

HUBTOWN

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November 13, 2017

Department of Corporate Services BSE Limited P. J. Towers, Dalal Street Fort, Mumbai 400001 Scrip Code: 532799	The Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Bandra East, Mumbai 400051 Symbol: HUBTOWN
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Dear Sir,

Sub : Investor Presentation dated November 12, 2017 on Unaudited Financial Results for the Quarter and Half Year ended September 30, 2017

Further to our communication to the Exchanges dated November 12, 2017 on the captioned subject, we annex herewith revised Investor Presentation in place of the Investor Presentation dated November 12, 2017, which may be considered as cancelled and withdrawn.

We request you to kindly take the revised Investor Presentation on your record and to delete / remove the old Investor Presentation from the website of the Exchange

We regret any inconvenience that may be caused in the matter.

Needless to say, a copy of the revised Investor Presentation will be available for viewing on the website of the Company at www.hubtown.co.in.

Thanking you,

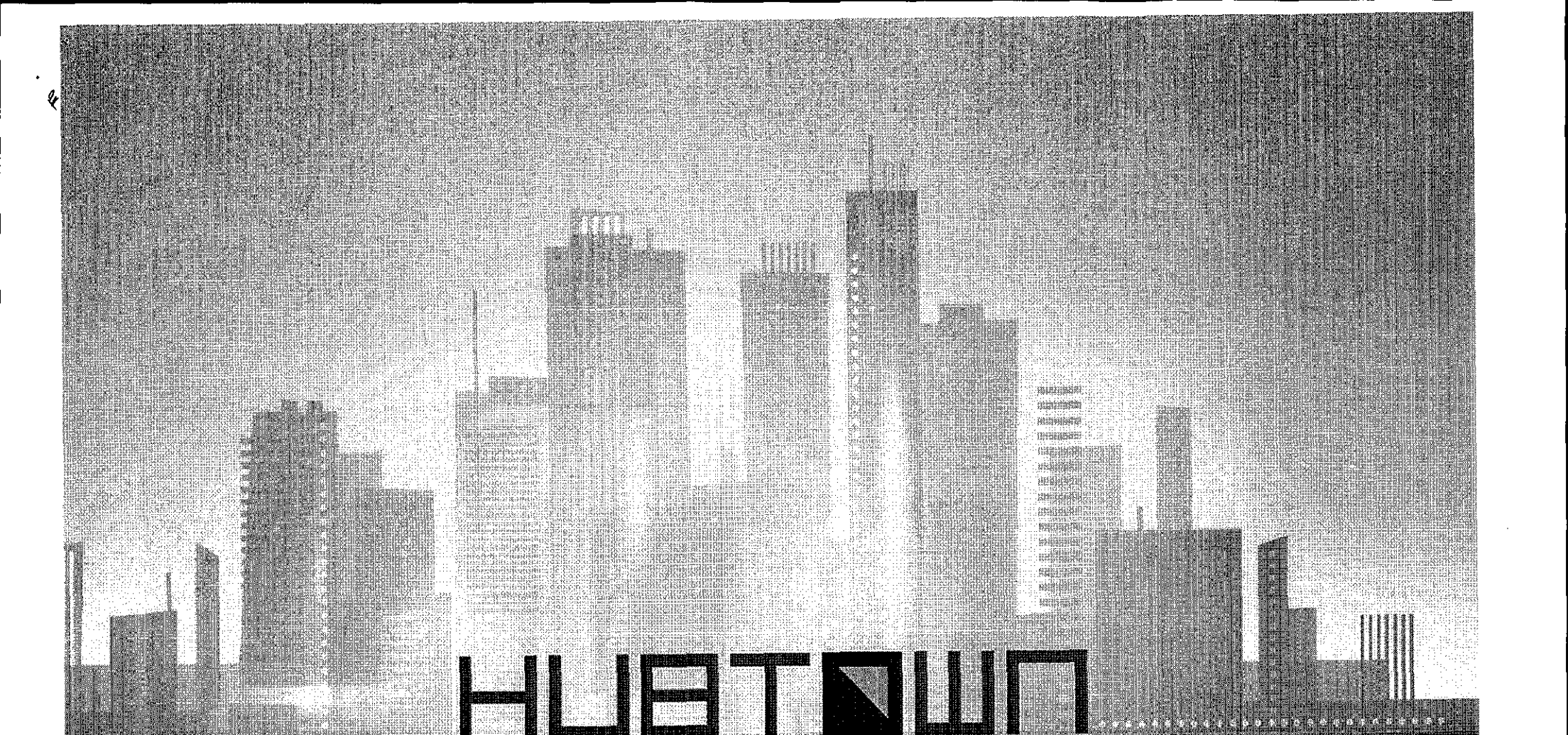
Yours faithfully,
For Hubtown Limited

Chetan S. Mody

Chetan S. Mody
Company Secretary



Encl : a/a



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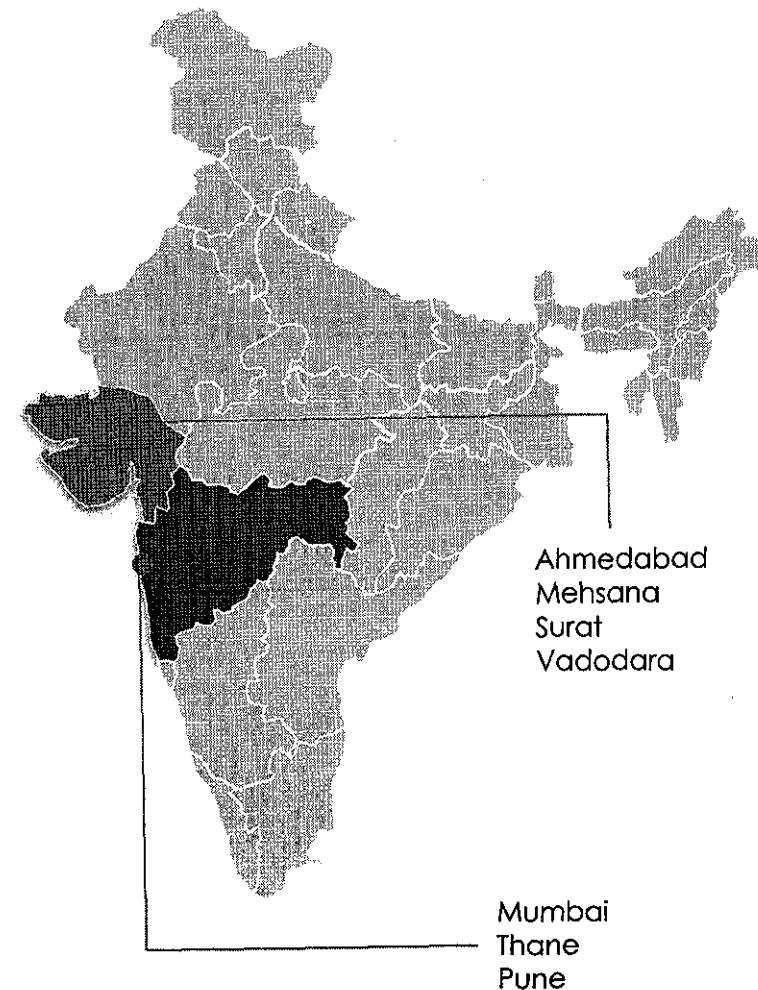
EARNINGS PRESENTATION & OUTLOOK
