

# Poddar Developers Limited

## Investor presentation

Date: May 2015



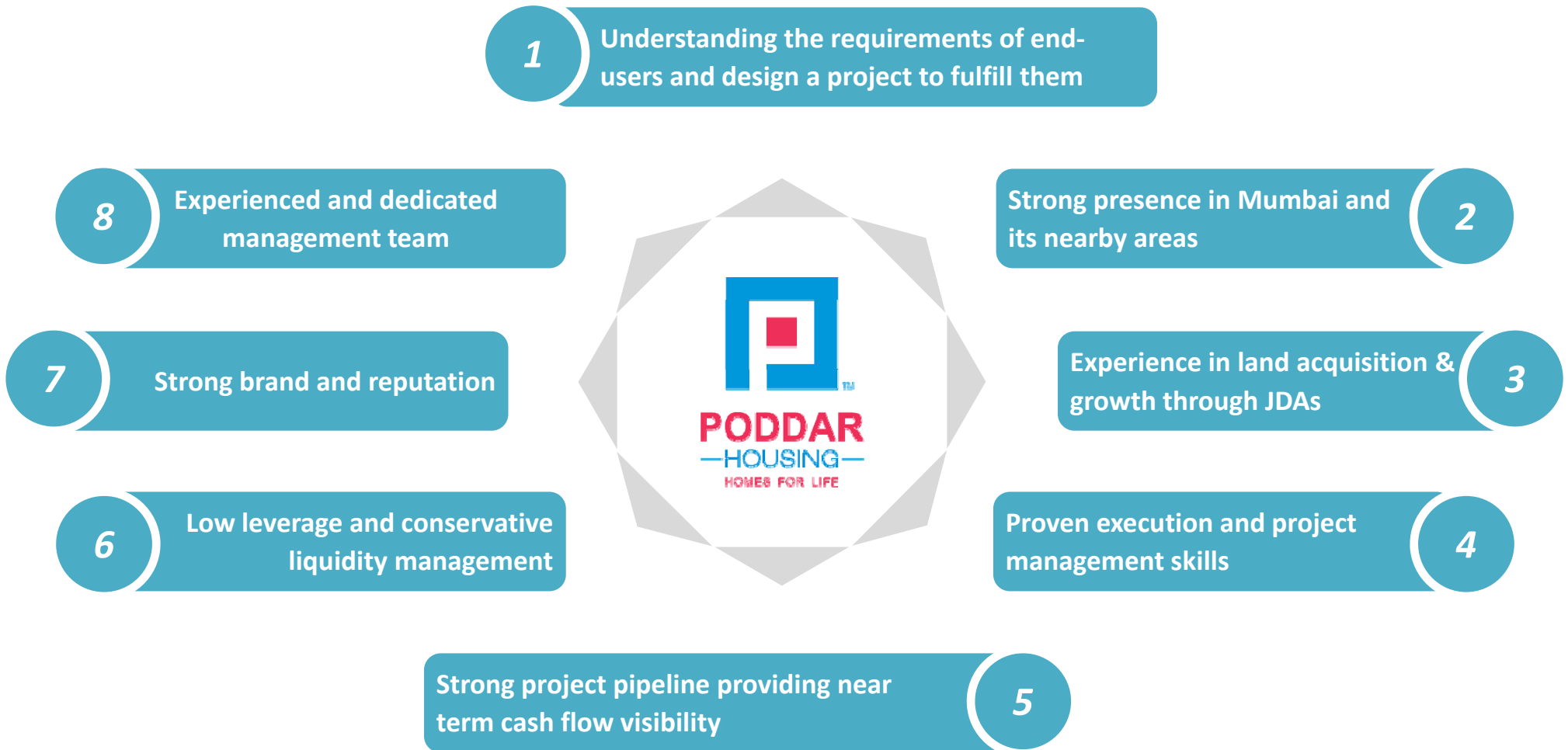
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# Safe Harbor

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", "seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks.

