

DLF Limited

Q3FY26 Results Presentation



Disclaimer

This presentation contains certain forward-looking statements regarding DLF's business prospects and business profitability. These statements are based on current expectations, assumptions, and projections about future events and are subject to a variety of risks and uncertainties, which are beyond the control of the Company, and therefore, actual results may differ materially from those expressed or implied in such forward-looking statements. The risks and uncertainties relating to such statements include, but are not limited to, earnings fluctuations, our ability to manage growth, competition, economic growth in India, ability to attract & retain highly skilled professionals, time & cost overruns on contracts, government policies and actions related to investments, regulation & policies etc., interest & other fiscal policies generally prevailing in the economy.

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All area represented in msf within the presentation above should be read with a conversion factor of ~ 1 msf = 92,903 sq. meters. Area/Land bank/Potential represents Saleable/Leasable Area.

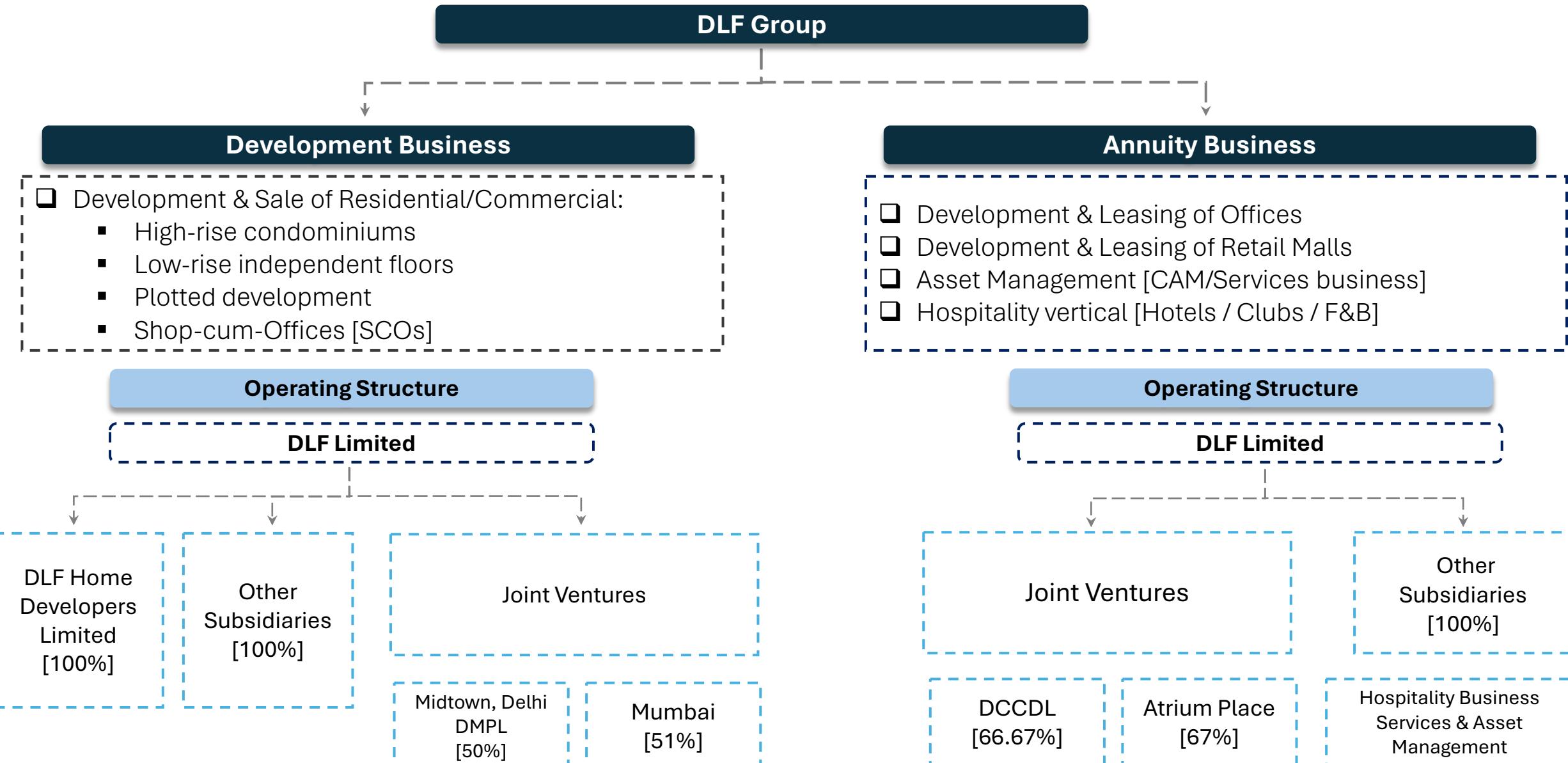
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Presentation Agenda

S.No.	Section
I.	Key Highlights : Q3FY26
II.	DLF Group Overview
III.	Development Business : Business Update
IV.	Annuity Business : Business Update
V.	DLF Limited : Financial Update
VII.	DLF Cyber City Developers Limited [DCCDL] : Financial Update

Key Highlights : Quarter gone by [Q3FY26]

- Record quarterly gross collections of ~ Rs 5,100 crore
 - ✓ 9MFY26 net surplus cash generation **exceeded entire FY25 performance**
 - ✓ Continue to witness high collection efficiency across all projects
- Strong Surplus cash generation of **Rs 3,876 crore** leading to achievement of our stated goal of **Gross Debt Zero**
- Gross cash balance at **Rs 11,660 crore** [includes Rera 70% A/cs : **Rs 10,433 crore**]
- Credit rating upgrade of DLF Limited to **ICRA AA+/ Stable outlook**; CRISIL rating already upgraded
- New Sales bookings of **Rs 419 crore**
 - ✓ ~25% of inventory [excluding Dahlias] monetized in just one quarter
 - ✓ Strong visibility of new launches in the near term
 - ✓ New bookings in Dahlias were on hold in Q3 due to redesign for enhanced customer experience; bookings resumed now in Q4
- Q3 PAT (before exceptional items) y-o-y growth at **29%**
- Continued focus on timely execution and creation of best-in-class ecosystems; cumulative area under development ~ **41 msf**:
 - ✓ **Devco** : ~ 27 msf; **Annuity** : ~ 14 msf
- Operational rental portfolio of ~ 49 msf with occupancy at **94%+** (by area) & **96%+** (by value)
 - ✓ Office[Non-Sez] : **98%** ; Offices[Sez] : **88%** ; Retail : **97%**
 - ✓ FY 26 Exit rental run-rate (projected) : ~Rs 7,400 cr
- **Strong Pre-leasing of New products:**
 - ✓ Summit Plaza, DLF 5, Gurugram [~ 0.5 msf] : Pre-leased at ~95%; OC received; with this completion and expected commencement of DLF Promenade, Goa [0.7 msf] in next few months, retail portfolio will grow to **5.6 msf**; y-o-y growth of **33%**
- DCCDL Q3 Rental income grew to **Rs 1,412 crore**, reflecting y-o-y growth of **18%**;
- DCCDL Net Debt at **Rs 16,976 crore**; Net Debt-to-EBITDA(annualized) at **3.0x**, Net Debt-to-GAV at **18%**



