

Indiabulls Real Estate Limited

Q3 FY2023 Investor Update

Feb 10, 2023



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I. Overview & Key Highlights

Key Highlights

Q3 FY2023 Operational Updates

- **Net debt : Nil (Cash Surplus of ₹580 Cr)**
 - Increase from cash surplus of ₹136 Cr as at Q2 FY2023
 - Estimated Collection of ₹504 Cr from sold inventory (net of project costs) in next 12 months
- **Project Net Surplus : ₹6,146 Cr**
 - Net Surplus ₹1,225 Cr, from OC / near completed inventory
 - Pending costs of ₹322 Cr on OC / near completed projects fully covered through sold receivables with ~2.5x cover
- **Pre-sales (Q3 FY2023): ₹194 Cr**
 - More than 98% inventory in key projects sold out (Blu, Sky Forest, Thane Phase1, Enigma & Centrum)
 - Immediate upcoming launches (subsequent phases of Blu, Thane, Panvel Arivali)- Refer Slide 11

Other Update

- Merger with Embassy in final stages of NCLT review – next hearing in Chandigarh scheduled on 1st Mar, 2023.

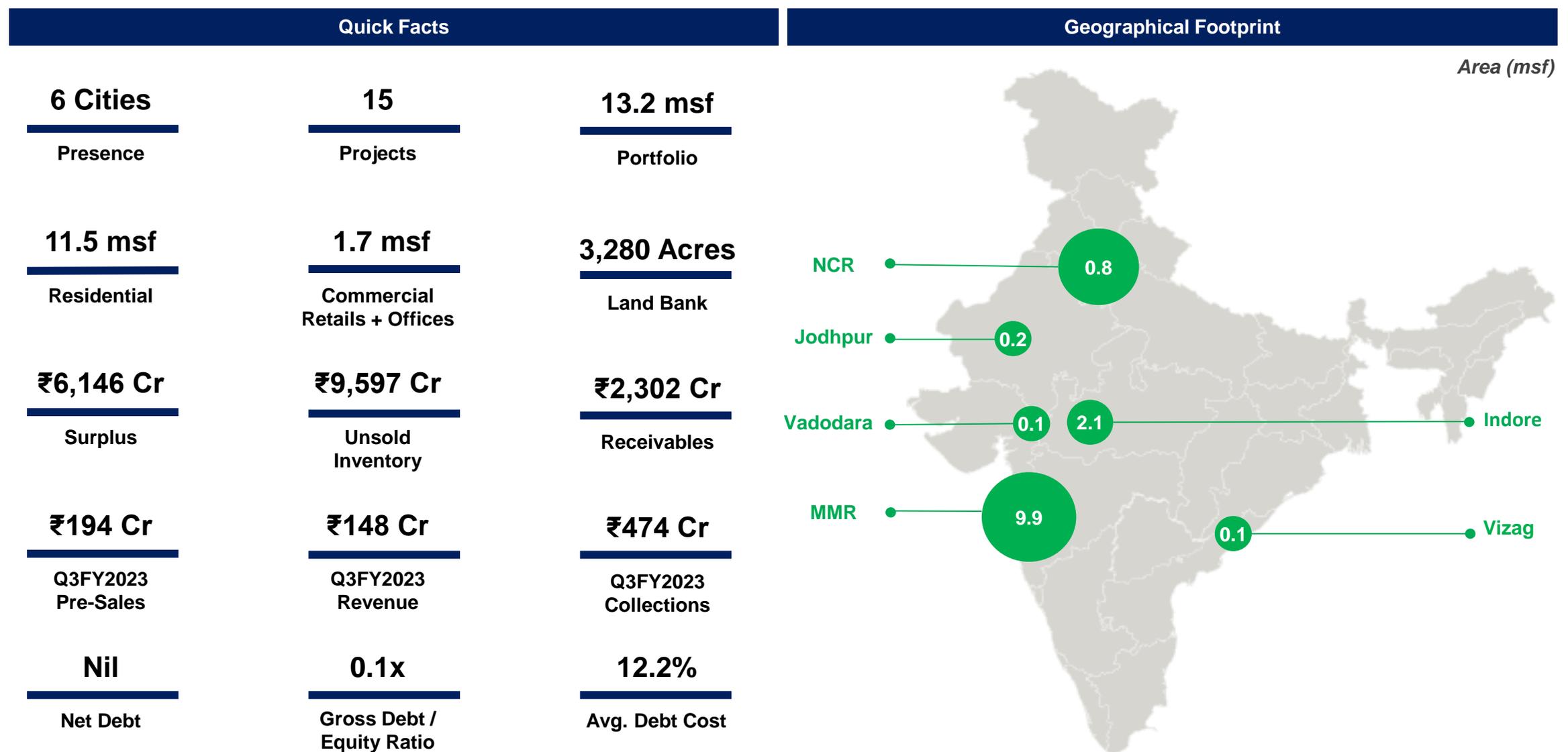
Portfolio Summary as on date

Indiabulls Real Estate Limited

Completed ⁽¹⁾		Development		Land Bank	
Projects	Net Surplus (₹ Cr)	Development	Net Surplus (₹ Cr)	Land Bank	Area (Acres)
Blu Estate & Club	190	Under Construction	3,381	Mumbai, NCR & Chennai	1,856
