



CHD
Developers
Limited

Respect. Resilience. Responsibility

Annual Report 2015-16



Contents

Corporate identity	03
Milestone	04
Financial Highlights	06
Chairman's message	12
Managing Director's message	15
Performance ambition	17
Our business model	18
Management Discussion analysis	20
Finance review	24
Managing risks at CHD	24
Directors' report	28
Corporate Governance report	44
Standalone Financial Statements	68
Consolidated Financial Statements	95

CORPORATE INFORMATION

BOARD OF DIRECTORS

Mr. Rajinder Kumar Mittal

Chairman cum Whole Time
Director (Executive)
DIN – 00015146
R/o Plot No. 10-11, Nelson Mandela
Road, C-3POC, Vasant Kunj, New
Delhi-110070

Mr. Gaurav Mittal

Managing Director (Executive)
DIN- 00052968
R/o Plot No. 11, Nelson Mandela
Road, Vasant Kunj, New
Delhi-110070

Mr. Pran Nath

Director (Independent – Non
Executive)
DIN-00015740
R/o C-II/2255, Vasant Kunj, New
Delhi-110070

Mr. M. S. Kapur

Director (Independent – Non
Executive)
DIN- 00703815
R/o KLASSE/1/401, Eldeco Utopia,
Expressway, Noida,-201304

Mrs. Shashi Prabha Passi

Director (Independent – Non
Executive)
DIN-07019095
R/o H. No. 386, Sector-14,
Vasundhara, Ghaziabad- 201012 U.P.

CHIEF FINANCIAL OFFICER

Mr. Sunil Kumar Jindal

COMPANY SECRETARY CUM COMPLIANCE OFFICER

Mr. Sachin Kumar

REGISTERED OFFICE

SF-16-17, 1st floor, Madame Bhikaji
Cama Bhawan, Bhikaji Cama Place,
New Delhi-110066
Ph. No: 011-40100100, Fax: 011-
40100190
Web: www.chddevelopers.
com, Email: investorservices@
chddevelopers.com
CIN L74899DL1990PLC041188

AUDITORS

M/s Mohan & Mohan

Chartered Accountants,
18A, IIInd Floor, North Avenue
Road, Punjabi Bagh (west), New
Delhi-110026

SUBSIDIARIES

DIRECT SUBSIDIARIES

Golden Infracon Private Limited
CHD Facility Management Private
Limited
CHD Infra Projects Private Limited
(formerly known as CHD Armaan
Realtech Private Limited)
Empire Realtech Private Limited
International Infratech Private
Limited
Delight Spirits Private Limited
CHD Blueberry Realtech Private
Limited
CHD Elite Realtech Private Limited

SUBSIDIARY OF CHD Infra Projects Private Limited


CHD Hospitality Private Limited

PRINCIPAL BANKERS/ FINANCIAL INSTITUTIONS

Axis Bank Ltd.
Bank of Baroda
DMI Finance Pvt. Ltd.
Reliance Home Finance Limited
Reliance Capital Limited
Kotak Mahindra Bank Ltd.
Kotak Mahindra Investment Ltd.
Capri Global Capital Ltd.
IndusInd Bank Limited

REGISTRAR & SHARE TRANSFER AGENTS

Skyline Financial Services Pvt. Ltd.
D-153A, 1st Floor, Okhla Industrial
Area, Phase-I, New Delhi-110 020,
Ph: 011-26812682



Despite the nation's real estate sector weakening in 2015-16, the message that we wish to send out to our shareholders is that CHD Developers Limited embarked on business-strengthening initiatives to build robust capabilities.

By promoting products among consumers.
By reporting a high collection efficiency.
By delivering projects in a timely manner.
By optimising the quantum of debt.
By moderating the cost of funds.
By enhancing liquidity.

We believe that these initiatives will lay the foundation of a stronger company.

Profitable across locations.

Sustainable across market cycles.



CHD Developers Limited.

Reinforcing its identity as one of North India's prominent real estate brands.

