



PODDAR

HOUSING AND DEVELOPMENT LIMITED

June 17, 2021

To, BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip Code – 523628	To, The National Stock Exchange of India, Exchange Plaza, 5 th Floor, Plot no. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 Scrip Symbol - PODDARHOUS
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Dear Sir(s),

Sub: Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 on Investors presentation on financial results of quarter and year ended March 31, 2021.

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to enclose herewith Investors Presentation on financial results of the company for the quarter and year (FY2020-21) ended March 31, 2021 which has been declared by the company on June 10, 2021.

Request you to take the same on record and disseminate the same on the website of the stock exchanges.

Thanking You,
Yours faithfully,

For Poddar Housing and Development Limited

Vimal Tank
Company Secretary

(Formerly known as Poddar Developers Limited)

Corporate Office : Poddar Group Building, Mathuradas Mill Compound, 126, N. M. Joshi Marg, Lower Parel (W), Mumbai - 400 013, India.
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Investor Presentation – Mar 2021



Investor Presentation - March, 2021

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Financial Update



Assets Summary - March 2021

₹ Lakhs

PARTICULARS	STANDALONE		CONSOLIDATED	
	31.03.2021	31.03.2020	31.03.2021	31.03.2020
ASSETS				
Non-current assets				
Property, plant and equipment	314.86	378.44	321.36	386.07
Investment Properties	38.40	38.40	38.40	38.40
Intangible assets	83.87	70.34	83.87	70.34
Financial assets				
i. Investments	159.03	143.32	158.02	142.34
ii. Loans	498.82	2,396.70	-	721.77
iii. Other financial assets	8,693.51	6,616.49	10,322.04	9,535.17
Deferred tax assets (net)	767.85	853.06	773.63	858.85
Total non-current assets	10,556.34	10,496.75	11,697.32	11,752.94
Current assets				
Inventories	42,339.01	37,620.86	42,527.76	37,809.60
Financial assets				
i. Investments	-	152.71	-	152.71
ii. Trade receivables	715.58	512.38	767.07	535.78
iii. Cash and cash equivalents	1,023.80	183.86	1,037.19	189.15
iv. Other bank balances	389.81	697.31	389.81	697.31
v. Loans	31.36	25.00	31.36	25.00
vi. Other financial assets	1,701.56	1,408.07	2,012.92	1,332.23
Other current assets	1,863.24	1,761.74	1,977.71	1,891.76
Total current assets	48,064.36	42,361.93	48,743.82	42,633.54
TOTAL ASSETS	58,620.70	52,858.68	60,441.14	54,386.48

Note: Previous period figures have been re-grouped / re-classified wherever necessary to conform to current period's classification.



Liabilities Summary - March 2021

₹ Lakhs

PARTICULARS	STANDALONE		CONSOLIDATED	
	31.03.2021	31.03.2020	31.03.2021	31.03.2020
EQUITY AND LIABILITIES				
Equity				
Equity share capital	631.54	631.54	631.54	631.54
Reserves and surplus	19,667.55	19,358.85	18,405.26	18,572.93
Total equity	20,299.09	19,990.39	19,036.80	19,204.47
LIABILITIES				
Non-current liabilities				
Financial Liabilities				
i. Borrowings	21,079.93	20,567.17	21,380.87	21,219.18
ii. Other financial liabilities	6,646.34	3,014.43	6,646.34	3,014.43
Employee benefit obligations	78.47	15.48	96.31	15.48
Total non-current liabilities	27,804.74	23,597.08	28,123.52	24,249.09
Current liabilities				
Financial liabilities				
i. Borrowings	1,284.88	1,280.43	3,564.88	2,380.43
i. Trade payables	2,174.67	2,843.00	2,242.83	2,910.45
ii. Other financial liabilities	3,006.92	2,857.37	3,134.52	3,052.99
Employee benefit obligations	207.21	248.78	229.43	284.66
Advance against sale of flats/ land/ TDR*	3,643.61	1,861.36	3,873.90	2,071.61
Other statutory liabilities	199.58	180.27	235.26	232.77
Total current liabilities	10,516.87	9,271.21	13,280.82	10,932.92
TOTAL LIABILITIES	38,321.61	32,868.29	41,404.33	35,182.01
TOTAL EQUITY AND LIABILITIES	58,620.70	52,858.68	60,441.14	54,386.48

* Refer slide 'Revenue Recognition'

Note: Previous period figures have been re-grouped / re-classified wherever necessary to conform to current period's classification.



Revenue Recognition

Advance against sale of flats/land/ TDR - This represents the amounts received from the customers against demand raised as per the terms of the contract. Accordingly this amount is to be considered as unearned revenue of the Company.

Accounting Policy

Revenue Recognition

The Company recognize revenue when or as the entity satisfies a performance obligation by transferring a promised good or service i.e. an asset to a customer. An asset is transferred when or as the customer obtains control of that asset. For each performance obligation, the Company determines at contract inception whether it satisfies the performance obligation over time or satisfies the performance obligation at a point in time.

Determination of the timing of revenue recognition on the sale of completed and under development property in respect of Real Estate Development activity:

Determination of revenue whether over time (Percentage Completion Method) or at a point in time (Project Completion Method) necessarily involves making judgment as to when the performance obligation under the contracts with customers is satisfied.

