



**DLF**   
**BUILDING INDIA**

**Q3 FY11 Analyst Presentation**

**31<sup>st</sup> Jan 2011**



# SAFE HARBOUR

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This presentation contains certain forward looking statements concerning DLF's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition , economic growth in India, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, government policies and actions with respect to investments, fiscal deficits, regulation etc., interest and other fiscal cost generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time on behalf of the company.

For the purposes of this presentation unit measurement of 1 sq meter = 10.76 sq feet.



# Industry update ....Q3 FY 11

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- **Outlook on the economy turns cautious as the GDP growth is accompanied with high inflation**
  - **Supply side and infrastructural bottlenecks continue to play spoil-sport to RBI's efforts to tame inflation**
  - **Policy actions will temper GDP growth going forward**
  
- **Projects continue to face delays in approval processes**
  
- **Homes**
  - Ex-Mumbai, prices and volume off-take reasonable across locations
  - Developers face challenges in terms of balancing pricing vis-à-vis customer affordability.
  - Uncertainty regarding inflation impacted project costing, hence right product, positioning and pricing will be critical to success.
  
- **Offices**
  - Office leasing market has witnessed sustained momentum
  - Stability in rental values, further uptrend in demand dependent on evolving economic environment.
  
- Retail**
  - Enquiries by prospective tenants has witnessed a steady rise.
  - Rising consumer spend and increasing consumer confidence bodes well for retail business expansion plans

## Industry update ....Q3 FY 11...(Cont..)

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### ➤ Industry Outlook - Q4 FY 11

- Inflation management / growth expectation to lead to a tighter liquidity environment
- Central Bank continuing to harden interest rates could have a short term dampening impact on the sector
- Rising interest rate scenario could result in higher borrowing costs/alternate sources of funding PE deals, etc
- Off-take of new launches to be product specific keeping in mind pricing, location and product attributes
- Commodity / Labour price increases have impacted input cost / margins

# Summary Company Performance – Q3 & YTD FY 11

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Base strategies on all business parameters of the Company remain on track.

➤ **Rent Co.**

- ❖ Office – leasing momentum continuing though market rentals remain static
  - 1.62 msf leased in the quarter versus 1.56 in Q2 FY 11.
  - For YTD leasing was at 4.2 msf
- ❖ Retail - will take 2-3 quarters to witness any noticeable volume / pricing pickup
  - Interest to emanate over time as supply gets restricted

➤ **Dev Co.**

- Delays in approvals delayed launches in Q3 with only 1 new launch.
- Despite the above, 2.48 msf gross sales booked vs 2.08 msf in Q2 11.
- For YTD FY 11, sales booked were at 6.5 msf.

## Summary Company Performance – Q3 & YTD FY 11...(Cont..)

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### ➤ **Divestments**

- Recovery actions progressing as per plan – Rs. 403 Crs in the quarter
- Total achieved to date is Rs 2,900 Crores versus Rs 4,500 Crores (ex-wind power)
- Divestment program remains on track

### ➤ **Debt Reduction**

- Timing impact as debt reduction slightly delayed due to
  - further strategic investments in land
  - lower execution pace due to better than expected monsoons
  - delayed new launches due to the slow government approvals

## Indicative New Launches

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- > 8 msf of new launches planned
- Actual sales booking in Q4 FY 11 shall be dependent on timing of launch and market response there-off

| S.No | Product  | Location                 | ~ Area  |
|------|--|--------------------------|---------|
| 1    | Residential Plotted Township / Plotted Development | Near Chandigarh, Gurgaon | 5 msf   |
| 2    | Luxury Housing                                     | Kochi                    | 0.6 msf |
| 3    | Group Housing                                      | Gurgaon                  | 1 msf   |
| 4    | City Center Commercial                             | Gurgaon                  | 1 msf   |
| 5    | Commercial Complex                                 | Delhi                    | 0.5 msf |
| 6    | Super Luxury Housing                               | Delhi                    | 0.3 msf |

