



Indiabulls Group



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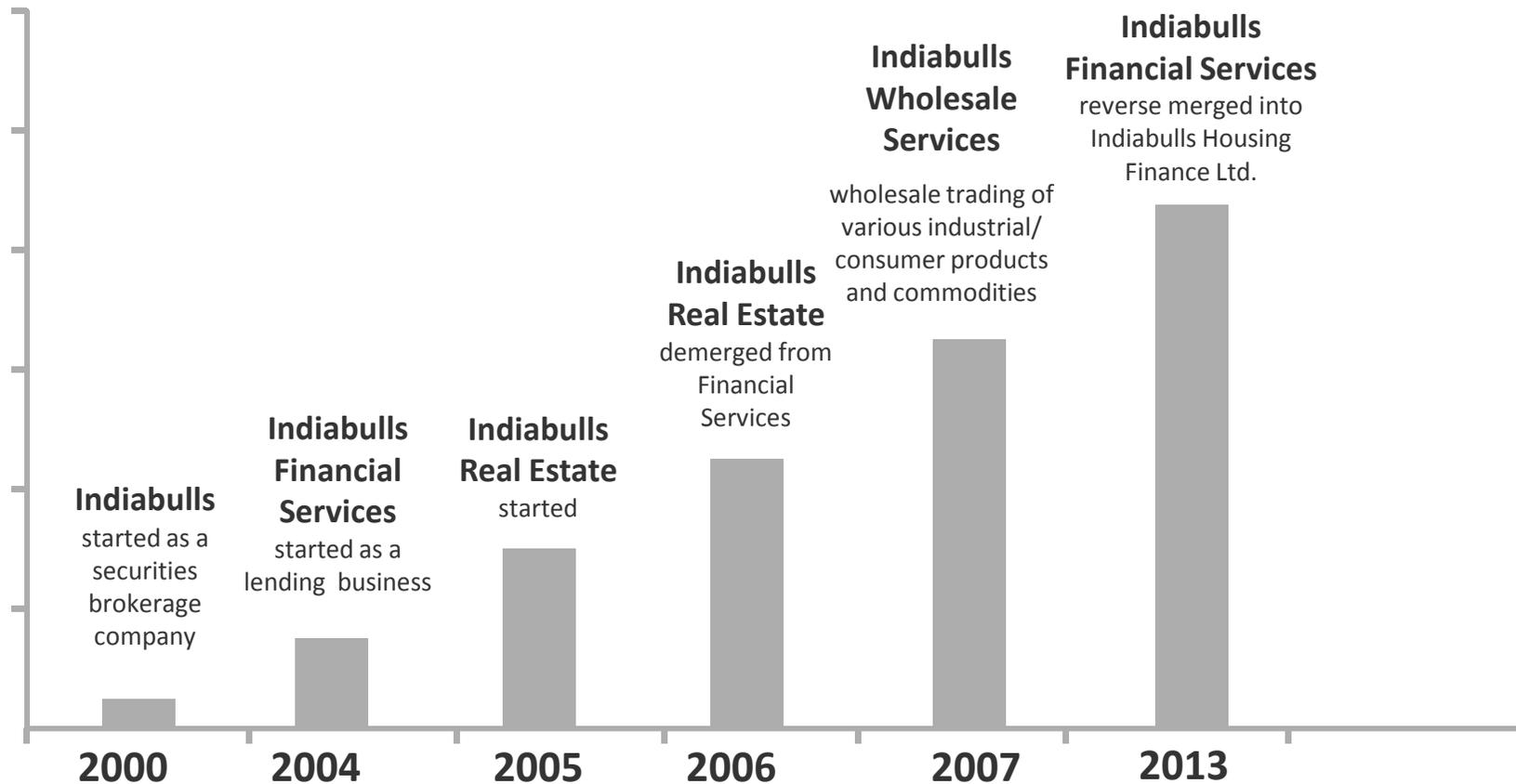
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Indiabulls Group