Strong Fundamentals

- We have established a strong and diversified business:
 - ✓ Development business delivering high margins and strong cash flows
 - ✓ Rental business providing consistently growing income streams
 - ✓ Hospitality business along with Services/Asset management complementing both businesses
- Demonstrated track record of 8 decades of customer centricity, adhering to best practices in corporate governance & maintaining highest standards of safety & compliances resulting in a Strong Brand positioning
- The organization possesses a high-quality land bank and has created integrated ecosystems offering superior products leading to significant value creation for all stakeholders
- We operate as a diversified enterprise having significant presence in both Development and Annuity businesses enabling the organization to operate with a remarkably differentiated model
- Past few year's performance has laid down a strong foundation and clear visibility of future earnings and cash flows; future performance will only enhance this growth and financial position of the Group
- Focus for the Group remains on prioritizing customer satisfaction and expectations, strong cash flow generation and higher margin delivery

DLF Group : Financial Overview [on Reported basis]

DLF Limited¹

Revenue

Rs 8,996 cr



EBITDA

Rs 3,111 cr



PAT

Rs 4,357 cr



DCCDL

Revenue

Rs 6,448 cr



EBITDA

Rs 4,949 cr



PAT

Rs 2,461 cr



Note: 1) DLF Limited figures are on consolidated basis, however, as per prescribed accounting standards, DCCDL/Other JVs are not consolidated line-by-line and only DLF's share of Profit/loss is accounted;

Development Business Business Update



Development Business – A strong growth engine

1

High Quality Land Bank

- High quality land bank at established locations; significant upside from TOD/TDR policy
- Sustained growth from existing land bank; no dependency on incremental acquisitions

2

Value creation

- Consistent capital appreciation for customers; attractive returns comparable to other asset classes
- Integrated ecosystems along with infrastructure upgradation continues to support further value creation

3

High Margin Potential

- Low-cost land bank coupled with luxury /super-luxury offerings to deliver consistent margin accretion
- Ability to take advantage of opportunistic land replenishment having high embedded margins

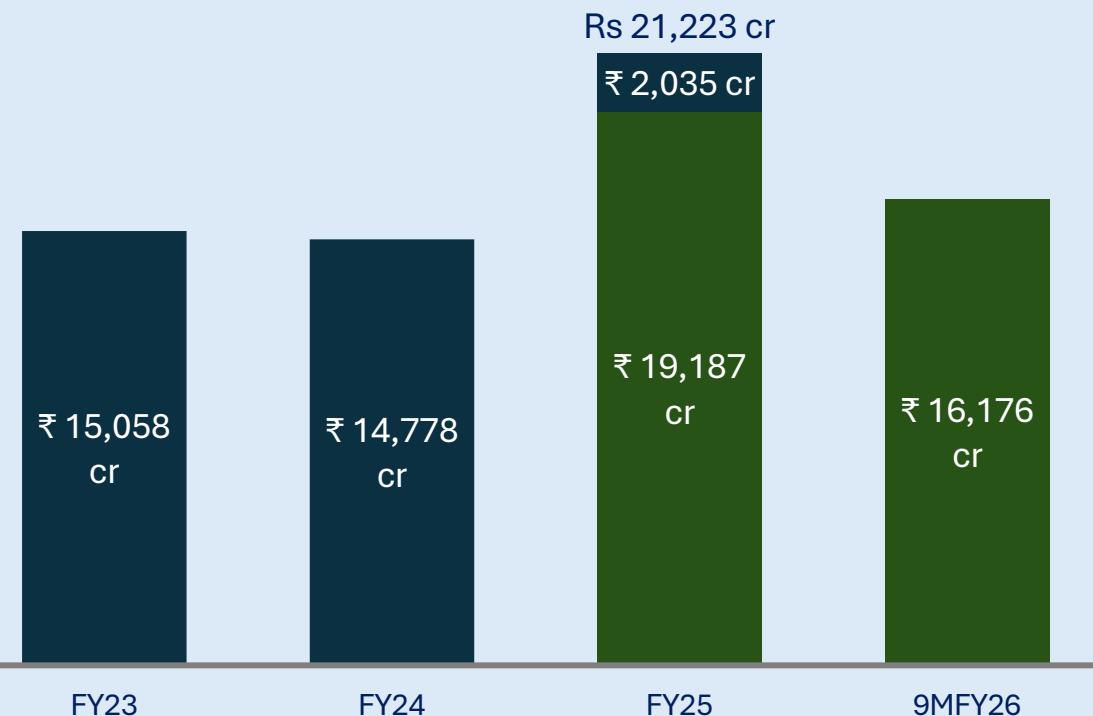
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Strong Financial Position

