

**Q2 FY12 RESULTS  
PRESENTATION  
NOVEMBER, 2011**



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**SAFE HARBOUR** -This report includes forward looking statements covered by Private Securities Litigation Reform Act of 1995. Because such statements deal with future events, they are subject to various risks and uncertainties and actual results for fiscal years as shown above could differ materially from company's current expectation. The company undertakes no obligation to revise or update forward looking statements as a result of new information since these statements may no longer be accurate or timely.

# OVERVIEW

# **GHCL OVERVIEW**

- **Over 43 years of experience**
- **17 million sq.ft. of residential development till date**
- **INR 1.69 Billion in Annual revenue in FY11**
- **1.69 million sq.ft. of residential development in progress**
- **0.67 million sq.ft. of commercial development in progress**
- **23.36 million sq.ft. of upcoming township development**
- **0.83 million sq.ft. of upcoming residential projects in the pipeline for FY 2012.**

# Q2 HIGHLIGHTS

- **Net sales** have increased from Rs. 374.01 Million to Rs. 448.92 Million an **increase** of **20.03%**.
- **Expenses** have been increased from Rs. 118.83 Million to Rs. 204.52 Million an **increase** of **72.11%**.
- **EBIDTA** has decreased from Rs.257.81 Million to Rs. 251.13 Million a **decrease** of **2.59%**.
- **Tax Expenses** has decreased from Rs. 80.60 million to Rs. 28.67 Million a **decrease** of **64.43%**
- **Net profit after tax** from operations has decreased from Rs. 141.98 Million to Rs. 100.11 Million ,a **decrease** of **29.49%**.
- **Earnings per share** has **decreased** from Rs.**4.35** per share to Rs. **3.07** per share.

## Q2 FY 2012 PERFORMANCE (CONSOLIDATED)

Particulars	Q2 FY 2012 (Rs. in Millions)	Q2 FY 2011 (Rs. in Millions)	6M FY 2012 (Rs. in Millions)	6M FY 2011 (Rs. in Millions)
Sales and operating income	448.92	374.01	881.01	724.02
Other operating income	0.72	0.11	1.23	0.26
Total income	449.64	374.12	882.24	724.28
EBIDTA	251.13	257.81	486.15	445.86
Profit before tax	128.78	222.58	259.56	373.35
Profit after tax	100.11	141.98	204.76	260.32
Minority interest	0.15	0.02	0.18	0.05
Net Profit	100.26	142.00	204.94	260.37

## Q2 FY 2012 FINANCIAL ANALYSIS (CONSOLIDATED)

Particulars	Q2 FY 2012	Q2 FY 2011	12M FY 2011	12M FY 2010
EBIDTA / Total Income	55.85%	68.91%	55.10%	61.56%
PBT Margin %	54.61%	68.33%	54.94%	60.92%
PAT Margin %	22.26%	37.95%	23.21%	35.94%
Earning Per Share (EPS) – Rs.	3.07	4.35	6.28	7.97
RONW	1.71%	2.62%	3.49%	4.81%
Net Debt / Equity Ratio	0.52	0.23	0.54	0.24
Avg. Borrowing Cost	16.90%	12.30%	16.65%	14.10%