Based on the management assessment, the Company is recognising revenue for its projects – Poddar Riviera, Kalyan and Poddar Wondercity, Badlapur in phased manner as per point in time i.e. project completion method and with respect to old ongoing projects - Poddar Spraha Diamond, Chembur and Poddar Samruddhi Evergreens, Badlapur as per over time i.e. percentage completion method.



Cash Flow Summary - March 2021

₹ Lakhs

PARTICULARS	STANDALONE		CONSOLIDATED	
	31.03.2021	31.03.2020	31.03.2021	31.03.2020
Profit/(Loss) before Tax	443.92	(1895.21)	(34.05)	(2,470.78)
Operating Cash Inflows/ (Outflow)*	(672.22)	(3414.27)	563.35	(3,436.26)
Investing Cash Inflows/ (Outflow)	1,659.60	3,235.12	460.90	3,788.65
Financing Cash Inflows/ (Outflow)	(591.36)	2,199.84	(142.16)	2,215.86
Net Inflows/ (Outflow) for the year	839.94	125.48	848.04	97.47
Opening Cash and Cash Equivalent	183.86	58.38	189.15	91.68
Closing Cash and Cash Equivalent	1,023.80	183.86	1,037.19	189.15

* Excluding Profit/(Loss) before Tax

Note: Previous period figures have been re-grouped / re-classified wherever necessary to conform to current period's classification.



Profit and Loss Summary - March 2021 (Standalone)

₹ Lakhs

Particulars	Quarter Ended		Year Ended	
	31-03-2021	31-03-2020	31-03-2021	31-03-2020
Income from operations				
i. Revenue from Operations	1,223.07	864.95	5,476.17	4,778.12
ii. Other Income	(12.73)	172.52	284.04	551.54
Total income from operations (net)	1,210.34	1,037.47	5,760.21	5,329.66
Expenses				
i. Cost of Construction	1,148.84	3,692.66	8,636.64	11,169.76
ii. Changes in Inventories of WIP and Finished goods	(404.49)	(2,903.21)	(5,354.29)	(7,131.72)
iii. Employee Benefit Expenses	(52.49)	145.39	448.08	617.42
iv. Depreciation and Amortisation Expenses	7.24	13.82	46.94	38.98
v. Finance Costs	443.99	(4.92)	581.07	281.19
vi. Other Expenses	324.55	534.27	957.85	2,249.24
Total expenses	1,467.64	1,478.01	5,316.29	7,224.87
Profit / (Loss) before tax	(257.30)	(440.54)	443.92	(1,895.21)
Tax expense:				
i. Current Tax Expense/ (Benefit)	(34.44)	-	85.65	-
ii. Deferred Tax Expense/ (Benefit)	16.31	(157.30)	76.24	(512.30)
Total Tax Expense/ (Benefit)	(18.13)	(157.30)	161.89	(512.30)
Net Profit/ (Loss) after tax	(239.16)	(283.24)	282.04	(1,382.91)
Other comprehensive income for the year (net of tax)	22.47	25.16	26.67	22.82
Total comprehensive income for the year (net of tax)	(216.69)	(258.08)	308.71	(1,360.09)

Note: Previous period figures have been re-grouped / re-classified wherever necessary to conform to current period's classification.



Profit and Loss Summary - March 2021 (Consolidated)

