

PODDAR

—HOUSING—

HOMES FOR LIFE

Investor Presentation

Poddar Riviera, at Kalyan West



Awards

4

BEST BRAND AWARD 2019 BY THE INTERNATIONAL BRAND EQUITY
BEST AFFORDABLE HOUSING DEVELOPER



INTEGRATED TOWNSHIP OF THE YEAR 2019
PODDAR WONDERCITY



BEST AFFORDABLE PROJECT FOR THE YEAR 2019
PODDAR SAMRUDDHI EVERGREENS

Index

5

1. Financial Updates

2. Projects Update

3. Cash flows

4. Covid 19 Impact

Financial Updates

Balance Sheet Summary – Mar 20

₹ Lakhs

7

PARTICULARS	STANDALONE		CONSOLIDATED	
	31.03.2020	31.03.2019	31.03.2020	31.03.2019
Non-current assets	10,496.75	8,668.34	11,752.93	10,129.38
Current assets	42,362.23	36,561.53	42,633.53	36,934.41
Total Assets	52,858.98	45,229.87	54,386.46	47,063.79
Equity	19,990.38	21,464.71	19,204.48	21,250.19
Non-current liabilities	20,587.66	17,399.17	21,239.66	17,947.89
Current liabilities	12,280.94	6,365.99	13,942.32	7,865.71
Total Liabilities	32,868.60	23,765.16	35,181.98	25,813.60
Total Equity And Liabilities	52,858.98	45,229.87	54,386.46	47,063.79

Note: Previous period figures have been re-grouped / re-classified wherever necessary to conform to current period's classification.

Assets Summary – Mar 20

₹ Lakhs

8

PARTICULARS	STANDALONE		CONSOLIDATED	
	31.03.2020	31.03.2019	31.03.2020	31.03.2019
Non-current assets				
Property, plant and equipment	378.44	385.97	386.07	395.01
Investment Properties	38.40	38.40	38.40	38.40
Intangible assets	70.34	31.14	70.35	31.14
Financial assets				
i. Investments	143.31	143.61	142.32	142.61
ii. Loans	2,396.70	1,539.57	721.78	417.56
iii. Other financial assets	6,616.50	6,181.20	9,535.17	8,750.06
Deferred tax assets (net)	853.06	348.45	858.84	354.60
Total non-current assets	10,496.75	8,668.34	11,752.93	10,129.38
Current assets				
Inventories	37,620.86	30,224.87	37,809.60	30,428.48
Financial assets				
i. Investments	152.71	4,043.15	152.71	4,043.15
ii. Trade receivables	512.38	322.49	535.77	370.10
iii. Cash and cash equivalents	183.86	58.38	189.15	91.68
iv. Other bank balances	697.31	80.71	697.31	80.71
v. Loans	25.00	90.00	25.00	90.00
vi. Other financial assets	1,408.38	283.84	1,332.23	256.02
Other current assets	1,761.73	1,458.09	1,891.76	1,574.27
Total current assets	42,362.23	36,561.53	42,633.53	36,934.41
TOTAL ASSETS	52,858.98	45,229.87	54,386.46	47,063.79

Note: Previous period figures have been re-grouped / re-classified wherever necessary to conform to current period's classification.

Liability Summary – Mar 20

₹ Lakhs

9

PARTICULARS	STANDALONE		CONSOLIDATED	
	31.03.2020	31.03.2019	31.03.2020	31.03.2019
Equity				
Equity share capital	631.54	631.54	631.54	631.54
Reserves and surplus	19,358.84	20,833.17	18,572.94	20,618.65
Total equity	19,990.38	21,464.71	19,204.48	21,250.19
LIABILITIES				
Non-current liabilities				
Financial Liabilities				
i. Borrowings	20,567.18	17,374.72	21,219.18	17,936.72
ii. Other financial liabilities	5.00	5.00	5.00	5.03
Employee benefit obligations	15.48	19.45	15.48	6.14
Total non-current liabilities	20,587.66	17,399.17	21,239.66	17,947.89
Current liabilities				
Financial liabilities				
i. Borrowings	1,280.43	-	2,380.43	1,000.00
i. Trade payables	2,842.99	1,796.38	2,910.12	1,862.40
ii. Other financial liabilities	5,867.11	3,719.69	6,062.73	3,851.21
Employee benefit obligations	248.78	112.00	284.65	152.95
Other current liabilities	2,041.63	737.92	2,304.39	999.15
Total current liabilities	12,280.94	6,365.99	13,942.32	7,865.71
TOTAL LIABILITIES	32,868.60	23,765.16	35,181.98	25,813.60
TOTAL EQUITY AND LIABILITIES	52,858.98	45,229.87	54,386.46	47,063.79

Note: Previous period figures have been re-grouped / re-classified wherever necessary to conform to current period's classification.