# PROJECTS

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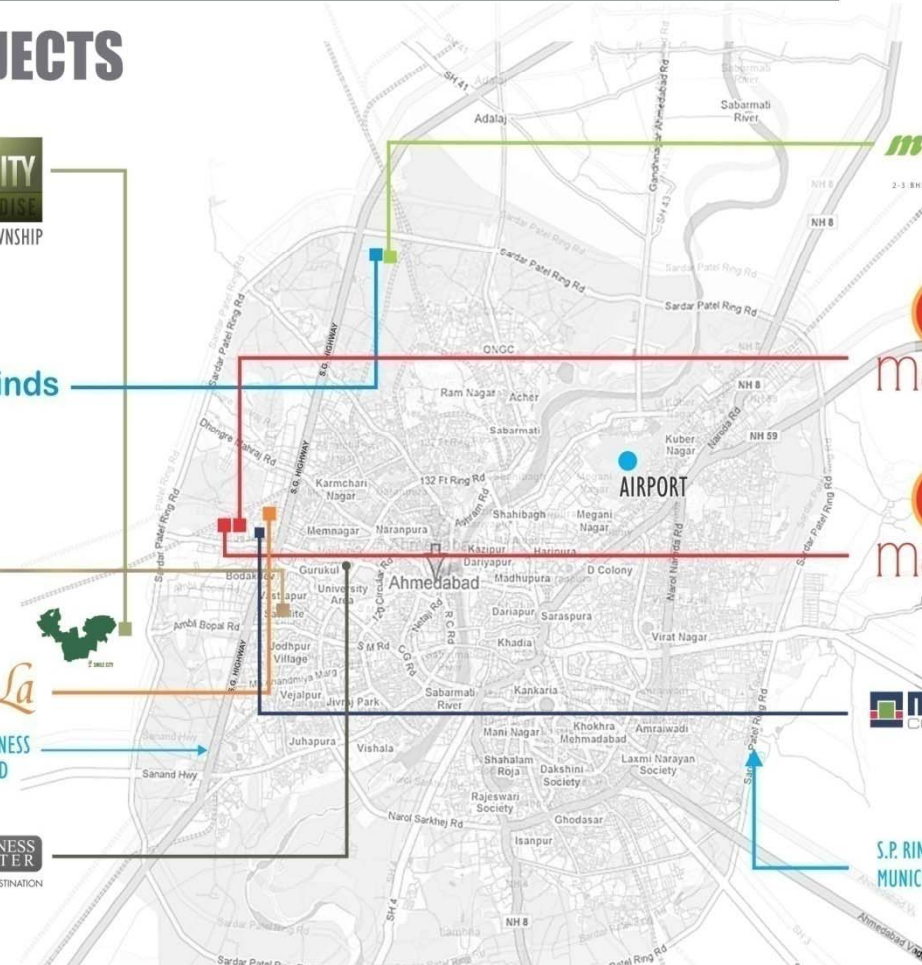
**SUNDARVAN  
EPITOME**



**Shangri-La**  
S. G. ROAD MAIN BUSINESS  
STREET OF AHMEDABAD



**GCP BUSINESS CENTER**  
AHMEDABAD'S HOTTEST BUSINESS DESTINATION



**malabar county**  
2-3 BHK SPACIOUS APARTMENTS



**maple - I**  
COUNTY



**maple - II**  
COUNTY



**MAGNET**  
CORPORATE PARK



S.P. RING ROAD AHMEDABAD  
MUNICIPAL AREA BOUNDARY

## ONGOING PROJECTS UPDATE (Residential)

### 1) SUYOJAN

- The project was launched on 9<sup>th</sup> August 2009 and the details of the development are as follows:-

NO. OF APARTMENTS	SIZE OF EACH APARTMENT IN SQ.FT.	TOTAL DEVELOPMENT IN SQ.FT.
96	2385	2,28,960

- The project is 100% booked and the average Realized-rate /sq. ft. is Rs. 2063.

### 2) MAPLE COUNTY

- The project was launched on 17<sup>th</sup> January, 2010 and the details of the development are as follows:-

NO. OF APARTMENTS	SIZE OF EACH APARTMENT IN SQ.FT.	TOTAL DEVELOPMENT IN SQ.FT.
192	2250	4,32,000

- The project is 96% booked and the average Realized-rate / sq. ft. is Rs. 2838.

# ONGOING PROJECTS UPDATE (Residential)

## 3) MAPLE COUNTY-2

- The project was launched on 21<sup>st</sup> March, 2010 and the details of the development are as follows:-

NO. OF APARTMENTS	SIZE OF EACH APARTMENT IN SQ.FT.	TOTAL DEVELOPMENT IN SQ.FT.
192	2250	4,32000

- The project is 90% booked and the average Realized-rate /sq. ft. is Rs. 3200.