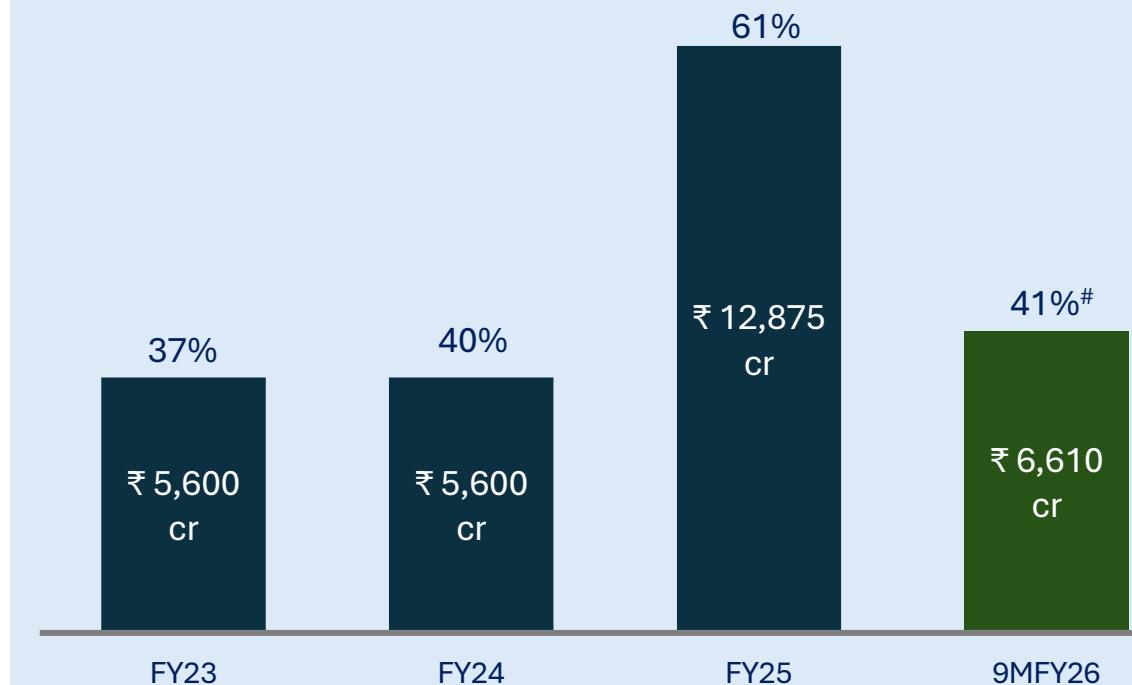
- Healthy & consistent cash flow generation
- Net cash positive Balance sheet

Development Business – Delivering consistent performance

New Sales Bookings



Embedded Gross Margins from Sales Booked



Sustained momentum in New Sales bookings; Healthy margin accretion

Note:

- 1) Figures are based on proforma workings based on management estimates; Embedded Gross Margins are based on best estimates of construction costs and full realization; management estimates are subject to market conditions
- 2) [#] includes 100% embedded gross margins of the JV project - The Westpark, Mumbai; DLF owns 51% share in the JV

New Products : Launch Pipeline [Medium-Term]

Project Segment	Planned Launches [FY25 onwards]		Launched [till FY25]		Launched [9MFY26]		To Be Launched [Medium Term]	
	Size (~ in msf)	Sales Potential (~ in Rs crore)	Size (~ in msf)	Sales Potential (~ in Rs crore)	Size (~ in msf)	Sales Potential (~ in Rs crore)	Size (~ in msf)	Sales Potential (~ in Rs crore)
Super-Luxury	5.5	37,500	4.5	35,000			1	2,500
Luxury	29	74,000	2.9	5,600	5.6	13,400	21	55,000
Premium	2.3	2,000					2.3	2,000
Commercial	0.2	1,000			0.1	285	0.2	715
Grand Total	~37	1,14,500	7.5	40,600	5.7	13,685	~25	60,215

Note: Figures are based on management estimates on potential selling price; subject to market conditions

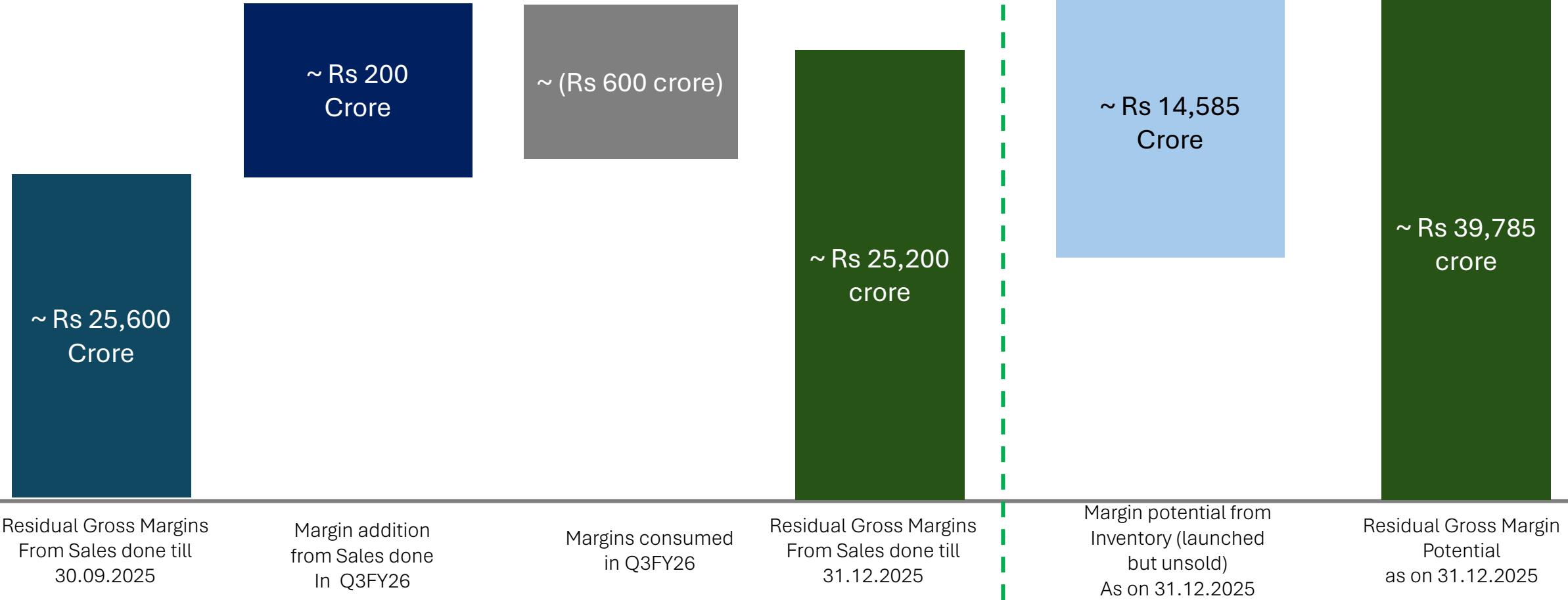
Surplus Cash Potential [from Launched Products till 31.12.2025]