Cash Flow Summary – Mar 20

₹ Lakhs

10

PARTICULARS	STANDALONE		CONSOLIDATED	
	31.03.2020	31.03.2019	31.03.2020	31.03.2019
Opening Cash and Cash Equivalent	58.38	927.88	91.68	968.90
Operating Cash Flows	(5,309.46)	(9,124.44)	(5,807.84)	(11,400.38)
Investing Cash Flows	3,234.81	1,786.33	3,689.11	2,767.70
Financing Cash Flows	2,200.14	6,468.61	2,216.20	7,755.46
Closing Cash and Cash Equivalent	183.86	58.38	189.15	91.68

Note: Previous period figures have been re-grouped / re-classified wherever necessary to conform to current period's classification.

Profit and Loss Summary – Mar 20

₹ Lakhs

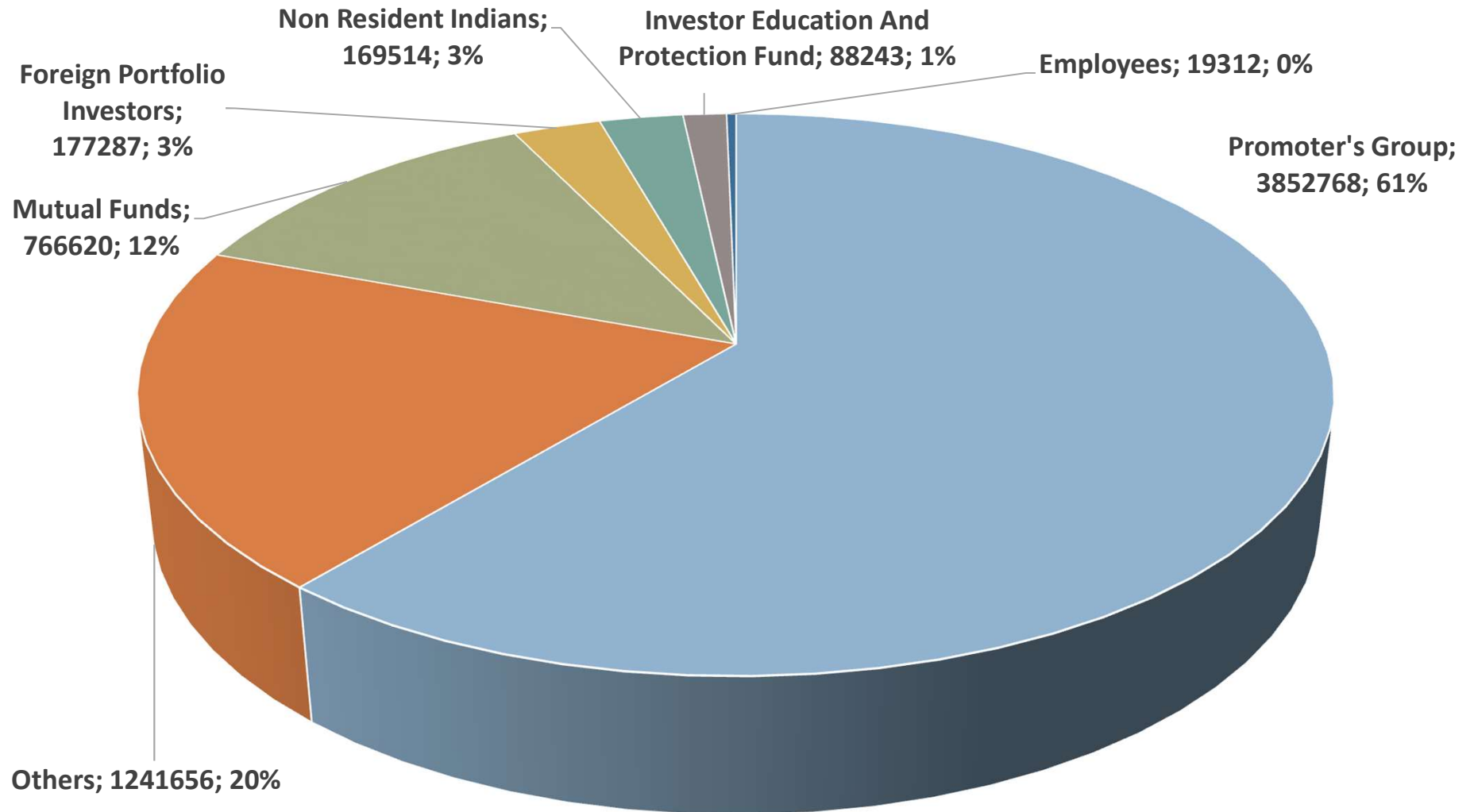
11

PARTICULARS	STANDALONE				CONSOLIDATED			
	Quarter Ended		Year Ended		Quarter Ended		Year Ended	
	31.03.20	31.03.19	31.03.20	31.03.19	31.03.20	31.03.19	31.03.20	31.03.19
Income from operations								
i. Revenue from Operations	864.95	1,097.61	4,778.12	4,648.46	863.75	1,178.49	4,795.22	4,755.57
ii. Other Income	172.52	108.19	551.54	340.95	82.65	62.39	400.46	323.36
Total income from operations (net)	1,037.47	1,205.80	5,329.66	4,989.41	946.40	1,240.88	5,195.68	5,078.93
Expenses								
i. Cost of Construction	3,692.66	4,437.20	11,159.82	9,493.94	3,692.67	4,437.20	11,159.83	9,493.94
