



ANNUAL REPORT 2011-12



Forward-looking statement

In this Annual Report, we have disclosed forward-looking information to enable investors to comprehend our prospects and take investment decisions. This report and other statements - written and oral - that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes' and words of similar substance in connection with any discussion of future performance.

We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in assumptions. The achievements of results are subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should keep this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.



Contents

Company Overview

- 2 Company Information
- 3 Business Update
- 8 Chairman's Message

Board and Management Reports

- 10 Management Discussion and Analysis
Report
- 14 Directors' Report
- 22 Corporate Governance Report

Financial Statements

- 35 Consolidated Financials
- 97 Standalone Financials
- 169 Statement pursuant to Section 212 (1) (e) of
the Companies Act, 1956

Company Information

<p>Board of Directors</p> <p>Mr. Sameer Gehlaut</p> <p>Mr. Saurabh Kumar Mittal</p> <p>Mr. Rajiv Rattan</p> <p>Mr. Narendra Gehlaut</p> <p>Brig. Labh Singh Sitara</p> <p>Mr. Shamsheer Singh Ahlawat</p> <p>Mr. Aishwarya Katoch</p> <p>Mr. Karan Singh</p> <p>Mr. Prem Prakash Mirdha</p>	<p>Registered Office</p> <p>F-60, Malhotra Building,</p> <p>2nd Floor, Connaught Place,</p> <p>New Delhi - 110 001, INDIA</p> <p>Website: http://realestate.indiabulls.com</p>
<p>Company Secretary</p> <p>Mr. Ravi Telkar</p>	<p>Corporate Offices</p> <ol style="list-style-type: none"> 1. Indiabulls House, Indiabulls Finance Centre, Tower 1, Senapati Bapat Marg, Elphinstone Road, Mumbai - 400 013 Maharashtra 2. Indiabulls House, 448-451, Udyog Vihar, Phase V, Gurgaon - 122 016, Haryana
<p>Bankers</p> <p>Axis Bank Limited</p> <p>HDFC Bank Limited</p> <p>ICICI Bank Limited</p> <p>Syndicate Bank</p> <p>Yes Bank Limited</p>	<p>Statutory Auditors</p> <p>Sharma Goel & Co.</p> <p>Chartered Accountants</p> <p>Registrar and Share Transfer Agent</p> <p>Karvy Computershare Private Limited</p> <p>Plot no. 17 to 24, Vittal Rao Nagar, Madhapur, Hyderabad - 500 081</p>

Business Update

Key Financial Highlights: FY 2011-12

	FY '12	FY '11*
Income from Operations (Rs. Cr)	1391.60	1437.89
PBT (Rs. Cr)	232.32	311.34
PAT (Rs. Cr)	168.19	182.06
Basic EPS (in Rs.)	3.73	3.75

*Last year figures are not comparable since Indiabulls Power Ltd. (IPL) used to be a subsidiary of IBREL, which was subsequently demerged with effect from 1st April 2011

- **Ratings:** Indiabulls Real Estate maintained **A + (Single A Plus) rating** for its long term debt (Term Loans and NCDs) and **PR1+ One Plus) rating** for its short-term facilities for tenure up to one year. (This is the **highest rating** that can be assigned for short-term debt.)

Key Operational Highlights

- Sales in Q4 FY '12 is Rs. 666.04 Cr. for area of 0.62 msft. Total sales for the year FY '12 is Rs. 1,982.04 Crores for an area of 3.54 msft.
- New Leased in Q4 FY '12 is 62,299 sft and total new leased area in FY '12 is 0.60 msft. Total leased area stands at 2.21 msft as on 31st March 2012.
- Total Area Under Development (AUD) in Q4 FY '12 increased by 3.77 msft. Total AUD in FY '12 increased by 10.63 msft aggregating total AUD to 71.55 msft as on 31st March 2012.
- Area Under Construction (AUC) increased from 17.04 msft in FY '11 to 17.17 msft in FY '12 (net of handovers) across 103 towers across India.
- In Q4 FY '12 total Land acquired is 334.40 acres. Total land acquired in FY '12 is 420.47 Acres in Mumbai Metropolitan Region (MMR) and National Capital Region (NCR).
- The present land bank of Indiabulls is 836.03 acres in high demand centres of Mumbai Metropolitan Region (MMR), National Capital Region (NCR) and Chennai.

