

DLF LIMITED

DLF Gateway Tower, R Block,
DLF City Phase – III, Gurugram – 122 002,
Haryana (India)
Tel.: (+91-124) 4396000, investor-relations@dlf.in



31st January 2022

The General Manager Dept. of Corporate Services BSE Limited P.J. Tower, Dalal Street, Mumbai – 400 001	The Vice-President National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra(E), Mumbai – 400 051
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Sub: DLF Press Release

Dear Sir,

In compliance with Regulation 30 of the SEBI (LODR) Regulations, 2015, as amended, kindly find enclosed herewith Press Release pertaining to 'DLF Announces Financial Results for Q3 FY22'.

This is for your kind information and record please.

Thanking you,

Yours faithfully,
For **DLF Limited**

A handwritten signature in blue ink, appearing to read 'Punjani'.

R. P. Punjani
Company Secretary

Encl.: As above 

For Stock Exchange's clarifications, please contact:
1. Mr. R. P. Punjani - 09810655115/punjani-rp@dlf.in
2. Mr. Raju Paul - 09999333687/paul-raju@dlf.in



PRESS RELEASE

DLF announces Financial Results for Q3FY22

Revenue at Rs 1,687 crore

Net Profit reported at Rs 381 crore

Record New Sales bookings of Rs 2,018 crore in the quarter; reflecting a Y-o-Y growth of 97%
9MFY22 Sales booking of Rs 4,544 crore

New Delhi, January 31, 2022

Our business continues to deliver strong performance across all parameters during the quarter. We remain confident of delivering our business goals.

Financial Highlights for Q3FY22 – DLF Limited (Consolidated)

- Consolidated Revenue stood at Rs 1,687 crore
- EBITDA stood at Rs 659 crore, reflecting a Y-o-Y increase of 5%
- Net Profit at Rs 381 crore
- Collections at Rs 1,281 crore

The housing segment continues to exhibit sustained momentum leading to strong business performance in the residential segment. We clocked record New Sales in the quarter amounting to Rs 2,018 crore, reflecting a Y-o-Y growth of 97%. Cumulative sales bookings for nine-month period stood at Rs 4,544 crore, demonstrating a strong rebound in this segment.

We launched, ONE Midtown – a luxury group housing project in the heart of the capital, during the quarter. The launch received overwhelming response and phase-I of the inventory was completely absorbed.

Our super luxury segment - “The Camellias” continues to attract robust demand despite the price hike. New sales of Rs 580 crore were recorded in the quarter, vindicating a strong demand for high quality products at established locations. We continue to witness sustained demand traction for the Independent Floors across the Gurugram market and continue to bring new launches in this segment.

Residential markets continue to exhibit improving demand trends and we expect these to continue for a long term. Given this positive outlook and strong support from fundamental drivers, we continue to leverage this upcycle by scaling up our New Product offerings across segments & geographies. Price growth coupled with increasing volumes will lead to further margin expansion in the portfolio.

Sustained collections along with prudent capital allocation continues to consistently generate significant cash surplus from our core operations. Surplus cash generation of Rs 764 crore during the quarter resulted in a marked reduction in our Net Debt which stood at Rs 3,220 crore at the end of the quarter. Strong business fundamentals backed by a healthy balance sheet resulted in another credit rating upgrade for the Company. ICRA and CRISIL have both, revised the rating upwards to ICRA AA-/Stable & CRISIL AA-/Stable.

Financial Highlights for Q3FY22 – DLF Cyber City Developers Limited (Consolidated)

We continued to witness sustained performance in the rental business.

- Consolidated Revenue of Rs 1,176, a Y-o-Y growth of 5%
- EBITDA stood at Rs 913 crore, reflecting a Y-o-Y growth of 2%
- Net Profit at Rs 282 crore, reflecting a Y-o-Y growth of 13%



The offices business continues to be on recovery trajectory, however, the Covid resurgence might push out the recovery temporarily. The growth in digitization, digital transformation along with robust hiring plans for IT/ITeS companies is expected to lead the recovery across this segment. Long-term fundamentals for the business and attractiveness of India as a service market continues to remain intact.

The retail business continues to exhibit improving consumption trends. All our malls continue to be operational, though, with certain restrictions.

New development remains on track. We continue to further grow our portfolio by building more quality assets.

DCCDL REIT readiness continues to be on track.

We remain committed towards building resilient & sustainable ecosystems across our business. As a further testament to our sustainable commitments, DLF Limited was included in the DJSI index in the Emerging markets category consecutively for the second year. We are the only real estate company in the country to be included in this prestigious index.

Strong housing demand and a gradual recovery across the rental business will drive growth. We continue to be enthused by these developments and tread towards scaling up both our businesses across the residential and rental segments. Our quality offerings, strategic land bank backed by a strong balance sheet allows us a competitive advantage to leverage this growth cycle and scale up our business.

About DLF Ltd:

DLF is India's leading real estate developer and has more than seven decades of track record of sustained growth, customer satisfaction, and innovation. DLF has developed 153 real estate projects and developed an area of approximately 330 million square feet. DLF Group has 215 msf (approx.) of development potential across residential and commercial segment. The group has an annuity portfolio of over 35 msf (approx.). DLF is primarily engaged in the business of development and sale of residential properties (the "Development Business") and the development and leasing of commercial and retail properties (the "Annuity Business").

DLF Limited, has been recognised as an index component of the Dow Jones Sustainability Indices (DJSI) in Emerging markets category. This recognition demonstrates DLF's track record for its governance, social and environmental initiatives. While DLF is the only real estate company from India to be included in the DJSI index, it joins the ranks of just 11 companies from India to be recognised for the benchmark for Corporate Sustainability. It also received 16 Sword of Honour – by British Safety Council in 2020, the highest number received by any company globally in a single year.

Forward-Looking Statement

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. DLF Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

For Further information please contact:

Mr. Divya Puri
Vice President – Corporate Communications
DLF Ltd.
(M) 9899323869
Email puri-divya@dlf.in