ii. Changes in Inventories of WIP and Finished goods	(2,903.21)	(3,747.52)	(7,131.72)	(6,268.71)	(2,889.77)	(3,690.04)	(7,118.27)	(6,211.23)
iii. Employee Benefit Expenses	145.39	112.23	617.42	316.43	181.65	159.74	742.38	466.03
iv. Depreciation and Amortisation Expenses	13.82	(26.98)	38.98	32.50	14.53	(25.75)	40.39	33.73
v. Finance Costs	(4.92)	78.51	281.19	453.04	94.52	85.20	519.22	569.42
vi. Other Expenses	534.27	378.40	2,259.18	1,549.30	501.43	315.24	2,322.90	1,605.91
Total expenses	1,478.01	1,231.84	7,224.87	5,576.50	1,595.03	1,281.59	7,666.45	5,957.80
Profit / (Loss) before tax	(440.54)	(26.04)	(1,895.21)	(587.09)	(648.63)	(40.71)	(2,470.77)	(878.87)
Total Tax Expense/ (Benefit)	(157.30)	(38.20)	(512.30)	(153.27)	(156.92)	(39.00)	(511.92)	(154.07)
Net Profit/ (Loss) after tax	(283.24)	12.16	(1,382.91)	(433.82)	(491.71)	(1.71)	(1,958.85)	(724.80)
Other comprehensive income for the year (net of tax)	25.16	(3.02)	22.82	82.88	29.69	(7.58)	27.35	78.32
Total comprehensive income for the year (net of tax)	(258.08)	9.14	(1,360.09)	(350.94)	(462.02)	(9.29)	(1,931.50)	(646.48)

Note: Previous period figures have been re-grouped / re-classified wherever necessary to conform to current period's classification.