Q2 FY 17-18

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Corporate Profile

- Formerly known as Akruti City Ltd, Hubtown Ltd is one of the leading real estate development companies in India with a primary focus on the Mumbai Metropolitan region and implements projects directly, through subsidiaries, associates and Joint Ventures.
- Hubtown is a pioneer in the field of Slum Rehabilitation and has constructed and handed over more than 13,000 homes free of cost to slum families
- Hubtown is also a pioneer in the field of Public-Private-Partnership (PPP) projects, and has stake in 3 major ongoing PPP projects with the Government of Maharashtra and 4 major ongoing PPP projects with the Government of Gujarat
- In the Commercial Real Estate Segment, Hubtown group builds, leases and / or sells spaces including office towers and IT Parks
- In the Residential Segment, Hubtown group develops projects ranging from one-bedroom flats to high-end residences
- Hubtown group has developed approx. 14 million sq. ft. area till date and has a robust pipeline of ongoing and upcoming projects with a saleable area of more than 45 million square feet over the next 5-6 years.

Project Locations



Major Ongoing Projects

Affordable Housing

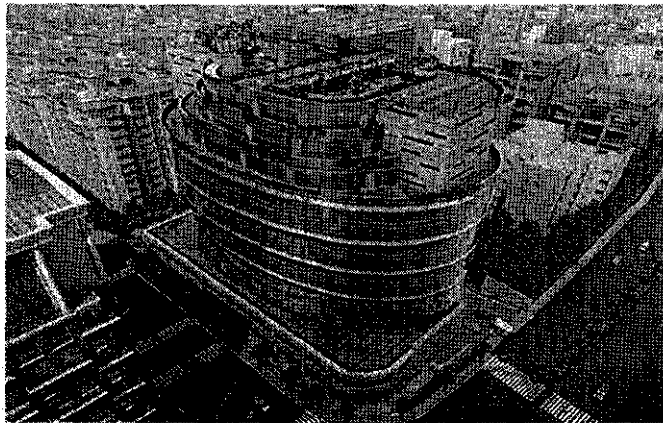
Hubtown
Greenwoods,
Thane



Other Projects: 1. Hubtown Countrywoods, Pune

Commercial & SEZ

Hubtown Solaris, Andheri (E)



