

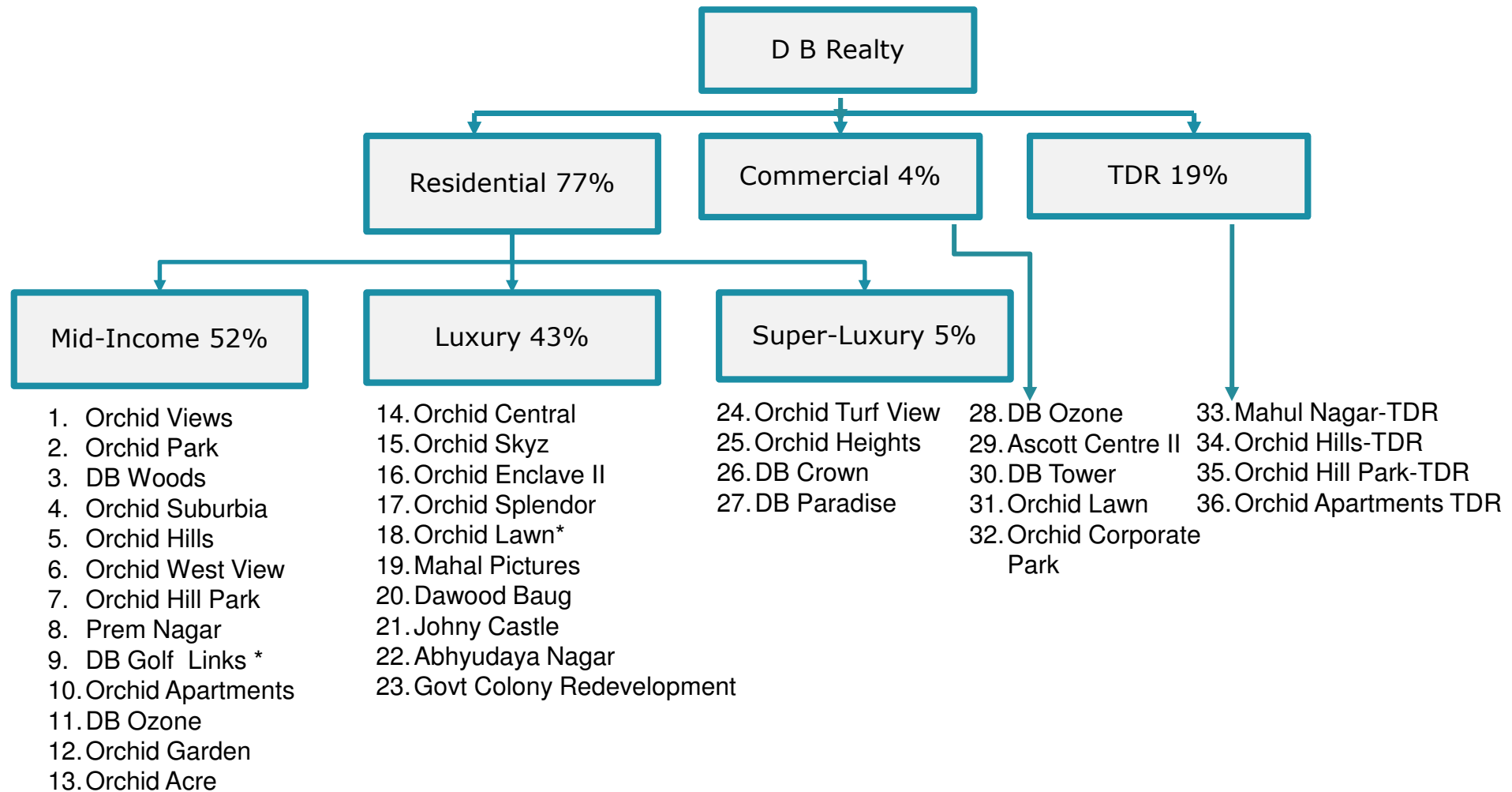
DB Realty Limited – Corporate Presentation



