

MANAGEMENT DISCUSSION AND ANALYSIS REPORT

ECONOMY AND INDUSTRY REVIEW

India continued to enjoy robust growth in first half of FY19 with GDP growing by 7.6% in H1FY19, indicating a revival in investment and exports. However, second half saw a significant decline in GDP growth to 6.6% in Q3 and 5.8% in Q4 - the slowest GDP growth rate in five years. As a result, GDP growth for the full fiscal year 2019 declined to 6.8% and India lost its fastest growing economy tag. The World Bank expects India’s GDP growth to accelerate moderately in FY20.

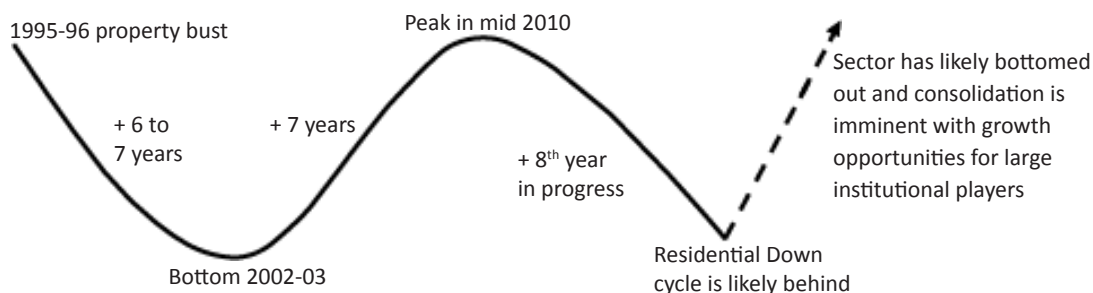
Over the last quarter of FY19, the Foreign institutional investors [FIIs] were on the sidelines in a wait and watch mode ahead of the crucial general election, and amid reports of slowdown in global economy and waning risk appetite due to the US-China trade war. The incumbent BJP’s landslide victory in the general elections put to rest fears of political uncertainty and is likely to improve business sentiment and the outlook for private investment in the country.

Economic growth is expected to pick up, supported by recovery in investments and consumption amid a more expansionary stance of monetary policy and some expected impetus from fiscal policy. Real Estate sector is a key engine of economic growth owing to its high multiplier effect and a host of beneficial forward and backward linkages to the economy. It is the second largest employment generator; contributing 6% to India’s GDP and this contribution is expected to increase to 11% by 2020. Housing sector is undergoing a structural growth on the back of strong socio-economic and demographic factors like population growth, a young population, rising urbanisation, increasing number of dual income families, nuclearisation of families etc.

Commercial office space absorption, a lead indicator of housing demand remained robust in FY19. Office space vacancy now stands at multiyear low levels. A multi-fold increase is expected in net office space absorption, and expected to cross 100 million square feet by end of 2020 in the top eight cities of India. It continued to attract institutional investors and more than USD 1.5 bn worth of capital was deployed in the Sector in H1 2019.

The implementation of Real Estate Regulation and Development Act, 2016, [RERA] has increased transparency in the sector leading to a boost in buyer confidence. RERA is already notified by 22 states and 6 union territories, which account for 99% of the country’s population and bank credit. RERA along with the recent liquidity crisis has brought consolidation in the real estate space. Weaker players are exiting the industry & large organised developers are gaining market share. This consolidation is positive for the sector as buyers have clear visibility of delivery, boosting customer confidence.

OUTLOOK :



IBREL is rightly positioned to ride the next wave of growth in the sector

Source: JP Morgan, India Property Sector Outlook Report dated 14 April 2019



Mr. Narendra Gehlaut
Vice Chairman

MANAGEMENT DISCUSSION AND ANALYSIS REPORT (Contd.)

a) Commercial: Economic Growth is fuelling the demand

- India office market is now well above mid-cycle levels, with rents increasing across markets and absorption gaining pace towards end of FY19.
- Mumbai, NCR is expected to witness uptick in rentals over the next few years owing to increased demand for Grade A space.