Other Projects: 1. Sunstream City SEZ, Mulund-Thane
2. Joyos Hubtown @ 4 locations in Gujarat - Ahmedabad, Mehsana, Surat, and Vadodara

Mid-segment and Luxury Housing

The Premiere Residences , Andheri (W)

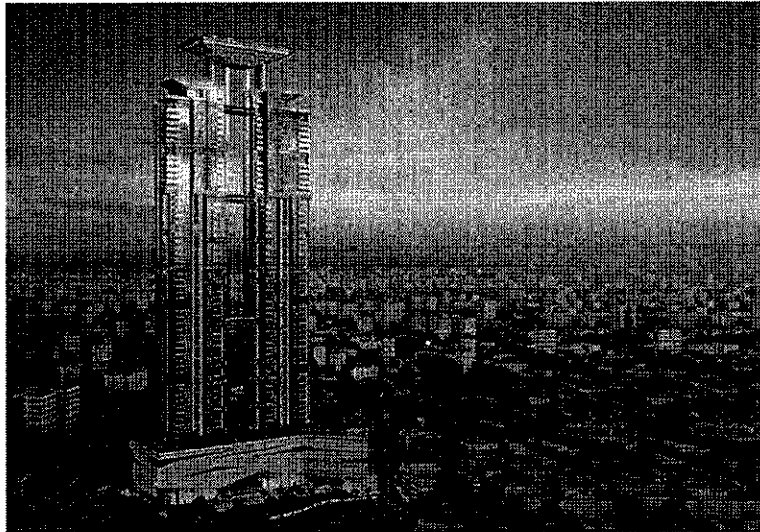


Other Projects: 1. 25 South, Prabhadevi
2. Hubtown Seasons - Phase I, Chembur
3. Hubtown Sunstone, Bandra (E)
4. Hubtown Vedant, Sion
5. Hubtown Heaven, Matunga
6. Hillcrest, Andheri (E)

Launches planned in FY17-18 & 18-19

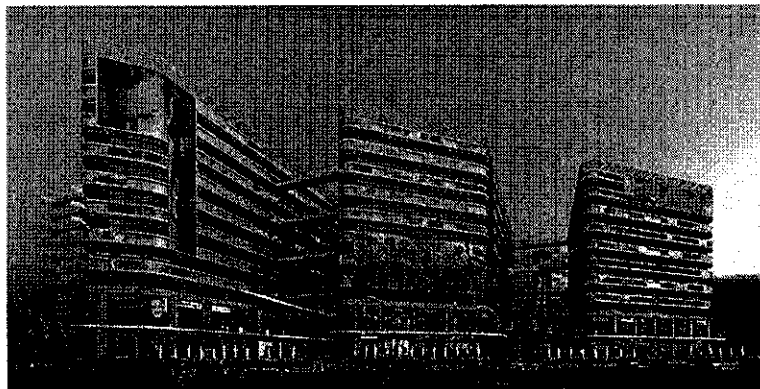
Premium and Luxury Housing

Hubtown Hughes Road Project



Commercial

Joyos Hubtown Ahmedabad Phase II.



Other Projects: Joyos Hubtown Mehsana Phase II

Affordable Housing

Hubtown Harmony, Matunga



- Other Projects:**
1. Balewadi Project, Pune
 2. Hubtown Bandra BKC Project
 3. Hubtown Celeste, Worli
 4. Hubtown Countrywoods Phase III
 5. Hubtown Siddhi, Thane

Standalone Financial Performance

INR (In mn.)	Q2 FY18	Q1 FY18	Q4 FY17	FY17
Revenue	1717	1623	2663	6342
Expenses	300	427	1743	2528
EBITDA	1417	1195	919	3814
Interest	1045	1107	831	3663
Depreciation	7	7	7	28
PBT	365	81	81	123
Tax	(62)	64	17	58
PAT	427	17	64	65
OCI Adjustment	2	0	0	0
Comprehensive Income	429	17	64	66
Minority Interest	0	0	0	0
Attributable PAT	429	17	64	66
EPS (Rs/Shares)	5.87	0.24	0.88	0.90

Operational Performance

- Construction and finishing has picked up significant pace in ongoing projects such as Hubtown Sunstone, Hubtown Vedant, Hubtown Greenwoods, Hubtown Solaris, 25 South, Rising City, Hillcrest and Hubtown Seasons.
- The Commercial segment, Hubtown Solaris, witnessed a good response in terms of the bookings in its newly launched phase II, with bookings especially strong in the small and medium size segment (i.e. small offices)
- The Pre-leased sale segment within commercial also witnessed uptick. Hubtown's Solaris and MIDC properties, where pre-lease units were available were sold at attractive yields.

