# 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 *227.43 million sq. ft. (saleable area) as on 31st October, 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 104 million sq. ft. sale area of projects under construction
  - 22 ongoing projects with a combination of Residential, Commercial & SRA
  - Residential Portfolio of approx. 53 million sq.ft
  - More than 14 million sq. ft. of Residential apartments sold

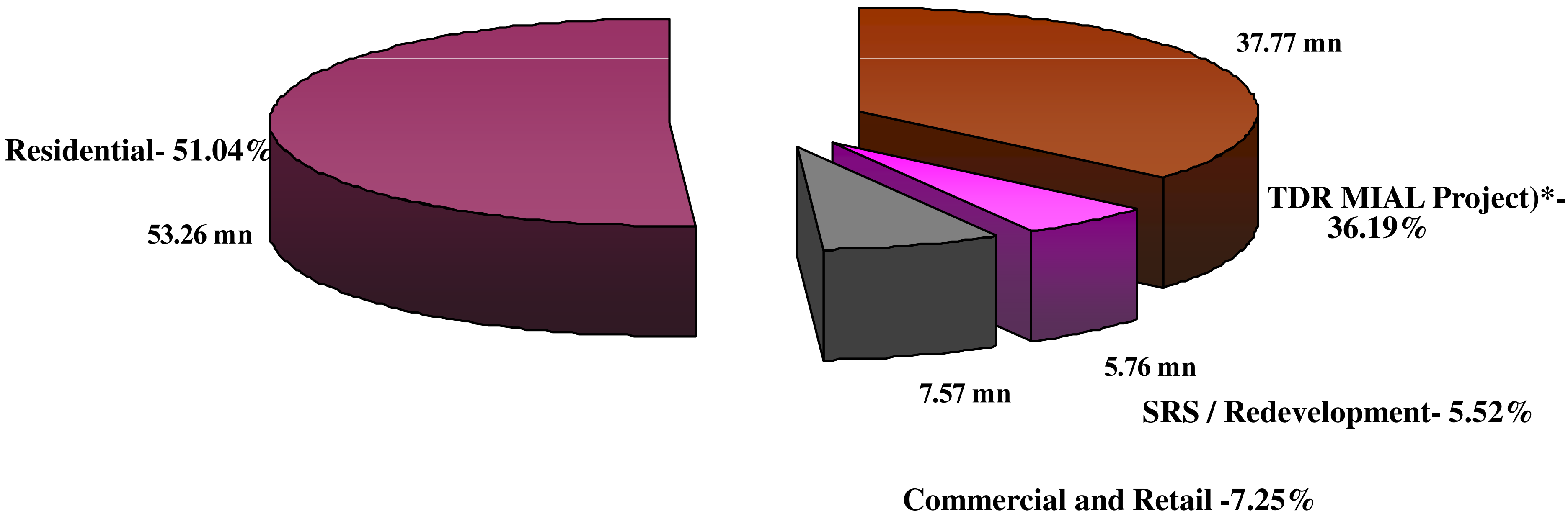
**Strong track record of performance, consistent growth and profitability**

* Company estimates

# Diversified Project Mix

## Ongoing Projects (Saleable Area)

### Segment wise Project Breakup




* Includes proposed TDR for Phase III

**22 Ongoing Projects aggregating 104.36 million sq. ft.**

# Ongoing Projects-Residential

## Residential Projects as on 31st October 12

| Project | Location | Saleable Area (in sf) |
|---|---|---|
| Premier Residency- Phase I | Kurla | 1,000,000 |
| Metropolis | Andheri | 700,000 |
| Harmony | Oshiwara | 43,858 |
| Galaxy | Kurla | 475,000 |
| Majestic | Bhandup | 1,300,000 |
| Residency Park - Phase I | Virar | 1,250,000 |
| Residency Park - Phase II | Virar | 600,000 |
| Meadows Phase I | Goregaon | 1,000,000 |
| Premier Exotica – Phase I | Kurla | 700,000 |
| Premier Exotica - Phase II | Kurla | 800,000 |
| Whispering Towers- Phase I | Mulund | 800,000 |
| Paradise City (Phase I and II) | Palghar | 5,000,000 |
| Whispering Towers- Phase II | Mulund | 800,000 |
| Mega Township Virar II (Kopari) | Virar | 15,882,810 |
| **Total** | | **30,351,668** |

**Total Residential Portfolio of Approx. 53.26 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 |
| 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** | | **22,908,476** | |

**Total Residential Portfolio of Approx. 53.26 mn sq.ft**

# Ongoing Projects- Commercial and Retail

## Commercial and Retail Projects as of 31st October 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 31st October 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


