

PODDAR

—HOUSING—

HOMES FOR LIFE

Investor Presentation

Poddar Riviera, at Kalyan West



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3. Sources and Utilisation of Funds
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Highlights for the Q3 Dec-19

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- ❖ Soft launch of Project at Mharal, Kalyan West – ‘Poddar Riviera’
- ❖ Applied for Occupation Certificate for Rehab Building at Chembur, Mumbai – ‘Poddar Spraha Diamond’
- ❖ Initiated implementation of New ERP

Standalone and Consolidated Results

Standalone Results Q-3 Dec-19

₹ Crores

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No.	Particulars	Standalone					
		Quarter Ended			Nine Months Ended		Year Ended
		Dec-19	Sep-19	Dec-18	Dec-19	Dec-18	Mar-19
		(Unaudited)			(Unaudited)		Audited
1	Income from operations						
	i. Revenue from Operations	17.35	10.13	22.32	39.13	35.51	46.48
	ii. Other Income	1.00	1.31	1.10	3.79	2.33	3.41
	Total income from operations (net)	18.36	11.44	23.42	42.93	37.84	49.89
2	Expenses						
	i. Cost of Construction	25.58	19.41	24.06	74.67	50.57	94.94
	ii. Changes in Inventories of WIP and Finished goods	(10.36)	(10.74)	(4.28)	(42.29)	(25.21)	(62.69)
	iii. Employee Benefit Expenses	1.71	1.49	0.57	4.72	2.04	3.16
	iv. Depreciation and Amortisation Expenses	0.05	0.10	0.25	0.25	0.59	0.33
	v. Finance Costs	0.36	1.12	0.20	2.86	3.75	4.53
	vi. Other Expenses	4.28	4.07	2.93	17.25	11.71	15.49
	Total expenses	21.61	15.45	23.72	57.47	43.45	55.77
3	Profit / (Loss) before tax	(3.26)	(4.01)	(0.30)	(14.55)	(5.61)	(5.87)
4	Tax expense:						
	i. Current Tax Expense/ (Benefit)	-	-	-	-	-	-
	ii. Deferred Tax Expense/ (Benefit)	(0.84)	(0.88)	0.48	(3.55)	(1.15)	(1.53)
	Total Tax Expense/ (Benefit)	(0.84)	(0.88)	0.48	(3.55)	(1.15)	(1.53)
5	Net Profit/ (Loss) after tax	(2.43)	(3.13)	(0.78)	(11.00)	(4.46)	(4.34)
6	Other comprehensive income (OCI)						
	Items not to be reclassified subsequently to profit or loss:						
	- Loss on fair valuation of defined benefit plans as per actuarial valuation	-	-	-	-	-	(0.13)
	- Gain on fair valuation of equity/mutual fund instruments	0.00	(0.02)	0.16	(0.03)	1.17	1.25
	- Deferred tax (expense)/benefit relating to these items	(0.00)	0.01	(0.13)	0.01	(0.31)	(0.29)
	Other comprehensive income for the year (net of tax)	0.00	(0.02)	0.03	(0.02)	0.86	0.83
7	Total comprehensive income for the year (net of tax)	(2.43)	(3.14)	(0.75)	(11.02)	(3.60)	(3.51)
8	Paid-up Equity Share Capital (Face Value INR 10/- each)	6.32	6.32	6.32	6.32	6.32	6.32
9	Earnings per share (in INR)						
	i. Basic	(3.84)	(4.95)	(1.24)	(17.41)	(7.06)	(6.87)
	ii. Diluted	(3.84)	(4.95)	(1.24)	(17.41)	(7.06)	(6.87)

Note :- Depreciation and Amortisation expenses for the quarter is lower as expenses related to projects are allocated to projects

