



HDIL Creating Value

Microstructures | Megastructures | Infrastructure
Housing Development and Infrastructure Ltd.

Analyst Presentation 4th Quarter 2013-14



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- III. Ongoing Residential Project
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Company Overview



Company History

- Three Decades of Expertise in Real Estate
- HDIL is a listed Entity
- Market Leader in Mumbai Real Estate
- Land Reserves of 245.57 Million Sq. Ft.

Residential Portfolio

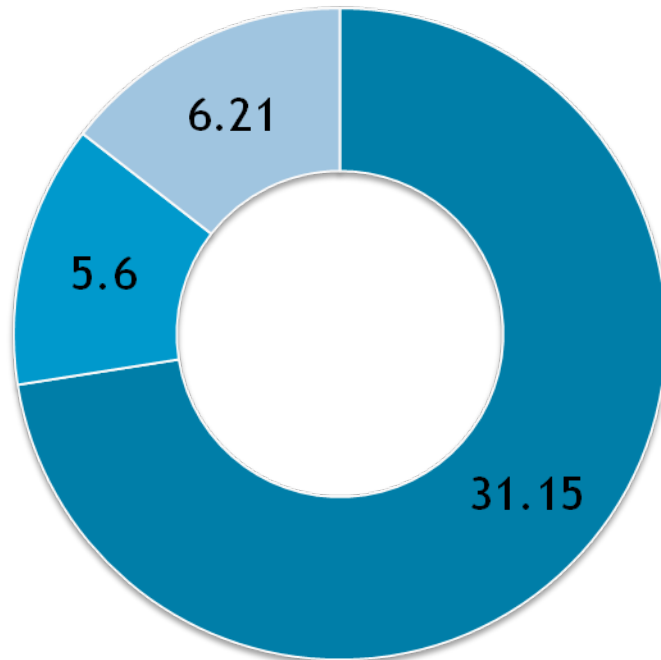
- 23 Ongoing Projects
- 15 Million Sq. Ft. construction complete
- 31.15 Million Sq. Ft. Under construction

Our Leadership

- Executive Chairman
 - **Mr. Rakesh Kumar Wadhawan**
- Vice Chairman & Managing Director
 - **Mr. Sarang Wadhawan**



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



Area in Million sf

- Residential- 72.50%
- Commercial & Retail- 13.04%
- SRA- 14.46%

Residential

- Ongoing Projects– 31,157,810
- Planned Projects- 131,749,589

Commercial

- Ongoing Projects – 5,050,000
- Planned Projects - 6,960,000

Retail

- Ongoing Projects – 549,456
- Planned Projects - 16,727,821

SRA

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

Ongoing Project- Residential



Project	Location	Saleable Area (in sf)	Project Status
Metropolis	Andheri (West)	700,000	Possession in second half of this year
Residency Park - Phase II	Virar (W)	600,000	Possession in second half of this year
Galaxy	Kurla (E)	475,000	Possession Commenced
Residency Park -Phase I	Virar (W)	300,000	Possession Commenced
Planet HDIL Phase I	Virar	15,882,810	All Approvals in Place / FSI sale option
Palghar Township (Phase I & II)	Palghar	5,000,000	Construction in Full Swing
Ekta Nagar	Kandivali (W)	1,500,000	Construction in Full Swing
Majestic	Bhandup (W)	1,300,000	Construction in Full Swing
Meadows - Phase I	Goregaon (W)	1,000,000	Construction in Full Swing
Whispering Towers-Phase I	Mulund	1,200,000	Construction in Full Swing
Whispering Towers-Phase II	Mulund (W)	800,000	Construction in Full Swing
Premier Exotica Phase II	Kurla (W)	800,000	Construction in Full Swing
Berkeley Square	Ghatkopar	900,000	Construction Commenced
Premier Exotica Phase I	Kurla (W)	700,000	Construction in Full Swing
	Total	31,157,810	

❖ Construction Update- Residential Projects



Project Update

Galaxy- Possession Commenced in
First Quarter



Galaxy- Possession Commenced in
First Quarter



Residency Park Phase II- Near Completion Stage



Metropolis- Near Completion Stage

Project Update- Residency Park, Majestic, Whispering.