Particulars	Amount in Rs crore
Cash Balance in RERA 70% accounts	10,433
Other Cash Balances	1,227
Sub-Total : Cash Balance (A)	11,660
Receivables from Projects sold	33,130
Total Pending Cost to Complete for all Launched projects	(22,060)
Net Receivables (B)	11,070
Surplus Cash Potential [from Sales done till 31.12.2025] (C = A+B)	22,730
Surplus Cash from Launched but Unsold Inventory #[as on 31.12.2025] (D)	20,210
Surplus Cash Potential from Launched Products (E = C+D)	42,940

Note: Figures are based on best estimates on potential selling price, realizations and construction cost; estimates are subject to market conditions;
 # net of marketing/brokerage expenses; figures are rounded off

Gross Margin Potential¹ [as on 31.12.2025]

Residual Gross Margins from Sales done till 31.12.2025 : Rs 25,200 crore



Note:

- 1) Figures are based on best estimates on potential selling price, realizations and construction cost; estimates are subject to market conditions

Projects Summary [as on 31.12.2025]

All figures in Rs crore

Project	Sales Booked	Revenue recognized from Sales booked	Balance Revenue to be recognized from Sales booked	Balance Margins yet to be recognised
The Camellias	12,138	11,971	167	120
The Dahlias	15,716	-	15,716	10,835
Independent Floors, Gurugram	7,869	6,520	1,350	320
Arbour + Privana (South/West/North)	31,878	-	31,878	12,179
North / Metro / Commercial / Others	9,974	5,970	4,003	1,335
Westpark, Mumbai (JV Project)	2,311	-	2,311	412*
Grand Total	79,885	24,460	55,425	25,200
Balance Unsold Inventory			21,050	14,585

Note: 1) Figures are based on best estimates on potential selling price, realizations and construction cost; estimates are subject to market conditions;

2) # includes only DLF's share of embedded gross margins of the JV project - The Westpark, Mumbai; DLF owns 51% share in the JV

High Quality Land Bank

Location	Development Potential ¹ <i>[revised estimates including TOD/TDR potential]</i>	Projects <i>[Under execution]</i>	Projects <i>[Launch Pipeline]</i>	Balance Potential <i>[revised estimates including TOD/TDR potential]</i>
DLF 5	24	4.6	-	20
DLF City+	22	4.5	12	6
New Gurugram	89	13	5	71
Gurugram	135	22	17	96
North	27	4	2	21
Metros	26	1	6	20
Total	188	27	25	137

Note: 1) Potential(Saleable area) for Development business only; excludes Rental business potential[DLF + DCCDL+ Atrium Place];
 2) Potential is based on management estimates & current zoning regulations; includes 100% potential of JVs;



Annuity Business Business Update

Annuity Business – A steady compounder

1

Operational Portfolio + Development Potential

- Strong operational portfolio ~49 msf of rental assets; operating at high occupancy levels [94%] & [96%] by value; highest in the industry
- High quality owned land bank available for sustainable long-term growth

2

Value Creation

- Strategically located, large & scalable integrated ecosystems offering world class amenities
- Strong focus on tenant centricity, sustainability & safety continues to enhance the value proposition

3

Financial Position

- Growth from existing portfolio coupled with New products delivering healthy growth in profitability
- Healthy cash flow generation to lead in improvement in Net Debt position

4

Prudent Capital Allocation

- Surplus cash being allocated for dividend payout and growth capex
- Increasing shareholder returns continues to be an integral part of the allocation

Strong & diversified Annuity Business : ~49 msf Operational Portfolio

~44 msf

Operational Portfolio[Offices]
Occupancy : 94%



~5 msf

Operational Portfolio[Retail]
Occupancy : 97%

Hospitality
[Hotels / Clubs]



Services & Asset Management
Across the Portfolio



HOSPITALITY



One of the largest organically grown Annuity Platform; High occupancy at ~ 94%

Note: Annuity business includes 1) Rental business of DLF + DCCDL + Atrium Place; 2) Hospitality business of DLF; 3) Services/Asset Management business of the Group

**Operational Rental Portfolio Snapshot : Occupancy at 94% (by area) & 96% (by value);
GAV increased by ~ 20% y-o-y; led by rental growth & new asset completions**

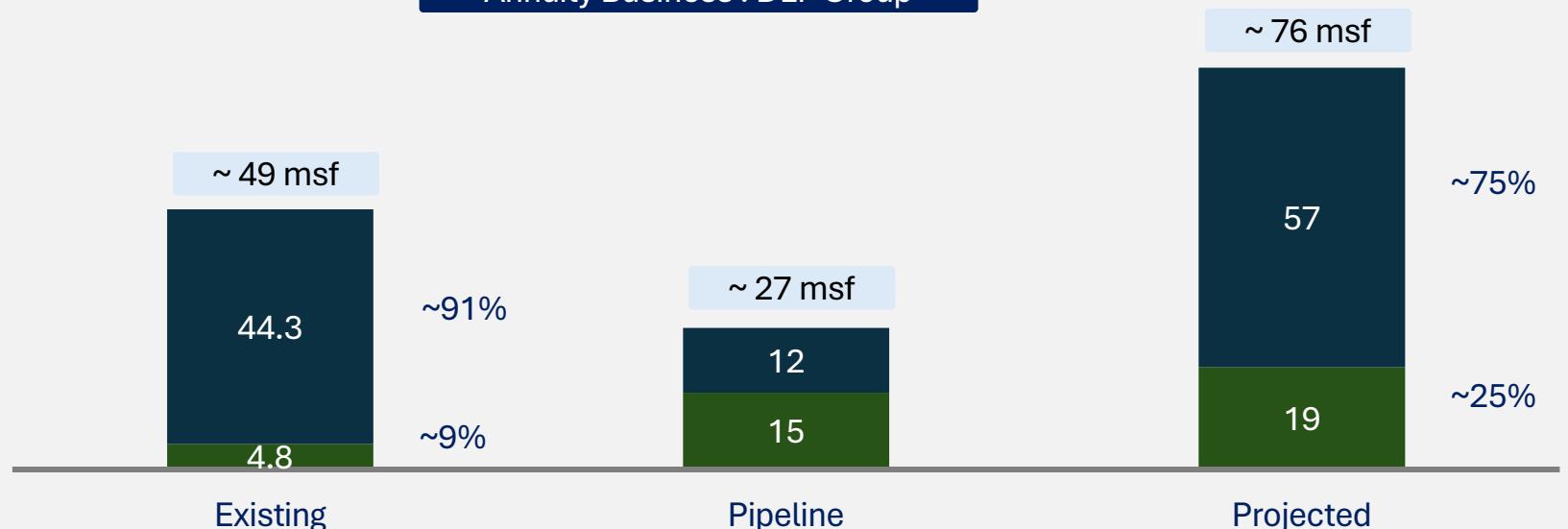
Operational Portfolio	Leasable Area (in msf)	Leased Area (in msf)	Vacant Area (in msf)	Leased Area (%)	Weighted Avg Rental Rate [psf]	GAV ¹ Dec-25 [in Rs crore]
Offices : Non-Sez	27	26.4	0.5	98%	125	51,685
<i>DCCDL</i>	23.2	22.8	0.3	99%	120	45,003
<i>DLF</i>	1.8	1.7	0.1	97%	141	3,128
<i>Atrium Place</i>	2	1.9	0.1	96%	174	3,554
Offices : Sez ²	17.2	15.2	2.0	88%	78	20,030
Sub-Total : Offices	44.2	41.7	2.5	94%	108	71,715
 Retail	 4.95	 4.77	 0.1	 97%	 232	 14,695
<i>DCCDL</i>	4	3.9	0.1	97%	211	11,745
<i>DLF</i>	0.96	0.87	0.07	93%	322	2,950
Total	49.1	46.5	2.6	94%	120	86,410