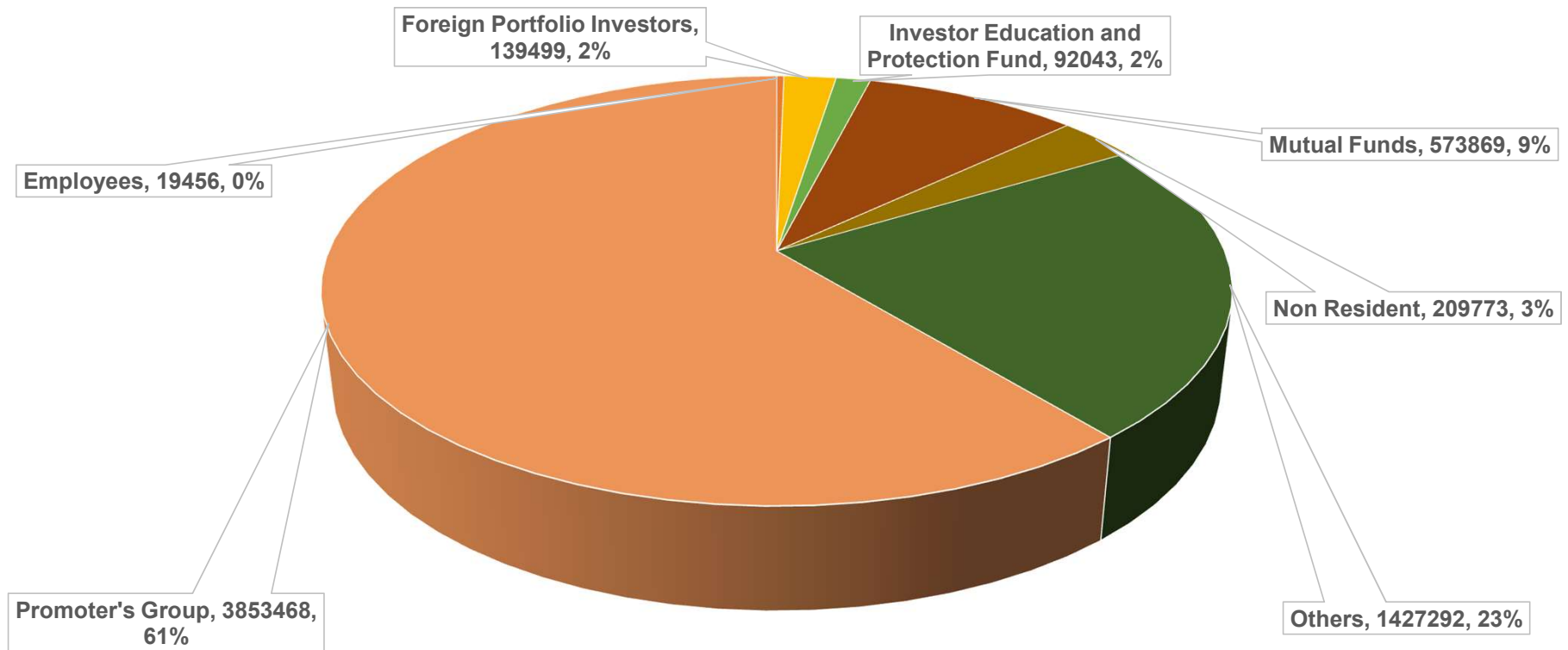
₹ Lakhs

Particulars	Quarter Ended		Year Ended	
	31.03.2021	31.03.2020	31.03.2021	31.03.2020
Income from operations				
i. Revenue from Operations	1,230.54	863.75	5,486.25	4,795.22
ii. Other Income	173.35	82.65	431.01	400.46
Total income from operations (net)	1,403.89	946.40	5,917.26	5,195.68
Expenses				
i. Cost of Construction	1,149.00	3,692.67	8,843.16	11,169.75
ii. Changes in Inventories of WIP and Finished goods	(404.49)	(2,889.77)	(5,354.29)	(7,118.27)
iii. Employee Benefit Expenses	(54.45)	181.65	526.17	742.38
iv. Depreciation and Amortisation Expenses	7.51	14.53	48.09	40.39
v. Finance Costs	529.66	94.52	894.71	519.22
vi. Other Expenses	339.12	501.43	993.47	2,312.99
Total expenses	1,566.35	1,595.03	5,951.31	7,666.46
Profit / (Loss) before tax	(162.46)	(648.63)	(34.05)	(2,470.78)
Tax expense:				
i. Current Tax Expense/ (Benefit)	(34.44)	-	85.65	-
ii. Deferred Tax Expense/ (Benefit)	16.31	(156.92)	76.24	(511.92)
Total Tax Expense/ (Benefit)	(18.13)	(156.92)	161.89	(511.92)
Net Profit/ (Loss) after tax	(144.33)	(491.71)	(195.94)	(1,958.86)
Other comprehensive income for the year (net of tax)	24.07	29.69	28.27	27.35

Note: Previous period figures have been re-grouped / re-classified wherever necessary to conform to current period's classification.