DB | **REALTY**[®]
THE NEXT LEVEL

Portfolio & Project Composition

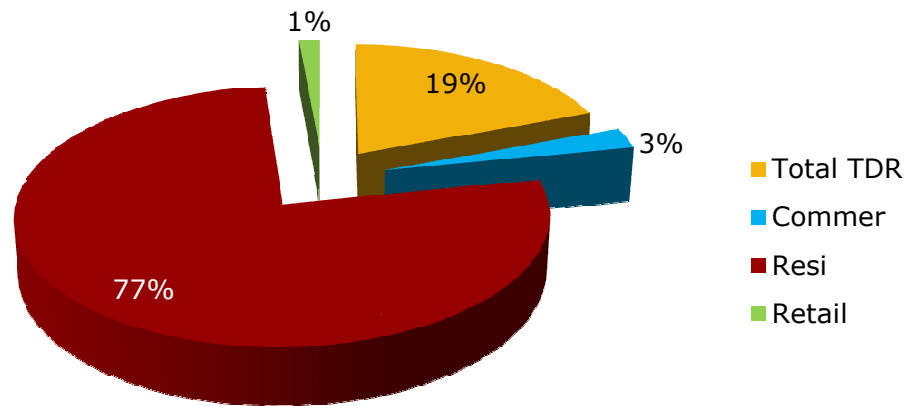
Portfolio and Project Composition



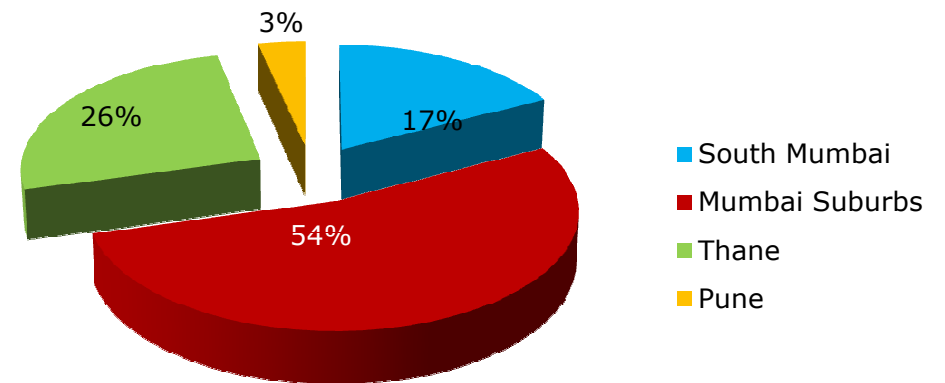
* * Classification based on relative pricing for Pune city

Product Mix

Segment wise



Location wise



Key Highlights Of Q3 FY13

Parameters	Q3 FY13	Q2 FY13	Q3 FY12	9M FY13	9M FY 12	FY 12	FY11
Revenues (₹ in Mn)	1,246	527	1,048	2,622	4,931	5,909	12,687
EBITDA (₹ in Mn)	315	126	161	574	879	1,250	4,130
PAT# (₹ in Mn)	60	91	99	187	562	941	3,021
EPS (₹)	0.01	0.40	0.48	0.32	2.72	3.55	12.28
Book Value (₹)	140	139	138	140	138	139	136
EBITDA Margin(%)	25%	24%	15%	22%	18%	21%	33%
Consol Debt (₹ in Mn)	3,530	2,608	2,146	3,530	2,146	2,137	3,596
Debt / Equity ratio	0.10	0.08	0.06	0.10	0.06	0.06	0.11
Net Worth (₹ in Mn)	34,044	33,926	33,643	34,044	33,643	33,845	32,982

* 15.2 msf under execution at various stages of completion across 7 projects

* #includes Minority Interest

Profit and Loss Statement

(₹ Mn)

Particulars	Q3 FY13	Q2 FY13	Q3 FY12	9M FY13	9M FY 12	FY 12
Income						
Sales & Income from operations	1,246	527	1,048	2,622	4,931	5,909
Other Income	61	78	110	196	1,014	1,047
Total Income	1,306	606	1,158	2,819	5,946	6,955
Expenditure						
Project Expenses	835	354	881	1,849	4,648	4,831
Administrative Expenses	155	126	116	396	419	874
EBIDTA	315	126	161	574	879	1,250
Depreciation	32	40	17	111	51	78
Interest	71	22	30	105	113	71
Profit Before Tax	213	64	114	357	715	1,101
Tax	154	(27)	15	170	154	160
Profit After Tax	60	91	99	187	562	941
Minority Interest -(Profit)/Loss	58	(6)	-	54	-	57
Prior Period Items	(0.2)	-	(18)	55	(99)	21
Net Profit	2	97	117	78	661	864

Revenue Recognized

(₹ Mn)

Project	Q3 FY13	Q2 FY13	Q3 FY12	9M FY13	9M FY12	FY12
DB Ozone	345	10	136	577	543	691
DB Woods	754	237	250	1,392	1,452	1,800
Mahul (TDR)	-	-	557	91	786	993
Orchid Suburbia	147	281	97	563	337	592
TDR (Trading)	-	-	8	-	1,813	1,833
Total	1,246	527	1,048	2,622	4,931	5,909