b) Residential: Green shoots emerging

- Listed Mumbai/NCR developers have been registering improvements in pre-sales over the last few quarters during FY19.
- Advent of RERA and GST has made the industry more favourable for large established players to success going forward.

c) Positive Regulatory Framework now set up and live

- RERA: Speedy settlement of disputes. Boost foreign/domestic investment due to improved transparency.
- GST: Rationalized GST rates on Residential real estate from 12% to 5%/1%. Single, unified market with tax transparency and predictability, promoting ease of doing business and improving supply chain efficiency.
- Mumbai DP 2034: Elaborate development plan which will be the blueprint for the city's land use over the next 16 years.

d) Accelerated Focus on Infra Development

Government has accelerated development of Key infrastructure in Mumbai & MMR -

- Mumbai Metro – various phases
- Navi Mumbai International Airport
- Mumbai Trans Harbour Link

e) REIT Listing - Embassy-Blackstone Office Parks REIT listing has propelled REIT as a commercial realty investment product, giving developers additional monetization options.

f) Affordability

- Affordability levels in residential real estate at a six-year high.
- Home mortgage rates are still at multi-year low.
- Developers have reduced unit configurations to smaller sizes.

g) Demand

- Customer preference has moved to completed properties.
- Developers having good track record of on-time deliveries, are able to perform with under construction and ready product sales.

h) Housing For All

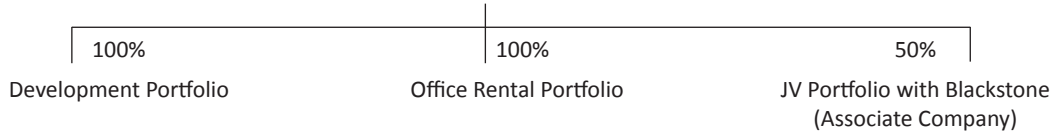
- Increased investment outlays
- Boost foreign/domestic investment due to improve transparency

COMPANY'S BUSINESS OVERVIEW

Indiabulls Real Estate is one of the largest real estate companies in India, with a well-diversified presence in both commercial and residential real estate development and has projects across the price spectrum, from mid-income, premium to the super luxury space. Geographically, the Company's strategic focus is in key markets of Mumbai Metropolitan Region (MMR), and National Capital Region (NCR).

MANAGEMENT DISCUSSION AND ANALYSIS REPORT (Contd.)

Indiabulls Real Estate Limited



| Development | Area (Mn. sq. ft.) | Sales Value (₹ Cr) | Rental | Area (Mn. sq. ft.) | Annuity Revenue (₹ Cr) | Rental | Area (Min. sq. ft.) | Annuity Revenue (₹ Cr) |
|-----------------------|--------------------|---------------------|---------------------------------|--------------------|------------------------|---------------------------------|---------------------------|---------------------------|
| Completed | 1.6 | 724 | Under Construction [#] | 2.4 | 460 | Completed & owned | 3.6 | 714 |
| Under Construction | 21.8 | 16,919 | | | | Under Construction [#] | 1.4 | 291 |
| Planned | 14.6 | 8,916 | | | | Development | Area (Mn. sq. ft.) | Sales Value (₹ Cr) |
| Land Bank | | Area (Acres) | | | | Under construction | 1.6 | 3,561 |
| Mumbai, NCR & Chennai | | 1,929 | | | | | | |
| Nashik SEZ | | 1,424 | | | | | | |

[#] Annualized Annuity Revenue by FY22 on basis of 98% occupancy. Our completed properties have 98% occupancy as on date.

