

Parsvnath
committed to build a better world



CORPORATE PRESENTATION

Parsvnath Developers Limited



Safe Harbor



This presentation contains certain forward looking statements concerning Parsvnath Developers, Ltd's business prospects and business profitability, which are subject to a number of risks and uncertainties. Actual results may differ materially from those projected in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, fluctuations in our earnings, our ability to manage growth, our competition, economic growth in India, our ability to attract and retain highly skilled professionals, time and cost over-runs on contracts, government policies and actions with respect to investments, fiscal deficits, regulations, interest, and other fiscal issues generally prevailing in the economy. The company does not undertake to make any announcement in the event any of these forward looking statements become materially incorrect in the future, or to update any forward looking statements made from time to time on behalf of the company.



Executive Summary

- Industry dynamics
- Company overview
- Strong management bandwidth
- Focus areas
- Profile of premium projects
- Update on DMRC projects
- Hospitality
- Star Rating Assigned by CARE
- Awards & Recognitions
- Strategic initiatives undertaken
- Private equity partnerships



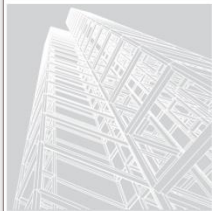
Industry Dynamics

- Actual users are continue to be buyers, some of the investors are back in real estate
- Private equity players continue to invest in prime projects; has eased liquidity owes of the developers
- Passing of real estate bill instills further confidence in the sector



Other Long Term Factors to spur growth

- In the next 20 years, 68 cities in India are likely to have a population over 1 mn people (vs. 46 cities today)
 - only 35 cities in Europe and 9 cities in the US have population over 1 mn people
- Average real household income (adjusted for inflation) is projected to grow over 5%/yr through 2025 with the household savings rate throughout the country averaging to 21-24%
- Estimated shortage of 20 mn homes currently across India with demographic trends likely to drive more shortages going forward
- Country wide real estate mortgage stands at 9% of the GDP, huge potential for growth in real estate purchases
- Govt. of India targeting more than \$1 trillion of investment in infrastructure over the 12th 5-year plan (2012-2017) - double the amount in the prior 5-year plan



Company overview

- **Real estate developer with over two decades of execution excellence**
 - Completed 55 projects with total area of 25.19M ft²
 - 48 projects with a total area of 69.67M ft² are under development or construction
 - Of the 69.67M ft² in development, 31.15M ft² has been sold as of Sept 30, 2015, 18M ft² of which were plots, providing near term cash flow
- **Strong management team**
- **Pan-India, multi segment presence**
 - Spans over 42 cities and 15 states
 - Key Business Segments:
 - Residential, across the spectrum
 - Commercial, both Office and Retail
 - DMRC Projects (Delhi Metro Rail Corp)
 - Hotel
 - Special Economic Zones (SEZs)
 - IT Parks
- **Strong project finance partners**
 - Lowers financial risk
 - Improves execution



Core Business Segments

Residential

- Multi-storied apartments and group housing
- Represents 37% of projects completed by saleable area
- Represents 30% of projects currently in development
- Strongest pricing environment - as illustration, pricing per square foot has increased manifold since launch of construction at two key projects (Exotica Gurgaon and La-Tropicana Delhi)

Integrated Townships

- Group housing, houses / villas, commercial, schools, hospitals, etc.
- Represents 56% of projects completed by saleable area
- Represents 64% of projects currently in development
- Townships provide flexibility through plot sales, strong near-term project cash flow

STRONG MANAGEMENT BANDWIDTH





**Mr. Pradeep Jain,
Founder & Chairman**

- **Founded Parsvnath Developers, Ltd., with just US \$25**
 - gradually built PDL into a leading developer in India,
 - brings **25 years** of real estate development experience
- **His leadership and influence is evidenced by his chairmanship and membership on important industry bodies:**
 - Board Member on APREA (Asia Pacific Real Estate Association), Singapore
 - Governing Body member of Confederation of Indian Industry (CII - Delhi Council), PHDCCI.
 - President, Jain International Trade Organization (JITO)-NCR Chapter
 - Member of the NYSE Advisory Board, New York, USA
 - Managing Trustee and Vice Chairman, Moradabad Educational Trust, which runs the Moradabad Institute of Technology



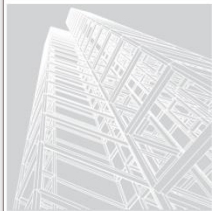
Board of Directors

Name	Designation	Current Role & Responsibility
Mr. Pradeep Kumar Jain	Chairman	Responsible for Strategy, Land Acquisition, Relationship Management
Mr. Sanjeev Kumar Jain	Managing Director & CEO	Heads the architectural, construction and purchase departments of the Company
Dr. Rajeev Jain	Director (Marketing)	Heads the marketing and commercial department of the Company
Mr. Ashok Kumar	Independent Director	Experience over 50 years, as an Executive Chairman, Mansingh Group of Hotels
Dr. Pritam Singh	Independent Director	Having vast experience, currently holding the position of CEO in leadership Education and Development Centre (LEAD)
Ms. Deepa Gupta	Additional Director (Non - Executive, Independent)	Qualified Chartered Accountant. LLB & MBA. Holding position as Senior Partner in Yogesh Jain & Company , Chartered Accountants.
Mr.Mahendra Nath Verma	Additional Director (Non - Executive, Independent)	Retired as Chief Commissioner of Income Tax, Rajasthan. Currently holding position of Chairman of the Board of Directors of Delhi Stock Exchange and Senior Advisor at KPMG, New Delhi.