Balance Sheet as at 31.12.2012

EQUITY AND LIABILITIES	9M FY13	FY12	ASSETS	9M FY13	FY12	(₹ Mn)
<u>Shareholders Funds</u>			<u>Non Current Assets</u>			
Share Capital	2,433	2,433	Fixed Assets	2,169	2,450	
Reserves & Surplus	31,612	31,412	Goodwill on Consolidation	2,657	2,445	
			Non-current Investments	11,555	10,052	
Minority Interest	567	946	Deferred Tax Assets (Net)	96	58	
			Long-term Loans and Advances	8,062	7,829	
<u>Non-current Liabilities</u>			Other Non-current Assets	579	535	
Long-term Borrowings	1983	1,515				
Other Long Term Liabilities	343	438	<u>Current Assets</u>			
Long-term Provisions	440	255	Current Investments	-	1	
			Inventories	15,335	18,432	
<u>Current Liabilities</u>			Trade Receivables	1639	920	
Short-term Borrowings	1,278	1,305	Cash and Cash Equivalents	504	311	
Trade Payables	1,168	1,334	Short-term Loans and Advances	5,377	6,757	
Other Current Liabilities	9,663	11,431	Other Current Assets	2,260	2,121	
Short-term Provisions	748	842				
Total	50,233	51,911	Total	50,233	51,911	

Sales achieved in Q3 FY 13

Parameters	Q3 FY13	Q2 FY13	Q3 FY12	9M FY13	9M FY12	FY12
Sales (Mn sft)	0.29	0.10	0.29	0.48	1.48	2.00
Sales Value (₹ Mn)	4,325	540	1,040	5,355	4,411	7,345
Average Realisation (₹ psf)	15,043	5,474	3,609	11,126	2,975	3,680
Collections (₹ Mn)	1,384	947	1,737	4,225	6,810	9,283

Project Portfolio

Projects under execution – 15.2 msf

No.	Project Name	Type	DB's Economic Interest	Project Saleable Area (msf)
1	DB Ozone (Dahisar – E)	Resi & Retail	66%	2.8
2	DB Woods (Goregaon – E)	Resi	75%	1.2
3	Orchid Heights (Jacob Circle)	Resi	51%	1.1
4	Orchid Suburbia (Kandivali – W)	Resi	50%	0.7
5	DB Crown (Prabhadevi)	Resi	47% (Revenue)	1.8
6	Orchid Hills (Chandivali)	Resi & TDR	33%	7.2
6	DB Golf Links (Yerwada, Pune)	Resi	60% (Revenue)	0.4
Total				15.2



DB Ozone (Dahisar-East)



Project Details

Total Saleable Area- Resi (mn sq.ft.)	2.74
Inventory Sold –89% sold (mn sq.ft.)	2.45
DB's Economic Interest	66%
Expected Completion	3 Years

DB Woods (Goregaon-East)



Project Details

Total Saleable Area (mn sq.ft.)	1.17
Inventory Sold –96% sold (mn sq.ft.)	1.12
DB's Economic Interest	75%
Expected Completion	June 2013

Orchid Heights (Jacob Circle)



Project Details

Total Saleable Area (mn sq.ft.)	1.13
Inventory Sold –51% sold (mn sq.ft.)	0.58
DB's Economic Interest	50.72%
Expected Completion	3 Years

Orchid Suburbia (Kandivali)



Project Details

Total Saleable Area (mn sq.ft.)	0.74
Inventory Sold–82% sold (mn sq.ft.)	0.61
DB's Economic Interest	50%
Expected Completion	March -13

DB Crown (Prabhadevi)



Project Details

Total Saleable Area (mn sq.ft.)	1.83
Inventory Sold –44% sold (mn sq.ft.)	0.80
DB's Economic Interest	47% Rev & 66% Cost
Expected Completion	3 Years

Orchid Hills (Chandivali)



Project Details

Total Saleable Area (mn sq.ft.)	TDR-5.1, Resi-2.0
Sold -TDR –29% sold (mn sq.ft.)	1.47
DB's Economic Interest	33.33%
Expected Completion	2-5 Years in phases

Projects under Pre launch/to be launched in next year- 3.8 msf

No.	Project Name	Type	DB's Economic Interest	Project Saleable Area (msf)
1	Orchid Views (Mumbai Central)	Resi	100%	1.0
2	DB Paradise (Bandra East)	Resi	100%	1.0
3	Orchid Turf View (Mahalaxmi)	Resi	67%	1.5
4	Ascot Centre II (Andheri – E)	Comm	75%	0.3
Total				3.8