Development Portfolio

- 17 Ongoing, Completed & Planned projects with total saleable area of 44.59 million sqft.
- Projects execution to generate a Net Surplus of ₹ 12,907 cr. It excludes the London asset divestment, which is to be completed in FY20.

| Project | Location | Net Surplus (₹ Cr) |
|--|----------|--------------------|
| Ongoing Projects | | |
| Blu Estate & Club, Worli | MMR | 3,136 |
| Indiabulls Greens, Panvel | MMR | 869 |
| Indiabulls Golf City, Savroli | MMR | 1,229 |
| One Indiabulls, Thane | MMR | 1,017 |
| Enigma, Gurgaon | NCR | 240 |
| One Indiabulls, Gurgaon | NCR | 1,050 |
| Indiabulls One 09 | Gurgaon | 261 |
| Indiabulls City, Sonapat | NCR | 99 |
| Indiabulls Seirra, Vizag | Vizag | 29 |
| Sub Total - Ongoing Projects | | 7,930 |
| Completed Projects | | |
| Centrum Park, Gurgaon | NCR | 140 |
| Mega Mall, Jodhpur | Jodhpur | 236 |
| One Indiabulls Park, Vadodara | Vadodara | 75 |
| Sub Total - Completed Projects | | 451 |
| Planned Projects | | |
| Indiabulls Imperial, Gurgaon (Sec 106) | NCR | 1,930 |
| Manesar | NCR | 1,903 |
| Arivali, Panvel | MMR | 292 |
| Silverlake Villas, Alibaug | MMR | 69 |
| Centrum, Indore | Indore | 332 |
| Sub Total - Planned Projects | | 4,526 |
| Grand Total | | 12,907 |

Net Surplus = Pending Collections from Area Sold + Value of Unsold Inventory – Pending Construction Cost

MANAGEMENT DISCUSSION AND ANALYSIS REPORT (Contd.)

Office Rental Portfolio:

- Strong tenant relationships with 200+ marquee tenants consisting of top-tier corporates from diverse sectors like financial services, consulting, legal, education, pharma, telecom, media, etc.
- On-going development projects of 2.44 million sqft to substantially grow the Annuity Revenue.

| Property | Leasable Area (Mn. sqft) | Annualised Annuity Revenue in FY 21-22(₹ Cr)** |
|--|--------------------------|--|
| Commercial Development at Blu- Worli, Mumbai | 0.82 | 282 |
| Indiabulls Mint, Gurgaon | 0.31 | 34 |
| Sector 106, Gurgaon | 1.31 | 144 |
| Total | 2.44 | 460 |

**Annualized Annuity Revenue on the basis of 98% occupancy. Our completed properties have 98% occupancy as on date

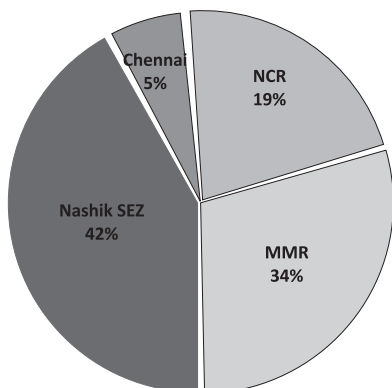
JV Portfolio with Blackstone:

- Your Company has further expanded its JV platform with Blackstone Group L.P, globally renowned real estate private equity investor, by adding 2 new assets namely Indiabulls Tech Park, Gurgaon and Indiabulls IT Park, Gurgaon to the portfolio.
- One of the largest commercial portfolios aggregating to 5.01 million sqft.

| Property | Leasable Area (Mn. sqft) | Annualised Annuity Revenue in FY 21-22 (₹ Cr)* |
|--|--------------------------|--|
| One Indiabulls Centre, Mumbai | 1.67 | 365 |
| Indiabulls Finance Centre | 1.67 | 325 |
| Indiabulls Finance Centre, New Tower Development | 0.89 | 209 |
| Indiabulls Tech Park, Gurgaon | 0.24 | 24 |
| Indiabulls IT Park, Gurgaon | 0.54 | 82 |
| Grand Total | 5.01 | 1,005 |

* Annualized Annuity Revenue on the basis of 98% occupancy. Our completed properties have 98% occupancy as on date

Land Bank – The Company has fully paid land bank of 1,929 acres in key cities across India, of which more than 95% of the Land Bank is in high value super-metro cities – Mumbai (MMR), National Capital Region (NCR) and Chennai, and which is sufficient for proposed development over the next 5-7 years. In addition to the said land bank, the Company also possesses 1,424 acres of SEZ land in Nashik, Maharashtra.



MANAGEMENT DISCUSSION AND ANALYSIS REPORT (Contd.)