## Profit & Loss Summary – Q3 FY11

### Q3 FY 11 vs Q2 FY 11

- Sales(incl Other Income) at Rs 2594 Cr, compared to Rs 2520 Cr.
- Net profit at Rs 466 Cr , as against Rs 418 Cr
- EBIDTA margins at 50% versus 42% ; YTD Tax Rate at 25%
- With scale up of execution in select projects across the country, minority interest witnessed a sharp rise in the quarter

| Particulars                | All figures in Rs. Crs |            |            |            |            |          |
|----------------------------|------------------------|------------|------------|------------|------------|----------|
|                            | Q3 11                  | Q2 11      | Change     | Q3 11      | Q3 10      | Change   |
| Sales                      | 2594                   | 2520       | 3%         | 2594       | 2151       | 21%      |
| EBIDTA ( Core Operations ) | 1331                   | 1153       | 15%        | 1331       | 1020       | 30%      |
| EBIDTA ( Consolidated )    | 1292                   | 1080       | 20%        | 1292       | 969        | 33%      |
| %                          | 50                     | 42         |            | 50         | 45         |          |
| PBT ( Consolidated )       | 703                    | 492        | 43%        | 703        | 633        | 11%      |
| <b>PAT</b>                 | <b>466</b>             | <b>418</b> | <b>11%</b> | <b>466</b> | <b>468</b> | <b>0</b> |



# Consolidated P&L – Q3 FY11

| Sl.No. | Consolidated Financials                                | Q3 FY11 (reviewed) |                             | Q3 FY10 (reviewed) |                             | Q2 FY11 (reviewed) |                             | Nine months ended FY11 |                             |
|--------|--|--------------------|-----------------------------|--------------------|-----------------------------|--------------------|-----------------------------|------------------------|-----------------------------|
|        |  | Rs. Crs.           | Percentage of Total Revenue | Rs. Crs.           | Percentage of Total Revenue | Rs. Crs.           | Percentage of Total Revenue | Rs. Crs.               | Percentage of Total Revenue |
| A)     |  |                    |                             |                    |                             |                    |                             |                        |                             |
| 1      | Sales and Other Receipts                               | 2,480              |                             | 2,026              |                             | 2,369              |                             | 6,878                  |                             |
| 2      | Other Income   | 114                |                             | 126                |                             | 151                |                             | 397                    |                             |
|        | <b>Total Income(A1+A2)</b>                             | <b>2,594</b>       | <b>100%</b>                 | <b>2,152</b>       | <b>100%</b>                 | <b>2,520</b>       | <b>100%</b>                 | <b>7,275</b>           | <b>100%</b>                 |
| B)     | <b>Total Expenditure(B1+B2+B3)</b>                     | <b>1,302</b>       | <b>50</b>                   | <b>1,183</b>       | <b>55</b>                   | <b>1,440</b>       | <b>57</b>                   | <b>3,791</b>           | <b>52</b>                   |
| 1      | Construction Cost                                      | 952                | 37                          | 796                | 37                          | 1,014              | 40                          | 2,700                  | 37                          |
| 2      | Staff cost   | 134                | 5                           | 129                | 6                           | 162                | 6                           | 425                    | 6                           |
| 3      | Other Expenditure                                      | 216                | 8                           | 258                | 12                          | 264                | 10                          | 666                    | 9                           |
| C)     | <b>Gross Profit Margin(%)</b>                          |                    | <b>63%</b>                  |                    | <b>63%</b>                  |                    | <b>60%</b>                  |                        | <b>63%</b>                  |
| D)     | EBITDA (D/A1)  | 1,292              | 50                          | 969                | 45                          | 1,080              | 43                          | 3,484                  | 48                          |
| E)     | EBIDTA ( Margin)                                       |                    | <b>50%</b>                  |                    | <b>45%</b>                  |                    | <b>42%</b>                  |                        | <b>47%</b>                  |
| F)     | Financial charges                                      | 428                | 16                          | 257                | 12                          | 434                | 17                          | 1,250                  | 17                          |
| G)     | Depreciation   | 161                | 6                           | 80                 | 4                           | 154                | 6                           | 465                    | 6                           |
| H)     | <b>Profit/loss before taxes</b>                        | <b>703</b>         | <b>27</b>                   | <b>632</b>         | <b>29</b>                   | <b>492</b>         | <b>20</b>                   | <b>1,769</b>           | <b>24</b>                   |
| I)     | Taxes expense  | 203                | 8                           | 168                | 8                           | 73                 | 3                           | 444                    | 6                           |
| J)     | Prior period expense/(income) (net)                    | 6                  | 0                           | (5)                | 0                           | (6)                | 0                           | (3)                    | 0                           |
| K)     | <b>Net Profit after Taxes before Minority Interest</b> | <b>494</b>         | <b>19</b>                   | <b>469</b>         | <b>22</b>                   | <b>425</b>         | <b>17</b>                   | <b>1,328</b>           | <b>18</b>                   |
| L)     | Minority Interest                                      | (28)               | -1                          | 3                  | 0                           | (7)                | 0                           | (38)                   | -1                          |
| M)     | Profit/(loss) of Associates                            | (0)                | 0                           | (4)                | 0                           | (0)                | 0                           | 5                      | 0                           |
| N)     | <b>Net Profit</b>                                      | <b>466</b>         | <b>18</b>                   | <b>468</b>         | <b>22</b>                   | <b>418</b>         | <b>17</b>                   | <b>1,295</b>           | <b>18</b>                   |