Diversified Portfolio

Super Premium

- 5.5 msft in Area under Development
- Expected Average Sales Price of Rs. 25,000/sft

Premium

- 38.64 msft in Area under Development
- Expected Average Sales Price of Rs. 5,000/sft

MID Income

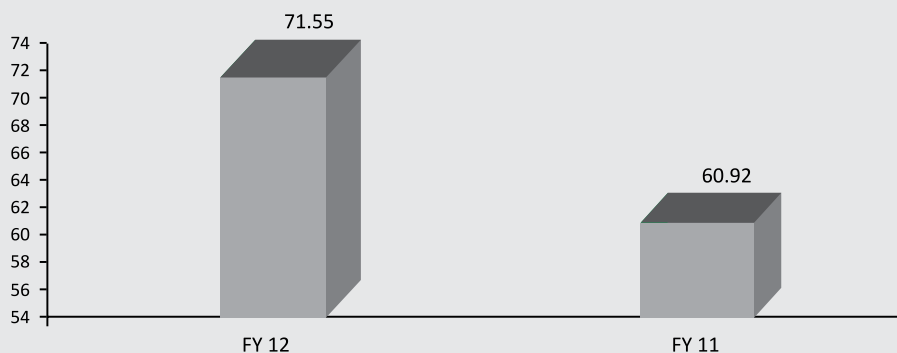
- 27.40 msft in Area under Development
- Expected Average Sales Price of Rs. 2,500/sft

The Area Under Development (AUD) as on 31st March 2012 is 71.55 msft as against 60.92 msft on 31st March 2011

The expected average sales price as detailed above are based on today's market and may vary upto 15% on either side depending on overall market conditions and the sentiment in real estate sector.

Area Under Development

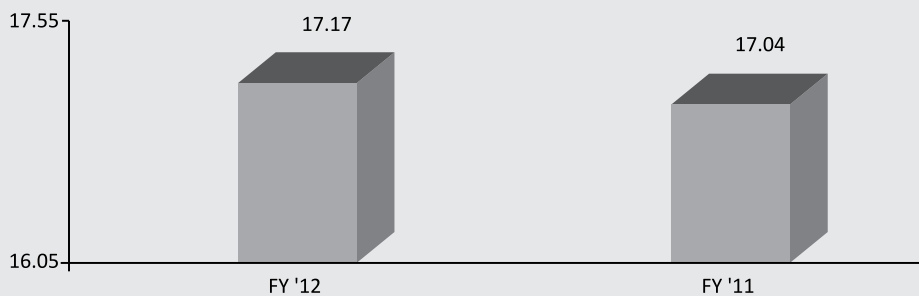
Area Under Development in million sft.



- Area Under Development (AUD): **Increased by 17.45%** from 60.92 msft in FY '11 to 71.55 msft in FY '12.

Area Under Construction

Area Under Construction* in million sft.



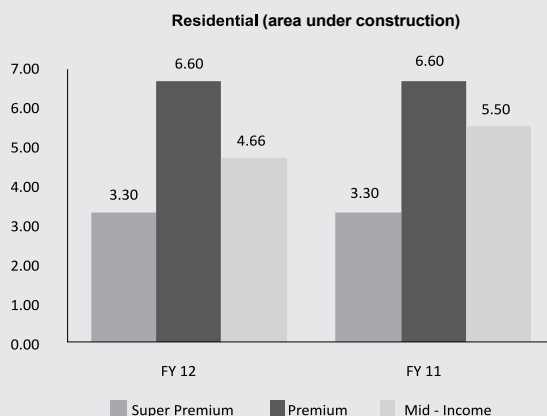
**net of handover*

- Area Under Construction (AUC): Increased from 17.04 msft in FY '11 to 17.17 msft in FY '12. This figure of AUC is net of handovers in FY '12.