Consolidated Results - Q-3 Dec-19

₹ Crores

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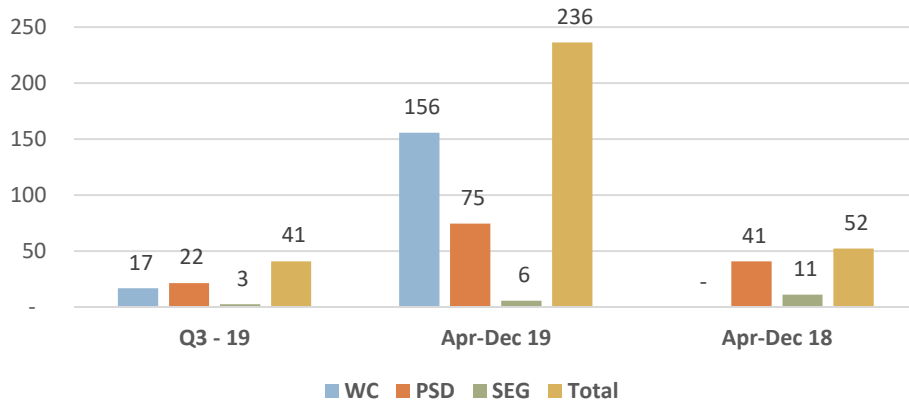
No.	Particulars	Consolidated					
		Quarter Ended			Nine Months Ended		Year Ended
		Dec-19	Sep-19	Dec-18	Dec-19	Dec-18	Mar-19
		(Unaudited)			(Unaudited)		Audited
1	Income from operations						
	i. Revenue from Operations	17.52	10.14	22.35	39.31	35.77	47.56
	ii. Other Income	0.81	1.05	1.38	3.18	2.61	3.23
	Total income from operations (net)	18.33	11.19	23.75	42.49	38.39	50.79
2	Expenses						
	i. Cost of Construction	25.58	19.41	24.06	74.67	50.57	94.94
	ii. Changes in Inventories of WIP and Finished goods	(10.36)	(10.74)	(4.28)	(42.29)	(25.21)	(62.11)
	iii. Employee Benefit Expenses	1.98	1.78	0.94	5.61	3.06	4.66
	iv. Depreciation and Amortisation Expenses	0.05	0.10	0.25	0.26	0.59	0.34
	v. Finance Costs	0.59	1.73	1.29	4.25	4.84	5.69
	vi. Other Expenses	4.36	4.69	3.34	18.21	12.91	16.06
	Total expenses	22.20	16.97	25.59	60.71	46.76	59.57
3	Profit / (Loss) before tax	(3.87)	(5.78)	(1.85)	(18.22)	(8.37)	(8.78)
4	Tax expense:						
	i. Current Tax Expense/ (Benefit)	-	-	-	-	-	-
	ii. Deferred Tax Expense/ (Benefit)	(0.84)	(0.88)	0.48	(3.55)	(1.15)	(1.54)
	Total Tax Expense/ (Benefit)	(0.84)	(0.88)	0.48	(3.55)	(1.15)	(1.54)
5	Net Profit/ (Loss) after tax	(3.03)	(4.90)	(2.33)	(14.67)	(7.22)	(7.24)
6	Other comprehensive income (OCI)						
	Items not to be reclassified subsequently to profit or loss:						
	- Loss on fair valuation of defined benefit plans as per actuarial valuation	-	-	-	-	-	(0.17)
	- Gain on fair valuation of equity/mutual fund instruments	0.00	(0.02)	0.16	(0.03)	1.17	1.25
	- Deferred tax (expense)/benefit relating to these items	(0.00)	0.01	(0.13)	0.01	(0.31)	(0.29)
	Other comprehensive income for the year (net of tax)	0.00	(0.02)	0.03	(0.02)	0.86	0.78
7	Total comprehensive income for the year (net of tax)	(3.04)	(4.92)	(2.30)	(14.70)	(6.36)	(6.46)
8	Paid-up Equity Share Capital (Face Value INR 10/- each)	6.32	6.32	6.32	6.32	6.32	6.32
9	Earnings per share (in INR)						
	i. Basic	(4.80)	(7.76)	(3.69)	(23.23)	(11.43)	(11.46)
	ii. Diluted	(4.80)	(7.76)	(3.69)	(23.23)	(11.43)	(11.46)

