

## DLF Limited

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



30<sup>th</sup> October 2020

To, The General Manager Dept. of Corporate Services <b>BSE Limited</b> P.J. Tower, Dalal Street, Mumbai 400 001	To, The Vice-President <b>National Stock Exchange of India Limited</b> Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai-400051
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Dear Sir,

### **Re: DLF Press Release**

In compliance with Regulation 30 of the SEBI (LODR) Regulations, 2015, kindly find enclosed herewith Press Release pertaining to “DLF announces Financial Results Q2 & FY 21”.

This is for your kind information and record please.

Thanking you,

Yours faithfully,  
for **DLF LIMITED**

A handwritten signature in black ink, appearing to read 'R. P. Punjani', with a circular stamp or mark to its right.

**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](mailto:punjani-rp@dlf.in)
2. Mr. Raju Paul – 09999333687 /[paul-raju@dlf.in](mailto:paul-raju@dlf.in)



**Press Release**  
**For immediate publication**

## **DLF announces financial results for Q2FY21**

New Delhi, October 30, 2020

Strong financial performance during the quarter. We remain committed & confident in delivering our business goals.

### **Financial Highlights for Q2FY21 – DLF Group (Consolidated)**

- Consolidated Revenue stood at Rs. 1,723 crore, as compared to Rs 646 crore in Q1FY21, reflecting a 2.6 x growth
- EBITDA stood at Rs 576 crore compared to Rs 100 crore in the previous quarter.
- Net Profit at Rs 236 crore compared to Net loss of Rs 72 crore in previous quarter.

### **Financial Highlights for Q2FY21 – DLF Cyber City Developers Limited (Consolidated)**

The rental business continued to exhibit resilience. Q-o-Q growth recorded with retail business witnessing gradual recovery after the lockdown.

- Consolidated Revenue of Rs 1,040 crore, implying a Q-o-Q growth of 12%
- EBITDA (ex-other income) stood at Rs 733 crore as compared to Rs 665 crore in the previous quarter, implying a 10% growth Q-o-Q.
- Net Profit at Rs 171 crore

COVID-19 has impacted the economy and the market sentiment in the short term. We remain optimistic about our business & its growth returning to normalcy.

The residential business is seeing green shoots of demand with consumer interest witnessing rising trends. We believe that consistent quality supply in conjunction with affordability will lead to overall recovery in demand.

Development business demonstrated strong operations during the quarter. New Sales bookings for the quarter rose to Rs 853 crore as compared to Rs 152 crore in the previous quarter. We are getting ready for a new build out cycle and have identified a strong pipeline to be launched across various segments and geographies over the next few years.

Our long-term outlook towards the rental business remains positive. The office business remains stable and continues to exhibit strong collections of 98% + levels. Cyber Park, a 2.5 msf commercial development in Gurugram, commenced operations from August. This addition of asset to the rental portfolio will lead to an incremental revenue of Rs 375 -Rs 400 crore. The Company signed a major pre-leasing deal of 7.7 lac sq. ft. with Standard Chartered GBS in Downtown Chennai for setting up of its largest campus globally. The development of Downtown, at Gurugram & Chennai and NOIDA project remains on track.



The retail segment is witnessing gradual recovery with the luxury segment exhibiting better trends. With all our retail properties now open and restrictions lifted for multiplexes & entertainment zones, we expect an increase in footfalls leading to recovery. We expect that the festive season might provide the required fillip for this segment.

DLF Group comprising of Offices, Retail, Residential & Hospitality received the world's highest "WELL Health & Safety" certification for Facility Operations & Management from the Best Wellness Certification Organization – IWBI. DLF Group is the first organization globally to achieve such a certification at group level. We also received Covid-19 Assurance Certification from British Safety Council for return to work by adopting the requisite guidance.

We continue to deliver significant reduction of overheads enabling margin improvement in times ahead. Tight cash management led to Net Debt being flat despite the tough operating conditions.

The Company is taking steps to start the process of getting the rental business REIT ready.

#### **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 210msf (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").

In recent years DLF has received over 250 awards and recognitions by various forums, including Developer of the year award by ET NOW 2019. Developer of the year -Residential by ET NOW, Developer of the year- Luxury 2019 by Golden Globe Tigers Award, Developer of the year – Residential 2019 by Golden Globe Tigers Award, Star of the Industry Awards for Excellence in Real Estate by ET Now 2018, 13 Sword's of Honour – by British Safety Council 2019 – 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:**

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