



Karda Constructions Limited

Investor Presentation August 2018

Table of Contents

Company Overview

Business Overview

Industry Overview

Project Details

Annual Financial Highlights

Way Ahead



Company Overview



Company Overview

Strong Deliverables

- Presence across all segments – Low, Medium and Premium Segments
- Delivered over 1 mn sq. ft Carpet Area

Core Business Activities

- Real Estate Development
- Construction Contracts

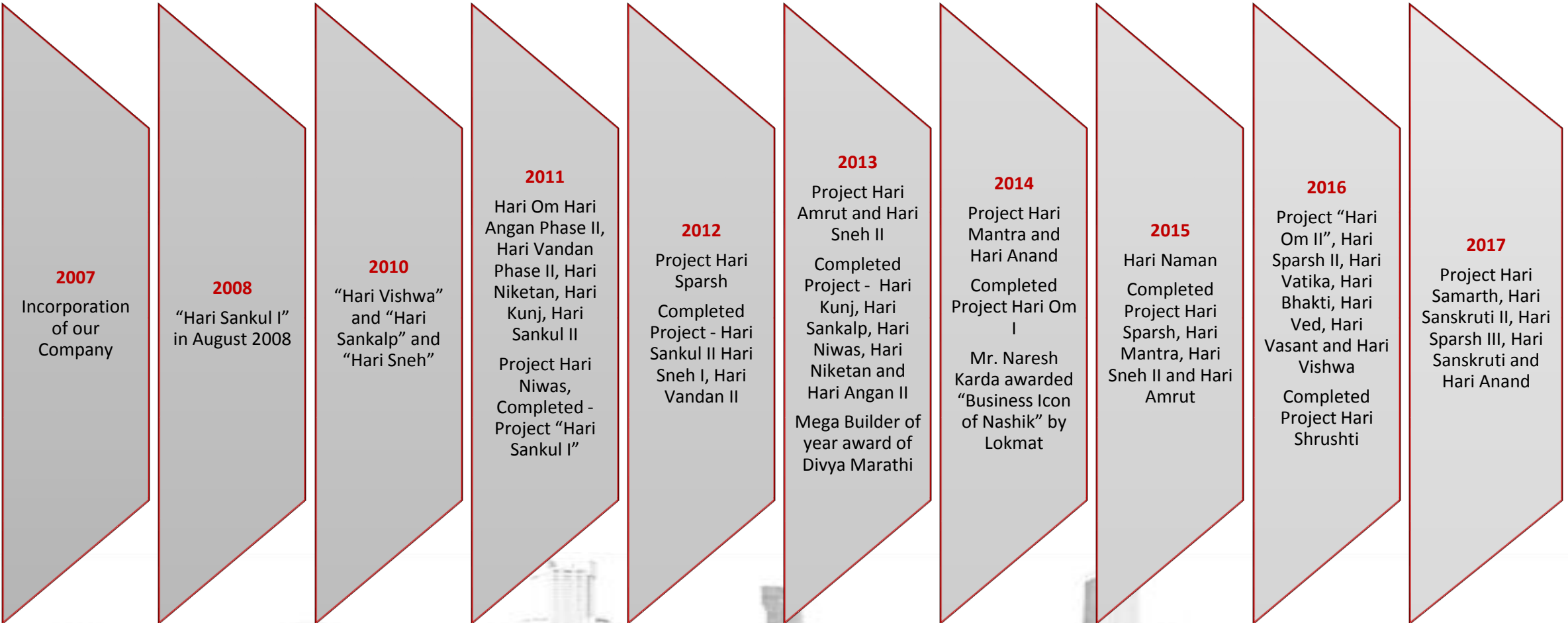
First Generation Construction Company in Nashik with a disciplined and professional approach

- Well established **Nashik based** group Company - founded by **Mr. Naresh Karda** in 1994
- Promoter has experience of more than **2 decades** in construction industry
- Establish and strengthen brand name as “**Hari** brand”

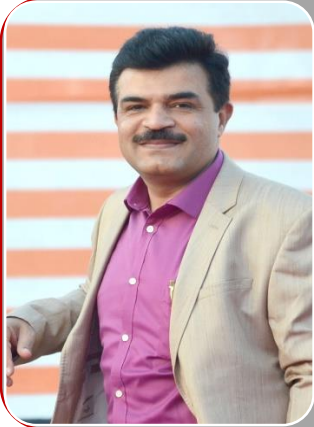
Vast Land Reserves

- Land reserves aggregated approximately **3,98,358 sq. ft.**
- Total land reserves located in and around Nashik

Milestones



Key Management



Mr. Naresh Karda, Chairman & Managing Director

Diploma holder in Civil Engineering from Pravara Nagar Polytechnic, Maharashtra State Board.