Infrastructure Improvements - All upcoming projects of your Company benefit from neighboring infrastructure developments:

- Worli Commercial Towers – Abutting the proposed Acharya Atre Station (Colaba-Seepz Metro corridor)
- Indiabulls Finance Centre, New Tower – Abutting the Western & Central Railway Stations
- Gurgaon Projects – located on NH8 and Dwarka Expressway (awarded National Highway Status & tender issued for construction of pending flyovers & underpasses)
- One Indiabulls Thane – close to proposed Metro Station (Wadala-Kasavadavali corridor) and major arterial roads (Eastern Expressway & Ghodbunder Road)
- Panvel – close to Navi Mumbai International Airport & to South Mumbai via proposed Mumbai Trans Harbour Link

PROJECT APPROVALS:

| Projects | Fire NOC | Building Plan | Environment Clearance | Airport NOC |
|------------------------------------|---|---------------|-----------------------|-------------|
| Owned Office Portfolio | | | | |
| Blu Commercial, Mumbai | ✓ | ☆ | ☆ | ☆ |
| Indiabulls Mint, Gurgaon (Sec 104) | ✓ | ✓ | ✓ | ✓ |
| Commercial, Gurgaon Sec 106 | ———— Land Development License in Place ———— | | | |
| Development Portfolio | | | | |
| Blu Estate & Club, Mumbai | ✓ | ☆ | ☆ | ☆ |
| Indiabulls Greens, Panvel | ✓ | ☆ | ✓ | ✓ |
| Indiabulls Golf City, Savroli | ✓ | ✓ | ✓ | NA |
| One Indiabulls, Thane | ✓ | ✓ | ✓ | NA |
| Enigma, Gurgaon | ✓ | ✓ | ✓ | ✓ |
| One Indiabulls, Gurgaon | ☆ | ✓ | ✓ | ✓ |
| Indiabulls One 09, Gurgaon | ✓ | ✓ | ✓ | ✓ |
| One Indiabulls, Vadodara | ✓ | ✓ | ✓ | ✓ |
| Indiabulls Seirra, Vizag | ✓ | ✓ | ✓ | ✓ |

✓ Approval Received

☆ Revised Approval Awaited

COMPETITIVE STRENGTHS:

Ratings

The Company has, during FY 2018-19, maintained its long term credit rating of AA-, amongst the highest rated listed companies in the Indian real estate industry peer group. The Company has also retained A1+ rating for its short-term debt, which is the highest rating that can be assigned for short-term debt. The ratings are the manifestation of the Company's strong fundamentals, low gearing and execution track record and mirror its long term growth prospects.

KEY DEVELOPMENTS

Delivery of Key Projects: Delivered 9.7 mn sqft with Occupation Certificate for multiple towers/projects – Blu Estate & Club (Mumbai), Indiabulls Greens (Panvel), Indiabulls Golf City (Savroli), Centrum Park (Gurgaon), Enigma (Gurgaon), and Mega Mall (Jodhpur).

Zero Net Debt in FY20

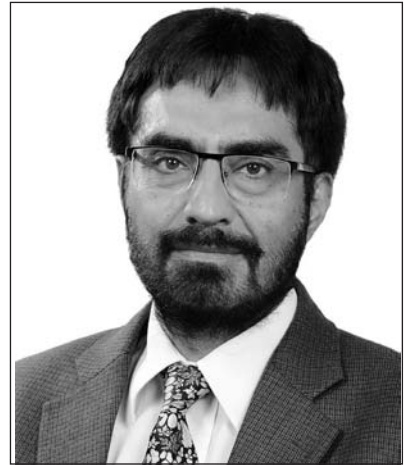
- Your Company has embarked on a clear and simple path to achieve Zero Net Debt in the current financial year through the following steps –
 - o Unlock the value of 'Commercial and Leasing' business – Strategic divestment of these assets with Third Party Investors/internationally renowned Private Equity players. The expected Equity Value would be ~ ₹ 4,400 Cr - ₹ 4,800 Cr.

