



Date : 7<sup>th</sup> March, 2024

<b>The General Manager Listing Department BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai 400 001</b>	<b>The Vice-President Listing Department National Stock Exchange of India Limited Exchange Plaza Bandra – Kurla Complex Bandra (E) Mumbai – 400 051</b>
Scrip Code : 533160	Scrip Symbol : DBREALTY
Fax No.: 022 – 2272 3121/ 2039	Fax No.: 022 – 26598237/38

Dear Sir/Madam,

**Subject- Investor Presentation**

Dear Sir / Madam,

In accordance with SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Investor Presentation is being uploaded on the Company's website:- [www.dbrealty.co.in](http://www.dbrealty.co.in). The copy of the same is attached herewith.

Thanking You.

Yours faithfully,

**For D B Realty Limited**

**Jignesh Shah  
Company Secretary**

**D B REALTY LIMITED**

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CIN: L70200MH2007PLC166818



DB Realty Limited

Corporate Presentation  
2024

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# DB Realty Limited: An Overview





# DB Realty Ltd : The Next Level

- **Founded in 2007** by Mr Vinod Goenka (CMD) and Mr Shahid Balwa (VC & MD)
- Primary focus : **Mumbai Metropolitan Region (MMR), predominantly Mumbai**
- Core strength : **Aggregating land**, securing clear land titles and partnering with established branded developers
- Sizable **portfolios of land banks** within MMR
- To steady cyclical residential cash flow, the company is building a **portfolio of steady annuity assets**
  - Ongoing + forthcoming residential/ Commercial assets of 31.22 mn sqft
  - Demerging and listing the existing hotel business and putting in a professional management team to expand the existing portfolio of 484 keys\*

\*Source: Hotelivate

# Our Diversified Business Portfolio

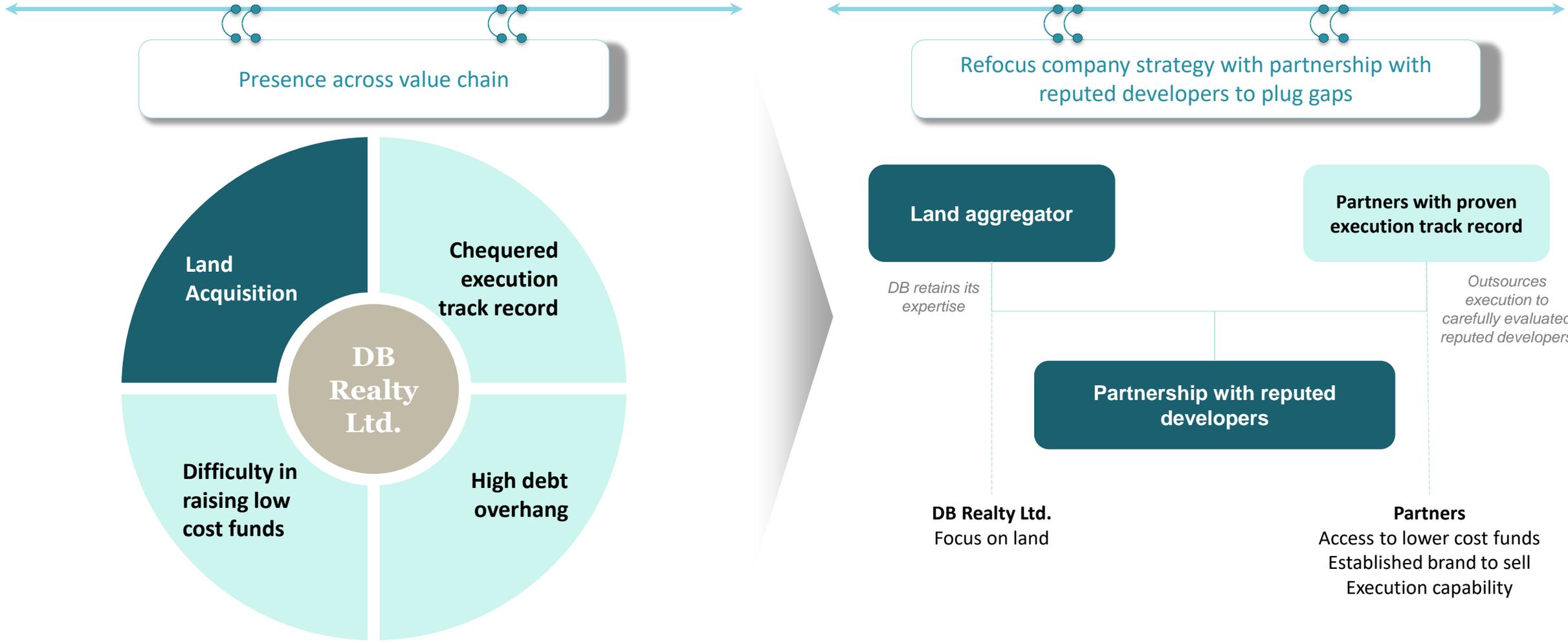
Our Sale Portfolio	Residential	<b>ONGOING</b> 15.51 mn sqft	<b>FORTHCOMING</b> 12.93 mn sqft	<b>Total</b> 28.44 mn sqft
	Commercial	<b>ONGOING</b> 2.30 Mn sq. ft.	<b>FORTHCOMING</b> 0.48 Mn sq. ft.	<b>Total</b> 2.78 Mn sq. ft.
Our Annuity Portfolio	Hospitality	<b>OPERATIONAL+ EXPANSION</b> <b>Grand Hyatt Goa</b> 313 + 248 key# <b>Hilton, Mumbai</b> 171	<b>UNDER CONSTRUCTION *</b> <b>Mariott Marquis Delhi</b> 590 keys <b>St. Regis Delhi</b> 189 keys <b>Hotel at Jijamata Nagar</b> 800 keys	<b>FORTHCOMING</b> <b>Om Metal Phase II</b> 421 keys <b>DB Corporate Park</b> 788 keys
		Our Land Banks	266.67 Acres##	