# New Launch - Residency Park - II, Virar (West)


- Launched on 26th October'12
- Total saleable area 600,000 sq.ft.
- Launch rate of Rs. 3950 / sq.ft + floor rise.
- Elegantly designed 1, 2, & 3 Apartments with all ultra modern amenities and shops also available .
- 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 available

# New Launch - Premier Exotica, Phase II Kurla (West)


- 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

# Update on Changes at Kurla Premier - Commercial & Retail

## 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.

**TDR Expected in < 6 Months**

## 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 % | |
| | 9/30/2012 | 6/30/2012 | | 9/30/2012 | 6/30/2011 | | 9/30/2012 |
| Turnover (Net) | 246.4 | 191.12 | 28.92% | 246.4 | 151.14 | 63.03% | 258.55 |
| Other Income | 59.15 | 26.6 | 122.37% | 59.15 | 35.02 | 68.90% | 8.87 |
| **Total Income** | **305.55** | **217.72** | 40.34% | **305.55** | **186.16** | 64.13% | **267.42** |
| | | | | | | | |
| **PBT&E** | **182.74** | **143.67** | 27.20% | **182.74** | **80.2** | 127.86% | **165.01** |
| PBT % to income | 59.81% | 65.99% | | 59.81% | 43.08% | | 61.70% |
| | | | | | | | |
| **EBIDTA** | **209.5** | **166.98** | 25.46% | **209.5** | **101.1** | 107.22% | **210.79** |
| EBIDTA % to income | 68.56% | 76.69% | | 68.56% | 54.31% | | 78.82% |
| | | | | | | | |
| **PAT** | **158.56** | **123.47** | 28.42% | **158.56** | **57.3** | 176.72% | **140.54** |
| PAT % to income | 51.89% | 56.71% | | 51.89% | 30.78% | | 52.55% |
| | | | | | | | |
| Net worth | 10,318.42 | 10,159.85 | 1.56% | 10,318.42 | 9,906.46 | 4.16% | 10,555.42 |
| Debt | 3,669.44 | 3,684.27 | -0.40% | 3,669.44 | 4,047.41 | -9.34% | 4,025.01 |
| Debt Equity ratio | 0.36 | 0.36 | | 0.36 | 0.41 | | 0.38 |
| EPS -Basic | 3.78 | 2.94 | | 3.78 | 1.37 | | 3.36 |
| - Diluted | 3.78 | 2.94 | | 3.78 | 1.35 | | 3.36 |
| Inventories | 10,805.85 | 10,736.95 | 0.64% | 10,805.85 | 10,484.53 | 3.06% | 11,992.82 |

*** Consolidated

Cash as on 30/09/2012: Rs. 226.96 Crores

Net Debt- Rs. 3801.05 Crores

Net Debt/Equity- 0.36

# Quarterly Highlights- Financials (Standalone)

HDIL

1. Standalone turnover and profit is 100 % from FSI sales in Virar.
2. Turnover increased by approx 40.34 % to Rs 305.55 Crores as compared to previous quarter ended 30th June 2012
3. PBT increased by approx 27.2% and stands Rs 182.74 Crores
4. EBITDA margin stands at 68.57% to Rs 209.5 Crores
5. PAT improved by 28.42 %, due to margins improvement on FSI sales and stands at Rs 158.56 crores
6. Consolidated Net Debt stands at Rs 3801.05 Crores as on 30th September 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 3576.05 Crores

**HDIL follows Project Completion Method of Accounting**

# Improving Outlook

1. Overall real estate projects approvals have improved leading to launch of 2 new projects over the last 4 months. Outlook for residential segment across MMR have improved

2. Liquidity has improved due to CRR cut from RBI and declined mortgaged rates .

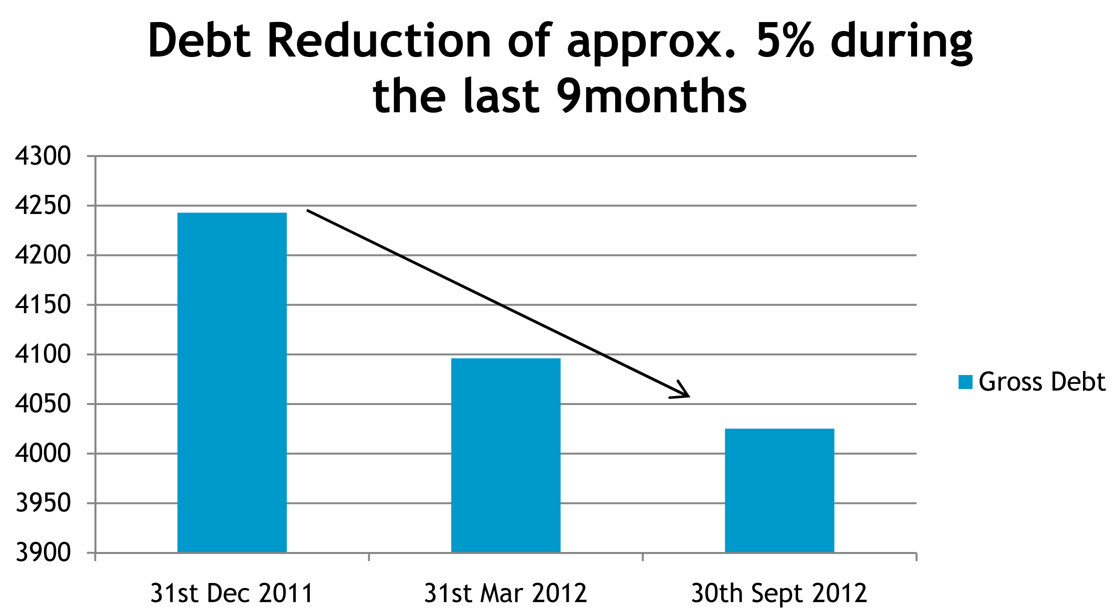
3. Approval process have improved, leading to improved cash flow realization from FSI sales concluded in past.