MANAGEMENT DISCUSSION AND ANALYSIS REPORT (Contd.)

- o Divest Hanover Square property, London – In light of continuing Brexit related issues and uncertainty around it, the London property market remains sluggish, and the London asset divestment would release an Enterprise Value of £ 200 million.
- The above steps will generate over ₹ 6,000 Cr, thereby reducing the Net Debt of Indiabulls Real Estate to Zero in the current financial year, and leaving surplus cash for further growth of the Company.

Growth Strategy

- Company will focus on its core markets - Mumbai Metropolitan Region & National Capital Region for sustainable growth, and strengthening of its on-going businesses.
- Regular sales from the under construction office properties to Investors, and deploy funds to acquire land parcels/unfinished projects for development.
- Company will focus on asset light model through JV development with land owners/other developers without incurring significant upfront land acquisition cost.
- Unexploited Land Bank - 1,929 acres of fully paid land spread across Mumbai, NCR, Chennai, and additional 1,424 acres of Nashik SEZ. The land bank has the growth potential for Development & Rental portfolio and worth atleast ₹ 5,000 Cr on replacement value basis.
- Current Development Portfolio - Execution of ongoing & planned projects to generate a Net Surplus of ₹ 12,907 Cr. This excludes all the projects and assets that will be sold in the current financial year (as mentioned above).



Mr. Gurbans Singh
Joint Managing Director

Strong brand recognition

The Company is a part of the Indiabulls Group, one of the country's leading business houses with business interests in several businesses, from financial services to real estate development. The Company believes that the brand recognition and trust allows the Company to attract customers and also command a premium in the marketplace. As a testimony to its brand promise, the Company and its projects have been awarded following awards:

1. Residential Property of the year – Real Estate Awards – Indiabulls Sky (Indiabulls Real Estate) – (15th Feb 2018 | ET Now - Rise with India)
2. Commercial Property of the year – Real Estate Awards - Indiabulls Finance Centre & One Indiabulls Centre (Indiabulls Real Estate) – (15th Feb 2018 | ET Now - Rise with India)
3. Luxury Project of the year – Real Estate Awards - BLU Estate & Club, Worli (Indiabulls Real Estate) – (15th Feb 2018 | ET Now - Rise with India)
4. Developer of the year (Luxury) – Real Estate Awards - Indiabulls Real Estate – (15th Feb 2018 | ET Now - Rise with India)
5. Asia's most promising brand - World consulting and Research Corporation, 2017 (Indiabulls Real Estate)
6. Developer of the Year (Residential) – National Awards for Marketing Excellence (Excellence in Real Estate & Infrastructure), 2017 (Indiabulls Real Estate)
7. Developer of the Year (Luxury) – National Awards for Marketing Excellence (Excellence in Real Estate & Infrastructure), 2017 (Indiabulls Real Estate)
8. Luxury Project of the Year – National Awards for Marketing Excellence (Excellence in Real Estate & Infrastructure), 2017 (Blu Estate & Club)

MANAGEMENT DISCUSSION AND ANALYSIS REPORT (Contd.)

9. Luxury Project of the Year – West – 9th Annual Estate Awards, 2017 (BLU Estate & Club)
10. Residential Property of the Year – The Golden Globe Tigers, 2016 (BLU Estate & Club)
11. Most Admired Upcoming Project of the Year – The Golden Globe Tigers, 2016 (Golf City)
12. India's Most Trusted Real Estate Company – India's Most Trusted Brand, 2016 (Indiabulls Real Estate)
13. Best Commercial Property – CNBC Awards (Indiabulls Real Estate)
14. Developer of the Year – Excellence in Real Estate & Infrastructure (Indiabulls Real Estate)
15. Nominated – NDTV Property Awards (Indiabulls Finance Centre)
16. Residential Property of the Year – ABP News Real Estate Awards (BLU Estate & Club)
17. Gold Rating – Leadership in Energy and Environmental Design (One Indiabulls Centre & Indiabulls Finance Centre)
18. Developer of the Year (Luxury) – ABP News Real Estate Awards
19. Best Golf Development – Asia Pacific Property Award (Golf City, Savroli)
20. Best Ultra Luxury Residential Development, Mumbai – ALREN Luxury Real Estate Awards, 2016 (BLU Estate & Club)
21. Luxury Residential Developer, Western Region, Mumbai – ALREN Luxury Real Estate Awards, 2016
22. Best Ultra Luxury Residential Development, Mumbai – ALREN Luxury Real Estate Awards 2016 (Sky Forest)
23. Most Admired Upcoming Project of the Year – Excellence in Real Estate & Infrastructure (Indiabulls Park)
24. DNA Real Estate & Infrastructure Awards, 2016 at Mumbai – Residential Property of the Year (Sky)
25. DNA Real Estate & Infrastructure Awards, 2016 at Mumbai – Luxury Property of the Year (BLU Estate & Club)
26. DNA Real Estate & Infrastructure Awards, 2016 at Mumbai – Residential Project of the Year (Golf City)