# Proposed expansion  
 ## Includes 247.13 acres of land bank in Mira Road  
 \* 50% economic interest in partnership with Prestige Group

# Revamped Strategy At Play : Our Residential Portfolio



# Company evolving to overcome challenges



# Our Ongoing Projects

Projects	Location	Classification	Saleable Area/Potential Saleable Area (Mn sq. ft.)	DB Share	DB Economic Interest (%)
Aradhya High Park-I & II**	Mira Bhayander, Thane	Ongoing Joint Venture	0.68	Revenue Share as per Economic Interest	21.36
Aaradhya High Park Project III of Phase I**		Ongoing Joint Venture	0.37	Revenue Share as per Economic Interest	21.36
Aaradhya Parkwood 1**		Ongoing Joint Venture	0.50	Revenue Share as per Economic Interest	21.36
TEN BKC***	Bandra East, Mumbai	Ongoing Joint Venture	1.56	Area share of DB is 0.78 mn sq ft	100.00
Residential project at Jijamata#	Worli, Mumbai	Ongoing Joint Venture	2.88	Profit share of DB as per Economic Interest	50.00
Avenue Eleven	Jacob Circle	Ongoing Joint Venture	1.48	Profit share of DB as per Economic Interest	49.99
<b>Total Ongoing Joint Venture Projects</b>			<b>7.47</b>		
DB Ozone	Mira Bhayander, Thane	Ongoing Own	2.48	Profit share of DB as per Economic Interest	100.00
DB Hills###	Chandivali, Mumbai	Ongoing Own	4.39	Profit share of DB as per Economic Interest	33.33
OM Metals – Phase I	Bandra West, Mumbai	Ongoing Own	1.13	Profit share of DB as per Economic Interest	50.00
Luma*	Andheri, Mumbai	Ongoing Own	0.04	Fixed Area	
<b>Total Ongoing Own Projects</b>			<b>8.04</b>		
<b>Total Ongoing Projects</b>			<b>15.51</b>		

# Part of the Hybrid Project

## DB Hills project Saleable Area refers to the Land TDR and Construction TDR generated/to be generated in the project which will be available for sale in the open market

\* Our Company is entitled for 0.04 mn sqft of residential area in this project. This is not the total project area.