Majestic- Construction in Full Swing



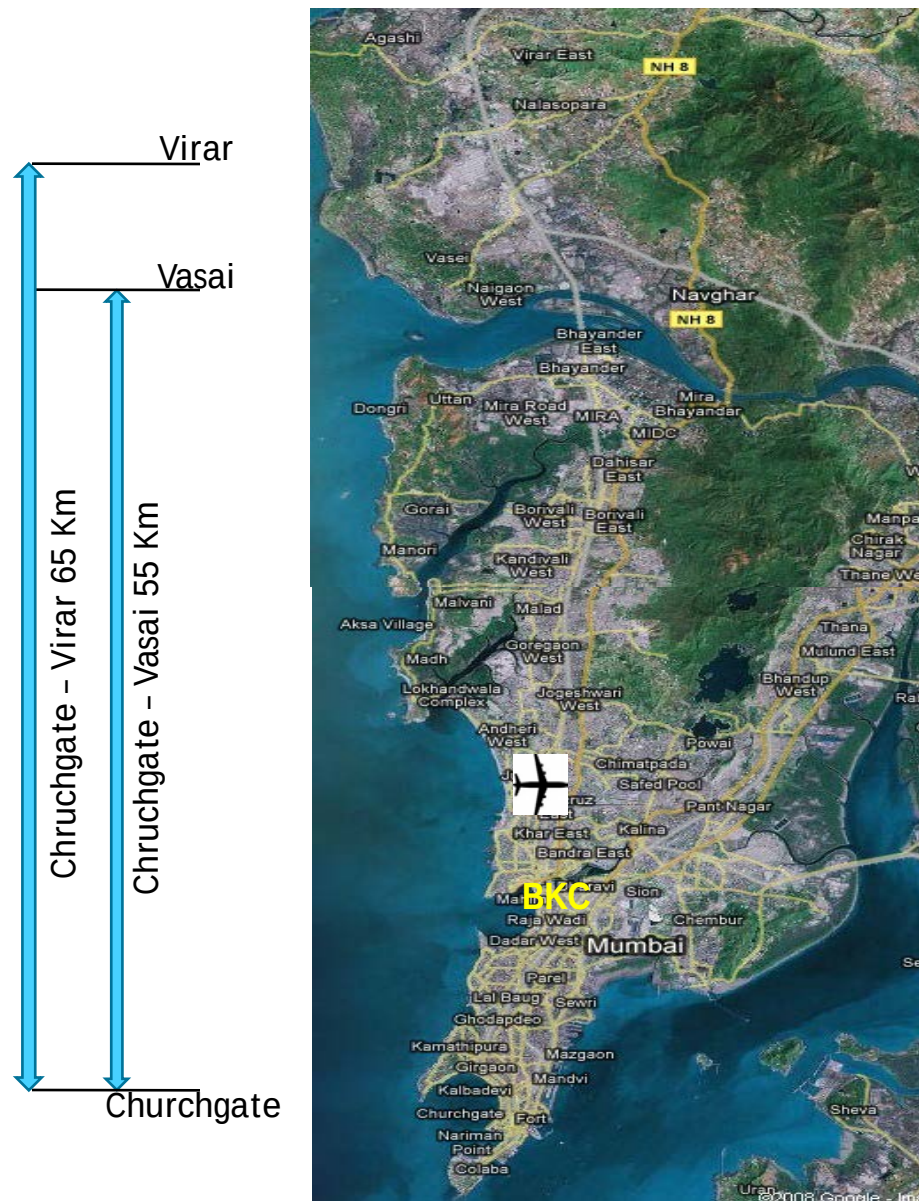
Majestic- Construction in Full Swing



Whispering Towers- Construction in Full Swing

❖ Upcoming New Project

Upcoming Project Planet HDIL & HDIL Golf City



- Vasai –Virar region is also called Upper Mumbai
- Vasai-Virar (Part of Thane district) region is 5th largest population in Maharashtra.
- Thane is part of Mumbai Metropolitan Region and fastest growing district in India.
- Vasai –Virar is seeing a surge in all spheres of Real Estate be it Residential, Commercial, Retail, Hospitality, Entertainment or Amusement.
- Virar-Alibaug corridor, Churchgate-Virar elevated rail corridor are the planned project providing boost to connectivity to the City of Mumbai.
- Vasai-Virar is only city in Maharashtra sanctioned as Satellite city by Govt. of India for Urban Infrastructure Development Scheme.
- Govt. of India has approved a 3000 Acre SEZ project second largest in India.
- All our planned Projects are adjoined to Railway or NH-8 Connecting Mumbai.