Note :

1 Construction Cost Includes Cost of Land, Plots and Constructed Properties and Cost of Revenue-others

2 Gross Profit Margin = (Total Income - Construction Cost) / Total Income

*Above figures includes losses from non-core businesses .i.e. Hotels & the DLF Pramerica Life Insurance businesses*

## Consolidated Balance Sheet – Q3 FY11

|   | As at         |               |               |
|---|---------------|---------------|---------------|
|   | 31-Dec-10     | 31-Dec-09     | 30-Sep-10     |
| <b>SOURCES OF FUNDS</b>                   |               |               |               |
| <b>Shareholders' funds</b>                |               |               |               |
| Capital                                   | 2150          | 1735          | 2423          |
| Reserves and surplus                      | 24406         | 23764         | 24233         |
|   | <b>26556</b>  | <b>25500</b>  | <b>26656</b>  |
| Minority Interests                        | 642           | 629           | 602           |
| <b>Loan funds</b>                         |               |               |               |
| Secured loans                             | 21947         | 14684         | 20810         |
| Unsecured loans                           | 1664          | 2484          | 2428          |
| Deferred tax liabilities (net)            | -             | -             | -             |
|   | <b>50,809</b> | <b>43,297</b> | <b>50,496</b> |
| <b>APPLICATION OF FUNDS</b>               |               |               |               |
| <b>Fixed assets</b>                       |               |               |               |
| Gross block                               | 18866         | 9466          | 18502         |
| Less: Depreciation                        | 1796          | 894           | 1630          |
| Net block                                 | <b>17070</b>  | <b>8572</b>   | <b>16872</b>  |
| Capital work in progress                  | 9276          | 5782          | 9351          |
| Investments                               | 1311          | 2975          | 1682          |
| Goodwill on consolidation                 | 1373          | 2007          | 1277          |
| Deferred Tax Assets                       | 82            | 80            | 77            |
| <b>Current assets, loans and advances</b> |               |               |               |
| Stocks                                    | 14785         | 11550         | 14397         |
| Sundry debtors                            | 1946          | 1983          | 1917          |
| Cash and bank balances                    | 1178          | 814           | 1556          |
| Loans and advances                        | 7700          | 8329          | 7548          |
| Other Current Assets                      | 4972          | 8263          | 4734          |
|   | <b>30581</b>  | <b>30939</b>  | <b>30152</b>  |
| Less :                                    |               |               |               |
| <b>Current liabilities and provisions</b> |               |               |               |
| Liabilities                               | 5302          | 3429          | 5162          |
| Provisions                                | 3582          | 3629          | 3753          |
|   | <b>8884</b>   | <b>7058</b>   | <b>8915</b>   |
| Net current assets                        | <b>21697</b>  | <b>23881</b>  | <b>21237</b>  |
|   | <b>50809</b>  | <b>43297</b>  | <b>50496</b>  |

