



**Despite a decline in topline, CHD sustained its profitability**  
**EBITDA margin growth of 171 bps & PAT margin growth of 132 bps**

**Total debt stands at Rs. 1,321.8 million, a decrease of 14.9%;**

**Financial Cost declined by 38.5% on a y-o-y basis**

**Ongoing Deleveraging Strategy Resulted in Substantial Decline in Financial Cost**

#### Consolidated Performance Highlights: 12M FY2016 vs. 12M FY2015

- Revenue from Operations of Rs. 1,820.2 mn
- EBITDA of Rs. 274.8 mn at 15.1% margin; EBITDA margin up 171 bps
- Financial Cost of Rs. 106.3 mn, a significant decline of 38.5%
- PBT of Rs. 144.3 mn, an increase of 5.1%
- PAT of Rs. 89.7 mn, remains flat; PAT margin up 132 bps

**New Delhi, May 30, 2016:** CHD Developers Ltd. (“CHD” or the “Company”), one of North India's most recognized real estate brand focused primarily on mid-income residential housing, announces its audited fourth quarter and twelve monthly financial results for FY2016.

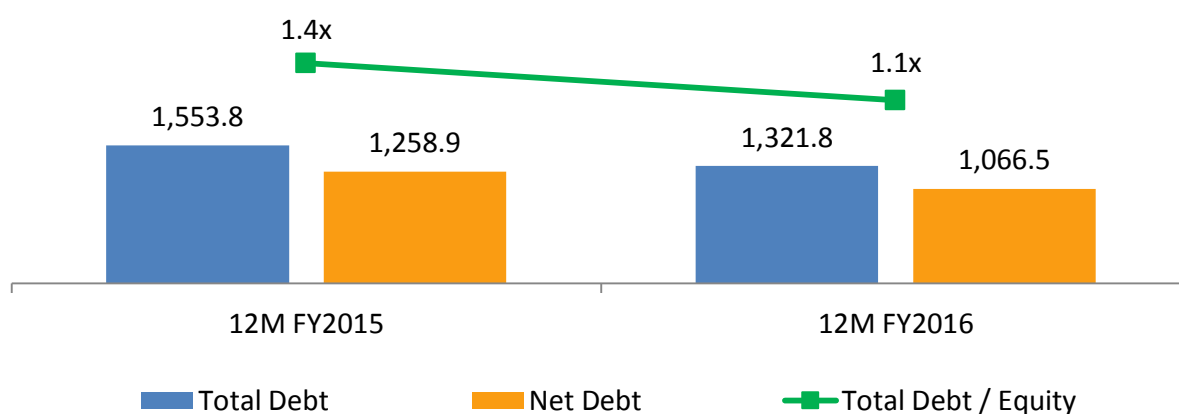
#### 12M FY2016 Results (Consolidated)

Particulars (Rs. million)	12M FY2016	12M FY2015	y-o-y Change
Revenue from Operations	1,820.2	2,497.0	(27.1)%
EBITDA	274.8	334.3	(17.8)%
<i>% EBITDA Margin</i>	15.1%	13.4%	171 bps
<i>Financial Cost</i>	106.3	172.7	(38.5)%
Profit Before Tax (PBT)	144.3	137.3	5.1%
Profit After Tax (PAT)	89.7	89.9	(0.3)%
<i>% PAT Margin</i>	4.9%	3.6%	132 bps
Basic EPS (Rs.)	0.79	0.79	

## 12M FY2016 Results (Standalone)

Particulars (Rs. million)	12M FY2016	12M FY2015	y-o-y Change
Revenue from Operations	1,693.2	2,332.1	(27.4)%
Profit Before Tax (PBT)	136.2	120.7	12.8%
Profit After Tax (PAT)	88.5	78.8	12.3%
% PAT Margin	5.2%	3.4%	185 bps

## Consolidated Debt Profile (Rs. mn)



## FY2016 Management Discussion

On a consolidated basis, CHD registered Revenue from Operations of Rs. 1,820.2 mn during FY2016, a decline of 27.1% on a y-o-y basis. This was primarily on account of subdued demand environment across the real estate sector. Though the Company managed to achieve a high conversion rate, the overall inquiries have declined.

Despite a decline in Revenue from Operations, 12M FY2016 EBITDA margin witnessed an expansion of 171 bps on a y-o-y basis. This margin expansion was led by reduction in the cost of construction as part of the Company's cost optimization efforts. Additionally, PAT margin increased by 132 bps y-o-y basis, mainly on account of reduction in debt and reduction of the financial cost by 38.5% on a y-o-y basis.

Operationally, the new sales for the Company remained moderate due to the current market conditions being subdued, however collections from already booked area has been robust.

With the cost of capital for home loan takers further coming down in past one quarter; along with the enactment of the Real Estate Regulation Act (RERA), the market sentiment has improved and CHD believes the market shall soon be able to recover from the current slowdown.

Commenting on the performance, Mr. Gaurav Mittal, MD, CHD Developers Ltd., said:

*“While a sustained pressure on the product prices continued, our operations during full year FY2016 were resilient across most of our ongoing projects and the Company has been able to sustain the profitability at the same level as last year. CHD has been keen upon adoption of cost effective new technologies for the purpose of construction and managed to reduce the cost of construction for FY2016. Further, there being no perceptible improvement in the market demand, we have sought to focus on our strategic objective of generating free cash flows and deleveraging our balance sheet.*

*CHD has a long standing reputation of project execution and timely delivery. This is rightly reflected by the close to zero level of unsold inventory in our completed projects. CHD will continue to focus on high growth micro-markets of NCR as well as entering into joint ventures for new projects in order to conserve capital deployment in land aggregation.”*

### About the Company:

CHD Developers Ltd ('CHDL') was incorporated in 1990 and is listed on Bombay Stock Exchange (BSE: 526917). The Company is based out of New Delhi (India) and was started with a vision to help home buyers realize their dream perfect homes. A leader in innovation and quality development, CHD Developers Ltd has ushered paradigm changes in the North India's Real Estate landscape. CHD projects in Vrindavan, Haridwar, Gurgaon, Karnal and other areas of Delhi NCR are living testimony to their commitment in providing world-class living standards to customers. The Company has a very Asset Light operating model and follows the concept of "Realty Manufacturing", without accumulating any land bank.

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For CHD DEVELOPERS LIMITED  
  
Director

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