Note: Pune property not shown in the above Map

Project Pipeline- To be launched in the next 2-3 Years– 74 msf

No.	Project Name	Type	DB's Economic Interest	Project Saleable Area (msf)
1	DB Tower (BKC)	Resi & Comm	41%	2.4
2	Orchid West View (Malad)	Resi	100%	0.7
3	Prem Nagar (Malad West)	Resi	51%	5.1
4	Orchid Acre (Mira Road)	Resi	100%	18.2
5	Orchid Lawn (Sangamwadi,Pune)	Resi, Comm & Retail	32%	5.3
6	Mahal Pictures (JVLR)	Resi	40%	7.6
7	Orchid Skyz (Byculla)	Resi	50%	0.6
8	Orchid Splendor (Byculla)	Resi	100%	0.8

Note: Pune property not shown in the above Map



Project Pipeline- To be launched within next 2 Years– 74 msfContd

No.	Project Name	Type	DB's Economic Interest	Project Saleable Area (msf)
9	Dawood Baug (Mumbai Central)	Resi	100%	0.3
10	Orchid Park (Mumbai Central)	Resi	100%	0.8
11	Orchid Enclave II (Mumbai Central)	Resi	100%	0.7
12	Orchid Central (Mumbai Central)	Resi	100%	0.4
13	Johnny Castle (Wood House, Colaba)	Resi	100%	0.1
14	Abhyudaya Nagar (Kalachowki)	Resi	100%	5.8



Project Pipeline- To be launched within next 2 Years– 74 msfContd

No.	Project Name	Type	DB's Economic Interest	Project Saleable Area (msf)
15	Govt Colony Redevelopment (Bandra E)	Resi	100%	12.6
16	Orchid Corporate Park (Andheri E)	Comm	100%	1.3
17	Orchid Garden (Dahisar E)	Resi	100%	2.2
18	Orchid Apartments (Mankhurd)	Resi & TDR	R-50% TDR-50%	R-0.9 TDR-1.5
19	Orchid Hill Park (Malad E)	Resi & TDR	R-80% TDR-100%	R-2.1 TDR-4.6
Total				74.0



Key Management Personnel

The Management Team



- **Mr Vipul Bansal, CEO:** Prior to joining DB Realty, Mr. Bansal was associated with India Bulls Real Estate as the CEO. He has more than 15 years of experience in management of diverse operations in real estate & finance industry. He holds a degree in engineering from IIT, Delhi.



- **Mr Rajiv Agarwal, COO:** Mr. Agarwal has over 25 years of experience in sales, marketing, liasioning & co-ordination and land related matters, including acquisition, identification of location and making feasibility reports. He holds a bachelors degree in science from Mumbai University.



- **Mr N.M. Gattu, CFO:** Before DB Realty Ltd, Mr. Gattu's association was with Deloitte Touche Tohmatsu India Pvt. Ltd. for about 12 years in FAS. He has rich expertise in the areas of Private Equity/ Debt Fund Raising, Real Estate transactions, M&As, Financial Modeling, Capital/ Tax Structuring, Transaction Advisory and Corporate Restructuring. He holds a PGDBM and CFA from ICFAI, Hyderabad.



- **Mr Nabil Patel, CMO:** Mr. Patel has more than 20 years of expertise in developing and marketing complex projects in Mumbai.



- **Mr. Nitesh Kumar, Executive Director- Projects:** Mr Kumar has over 18 years of experience in construction including some of the prestigious projects and high rise towers. He is BE (Civil) from Institution of Engineers (India)

The Management Team



- **Mr Giampaolo Giardina, Director of Engineering & Projects:** Mr. Giardina's previous employers include Progetti srl Engineering, INFISUD srl and EDILCO Group, Italy. Most recently he was with the Emaar Group at Islamabad, Pakistan as a Development Director. He has 27 years of experience in planning, design and development and construction management for a wide range of residential, commercial, retail, hospitality and mixed-use projects. He holds a Masters' in Architecture from Politecnico di Torino University of Turin.



- **Mr. Yogesh Hate, VP Projects:** Mr. Hate's was previously associated with Larsen & Toubro Limited & Desbuild Inc. in the US. He has an experience of more than 16 years in construction and project management across India, US, Cameroon, Jamaica, Nepal, Senegal, Gambia, Guinea and Mexico. He is a Civil Engineer and a certified Project Management Professional (PMP) .



- **Mr. Chirstopher Gomes, VP Architecture:** Mr. Gomes was previously associated with Mahindra Gesco Developers Ltd, Somaya and Kalappa Consultants Pvt. Ltd and most recently with HIRCO Developments. He has got a rich experience in the areas of planning and architecture related processes. He is a B.Arch. with a Master's in Town and Country Planning from Pune University. He is an associate member of Indian Institute of Town Planners.

THANK YOU