23 years of experience in the field of real estate & construction and has completed more than 36 projects and delivered 2500 homes successfully in Nasik City.

Awarded as the *“Business Icon of Nasik”* by Lokmat in 2014



Ms. Disha Karda, Executive Director

Graduate from Gujarat University and has also done her B.Ed. from Annamalai University.

Overall experience of around 10 years



Mr. Manohar Karda, Whole- Time Director

24 years of experience in the family business and around 9 years in the field of real estate & construction

Awards & Recognition

- **“Mega Builder of the Year”** award of Divya Marathi in 2013
- Promoter awarded as- **Business Icon of Nashik** by Lokmat in 2014
- **Divya Marathi Landmark Award**
- Awarded for **excellence in Marketing Strategy – Capsule Homes**
- Award for **Hari Sankalp** by Ultra Tech Cement
- Award for **Goda Sanman Puraskar**
- Award of **Brand Excellence in Residential Project**
- Award of **Business Icon of Nashik**





Business Overview



Business Overview



Real Estate

Construction
Contracts

- Projects are under taken in two different ways –

- Joint Venture
- Owned

- Following process is adopted

- ✓ Land Identification and Acquisition and/Joint Development Arrangements
- ✓ Project Planning, Design and Regulatory Approvals
- ✓ Construction
- ✓ Sales and Marketing

- Recently ventured into **undertaking construction contracts** for public and private sector
- Successfully **secured 4 Government contracts**, 3 of which are of Goa Government and 1 of Maharashtra Government aggregate contract price of **Rs. 24.70 cr.**
- **Won 2 private sector work contracts**

Land Reserves

SR. NO.	Location of Land	Area (in sq. ft.)	% of Total Area	Ownership Status
1	Plot S.No. 292/1A/2B/2B/1 & 2A, Bhagur	20,451	5.03%	Owned
2	Plot S.No. 21/4B/4, Plot No.08 Deolali (1)	4,769	1.17%	Owned
3	Plot S.No.52/7, Deolali	5,382	1.32%	Owned
4	S.No.376/1B+378/2 Plot No.1&2, Village Adgaon	15,626	3.84%	Owned
5	S.N. 110/2/2/3/5 Wadala	57,264	14.07%	Owned
6	Plot S.No. 19/1A, Agartakli	53,820	13.22%	Owned
7	Plot S.No.87/2/2B/1, Plot 4, Deolali	8,288	2.04%	Owned
8	Plot S.No. 183 to 186 Girnare, Igatpuri	19,351	4.75%	Owned
9	Plot S.No. 362/1, Makhmalabad (2)	31,754	7.80%	Owned
10	Survey No.59/1A+1B/1 and Survey No.59/1A/1B/2 situated at Village Panchak, Nashik	24,757	6.08%	Owned
11	S. No 21A/1/5B, village Sansari, Nashik	5,253	1.29%	Owned
12	S. No 21A/4, village Sansari, Nashik	16,146	3.97%	Owned
13	S. No 21A/6, village Sansari, Nashik	18,298	4.50%	Owned
14	S. No 11/1/1A/3, Dasak, Nashik	15,001	3.69%	Owned
15	S. No 70/1B+2+3(p) + 70/4 P. No 3 Panchak	44,440	10.92%	Owned
16	S. No.21/4B/9, Plot No.10B, Deolali (1)	3,848	0.95%	Owned
17	S. No.19/1, Agartakli (3)	43,056	10.58%	Owned
	Total	3,98,358	100.00%	

(1) Joint ownership with Hiralal Kimatram Kalani., (2) Joint owner with Dr. Omprakash Baliram Barosani. (3) Joint ownership with Rahul Kanhaiyalal Kalani.

Key Strengths

Strong presence in Nashik (among high growth markets in India)

- Successfully completed and delivered 10,59,532 sq. ft. of carpet area, comprising of 18 projects and 1,117 units
- Currently have 11 Ongoing projects and 3 Planned projects - Total carpet area - approx. 15,47,735 sq.ft.