Note: 1) DCCDL GAV as per C&W report basis data as on 31.12.2025; DLF GAV basis data as on 31.03.2025; GAV of NOIDA Tech Park / Midtown Plaza /Summit Plaza is based on internal management estimates; 2) Excludes ~ 1msf of Kolkata Sez owned by DLF as it has been contracted to be transferred; Rental business of DLF + DCCDL + Atrium Place

Annuity Business – Strong pipeline to drive growth [Aiming to reach ~ Rs 10,000 crore of Rental income in medium-term]

Annuity Business : DLF Group

■ DCCDL
■ DLF

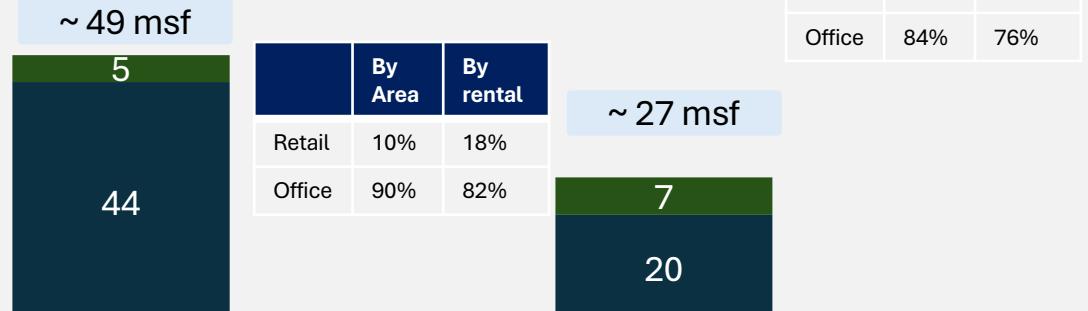


DLF's portfolio to increase to 25% of total Portfolio from 9% currently



■ Retail
■ Office

Annuity Business : DLF Group



Retail portfolio to grow ~2X and contribution to increase to 16% of total Portfolio size.

Higher retail rentals to deliver higher portfolio growth



Note: 1) DCCDL includes its subsidiaries; DLF includes its subsidiaries & Atrium Place - a JV in which DLF holds 67% share

Annuity Business : Under construction portfolio + Strong Pipeline to drive growth

Offices : ~20 msf

Retail : ~ 7 msf

Project	Under Construction	Pipeline	Ownership
	Area (in msf)	Area (in msf)	
DLF Downtown, Gurugram	5.7	0.7	DCCDL
DLF Downtown, Chennai	3.6	-	DCCDL
Atrium Place	1	-	Atrium Place
NOIDA Tech Park	0.9	0.5	DLF
Hyderabad		2.5	DLF
New Gurgaon		3	DLF
DLF 5, Gurugram		2	DLF
Sub-Total (Offices)	11	9	

Project	Under Construction	Pipeline	Ownership
	Area (in msf)	Area (in msf)	
DLF Downtown, Gurugram	1.9		DCCDL
DLF Promenade Goa	0.7		DLF
Vasant Kunj, New Delhi			0.3
Hyderabad			2
New Gurgaon			2
Sub-Total (Retail)	2.6	4.3	

27 msf pipeline to deliver strong growth

Note: 1) DCCDL includes its subsidiaries; DLF includes its subsidiaries; Atrium Place is a JV in which DLF holds 67% share

Marquee Developments to deliver healthy growth in the Annuity Business

DLF Downtown, Chennai

Operational Portfolio
~3.3 msf

Under Development
~3.6 msf

/ DT TARAMANI
Aerial View

Block DT 3

Block DT 1&2

**Proposed Block
DT 4&5**

Artistic impression; not an actual image



High Quality Land Bank

Location	Operational Portfolio [Existing]		Projects [under construction]		Projects [Planned pipeline]		Balance Potential [incl. TOD/TDR potential]	
	DLF	DCCDL	DLF	DCCDL	DLF	DCCDL	DLF	DCCDL
DLF 5	1	0.8	-	-	2	-	5	-
DLF City +	2.1	24.1	1	7.6	-	0.7	10	13
New Gurugram	-	-	-	-	5	-	25	-
Gurugram	3.1	25	1	7.6	7	0.7	40	13
North	-	0.9	-	-	-	-	-	-
Metros	1.6 [#]	18.4	1.5	3.6	5	0.3	5	2
Total	49 msf		14 msf		13 msf		60 msf	

Note: 1) Potential(Saleable/Leasable area) for Annuity business ; 2) Potential is based on management estimates & current zoning regulations; includes 100% potential of JVs;
 3) [#]Excludes ~1msf of Kolkata Sez owned by DLF as it has been contracted to be transferred