# Consolidated Cash Flow Statement – Q3 FY11

|           |   |   |  |                |                |                |                | Rs. In crores |
|-----------|---|---|--|----------------|----------------|----------------|----------------|---------------|
|           |   |   |  | For            | Period ended   |                |                |               |
|           |   | Particulars   |  | Q3             | 31-Dec-10      | 30-Sep-10      | 30-Jun-10      |               |
| <b>A.</b> | <b>Cash flow from operating activities:</b> |   |  |                |                |                |                |               |
|           |   | Net profit before tax   |  | 704            | 1,769          | 1,065          | 573            |               |
|           |   | <b>Adjustments for:</b>   |  |                |                |                |                |               |
|           |   | Depreciation  |  | 161            | 465            | 304            | 150            |               |
|           |   | Loss/(profit) on sale of fixed assets, net                              |  | (1)            | 11             | 12             | 1              |               |
|           |   | Provision for doubtful debts/unclaimed balances written back and others |  | (12)           | 7              | 19             | (3)            |               |
|           |   | Loss/(profit) on sale of current Investments                            |  | (53)           | (139)          | (86)           | (12)           |               |
|           |   | Amortisation cost of Employee Stock Option                              |  | 7              | 37             | 30             | 15             |               |
|           |   | Interest/guarantee expense  |  | 428            | 1,250          | 822            | 389            |               |
|           |   | Interest/dividend income  |  | (42)           | (214)          | (172)          | (97)           |               |
|           |   |   |  | -              |                |                |                |               |
|           |   | <b>Operating profit before working capital changes</b>                  |  | <b>1,192</b>   | <b>3,186</b>   | <b>1,994</b>   | <b>1,016</b>   |               |
|           |   | <b>Adjustments for:</b>   |  |                |                |                |                |               |
|           |   | Trade and other receivables   |  | (385)          | (795)          | (410)          | (84)           |               |
|           |   | Inventories   |  | (245)          | (368)          | (123)          | (389)          |               |
|           |   | Trade and other payables  |  | 183            | 638            | 455            | 371            |               |
|           |   | Taxes paid  |  | (107)          | (551)          | (444)          | (267)          |               |
|           |   |   |  | -              |                |                |                |               |
|           |   | <b>Net cash (used in) / from operating activities</b>                   |  | <b>638</b>     | <b>2,110</b>   | <b>1,472</b>   | <b>647</b>     |               |
|           |   |   |  | -              |                |                |                |               |
| <b>B.</b> | <b>Cash flow from investing activities:</b> |   |  |                |                |                |                |               |
|           |   | Sale/Purchases of fixed assets(net)                                     |  | (137)          | (317)          | (180)          | (172)          |               |
|           |   | Interest/Dividend received  |  | 56             | 200            | 144            | 122            |               |
|           |   | Sale/Purchases of Investment (net)                                      |  | 370            | 4,283          | 3,913          | 2,549          |               |
|           |   | <b>Net cash used in investing activities</b>                            |  | <b>289</b>     | <b>4,166</b>   | <b>3,877</b>   | <b>2,499</b>   |               |
| <b>C.</b> | <b>Cash flow from financing activities:</b> |   |  |                |                |                |                |               |
|           |   | Proceeds/(repayment) from long term borrowings (net)                    |  | 218            | 1,765          | 1,547          | 1,802          |               |
|           |   | Proceeds / (redemption) of preference shares                            |  | (456)          | (5,343)        | (4,887)        | (3,742)        |               |
|           |   | Proceeds of short term borrowings (net)                                 |  | 151            | 169            | 18             | (107)          |               |
|           |   | Interest paid   |  | (665)          | (1,845)        | (1,180)        | (550)          |               |
|           |   | Dividend Paid ( including dividend tax )                                |  | (606)          | (866)          | (260)          | (206)          |               |
|           |   | Increase in share capital / securities premium                          |  | 57             | 71             | 14             | -              |               |
|           |   | <b>Net cash used in financing activities</b>                            |  | <b>(1,301)</b> | <b>(6,049)</b> | <b>(4,748)</b> | <b>(2,803)</b> |               |
|           |   | <b>Net increase / (decrease) in cash and cash equivalents</b>           |  | <b>(374)</b>   | <b>227</b>     | <b>601</b>     | <b>342</b>     |               |
|           |   |   |  | -              |                |                |                |               |
|           |   | <b>Opening cash and cash equivalents</b>                                |  | <b>1,436</b>   | <b>835</b>     | <b>835</b>     | <b>835</b>     |               |
|           |   | <b>Closing cash and cash equivalents</b>                                |  | <b>1,062</b>   | <b>1,062</b>   | <b>1,436</b>   | <b>1,178</b>   |               |
|           |   | <b>Net Increase / (decrease)</b>  |  | <b>(374)</b>   | <b>227</b>     | <b>601</b>     | <b>342</b>     |               |

