



PODDAR

HOUSING AND DEVELOPMENT LIMITED

June 21, 2022

| | |
|---|---|
| To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 Scrip Code - 523628 | To, The National Stock Exchange of India, Exchange Plaza, 5 th Floor, Plot no. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051 Scrip Symbol - PODDARHOUS |
|---|---|

Dear Sir,

Sub: Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investors Presentation on Financial Results for quarter and year ended on March 31, 2022.

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to enclose herewith Investors Presentation on financial results of the company for the quarter and year ended on March 31, 2022 which has been declared by the company on 30th May, 2022.

The said Investor Presentation will be simultaneously posted on the Company's website at www.poddarhousing.com

Request you to take the same on record and disseminate the same on the website of the stock exchanges.

Thanking You,
Yours faithfully,

For Poddar Housing and Development Limited

Vimal Tank
Company Secretary



Investor Presentation – Mar 2022



Investor Presentation for the quarter and year ended on Mar 31, 2022

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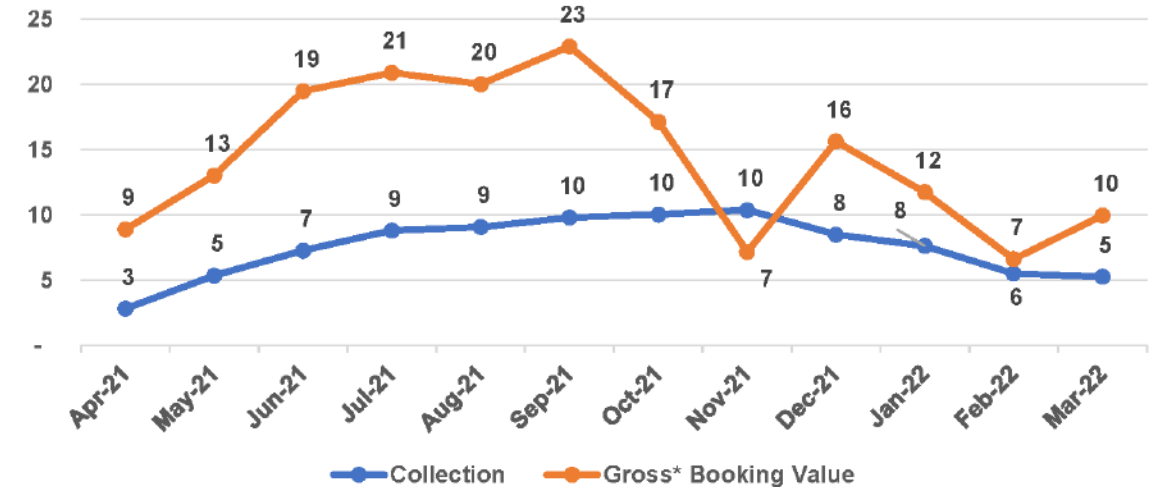
Highlight of Q4



Highlights for the quarter ended – Mar - 22

₹ Crores

- ❑ Received approval under UDCPR for Poddar Riviera;
- ❑ Gross* booking of 95 units in Q4; 461 units in the year;
- ❑ Gross* booking value of ₹ 28 Crs in Q4; ₹ 174 Crs in the year;
- ❑ Collection of ₹ 18 Crs in Q4; ₹ 92 Crs in the year;
- ❑ Sale of 3,353 Sq. Mts of land with an FSI 8,254 Sq. Mts in Poddar Riviera for ₹ 10 Crs



* During the quarter we had cancellation of 40 units; value ₹ 11 Crs; in the year 226 units; value ₹ 80 Crs