Commitment to Sustainability

LEED Platinum

Achieved the renewal of LEED Platinum Certification on 98% of portfolio

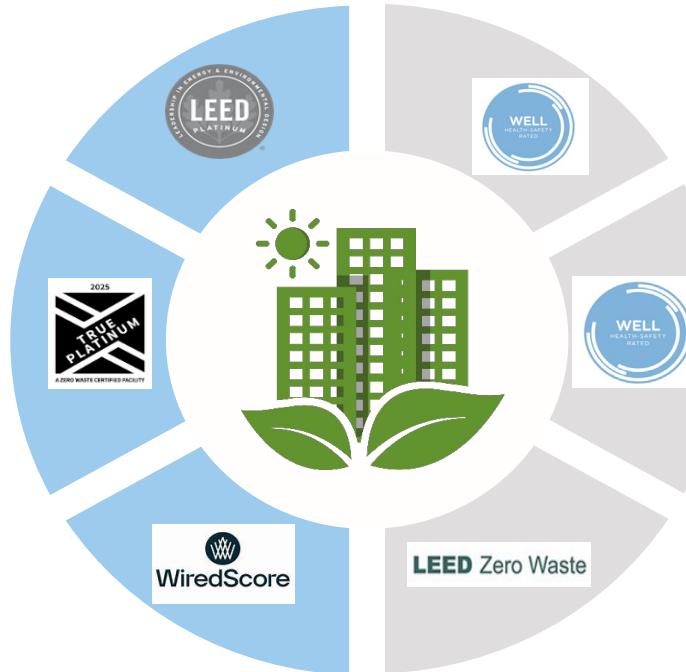
DCCDL received “**The GEEF Global WaterTech Awards 2025**” in the category of Smart Commercial Water Stewardship Management - Company of the Year 2025.

LEED Zero Waste

Achieved TRUE Platinum certification; Total certified buildings : 30

WELL HSR

100% portfolio certified under WELL HSR



WiredScore – Certification for Digital Connectivity

Wired Score Platinum Certification achieved for 13 buildings in current quarter, making a total of 17 buildings certified

Sustainability Report

DCCDL has released its inaugural Sustainability report for the FY 24-25 (www.dlf.in/investor)

5 Star Certification - Bureau of Energy Efficiency (Ministry of Power)

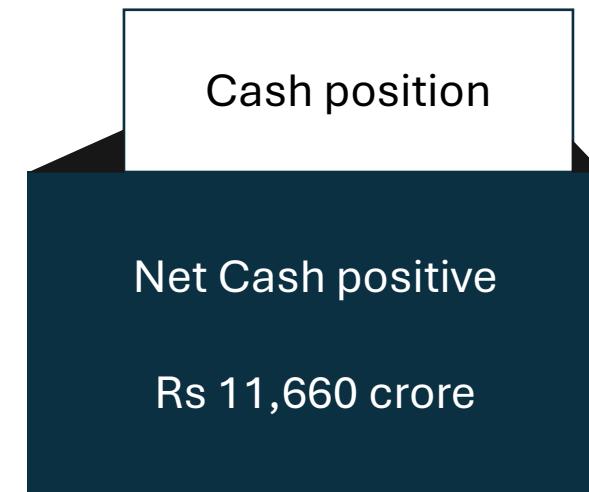
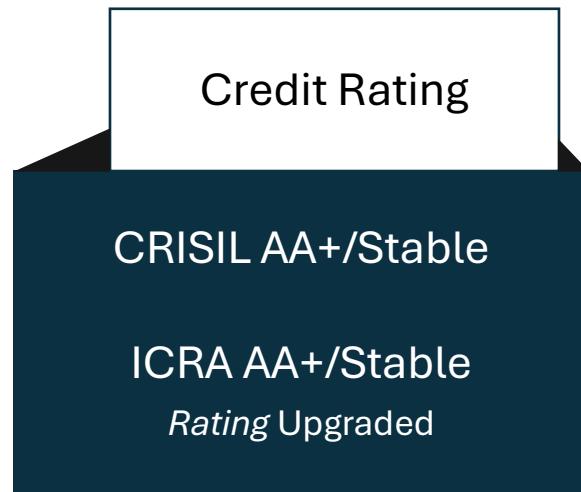
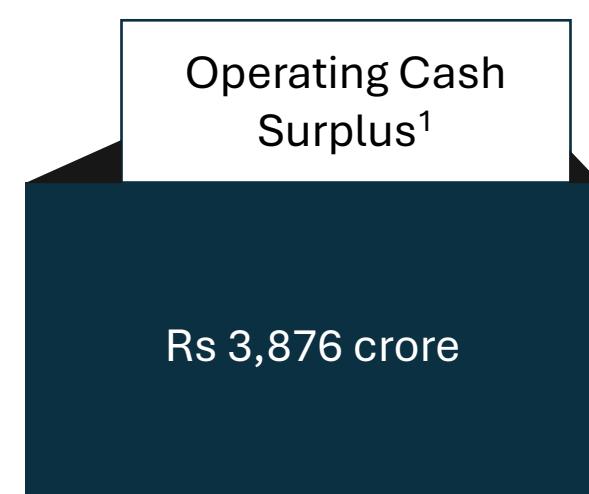
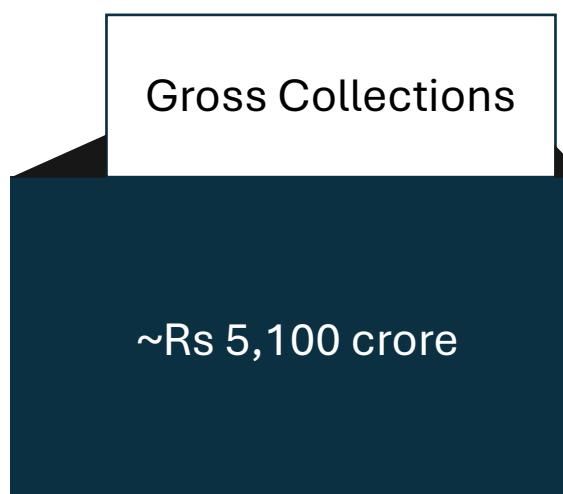
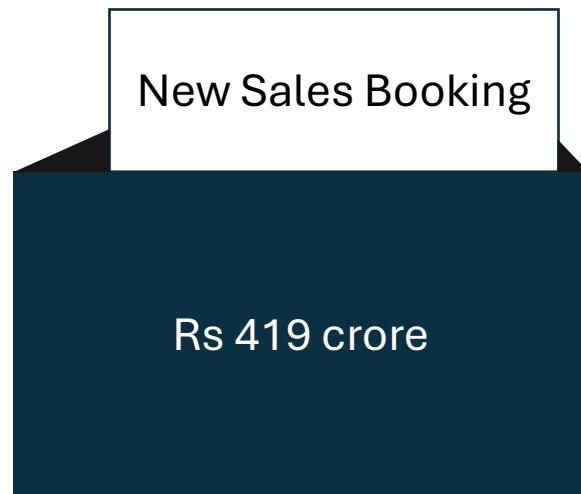
Awarded to 9 buildings – Cyber Park, Building 6, Building 14, Building 5, OHC, Cyber Greens, Infinity Towers, Building 9, SEZ Silokhera,