Upcoming Project Planet HDIL -Concept

- Planet HDIL is proposed in Virar. Fastest growing area in MMR and preferred residential destination.
- Project is adjoining to Proposed railway station “HDIL City” on Western line.
- 1KM away from NH-8, connecting Mumbai-Ahmedabad.
- Land Cost Fully Paid and under possession of HDIL
- Environment clearance obtained
- Clearance from all local civic bodies for various infrastructure
- Option of sale of FSI



Option of Sale of FSI commencing this year

- **All Approvals in Place**

- **Plot Area-**

- 2,48,76,761 Sq. Ft

- **Construction Area-**

- 5,49,71,909 Sq. Ft.

- **Saleable Area-**

- 7,41,71,577 Sq. Ft.

- **Residential Population Estimated-**

- 3,36,050

- **Employment Generation Estimated-**

- 35,000

- **Open Green Space 15% of plot area-**

- 67,000 Units of Studio, 1BHK, 2BHK flats ranging from 700-1000 Sq. Ft.
- Retail mall will be constructed with a size of 2 Million Sq. Ft.
- Villas, commercial construction of 5 Million Sq. Ft.
- India's First Central park sizing 30 Acres will consist of Artificial lake, 8-Holes Golf Course, Latex bound Jogging track, performance boulevard and Gazebos.
- Parking space for 50,000 cars will be scattered across the whole project.
- 1000 Bed multispecialty Hospital with state of art technology

HDIL Golf City

- Project is adjoining NH-8 and situated in Vasai.
- Project is divided into 2 phases. Phase I, will consist of 18 Hole Golf Course, Villas, Marina, Resorts and Mall. Phase II, will be a integrated township.
- The land cost fully paid and under possession of HDIL.
- Project under Master planning phase and all required proposals are being obtained.
- The project will be designed by world renowned town planners.
- Project is developed as Holiday destination inside the city limits.



HDIL- Golf City is part of Sasunavghar Property Vasai.

Amenities- HDIL Golf City

Golf Course

- International standard 18 Holes Golf Course
- 50,000 Member Contemporary & Stylish Golf Club
- Exclusive Club House, consisting of gym, swimming pools and gazebos.

Golf Villas

- Individually Designed Luxury Villa by world renowned architect
- Partly Covered rooftop with panoramic view of Golf Course
- 300 Villas of Area 5,000-8,000 Sq. Ft.

Marina & Water Sports

- Marina will consist of Promenade, Yacht Club, Water Front Resorts and Water and laser show.
- One of a Kind in Mumbai facilitated with Canoeing, Jet Skiing, Kayaking, Parasailing, Banana Rides Etc
- Marina will also act as port for ferries traversing from South Mumbai

Mall & Entertainment Hub

- 2 Million Sq. Ft. Retail and entertainment mall.
- Company outlets, Multi-Brand Showrooms, Art Galleries and Multiplexes.
- Multipurpose Indoor stadium for sports enthusiast.