The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

# Our key strengths and differentiators



# Strong project pipeline providing near term cash flow visibility

## Strong project pipeline and inventory available for sale

Projects	Location	Completed/ Expected year of Completion	Economic Interest	Saleable area (sq. ft.)	Carpet Area (sq. ft.)	No. of units	% Saleable Area Sold <sup>1</sup>
Poddar Evergreens- II	Badlapur	Dec-14	100.00%	309,207	214,904	627	97%
Poddar Evergreens- III	Badlapur	Sep-15	100.00%	378,632	262,891	744	75%
Poddar Evergreens- IV	Badlapur	Mar-17	100.00%	297,609	205,290	456	10%
Poddar Navjeevan- I	Atgaon, Shahpur, Thane	Dec-15	79.35%	246,350	172,106	576	65%
Poddar Aspire	Teesgaon, Kalyan	Mar-17	83.33%	260,750	160,798	364	12%
<b>Total</b>				<b>1,492,548</b>	<b>1,015,989</b>	<b>2,767</b>	

Note: <sup>1</sup>All figures are for month ending April 30, 2015

# Summary financials

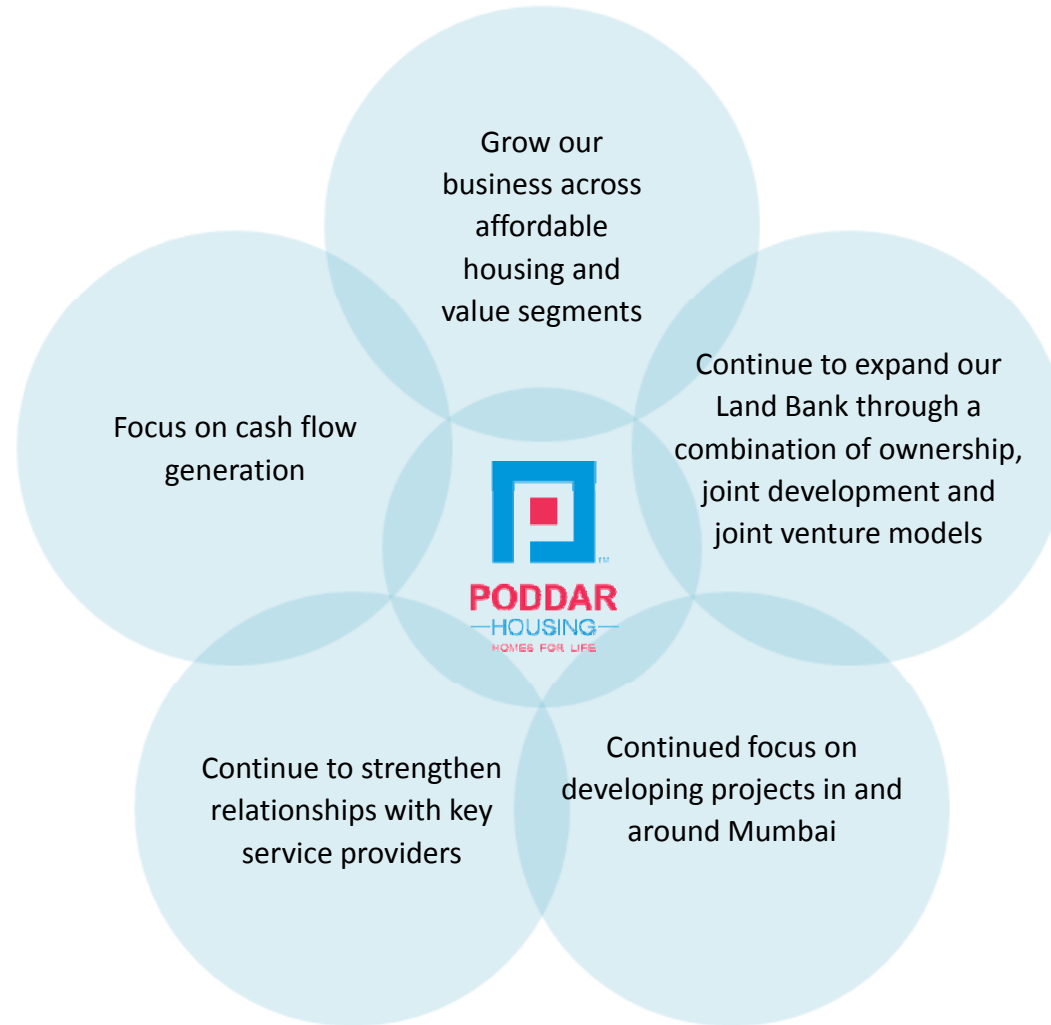
# Financials highlights – Balance Sheet

Particulars	Standalone		Consolidated	
	As at 31.03.2015 (A)	As at 31.03.2014 (A)	As at 31.03.2015 (A)	As at 31.03.2014 (A)
<b>Shareholders' funds</b>	<b>20,735.75</b>	<b>6,517.79</b>	<b>20,955.87</b>	<b>6,685.12</b>
<b>Non-current liabilities</b>				
Long-term borrowings	425.49	1,325.69	737.49	2,017.36
Deferred tax liabilities (net)	0.77	4.77	-	4.77
Other long-term liabilities	5.00	-	5.00	10.57
Long-term provisions	78.31	32.41	88.59	31.33
<b>Current liabilities</b>				
Short-term borrowings	-	-	0.00	-
Trade payables	319.13	233.38	351.10	296.67
Other current liabilities	8,886.56	10,556.87	10,823.02	12,093.35
Short-term provisions	163.12	205.31	219.78	211.64
<b>Total - Equity And Liabilities</b>	<b>30,614.13</b>	<b>18,876.22</b>	<b>33,180.85</b>	<b>21,350.81</b>
<b>Non-current assets</b>				
Fixed assets	964.41	425.91	968.23	431.32
Non-current investments	233.23	195.38	345.82	348.35
Deferred tax Assets (net)	-	-	0.36	-
Long-term loans and advances	4,335.39	4,229.99	1,021.17	808.38
<b>Current assets</b>				
Current investments	13,212.56	53.21	13,225.11	322.22