Shareholding – Mar 20

12

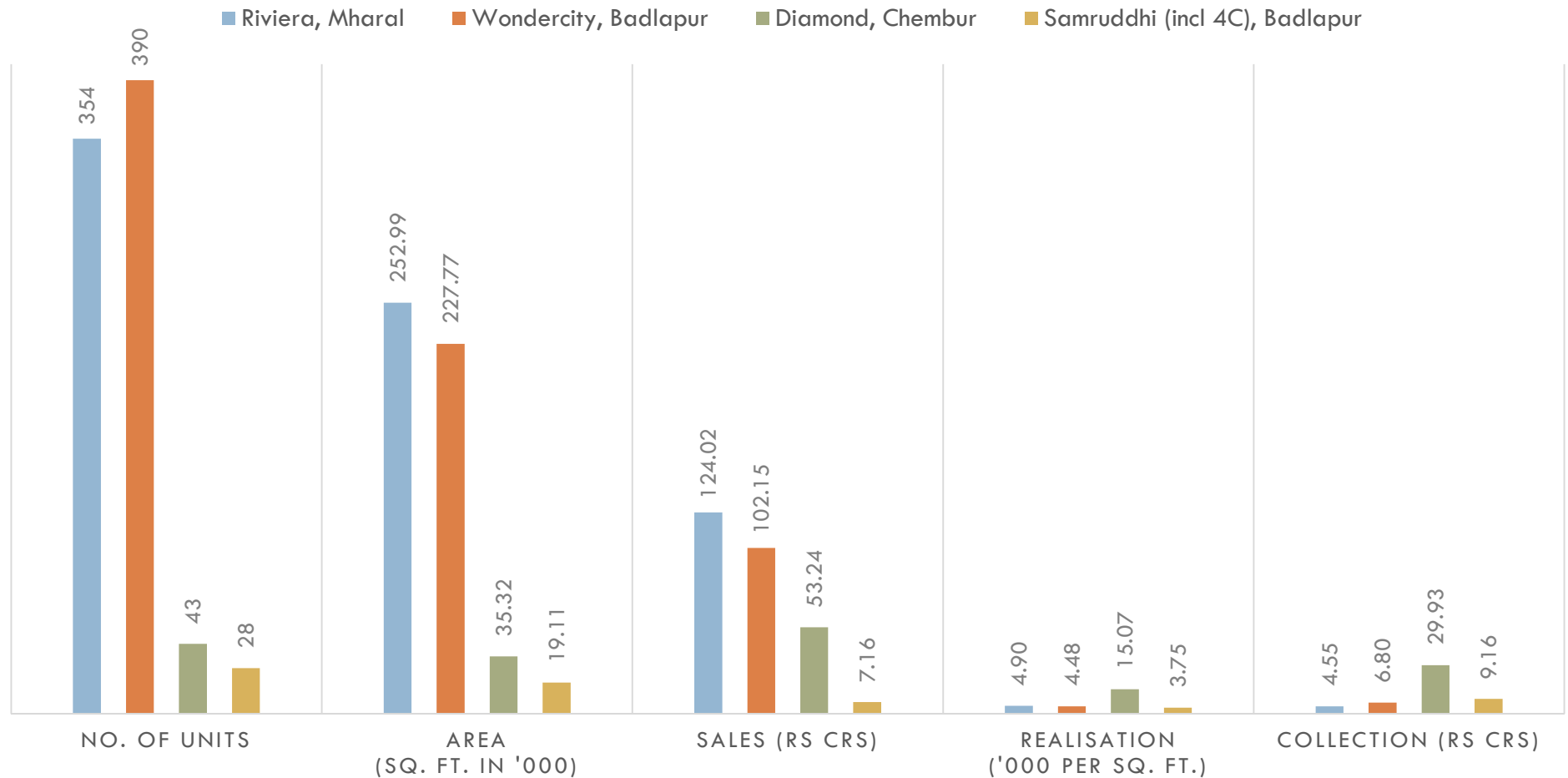


Project Updates

Highlights for the Year Ended 31 March 2020

14

PRE-SALES / BOOKING, COLLECTION & REALISATION



Note – Areas mentioned above is salable area

Synopsis of Projects[#]

15

Particulars	Ongoing				Completed	
	Riviera	Wonder city - I	Diamond	SEG 4C	SEG 1-4B	SCC
Estimated Area of Project (sq.ft.) *	23,93,403	12,07,535	1,04,877	76,963	12,77,229	4,81,400
Estimated Total Units (nos.)	3,412	1,863	132	114	2,203	1,412
Area opened for booking (sq.ft.)*	530,149	4,17,273	97,380	76,963	12,77,229	4,81,400
Units opened for booking (nos.)	720	671	118	114	2,203	1,412
Area Booked (sq.ft.) *	252,985	227,767	70,140	41,526	12,49,823	4,69,464
Units Booked (nos.)	354	390	86	62	2,157	1,392
Area in Inventory (sq.ft.)*	277,164	1,89,506	27,240	35,437	27,406	11,936
Units in Inventory (nos.)	366	281	32	52	46	20
Booking Value (Rs. Crores)	124.02	102.15	103.78	15.44	343.55	61.95
Amount Collected (Rs. Crores)	4.55	6.80	52.48	9.64	342.88	61.95
Revenue Recognised (Rs. Crores)	-	-	57.56	11.78	343.55	61.95
Average Rate per sq.ft. (Rs.)	4,923	4,485	14,796	3,719	2,749	1,320

[#] cumulative from start of the project to March 2020
SEG – Samruddhi Evergreen, Badlapur

* Salable area
SCC – Samruddhi Complex and Commercial, Karjat

Ongoing Projects

16

PODDAR
RIVIERA



MAHA RERA Registration No.
P51700023508 | P51700023181 | P51700023296

PODDAR
Wondercity
Badlapur East



MAHA RERA Registration No.
P51700020032 | P51700020028 | P51700020038
P51700020041 | P51700020067 | P51700020027

Ongoing Projects

17

PODDAR
— SPRAHA —
DIAMOND



MAHA RERA Registration No.
P51900002986

PODDAR
EVERGREENS



MAHA RERA Registration No.
P51700009156

Poddar Riviera – Kalyan

18

Sales

- 354 units booked; pre-sales value of Rs. 124 Crores and 2.53 lac sq. ft.
- Average realisation of Rs. 4,923 per sq. ft.