4. Pantnagar Project in Ghatkopar to be launched shortly

5. Added approximately 16 mn sq.ft in Kopari, Virar. Project will enhance FSI sale vertical in next 6-12 months.

# Financial Highlights- Debt Reduction (Consolidated)

| As On | Gross Debt (Rs. Crores) |
|---|---|
| 31st Dec11 | 4243 |
| 31st March12 | 4096 |
| 30th Sept12 | 4025 |




**Consolidated Gross Debt Reduced by 218 Crores in the last 9 months (Approx. 5%)**

# Housing Development and Infrastructure Limited
## Standalone Unaudited Balance Sheet as at 30/09/2012

| Particulars | Note No. | 30th September, 2012 (Unaudited) (Amount in `) | |
|---|---|---|---|
| **I. EQUITY AND LIABILITIES** | | | |
| **(1) Shareholders' Funds** | | | |
| (a) Share Capital | 2 | 4,190,039,860 | |
| (b) Reserves and Surplus | 3 | 98,994,188,037 | |
| (c) Money received against share warrants | 4 | - | 103,184,227,897 |
| **(2) Non-Current Liabilities** | | | |
| (a) Long-term borrowings | 5 | 12,774,500,000 | |
| (b) Deferred tax liabilities (Net) | 6 | 138,950,483 | |
| (c) Long term provisions | 7 | 15,184,101 | 12,928,634,584 |
| **(3) Current Liabilities** | | | |
| (a) Short-term borrowings | 8 | 17,382,407,754 | |
| (b) Trade payables | 9 | 3,863,620,440 | |
| (c) Other current liabilities | 10 | 27,533,483,051 | |
| (d) Short-term provisions | 11 | 1,931,470,723 | 50,710,981,968 |
| **Total** | | | **166,823,844,449** |
| **II.ASSETS** | | | |
| **(1) Non-current assets** | | | |
| (a) Fixed assets | 12 | | |
| (i) Tangible assets | | 1,682,342,876 | |
| (ii) Intangible assets | | 28,455,613 | |
| (iii) Capital work-in-progress | | 67,615,870 | 1,778,414,359 |
| (b) Non-current investments | 13 | | 7,859,120,365 |
| **(2) Current assets** | | | |
| (a) Current investments | 14 | 5,100,000,000 | |
| (b) Inventories | 15 | 108,058,512,849 | |
| (c) Trade receivables | 16 | 3,643,380,797 | |
| (d) Cash and bank balances | 17 | 2,240,705,438 | |
| (e) Short-term loans and advances | 18 | 38,143,710,641 | 157,186,309,725 |
| **Total** | | | **166,823,844,449** |