Proven execution capabilities

- Successful track record on account strong reputation and timely delivery
- Completed and delivered 18 residential projects and office space projects

Vast available land reserves and an ability to identify new projects

- Land reserves included approximately 3,98,358 square feet of estimated Developable Land Area in and around Nashik

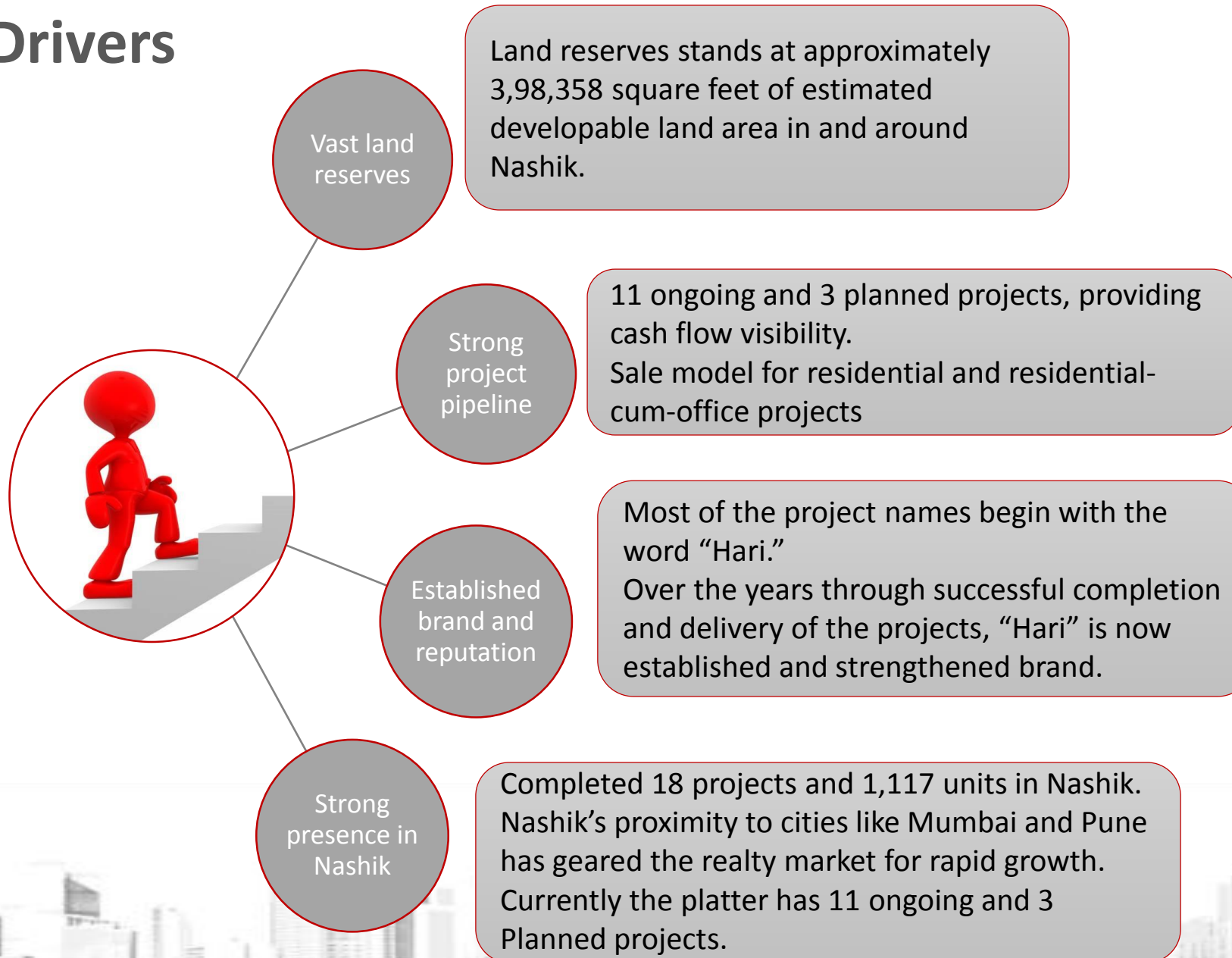
Established brand and reputation in Nashik