Sky Forest ⁽²⁾	467	Planned	1,540	Nashik SEZ ⁽³⁾	1,424
Indiabulls Greens	13	Total	4,921		
Indiabulls Golf City	318				
Enigma	4				
Centrum Park	1				
Mega Mall	123				
One Indiabulls Park	60				
Indiabulls City	17				
Indiabulls Sierra	33				
Total	1,225				

Total Net Surplus from Projects is ₹ 6,146 Cr

Snapshot



Notes: Each project, exclusive of phases is counted as a single project
 (1) Above figures include Sky projects. Refer "Notes" on page 22 for further details on Sky projects ownership

Merger Update

- Proposed scheme for amalgamation of NAM Estates & Embassy One Commercial Property Developments into the Company is underway :

Approval of the Scheme & Share swap ratio by respective Board of Directors	✓
“No Objection Letters” from Indian Stock Exchanges (post review by SEBI) and CCI	✓
Filing of the scheme application with NCLT Bengaluru (Embassy) & Chandigarh (IBREL)	✓
NCLT Bengaluru – Dispensing all meetings of shareholders, secured and unsecured creditors for Embassy	✓
NCLT Chandigarh – Dispensing meeting of secured & unsecured creditors and directions for convening meeting of IBREL shareholders	✓
IBREL Shareholders approved the scheme on February 12, 2022	✓
NCLT Bengaluru final hearing over	✓
NCLT Chandigarh final hearing	Scheduled- 1 st Mar, 2023