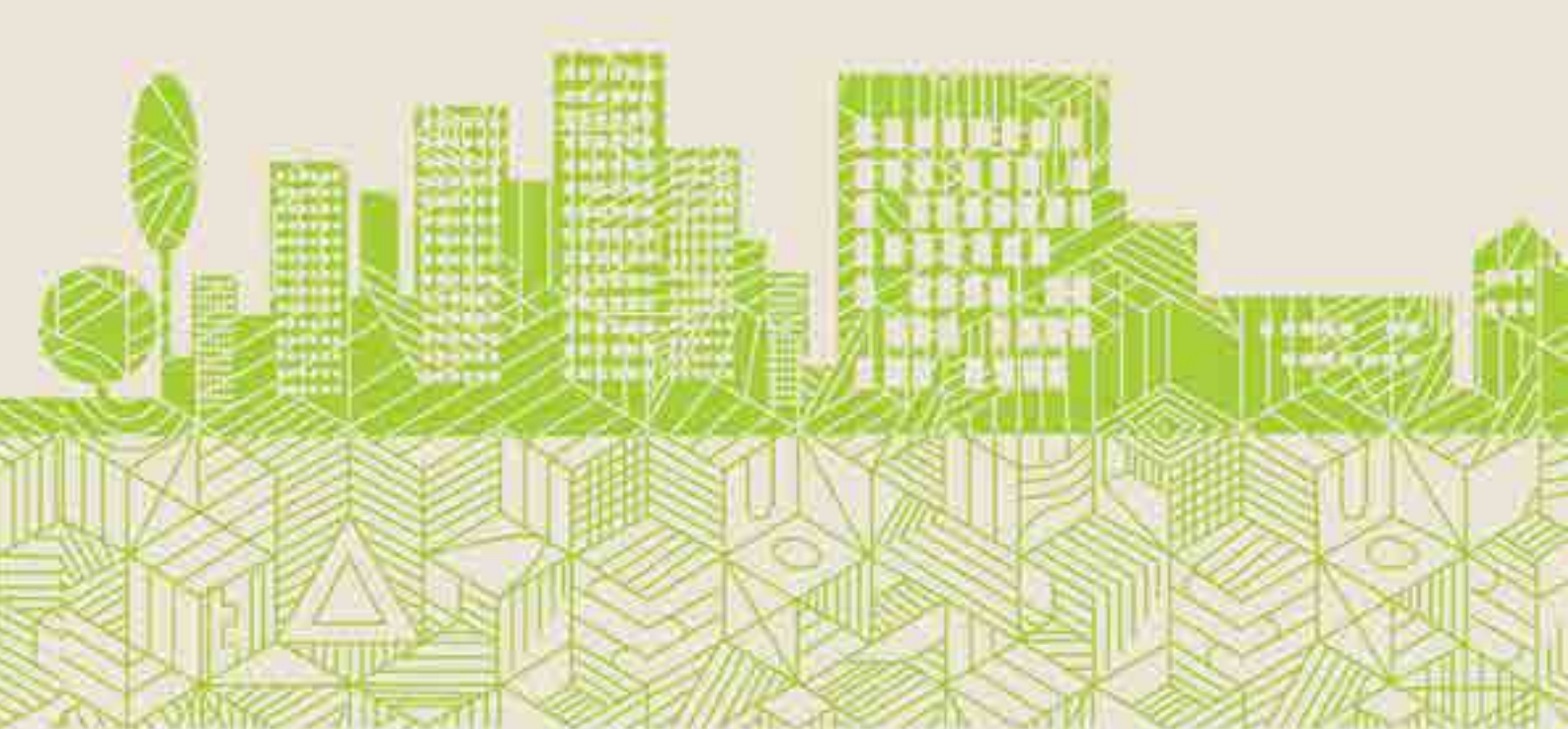
Through a distinctive focus on specific pillars.

Execution excellence.

Brand building.

Robust Balance Sheet.

Translating into business sustainability.





Corporate snapshot

CHD Developers Limited was incorporated in 1990 by Mr R. K. Mittal. The Company is headquartered in New Delhi and was started with a vision to help home buyers realise their dream homes. The Company is a leader when it comes to property and innovative development. In doing so, the Company has ushered paradigm changes in North India's real estate landscape.