GRESB 5-Star rating achieved;
DCCDL recognized as Global Sector Leader [Unlisted]

DLF Limited : Financial Update



Results highlights – Q3FY26



Strong Operating Cash Surplus resulting in Zero Gross Debt & Healthy Net Cash position

Note: 1) Operating cash surplus : Net Surplus Cash before dividend received/payout

Q3FY26 Consolidated Results

Particulars	Q3FY26	Q2FY26	Q-o-Q	Q3FY25	Y-o-Y
Revenue from operations [#]	2,020	1,643	23%	1,529	32%
Cost of Sales	1,159	935	24%	738	57%
Gross Margin	862	708	22%	791	9%
Gross Margin%	43%	43%		52%	
Other income	459	619	(26%)	209	120%
Staff cost	168	146	15%	134	25%
Other Expenses	304	278	9%	257	18%
EBIDTA[#]	849	902	(6%)	609	39%
EBIDTA%	34%	40%		35%	
Finance costs	36	63	(43%)	94	(62%)
Depreciation	30	30	-	39	(24%)
PBT (before exceptional items)	783	810	(3%)	476	64%
Tax	8	217	(96%)	118	(93%)
PAT [before JV Profits & exceptional items]	775	592	31%	358	116%
Profit from Cyber & Other JV, OCI	477	403	19%	614	(22%)
PAT [after JV Profits]	1,252	995	26%	972	29%
Exceptional items	(45)	176	-	83	-
PAT [after exceptional items]	1,207	1,171	3%	1,055	14%

1) # does not account DCCDL figures - only share of profits is being accounted for

Consolidated Cash Flow : Net Cash Surplus generation at Rs 3,876 crore (before dividend paid/received)

Particulars	Q3FY26	Q2FY26	Q3FY25
Inflow			
• Collection from Sales	4,665	2,545	2,988
• Rental Inflow	85	127	128
Sub-Total Inflow	4,750	2,672	3,116
Outflow			
• Construction	684	925	591
• Govt. Approval fee/Others	(131)	102	303
• Overheads	284	344	230
• Marketing / Brokerage	49	64	187
Sub-Total Outflow	886	1,434	1,311
Operating Cash Surplus before interest & tax	3,864	1,237	1,806
• Finance Cost (net)	(167)	(115)	(60)
• Tax (net)	14	(3)	16
Operating Cash Surplus after interest & tax	4,017	1,354	1,850
<u>OCF Allocation</u>			
• Capex outflow / others	74	125	83
• Payment: Land acquisitions	67	92	284
Operating Cash Surplus [before dividend recd/paid]	3,876	1,137	1,483
• Dividend (Inflow from DCCDL)	68	86	220
• Dividend (Outflow from DLF)	-	(1,485)	-
Net surplus/ (shortfall)	3,943	(262)	1,704

Net Cash Position : Net Cash position at Rs 11,660 crore

Particulars	Q3FY26	Q2FY26	Q1FY26
Gross opening debt	(1,487)	(2,450)	(3,814)
Debt repaid during quarter	1,487	963	1,364
New Borrowing during Qtr.			
Closing Debt	-	(1,487)	(2,450)
Clear Cash in Hand	1,227	846	2,647
RERA 70% Accounts	10,433	8,358	7,782
Net Cash	11,660	7,717	7,980

Gross Debt Zero achieved

Consolidated Balance Sheet Abstract

In Rs crore

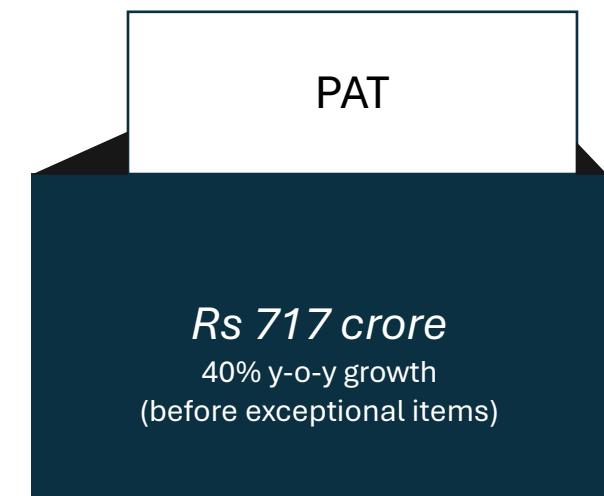
Particulars	As on 31.12.2025	As on 31.03.2025
Non-Current Assets	34,129	28,270
Current Assets	38,025	41,205
Total Assets	72,154	69,475
Equity/Reserves & Surplus	44,209	42,550
Non-current Liabilities	3,455	4,692
Current Liabilities	24,491	22,233
Total Liabilities	72,154	69,475

DCCDL : Financial Update



BERPARK

Result Highlights – Q3FY26



Note: 1) Net Debt = Gross Debt (IGAAP) less cash & cash equivalents;

DCCDL (Consolidated) Q3FY26 : EBITDA grew at 18%; PAT at Rs 707 crore ;40% y-o-y growth (before exceptional items)

Particulars	Q3FY26	Q2FY26	Q-o-Q	Q3FY25	Y-o-Y
Rental Income					
Office	1,149	1,125	2%	962	19%
Retail	263	237	11%	231	14%
Service & Other Operating Income	447	439	2%	391	15%
Other Income	19	21	(9%)	21	(7%)
Total Revenue	1,878	1,822	3%	1,605	17%
Operating Expenses	414	409	1%	363	14%
EBITDA	1,464	1,412	4%	1,242	18%
Finance costs	339	356	(5%)	367	(8%)
Depreciation	170	170	-	161	6%
PBT	955	887	8%	714	34%
Tax	238	243	(2%)	199	19%
Other Comprehensive Income	-	(2)	-	(1)	-
PAT (before exceptional items)	717	643	12%	514	40%
Exceptional items	(10)	-	-	426	-
PAT (after exceptional items)	707	643	10%	941	(25%)