II. Performance Update

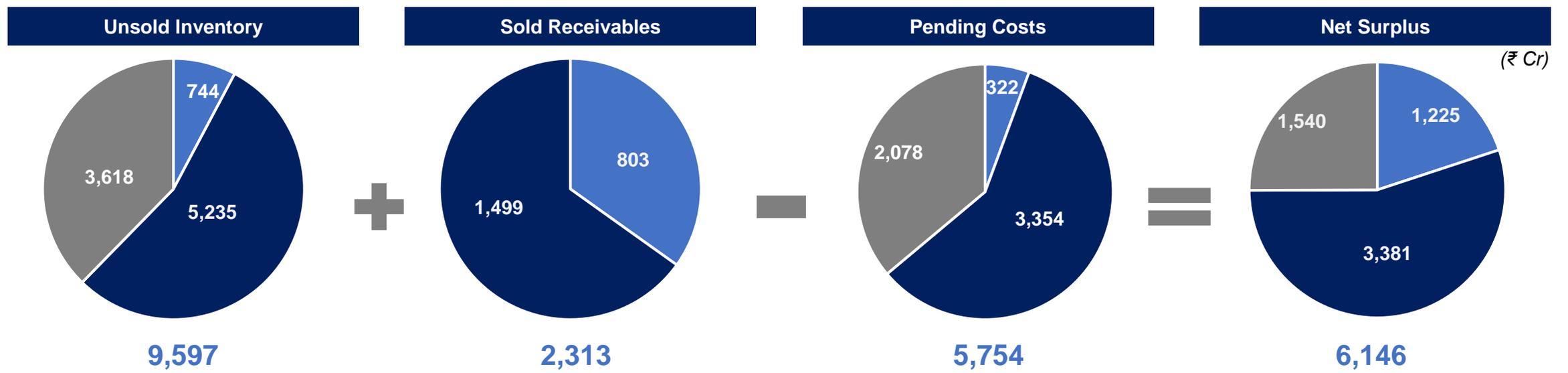
Q3 FY2023 Performance

Projects	Area Sold (msf)	Average Sales Price (₹ psf)	Pre-Sales (₹ Cr)	Collections (₹ Cr)	Construction Spends (₹ Cr)
Blu Estate & Club, Worli	0.02	26,768	47	70	20
Sky Forest, Lower Parel ⁽¹⁾	0.04	16,502	65	248	46
Indiabulls Greens, Panvel	0.05	5,298	29	56	29
One Indiabulls, Thane	0.01	8,395	9	23	6
Enigma, Gurugram	0.03	4,845	15	31	4
Indiabulls Golf City, Savroli	0.02	3,169	8	8	11
Centrum Park, Gurugram	0.00	2,989	1	4	7
Mega Mall, Jodhpur	0.01	5,463	7	9	3
Indiabulls City, Sonapat	0.01	1,067	1	0	0
Indiabulls One 09, Gurugram	0.01	4,488	5	21	8
Others	0.02	3,982	7	4	10
Total	0.23	8,333	194	474	146

Note:

(1) Refer "Notes" on page 22 for further details on Sky projects ownership

Surplus Walk



Pending costs on OC / near completed projects fully covered through sold receivables with ~2.5x cover



Note: Above figures include Sky projects. Refer "Notes" on page 22 for further details on Sky projects ownership

Upcoming Launches

Location	Micro-market	Land (Acres)	Total Area (msf)	Nature / Share	Our Area (msf)	Est. GDV (₹ Cr)	Product / Category	Target Launch	Branding	Partner / Remarks
Mumbai	Worli	2	1.8	JV - 50% ⁽¹⁾	0.8	2,497	High-rise, Ultra luxury	2023	BLU Estate & Club – Phase 2	Blackstone, Inc
Mumbai	Thane	7	2.1	Owned	2.1	2,180	High-rise, Luxury	2023	One Indiabulls Thane - Phase 2	Phased launches
Mumbai	Panvel	4	0.8	Owned	0.8	606	Retail / Commercial	2023	-	Sub market Arivali
Sub-Total		13	4.7		3.7	5,283				

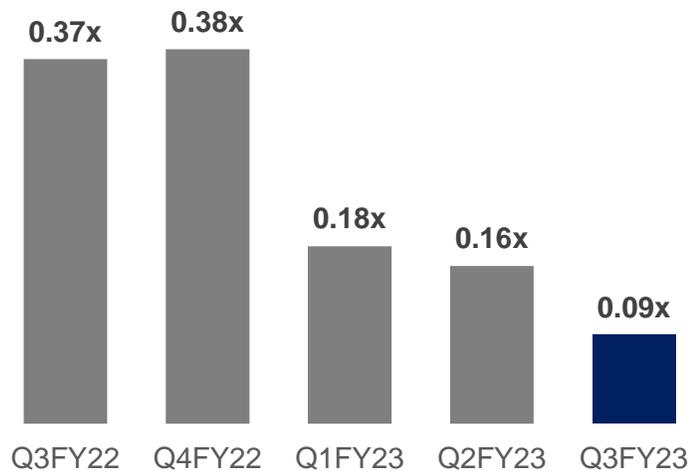
Notes: Upcoming launches includes ongoing & planned projects intended to be launched / re-launch up to FY2024

(1) Project is a 50:50 proposed JV with Spero Properties and Services Private Limited (an entity managed by affiliates of Blackstone, Inc.)