Focus areas

- **Residential** - Focus remains on developing high margin residential and township projects (93% of completed projects and 94% of projects under execution on a saleable area basis) - integrated township plot sales will strong near term cash flow
- **Lease Rental** - Build out a portfolio of high value commercial properties that yield recurring revenue, improving company resilience to periods of tighter liquidity
- **Partnerships** - Continue to develop private equity partnerships on a project-on-project basis to reduce liquidity and execution risks
- **Financial** - Focus is on improving cash flow, leveraging both our land bank and PE partnerships - work down debt where we expect to be in a net cash position by 2017-18.
- **Diversified Pan-India Mix** - 67% of saleable area in Delhi/NCR, 17% in western India, 16% in Northern India, 1% in Southern India (based on the projects under execution)



PROFILE OF PREMIUM RESIDENTIAL PROJECTS



La-Tropicana - Delhi

Total Land Area : 6.8 Hectares (17 Acres)

Total Saleable Area : 22,48,518 sq. ft.

Development envisaged : Super-Luxurious
Condominiums

All Sanctions/Approvals are in place.

Status of project : Construction in full swing

Private Equity Investor : J.P. Morgan Advisors
India Limited



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The Parsvnath 27 Office Complex, K.G.Marg, New Delhi

Luxury State-of-the-Art Offices

Land Area : 1.185 Acres (4798 Sq.mt)

Saleable Area : 1,30,534 Sq.ft
(Saleable area likely to be increased upto 2 lacs Sq.ft)

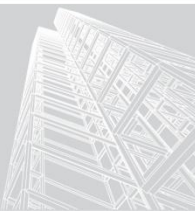
Development envisaged: Shopping / Office Space

All Sanctions / Approval are in Place

Status of Project : Construction is on full swing.



Perspective View



Parsvnath Redfort Tower - Bhai Veer Singh Marg Connaught Place - New Delhi

Land Area : 21,403 sq. mt.
Leasable Area : 2,84,445 sq. ft.
Lease Term : 30 Years (upto Sept. 2040)
Status of Project : Phase-1 (2,21,655 sft.) -
completed & Occupancy
Certificate received.

Area of Phase - I is fully
leased out.

Key Brands : Axis Bank /SBI
/Aditya Birla Group/
Hewlett Packard / ICICI
Lombard/ L'Oreal/ Regus
etc.

: Phase - II (65,000 sft) - All
approvals are in place &
construction on full swing.



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Private Equity Investor : Red Fort Capital & Proprium Finance Corp.

Actual Photograph

Delhi Metro Rail Corporation (MRTS)

- PDL got 12 projects from Delhi Metro Rail Corporation (DMRC) in a tendering process.
- Total leasable is 1.78 mn. sq. ft.
- We have already completed around 1.00 mn. sq. ft.
- Grant of concession of projects with a term of either 12 or 30 years.



Delhi Metro Rail Corporation (MRTS)

Name of the Project	Leasable Area	Concession Period		Completed Area
	(Sq.Ft)	from	to	(Sq.Ft)
Inderlok Station Box*	89,457	05.10.2004	19.06.2017	89,457
Inderlok Annexe*	52,623	05.10.2004	07.10.2035	52,623
Tis Hazari Metro Station*	22,245	16.05.2005	15.03.2017	22,245
Seelampur Station Box	31,220	15.03.2005	14.03.2017	31,220
Pratap Nagar Metro Station	24,585	15.04.2005	14.05.2035	24,585
Shahdara Metro Station*	1,11,337	17.05.2005	16.03.2035	1,11,337
Kashmere Gate Metro Station*	59,430	11.05.2006	10.05.2018	59,430
Total Completed Projects	3,90,897			3,90,897
Azadpur Metro Station*	1,29,185	21.08.2006	20.08.2036	1,29,185
Akashardham Metro Station*	1,35,020	11.04.2007	10.04.2037	1,35,020
Total Projects under finishing stage	2,64,205			2,64,205
Seelampur Metro Part -B (Partly Completed)*	4,42,198	08.10.2005	07.10.2035	84,248
Welcome Metro Station	3,95,305	07.07.2006	06.07.2036	
Total Under Construction Projects	8,37,503			84,248
Netaji Subhash Place Metro Station	2,91,555	28.03.2008	27.03.2038	
Total Upcoming Projects	2,91,555			-
Grand Total (Rs/mn)	17,84,160			7,39,350
Grand Total (\$/mn)				

* Concession period likely to be extended.