Construction

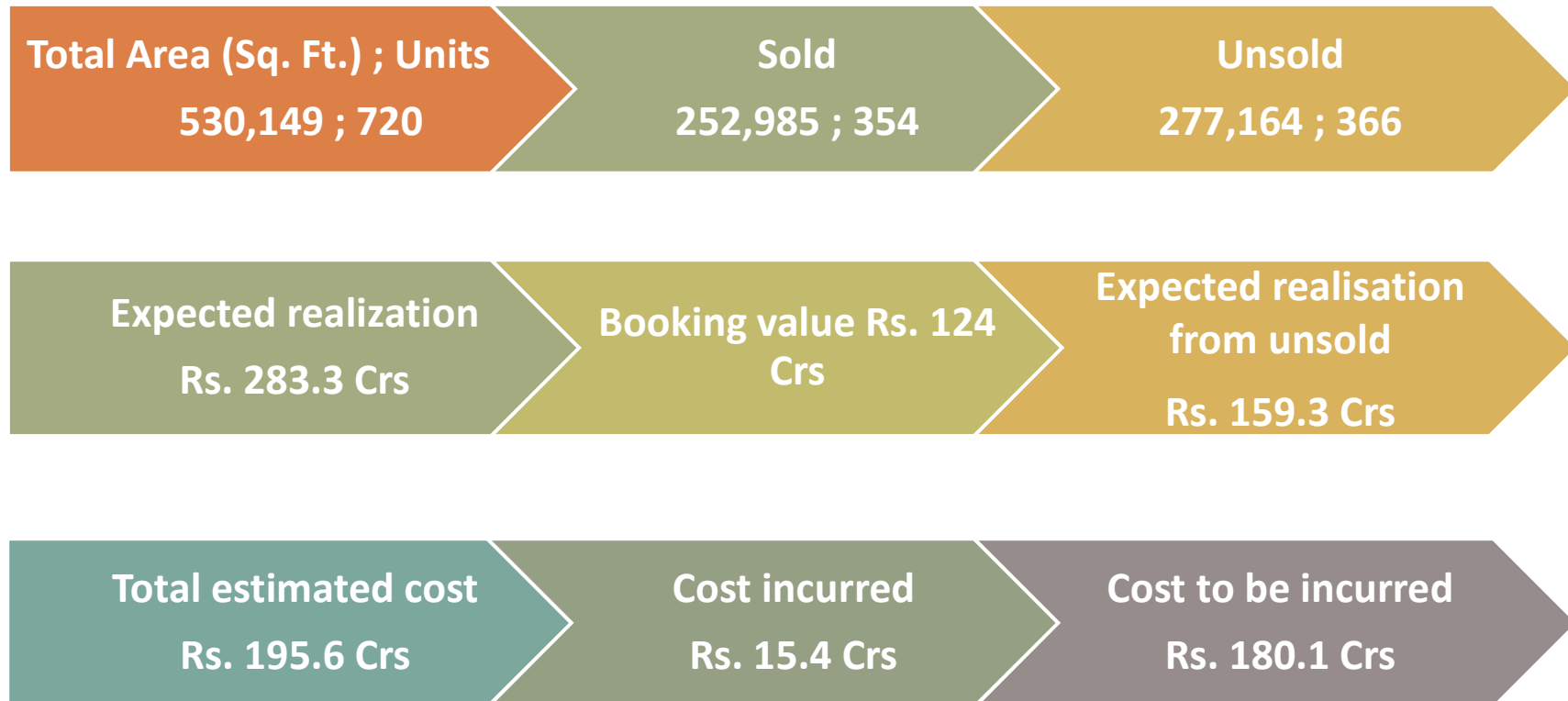
- Completed Sales Gallery and Show Flats
- Excavation work is in process

Approval

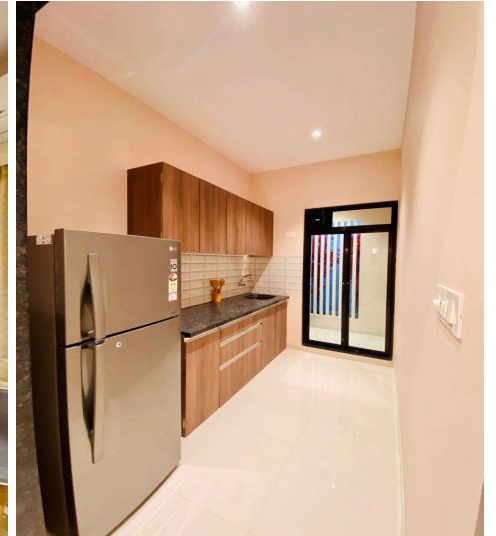
- PMAY, IOA, CC upto Plinth and Fire NOC is in place
- Revised Plan for higher efficiency submitted.

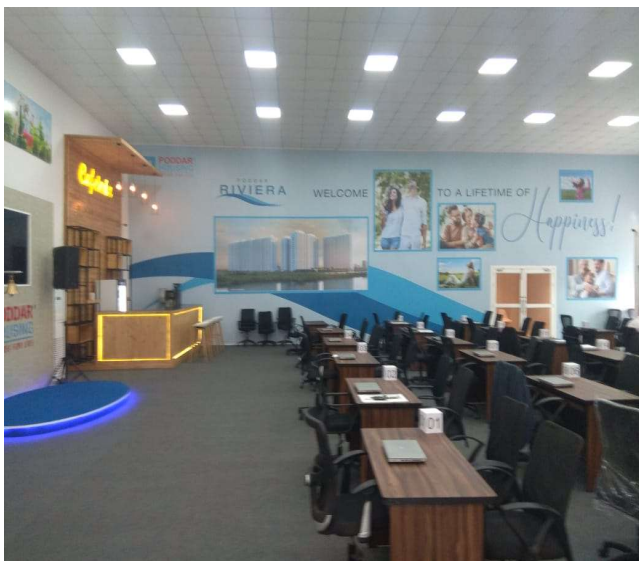
Poddar Riviera – Kalyan

19



Phase I (opened for sales)





Poddar Wondercity – Badlapur

22

Sales

- Launched in Apr 19, pre-sales of 390 units aggregating to Rs. 102 Crores and 2.28 lac sq. ft.; Average realisation of Rs. 4,485 per sq. ft.
- PMAY Contribution's 1st part [State Govt's contribution] is received
- Registration of booked units is in process.