Results of Q4



Results – Standalone Mar -22

₹ Crores

| No. | Particulars | Quarter Ended | | | Year Ended | |
|----------|---|---------------|---------------|---------------|----------------|--------------|
| | | 31.03.2022 | 31.12.2021 | 31.03.2021 | 31-03-2022 | 31-03-2021 |
| 1 | Income from operations | | | | | |
| | i. Revenue from Operations | 19.94 | 16.60 | 12.23 | 63.02 | 54.76 |
| | ii. Other Income | 0.39 | (0.12) | (0.13) | 0.49 | 2.84 |
| | Total income from operations (net) | 20.33 | 16.48 | 12.10 | 63.50 | 57.60 |
| 2 | Expenses | | | | | |
| | i. Cost of Construction | 30.69 | 26.77 | 12.92 | 111.62 | 87.79 |
| | ii. Changes in Inventories of WIP and Finished goods | (18.10) | (11.64) | (4.04) | (59.74) | (53.54) |
| | iii. Employee Benefit Expenses | 0.37 | 1.02 | (0.52) | 3.45 | 4.48 |
| | iv. Depreciation and Amortisation Expenses | 0.04 | 0.08 | 0.07 | 0.29 | 0.47 |
| | v. Finance Costs | 5.20 | 3.44 | 4.44 | 15.08 | 5.81 |
| | vi. Other Expenses | 3.33 | 5.45 | 1.82 | 15.38 | 8.15 |
| | Total expenses | 21.54 | 25.12 | 14.68 | 86.09 | 53.16 |
| 3 | Profit / (Loss) before tax | (1.21) | (8.64) | (2.57) | (22.59) | 4.44 |
| 4 | Tax expense: | | | | | |
| | i. Current Tax Expense/ (Benefit) | (0.51) | - | (0.34) | (0.51) | 0.86 |
| | ii. Deferred Tax Expense/ (Benefit) | 0.43 | (2.04) | 0.16 | (4.82) | 0.76 |
| | Total Tax Expense/ (Benefit) | (0.08) | (2.04) | (0.18) | (5.33) | 1.62 |
| 5 | Net Profit/ (Loss) after tax | (1.13) | (6.59) | (2.39) | (17.26) | 2.82 |
| 6 | Other comprehensive income (OCI) | | | | | |
| | Items not to be reclassified subsequently to profit or loss: | | | | | |
| | - Gain/(Loss) on fair valuation of defined benefit plans as per actuarial valuation | (0.09) | - | 0.20 | (0.09) | 0.20 |
| | - Gain on fair valuation of equity instruments | (0.15) | 0.10 | 0.10 | 0.09 | 0.16 |
| | - Deferred tax expense/(income) relating to these items | (0.05) | 0.00 | 0.07 | (0.00) | (0.09) |
| | Other comprehensive income for the year (net of tax) | (0.18) | 0.10 | 0.22 | (0.00) | 0.27 |
| 7 | Total comprehensive income for the year (net of tax) | (1.31) | (6.50) | (2.17) | (17.26) | 3.09 |
| 8 | Paid-up Equity Share Capital (Face Value INR 10/- each) | 6.32 | 6.32 | 6.32 | 6.32 | 6.32 |
| 9 | Earnings per share (in INR) | | | | | |
| | i. Basic | (1.79) | (10.44) | (3.79) | (27.33) | 4.47 |
| | ii. Diluted | (1.79) | (10.44) | (3.79) | (27.33) | 4.47 |



