

# EXPANDING HORIZONS



Housing Development and Infrastructure Ltd.

The fortunes of virtually every sector of business and industry rests on infrastructure. Without roads and airports, offices and hotels, retail spaces and trade zones, the wheels of progress would grind to halt.

At HDIL we are proud that the things we do, have a cascading influence on the fortunes of every sector and, at a macro level, that of the economy and the country as a whole.

Our MIAL Slum Rehabilitation Project best exemplifies this. The biggest of its kind this country has ever witnessed... on the one hand literally clearing a path for a world-class city; on the other, with a deep social consciousness, ensuring that resultant displaced lives are elevated to a better lifestyle.

While, given its sheer scale and impact, the MIAL Slum Rehabilitation Project is our proudest effort, our expanding horizons have also become manifest through residential, commercial, hospitality, entertainment and SEZ projects right across the country. Radiating outward from Mumbai's suburbs and satellite towns to Pune, Bengaluru, Hyderabad, Kerala and Delhi.

As we look ahead and beyond, we will never lose sight of our most important responsibility to return the proverbial hundredfold to investors and stakeholders who have reposed their trust in us.

**HDIL. EXPANDING HORIZONS, MAXIMISING  
INVESTMENT POTENTIAL.**



# CORPORATE INFORMATION

## BOARD OF DIRECTORS

### **Rakesh Kumar Wadhawan**

Executive Chairman

### **Sarang Wadhawan**

Managing Director

### **Waryam Singh**

Director

### **Ashok Kumar Gupta**

Director

### **Satya Pal Talwar**

Independent Director

### **Lalit Mohan Mehta**

Independent Director

### **Shyam Sunder Dawra**

Independent Director

### **Surinder Kumar Soni**

Independent Director

### **Sunil Behari Mathur**

Independent Director

### **Ramesh Chander Kapoor**

Independent Director

### **Raj Kumar Aggarwal**

Independent Director

## BOARD COMMITTEES

### **AUDIT COMMITTEE**

Satya Pal Talwar  
Ashok Kumar Gupta  
Shyam Sunder Dawra  
Raj Kumar Aggarwal

### **REMUNERATION COMMITTEE**

Ashok Kumar Gupta  
Satya Pal Talwar  
Raj Kumar Aggarwal

### **INVESTOR GRIEVANCES & SHARE TRANSFER COMMITTEE**

Sarang Wadhawan  
Waryam Singh  
Lalit Mohan Mehta

### **FINANCE COMMITTEE**

Rakesh Kumar Wadhawan  
Sarang Wadhawan  
Waryam Singh  
Satya Pal Talwar

### **PROJECT COMMITTEE**

Satya Pal Talwar  
Sarang Wadhawan  
Waryam Singh

### **CHIEF FINANCIAL OFFICER**

K. P. Devassy

### **VICE PRESIDENT LEGAL & COMPANY SECRETARY**

Darshan D. Majmudar

### **AUDITORS**

M/s. Thar & Co.  
Chartered Accountants

## BANKERS/FINANCIAL INSTITUTIONS

Allahabad Bank  
Andhra Bank  
Axis Bank Limited  
Bank of Baroda  
Bank of India  
Central Bank of India  
Corporation Bank  
Dena Bank  
HDFC Bank Limited  
IDBI Bank Limited  
India Infrastructure Finance Company Limited  
Indian Bank  
Indian Overseas Bank  
Infrastructure Leasing & Financial  
Life Insurance Corporation of India  
Oriental Bank of Commerce  
Punjab & Maharashtra Co-op. Bank  
Punjab National Bank  
Punjab & Sind Bank  
State Bank of India  
Syndicate Bank  
The Jammu & Kashmir Bank Limited  
UCO Bank  
Union Bank of India  
United Bank of India  
Vijaya Bank  
Yes Bank Ltd.