Inventories	11,136.57	12,458.61	16,735.20	17,672.57
Trade receivables	188.23	147.81	188.23	147.81
Cash and cash equivalents	357.98	1,149.29	441.42	1,367.65
Short-term loans and advances	185.76	216.02	252.79	250.00
Other current assets	-	-	2.52	2.51
<b>Total - Assets</b>	<b>30,614.13</b>	<b>18,876.22</b>	<b>33,180.85</b>	<b>21,350.81</b>

## Financials highlights – Profit & Loss (Standalone)

Particulars	Quarter Ended			Year Ended	
	31.03.2015 (A)	31.12.2014(A)	31.03.2014(A)	31.03.2015 (A)	31.03.2014 (A)
<b>Net Sales / Income from operations</b>	497.71	2,032.55	527.36	9,261.28	6,258.72
<b>Other Operating Income</b>	117.45	229.82	(9.82)	953.30	550.49
<b>Total income from operations (net) (I)</b>	615.16	2,262.37	517.54	10,214.58	6,809.21
<b>Expenses</b>					
Cost of Construction	1,223.69	1,009.01	1,443.38	4,908.04	5,372.46
(Increase)/ Decrease in WIP & Finished goods	(1,303.02)	412.74	(1,327.02)	1,335.32	(352.52)
Employee Benefit Expenses	141.52	100.67	79.54	409.16	296.13
Depreciation and amortization expenses	19.31	19.15	14.45	90.45	55.79
Other Expenses	274.78	176.93	136.53	639.04	319.23
<b>Total expenses (II)</b>	<b>356.28</b>	<b>1,718.50</b>	<b>346.88</b>	<b>7,382.01</b>	<b>5,691.09</b>
<b>Profit before Other income, finance costs &amp; exceptional and tax (III =I-II)</b>	258.88	543.87	170.66	2,832.57	1,118.12
Finance costs	(10.70)	(1.16)	(1.54)	(14.32)	(4.97)
Other income	184.19	33.04	35.49	288.80	184.28
<b>Profit / (Loss) from ordinary activities before exceptional items (IV)</b>	432.37	575.75	204.61	3,107.05	1,297.43
Exceptional items	11.59	3.34	(2.39)	38.43	5.83
<b>Profit / (Loss) from ordinary activities before tax (V)</b>	443.96	579.09	202.22	3,145.48	1,303.26
Tax expense:					
- Current Tax	(120.15)	(190.00)	(90.52)	(1,030.15)	(481.43)
- Deferred Tax	(12.64)	4.45	(6.07)	4.00	3.17
<b>Net Profit / (Loss) from ordinary activities after tax (VI)</b>	311.17	393.54	105.63	2,119.33	825.00
Extraordinary items	-	-	-	-	-
<b>Net Profit / (Loss) for the period (VII)</b>	<b>311.17</b>	<b>393.54</b>	<b>105.63</b>	<b>2,119.33</b>	<b>825.00</b>