Results – Consolidated Mar -22

₹ Crores

| No. | Particulars | Quarter Ended | | | Year Ended | |
|----------|---|---------------|------------|------------|------------|------------|
| | | 31-03-2022 | 31-12-2021 | 31-03-2021 | 31-03-2022 | 31-03-2021 |
| 1 | Income from operations | | | | | |
| | i. Revenue from Operations | 20.41 | 16.61 | 12.31 | 63.50 | 54.86 |
| | ii. Other Income | 0.96 | 0.20 | 1.73 | 2.04 | 4.31 |
| | Total income from operations (net) | 21.37 | 16.81 | 14.04 | 65.54 | 59.17 |
| 2 | Expenses | | | | | |
| | i. Cost of Construction | 30.69 | 26.77 | 12.92 | 111.63 | 89.86 |
| | ii. Changes in Inventories of WIP and Finished goods | (17.71) | (11.64) | (4.04) | (59.35) | (53.54) |
| | iii. Employee Benefit Expenses | 0.46 | 1.08 | (0.54) | 3.89 | 5.26 |
| | iv. Depreciation and Amortisation Expenses | 0.05 | 0.08 | 0.08 | 0.31 | 0.48 |
| | v. Finance Costs | 5.63 | 3.96 | 5.30 | 17.76 | 8.95 |
| | vi. Other Expenses | 3.69 | 5.55 | 1.96 | 16.02 | 8.51 |
| | Total expenses | 22.80 | 25.80 | 15.66 | 90.25 | 59.51 |
| 3 | Profit / (Loss) before tax | (1.43) | (9.00) | (1.62) | (24.71) | (0.34) |
| 4 | Tax expense: | | | | | |
| | i. Current Tax Expense/ (Benefit) | (0.51) | - | (0.34) | (0.51) | 0.86 |
| | ii. Deferred Tax Expense/ (Benefit) | 0.43 | (2.04) | 0.16 | (4.82) | 0.76 |
| | Total Tax Expense/ (Benefit) | (0.08) | (2.04) | (0.18) | (5.32) | 1.62 |
| 5 | Net Profit/ (Loss) after tax | (1.36) | (6.95) | (1.44) | (19.38) | (1.96) |
| 6 | Other comprehensive income (OCI) | | | | | |
| | Items not to be reclassified subsequently to profit or loss: | | | | | |
| | - Gain/(Loss) on fair valuation of defined benefit plans as per actuarial valuation | (0.09) | - | 0.22 | (0.09) | 0.22 |
| | - Gain on fair valuation of equity instruments | (0.15) | 0.10 | 0.10 | 0.09 | 0.16 |
| | - Deferred tax expense/(income) relating to these items | (0.05) | 0.00 | 0.07 | (0.00) | 0.09 |
| | Other comprehensive income for the year (net of tax) | (0.18) | 0.10 | 0.24 | (0.00) | 0.28 |
| 7 | Total comprehensive income for the year (net of tax) | (1.54) | (6.86) | (1.20) | (19.38) | (1.68) |
| 8 | Paid-up Equity Share Capital (Face Value INR 10/- each) | 6.32 | 6.32 | 6.32 | 6.32 | 6.32 |
| 9 | Earnings per share (in INR) | | | | | |
| | i. Basic | (2.15) | (11.01) | (2.29) | (30.69) | (3.10) |
| | ii. Diluted | (2.15) | (11.01) | (2.29) | (30.69) | (3.10) |



Results – Statement of Assets and Liabilities Mar -22

₹ Crores

| Sr. | Particulars | Standalone | | Consolidated | |
|----------|---------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| | | As at March, 31 2022 | As at March, 31 2021 | As at March, 31 2022 | As at March, 31 2021 |
| | | (Audited) | (Audited) | (Audited) | (Audited) |
| A | ASSETS | | | | |
| | Non-current assets | | | | |
| | Property, plant and equipment | 2.55 | 3.15 | 2.60 | 3.21 |
| | Investment properties | 0.38 | 0.38 | 0.38 | 0.38 |
| | Intangible assets | 0.40 | 0.84 | 0.40 | 0.84 |
| | Financial assets | | | | |
| | Investments | 2.14 | 1.59 | 1.67 | 1.58 |
| | Loans | 33.86 | 4.99 | - | - |
| | Other financial assets | 114.48 | 86.94 | 147.30 | 103.22 |
| | Deferred tax assets (net) | 12.50 | 7.68 | 12.55 | 7.74 |
| | Total non-current assets | 166.30 | 105.56 | 164.91 | 116.97 |
| | Current assets | | | | |
| | Inventories | 482.25 | 423.39 | 484.60 | 425.28 |
| | Financial assets | | | | |
| | Trade receivables | 14.38 | 7.16 | 14.66 | 7.67 |
| | Cash and cash equivalents | 7.19 | 10.24 | 7.22 | 10.37 |
| | Other bank balances | 2.53 | 3.90 | 2.53 | 3.90 |
| | Loans | - | 0.31 | - | 0.31 |
| | Other financial assets | 17.43 | 17.02 | 18.75 | 20.13 |
| | Other current assets | 23.73 | 18.63 | 25.30 | 19.78 |
| | Total current assets | 547.50 | 480.64 | 553.07 | 487.44 |
| | TOTAL ASSETS | 713.80 | 586.21 | 717.97 | 604.41 |