Delivery - The Company has a track record of fastest and largest delivery in value terms, and enjoys high confidence of the investors and customers in view of its execution and quality delivery. The Company has so far delivered over 24.2 million sq. ft. of residential and commercial space:

- (a) One Indiabulls Centre, Mumbai
- (b) Indiabulls Finance Centre, Mumbai
- (c) Indiabulls Sky, Mumbai
- (d) Blu Estate & Club, Mumbai
- (e) Mint, Thane
- (f) Indiabulls Greens, Panvel
- (g) Centrum Park, Gurgaon
- (h) Indiabulls Centrum, Madurai
- (i) Vatika, Ahmedabad
- (j) Mega Mall, Vadodara
- (k) Indiabulls Greens, Chennai
- (l) Indiabulls Golf City, Savroli
- (m) Enigma, Gurgaon
- (n) One Indiabulls Park, Vadodara
- (o) Mega Mall, Jodhpur

MANAGEMENT DISCUSSION AND ANALYSIS REPORT (Contd.)

Sustainable Development - We believe in sustainable and environment-friendly developments practices, and have implemented the following across our commercial developments

1. Solar energy systems
2. Rain water harvesting and percolation pits
3. Eco friendly landscaping
4. Water saving fixtures
5. Improved indoor air quality for human safety and comfort
6. Efficient façade designs that reduces glass reflection, thereby maximizing daylight and reducing energy consumption
7. Efficient water usage through STP recycling and zero discharge
8. Organic waste treatment
9. Energy efficient buildings using latest ecofriendly techniques and equipment

By achieving all of the above we have received the following Green Building certifications

1. One Indiabulls Center – LEED India for Core and Shell GOLD by Indian Green Building Council
2. Indiabulls Finance Center – LEED India for Core and Shell GOLD by Indian Green Building Council
3. One Indiabulls Park, Chennai – LEED India for Core and Shell GOLD by US Green Building Council

Strategically Located Portfolio - The Company has more than 95% of its portfolio in Indian strategic locations i.e. Mumbai (MMR) & Delhi (NCR). The Company's commercial developments are located in areas that are attractive to corporate and multinational clients. The locations of the Projects provide a strong basis for the success of its core property-development business and a platform from which it can further expand its related business such as project management and investment advisory services. Company possesses these lands with no outstanding amounts of due to be paid. The strategic location and clear title of these land parcels puts us in a position to be ready to take advantage of any changes in the market conditions, regulatory environment and the overall demand.

Superior in-house capabilities - The Company has put together an experienced team that has strong capabilities in various aspects of project execution, as well as in-depth knowledge of the localities in which the Company is developing projects. Our highly professional business approach and a very adept technical and design team handpicked from across the world, ensures most efficient and top quality development. The Company has the personnel and technology enabled internal systems to successfully manage large construction projects with timely and quality execution and delivery and several years of on-ground industry experience. International safety equipment like edge protection system, etc. is used and paramount importance is given to safety in all phases of construction.

Quality construction - Highest quality construction is the key driver for achieving the long term results. The Company employs the most advanced construction equipment, cutting-edge technologies like advanced jump form technology, advanced vertical transportation system, wind tunnel engineering and also finest quality raw materials.