- Experience of over two decades of developing real estate projects in Nashik, and strong presence in Nashik real estate market
- “Hari” (such as “Hari Vishwa”, “Hari Sanskruti” “Hari Amrut”, etc) – clearly differentiates projects from projects of other developers in Nashik
- Establish and strengthen “Hari” brand - enable us to get positive support

“CAPSULE” home concept - “2020 Homes - Future ready”

- Strong traction in demand
- Government focus on this segment
- Strong brand presence of Karda
- Nashik is fast upcoming real estate market in Maharashtra

Growth Drivers





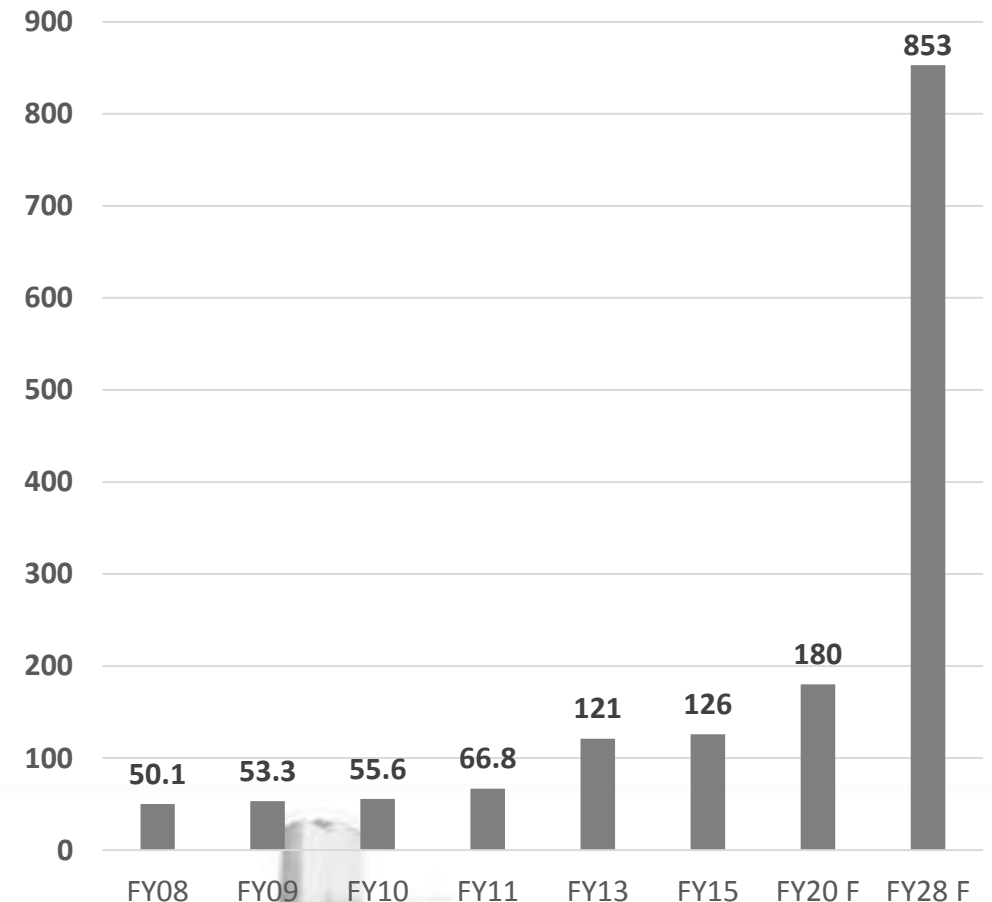
Industry Overview



Indian Real Estate Is Large, Growing Market...