| Sr. | Particulars | Standalone | | Consolidated | |
|----------|--------------------------------------|-------------------------|-------------------------|-------------------------|-------------------------|
| | | As at March, 31 2022 | As at March, 31 2021 | As at March, 31 2022 | As at March, 31 2021 |
| | | (Audited) | (Audited) | (Audited) | (Audited) |
| B | EQUITY AND LIABILITIES | | | | |
| | Equity | | | | |
| | Equity share capital | 6.32 | 6.32 | 6.32 | 6.32 |
| | Other equity | | | | |
| | Reserves and surplus | 179.42 | 196.68 | 164.67 | 184.05 |
| | Total equity | 185.74 | 202.99 | 170.98 | 190.37 |
| | LIABILITIES | | | | |
| | Non-current liabilities | | | | |
| | Financial liabilities | | | | |
| | Borrowings | 269.75 | 210.80 | 272.22 | 213.81 |
| | Other financial liabilities | 71.20 | 66.46 | 73.20 | 66.46 |
| | Employee benefit obligations | 1.19 | 0.78 | 1.37 | 0.96 |
| | Total non-current liabilities | 342.14 | 278.05 | 346.78 | 281.24 |
| | Current liabilities | | | | |
| | Financial liabilities | | | | |
| | Borrowings | 25.68 | 12.85 | 35.58 | 35.65 |
| | Trade payables | 24.33 | 21.75 | 24.85 | 22.43 |
| | Other financial liabilities | 60.80 | 30.07 | 62.69 | 31.35 |
| | Employee benefit obligations | 2.94 | 2.07 | 3.02 | 2.29 |
| | Other current liabilities* | 72.18 | 38.43 | 74.06 | 41.09 |
| | Total current liabilities | 185.93 | 105.17 | 200.20 | 132.81 |
| | TOTAL LIABILITIES | 528.07 | 383.22 | 546.99 | 414.04 |
| | TOTAL EQUITY AND LIABILITIES | 713.80 | 586.21 | 717.97 | 604.41 |

*Includes advance from customer against sale of flat/land/TDR of ₹ 70.95 (PY ₹ 36.43) in standalone and ₹ 72.65 (PY ₹ 38.74) in consolidated. Refer slide 'Revenue Recognition'



Revenue Recognition

Advance against sale of flats/land/ TDR - This represents the amounts received from the customers against demand raised as per the terms of the contract. Accordingly this amount is to be considered as unearned revenue of the Company.

Accounting Policy

Revenue Recognition

The Company recognize revenue when or as the entity satisfies a performance obligation by transferring a promised good or service i.e. an asset to a customer. An asset is transferred when or as the customer obtains control of that asset. For each performance obligation, the Company determines at contract inception whether it satisfies the performance obligation over time or satisfies the performance obligation at a point in time.

Determination of the timing of revenue recognition on the sale of completed and under development property in respect of Real Estate Development activity:

Determination of revenue whether over time (Percentage Completion Method) or at a point in time (Project Completion Method) necessarily involves making judgment as to when the performance obligation under the contracts with customers is satisfied.