Berkeley Square



Project Details

- Saleable Area 900,000 sf
- Luxurious 2BHK, 3BHK & 4 BHK Apartments
- Twin 21 Storey Residential Towers
- 2 BHK's - 84 Nos (1300 - 1315 sq.ft)
- 3 BHK's - 164 Nos (1740 - 2305 sq.ft)
- 4 BHK's - 80 Nos. (2345 - 2680 sq.ft)
- Italian Marble Flooring.
- Modular Kitchen with Granite platform and stainless steel sink, full height ceramic tiles.
- Anodized aluminium sliding French windows, sound proof windows
- Video door phone.
- 3 Basements + Ground + 1 Landscape Garden
- Landscape gardens to include forest garden, bonsai park, water bodies, flower pool etc

Construction Commenced

Sales to launch Soon



❖ Annexure : Results

Key Development: 4th Quarter

1. Income recognized in this quarter from Residential Project located at Kurla & FSI Sales at HC Infracity.
2. Consolidated Cash Flow from operations this quarter is 488.95 Cr
3. Consolidated Debt reduced by 408.41Cr
4. Consolidated Debt stands at 3511.46 Cr
5. Consolidated Net Debt stands at 3284.76 Cr
6. Customer Advances & Collections during the quarter 221 cr
7. Standalone debt Declines by ~22 % and stands at 2441 cr.
8. HDIL Sold 45 % stake in associates company HDIL leisure.
9. New FSI sales concluded during the quarter amounting to 200 cr. Income to be recognized during the current financial year on Project completion basis.



Financial Ratio- Audited



Particulars	Stand alone			Consolidated			Consolidated	
	Quarter Ended			Quarter Ended			Year Ended	
	31-Mar-14	31-Dec-13	Growth %	31-Mar-14	31-Dec-13	Growth %	31-Mar-14	31-Mar-13
Turnover (Net)	165.65	70.99	133.34%	208.93	79.20	163.80%	872.26	1,025.24
Other Income	73.83	28.99	154.67%	50.35	10.42	383.21%	81.38	39.99
Total Income	239.48	99.98	139.53%	259.28	89.62	189.31%	953.64	1,065.23
PBT	122.10	20.94	483.09%	79.38	5.53	1335.44%	189.06	94.08
PBT % to income	50.99%	20.94%		30.62%	6.17%		19.83%	8.83%
EBIDTA	146.51	47.21	210.34%	129.07	49.56	160.43%	380.19	270.26
EBIDTA % to income	61.18%	47.22%		49.78%	55.30%		39.87%	25.37%
PAT	150.44	20.65	628.52%	113.52	5.10	2125.88%	177.57	73.32
PAT % to income	62.82%	20.65%		43.78%	5.69%		18.62%	6.88%
Net worth	10,425.21	10,274.77	1.46%	10,559.05	10,445.51	1.09%	10,559.05	10,382.71
Debt	2,441.83	2,713.25	-10.00%	3,511.46	3,856.24	-8.94%	3,511.46	4,018.43
Debt Equity ratio	0.23	0.26		0.33	0.37		0.33	0.39
EPS -Basic	3.59	0.46		2.71	0.09		4.21	1.75
- Diluted	3.59	0.46		2.71	0.09		4.21	1.75
Inventories	10,596.54	10,846.26	-2.30%	12,467.85	12,606.22	-1.10%	12,467.85	12,042.98

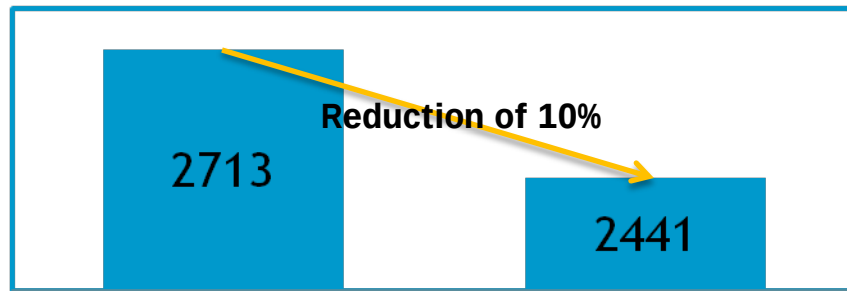
Casdh on hand: 226.70

Net debt
3,284.76

Note: All figures in Cr.