\*\* Our Company is entitled to a share in receivables from the sale of premises in the project.

\*\*\* Our Company has a fixed area of 0.78 mn sqft

# Our Forthcoming Projects - Pipeline to be tied up with Partners

Project	Location	Total Potential Saleable Area (Mn sqft)	Estimated launch date	Estimated date of completion
DB Park	Mumbai Central	0.80	June 2024	September 2028
DB Central	Mumbai Central	0.48	September 2024	March 2028
DB Views	Jacob Circle	0.90	June 2024	December 2028
Khoja Compound	Byculla	1.03	December 2024	September 2029
DB Hill Park	Malad East	4.19	March 2025	December 2030
OM Metals - Phase II*	Bandra West	0.95	June 2026	March 2030
Project held with MAN Vastucon LLP	Mira Bhayander, Thane	3.26 DB has an economic interest of 21.36%.	September 2025	September 2030
Project -DB Ozone	Mira Bhayander, Thane	1.09	April 2025	September 2026
Project held with Royal Netra Constructions Private Limited**	Malad West	0.23	**	**
<b>TOTAL</b>		<b>12.93</b>		

\* This is a hybrid project.

\*\* This is secured against (a) one NCD subscribed by our Company having a paid up value of ₹26,75,39,521 which is redeemable in nine years and seven months; and (b) one NCD subscribed by our Company having a paid up value of ₹17,83,59,681 which is redeemable in 14 years seven months., respectively.

# Yield Assets :

## Our Annuity Portfolio



# Commercial Portfolio – Diversifying the Asset Classes

- To smoothen the cyclicalities of residential segment, company is building portfolio of yielding assets
- Ongoing commercial office assets of 2.30 mn sqft in Mumbai and Delhi

## Commercial Leasing – Ongoing projects

Project*	Location	Total Leasable Area (Mn sq. ft.)	DB Share	DB Economic Interest (%)
Prestige Trade Centre	Aerocity, Delhi	0.61	Profit share of DB as per Economic Interest	50
Mall at Jijamata Nagar	Worli, Mumbai	1.49	Profit share of DB as per Economic Interest	50
Club at Jijamata Nagar	Worli, Mumbai	0.20	Profit share of DB as per Economic Interest	50
<b>TOTAL</b>		<b>2.30</b>		

## Commercial Leasing – Forthcoming projects

Project	Location	Total Leasable Area (Mn sq. ft.)
DB Corporate Park*	Andheri East, Mumbai	0.48

\*Hybrid projects

# Our Hospitality Portfolio – Reputed Operators

Project	Location	Total Keys	Status	DB Share	DB Economic Interest (%)	Timeline	EBITDA** INR lakhs
Grand Hyatt	Goa	561 (313 existing + 248# additional)	Operational	P/L share as per DB Economic Interest	100%	-	3,449.40
Hilton	Mumbai	171	Operational	P/L share as per DB Economic Interest	75%	-	1,062.80
Mariott Marquis*	Aerocity, Delhi	590	Under Construction	P/L share as per DB Economic Interest	50%	FY 2026	-
St. Regis*	Aerocity, Delhi	189	Under Construction	P/L share as per DB Economic Interest	50%	FY 2026	-
Hotel at Jijamata Nagar*	Worli, Mumbai	800	Under Construction	P/L share as per DB Economic Interest	50%	FY 2030	-
Om Metal Phase II*	Mumbai	421	Forthcoming	-	50%	FY 2029	-
DB Corporate Park*	Mumbai	788	Forthcoming	-	100%	FY 2028	-
<b>TOTAL</b>		<b>3,520</b>					<b>4,512.20</b>