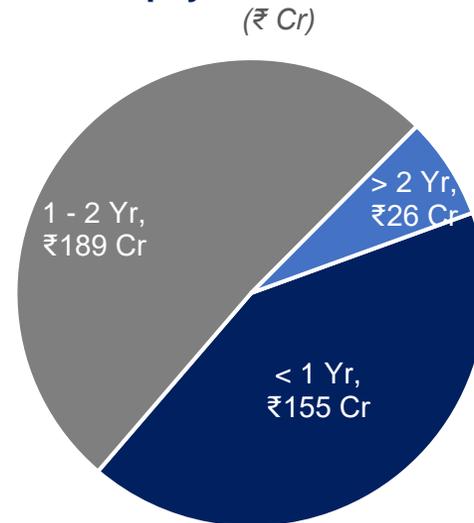
Debt Profile

Particulars (₹ Cr)	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23
Gross Debt	1,287	1,310	739	680	370
Less: Cash & Cash Equivalents	324	305	275	816	950
Net Debt / (Cash Surplus)	963	1,005	464	(136)	(580)
Total Equity	3,516	3,426	4,171	4,276	4,041

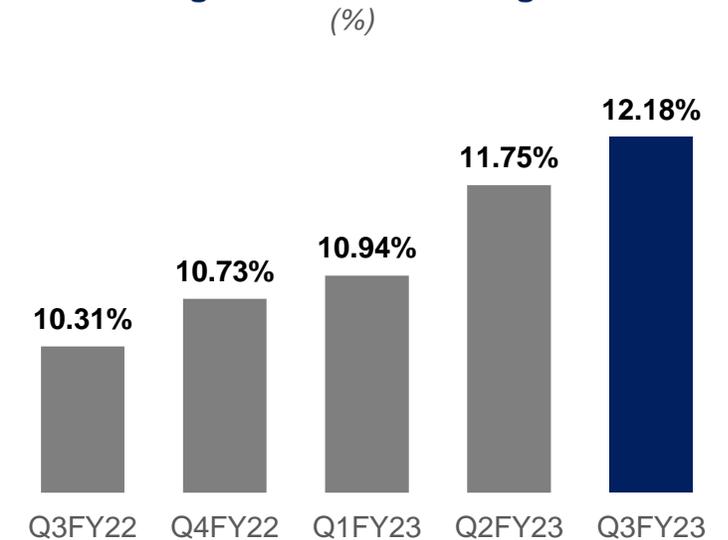
Debt Equity Ratio



Repayment Schedule



Avg. Cost of Borrowings



Note: Above figures include Sky projects. Refer "Notes" on page 22 for further details on Sky projects ownership

Debt Walk

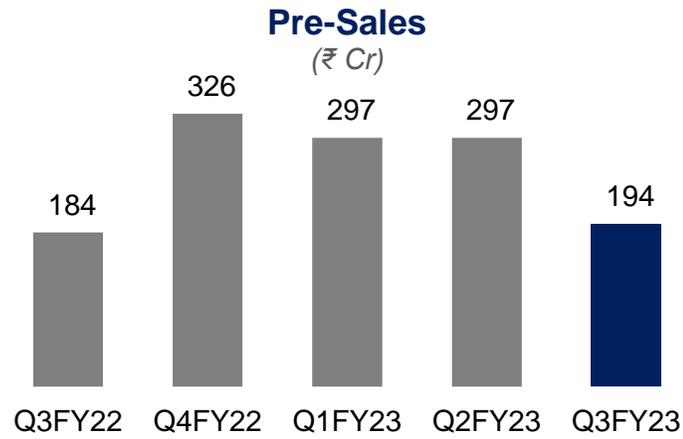
Particulars (₹ Cr)	Q3FY23
Opening Net Debt / (Cash Surplus) [A]	(136)
Inflows	
Collections (net of refunds)	421
Proceeds from Project Land Sale	260
Other Misc. Receipts	3
Subtotal [B]	685
Outflows	
Construction Spends	146
Customer/Marketing Cost	28
Overheads	76
Finance Cost	33
Taxes	24
Subtotal [C]	307
Net Movement for the Period [D = B – C]	377
Adjustment [E]	67
Closing Net Debt / (Cash Surplus) [A – D – E]	(580)

Note: Above figures include Sky projects. Refer "Notes" on page 22 for further details on Sky projects ownership