### **REGISTERED OFFICE**

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Bandra (East), Mumbai - 400 051  
Tel.: 022 - 6788 8000  
Fax: 022 - 6788 8175  
website: [www.hdil.in](http://www.hdil.in)

### **REGISTRAR & SHARE TRANSFER AGENT**

Karvy Computershare Pvt. Ltd.  
Plot No. 17 to 24,  
Vittalrao Nagar, Madhapur,  
Hyderabad - 500 081  
Tel.: 040 - 2343 1551  
Fax: 040 - 2342 0814  
Website: [www.karvy.com](http://www.karvy.com)  
email: [einword.ris@karvy.com](mailto:einword.ris@karvy.com)



# CHAIRMAN'S MESSAGE



**As the global economy contorted its way through the past several fiscals, it is precisely the mechanisms and strategies that we put in place over the years that have helped HDIL survive global meltdowns and real estate turmoil to return robust numbers through these unsure times.**

## *Dear Shareholders,*

Nobody can predict the future with any level of accuracy. But what one can do is minimise the risks associated with it, by developing mechanisms to deal with potential future issues.

As the global economy contorted its way through the past several fiscals, it is precisely the mechanisms and strategies that we put in place over the years that have helped HDIL survive global meltdowns and real estate turmoil to return robust numbers through these unsure times.

In 2007, who could have foretold what was to come? All was well with the world, as the national GDP ticked away at a never-before pace. The real estate market was in the midst of an unprecedented boom as well. It was a good business to be in.

For us at HDIL, even better. We were only just named India's fastest growing real estate company. Mumbai, the epicentre of our plans, was jockeying to occupying its place amongst the world's most strategically important cities. Reassuringly, 90% of our land reserves lay within the Mumbai Metropolitan Region.

Then the world went into a spiral. The much documented economic crash of 2008 took its toll across the globe. Established businesses were struggling to survive. New entrants were wiped out. Everything looked bleak.

We not only survived, but when the turnaround happened, we were already back in the fast lane. Simply because we had already developed mechanisms and strategies to deal with imponderables. When off-take in the residential and commercial space dried up, we focused our efforts on slum rehabilitation. In a city like Mumbai, the unlocking of vital land for civic development is critical to its global aspirations.

Our cumulative slum rehabilitation program is unique in that it is the largest urban rehabilitation scheme of its kind in the country and amongst the largest in the entire world. When completed, over a million slum dwellers will have been relocated and, in fact, have access to a lifestyle hitherto unthinkable to them. Not only will they have a legal home to call their own, with larger living area, they would also be set into a milieu that promotes better living with roads, streetlights, hospitals, schools, community centres and other amenities.

In a single stroke we are not only contributing to a better city but also to social upliftment. Phase I of our program for MIAL Slum Rehabilitation, due for completion in 2012, involves clearing up vital airport land of slums. Mumbai can now push through its airport expansion plans with a clear conscience and zero impediment, even as some 30,000 lesser-privileged people experience a vastly improved lifestyle as they move into the new properties we have built for them. Having way for the balance 50,000 to 100,000 towards.

After the turmoil of 2008, late 2009 and 2010 signalled the turnaround. Especially in India, whose sheer scale helped it insulate itself far better than other struggling economies. The real estate market experienced an amazingly quick turnaround. Both retail and corporate off-take was brisk. Strategy to the fore again, as we turned focus once again to residential and commercial properties.

Around our happy hunting ground, Mumbai, interest in real estate was peaking again; so much that our projects in Goregaon, Andheri, Kurla, Nahur, Mulund, Virar and Palghar were clocking up sales at a frenetic pace – some even attaining 90-100% sales at early construction stages.

Mumbai, of course, is a barometer for the rest of the country. A precursor and trend setter, even in real estate; we decided the time had come to spread our wings and explore other hotbeds of real estate potential.

Not arbitrarily, but with deeply thought-out strategy. Mumbai's own satellite townships, Palghar and Virar, presented the perfect test case. Mumbai's sister city, Pune, was next. Then we headed southward. We identified Bengaluru as the market also in the throes of a real estate boom. Even as I write this, we are being proved accurate in our thinking again.

Going further afield, Hyderabad opens up a whole new world of opportunity. Another of India's IT cities, the potential for hospitality-related construction is immense. Through our associate company, HDIL Leisures, we are exploring a variety of hotels, service apartment complexes and mixed-use projects... even venturing into fine dining restaurants. Through the Kulraj Broadway multiplexes, HDIL Entertainment is fulfilling our aspirations to carve out a niche in entertainment as well.