\* Hybrid Project

\*\* Period ended December 31, 2024

# This is part of expansion

# Our Asset Base

: Land Banks



# Land Banks to be Monetized over Decades

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- The company not only has the ability to clean and aggregate land banks but also **has the ability to aggregate large land banks**
- In an upcycle the player with substantial land bank/pipeline has advantage over others
- These large land bank are expected to be monetised by reputed developers and which provides for outsourcing the risk to diverse reputed players
- Land bank at various stage taking care of short-term medium terms
- Ability to acquire/aggregate land banks

# Our Land Banks

Location	DB Share	Land Area (Acres)	Proposed Development
Mira Road	100.00	247.13	Integrated Township
Chandivali	33.33% P&L share in Economic Interest	5.78	Residential
Malad (West)	100.00	5.39	Residential
Jacob Circle	50% P&L share in Economic Interest	2.50	PAP Project
Bandra (East)	100.00	1.90	Society Redevelopment
Churchgate	100.00	0.29	Existing Commercial Structure
Cuffe Parade	100.00	0.30	Development Rights on an existing Commercial Structure
Pune	Area share	3.38	Development rights
		<b>266.67</b>	

# Balance Sheet Deleveraging : A Key Focus Area



# Balance sheet deleveraging is a key part of our strategy going forward

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- The Company intends to become **Net Debt zero company (corporate level)**
  - Currently net debt is at INR 2,13,770.45 lakhs as on nine month period ended 31<sup>st</sup> December 2023
  - Most future project debt to be availed by construction partner and will not reflect in DB Realty balance sheet
  - Will further reduce our debt as well as expand our business
- However, Company would continue to need **Patient Money for Aggregating or Cleaning Land Banks**
  - Projects in pipeline are located in Mumbai city including South Central Mumbai

# Our Financials



# Summary of our Financial Performance

Last three Fiscals and nine month ended December 31, 2023 and December 31, 2022

Particulars	Nine month period ended December 31, 2023	Nine month period ended December 31, 2022	Financial Year ended March 31, 2023	Financial Year ended March 31, 2022	Financial Year ended March 31, 2021
Total Income (₹ in lakhs)	1,45,656.65	73,155.05	80,725.32	26,650.85	13,157.13
Revenue From Operations (₹ in lakhs)	21,325.20	63,988.98	69,823.96	21,943.42	2,455.77
EBITDA (₹ in lakhs)	1,36,684.66	(58,187.77)	(60,889.85)	(2,767.02)	1,835.56
EBIT (₹ in lakhs)	1,35,302.52	(58,218.64)	(60,932.18)	(2,836.27)	1,703.11
EBIT (%) of Revenue From Operations	634.47%	(90.98%)	(87.27%)	(12.93%)	69.35%
Profit After Tax (₹ in lakhs)	1,33,047.04	(4,845.77)	(9,000.64)	2,178.14	(16,684.86)
Debt to Equity Ratio	0.53	1.41	1.39	1.97	2.16
Net Debt (₹ in lakhs)	2,13,770.45	2,94,247.66	2,93,875.87	3,61,422.10	2,87,530.65
Net Debt to EBITDA Ratio	1.56	(5.06)	(4.83)	(130.62)	156.65
EBITDA Margin (%)	93.84%	(79.54%)	(75.43%)	(10.38%)	13.95%
Basic EPS (₹)	31.25	(1.31)	(2.94)	1.11	(6.98)
Diluted EPS (₹)	28.73	(1.31)	(2.94)	1.05	(6.98)
Debtors Turnover	2.67	4.36	4.78	1.49	0.31
Inventory Turnover	0.08	0.22	0.24	0.08	0.01
Current Ratio	1.91	1.24	1.14	1.38	1.19
Return on Net Worth (%)	42.38%	(2.38%)	(4.47%)	1.35%	(11.53%)

EBITDA = Earnings, including other income, before exceptional items, interest, tax and depreciation which is calculated by adding depreciation and amortization expenses and Finance costs to Profit/(Loss) before exceptional items and tax.  
EBITDA Margin = Percentage of EBITDA to total income



# THANK YOU

*For Any Further Queries:*

👤 **ATUL BHATNAGAR**

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