Note :- Depreciation and Amortisation expenses for the quarter is lower as expenses related to projects are allocated to projects

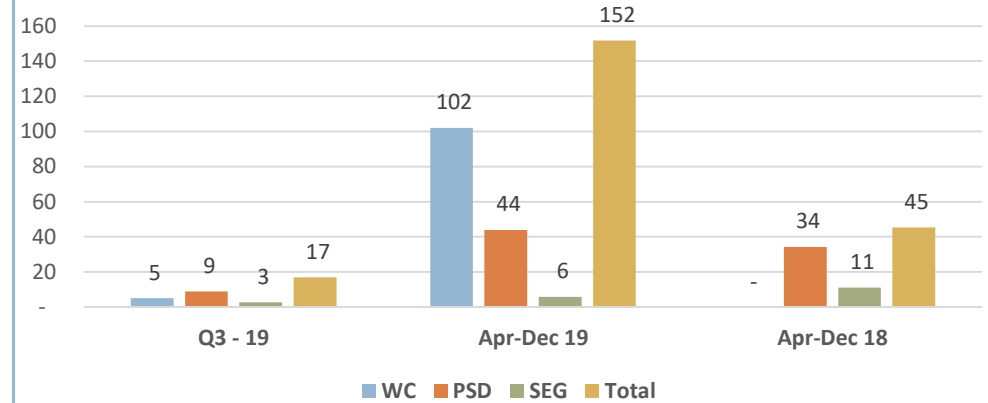
Sales Update

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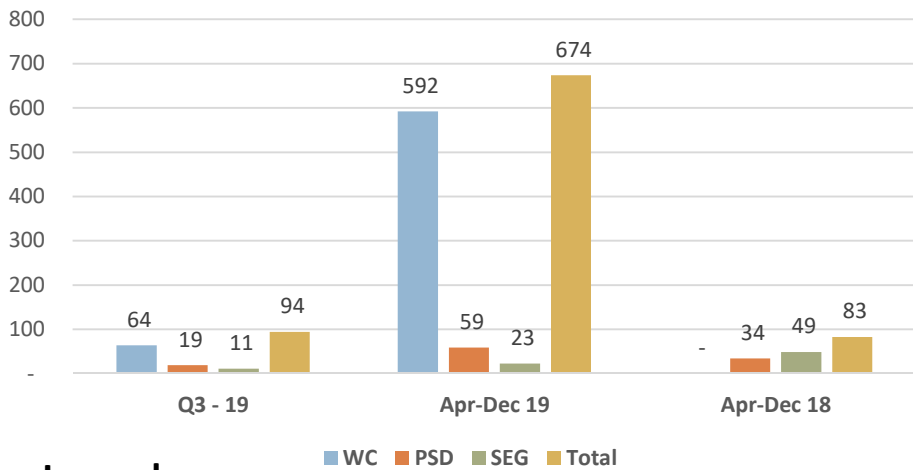
Pre sales (Gross) – Rs. In Crores