The biggest news of the last year is the memorandum we have signed with the Government of Kerala for developing a mega SEZ, all of 10 million square feet of developed property spread over 70 acres. Located at Kalamassery in Kochi, this IT-centric zone will reinforce Kerala's thrust to make itself a global IT destination. From a more secular perspective, it will generate some 60,000 new jobs, while the construction itself will open up vast employment opportunities in the state. Total launches in the last year are 5.

We are very excited about our Kerala venture. It represents a landmark effort in terms of both scale and environmental consciousness. While the ₹ 2300 crore project will do wonders for our own bottom line, its green-building concept – where even sewage will be internally treated and 80% of the total area dedicated to greening – will become a paradigm for similar projects in the future.

To reassure investors and all stakeholders further, I am delighted to inform each one of you that, over the past year, we successfully completed QIPs that cumulatively raised \$ 250 million.

Let me assure each one of you that HDIL remains stronger than ever. Having weathered the most difficult of times through astute leadership, strategy and vision, we are confident that the measures we took when creating your company, will help us withstand every roadblock that destiny foists in our path.

HDIL isn't just about me or my board of directors. Nor the senior management or the workforce. It is about all of us plus everyone who has staked their time, energy and monies on the company. And yes, even pride. Because, whoever we are, whatever we do, the pride that comes from being associated with one of India's largest and most stable real estate development companies is immense and reassuring.

Rest assured, in good times or in bad, your company will remain stable as ever.

Yours sincerely,



**Rakesh Kumar Wadhawan**  
Executive Chairman

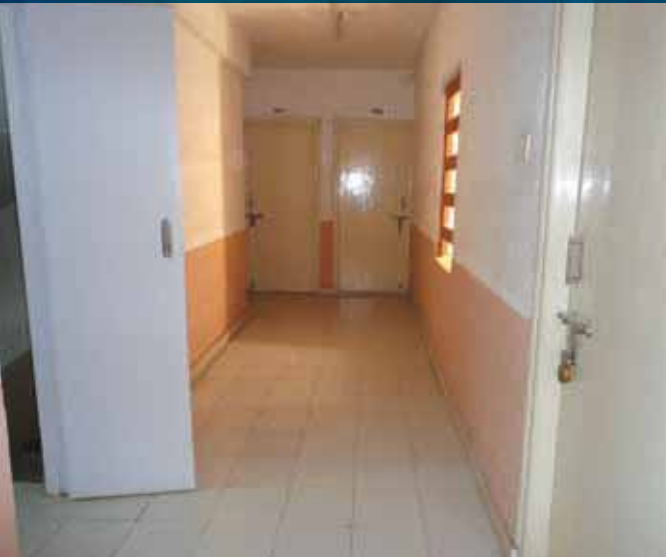
# EXPANDING MUMBAI'S HORIZONS

When one considers that some 60% of Mumbai's habitable land is overrun by slums, their rehabilitation is vital to the megapolis' aspiration of becoming an irrefutable global city. The biggest fallout of this effort is already being felt through the ambitious MIAL Slum Rehabilitation Project. The largest urban rehabilitation scheme in the entire country, when all its phases are complete, over one million slum dwellers will be given a fresh lease of life with over 85,000 hutments making way for a vastly improved cityscape.

Already by 2012, it is estimated that 30,000 occupants of the erstwhile slums on airport land, will be relocated in the properties we have newly constructed. It's a social outreach as well, as vast swathes of hitherto lesser privileged families will now have access to infrastructure that will infinitely improve their quality of life.



MIAL SLUM REHABILITATION PROJECT, KURLA



MIAL SLUM REHABILITATION PROJECT, KURLA

## MIAL Slum Rehabilitation Project at Premier Compound, Kurla

Sr. No.	Project	Type	Launched	Area (sq. ft.)
1	Rehabilitation Building	SRA	June, 2008	75,34,010
2	Premier Residency	Residential	March, 2009	12,58,151
3	Premier Exotica	Residential	June, 2010	6,18,652



# EXPANSION AT THE CORE

As the real estate sector turned around, we refocused on residential and commercial development. Rightly timed, a slew of our projects received a resounding response with sales picking up briskly even at early stages of construction – some of them achieving 90-100% sales in a very short time.