Area Under Construction Summary

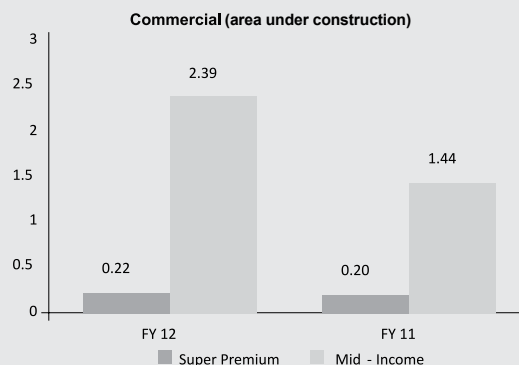
Residential (area under construction)

Residential	FY 12	FY 11
Region	Area (msft)	Area (msft)
Super Premium	3.3	3.3
Premium	6.6	6.6
Mid - Income	4.66	5.5
Total	14.56	15.4



Commercial (area under construction)

Commercial	FY 12	FY 11
Region	Area (msft)	Area (msft)
Super Premium	0.22	0.20
Mid-Income	2.39	1.44
Total	2.61	1.64



Grand Total	17.17	17.04
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Land Bank - Future Development

Area(In Acres)	Residential	Commercial	Total
Opening Balance (As on 1 st Apr '11)	534.90	46.00	580.90
Additions in the Year FY '12	420.47	0.00	420.47
Less: Moved to AUD	162.52	2.82	165.34
Closing Balance	792.85	43.18	836.03

*** 2,588 Acres of Nashik SEZ not included in the above**

- Strategic land acquisition over the years have helped IBREL to aggregate a land bank of 836.03 acres across India.
- Total land acquired in FY '12 is 420.47 Acres in Mumbai Metropolitan Region (MMR), Chennai and National Capital Region (NCR)
- **All land mentioned in the table is fully paid for and in our possession.**

Land Bank - Region Wise

REGION WISE LAND BANK SUMMARY		
REGION	LAND BANK (Acres)	PERCENTAGE
National Capital Region(NCR)	386	46%
Mumbai Metropolitan Region (MMR)	272	33%
Chennai	178	21%
Total	836	100%

New Launches - Pipeline for FY '13

1. **BLU, Worli, Mumbai** - 7-Star luxury residential complex spread over 10 acres in South Mumbai with breathtaking sea views
2. **IB City, Sonapat, Haryana** - 150 Acres of integrated township with plotted development, commercial and group housing
3. **IB Golf City, Savroli, MMR** - Premium residential township with 18-hole golf course spread over 350 acres of greens
4. **IB Enigma II, Sec 104, Gurgaon** - Super premium residential complex with villa's and high rise towers spread over 34 acres
5. **IB Imperial, Sec 106, Gurgaon** - 54 Acres of Integrated township with high end residential apartments, villa's, luxury retail and commercial
6. **IB Commercial Centre, Sec 109, Gurgaon** - Over 5 acres of commercial development on the Dwarka Expressway
7. **IB Greens, Chennai** - Premium residential township with high rise towers near the IT corridor spread over 32 acres
8. **IB Mint, Sec 104, Gurgaon** - Iconic Commercial tower on the Dwarka Expressway
9. **IB Greens, Indore** - 15 Acres of Integrated township with high end residential apartments, retail and commercial in the heart of the city
10. **IB Mega Mall, Agra & Kanpur** - Destination mall/multiplex in the heart of the city

Chairman's message

Dear Shareholders,

The year 2011-12 was not the best of the years for Indian Real Estate. While long-term factors are likely to work in favour of the real estate developers, the outlook for the short term remains subdued. The lukewarm sales and rising costs have had an impact on the profitability of real estate majors. Also, banks turned cautious towards issuing fresh loans to real estate companies. Prices of steel, cement and labor, which together make for almost 75% of overall construction cost, have risen by over 30% since 2009. Monetary tightening by RBI together with delayed clearances and policy uncertainty further compounded the challenges before the sector.