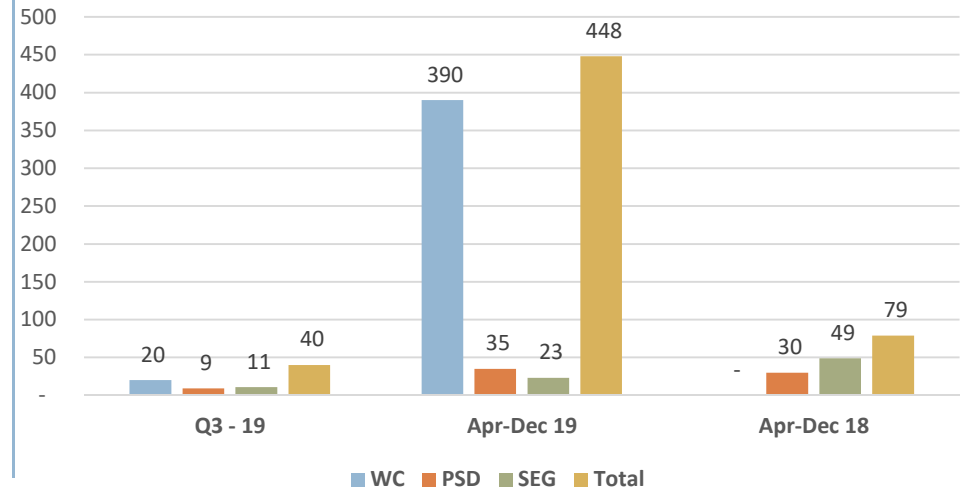
Pre Sales (Net) - Rs. in Crores



Sales – Units (Gross)



Sales – Units (Net)



Legends :

WC – Poddar Wondercity, Badlapur

PSD – Poddar Spraha Diamond, Chembur

SEG – Poddar Samruddhi Evergreens, Badlapur

Project Execution Updates – On Going

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Wondercity – Phase I

- Plinth completed for Building B4, B5 and B6;
- Retaining wall work partly completed;
- Being first PMAY PPP Project in Maharashtra, additional time is being invested in netting of the pre-sale bookings;

Poddar Spraha Diamond

- Rehab building has completed and applied for occupation certificate.
- Sales B Tower – Finishing work is in progress
- Sales A tower – 1st typical slab completed.

Samruddhi Evergreens

- RCC work has been completed for all the buildings and finishing is in progress, completion is delayed due to heavy monsoon in Badlapur region which has affected the project completion by 3 months also;
- Expect to complete the project by April 2020.

Project Updates – Up Coming

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Kandivali East

- More than 65% of slums are vacated and demolished;
- Rentals paid to more than 75% of the slum dwellers;
- Preliminary construction activities expected to be initiated in the Q2 FY 21

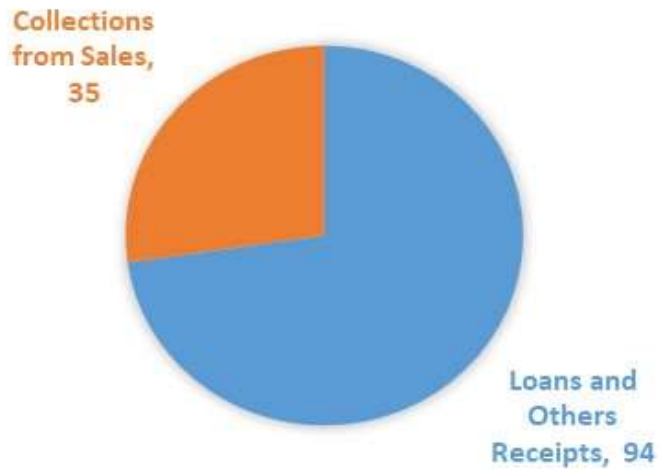
Kalyan West

- IOD, CC in place, Phase I of the project is registered with RERA in three sub phases to ensure the timely completion of the same.
- Project has been soft launched in January 2020; More than 350 EOI's being collected by first week of Feb 20.
- Sales office, sample flat, site infrastructure completed;
- Preliminary construction work is being initiated for 4 towers;

Cash Flows

Cash Flows – Apr 19 to Dec 19

SOURCES OF FUNDS (RS. IN CRS.)



APPLICATION OF FUNDS (RS. IN CRS.)