- Real estate contribution to India’s GDP estimated to increase about 13 per cent by 2028
- Increasing share of real estate in GDP to be supported by increasing industrial activity, improving income level and urbanisation
- Mumbai and Bengaluru rated as top real investment destinations in Asia
- Government also launched 10 key policies for real estate sector in 2016, namely:
 - Real Estate Regulatory Act
 - Benami Transactions Act
 - Boost to affordable housing construction
 - Interest subsidy to home buyers
 - Change in arbitration norms
 - Service tax exemption
 - Dividend Distribution Tax (DDT) exemption
 - Goods and Services Tax
 - Demonetisation
 - PR for foreign investors

Market size of real estate in India (US\$ billion)



Govt. focus on Affordable Housing Space

- Residential segment contributes ~80% of real estate sector - Total residential unit launches in FY17 stood at around 108,200
- Emphasis for housing for all by 2022 - more than one crore houses expected to be built in rural areas in current and next financial year
- Aim to build 60 million new low cost houses over next 6 years
- Incentivizing Affordable Housing by increasing project completion timeline to 5 years from 3 years
- Affordable housing projects granted “infrastructure status” making them eligible for state incentives, subsidies, tax benefits and institutional funding

About Nashik

- **'Wine City' of India'**
- **Attract scores of property buyers and investors** - Affordable realty prices, excellent infrastructure, temperate climate and better quality of life
- **Strong Industrial Base** - Auto, Engineering and Electrical industries
- Ambad, Satpur, Gonde, Igatpuri and Sinnar are **5 major industrial zones** developed by Maharashtra Industrial Development Corporation (MIDC)
- **Strong Corporate Presence** - Hindustan Aeronautics Ltd (HAL), Mahindra & Mahindra, Bosch, Carbon, Thyssen Krupp, Ceat, Atlas Copco, TI Cycles and Glaxo among others
- Government of Maharashtra – **Heavy Investment into Wine Parks industry** in Nashik
- Onion, tomatoes and many other vegetables exported from Nashik to various parts of world

Nashik- Real Estate Overview

▪ **Nashik's realty market geared for rapid growth**

- ✓ Proximity to major cities like Mumbai and Pune
- ✓ Lower entry costs vis-a-vis Mumbai, Pune and attractive appreciation rates

▪ **Benefited from major infrastructure development projects**

- ✓ Four-Laning of Nashik-Mumbai highway
- ✓ Coming Nashik-Pune highway have done wonders on connectivity front
- ✓ Sinnar SEZ at advanced stage and Accenture recently announced setting up of massive 200-acre facility in Nashik
- ✓ Recently upgraded airport at Ozar with air cargo terminal and proposed international airport at Shirdi

Investment Potential in Nashik

- **Offers very encouraging fundamentals for real estate investors**
 - ✓ Well-developed physical infrastructure
 - ✓ Adequate and reliable water supply
 - ✓ Strategic located at one vertex of golden triangle of Mumbai, Pune and Nashik
 - ✓ Comparatively lower environmental pollution
 - ✓ Efficient and well-developed intra and intercity commuting facilities
 - ✓ Excellent connectivity with other regional growth centres
 - ✓ Developed industrial estates such as Ozar, Sinnar, Satpur and Ambad in immediate vicinity
 - ✓ Modern Software Technology Park at Ambad
 - ✓ Salubrious year-round climate
 - ✓ Safe and secure social environment, thanks to presence of major defence base
 - ✓ Excellent air and rail connectivity with other major cities
 - ✓ Large pool of skilled, English-speaking professionals
 - ✓ Well developed educational and healthcare sector with large number of reputed institutions



Completed Projects

SR. NO.	Project Name	Development Type	Carpet Area – our share (in sq. ft.)*	No. Of Units	Date of Commencement**	Date of Completion***
1	Hari Sankul I	Own Land	84,113	99 Flats	August 2008	August 2011
2	Hari Sankul II	Own Land	81,548	93 Flats	October 2011	November 2012
3	Hari Niwas	Joint Venture Agreement & GPA	80,738	69 Flats +24 Shops	January 2011	May 2013
4	Hari Niketan	Own Land	54,138	54 flats	July 2011	January 2013
5	Hari Aangan II	Own Land	22,260	24 flats	April 2011	December 2013
6	Hari Kunj	Own Land	24,546	28 flats + 8 shops	August 2011	April 2013
7	Hari Sankalp	Own Land	53,077	37 flats	January 2010	April 2013
8	Hari Sneh I	Own Land	44,373	50 flats	October 2010	November 2012
9	Hari Vandan II	Own Land	28,162	28 flats	May 2011	December 2012
10	Hari Om I	Own Land	2,75,202	218 flats	March 2011	February 2014
11	Hari Sparsh	Own Land	57,541	76 flats	June 2012	June 2015
12	Hari Mantra	Own Land	17,885	21 flats + 4 shops	October 2014	December 2015
13	Hari Amrut	Own Land	43,446	52 flats + 17 shops	May 2013	December 2015
14	Hari Sneh II	Own Land	26,493	40 flats + 10 shops	August 2013	December 2015
15	Hari Shrusti	Own Land	1,11,731	120 flats	May 2013	June 2016
16	Hari Ved	Own Land	4,120	6 flats	October 2016	February 2018
17	Hari Anand	Development	41,152	29 flats	June 2014	February 2018
18	Hari Sparsh II	Own Land	9,007	10 flats	July 2016	April 2018
Total			10,59,532			

