



## “HDIL Q3 FY17-2018 Earnings Conference Call”

**February 14, 2018**



**MANAGEMENT: MR. SARANG WADHAWAN – VICECHAIRMAN &  
MANAGING DIRECTOR, HDIL**

**Moderator:** Ladies and gentlemen, good day and welcome to HDIL Q3 FY17-2018 Earnings Conference Call. As a reminder, all participant lines will be in listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing ‘\*’ and ‘0’ on your touchtone phone. Please note this conference is being recorded. I now hand the conference over to Mr. Sarang Wadhawan - Vice Chairman & Managing Director of HDIL. Thank you and over to you, sir.

**Sarang Wadhawan:** Good evening, everyone. The results of HDIL for the quarter ended 31<sup>st</sup> December 2017 are as follows:

The total income of the company on a consolidated basis is Rs100.91 crores. The PBT is at Rs26.84crores, the EBITDA is at Rs34.64crores, the PAT of the company is at Rs18.60crores. This is reduced from 30<sup>th</sup> September 2017 which was at Rs60.98 crores. However, there was an exceptional item in the results of 30<sup>th</sup> September which was the reversal of tax, so that is why the results shows lower. The net worth of the company is at Rs11,562.97 crores. The debt of the company has marginally reduced to Rs2,510.15crores on a consolidated basis. The debt to equity ratio is at 0.22, the EPS is at 0.43 and compared to the EPS on 30<sup>th</sup> of September at 1.4. There have been no major transactions in the last quarter. However, the board had approved issuance of warrants which has subsequently been approved by the shareholders and the promoters have infused equity into the company which is being utilized for debt reduction.

I would like to now open it to the floor for any questions and over to you.

**Moderator:** Thank you, sir. Ladies and gentlemen, we will now begin the question and answer session. Anyone who wishes to ask a question may press “\*” and “1” on the attached tone telephone. You wish to remove yourself from the question queue you may press “\*” and “2”. Participants are requested to use handsets while asking a question. Ladies and Gentlemen we will wait for a movement till the question queue assembles. To ask a question you may press “\*” and “1” on the attached tone phone now. We have a first question from the line of Aryn Biyani, Individual Investor. Please go ahead.

**Aryn Biyani:** In last conference call we discussed about 2 launches on 1<sup>st</sup> of January. So can you please update on that?

**Sarang Wadhawan:** We have already applied to the SRA for the launch of Phase-2 of budget homes. We are looking at launching 2 more towers under that brand. The SRA is taking a little bit of time to grant approvals. However, we do envisage in the month of March launch that affordable housing project. The second project of Pantnagar which is we were envisaging that we will launch under the affordable housing brand again. We are looking at launching part of that under affordable housing and part to be given under an FSI transaction. The company is

working towards those these 2 transactions primarily to reduce debt and as soon as we have an update and approval in place we will update the investors accordingly.

**Amy Biyani:** And what about warrant conversion into equity?

**Sarang Wadhawan:** The promoters have already funded the company about, I think about 40% of the money. The balance money will be paid or we have 18 months to pay but however, looking at the way the situation is we will definitely try and hurry up and paid as soon as possible and convert the warrants into equity.

**Amy Biyani:** In this quarter what was the sales? What was the revenue?

**Sarang Wadhawan:** Total income of Rs100.91 crores. The total turnover is Rs 99.10 crores.

**Amy Biyani:** It came from FSI or TDR or some ...

**Sarang Wadhawan:** Came from both, it came from FSI, TDR as well as from sale of residential units.

**Amy Biyani:** Can you please elaborate how much from TDR?

**Sarang Wadhawan:** On the FSI portion it was close to about Rs55 odd crores and on the residential portion it was about Rs45 odd crores.

**Moderator:** Thank you sir.

**Sarang Wadhawan:** Operator, if I may just add considering that this quarter has been pretty muted, the company is going ahead with asset monetization. The company is looking at reducing its debt further. We will continue on this path try and do a couple of other launches as well with budget homes coming out in next month as well as our Pantnagar transaction and a couple of other bigger transactions which are on in the pipeline. We are hoping for better March quarter. I think if there are no other questions, we can end the call and if any individual investors do want to get in touch with us they can always contact me or e-mail us.

**Moderator:** Sir, we just have one follow up question from

**Amy Biyani:** Please go ahead, sir.

**Amy Biyani:** So, from Virar side is there any plan?

**Sarang Wadhawan:** Well, we have not launched Virar, the Planet HDIL project which we were envisaging that we will start, we have not launched that. There is still some planning going on as far as Planet HDIL is concerned because the development of that property is undergoing several changes with the DMIC Corridor going through it with the bullet trains running close to our proximity. There are a lot of changes coming with respect to that property. Once we have clarity from the

Government on the infrastructure set up coming in that area we will definitely then start getting the approvals again in place because the approvals will change and launching that project as well.

**Amyr Biyani:** And what about the net debt in this quarter?

**Sarang Wadhawan:** The net debt on the consolidated basis is Rs2,386 crores.

**Amyr Biyani:** How much we reduce in this quarter?

**Sarang Wadhawan:** We reduced by 1.53%.

**Moderator:** As there are no further questions I now hand the conference over.

**Sarang Wadhawan:** Thank you, everyone, see you in the next quarter.

**Moderator:** Thank you very much, sir. Ladies and gentlemen, on behalf of HDIL, that concludes this conference call. Thank you for joining us, you may now disconnect your lines.