## Cashflow Statement Summary

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- Net Investable surplus during Q3 FY 11 is in excess of Rs 600 Crs
- Full impact of plotted Sales ( Alameda ) cash flow will be seen in Q4 FY 11
- Launches planned & pick up in the execution of projects in Q4 FY11 to provide impetus to cash flows
- Cash flows utilization in Q3 FY 11:
  - One-time outflow on account of share dividend & preference capital redemption.
  - Strategic land bank replenishment - primarily to achieve contiguity prior to project launches & capex.

## Debt Position – Q3 FY11

|   | All figures in Rs. Crs |           |         |
|---|------------------------|-----------|---------|
|   | Debt                   | Pref Cap. | Consol. |
| Gross Opening Bal ( as on 1 <sup>st</sup> Oct-10 )    | 23239                  | 474       | 23,713  |
| Less / Add : Repaid during Q3-11                      | (1,839)                |           | (1,839) |
| : New loan availed                                    | 2,046                  |           | 2,046   |
| : Repayment of Pref. Shares ( incl. premium )         |                        | (449)     | (449)   |
| : Debt Increase due to Consolidation                  | 165                    |           | 165     |
| Gross Debt position ( as on 31 <sup>st</sup> Dec-10 ) | 23611                  | 25        | 23,636  |
| Less : Cash in hand                                   |                        |           | 1,602   |
| : Equity shown as Debt / JV Co. Debt                  |                        |           | 1,340   |
| Net Debt ( as on 31 <sup>st</sup> Dec-10 ) **         |                        |           | 20,694  |
| Net Debt ( as on 30 <sup>th</sup> Sept-10 )           |                        |           | 19,913  |

\*\* Increase due to extra ordinary payment of DSIPL premium, Dividend & Land replenishment

### DEBT REPAYMENT ACTION PLAN

|  |            |
|--|------------|
| Mandatory Debt Repayment in f.y.2010-11              | 2890       |
| Less : Paid till 31 <sup>st</sup> Dec10              | 2680       |
| <b>Balance Payable by 31<sup>st</sup> March 2011</b> | <b>210</b> |

## Quality of Earnings

| Particulars       | Quarterly     | Rs Crs.     |
|-------------------|---------------|-------------|
| Profit after tax  |               | 466         |
| Add. Minority     |               | 34          |
| Add. depreciation |               | 161         |
| Add. tax          |               | 203         |
| Add Interest      |               | 428         |
|                   | <b>EBIDTA</b> | <b>1292</b> |
| <b>RENT Co</b>    |               | <b>410</b>  |
| <b>DEV Co</b>     |               | <b>882</b>  |

### Annualized EBIDTA (Rs Crs)

**Dev Co ~ 3100**

**Rent Co ~ 1650**

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**Total ~ 4700**

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- Robust cash flows from both the rental & development businesses
- Sustainable EBIDTA of Rs 4700- 5000 Crs p.a.
- EBIDTA comparable to Peak EBIDTA levels (excl DAL)

## Debt Coverage

|  | <i>(Amt in Rs Crs)</i> |
|--|------------------------|
| ➤ <b>Total Net Debt (as on 31<sup>st</sup> Dec 2010)</b>       | <b>20,700</b>          |
| ➤ Less : earmarked for divestment purposes                     | 1,800                  |
| ➤ Less : non core / others                                     | 3,200                  |
| <b>Debt related to core business (Rent Co. &amp; Dev. Co.)</b> | <b>15,700</b>          |

|         | Annualized<br>EBIDTA<br>(Rs Crs) | Cash Flow/<br>Asset Cover<br>(x)    | ~ Allocated<br>Debt<br>(Rs Crs) |
|---------|----------------------------------|-------------------------------------|---------------------------------|
| Rent Co | 1,650 p.a.                       | ~ 6 times securitized<br>cash flows | 10,000 <sup>^</sup>             |
| Dev Co  | 3,100 p.a.                       | ~ 1.8x Debt/EBIDTA                  | 5,700*                          |
|         |                                  |                                     | <b>15,700</b>                   |