Delhi Metro Rail Corporation (MRTS)

- Key tenants include: McDonald's / BIG BAZAAR / SBI Life Insurance/ SYNDICATE BANK / OBC/ YES BANK /Axis Bank /Haldiram/PvR cinemas /Subway/ Metro Cash'n'Carry / Maruti, Savemax etc
- Total spent to date is Rs 500 Cr (\$77MM) & balance of Rs 225 Cr (\$35MM) to be spent in next 2-3 years
- Annual net revenue expected to be Rs 203 Cr (\$31-35MM)



Actual Photographs

Hospitality

SHIRDI HOTEL

Location : Shirdi, Ahmednagar, Maharashtra

Land Area : 2200 sq. mt.

No. of rooms : 52

Hotel Category : 3 Star

Status : Under-Construction. Expected to be completed by Sept 2016

MoU signed with Fortune Park Hotels of ITC Welcome group to operate and market the hotel.



Shirdi Hotel - Perspective view

Star-Ratings assigned by CARE

Credit Analysis & Research Ltd. (CARE) has assigned ratings for following three projects :

- ‘NCR-6 Star’ rating for Red Fort Parsvnath Tower, High-end Luxury Office Complex, located at Bhai Vir Singh Marg, Connaught Place, New Delhi.
- ‘NCR-5 Star’ rating for Parsvnath La-Tropicana, a luxury Group Housing project at Kyber Pass, Delhi.
- ‘4-Star Rating’ for Parsvnath Privilege, an air-conditioned luxury Condominiums’, located at Greater Noida.



Awards & Recognitions

ESTATE AVENUE AWARDS

- PDL has received “Developer of the Year - Integrated Township” award, under the category ‘Developers Awards’ in 3rd North India’s Real Estate Awards 2015.
- PDL has received “Best Developer of Delhi NCR” award from Estate Avenue Awards.
- Parsvnath’s ultra-luxury project ‘La-Tropicana, New Delhi’ has been awarded as “Most Promising Projects of North India 2014-15”.

APREA AWARD

PDL has received MERIT AWARD in the Category - “Emerging Markets -Property Valuation” from Asia Pacific Real Estate Association Limited (APREA) Singapore, in recognition of its commitment to enhancing the transparency and comparability of public real estate markets in the Asia Pacific region.

REALTY KINGS AWARDS FOR EXCELLENCE 2014

- PDL Chairman has been awarded for being “Realty Giant of North India”.
- PDL has received “Realty King Marketeer of the Year 2014”, the awards conclave was conducted by “Think Media Inc.”

ABP NEWS AWARD

PDL has received a “Innovative Real Estate Marketing Campaign of Year” award from ABP News for our innovative marketing scheme “House of Happiness”



Awards & Recognitions (Contd...)

WORLDWIDE ACHIEVERS REAL ESTATE AWARD 2014

PDL has been awarded “Best Developers(Commercial) of the Year” in Real Estate Awards 2014, conducted by M/s Worldwide Achievers, at a ceremony held in New Delhi.

EXCHANGE4MEDIA AWARD

Received ‘Excellence Award’ for “Innovative Marketing Concept of the Year”. The award was received at ‘Realty Plus Excellence Conclave cum Awards Night’ conducted by Exchange4media Group at a ceremony held in New Delhi.

CNBC AWARDS

PDL got 2 awards from CNBC for the following projects :

Name of the Project	Location	Vertical	Award Category
Parsvnath La-Tropicana	New Delhi	Group Housing	Best '50% Complete Residential Project' under Ultra-Luxury Segment in NCR
Parsvnath Planet	Lucknow	Group Housing	Special Recognition under best '50% Complete Residential project' under Mid-segment

Strategic initiatives undertaken

- Divested non-core assets
- Raised Long Term Capital
- Increased project development efficiency and performance
- Brought Private Equity Partners at project level
- Outsourced project management and construction to improve execution performance of key projects
- leading contracts & architects engaged IL&FS, L&T, Callison LLC (USA), Hafeez Contractors, Mohit Gujral & Associates



Private equity partnerships

Investor' name	Amount (Rs/mn)	PDL's Share
Parsvnath RedFort Tower ,Bhai Veer Singh Marg, New Delhi		
Red Fort Capital	1550 (\$24mn)	52%
Proprium Finance Corp.	2100 (\$32mn)	
Delhi Heights (RLDA), Rani Jhansi Marg , New Delhi		
Red Fort Capital	10595 (\$163mn)	50%
Exotica, Ghaziabad		
Sun Area	900 (\$14mn)	
La-Tropicana , New Delhi		
Sankaty Advisors LLC (Bains Capital,LLC)	1150(\$18mn)	78%

Parsvnath captures greater share of upside in revenue & net Cash flow



Thank You