Financial Performance

- Total income for the Q2 FY18 is Rs. 1716.7 Mn.
 - Total income for the Half-year ended 30th September 2017 is Rs. 3339.4 Mn. as against Rs. 2802.5 Mn. for the half-year ended 30th September 2016.
 - This is a marked increase in comparison to the same quarter last year and Q1 FY18 as well.
- Closure of loan of Bank of Maharashtra
- Substantial reduction in loans; banks/lenders getting repaid faster

Deleveraging

- Hubtown is focusing on debt reduction and strengthening of the balance sheet as its primary target for the near and medium term.
- Hubtown has already reduced its Term Loans and Borrowings from Banks and F I's in this fiscal year by Rs. 2882.5 mn and plans to further reduce another Rs. 1500 mn by the end of this fiscal year.
- Aim to reduce the loans except project specific loan (i.e. corporate loans) by March 2020 to nil

Project Delivery

- Hubtown is focusing on execution and expedited delivery of the ongoing projects and employing new and innovative design and construction technologies to ensure all upcoming projects are finished in record time.
- Strengthening of sales and execution teams is also being undertaken to ensure better sales volumes and collections, which will help in strengthening cash flows as well

Strategic Partnerships

- Hubtown is in advanced discussions with several financial partners at project level in order to obtain more favourable financing terms, and has already had some measure of success.
- Hubtown has already formed operational partnerships to get the maximum value from its land parcels and has joined hands with leading real estate developers to leverage on joint experience and brand names for faster sales at higher prices, and to ensure much faster completion of projects.

- In the current fiscal year, Hubtown has already completed or is planning to complete the construction of the following projects:
 - (i) Hubtown Sunmist, Hubtown (Completed)
 - (ii) Hubtown Sunstone Phase I (Completed)
 - (iii) Hubtown Greenwoods – B and Part of C wing (Completed)
 - (iv) Hubtown Vedant Phase I (Completed)
 - (v) Hillcrest – A & B wing (expected to be complete by March 2018)
 - (vi) Hubtown Solaris Phase II (expected to be complete by March 2018)
 - (vii) Bus Terminal Facility of Surat (Completed)
 - (viii) Hubtown Countrywoods Cluster 5, Pune (3 wings out of 5 expected to be complete by December 2018)
- OC received for Hubtown Sunstone Phase I, Hubtown Greenwoods Wing B and Part Wing C, Hubtown Vedant Phase I, and apartment handover / possessions are in process.
- All ongoing projects have been successfully registered with MahaRERA and Gujarat RERA authority
- Funds received from customers in ongoing projects will be deposited in RERA escrow accounts, thereby resulting in more stable fund flow towards project execution
- New methods of construction and innovative construction technology are being explored to reduce the construction time. Intelligent design is being used to reduce the time to construct the plinth of each building to ensure above-ground work is visible in the fastest possible time.

- Hubtown is in advanced discussions with several financial partners at project level in order to obtain more favourable financing terms, and has already had some measure of success.
- Hubtown's focus on its core areas of expertise including obtaining approvals and planning is supplemented by the partner's expertise and experience in other aspects of the construction value chain.
- Hubtown has already formed operational partnerships to get the maximum value from its land parcels and substantially reduce operational risks.
 - Hubtown has tied up with the leading real estate developers in premium and affordable space to ensure fast completion of the project and increased sales velocity / price.
- Hubtown is in process of forming more such operational partnerships at various other projects to ensure on-time delivery, faster sales and better quality of construction.

- The most significant change in the real estate industry in this fiscal year and quarter has been the implementation of RERA.
 - Customer sentiment has become positive after the advent of RERA as customers are surer that project will be delivered on time.
 - Hubtown views RERA as an opportunity to increase transparency and customer confidence. Hubtown has registered all its ongoing projects under RERA, and is fully compliant in all respects with the RERA rules.
- Ease of Doing Business (EoDB)
 - With the introduction EoDB, approvals are coming in faster for upcoming projects
 - Auto-DCR introduction and digitization of the approvals is also speeding up regulatory process which in turn is helping with the project execution
 - Certain BMC circulars including deferred payment circulars have enabled developers including Hubtown to obtain approvals much faster, while significantly reducing the upfront cash flow pressures.
- Accelerated Sale will result in debt reduction debt of the company will come down significantly
 - As approvals and construction pick up pace, sales is also witnessing a revival.
 - Hubtown's renewed focus on the affordable housing segment with planned 6 launches in the coming months will ensure stable cash flows and much larger sales volume as compared to previous years.

For further information please contact:

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