<sup>^</sup> ~ 65% of core debt related to the Rent Co. is supported by an existing & strongly growing large asset base

\* Includes further land rationalization .i.e. sales of surplus land and strategic replenishment/consolidation of existing land bank

# Debt Profile

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➤ **Debt Repayment Schedule**

|                 | Q4 FY 11 | FY12 |
|-----------------|----------|------|
| Amt ( in Rs Cr) | 210      | 2700 |

➤ **De-leveraging to continue from Operational Cash Flows & Non Core Asset Divestments**

- On target with divestment plans of non core assets / businesses over the medium term
- Focus on launches in Q4 11 to substantially improve Cashflow from Operations
- Acceleration in the construction momentum shall further add to cash flows from operations.

➤ **Cost of Debt**

- Average cost of debt at 10.8% Dec 2010 vs 10.5% Sept 2010, a marginal increase
- Current net debt/equity ratio: 0.79



# Business Operations

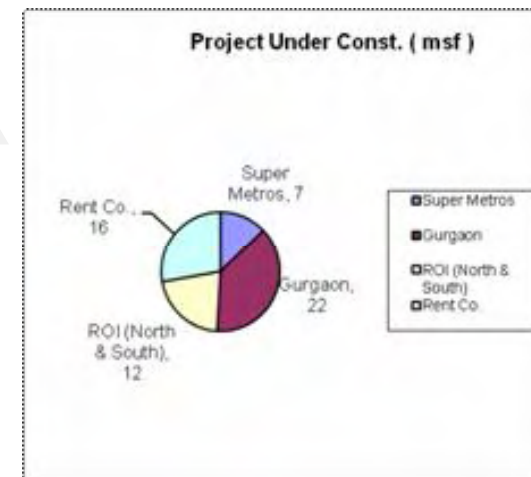
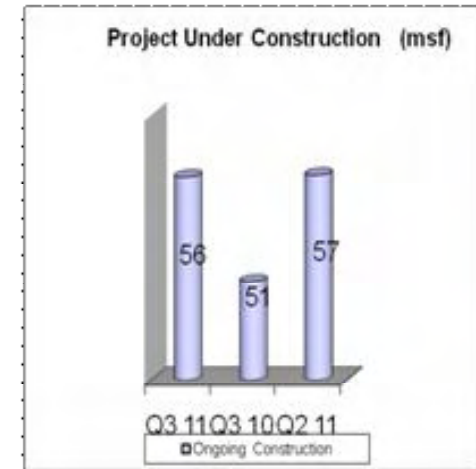


# Ongoing Execution

| Region        | Area in msf |       |       |
|---------------|-------------|-------|-------|
|               | Q3 11       | Q2 11 | Q3 10 |
| Gurgaon       | 22          | 22    | 21    |
| Super Metro   | 7           | 7     | 3     |
| Rest of India | 11          | 12    | 9     |
| For Rent Co   | 16          | 16    | 17    |
|               | 56          | 57    | 51    |

➡ Added 0.9 msf of office space for construction

➡ Handed over 1 msf of office space



## Dev Co.

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### Launch of “Alameda” in Q3 FY11

- First plotted launch by DLF in over a decade
- Elite plotted development spread across 100 acres in Sector 73, Gurgaon
- Approx. 2 msf of saleable area comprising plots largely sized between 500 to 700 sq yds
- Well planned layout with gated perimeter, extensive greens and all modern amenities
- BSP of Rs 60,000 per sq yds with PLC, club charges, etc
- Delivery within 18 months from date of booking

- Strong response with the first phase of 150 plots sold out
  - *Second phase to be launched in near term*
- Accelerated cash flows
- Minimal execution risk
- Shorter project cycle, hence low margin risk