Based on the management assessment, the Company is recognising revenue for its projects – Poddar Riviera, Kalyan and Poddar Wondercity, Badlapur in phased manner as per point in time i.e. project completion method and with respect to old ongoing projects - Poddar Spraha Diamond, Chembur and Poddar Samruddhi Evergreens, Badlapur as per over time i.e. percentage completion method.



Results – Cash Flow Statement for the year ended on Mar -22

₹ Crores

| Particulars | Standalone | | Consolidated | |
|---|----------------|---------------|----------------|---------------|
| | Mar-22 | Mar-21 | Mar-22 | Mar-21 |
| Net profit /(loss) for the period before tax | (22.59) | 4.44 | (24.71) | (0.34) |
| Adjustments for finance cost, depreciation and others | 57.09 | 47.32 | 58.49 | 49.01 |
| Changes in operating assets and liabilities | (59.34) | (54.04) | (76.20) | (43.38) |
| Net cash flow from/ (used in) operating activities (A) | (24.84) | (2.28) | (42.41) | 5.29 |
| Net cash flow from / (used in) investing activities (B) | (28.31) | 16.60 | 3.79 | 4.61 |
| Net Cash flow from / (used in) financing activities(C) | 50.60 | (5.91) | 35.48 | (1.42) |
| Net increase / (decrease) in cash and cash equivalents (A+B+C) | (2.55) | 8.40 | (3.15) | 8.48 |



Project Updates



Synopsis of Projects[#]

| Particulars | Ongoing / Upcoming | | | | | Completed |
|--|--------------------|----------|----------------------------|-----------------------------|--------|-------------|
| | Riviera | Diamond | Wondercity I ^{\$} | Wondercity II ^{\$} | SEG 4C | SEG and SCC |
| Estimated Area of Project (sqft.) * | 23,93,403 | 1,04,877 | 10,28,974 | 6,59,189 | 76,963 | 17,58,629 |
| Estimated Total Units (nos.) | 3,412 | 132 | 1,702 | 1,039 | 114 | 3,615 |
| Area opened for booking (sqft.)* | 6,65,876 | 97,380 | 4,37,204 | - | 76,963 | 17,58,629 |
| Units opened for booking (nos.) | 946 | 118 | 720 | - | 114 | 3,615 |
| Area Booked (sqft) * | 3,53,318 | 94,395 | 1,87,367 | - | 62,444 | 17,23,264 |
| Units Booked (nos.) | 500 | 115 | 329 | - | 93 | 3,555 |
| Area in Inventory (sqft.)* | 3,12,558 | 2,985 | 2,49,837 | - | 14,519 | 35,365 |
| Units in Inventory (nos.) | 446 | 3 | 391 | - | 21 | 60 |
| Booking Value (Rs. Crores) | 171.2 | 139.1 | 83.2 | - | 23.6 | 407.3 |
| Amount Collected (Rs. Crores) [#] | 49.5 | 113.4 | 11.8 | - | 20.5 | 406.8 |
| Revenue Recognised (Rs. Crores) [#] | - | 126.3 | - | - | 20.7 | 407.3 |

*Salable area | [#]cumulative till Mar 2022 | Completed - Samruddhi Evergreen, Badlapur and Samrudhhi Complex and Commercial, Karjat

^{\$}Poddar Wondercity - Approved CC under UDCPR for 10.29 Lac Sq. Ft. and for 6.60 Lac Sq. Ft. approval is in process.

Note - Project information of upcoming projects of Kandlivali and Goregaon will be updated once the preliminary approvals being obtained.



Poddar Riviera

1. Sales

| Particulars | Booking | | | Registered | | |
|-------------|---------|------|-------|------------|-----|-------|
| | Q4* | YTD* | Total | Q4 | YTD | Total |
| No of Units | 40 | 334 | 500 | 16 | 235 | 400 |

* Gross bookings

2. Construction

A4 – 2nd floor work in progress; **A3** – 1st & 2nd floor reinforcement work in progress; **A2** – Plinth beam work in progress; **A1** – Back filling work in progress and **B9** – Excavation work in progress.