(1) As per the regulations of RERA real estate units are to be sold based on their carpet area, thus carpet area of the units has been disclosed. However the aggregate saleable area of above units is estimated at 12,34,923 sq. ft.

(2) Date of commencement refers to date of receipt of Commencement Certificate from Nashik Municipal Corporation

(3) Date of completion refers to date of receipt of Occupation Certificate from Nashik Municipal Corporation

Ongoing Projects

S. NO.	Project Name	Development Type	Carpet Area – our share (in sq. ft.)(1)	No. Of Units	Date of Commencement(2)	Date of Completion(3)
1	Hari Vishwa	Own Land	3,67,222	388 Flats	March 2016	December 2019
2	Hari Sanskruti	Partly Own Land & Partly Joint Venture Agreement	4,28,414	566 flats + 21 shops	June 2017	June 2020
3	Hari Om II	Own Land	1,23,964	195 flats	May 2016	December 2018
4	Hari Vasant	Joint Venture Development	2,07,336	192 flats	October 2016	June 2021
5	Hari Naman(4)	Own Land	9,524	31 flats	August 2015	December 2017(4)
6	Hari Bhakti	Joint Venture Development	60,167	75 flats	September 2016	June 2020
7	Hari Samarth	Own Land	1,12,676	264 flats	February 2017	December 2020
8	Hari Sanskruti II	Own Land(5)	1,68,480	390 flats	February 2017	August 2021
9	Hari Sparsh III	Own Land	25,690	43 flats	May 2017	June 2019
10	Hari Vatika	Own Land	14,889	12 flats	August 2016	June 2018
11	Hari Aakruti II	Own Land	29,373	23 Comm+ 25 Flats	April 2018	December 2020
Total			15,47,735			

(1) As per the regulations of RERA real estate units are to be sold based on their carpet area, thus carpet area of units has been disclosed. However aggregate saleable area of above units is estimated at 19,57,902 sq. ft.

(2) Date of commencement refers to date of receipt of Commencement Certificate from Nashik Municipal Corporation

(3) Expected date of completion refers to expected date of receipt of Occupation Certificate from Nashik Municipal Corporation

(4) Company has received certificate from Architect certifying completion of said project and accordingly Company has applied to Nashik Municipal Corporation for Occupation Certificate

(5) Certain portions of these land parcels are owned in name of our Director – Mr. Naresh Karda and remaining

Upcoming Projects

SR. NO.	Project Name	Development Type	Carpet Area – our share (in sq. ft.)(1)	Date of Commencement	Date of Completion
1	Hari Vihar	Joint Venture Agreement	58,148	June 2018	March 2020
2	Hari Nisarg(2)	Joint Venture Agreement	15,216	April 2018	July 2020
3	Hari Laxmi	Own Land	1,12,993	May 2018	May 2021
Total			1,86,357		

(1) As per RERA regulations , real estate units are to be sold based on their carpet area, thus carpet area of units has been disclosed. However aggregate saleable area of above units estimated at 2,51,604 sq. ft.

(2) Company is in process of obtaining RERA registration for said project and upon receiving same- project will be commenced