Financial Closure of Projects and Free Cash Flows

₹ Crores

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Project	Total Estimated Cost	Cost Incurred	Cost to be incurred	Receivables from Sold Units	Financial Closure %	Expected Receivables from unsold units	Free Cash Flow
PSD	146.65	100.84	45.81	48.89	107%	61.80	64.87
WC	405.41	68.23	337.18	97.80	*29%	455.75	216.38
SEG	16.10	10.24	5.86	5.10	87%	14.90	14.14
Total	568.15	179.31	388.84	151.79		532.45	295.39

* At Phase Level, 100% Financial Closure achieved.

Sources and Utilisation of Funds – as at 31 Dec 2019

₹ Crores

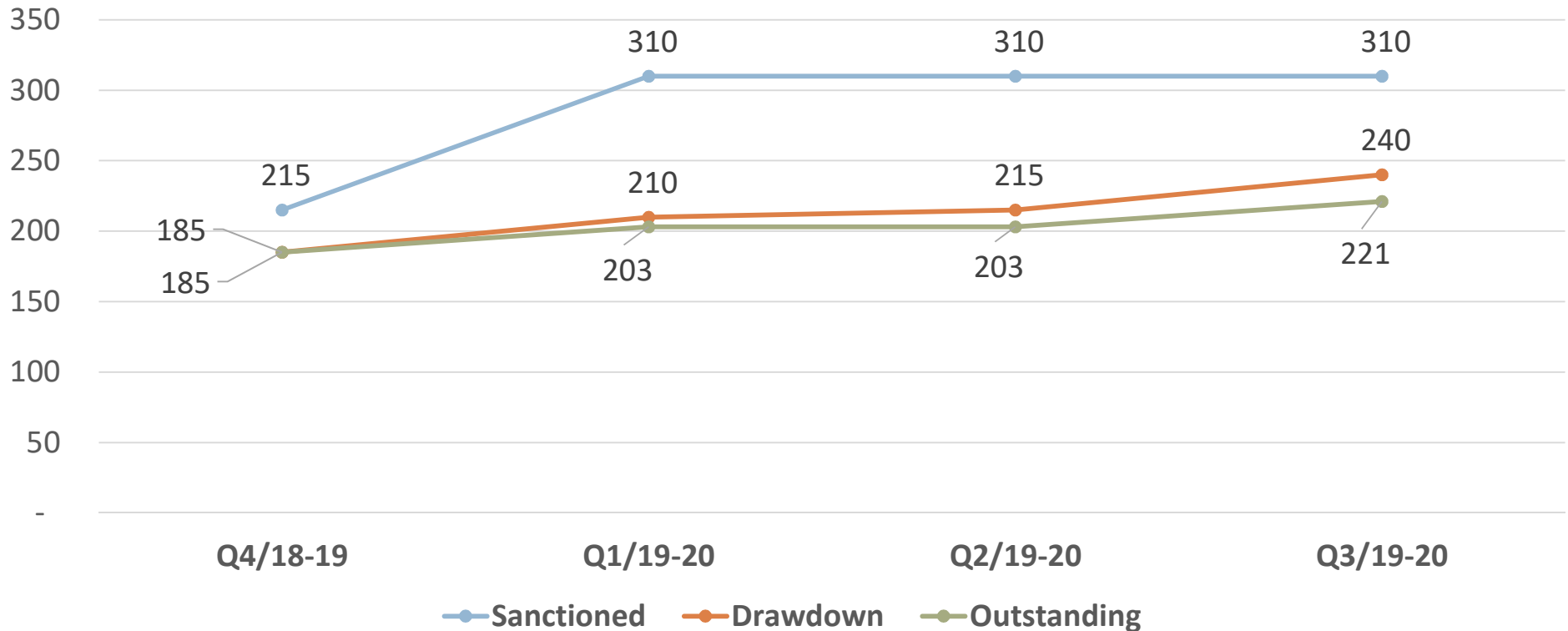
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Particulars	Consolidated		
Sources of Funds			444
- Equity and Reserves		197	
- Borrowings		247	
NCD's	150		
Construction Finance & Loans	99		
Investments in Mutual Funds	(2)		
Utilization of Funds			444
- Land, Construction and WIP		414	
- Investments in Other Firms and Cos		2	
- Bank Balance with FD's		10	
- Trade Receivables		13	
- Fixed Assets		5	