Debt Graphs

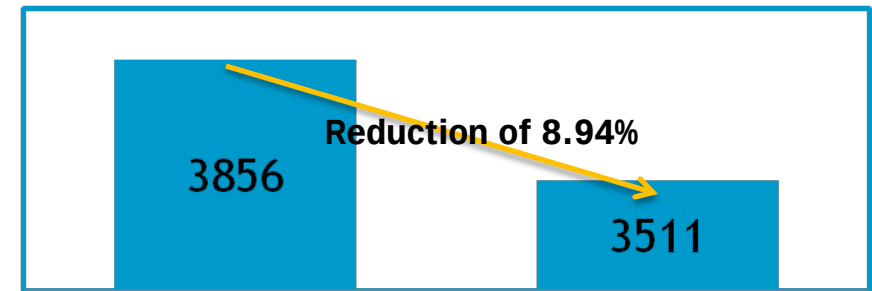
Standalone Debt Quarter on Quarter



31/12/2013

31/03/2014.

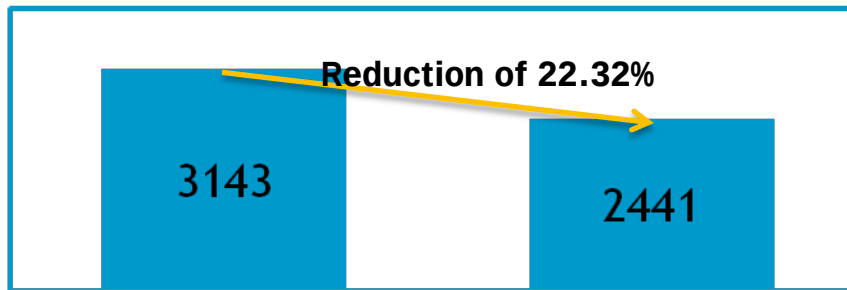
Consolidated Debt Quarter on Quarter



31/12/2013

31/03/2014.

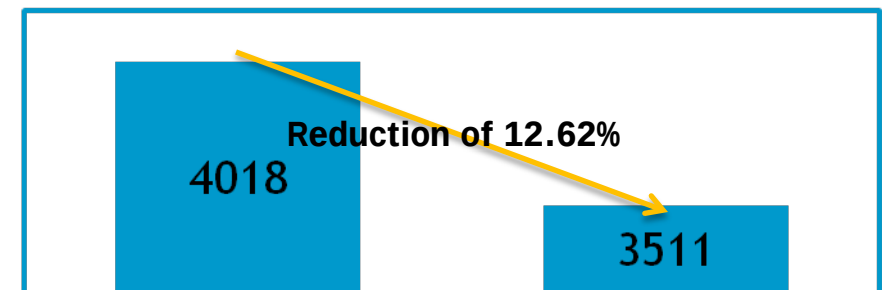
Standalone Debt Year on Year



31/03/2013

31/03/2014

Consolidated Debt Year on Year



31/03/2013

31/03/2014

Consolidated Balance Sheet- Audited



Particulars	As at 31st March, 2014 (Audited) (Amount in `)	
I. EQUITY AND LIABILITIES		
(1) Shareholders' Funds		
(a) Share Capital	4,190,039,860	
(b) Reserves and Surplus	101,400,471,700	105,590,511,560
(2) Minority Interest		
		73,821,394
(3) Non-Current Liabilities		
(a) Long-term borrowings	11,271,184,637	
(b) Deferred tax liabilities (Net)	189,309,365	
(c) Long term provisions	13,674,831	11,474,168,833
(4) Current Liabilities		
(a) Short-term borrowings	16,432,932,858	
(b) Trade payables	4,408,538,410	
(c) Other current liabilities	29,449,416,582	
(d) Short-term provisions	1,440,042,655	51,730,930,505
Total		168,869,432,292
II. ASSETS		
(1) Non-current assets		
(a) Fixed assets		
(i) Tangible assets	2,207,427,918	
(ii) Intangible assets	9,915,961	
(iii) Capital work-in-progress	69,099,550	2,286,443,429
(iv) Intangible assets under development	-	
(b) Goodwill on consolidation		71,482,914
(c) Non-current investments		500,725,787
(c) Deferred tax assets (net)		-
(d) Long term loans and advances		857,336,295
(e) Other non-current assets		-
(2) Current assets		
(a) Current investments	147,148,414	
(b) Inventories	124,678,503,229	
(c) Trade receivables	3,813,955,394	
(d) Cash and bank balances	2,267,065,655	
(f) Short-term loans and advances	34,246,771,175	165,153,443,867
(f) Other current assets	-	
Total		168,869,432,292