- **Total Group Networth** – Rs. 13,394 Cr
- **Total Group PAT for H1 FY 13-14** – Rs. 885 Cr.
- **Total Group Capital Expenditure** – Rs. 6,200 Cr. (US \$ 1.2 bn.) capex in FY 10-11. Planned capex of Rs. 29,000 Cr (US \$ 5.7 bn.) by FY 2014-15.
- **Focus on Execution** and on ground results translating into profits.
 - For its ongoing projects Indiabulls Group consumes 385 MT of Steel, 550 MT of Cement & 1,700 CUM of RMC on daily basis.
- **Creating Value for Shareholders** – Dividend payout of Rs. 551 Cr. in **H1 FY 13-14**

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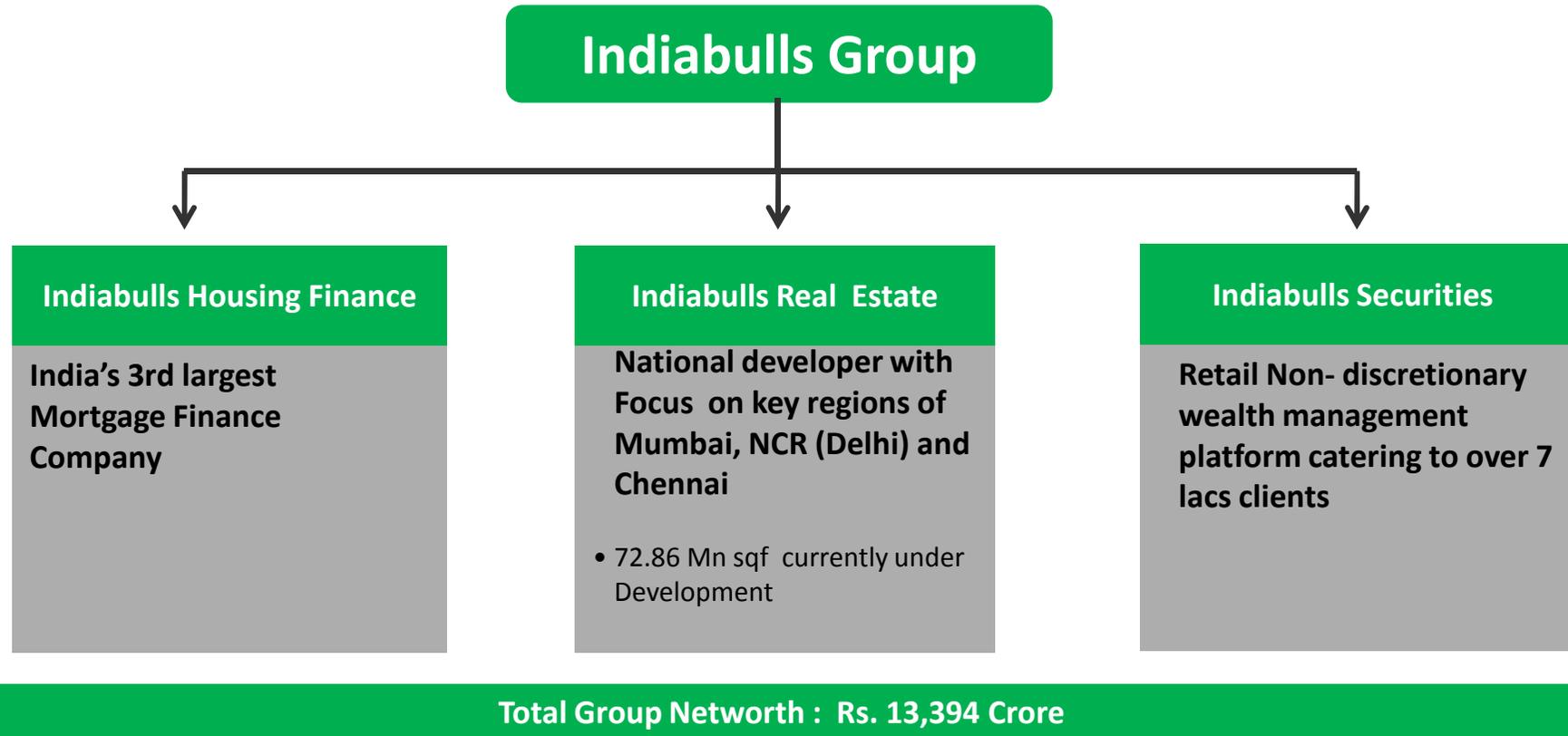
Journey of Indiabulls Group