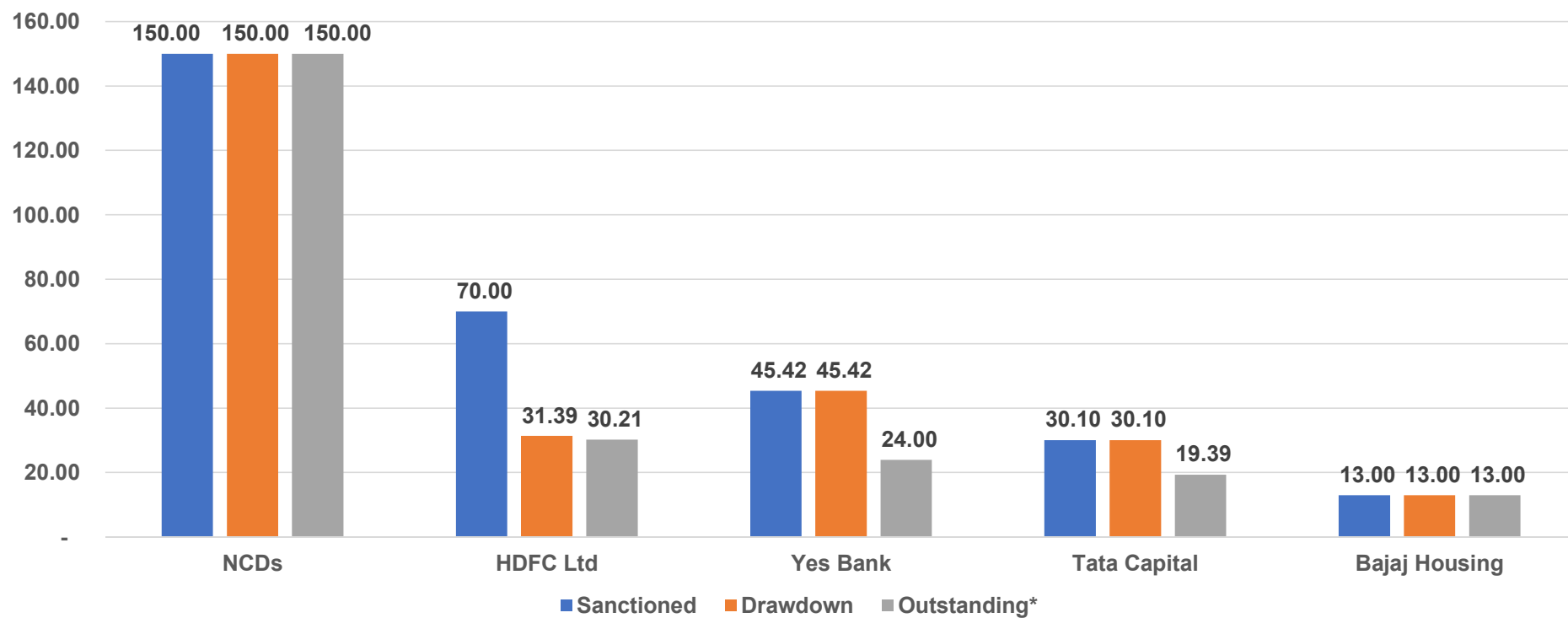


Shareholding - March 2021



Debts Profile - March 2021

₹ Crores



* After adjusting DSRA's of the respective debt



Project Update

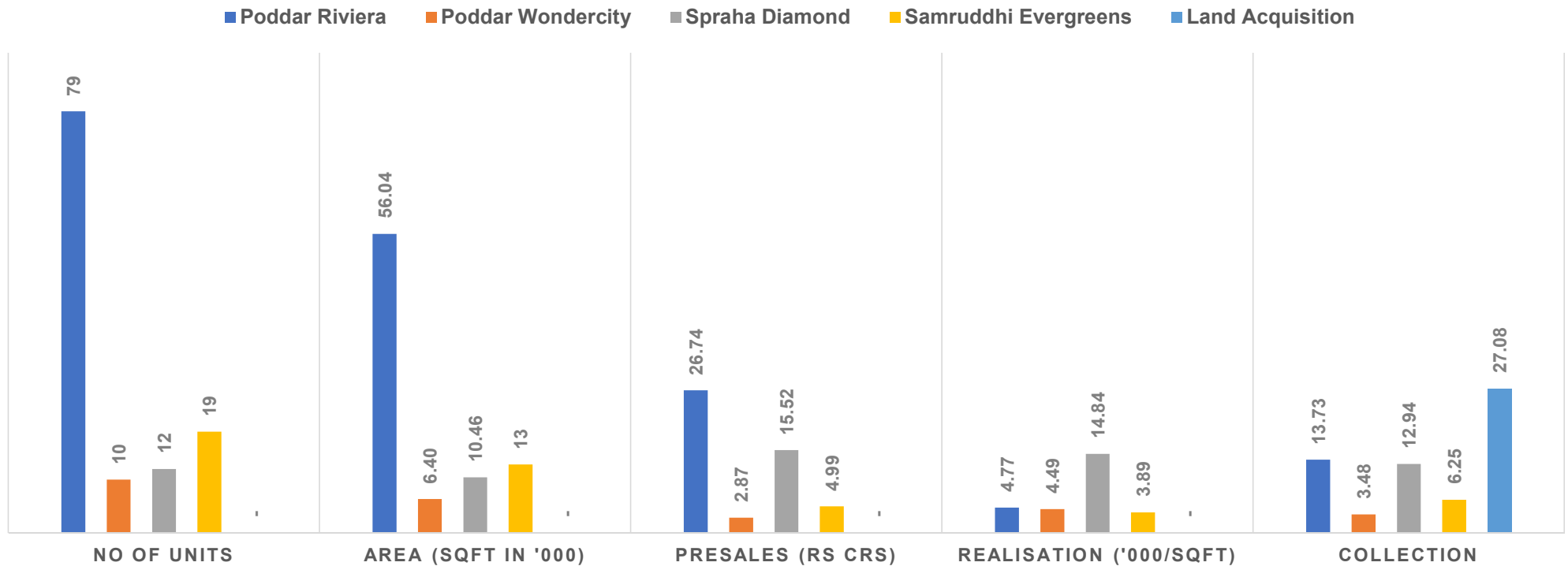


Highlights for the year ended – March 21

1. PBT of ₹ 4.44 Crores
2. Registered 213 units aggregating to ₹ 87 crores across all projects
3. New sales of 120 units aggregating to ₹ 50 crores during the year, despite of Covid 19 lockdowns
4. Strategic decision to exit /JV / JDA from non MMR projects – Chakan (Pune), Sangli and Dhayari (Pune)
5. Land acquisition by NHAI of ₹ 27.08 Crores contributed to PBT and free Cash Flows
6. Appointed Xanadu Reality as Strategic sales and marketing partner for Poddar Riviera and Poddar Wondercity
7. Approval revision under Unified Development Control and Promotion Regulations for Maharashtra (UDCPR) for Poddar Wondercity



PRE-Sales / Booking, Collection and Realisation – March 21



Synopsis of Projects[#]