UGT – 100% completed;

Podium - Footings and Columns adjacent to Building A4,A3,A2,A1 are casted. 1st Grid Footings and Columns work in progress.

3. Approvals

Received approval under UDCPR 2020 in April 2022.



Project Photos



Poddar Spraha Diamond

1. Sales

| Particulars | Booking | | | Registered | | |
|-------------|---------|-----|-------|------------|-----|-------|
| | Q4 | YTD | Total | Q4 | YTD | Total |
| No of Units | 3 | 27 | 115 | 4 | 27 | 114 |

2. Construction

Wing B –

- Final finishing work like CP Sanitary fitting and Painting work in progress.

Wing A –

- RCC work completed and block work, plaster, internal waterproofing, plumbing and tiling work is in progress.

3. Approvals

Project completion by September 2022

Rehab building OC applied.

Composite building approval received.



Project Photos

Flooring -Wing A



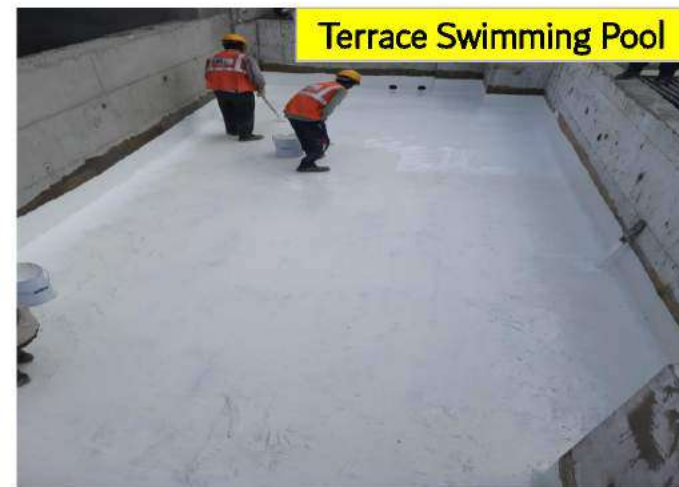
Toilet Dado - Wing A



Elevation Fins



Terrace Swimming Pool



Common Passage - Wing B



Project Updates

Poddar Wondercity

1. Sales^{\$}

| Particulars | Booking | | | Registered | | |
|-------------|---------|------|-------|------------|-----|-------|
| | Q4* | YTD* | Total | Q4 | YTD | Total |
| No of Units | 36 | 49 | 329 | 19 | 38 | 133 |

*Gross bookings

^{\$}Project has been relaunched in Q2

2. Construction

Building B5 8th slab and B4 & B6 – 5th slab is in progress, block work completed.

Work restarted from end of October 2021

3. Approvals

All approvals are in place.



Project Photos

B 4



B 5



B 6



Bridge



Retaining Wall



Poddar Samruddhi Evergreens – 4C

1. Sales –

| Particulars | Booking | | | Registered | | |
|-------------|---------|-----|-------|------------|-----|-------|
| | Q4 | YTD | Total | Q4 | YTD | Total |
| No of Units | 11 | 24 | 93 | 4 | 16 | 85 |

2. Construction –

| | | |
|---------------------|------|------|
| Construction Status | <80% | 100% |
| No of Buildings | 1 | 6 |
| Units Sold | 11 | 82 |

3. Approvals -

Full CC received.

Plans under revision as per UDCPR 2020 which will give additional potential of 1 lac sq.ft. of build up area.