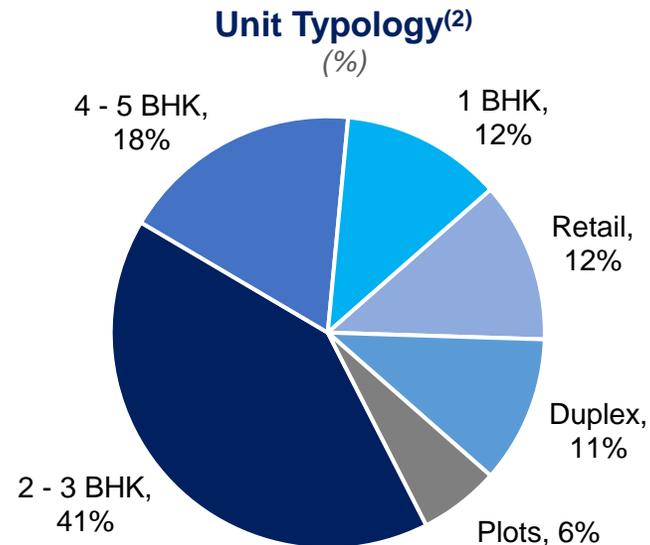
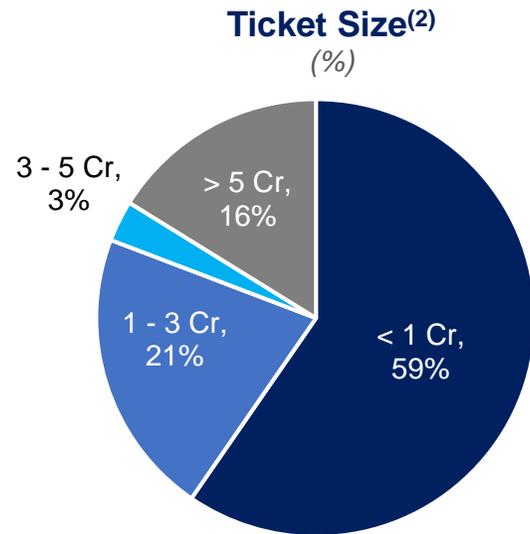
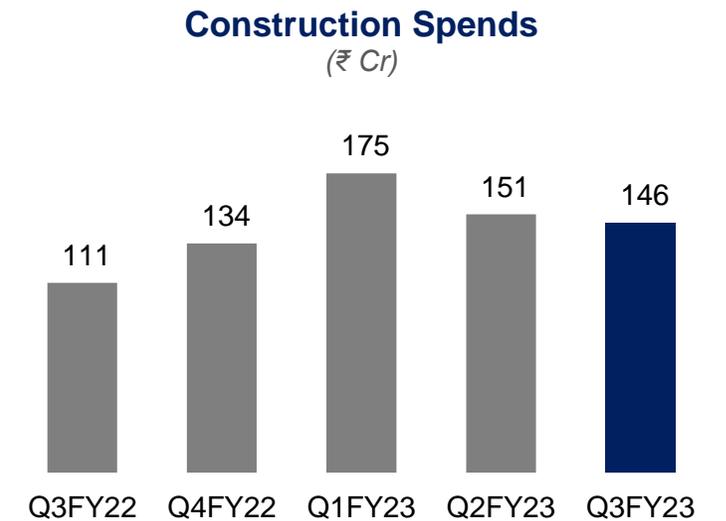
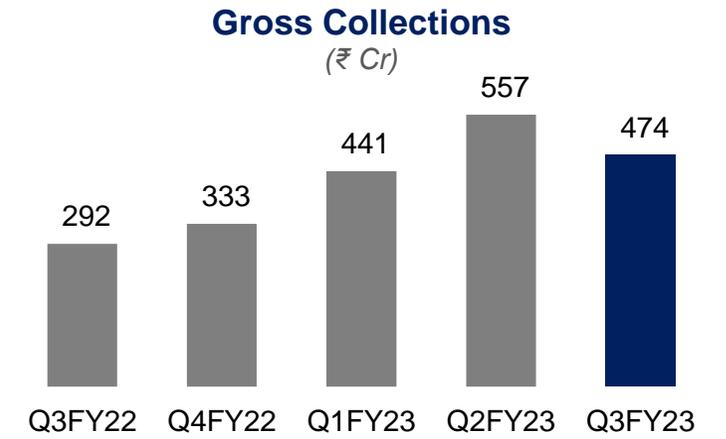
III. Appendix

Operations Velocity

Sales Velocity



Collections & Spends



Notes: Above figures include Sky projects. Refer "Notes" on page 22 for further details on Sky projects ownership
(1) Represents two-year data for the period ended FY2021 & FY2022