Particulars	Ongoing / Upcoming					Completed
	Riviera	Diamond	Wondercity I [§]	Wondercity II [§]	SEG 4C	SEG and SCC
Estimated Area of Project (sqft.) [*]	2,393,403	104,877	1,028,974	659,189	76,963	1,758,629
Estimated Total Units (nos.)	3,412	132	1,702	1,039	114	3,615
Area opened for booking (sqft.) [*]	530,149	97,380	417,273	-	76,963	1,758,629
Units opened for booking (nos.)	720	118	671	-	114	3,615
Area Booked (sqft) [*]	240,605	74,510	178,613	-	48,022	1,717,560
Units Booked (nos.)	336	90	313	-	72	3,547
Area in Inventory (sqft.) [*]	289,544	22,870	238,660	-	28,941	41,069
Units in Inventory (nos.)	384	28	358	-	42	68
Booking Value (Rs. Crores)	117.2	110.1	80.1	-	18.7	405.1
Amount Collected (Rs. Crores) [#]	18.5	64.5	10.5	-	17.2	404.6
Revenue Recognised (Rs. Crores) [#]	-	81.0	-	-	15.8	405.1
Average Rate per sqft (Rs.)	4,872	14,775	4,485	-	3,884	2,358

* Salable area | # cumulative till March 2021 | Completed - Samruddhi Evergreen, Badlapur and Samrudhhi Complex and Commercial, Karjat

§ Poddar Wondercity - Approved CC under UDCPR for 10 Lac Sq. Ft. and for 6.60 Lac Sq. Ft. approval is in process. Project potential increased by 5 lac Sq. Ft.

Note - Project information of upcoming projects will be updated once the preliminary approvals being obtained.



Project Updates



Poddar Riviera

1. Sales –

Particulars	Booking		Registered	
	FY 20-21	Total	FY 20-21	Total
No of Units	79	336	153	184
Value (₹ Crs)	26.74	117.23	53.46	63.45

Appointed Xanadu as Strategic sales and marketing partner

2. Construction –

A1,A2 - Excavation work completed. PCC work in progress.

A3,A4 – Excavation work completed. PCC/footing/foundation Completed. Stub Colum work in progress

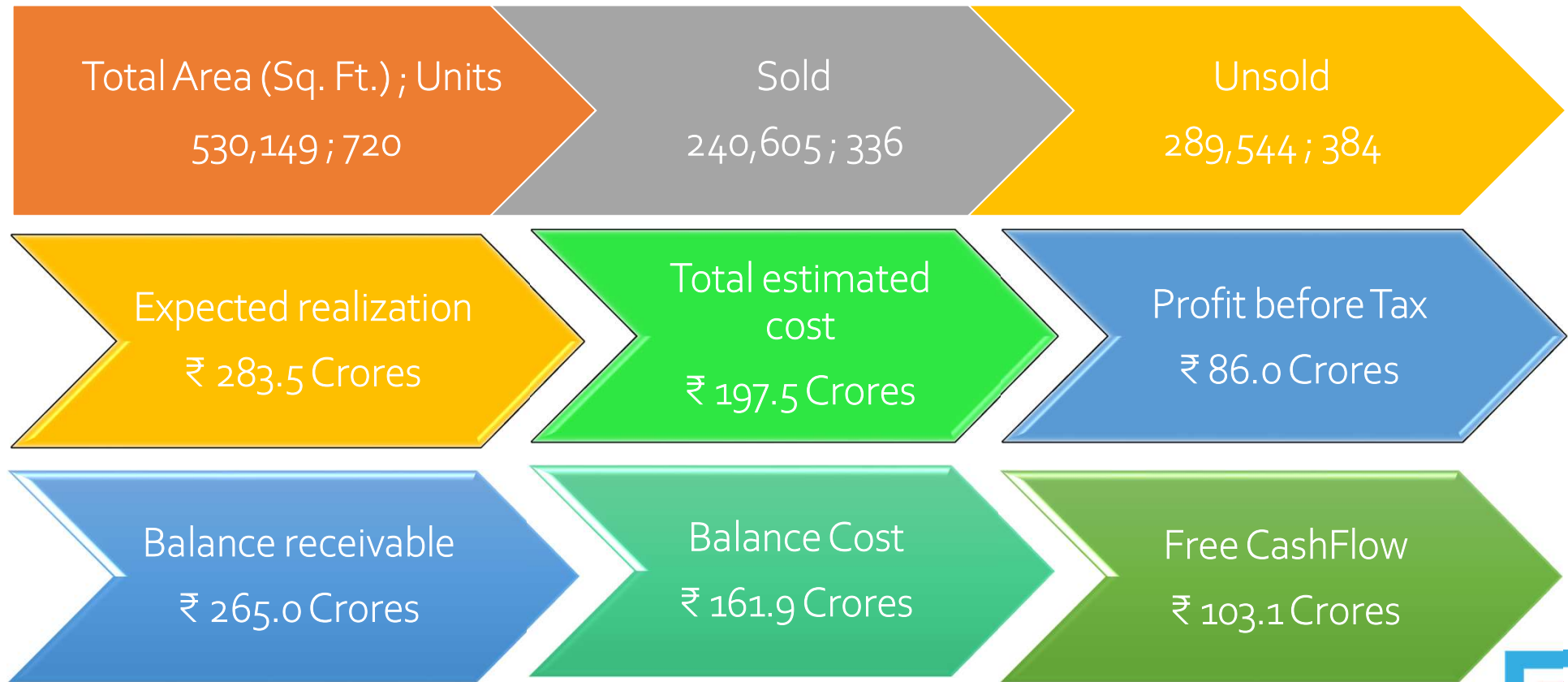
3. Approvals -

All approval in place under PMAY approvals.