High Quality Portfolio - We built on our networks and deep rooted relationships with 200+ existing tenants and channel partners to lease out these new premises which significantly reduce re-leasing risk and existing clients have been consistently increasing their leased areas. The commercial developments have a healthy mix of front-office tenants and corporate back-office Tenants. Partnerships with global private equity investor have further augmented our ability to leverage the global tenant relationships.

Our residential portfolio is best-in-class with State-of-Art facilities.

MANAGEMENT DISCUSSION AND ANALYSIS REPORT (Contd.)

OPPORTUNITIES AND RISKS

The Company believes that there are lots of opportunities in the Real Estate Sector in the face of the increased demand for Grade A office spaces & high quality residential developments. We have leveraged the opportunity by acquiring strategic brownfield projects in select micro markets. The superior locations & speed-to-market, serve as a great advantage in the current environment. Following are the key drivers:

Commercial Real Estate – Demand for Grade A office spaces

- Strong economic growth
- Continued growth in BFSI, IT/ITES and other key sectors
- Expanding presence by MNCs in India
- Infrastructure Development

Residential Real Estate

- Home Loans at attractive interest rates
- Tax incentives
- Rapid Urbanization
- Rise in number of nuclear families
- Rising disposable incomes
- Repatriation by NRI s / HNIs
- Infrastructure Development

Risks

In the course of its business the Company is exposed to stiff competition from other established developers in the market. In addition, it is exposed to certain market related risks, such as increase in interest rates and foreign currency rates, customer risks, changes in the government policies and unanticipated delays in project approvals. However, with the competitive advantages, as aforementioned, the Company is well posed to mitigate all such risks.

HUMAN RESOURCES

Your Company's multi-business context poses unique challenges to the Human Resource function. The Company's businesses are managed by a team of competent and passionate leaders, capable of enhancing your Company's standing in the competitive market. The Company's employees have a defining role in significantly accelerating its growth and transformation, thereby enhancing its position as one of the largest corporate houses. The Company has a structured recruitment process. The focus is on recruiting people who have the right mindset for working at Indiabulls, supported by structured training programs and internal growth opportunities.

The Company's focus is on unlocking the people potential and further developing their functional, operational and behavioral competencies. Employee Stock Option Schemes for its employees ensures the employee participation in the growth and progress of the Company. The belief "great people create great organization" has been at the core of the Company's approach to its people.

INTERNAL CONTROLS AND THEIR ADEQUACY

The Company has a proper and adequate system of internal controls commensurate with the size of the Company and the nature of its business to ensure that all the assets are safeguarded and protected against loss from unauthorized use or disposition and those transactions are authorized, recorded and reported correctly and adequately.



Mr. Vishal Damani
Joint Managing Director

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The Company's internal controls are supplemented by internal audits, review by management and documented policies, guidelines and procedures. The system has been designed to ensure that financial and other records are reliable for preparing financial information and for maintaining accountability of assets. All financial and audit control systems are also reviewed by the Audit Committee of the Board of Directors of the Company.

SIGNIFICANT CHANGES IN KEY FINANCIAL RATIOS

In accordance with the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, the Company is required to give details of significant changes (change of 25% or more as compared to the immediately previous financial year) in key sector specific financial ratios.

The Company has identified the following ratios, basis its standalone financials, as key financial ratios:

| Particulars | 2019 | 2018 |
|-------------------------------|------|------|
| Ratios - Balance Sheet | | |
| Current ratio | 2.10 | 1.80 |
| Debt Equity Ratio | 0.61 | 0.46 |

The debt equity ratio has increased, as the equity capital base of the Company has gone down due to buy back of 26,000,000 equity shares for INR 44,421 lakhs, and borrowing of the Company has gone up to fund the various projects being undertaken by its subsidiaries.

| Particulars | 2019 | 2018 |
|---------------------------------------|------|--------|
| Ratios – Financial performance | | |
| Interest Coverage Ratio | 1.46 | 0.95 |
| Net Profit Margin | 0.19 | (0.05) |
| Return on net worth | 0.02 | (0.00) |
| Employee Cost / Total Revenue | 0.01 | 0.01 |
| EBIT / Total Revenue | 0.86 | 0.89 |
| Depreciation / Average Gross Block | 0.04 | 0.04 |
| Basic EPS | 2.32 | (0.42) |
| Diluted EPS | 2.32 | (0.42) |

Net profit of the Company is INR 10,601.19 lakhs as compared to net loss of INR 1,975.34 lakhs in last year mainly due to profit on realization of certain investments. Due to this, ratios like net profit margin, return on net worth, interest coverage ratio and EPS have positively moved as compared to last year.