- Independent companies with independent management teams
- All companies were spin offs from the existing company, with all benefits flowing to existing shareholders

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Indiabulls Group Companies



➤ *Separate Listed Companies (There is no Group Holding Company)*

* Network as on 31, March 2012



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Strategy and Focus

- **Consolidation** – aim to be among top 3 players in existing businesses within next 3 years
- **No new products** – focus on gaining size and scale in existing core areas
- **No capital market fund raising** – all businesses are well funded to achieve growth and size

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Indiabulls Real Estate (IBREL)



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Quality and on-time Delivery

➤ **Delivery and Execution Track Record**

Delivered a record 3.3 million SF developed space valued at \$1.75 billion (within 4 years of inception). Fastest and largest delivery in value terms by any Indian real estate developer in the same time period.

➤ **Focus on Super Metros**

95%+ portfolio is in Mumbai, Delhi (NCR) and Chennai markets.

➤ **Focus on clear title projects**

\$ 900 million in lands bought through government auctions.

➤ **Focus on Execution**

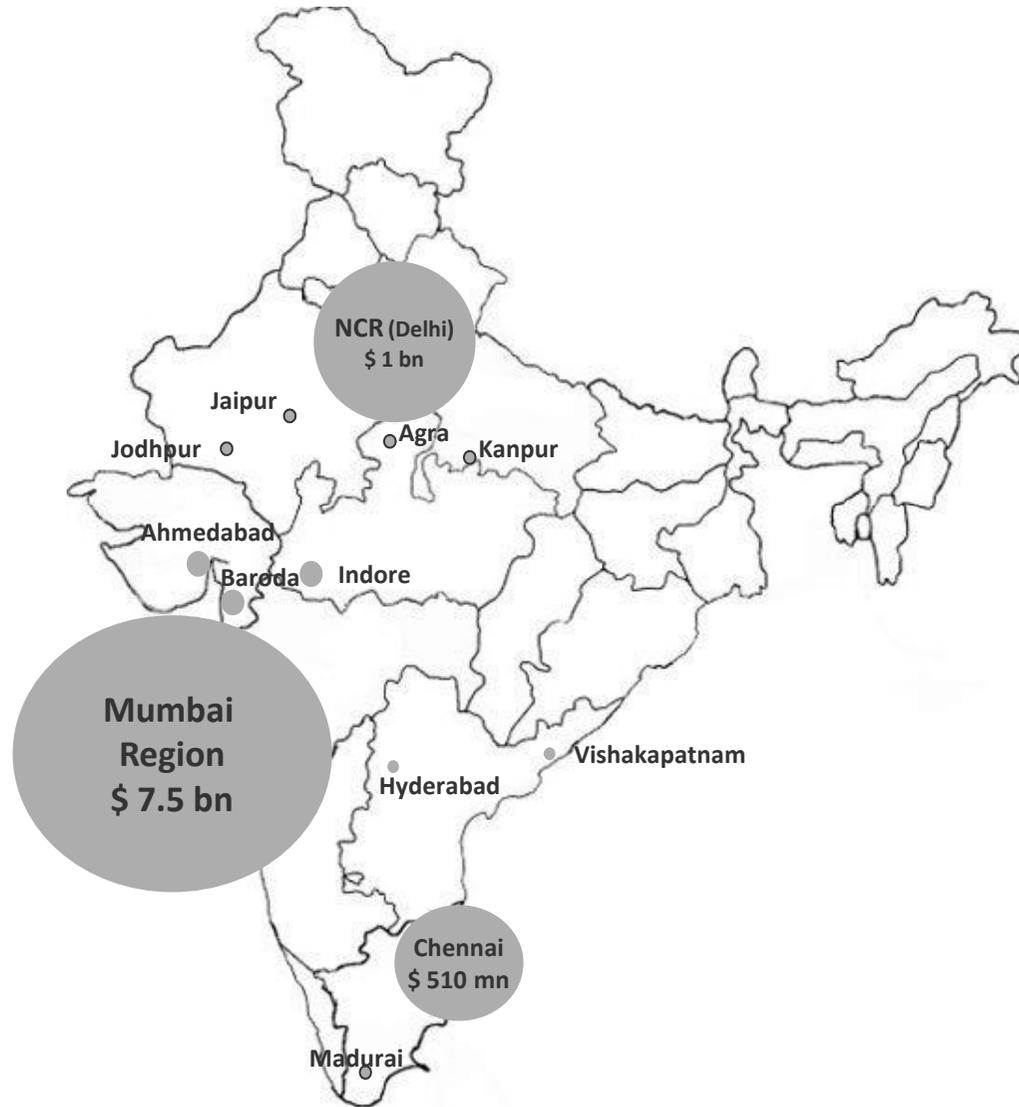
With 72.86 million sqft area under development; capex of \$ 2.6 billion over next 2 years (with all financing in place)