Revised plans submitted under UDCPR 2020. expecting by Q-2 FY 21-22.



Project Potential – Phase I



Project Updates

Poddar Wondercity

1. Sales –

Particulars	Booking		Registered	
	FY 20-21	Total	FY 20-21	Total
No of Units	10	313	29	98
Value (₹ Crs)	2.87	80.11	7.79	26.13

Appointed Xanadu as Strategic sales and marketing partner
Project potential increased to 17 lacs Sq. Ft. under UDCPR 2020.

2. Construction –

Building B5 4th slab and B4 & B6 – 3rd slab is in progress, block work of ground floor completed and 1st first floor is in progress

Infra Works – Bridge 63% and Retaining wall 40% completed

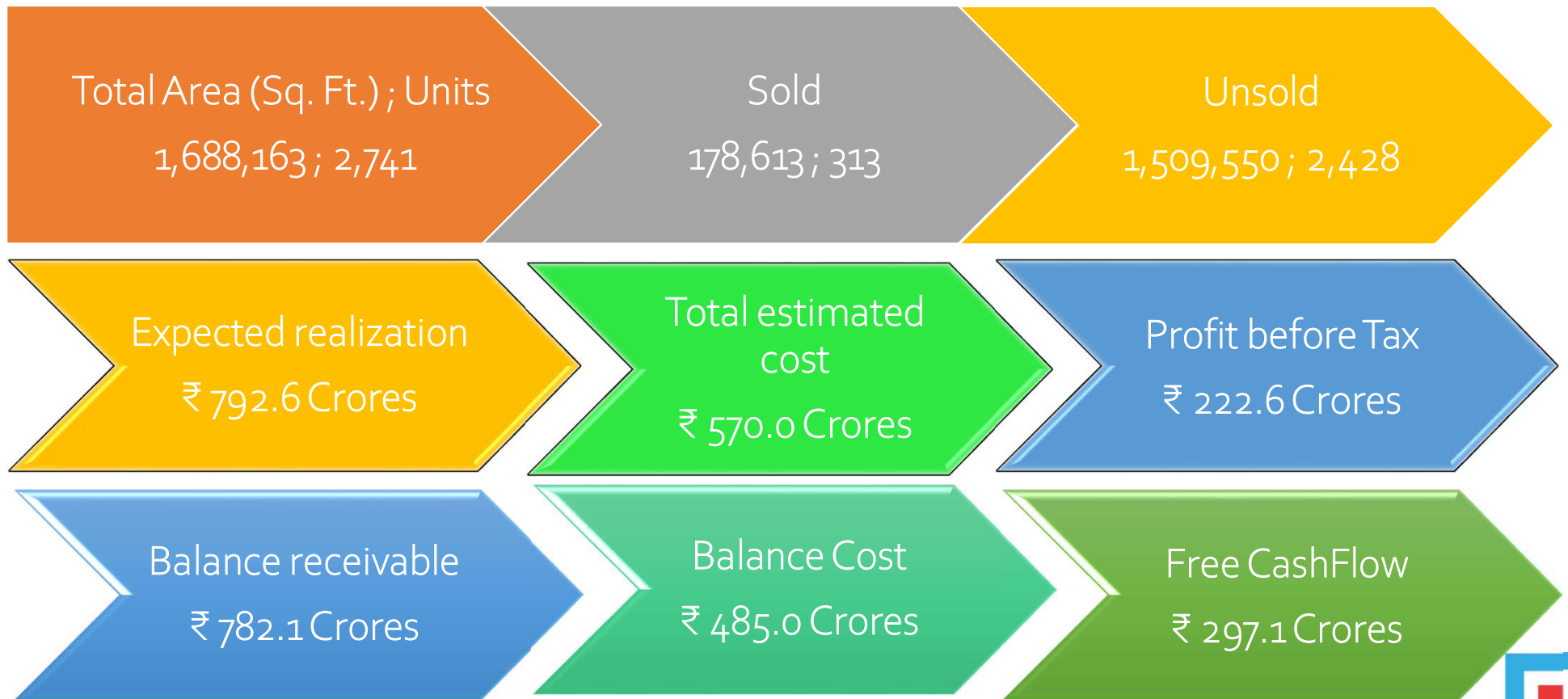
3. Approvals –

Revised approval received in May 2021.

Full CC till 23 Floors is in place.



Project Potential – Phase I and II



Project Updates

Poddar Spraha Diamond

1. Sales –

Particulars	Booking		Registered	
	FY 20-21	Total	FY 20-21	Total
No of Units	12	90	17	87
Value (₹ Crs)	15.52	110.09	22.03	106.56