Construction

- Building B4,B5 and B6 – Plinth completed
- Site infrastructure development work in progress

Approval

- PMAY, IOA, CC upto Plinth, Environmental clearance and Fire NOC is in place
- Applied for further CC and revised plan will be submitted

Poddar Wondercity – Badlapur

23



Total Area (Sq. Ft.) ; Units
4,17,273 ; 671

Sold
227,767 ; 390

Unsold
1,89,506 ; 281

Expected realization
Rs. 198.3 Crs

Realisation from Sales
Rs. 102.2Crs

Expected realisation
from unsold
Rs. 96.1 Crs

Total estimated cost
Rs. 151.0 Crs

Cost incurred
Rs. 44.7 Crs

Cost to be incurred
Rs. 106.4 Crs

Phase II and VI (opened for sales)

24



B-5



Retaining Wall



B-6



Bridge

Poddar Spraha Diamond – Chembur

25

Sales

Particulars	Q4	FY 19-20	Till Mar -20
Units	8	43	86
Area Sq. ft.	6,166	35,320	70,140
Gross Sales (Rs in Crores)	9.30	53.24	103.78

- Out of 86 units 70 are registered till March 2020
- The project has realisation of Rs. 14,796 sq. ft.

Construction

- Rehab Building – Completed and Occupation Certificate applied for
- Wing B - Terrace slab casted; Gypsum and Block work is in process 11th floor onwards
- Wing C – 3rd slab is in progress awaited for further CC.

Approval

- Further CC expected by July 2020
- Composite Building IOA upto 6th floor in place, CC and Fire NOC in process

Poddar Spraha Diamond – Chembur

26

PODDAR
SPRAHA
DIAMOND

Total Area (Sq. Ft.) ; Units
1,04,877 ; 132

Sold
70,140 ; 86

Unsold
34,737 ; 46

Expected realization
Rs. 160.7 Crs

Realisation from Sales
Rs. 103.8Crs

Expected realisation
from unsold
Rs. 56.9 Crs

Total estimated cost
Rs. 146.9 Crs

Cost incurred
Rs. 93.5 Crs

Cost to be incurred
Rs. 53.5 Crs

Phase I (opened for sales)

Rehab



Rehab



28

Wing B



Wing A



Gypsum Work



Block Work



Fire Fighting



Poddar Samruddhi Evergreen 4C – Badlapur

29

Sales

Particulars	Q4	FY 19-20	Till Mar -20
Units	4	19	62
Carpet Area Sq. ft.	3,085	12,656	41,526
Gross Sales (Rs in Crores)	1.11	4.81	15.44

- Out of 62 units 53 are registered till March 2020
- The project has realisation of Rs. 3,719 sq. ft.

Construction

Particulars	140	141	142	143	144	145	148
% Completed	90	90	49	96	99	61	83
Units Sold	11	6	1	13	14	6	11

Approval

- Approvals are in place
- Application for Occupation Certificate will be filed by Sept 2020

Poddar Samruddhi Evergreen 4C – Badlapur

30



Total Area (Sq. Ft.) ; Units
76,963 ; 114

Sold
41,526 ; 62

Unsold
35,437 ; 52

Expected realization
Rs. 31.2 Crs

Realisation from Sales
Rs. 15.4 Crs

Expected realisation
from unsold
Rs. 15.7 Crs

Total estimated cost
Rs. 21.4 Crs

Cost incurred
Rs. 16.8 Crs

Cost to be incurred
Rs. 4.6 Crs

Bldg.140



Bldg.141



Bldg.142



Bldg.143



32

Bldg.144



Bldg.145



Bldg.148



INFRA



Project Updates – Up Coming

33

Kandivali
Apna Nagar

- Out of 315 huts 236 has been vacated out of which 196 has been demolished. Slum on the proposed building line is almost vacated.
- Plans are under revision for 100% commercial project;
- Development potential increased from 1.65 lacs carpet sq. ft. to 2.20 lacs carpet sq. ft.