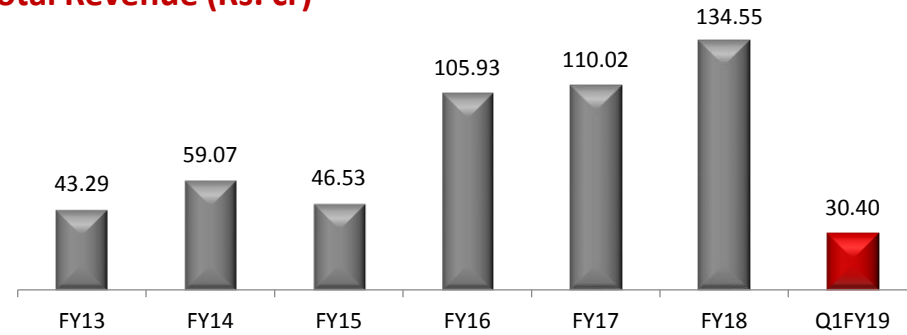


Annual
Financial
Highlights

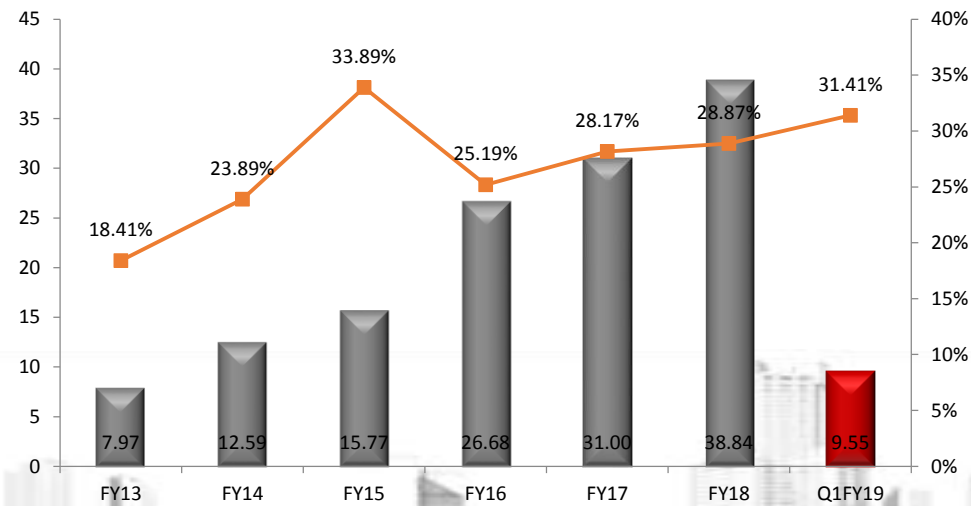


Financial Highlights

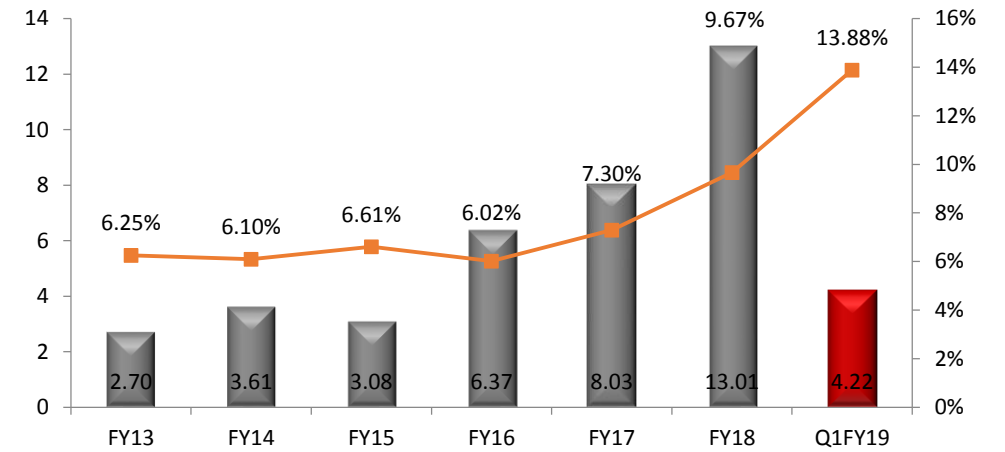
Total Revenue (Rs. cr)



EBITDA (Rs. cr) / Margin (%)

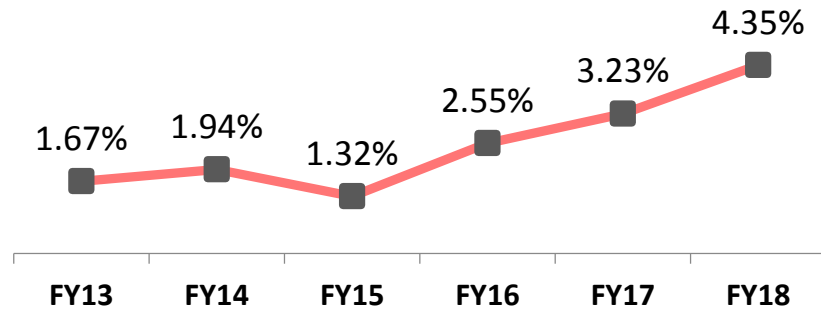


PAT (Rs. cr) / Margin (%)