➤ **Focus on Results**

Cumulative \$ 5 billion in projected Gross Sales by 2014-15.

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Focus on Super-Metros



More than 95% of our projects (by value) are in super-metro cities – Mumbai Metro Region, National Capital Region (Delhi) and Chennai

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Business Update

- Total Sales of Rs. 2,236 Cr for an area of 2.25 msft in H1 FY-14 vs. Rs. 1,214 Cr for an area of 1.19 msft in H1 FY-13.
- Total leased area as on 30th Sep-13 stands at 2.8 msft. with annual rentals of Rs. 542 Cr per annum.
- IBREL purchased the entire stake of FIM Ltd. and its affiliates for Rs. 1,172.16 Cr funded through internal resources without taking any incremental debt. Giving it 100% ownership in 7 projects comprising area of 297.76 acres in NCR and Chennai.
- IBREL retains its A+ rating for long term debt and A1+ (highest possible) for short term debt.

* All sales and marketing costs are expensed upfront and not amortized

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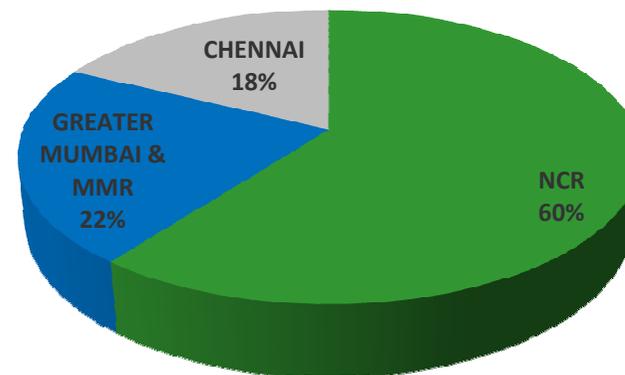
Total Land Bank

Area(In Acres)	Residential	Commercial	Total
Opening Balance (As on 1 st Apr 2012)	960.36	43.18	1003.54
Addition in Q4 FY '13	6.20	0	6.20
Less: Moved to AUD	0	0	0
Closing Balance	966.56	43.18	1009.74

* 2,588 Acres of Nashik SEZ not included in the above

- Acquired 6.20 acres land in H1 FY-14 primarily in NCR .
- Strategic land acquisition over the years have helped IBREL to aggregate a land bank of 3,598 acres across India.