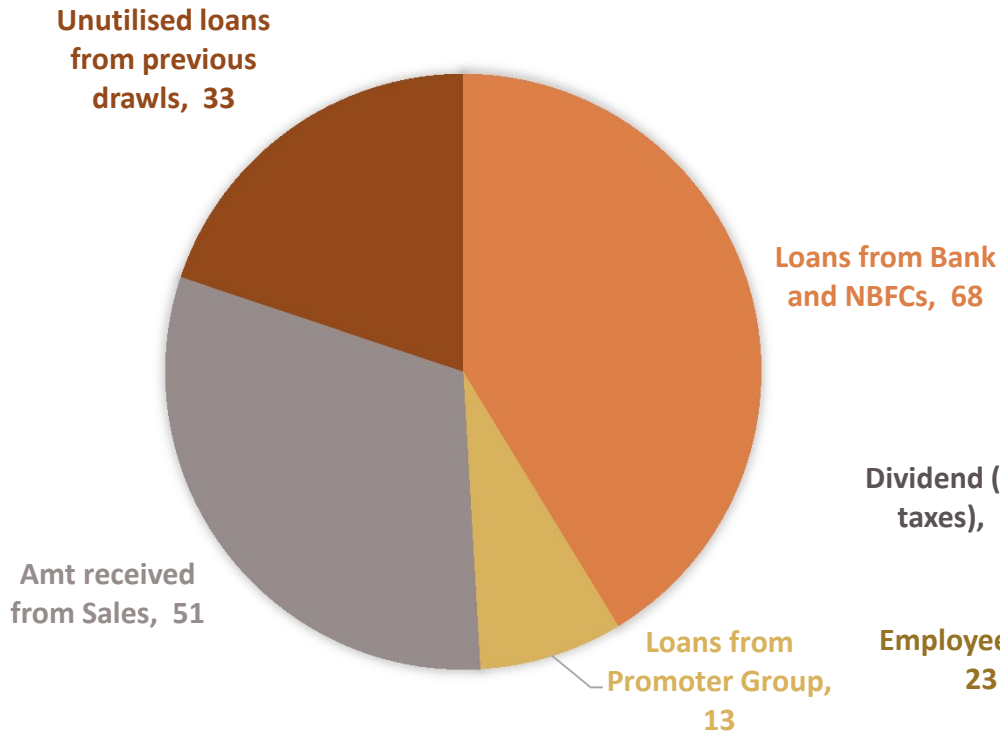
Cash Flows

Cash Flows – Actuals Apr 19 to Mar 20

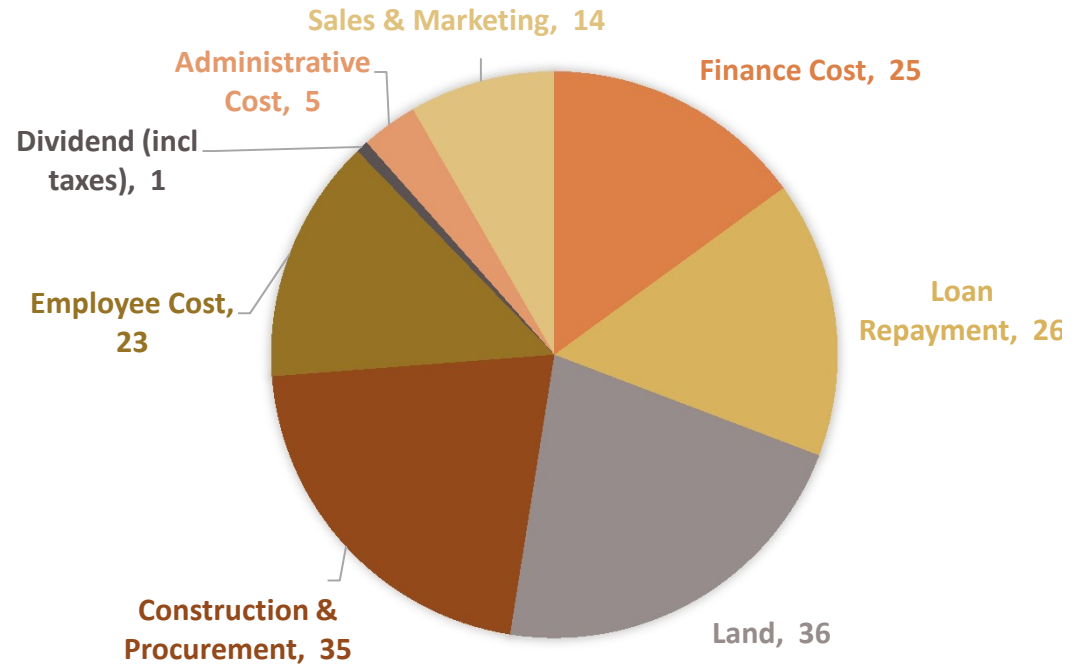
₹ Crores

35

SOURCES OF FUNDS



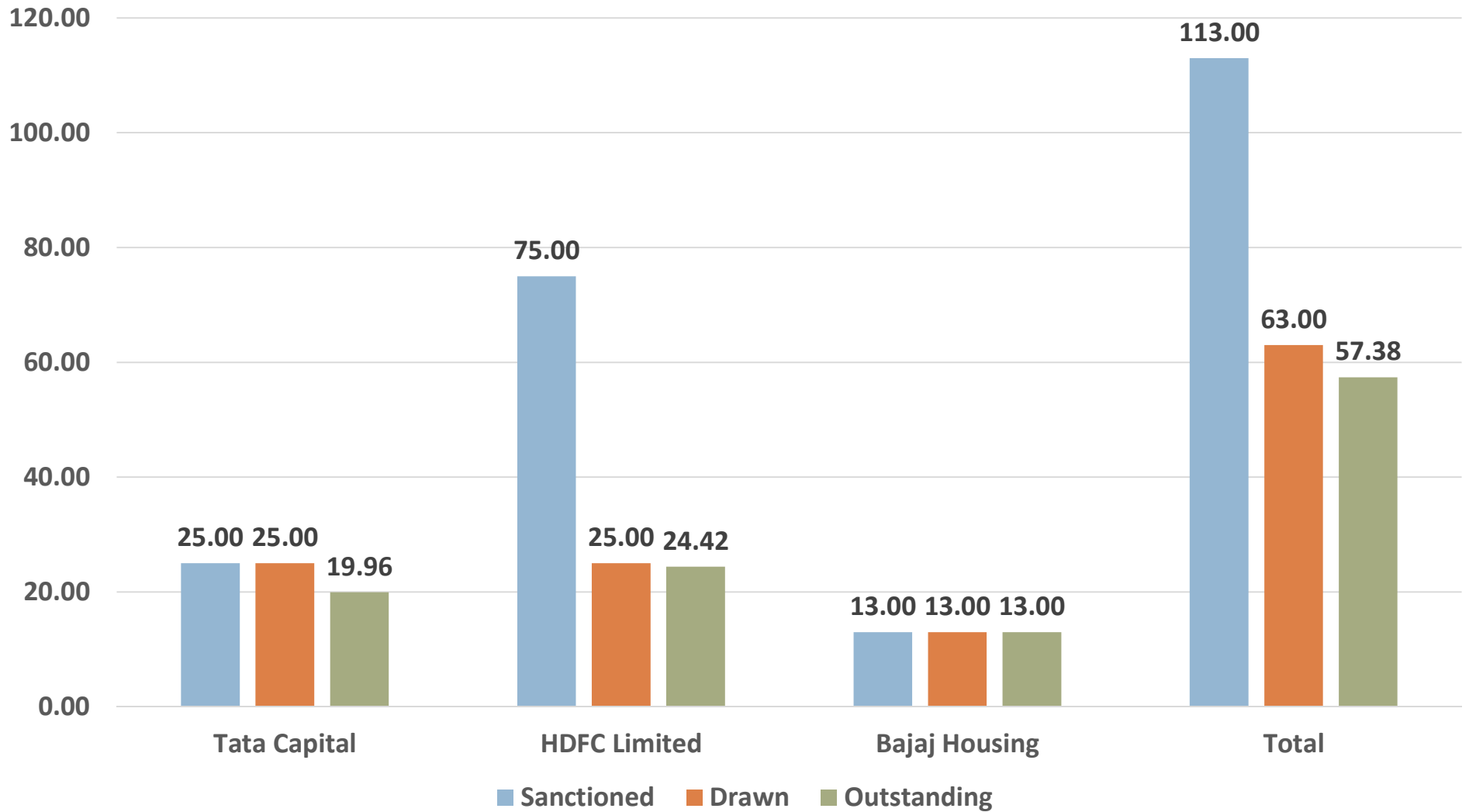
APPLICATION OF FUNDS



Debts Raised during the Year - March 2020

₹ Crores

36



COVID 19

Impact on Business Operations

OPERATIONS

- ✓ **Lockdown** - The operations were affected from March 20, 2020. We have restarted the sites for pre-monsoon activities as per the guidelines issued by the Government. Head Office is operational from June 8, 2020.
- ✓ **Laborers** – Most of the migrant laborers have moved back to their native places which has affected the availability of laborers, it is likely to affect the Project Completion Timelines by four to six months.
- ✓ The MAHARERA has suo-motto granted six months extension for the completion of the ongoing project.

OPERATING COST OPTIMISATION

The management has taken various measures to reduce the operating cost and accordingly identified and implemented the reduction in overall operating cost by Rs. 9 Crs on per annum basis.

FINANCING

The Company has availed the moratorium announced by RBI for its financial facilities with Yes Bank, HDFC Limited and Tata Capital Financials Services Limited.

SITE OPERATIONS – STAFF SAFETY

40



SITE OPERATIONS – LABOURERS SAFETY



REDMI NOTE 5 PRO
MI DUAL CAMERA



REDMI NOTE 5 PRO
MI DUAL CAMERA

Thank You

Mr. Vishal Kokadwar, Chief Financial Officer – vishal.kokadwar@poddarhousing.com

Mr. Rajendra Agrawal, Head – Finance & Account – rajendra.agrawal@poddarhousing.com

Disclaimer

This presentation has been prepared by Poddar Housing and Development Limited (“Company”) solely for providing information about the Company. It contains certain forward looking statements concerning Poddar Housing and Development Limited as 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 are not limited to, risks and uncertainties, regarding approvals, fluctuations in Net realisation, 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, regulations. 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.