Projects in Vrindavan, Haridwar, Gurgaon, Karnal and other areas of Delhi testify to CHD's commitment to provide world-class living spaces to its customers. The Company has an asset-light operating model and follows the concept of 'realty manufacturing', which does not involve the accumulation of a land bank.

The Company is listed on the BSE Limited with a market capitalization of ₹133.24 crore as on March 31, 2016.

Offerings

The Company's product portfolio comprises residential, commercial, recreational and retail properties. The Company derived approximately 90% of its revenues from the sale of residential apartments. The Company is certified with the ISO 9001-2008 accreditation.

Focus areas

CHD focuses on high growth regions like Gurgaon and Karnal.

Gurgaon

Four ongoing projects across a total saleable area of 3.21 million square feet (including collaborator's share).

Karnal

One integrated township project of which an area of 3.69 million square feet has been delivered and 1.82 million square feet, where development is ongoing.

As of March 31, 2016, unsold inventory from ongoing projects stood at a mere 30.91% of the total saleable area of the ongoing projects. There was no unsold inventory from completed projects on the Company's books.



Milestones

• Ventured into the real estate sector which was then dominated by unorganised entities. A DDA auction kick-started plot purchases, which were thereafter developed by the Company and marketed as commercial properties.

1990



• Extended into the residential segment via the launch of Gayatrilok (Haridwar) comprising 412 apartments across an area of 178,000 square feet.

2002



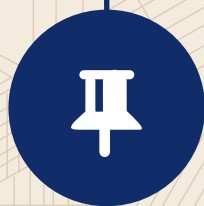
• Extended from standalone projects to a 250-acre integrated township in Karnal, the first-of-its-kind in Haryana.

2006



1995

• Listed on the Bombay Stock Exchange



2005

• Launched a residential group housing project Sri Krishnalok at Vrindavan, Mathura.



2010-11

• Launched Avenue 71, a multistoried residential offering, in Gurgaon. The project redefined the norms of premium group housing in the NCR.





Our growth story in numbers

(Consolidated basis)

Revenue

(₹ crore)



Profit after tax

(₹ crore)



EBITDA

(₹ crore)



Cash profit

(₹ crore)



Net profit margin (%)



EBITDA margin (%)



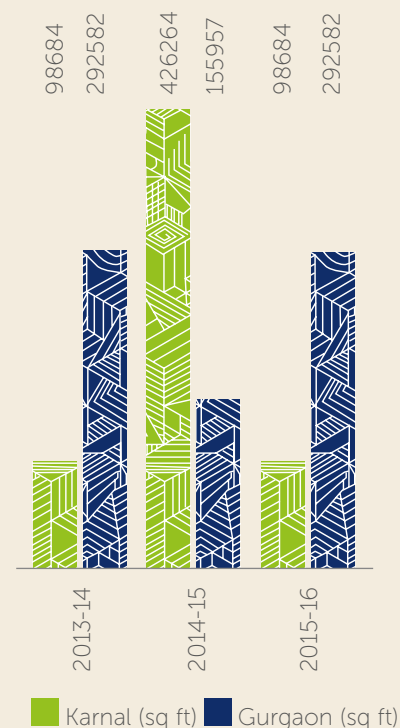
Earnings per share (₹)



Book value per share (₹)



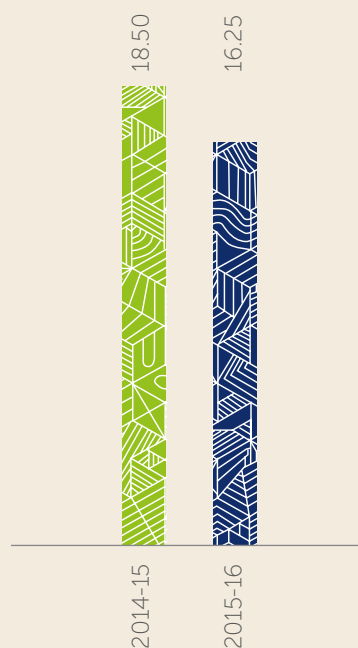
Location-wise property sold



Debt: equity ratio



Weighted average interest cost (%)



Marketing spend as a proportion of revenues (%)