INDIABULLS FOUNDATION

Indiabulls Foundation, a CSR arm of Indiabulls Group, undertakes a wide gamut of activities in the areas of Health and Sanitation, Women's Empowerment, Education, Skill Development and Sustainable Livelihoods, Rural Development and Disaster Relief. The Foundation connects philanthropic opportunities with demonstrated needs and mobilises resources to create programmes that have tangible outcomes and enable the marginalised sections of society to improve their lives.

Health and Sanitation

Our community centric project, Jan Swasthya Kalyan Vahika [mobile medical vans] provided free primary health care services to over 10,98,282 under-privileged patients through 38 medically - equipped vans. Since the inception of the programme,

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the fleet has catered to more than 27,29,300 patients in Mumbai, Thane, Raigad and Palghar districts of Maharashtra. The foundation also operates 15 state-of-the-art, free of cost medical clinics across the country, which cater to the primary and preventive healthcare needs of the marginalised sections of the society. During the year, the clinics treated more than 2,41,434 patients, and also sponsored cleft and palate surgeries of 2,000 underprivileged children across Andhra Pradesh, Telangana, Odisha, Karnataka and Kerala.

The Indiabulls Foundation is also focused on combating malnutrition, specifically among children, pregnant and lactating women. During the year, Paushtik Aahar, a nutrition supplement, was successfully distributed to over 5,40,000 individuals.

One of our flagship initiatives, Kumud addresses the health and sanitation requirements of women and adolescent girls from rural areas by providing them with a year's stock of sanitary products. Over 145,220 women including 75,000 women in the year under consideration have already benefitted from the programme.

Rural Development

Shortage of potable water is a perennial problem for many of our rural citizens. During the year, Indiabulls Foundation continued its 'Water Wheel' initiative and distributed 1,840 water wheels to underprivileged tribals residing in Raigad, Palghar and Thane districts of Maharashtra, thereby benefitting more than 10,000 villagers. Indiabulls Foundation also implemented a pilot project by constructing 5 roof-top rain water harvesting storage tanks in the Mokhada taluka of Palghar district. Each of these tanks has a capacity of storing 10,000 litres of water and is expected to provide a perennial supply of water for almost 3,990 people.

Skill Development

The Indiabulls Foundation is committed to building an inclusive India by skilling the underprivileged and creating sustainable livelihood opportunities for them. In the current financial year, Indiabulls Foundation not only skilled 542 women and men between the ages of 18-30 in multiple domains but also helped them in securing jobs. Till date, 1,417 people have benefitted from our skilling initiatives.

Disaster Relief

As you are aware, during the year, Kerala suffered from one of the worst floods in a century displacing over a million people. The Indiabulls Foundation distributed relief material to over 30,000 affected people in Kerala.

Education

The Indiabulls Foundation Scholarship Program encourages children from economically challenged backgrounds to pursue higher education. 257 students were awarded scholarships in this financial year taking the total tally to 1,133 students since inception.

Cautionary Statement

Statements in this report on Management Discussions and Analysis describing the Company's objectives, estimates and expectations may be forward looking statements based on certain assumptions and expectations of future events. Actual results might differ substantially or materially from those expressed or implied. The Company here means the consolidated entity consisting of all its subsidiaries. Similarly Company's land bank and Company's project means the consolidated land bank and project of the Company as consolidated entity along with all its subsidiaries.

The Company assumes no responsibility nor is under any obligation to publicly amend, modify or revise any forward looking statements on the basis of any subsequent developments, information or events.