Significant Land Reserves

Considerations

- Total of 3,280 acres, near major metropolitans, the largest among all listed players

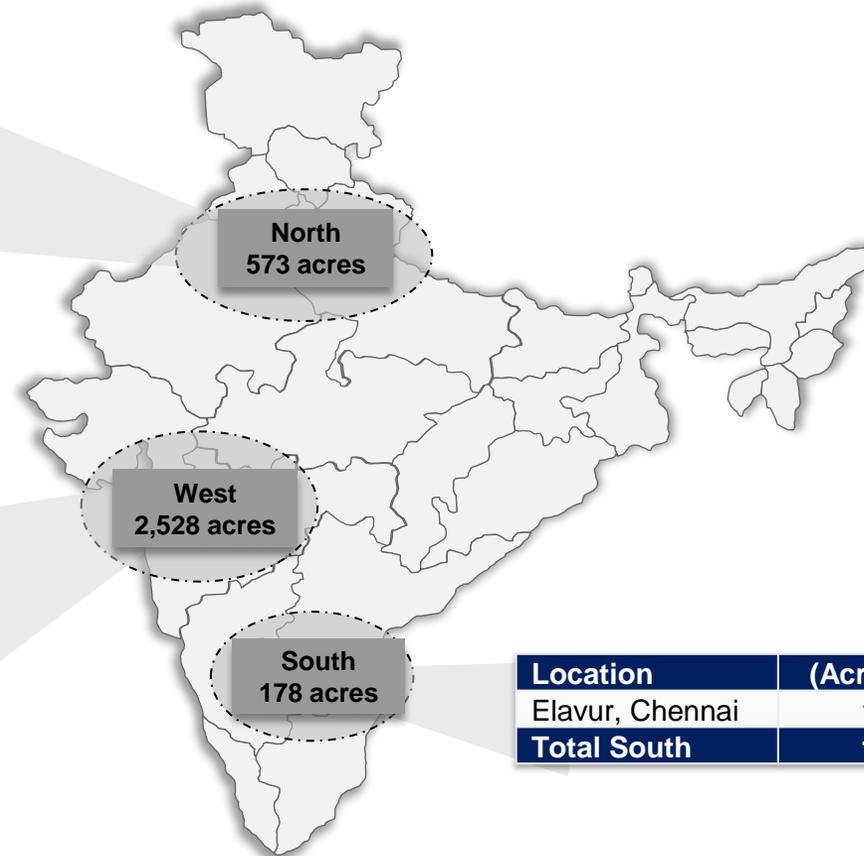
- This allows us to develop projects to take advantage of potential opportunities, without the need to spend time locating and acquiring the land first

- Provides an option to monetize certain land banks in non-core areas with limited potential and enhance our presence in strategic locations

Strategic land bank which can fuel the next phase of growth

Location	(Acres)
Sonepat	28
Gurgaon-Sec 103	18
Gurgaon-Sec 99	7
Sohna	520
Total North	573

Location	(Acres)
Mahagaon	218
Kon, Panvel (Greens)	16
Savroli, Khalapur	248
Panvel – Others	347
Others	275
SEZ Nashik ⁽¹⁾	1424
Total West	2,528



Location	(Acres)
Elavur, Chennai	178
Total South	178

Total Land (Acres)	Cost of Land (₹ Cr)	Amount Paid (₹ Cr)	Balance Payable (₹ Cr)
3,280	535	535	-

Note:

(1) Indiabulls has 89% Economic Interest in SEZ Land

Projects Overview

Particulars (₹ Cr)	Category	Area (msf)			ASP ⁽¹⁾ (₹/psf)	Unsold Inventory	Sold Receivables	Pending Costs	Net Surplus
		Saleable	Sold	Unsold					
OC Received									
Blu Estate & Club, Worli	Residential	1.4	1.4	0.0	27,000	51	177	38	190
Indiabulls Greens, Panvel	Residential	4.2	4.1	0.0	5,000	3	10	0	13
Indiabulls Golf City, Savroli	Residential	0.9	0.6	0.3	3,500	98	45	7	136
Enigma, Gurugram	Residential	1.8	1.8	0.0	4,800	2	4	2	4
Centrum Park, Gurugram	Residential	2.1	2.1	0.0	3,000	0	3	2	1
Mega Mall, Jodhpur	Commercial	0.6	0.4	0.2	3,100	77	58	12	123
Indiabulls City, Sonapat	Residential	1.7	1.5	0.3	1,000	26	3	12	17
One Indiabulls Park, Vadodara	Commercial	0.2	0.1	0.1	3,300	48	13	0	60
Near Completed Projects									
Indiabulls Golf City, Savroli	Residential	0.7	0.2	0.6	3,500	206	24	48	181
Indiabulls Sierra Vizag	Residential	0.8	0.7	0.1	3,900	35	56	58	33
Sub-Total (A)		14.5	12.9	1.7		546	391	179	758
Sky Forest⁽²⁾									
Sky Forest, Lower Parel	Residential	1.6	1.5	0.1	16,900	198	412	143	467
Sub-Total (B)		1.6	1.5	0.1		198	412	143	467
Total (A+B)		16.1	14.4	1.8		744	803	322	1,225

Notes:

(1) ASP (Average Sales Price) – Average of the sales price at a project for six months ended Dec 31, 2022, rounded off to nearest hundred

(2) Refer "Notes" on page 22 for further details on Sky projects ownership

Projects Overview (Cont'd)

Particulars (₹ Cr)	Category	Area (msf)			Price ⁽¹⁾ (₹/psf)	Unsold Inventory	Sold Receivables	Pending Costs	Net Surplus
		Saleable	Sold	Unsold					
Ongoing Projects									
Blu Estate & Club, Worli ⁽²⁾	Residential	0.8	-	0.8	30,000	2,497	-	839	1,658
Indiabulls Park, Panvel	Residential	4.8	3.7	1.1	5,000	572	1,084	1,244	412
One Indiabulls, Thane	Residential	2.6	0.5	2.1	10,500	2,163	203	1,159	1,208
Indiabulls One 09, Gurugram	Commercial	0.5	0.5	0.0	6,000	-	212	112	102
Total		8.8	4.7	4.0		5,235	1,499	3,354	3,381
Planned Projects									
Arivali, Panvel	Commercial	0.8	-	0.8	8,000	606	-	238	368
Indiabulls Golf City, Savroli	Residential	3.8	-	3.8	4,000	1,500	-	950	550
Indiabulls One 09, Gurugram	Commercial	0.6	-	0.6	8,500	473	-	283	190
Silverlake Villas, Alibaug	Residential	0.3	-	0.3	12,000	312	-	150	162
Centrum, Indore	Residential	2.1	-	2.1	3,500	726	-	457	270
Total		7.4	-	7.4		3,618	-	2,078	1,540

Notes:

(1) Management Estimates

(2) Project is a 50:50 proposed JV with Spero Properties and Services Private Limited (an entity managed by affiliates of Blackstone, Inc.), gross saleable area is ~1.8 msf

ESG Initiatives

- Free primary healthcare services provided at doorstep to the underprivileged population of urban slums with the assistance of mobile medical vans

Health - Jan Swasthya Kalyan(JSK) Vahika – Mobile Medical Vans



- Conducted educational camps and awarded scholarships to eligible students

Education – IBF Scholarship Programme



- The company has implemented rain water harvesting across its developments

Rain Water Harvesting



- Solar energy systems are installed as part of our CSR projects undertaken in rural Maharashtra to promote environmental initiatives

Solar Energy Systems



- Initiatives undertaken by Indiabulls foundation to donate covid relief material in association with Gurugram administration

Covid Care Services



- Organic waste management controls are setup across projects to monitor waste management

Organic Waste Treatment



Project Visuals

Sky Forest, Lower Parel



Indiabulls Greens, Panvel



Blu Estate & Club, Worli



Project Visuals (Cont'd)

Enigma, Gurugram



Indiabulls Golf City, Savroli



Centrum Park, Gurugram



Mega Mall, Jodhpur



Notes & Glossary

Notes:

- ▶ All figures in this presentation are as of December 31, 2022 unless otherwise stated
- ▶ Figures has been rounded off to nearest single decimal / integer for ease of presentation
- ▶ Area (msf) represents unsold residential saleable area including commercial area sold on strata sale basis / leasable commercial area unless otherwise stated
- ▶ The ownership of the Sky projects is with IPPL, which is currently owned by certain third parties. However, IBREL has a right to purchase Sky projects, through purchase of IPPL from its current owners. Further, pursuant to and in terms of the on-going composite scheme of merger between Embassy and IBREL, on completion of agreed share swap arrangement and effectiveness of the Scheme, subject to regulatory approvals, IPPL shall become 100% subsidiary of IBREL, and thus Sky projects shall be transferred to IBREL. Even if the merger is not consummated, IBREL retains the right to purchase IPPL, as stated above

Key Terms and Definitions:

1. ₹ / Rs. – Indian Rupees, the legal currency of the Republic of India
2. Adjusted EBITDA = EBITDA after grossing up of finance cost included in cost of project
3. AIF – Alternative investment funds, as defined and registered under the SEBI (AIF) Regulations, 2012
4. Area Delivered – The category of “completed” projects including residential or commercial projects where occupancy certificates have been received from the competent authority for significant majority of units with respect to towers or buildings in the project and the process of handover of such units has commenced
5. ASP (Average Sales Price) – Average of the sales price at a project for the reporting period / six months ended December 31, 2022, as the case may be. In case of no recent sales, ASP refers to the latest transacted price and in case of planned projects, refers to the management estimated sales price
6. BLR – Bengaluru
7. CCI – Competition Commission of India
8. Collections – Represents gross collections including collections towards residential and commercial units and land, other charges, rebates given to customers, indirect taxes and facility management charges
9. CR – Crore, equal to 10 million
10. CSR – Corporate Social Responsibility
11. Embassy – NAM Estates Pvt Ltd, Embassy One Developers Pvt Ltd, Summit Developments Pvt Ltd, Embassy East Business Park Pvt Ltd and EOCDPL (together, the “Amalgamating Group”) with its subsidiaries
12. Financial year or FY – Period of 12 months commencing on April 1 of a year & ending on March 31 of the next year
13. HR – Human Resources
14. IBREL/Indiabulls – Indiabulls Real Estate Limited together with its subsidiaries
15. Indian Stock Exchanges – BSE and NSE, taken together
16. IPPL – Indiabulls Properties Private Limited
17. JDA – Joint Development Agreement
18. JV – Joint Venture
19. MMR / Mumbai Metropolitan Region – Mumbai along with satellite cities of Thane, Navi Mumbai, Panvel, etc.
20. MSF – Million square feet
21. NCLT – National Company Law Tribunal
22. NCR – National Capital Region, comprising satellite cities of Delhi including Gurgaon, Noida, Sonapat etc.
23. Near Completed Projects – Development in the last mile of finishing, OC for which is expected within 12 months
24. Net Debt – Total external borrowings excluding related intercompany payables less cash & cash equivalents
25. Net Surplus = Pending Collections from Area Sold + Value of Unsold Inventory – Pending Construction Cost
26. NOC – No Objection Certificate
27. OC – Occupancy Certificate
28. Ongoing Projects – Projects / phases where active design & planning / construction work has commenced
29. Pending Costs – Estimated construction costs (incl. statutory cost) yet to be incurred to complete the project
30. Planned Projects – Projects where active design & planning work has not yet commenced
31. Pre-sales – Refers to the value of gross active residential and commercial units and land sold (net of taxes) during a period where the booking amount has been received
32. PSF – Per square feet
33. QIP – Qualified institutions placement under Chapter VI of the SEBI ICDR Regulations
34. Saleable Area – Saleable Area for our residential properties shall mean the total carpet area in relation to each project along with appropriate loading to adjust for common areas, service and storage area parking area, area for amenities and other open areas
35. SEBI – Securities and Exchange Board of India
36. SEZ – Special Economic Zones
37. Sky Projects – includes Sky & Sky Forest projects
38. Sold Receivables – Amount pending to be received for booked / sold area for which invoices are generated / yet to be generated and are net of taxes & refunds. Also includes billed and unbilled receivables which are not due
39. Unsold Inventory – represents estimated value of Unsold residential saleable area including commercial area sold on strata sale basis
40. Vizag – Visakhapatnam
41. VS – Versus

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