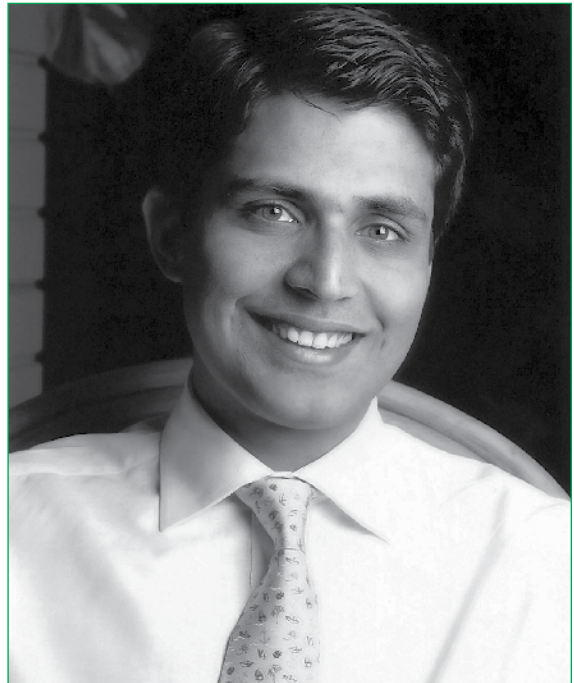
Notwithstanding the current wave of indifference surrounding the sector, your Company has emerged resilient by balancing caution with diligence, evaluating all the potential opportunities with pragmatism. While there is no telling as to when the tide will turn, there is some hope on the macroeconomic front, and your Company is ideally positioned to take a giant leap in the years to come.

Slowdown impacted performance...

In the backdrop of the ongoing European debt crises and spillover effect of slowdown of Indian economy, strong brand of Indiabulls has helped us achieve total sales for the year FY 2012 at Rs. 1,982.04 Crores for an area of 3.54 msft. These sales figures would of course appear much muted when compared with last year's sales of Rs. 4,837 Crores for an area of 5.94 msft. But these lower sales and revenue figures have to be seen in the context of overall slowdown in the sector compounded by inordinate delays in approvals for new launches. The total income from operations for the FY 2012 stood at Rs. 1,391.60 Crores and the Profit after tax (PAT) stood at Rs. 168.19 Crores.

.....but remain focused on expansion and execution

Undeterred by the current slowdown, your Company has been steadily expanding its footprint in its chosen geographies, particularly in the Tier 1 locations. Total new leased area in FY 2012 stands at 0.60 msft as against 0.91 msft in FY '11. The total cumulative leased area stood at 2.21 msft with some of the marquee clients including big corporate houses like Starbucks, Yes Bank, Deloitte,



GE Shipping, Franklin Templeton etc. among others. Presently, your Company is developing both residential and commercial projects, mainly concentrating in the metros and the tier I cities. The projects range from mid-income housing projects to high-end to ultra luxury residential projects. Both the residential and the commercial projects are located in the areas of high growth with regard to infrastructure, connectivity and have high future potential. These projects are located in the Metros i.e. Panvel (Mumbai Metropolitan Region), Chennai, Gurgaon (NCR), and other prime Tier I cities like Ahmedabad, Madurai and Indore etc. The total Area under Development (AUD) increased by 10.63 msft in FY 2012 aggregating the total AUD to 71.55 msft in FY 2012. Total AUD had increased by 18.32 msft in FY '11.

Land Bank: key to future profitability

Land reserves indicate the future development and expansion potential of the Company. The Company intends to acquire land in the areas which are of strategic importance and high demand centers. Total land acquired in FY '12 is 420.47 acres (mainly in Mumbai Metropolitan Region and National Capital Region). Total land bank of