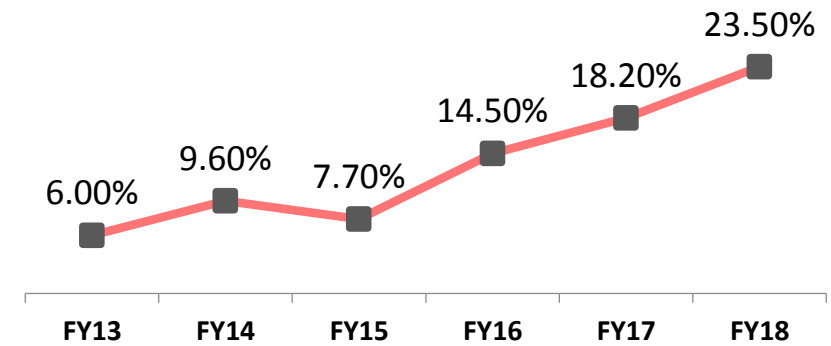


Balance Sheet Ratio

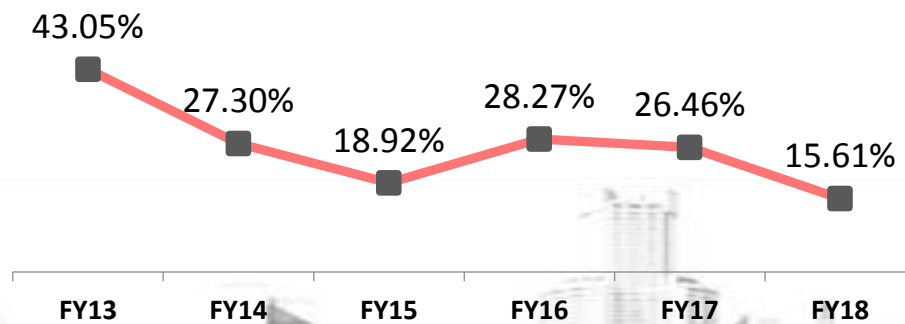
ROA (%)



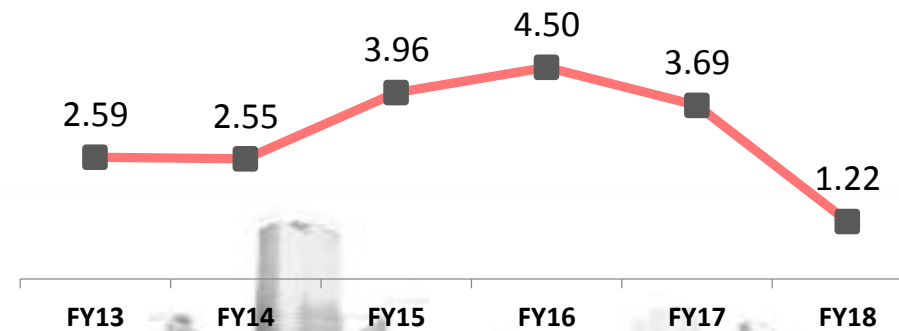
RoCE (%)



RoE (%)



Total Debt to Equity





Way Ahead

Diversify portfolio of projects we undertake and our business activities

Strengthening relationships with key service providers and take benefit of scalability by outsourcing model

Cultivate long-term relationships with major financial institutions and others

Continue focus on developing projects in and around Nashik

Disclaimer

Certain statements in this communication may be ‘forward looking statements’ within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward looking statements. Important developments that could affect the Company’s operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

Karda Constructions Ltd. 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.

Thank You

For further information, please contact:

Company :

Investor Relations Advisors :

Karda Constructions Ltd.
Mr. Shekhar Mahadik
Finance Manager
shekhar@kardaconstruction.com
Tel: 0253 - 2351090

Concept PR
Mr. Pratik Patil / Ankita Verma
8291510324 / 9167451240
pratik@conceptpr.com /
ankita@conceptpr.com