Standalone Balance Sheet- Audited



		31st March 2014
Particulars		(Audited)
		(Amount in `)
I. EQUITY AND LIABILITIES		
(1) Shareholders' Funds		
(a) Share Capital	4,190,039,860	
(b) Reserves and Surplus	100,062,061,764	104,252,101,624
(c) Money received against share warrants		
(2) Share application money pending allotment		
(2) Non-Current Liabilities		
(a) Long-term borrowings	3,212,408,874	
(b) Deferred tax liabilities (Net)	170,966,703	
(c) Long term provisions	12,321,636	3,395,697,213
(3) Current Liabilities		
(a) Short-term borrowings	13,795,446,830	
(b) Trade payables	3,932,279,882	
(c) Other current liabilities	31,077,735,067	
(d) Short-term provisions	1,439,659,085	50,245,120,864
Total		157,892,919,701
II. ASSETS		
(1) Non-current assets		
(a) Fixed assets		
(i) Tangible assets	1,747,269,626	
(ii) Intangible assets	1,260,960	
(iii) Capital work-in-progress	13,370,663	1,761,901,249
(iv) Intangible assets under development		
(b) Non-current investments		8,369,334,935
(c) Long term loans and advances		1,882,890
(2) Current assets		
(a) Current investments	67,820,760	
(b) Inventories	105,965,417,346	
(c) Trade receivables	2,549,898,662	
(d) Cash and bank balances	2,045,613,916	
(e) Short-term loans and advances	37,131,049,943	147,759,800,627
Total		157,892,919,701

P&L Consolidated- Audited



Particulars	Note No.	Quarter ended 31st March, 2014 (Audited) (Amount in `)	Quarter ended 31st December, 2013 (Unaudited) (Amount in `)	Quarter ended 31st March, 2013 (Audited) (Amount in `)	Year ended 31st March, 2014 (Audited) (Amount in `)	Year ended 31st March, 2013 (Audited) (Amount in `)
Revenue:						
Revenue from operations	20	2,089,263,677	792,010,641	1,427,175,546	8,722,654,507	10,252,384,947
Other Income	21	503,462,577	104,235,267	128,145,553	813,786,515	399,883,218
Total Revenue		2,592,726,254	896,245,908	1,555,321,099	9,536,441,021	10,652,268,165
Expenses :						
Cost of material consumed	22	1,597,436,320	2,284,721,104	1,506,213,765	6,141,119,666	4,549,705,761
Changes in inventories of finished goods, work in progress and stock in trade	23	(1,894,845,917)	(3,787,962,736)	(3,260,691,741)	(7,527,450,582)	(8,656,330,697)
Employee benefits expense	24	97,817,517	104,443,708	89,391,156	401,388,130	356,859,725
Finance costs	25	1,693,647,352	1,852,051,042	1,789,838,410	7,072,930,264	6,923,032,663
Depreciation and amortisation expense	11	199,193,422	184,880,235	209,009,230	785,746,516	845,397,226
Other expenses	26	194,622,345	202,723,723	476,914,598	861,052,819	1,272,936,604
Transfer to Investment		(88,977,655)	-	-	(88,977,655)	-
Total Expenses		1,798,893,384	840,857,076	810,675,418	7,645,809,159	5,291,601,282
Profit before exceptional items and tax		793,832,870	55,388,832	744,645,681	1,890,631,862	5,360,666,883
Exceptional Items		-	-	(4,419,844,632)	-	(4,419,844,632)
Profit before tax		793,832,870	55,388,832	(3,675,198,951)	1,890,631,862	940,822,251
Tax expense:						
Current tax		(356,341,410)	1,878,455	(892,229,799)	90,571,887	179,622,928
Deferred tax		13,295,438	2,729,418	16,541,312	23,168,429	25,546,549
		(343,045,972)	4,607,873	(875,688,487)	113,740,316	205,169,477
Profit after tax		1,136,878,842	50,780,959	(2,799,510,464)	1,776,891,546	735,652,774
Less : Minority Interest		1,712,845	(234,643)	26,487	1,240,883	(466,524)
Add: Share of profit/(loss) of Associates		37,584	(54,820)	33,865	-	(2,898,668)
Profit for the period/year		1,135,203,581	50,960,782	(2,799,503,086)	1,775,650,663	733,220,630
Earnings per equity share of ` 10/-	27					
(1) Basic		2.71	0.09	(6.68)	4.21	1.75
(2) Diluted		2.71	0.09	(6.68)	4.21	1.75