Region Wise Land Bank Summary

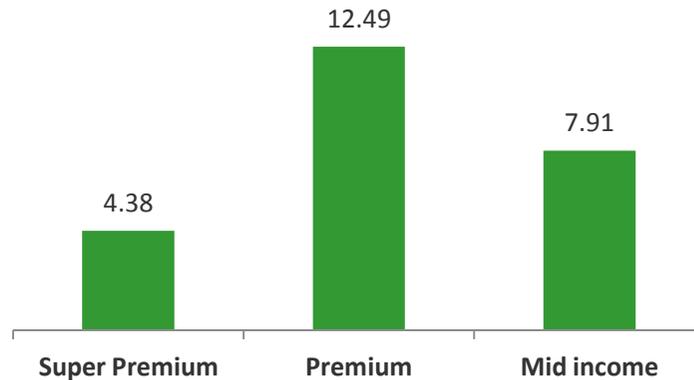


All land mentioned in the table is fully paid for and in our possession.

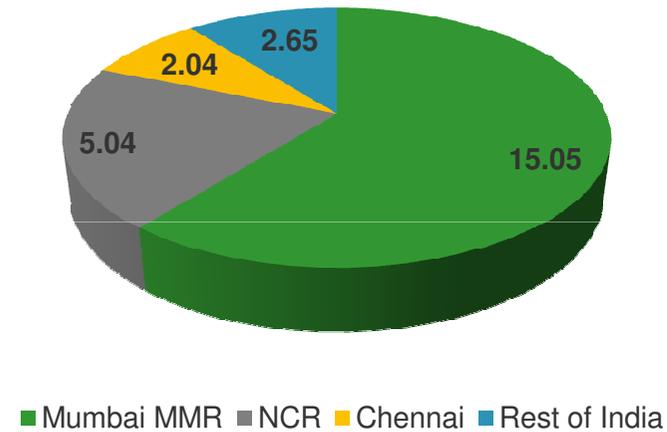


Approved Projects

Area Under Construction* - million sq. ft.



Regional Breakup of Area Under Construction



➤ Total Saleable Area Under Construction –24.78 Mn. Sq. ft. as on 30th Sept-13.

*All construction work being executed through 100% IBREL subsidiaries by Grade A contractors like Shapoorji Pallonji, Ahluwalia, Ramky etc.



Sales Inventory of approved under construction projects

Projects	Total Saleable Area (Mn Sqft)	Area Sold (Mn Sqft)	Area to be sold (Mn Sqft)	Total Value Sold (Rs. Cr.)	Value of Unsold Inventory at Current Rates (Rs. Cr.)
Super Premium	4.38	2.01	2.37	5,335	8,532
Premium	12.49	8.49	4.00	4,133	3,000
Mid Income	7.91	3.74	4.17	1,139	1739
Total	24.78	14.24	10.54	10,606	13,325

- 11.24 msft already sold for Sales value of Rs 10,606 crores
- 10.54 msft. remains to be sold with an estimated value of Rs. 13,325 crores at ongoing sale rates.
- Additional cash collections from Existing sales is Rs. 5,209 cr. linked to the construction progress of the projects.

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Projects Pipeline

Projects Launched in FY 13

1. **BLU, Worli, Mumbai** – 7-Star luxury residential complex spread over 10 acres in South Mumbai with breathtaking sea views
2. **IB Golf City, Savroli, MMR** – Premium residential township with 18-hole golf course spread over 350 acres of greens

Launch Pipeline FY 14

1. **IB City, Sonapat, Haryana** – 150 Acres of integrated township with plotted development, commercial and group housing
2. **IB Enigma II, Sec 104, Gurgaon** – Super premium residential complex with Villa's and high rise towers spread over 34 acres
3. **IB Imperial, Sec 106, Gurgaon** – 54 Acres of Integrated township with high end residential apartments, villa's, luxury retail and commercial
4. **IB Commercial Centre, Sec 109, Gurgaon** – Over 5 acres of commercial development on the Dwarka Expressway
5. **IB Greens, Chennai** – Premium residential township with high rise towers near the IT corridor spread over 32 acres
6. **IB Mint, Sec 104, Gurgaon** – Iconic Commercial tower on the Dwarka Expressway
7. **IB Greens, Indore** - 15 Acres of Integrated township with high end residential apartments, retail and commercial in the heart of the city
8. **IB Mega Mall, Agra & Kanpur** – Destination mall/multiplex in the heart of the city

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Thank You

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