	
	(Decrease) / Increase in trade and other payables	1,030,435,373	
Net movement in working capital			(422,112,160)
Cash generated from operations			1,500,987,604
Less : Direct taxes paid (net of refunds)			21,688,555
Net cash from operating activities			1,479,299,049
B Cash flows from investing activities			
	(Increase) / Decrease in capital work in progress	-	
	(Increase) / Decrease in investments (net)	(10,000,001)	
	Interest received	37,255,387	
	Purchase of fixed assets	(1,280,677)	
Net cash from investing activities			25,974,709
C Cash flows from financing activities			
	Proceeds from borrowings	215,304,569	
	Repayment of borrowings	(459,194,791)	
	Expenses on increase in authorised share capital	-	
	Interest paid	(1,244,502,545)	
Net cash used in financing activities			(1,488,392,767)
Net increase in cash and cash equivalents (A + B + C)			16,880,991
Cash and cash equivalents at the beginning of the year			1,891,446,976
Cash and cash equivalents at the end of the year			1,908,327,967
Components of cash and cash equivalents as at	Quarter ended		30th June, 2015
Cash on hand			195,081,310
With banks - on current account			68,834,752
- on Unpaid dividend account			1,411,065
- on escrow account			32,681,450
- on deposit account *			1,610,319,390
Total			1,908,327,967

❖ Project Update



Residency Park



Possession commenced, Project fully sold

Metropolis



Possession commencing FY 2015-16, Project fully sold

Premier Exotica Phase I



Saleable Area	Area Sold	Area Unsold	Value of Unsold Units	Construction Status
7,00,000 Sq. Ft.	3,78,560 Sq. Ft.	3,21,440 Sq. Ft.	442 Crore	95 %

Premier Exotica Phase II



Saleable Area	Area Sold	Area Unsold	Value of Unsold Units	Construction Status
8,00,000 Sq. Ft.	3,77,756 Sq. Ft.	4,22,244 Sq. Ft.	581 Crore	80 %

Majestic Tower



Saleable Area	13,00,000 Sq. F.t
Area Sold	6,65,113 Sq. Ft.
Area Unsold	6,34,887 Sq. Ft.
Value of Unsold Units	716 Crore
Construction Status	60 %

Whispering Tower Phase I



Saleable Area	Area Sold	Area Unsold	Value of Unsold Units	Construction Status
12,00,000 Sq. Ft	5,05,072 Sq. Ft.	6,94,928 Sq. Ft.	881 Crore	50 %

Whispering Tower Phase II



Saleable Area	8,00,000 Sq. Ft
Area Sold	3,27,927 Sq. Ft.
Area Unsold	4,72,073 Sq. Ft.
Value of Unsold Units	598 Crore
Construction Status	20 %

Berkeley Square



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

Construction Commenced, Sales to be launched soon

❖ Iconic Project

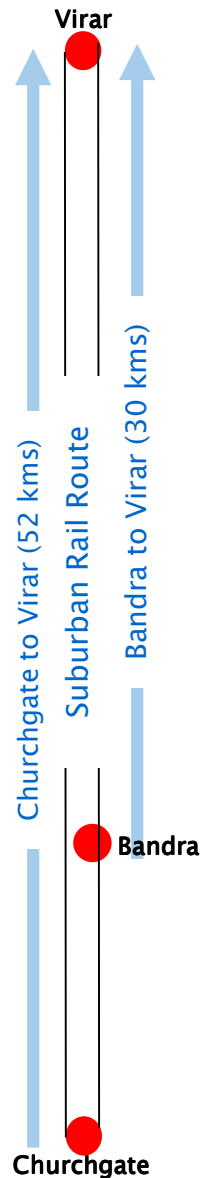




Affordable Housing Project
'Planet HDIL'
550 Acre Township



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

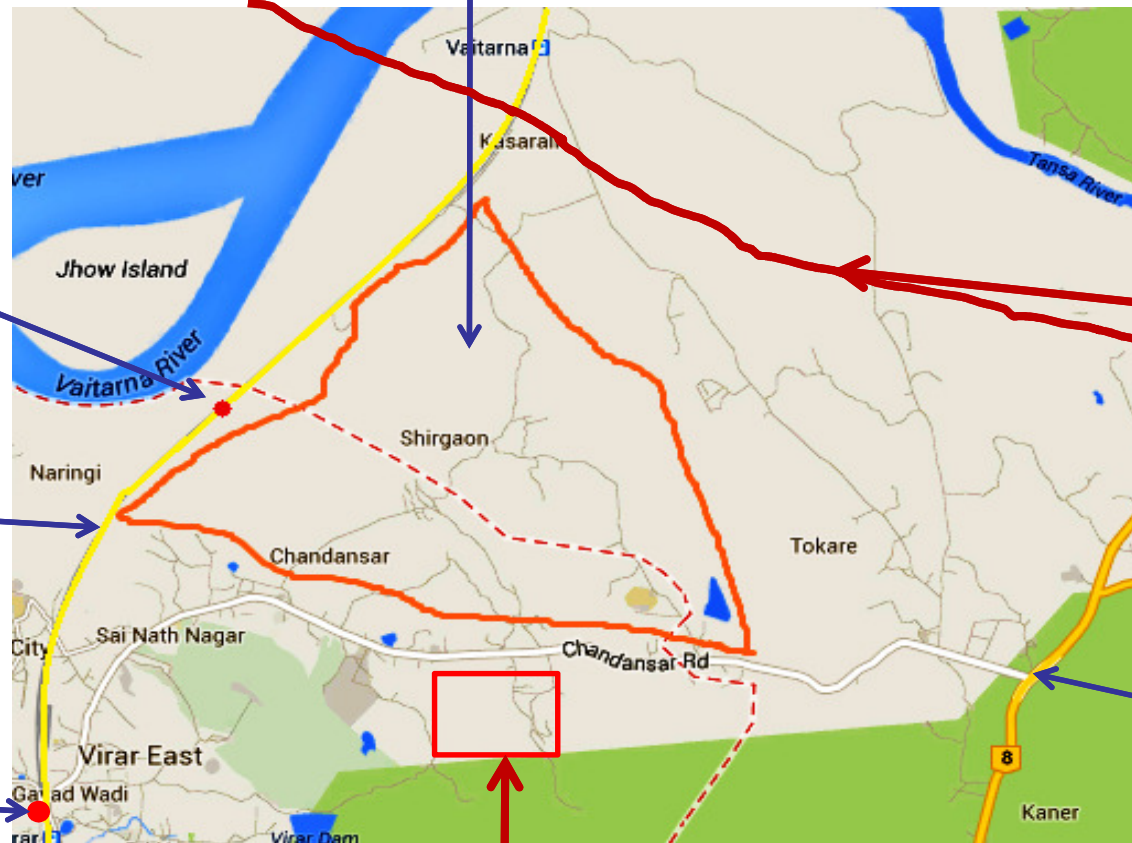
Attached to
proposed railway
station "HDIL City"

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



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

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