DCCDL (Consolidated): Q3FY26 Cash Flow Abstract

Particulars	Q3FY26	Q2FY26	Q3FY25
Operating Cash flow before Interest & tax	1,463	1,282	1,288
Interest Expense (Net)	(294)	(307)	(365)
Tax (net)	(183)	(176)	(185)
Operating Cash flow after Interest & tax	986	800	739
Capex	(521)	(735)	(512)
Asset Sale proceeds	-	-	608
Net Surplus/Deficit – After Capex	465	65	834
Dividend	(102)	(129)	(331)
Net Surplus/Deficit	363	(65)	504

DCCDL (Consolidated): Balance Sheet Abstract

Particulars	As on 31.12.2025	As on 31.03.2025
Non-Current Assets	31,935	30,621
Current Assets	2,365	1,215
Total Assets	34,300	31,836
Equity/Reserves & Surplus	9,939	8,227
Non-current Liabilities	19,460	18,790
Current Liabilities	4,901	4,819
Total Liabilities	34,300	31,836

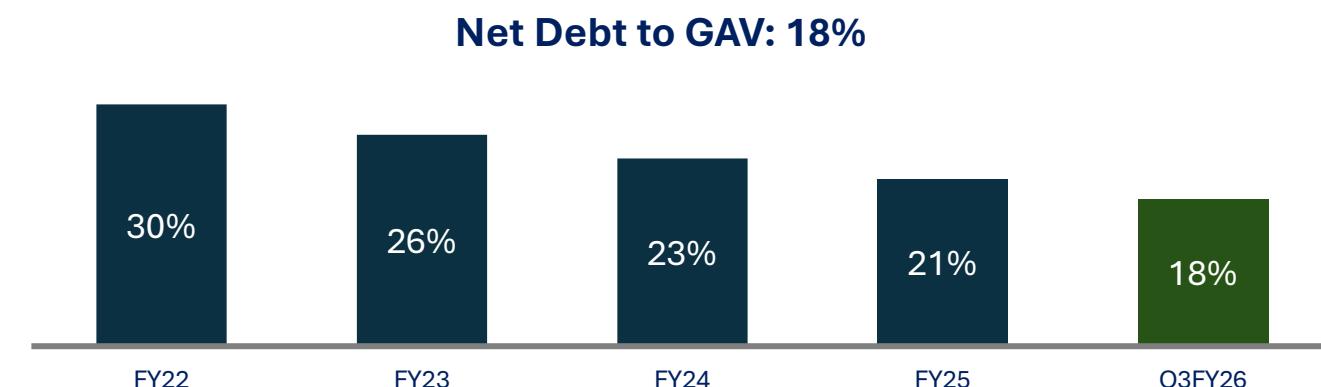
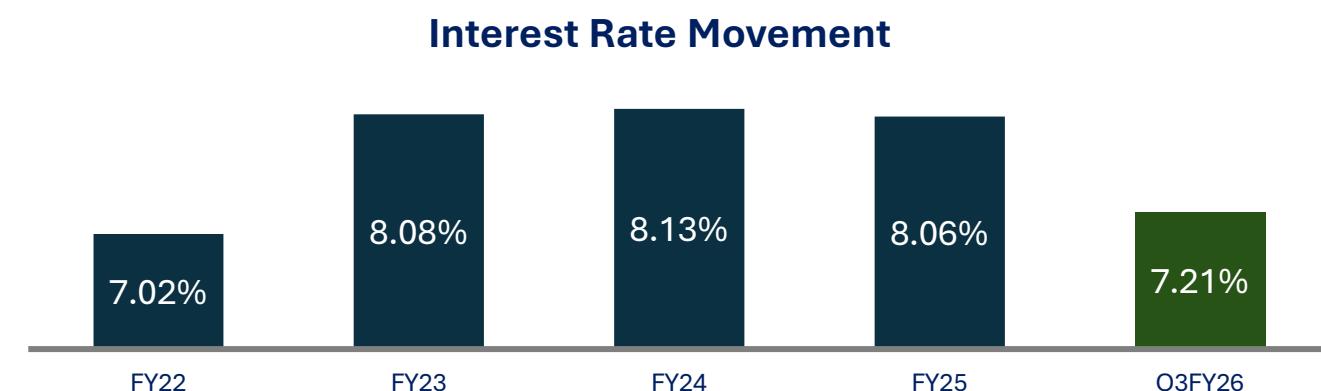
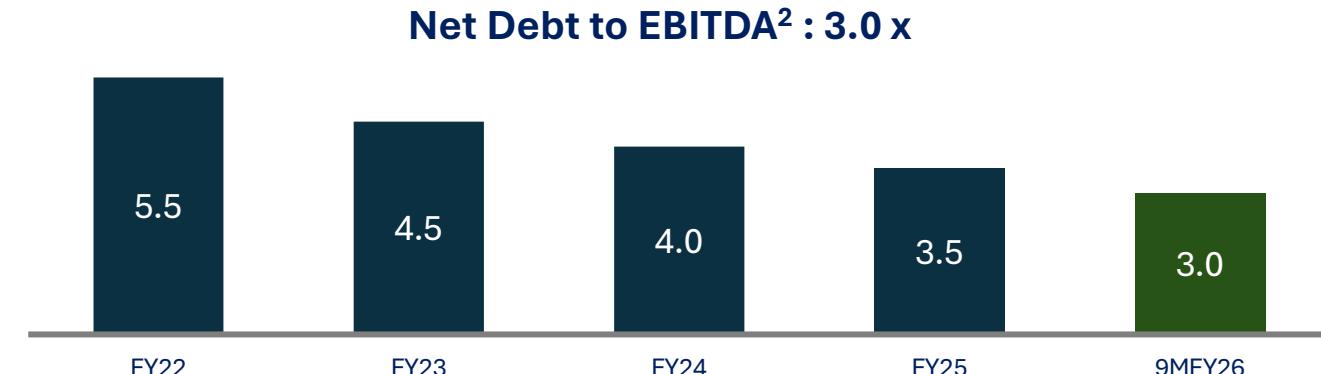
DCCDL (Consolidated): Debt Update – Q3FY26

Net Debt → Rs 16,976 crore

GAV¹ → Rs 93,315 crore

Credit Rating → CRISIL AAA/Stable
ICRA AAA/Stable

Interest Rate → 7.2%
Recent NCD issuance at 6.9%





Multi-level car park at DLF Downtown, Gurugram