# Dev Co. Q3 FY11

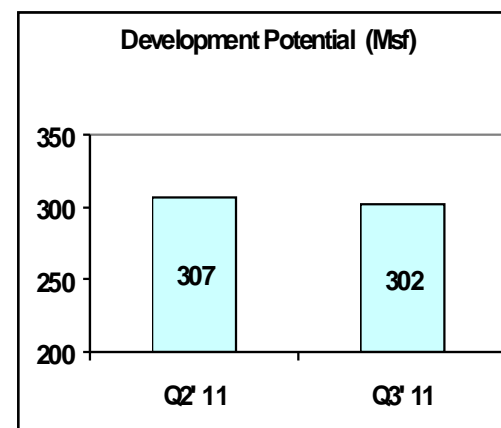
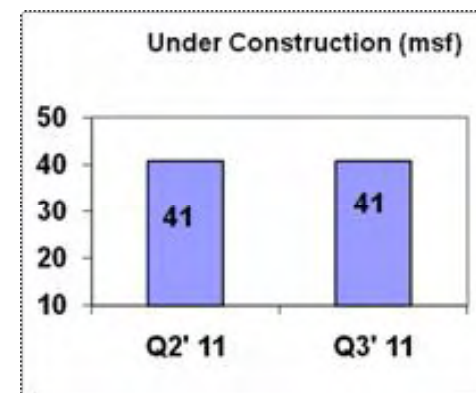
| Particulars | Total Mn sqft |        |         |
|-------------|---------------|--------|---------|
|             | Q3-11         | Q3- 10 | Q2 - 11 |

| <u>Sales Status</u>              |       |       |       |
|----------------------------------|-------|-------|-------|
| Opening Balance                  | 42.32 | 32.82 | 40.24 |
| Add:- Sale Booked During the Qty | 2.48  | 3.12  | 2.08  |
| Less : Handed over / Suspended   | 0.00  | 0.73  | 0.00  |
| Closing Balance                  | 44.80 | 35.21 | 42.32 |

| <u>Under Construction</u>            |       |       |       |
|--------------------------------------|-------|-------|-------|
| Opening Balance                      | 40.69 | 31.56 | 38.32 |
| New Launches / Additions / Suspended | 0.00  | 2.57  | 2.37  |
| Less:- Handed over                   | 0.00  | 0.73  | 0.00  |
| Closing Balance                      | 40.69 | 33.40 | 40.69 |

| <u>Wt. Avg. Sale Rate</u> |       |      |       |
|---------------------------|-------|------|-------|
| Homes (in Rs.sqft )       | 6034  | 5832 | 6078  |
| C.Complexes (in Rs.sqft ) | 12978 | 7065 | 16671 |

| <u>Wt. Avg. Project Cost</u> |      |      |      |
|------------------------------|------|------|------|
| Homes (in Rs.sqft )          | 1477 | 1839 | 2491 |
| C.Complexes (in Rs.sqft )    | 2580 | 2270 | 5336 |



## Rent Co.

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Total Annuities income including office & retail rentals, utilities / power, facilities and management, etc stood at Rs 1150 Crores for YTD FY 11, annualised run rate of Rs 1650 Crores ( approx.)

### Offices

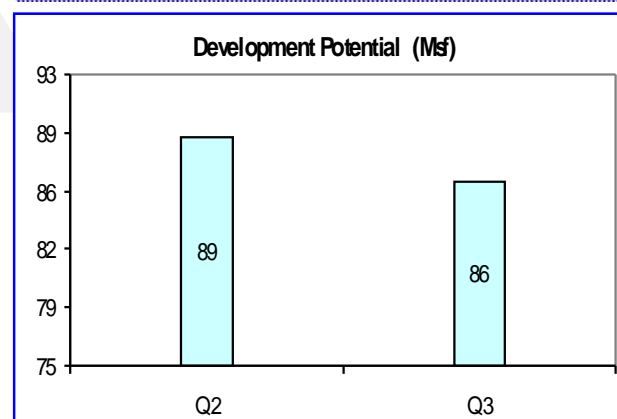
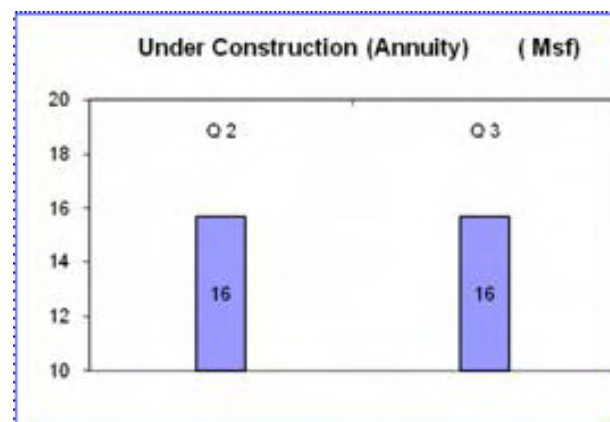
- Total Lease portfolio of 22.39 msf
- Q3 11 – Rs. 290 Crs & YTD 2011 – Rs 814 Crs of rental income