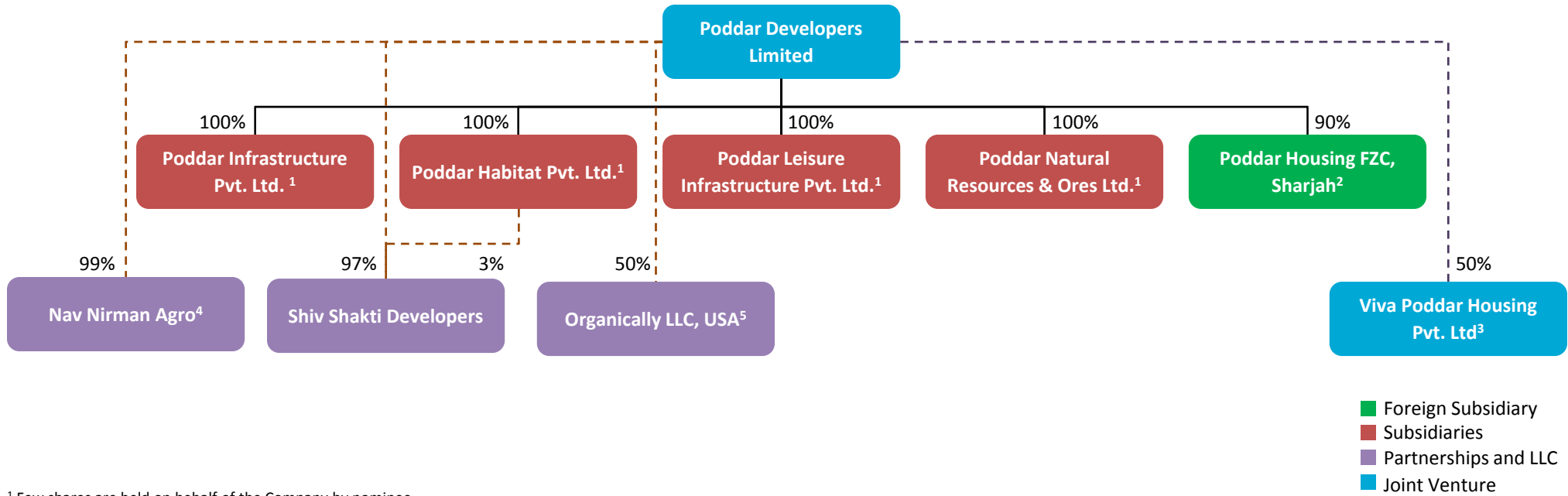
# Our Strategy





# Our Corporate Structure

## Corporate Structure- Subsidiaries, Joint Ventures and Partnerships



<sup>1</sup> Few shares are held on behalf of the Company by nominee

<sup>2</sup> Foreign Subsidiary previously named Wearology Limited FZC

<sup>3</sup> Joint Venture between Poddar Developers (50%) & Viva Holdings, Viva Vikas Realtors, together holding 50%

<sup>4</sup> Balance 1% held by individuals

<sup>5</sup> Balance 50% held by MJIR inc., US

**Thank you!!**