# ONGOING PROJECTS UPDATE (Residential)

## 4) SUNDARVAN EPITOME

- The project was soft launched on March, 2011 and the details of the development are as follows:-

NO. OF APARTMENTS	SIZE OF EACH APARTMENT IN SQ.FT.	TOTAL DEVELOPMENT IN SQ.FT.
46	TYPE 1 - 4,855 SQ.FT. TYPE 2 – 4,928 SQ.FT. TYPE 3 – 4,954 SQ.FT. TYPE 4 – 9,396 SQ.FT.	2,34,476

- The rate per sq. ft. is Rs 6300/sq.ft.

# ONGOING PROJECTS UPDATE (Residential)

## 5) MADHUBAN HILLS ( Nathdwara – Rajasthan)

- The project was soft launched on April, 2011 and the details of the development are as follows:-

NO. OF ROW HOUSES	SIZE OF EACH ROW HOUSE IN SQ.FT.	TOTAL DEVELOPMENT IN SQ.FT.
228 ( INCLUSIVE OF TYPE A AND TYPE B)	A TYPE - 2410 SQ.FT. B TYPE -1565 SQ. FT.	A TYPE - 55,430 SQ.FT. B TYPE – 2,86,395 SQ. FT. PLOT AREA RANGING FROM 756 SQ.FT. TO 2940 SQ. FT.

- The rate per sq. ft. for land is **Rs 1500/sq.ft.** and for construction it is **Rs.1700 /sq.ft.**

## ONGOING PROJECTS UPDATE (Commercial)

### **GCP BUSINESS CENTER**

- The project consists of total 1,07,309 sq. ft.( Saleable) of commercial space i.e. showrooms and offices and is of 4 storey height.
- The project is 30% booked and the average Realized-rate /sq. ft. is Rs. 4050/-

### **SATVA COMMERCIAL**

- The project consists of total 26,992 sq. ft.( Saleable) of commercial space i.e. showrooms.
- The rate/sq.ft. is Rs. 8000/-

## ONGOING PROJECTS UPDATE (Commercial)

### MAGNET CORPORATE PARK

- The project consists of total 7,00,819 sq. ft.( Saleable) of commercial space.ie. 37 nos. of individual corporate house.
- The project was soft launched on Oct-2011 and the average rate /sq. ft. is Rs. 5300/ sq.ft.

# COMPANY OUTLOOK

- The Company has estimated a total construction cost of **Rs. 1700 millions** for Satva, Suyojan, Shangrila-Phase2, GCP Business Centre, Maple county and Maple county-2 projects. Till the end of this quarter, we have incurred **Rs.1248 millions** towards the construction cost of the above mentioned projects. Remaining **Rs. 452 millions** will be spent over the period of 7 - 9 months.
- The Total sales value of Satva, Suyojan, Shangrila-Phase2, GCP Business Centre, Maple county and Maple county-2 projects is **Rs. 5070 millions**. Out of which we have booked sales of **Rs. 3451 millions**. Remaining sales of **Rs. 1619 millions** is likely to be booked in coming 6-8 months.`

# COMPANY OUTLOOK

## FOCUS

- The company is continuously focusing on Residential projects and since we are very strong in the Middle Class and Higher – Middle class segment, GHCL will always develop residential properties in the price range of Rs.30 lacs to 80 lacs.

## NEW LAUNCHES

- Development on **80 acres** of land at Chharodi, S.G. road with construction area of **10.85 million sq.ft.** out of which a residential project in the name of **Malabar county** of **0.7 million sq.ft.** will be launched on **January 2012.**
- **Smile city** – A township project will be developed on **534 acres** of land with a construction area of **23.36 million sq.ft.** at Godhavi, approx. 5 kms from S.P. Ring road on western Ahmedabad. It is planned to be launched in April 2012 .
- **0.3 million sq.ft.** of high end residential space at Satellite, a premium residential area of Ahmedabad is already launched and booking has been started.

# THANK YOU



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## GANESH CORPORATE HOUSE

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