P&L Standalone- Audited



Particulars	Quarter ended 31st March, 2014	Quarter ended 31st December, 2013	Quarter ended 31st March, 2013	Year ended 31st March, 2014	Year ended 31st March, 2013
	(Unaudited) (Amount in `)	(Unaudited) (Amount in `)	(Audited) (Amount in `)	(Audited) (Amount in `)	(Audited) (Amount in `)
Revenue:					
Revenue from operations	1,656,483,416	709,879,813	1,327,688,906	7,707,926,771	9,805,313,925
Other Income	738,335,531	289,876,474	436,667,965	1,696,500,424	1,730,818,810
Total Revenue	2,394,818,947	999,756,287	1,764,356,871	9,404,427,195	11,536,132,735
Expenses:					
Cost of material consumed	599,214,674	2,132,120,237	892,774,970	4,182,640,641	3,117,191,219
Changes in inventories of finished goods and work-in-progress	(781,465,575)	(2,892,064,775)	(1,964,093,317)	(3,364,870,831)	(4,607,598,627)
Employee benefits expense	87,266,824	91,748,791	77,090,406	357,711,696	317,403,278
Finance costs	1,144,501,550	1,312,677,530	1,408,735,910	5,096,406,656	5,677,706,676
Depreciation and amortisation expense	19,266,961	19,665,353	19,159,332	78,006,290	78,197,632
Other expenses	105,224,517	126,195,629	425,083,892	499,233,559	882,306,183
Total Expenses	1,174,008,951	790,342,765	858,751,193	6,849,128,011	5,465,206,361
Profit before exceptional items and tax	1,220,809,996	209,413,522	905,605,678	2,555,299,184	6,070,926,374
Exceptional Items	-	-	(4,419,844,632)	-	(4,419,844,632)
Profit before tax	1,220,809,996	209,413,522	(3,514,238,954)	2,555,299,184	1,651,081,742
Tax expense:					
Current tax :					
Income tax	(294,913,219)	-	(894,582,333)	87,500,000	176,717,667
Deferred tax charge	11,286,273	2,899,417	3,156,632	19,305,652	20,564,820
	(283,626,946)	2,899,417	(891,425,701)	106,805,652	197,282,487
Profit for the period/year	1,504,436,942	206,514,105	(2,622,813,253)	2,448,493,532	1,453,799,255
Earnings per equity share of ` 10/- each					
Basic	3.59	0.46	(6.26)	5.81	3.46
Diluted	3.59	0.46	(6.26)	5.81	3.46