# Housing Development and Infrastructure Limited

## Standalone Profit and Loss Statement as on 30/09/2012

| Particulars | Note No. | 30th September, 2012 (Quarter) (Unaudited) (Amount in `) | 30th June, 2012 (Quarter) (Unaudited) (Amount in `) | 30th September, 2011 (Quarter) (Unaudited) (Amount in `) | 30th September, 2012 (Six months) (Unaudited) (Amount in `) |
|---|---|---|---|---|---|
| **Revenue:** | | | | | |
| Revenue from operations | 21 | 2,464,074,898 | 1,911,225,180 | 1,511,466,854 | 4,375,300,078 |
| Other Income | 22 | 591,501,026 | 266,040,981 | 350,257,931 | 857,542,007 |
| **Total Revenue** | | **3,055,575,924** | **2,177,266,161** | **1,861,724,785** | **5,232,842,085** |
| **Expenses:** | | | | | |
| Cost of material consumed | 23 | 310,186,358 | 785,961,354 | 1,732,967,830 | 1,096,147,712 |
| Changes in inventories of finished goods and work-in-progress | 24 | (688,982,883) | (1,678,045,556) | (2,548,481,841) | (2,367,028,439) |
| Employee benefits expense | 25 | 79,644,074 | 81,303,148 | 104,660,387 | 160,947,222 |
| Finance costs | 26 | 1,375,593,138 | 1,365,851,741 | 1,460,553,735 | 2,741,444,879 |
| Depreciation and amortisation expense | 12 | 19,740,763 | 19,594,841 | 20,945,630 | 39,335,604 |
| Other expenses | 27 | 131,991,760 | 165,941,264 | 288,980,841 | 297,933,025 |
| **Total Expenses** | | **1,228,173,210** | **740,606,792** | **1,059,626,582** | **1,968,780,003** |
| **Profit before tax** | | **1,827,402,714** | **1,436,659,369** | **802,098,203** | **3,264,062,082** |
| **Tax expense:** | | | | | |
| Current tax : | | | | | |
| Income tax | | 239,700,000 | 196,100,000 | 222,500,000 | 435,800,000 |
| Deferred tax | | 2,015,106 | 5,839,146 | 6,551,958 | 7,854,252 |
| | | **241,715,106** | **201,939,146** | **229,051,958** | **443,654,252** |
| **Profit for the period / year** | | **1,585,687,608** | **1,234,720,223** | **573,046,245** | **2,820,407,830** |
| **Earnings per equity share of ` 10/- each** | | | | | |
| Basic | | 3.78 | 2.94 | 1.37 | 6.73 |
| Diluted | | 3.78 | 2.94 | 1.35 | 6.73 |

# Housing Development and Infrastructure Limited
## Standalone Cash Flow Statement for the period ended 30/09/2012

| | | | | 30th September, 2012 (Quarter) (Unaudited) (Amount in `) |
|---|---|---|---|---|
| A | **Cash flow from operating activities** | | | |
| | Net profit before tax | | | 1,827,402,714 |
| | Adjustments for : | | | |
| | (1) | Depreciation and amortisation expense | 19,740,763 | |
| | (2) | Interest expenses | 1,375,593,138 | |
| | (3) | Profit on sale of fixed assets | - | |
| | (4) | Interest received | (590,884,126) | |
| | (5) | Dividend received | (572,400) | |
| | (6) | Loss on sale of fixed assets | 853,313 | |
| | (7) | Loss on sale of investments | - | 804,730,688 |
| | Operating profit before working capital changes | | | 2,632,133,402 |
| | Movements in working capital : | | | |
| | | Decrease / (Increase) in inventory | (688,982,883) | |
| | | Decrease / (Increase) in trade receivable | (273,496,108) | |
| | | Decrease / (Increase) in other receivables | (1,147,968,250) | |
| | | (Decrease) / Increase in trade and other payables | 420,192,535 | |
| | Net movement in working capital | | | (1,690,254,706) |
| | Cash generated from operations | | | 941,878,696 |
| | Less : Direct taxes paid (net of refunds) | | | 93,606,234 |
| | **Net cash from operating activities** | | | **848,272,462** |
| B | **Cash flows from investing activities** | | | |
| | (1) | (Increase) / Decrease in capital work in progress | (631,716) | |
| | (2) | (Increase) / Decrease in investments (net) | 20,500,000 | |
| | (3) | Interest received | 590,884,126 | |
| | (4) | Dividend received | 572,400 | |
| | (5) | Purchase of fixed assets | (74,553) | |
| | (6) | Sale of fixed assets | 941,841 | |
| | **Net cash from investing activities** | | | **612,192,098** |
| C | **Cash flows from financing activities** | | | |
| | (1) | Proceeds from borrowings | 19,480,142 | |
| | (2) | Repayment of borrowings | (167,837,518) | |
| | (3) | Proceeds from share warrants | - | |
| | (4) | Interest paid | (1,375,593,138) | |
| | **Net cash used in financing activities** | | | **(1,523,950,514)** |
| | Net increase in cash and cash equivalents (A + B + C) | | | (63,485,954) |
| | Cash and cash equivalents at the beginning of the period / year | | | 2,304,191,392 |
| | Cash and cash equivalents at the end of the period / year | | | 2,240,705,438 |

| Components of cash and cash equivalents as at | 30th September, 2012 |
|---|---|
| Cash on hand | 236,281,555 |
| With banks - on current account | 36,011,811 |
| - on Escrow account | 73,315 |
| - on deposit account | 1,968,338,757 |
| **Total** | **2,240,705,438** |

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HDIL Creating Value

Microstructures | Megastructures | Infrastructure

Housing Development and Infrastructure Ltd.

The new face of real estate

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