Having developed an unparalleled equity in Mumbai, the country's commercial capital remained the centre of our residential project plans. Surveys had shown that the crying need of a city starved of space, was affordable housing.

In a city whose topography and real estate values defines the movement of its working population in one direction in the morning and the reverse by evening, it made eminent sense to focus on affordable housing in the suburbs.

Our projects at Andheri, Goregaon, Kurla, Virar Nahur and Mulund were excellently received. Confirming our status as Mumbai's leading developer.



MAJESTIC TOWER, NAHUR



WHISPERING TOWERS, MULUND

Sr. No.	Project	Type	Launched	Area (sq. ft.)
1	Galaxy, Kurla	Residential	April, 2009	4,77,540
2	Harmony, Oshiwara	Residential	May, 2010	40,595
3	Harmony, Oshiwara	Retail	May, 2010	70,435
4	Metropolis, Andheri	Residential	March, 2009	7,30,265
5	Metropolis, Andheri	Commercial	August, 2009	14,94,775
6	Majestic Tower, Nahur	Residential	October, 2009	12,72,950
7	SRA, Nahur	SRA	October, 2010	9,66,760
8	Meadows, Goregaon*	Residential and Retail	May, 2010	9,00,114

\* Through its Subsidiary Company Guruashish Construction Private Limited

# STRETCHING MUMBAI'S HORIZONS

Having underlined our leadership status in Mumbai. It was time to look beyond. The satellite townships of Palghar and Virar presented us with the perfect canvas for expansion. Real estate realities had pushed Mumbai's workforce further north, making these suburbs outposts popular and affordable residential options.

The region also represented an improvement in lifestyle given that people could afford larger residences set amidst greener milieus.

But, with the region tending towards self sufficiency, commercial and industrial activity is also booming. It made eminent strategic sense to simultaneously develop industrial facilities.

Response to both, our residential and industrial parks, have been very encouraging.



RESIDENTIAL PARK, VIRAR



PARADISE CITY - PHASE I, PALGHAR



PARADISE CITY , PALGHAR

Sr. No.	Project	Type	Launched	Area (sq. ft.)
1	HDIL Industrial Park, Virar	Industrial	October, 2009	14,65,534
2	HDIL Residential Park, Virar	Residential	February, 2010	5,34,170
3	Paradise City, Palghar	Residential	December, 2010	35,02,099
4	Paradise City, Palghar	Retail	December, 2010	89,235



# NEW HORIZONS FOR EXPANSION

Having firmly established Mumbai Metropolitan Region as our territory, it was time to look beyond.

Mumbai's eternal twin city Pune was the strategic first choice. From there, we identified Bengaluru as the new hotspot of real estate potential. The other IT city of Hyderabad opened up newer horizons, while Delhi is the latest addition to our widening radar.

The South has particularly opened up endless possibilities, especially with HDIL's Cyber City, the ₹ 2300 crore SEZ coming up in Kochi, Kerala. A catalyst for the state's economic growth, it will generate a large number of jobs, even as its green-building concepts will lay down a benchmark for the future.



CYBER CITY, KOCHI



CYBER CITY, KOCHI



CYBER CITY, KOCHI

# EXPANDING LATERALLY AND VERTICALLY

Our foray into hospitality is manifested by our development activity in Hyderabad. Through our associate company, HDIL Leisures, we plan to own, develop and manage a variety of hotels, residential and mixed-use projects, as well as fine dining restaurants across the country. Elegance and construction values will equally be in evidence in our hotel property being developed in Versova, Andheri in suburbs Mumbai.

Entertainment is the other thrust of our two-pronged foray into construction verticals. Through our subsidiary, HDIL Entertainment, under the brand name “Kulraj Broadway”, we have already given Kolkata, Bhandup, Borivali and Vasai in Mumbai, the popular malls and multiplex experience.



METROPOLIS, VERSOVA



DREAMS MALL, BHANDUP



KULRAJ BROADWAY, KOLKATA