Debt Profile

₹ Crores

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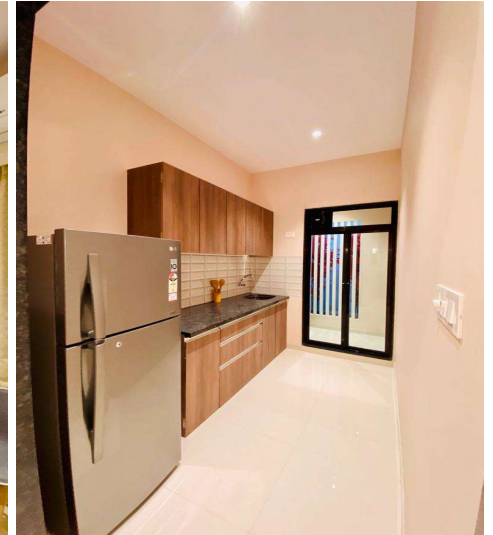


Project wise breakup of borrowings outstanding as at Dec -19

Projects	General	BDL 1	CF - WC	CF - PSD	CF- Dhayari
Outstanding Amount	150	21	25	25	-

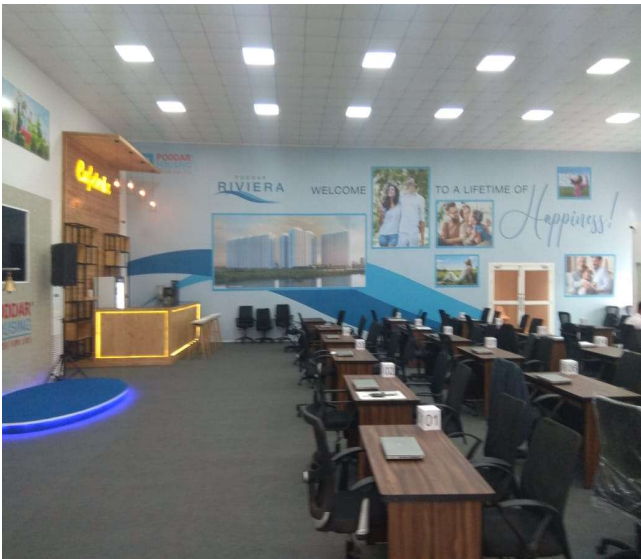
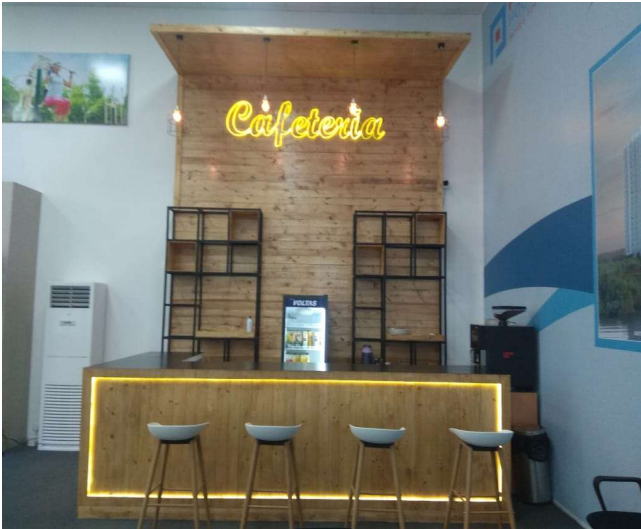
Project Launch Preparedness – Poddar Riviera at Kalyan

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Project Launch Preparedness – Poddar Riviera at Kalyan

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Thank You

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Disclaimer

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