2. Construction –

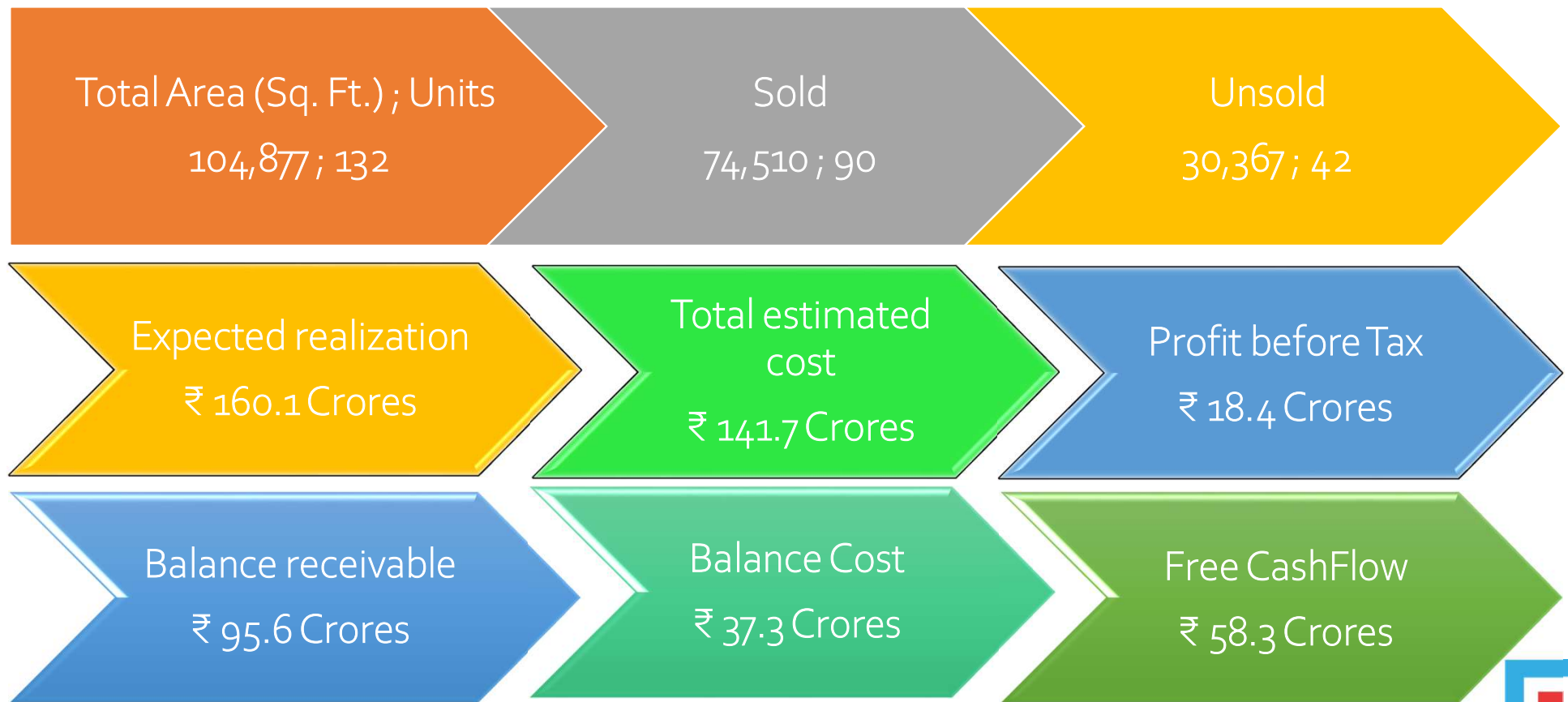
Wing B – RCC work & Block work completed and Fire sprinkler line & Gypsum upto 12th floor completed.
Wing A – RCC work upto 4th Floor completed.

3. Approvals -

Wing A further CC received till 12th Floor.
Rehab building OC applied.



Project Potential



Poddar Samruddhi Evergreens

1. Sales –

Particulars	Booking		Registered	
	FY 20-21	Total	FY 20-21	Total
No of Units	18	72	14	67
Value (₹ Crs)	4.65	18.18	3.67	16.98