### Retail Malls

- Total Lease portfolio of 1.3 msf
  - Q3 11 – Rs. 48 Crs & YTD 2011 – Rs 130 Crs of rental income
  - Mall occupancy at ~ 90% currently, up from 82% in Q4 FY10

# Rent Co. Q3 FY11

| Particulars                       | Total Mn sqft |        |         |
|-----------------------------------|---------------|--------|---------|
|                                   | Q3-11         | Q3- 10 | Q2 - 11 |
| <b>Lease Status</b>               |               |        |         |
| Opening Balance                   | 22.06         | 16.51  | 20.38   |
| Add:- Lease Booked During the Qty | 1.97          | 0.42   | 2.01    |
| Less :- Cancellation / Adjustment | (0.29)        | 0.00   | (0.33)  |
| Closing Balance                   | 23.73         | 16.93  | 22.06   |
| <b>Under Construction</b>         |               |        |         |
| Opening Balance                   | 15.80         | 17.13  | 16.27   |
| New Launches / Additions          | 0.93          | 0.00   | 0.85    |
| Less:- Handed over                | 1.04          | 0.00   | 1.32    |
| Less :- Suspension/Adju           | 0.00          | 0.00   | 0.00    |
| Closing Balance                   | 15.69         | 17.13  | 15.80   |
| <b>Wt. Avg. Leasing Rate</b>      |               |        |         |
| Office Building (in Rs.sqft )     | 42            | 49     | 43      |
| Retail Building (in Rs.sqft )     | 113           | 141    | 64      |
| <b>Wt. Avg. Project Cost</b>      |               |        |         |
| Office Building (in Rs.sqft )     | 2022          | 1626   | 2110    |
| Retail Building (in Rs.sqft )     | 5272          | 7680   | 6310    |



## Our Land Resources

| Area ( msf )                                  | Other Land | Hotel Land | G.Total |
|---|------------|------------|---------|
| Gross Area – as on 1 <sup>st</sup> Oct10      | 395        | 11         | 406     |
| Less : Projects Disposed off ( Net )          | 7          | 0          | 7       |
| Net Land Bank - as on 31 <sup>st</sup> Dec-10 | 388        | 11         | 399     |

### Break up of 399 msf of Land Resources available

| Particulars                | Dev. Co | Rent. Co | Hotel | Total |
|----------------------------|---------|----------|-------|-------|
| Break up                   | 302     | 86       | 11    | 399   |
| Project Under Construction | 40      | 16       | 0     | 56    |

### Notes

1. High potential & short / medium development potential not affected by above actions, as the same is done in order to rationalize the land portfolio.
2. Project disposed off relate to Non core non strategic land Parcels across various locations and amount recovered thereof is part & parcel of recovery during Q3-11.

# Going Forward

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- Key business parameters unchanged with actions progressing as planned
- Focus on debt reduction to be visible going forward with new launches, acceleration of execution, culmination of investments in strategic land buys & continuing non-core asset divestments
- Q4 FY 11 to witness a scale up in launches across 4-5 geographic locations – residential – Group Housing / plotted , commercial complex, commercial office
- Focus on plotted launches to maximize cash flows and minimize execution risk/ inflationary concerns
- EBIDTA margins to remain within long term range, with high profit margin project launches adjusted for absorption of certain costs related to higher input prices
- Continued focus on leasing of existing Commercial Spaces





Thank You....