Upcoming Project Updates

Kandivali

- Revised IOA and CC upto plinth is expected in Q2 of FY 22-23.
- More than 260 huts demolished and debris are cleared, fencing work is in progress. Soil investigation completed
- Obtained access to project and cleared the debris in Q4

Goregaon

- Agreement with industrial building tenants being executed.
- Building plans submitted for approvals on slum and non slum land for LOI



Project Photos – Kandivali

Project Site



Pota Cabins at Site



Commercial Sub Station at Site



Project Photos – Goregaon

Project Site



Access to Site



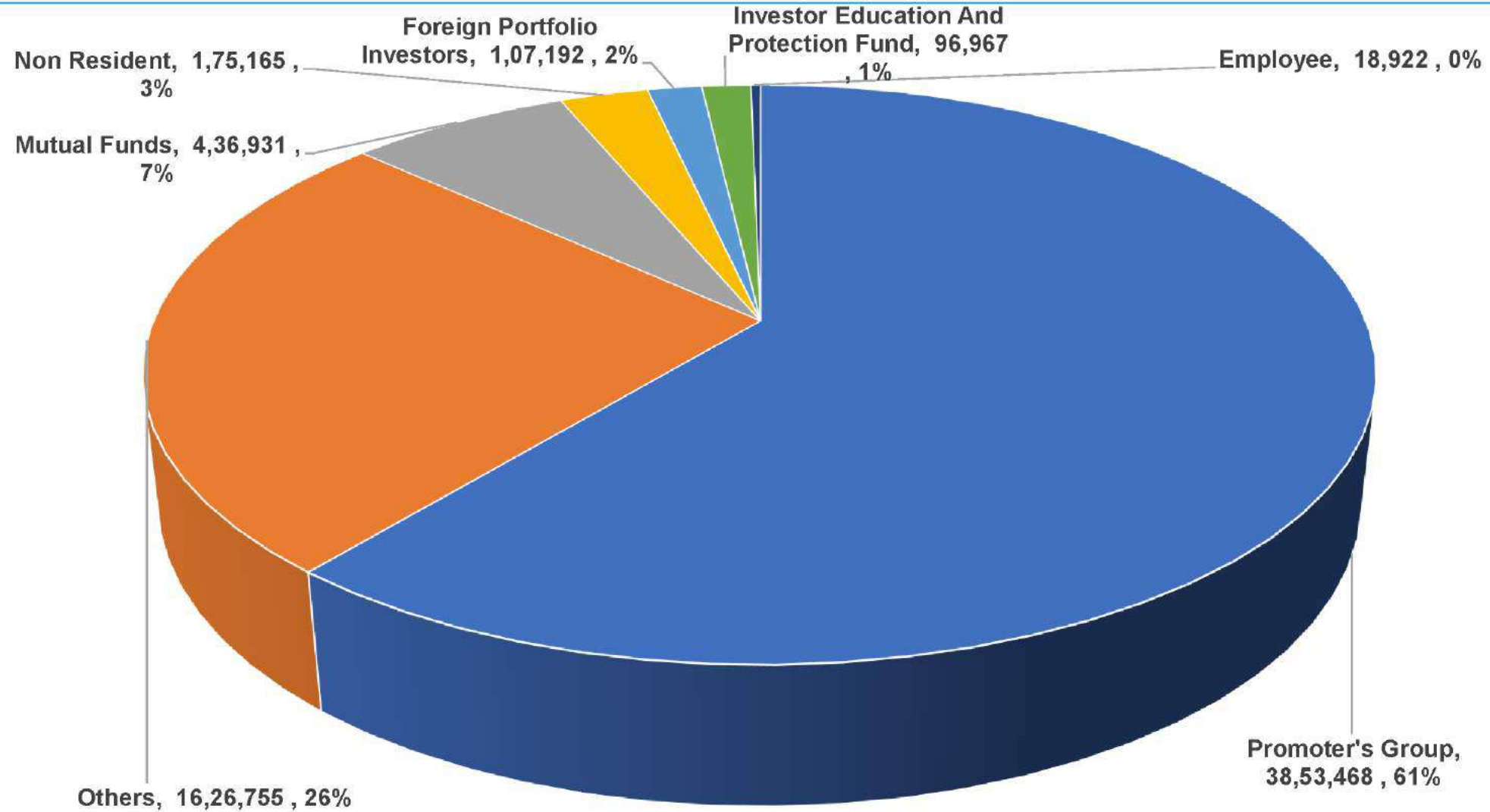
Access to Site



Shareholding Structure



Shareholding Structure – Mar -22

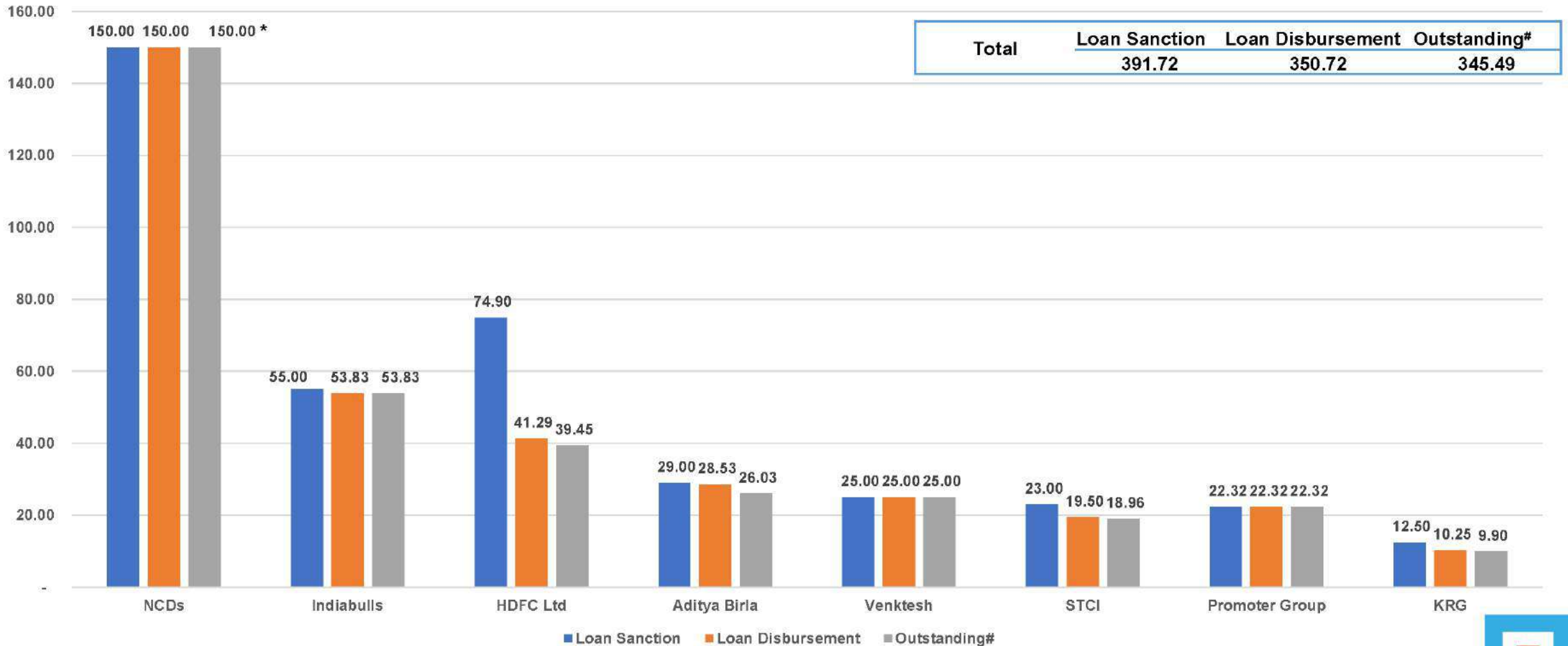


Debt Profile



Debt Profile (Consolidated)

₹ Crores



* Excluding Accrued Interest of 86.09 || # Net of DSRA



Thank You

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

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

Mr. Vimal Tank, Company Secretary – vimal.tank@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.