Cash flow Consolidated- Audited



Particulars		Quarter ended 31st March, 2014 (Audited) (Amount in `)
A	Cash flow from operating activities	
	Net profit before tax	793,832,870
	Adjustments for :	
	(1) Depreciation and amortisation expense	199,193,422
	(2) Interest expenses	1,693,647,352
	(3) Profit on sale of fixed assets	-
	(4) Interest received	(56,418,676)
	(5) Dividend received	-
	(6) Loss/(profit) on sale of investments	(445,500,000)
	(7) Fixed asset discarded	-
	(8) Loss on sale of fixed assets	506,906
	Operating profit before working capital changes	1,391,429,004
	Movements in working capital :	2,185,261,874
	Decrease / (Increase) in inventory	1,383,764,274
	Decrease / (Increase) in trade receivable	1,185,368,755
	Decrease / (Increase) in other receivables	294,217,501
	(Decrease) / Increase in trade and other payables	(132,581,393)
	Net movement in working capital	2,730,769,137
	Cash generated from operations	4,916,031,011
	Less : Direct taxes paid (net of refunds)	26,498,637
	Net cash from operating activities	4,889,532,374
B	Cash flows from investing activities	
	(1) (Increase) / Decrease in capital work in progress	(106,410,099)
	(2) (Increase) / Decrease in investments (net)	(26,099,999)
	(3) Interest received	56,418,676
	(4) Dividend received	-
	(5) Purchase of fixed assets	(5,099,986)
	(6) Loss/(profit) on sale of investments	445,500,000
	(7) Sale of fixed assets	-
	Net cash from investing activities	364,308,592
C	Cash flows from financing activities	
	(1) Proceeds from borrowings	636,243,690
	(2) Repayment of borrowings	(4,084,122,029)
	(3) Increase in share capital from minority shareholders	-
	(4) Share issue expenses	-
	(5) Interest paid	(1,693,647,352)
	Net cash used in financing activities	(5,141,525,691)
	Net increase in cash and cash equivalents (A + B + C)	112,315,275
	Cash and cash equivalents at the beginning of the year	2,154,750,380
	Cash and cash equivalents at the end of the year	2,267,065,655
		Quarter ended 31st March, 2014
	Components of cash and cash equivalents as at	
	Cash on hand	120,307,712
	With banks - on current account	113,141,317
	- on escrow account	2,026,438
	- on deposit account *	2,031,590,188
	Total	2,267,065,655

Cash flow Standalone- Audited



Quarter ended 31st March, 2014

(Audited)
(Amount in `)

A Cash flow from operating activities		
Net profit before tax		1,220,809,996
Adjustments for :		
(1) Depreciation and amortisation expense	19,266,961	
(2) Interest expenses	1,144,501,550	
(3) Interest received	(291,813,484)	
(4) Dividend received	-	
(5) Profit on sale of fixed assets	-	
(6) Loss on sale of fixed assets	473,573	
(7) Fixed asset discarded	-	
(8) Loss/(profit) on sale of investments	(445,500,000)	426,928,600
Operating profit before working capital changes		1,647,738,596
Movements in working capital :		
Decrease / (Increase) in inventory	2,497,226,315	
Decrease / (Increase) in trade receivable	(279,937,488)	
Decrease / (Increase) in other receivables	175,631,575	
(Decrease) / Increase in trade and other payables	(829,314,306)	
Net movement in working capital		1,563,606,096
Cash generated from operations		3,211,344,692
Less : Direct taxes paid (net of refunds)		22,521,296
Net cash from operating activities		3,188,823,396
B Cash flows from investing activities		
(1) (Increase) / Decrease in capital work in progress	(12,826,936)	
(2) (Increase) / Decrease in investments (net)	(35,750,000)	
(3) Interest received	291,813,484	
(4) Dividend received	-	
(5) Purchase of fixed assets	(3,304,087)	
(6) Profit on sale of investments	445,500,000	
(7) Sale of fixed assets	-	
Net cash from investing activities		685,432,461
C Cash flows from financing activities		
(1) Proceeds from borrowings	255,575,150	
(2) Repayment of borrowings	(2,969,746,109)	
(3) Interest paid	(1,144,501,550)	
Net cash used in financing activities		(3,858,672,509)
Net increase in cash and cash equivalents (A + B + C)		15,583,348
Cash and cash equivalents at the beginning of the period/year		2,030,030,568
Cash and cash equivalents at the end of the period/year		2,045,613,916
Components of cash and cash equivalents as at		31st March 2014
Cash on hand		3,956,646
With banks - on current account		8,157,514
- on Escrow account		2,026,438
- on deposit account *		2,031,473,318
Total		2,045,613,916

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For further information please log on to <http://www.hdil.in/> or contact:

Mr. Shriram Totala/ Ms. Vidya Morajkar

Tel: +91 (22) 67888000

Email: shriram.totala@hdil.in / vidya.morajkar@hdil.in

Mr. Siddharth Kumar / Mr. Debdoot Majumder

Mobile: +91 9833933447 / 9619321119

Email: siddharth.kumar@adfactorspr.com / debdoot.majumder@adfactorspr.com