2. Construction – Phase 4C

Construction Status	<80%	81%-99%	100%
No of Buildings	2	1	4
Units Sold	6	12	54

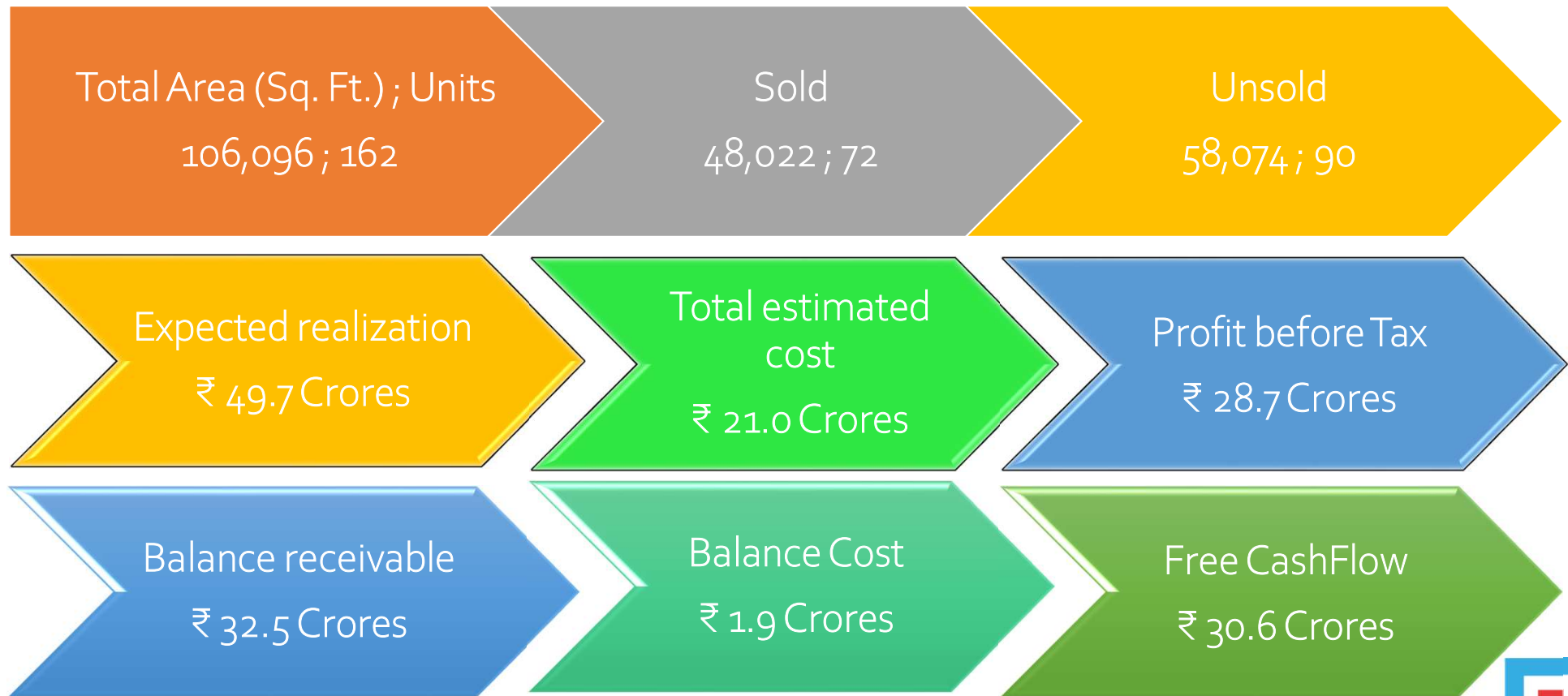
3. Approvals -

Full CC received.

Plans under revision as per UDCPR



Project Potential



Other Project Updates

Kandivali

- Revised LOI for commercial development is expected in Q-1 of FY 21-22.
- More than 85% huts demolished, site fencing work and Soil Investigation is in progress.

Goregaon

- Project at planning stage.
- Planning as a mix used development of Retail, Commercial and Residential.

Sangli

- Executed MOU with existing JV partner for exit from the project.
- Definitive document will be executed in Q-1/Q-2 of FY 21-22.

Tisgaon

- In principal Joint Venture with Gopal Krishna Developers
- Received initial deposit of ₹ 1.51 crores.
- Definitive document will executed in Q-2 of FY 21-22



Update on Corporate Governance



New Board Members

❖ **Mr. Ravindra Nemichand Kala (Non – Executive, Independent Director)**

- Mr. Kala is a Chartered Accountant with more than 39 years experience in professionally managed family owned group and listed companies having subsidiaries across the globe.
- He was associated with Reliance Chemotex Industries Ltd as Group Chief Financial Officer, Rolta India Ltd. as Divisional Director in Finance and Parksons Group, Mumbai as Chief Financial officer.
- He is proficient in International Operations, Taxation incl. Transfer Pricing, Mergers & Acquisitions, Corporate Finance, Accounting, Costing, Budgeting and Structuring.

❖ **Mr. Uma Shanker Sharda (Non – Executive, Independent Director)**

- Mr. Sharda is a Chartered Accountant, Companies Secretary, Cost Accountant and a Law graduate. He has also completed DISA(ICAI) and ID(IICA).
- He has more than 27 years experience in sectors like Manufacturing, NBFC and Real Estate.
- He was Director in Earth India Finesse Limited, Shri Ganpati Asbestos Private Limited and Gokulesh Commercial Private Limited.
- He is proficient in Corporate Law, Project Finance, Investments, Risk Management and Taxation related matter

❖ **Ms. Nishi Jain (Non – Executive, Independent Woman Director)**

- Ms. Jain Company Secretary, Law graduate and an IP Professional
- She has more than 14 years experience in Corporate Secretarial and Commercial Law.
- She was Director in Emerging Realty Market Private Limited
- She is working with Lifetime group and associated as a professional advisor with “The Synthetic and Rayon Export Promotion Council” in Mumbai.
- She is proficient in Company Law and Insolvency and Bankruptcy Code, 2016



Board Composition

Name	Designation
Mr. Dipak Kumar Poddar	Chairman
Mr. Rohitashwa Poddar	Managing Director
Mr. Dilip J Thakkar	Non Executive Director
Mr. Shrikant Tembey	Independent Director
Mr. Ravindra Kala	Independent Director
Mr. Uma Shanker Sharda	Independent Director
Ms. Nishi Jain	Independent Women Director



Thank You

Mr. Vishal Kokadwar, Chief Financial Officer – vishal.kokadwar@poddarhousing.com
Mr. Rajendra Agrawal, Head – Finance and Account – rajendra.agrawal@poddarhousing.com

Disclaimer

This presentation has been prepared by Poddar Housing and Development Limited (“Company”) solely for providing information about the Company. It contains certain forward looking statements concerning Poddar Housing and Development Limited as future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties, regarding approvals, fluctuations in net realisation, our ability to manage growth, competition, economic growth in India, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, government policies and actions with respect to investments, regulations. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time on behalf of the company.

