EARNINGS REVIEW Housing Development & Infrastructure



Buy

In line with expectations; TDR pricing robust

What surprised us

HDIL reported in-line 2QFY11 PAT of Rs2.1 bn and sales of Rs3.7 bn. EBITDA margin of 64%, increased by 436 bp qoq on account of better TDR pricing and reduced contribution from lower-margin land development in the Vasai-Virar region. HDIL also reported a land sale of Rs6.5 bn in October 2010 in Goregaon with a likely PAT margin of 60%, which we now incorporate into our FY11E PAT. **Highlights of results and conf call:** 1) Mgmt guided for TDR pricing to stabilize at Rs3,200/sq. ft. We now assume Rs3,000/sq. ft for FY11E-12E vs. Rs2,700 for FY11E and Rs2,835 for FY12E earlier. 2) Good response to recently launched projects in Mumbai. 3) Investments of Rs2 bn into land. 4) Increase in customer advances by Rs2.2 bn to Rs9.8 bn at end-2QFY11.

What to do with the stock

We incorporate higher prices into our estimates, while lowering our TDR volume estimates to 5 mn sq. ft from 6 mn sq. ft. in FY11E and FY12E. Our FY11E EPS estimates are revised by 38% to Rs29.96 (after incorporating the land sale mentioned above), while FY12E/FY13E EPS estimates are revised by -1%. Ongoing/Forthcoming residential projects indicate a cumulative sales value of Rs150 bn and cash flow potential of Rs102 bn against present EV of Rs115 bn. We retain HDIL on the Conviction Buy List with a 12-month target price of Rs371. Our TP which is set at a 25% discount to our FY2012E NAV of Rs494 is unchanged, as we had already included the land parcel sold in our NAV. The stock looks attractively valued trading at FY2012E P/B of 1.0X vs. sector avg. of 1.6X. Key risks include execution delays inherent in slum rehabilitation projects, sharp correction in prices and fall in Mumbai residential property demand.

HDIL 2QFY11 – Net income up 44% yoy on high margin land sale (Rs mn)

	2QFY11	2QFY10	у-о-у	1QFY11	q-o-q
Net Sales	3,726.5	3,537.0	5%	4,509.2	-17%
EBITDA	2,372.2	1,797.0	32%	2,673.8	-11%
Net income	2,137.8	1,485.9	44%	2,343.3	-9%

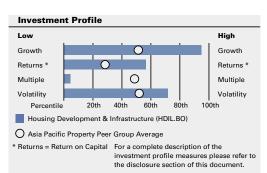
Source: Company data, Goldman Sachs Research.

INVESTMENT LIST MEMBERSHIP Asia Pacific Buy List Asia Pacific Conviction Buy List Coverage View: Attractive

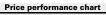
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Key data				Current	
Price (Rs)			254.30		
12 month price target (Rs		371.00			
Market cap (Rs mn / US\$	mn)		103,904.4	/ 2,345.2	
Foreign ownership (%)					
	3/10	3/11E	3/12E	3/13E	
EPS (Rs) New	17.68	29.96	30.66	38.07	
EPS revision (%)	0.0	37.9	(1.3)	(0.5)	
EPS growth (%)	(37.6)	69.4	2.3	24.2	
EPS (dil) (Rs) New	17.28	29.96	30.66	38.07	
P/E (X)	14.4	8.5	8.3	6.7	
P/B (X)	1.3	1.1	1.0	0.9	
EV/EBITDA (X)	16.3	7.5	6.8	4.5	
Dividend yield (%)	0.0	0.8	3.9	5.9	
ROE (%)	10.1	14.2	12.7	14.5	





Share price performance (%)	3 month	6 month	12 month				
Absolute	(7.2)	3.0	(32.1)				
Rel. to India BSE30 Sensex	(18.6)	(14.2)	(44.5)				
Source: Company data, Goldman Sachs Research estimates, FactSet. Price as of 11/11/2010 close.							

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Housing Development & Infrastructure: Summary Financials

Profit model (Rs mn)	3/10	3/11E	3/12E	3/13E	Balance sheet (Rs mn)	3/10	3/11E	3/12E	3/13E
Total revenue	15,021.2	25,825.2	34,944.0	50,694.6	Cash & equivalents	7,853.8	28,791.0	23,099.4	34,752.0
Cost of goods sold	(6,908.9)	(9,347.2)	(15,702.5)	(24,936.9)	Accounts receivable	2,029.9	3,489.9	4,722.1	6,850.6
SG&A	(943.7)	(1,196.7)	(1,979.6)	(2,346.2)	Inventory	87,566.5	108,806.3	128,234.6	136,109.2
R&D					Other current assets	15,677.2	15,677.2	15,677.2	15,677.2
Other operating profit/(expense)	0.0	0.0	0.0	0.0	Total current assets	113,127.4	156,764.4	171,733.3	193,389.1
EBITDA	7,891.8	15,423.0	17,439.5	23,824.3	Net PP&E	2,033.4	7,965.5	11,619.6	16,088.9
Depreciation & amortization EBIT	(723.1)	(141.7)	(177.6)	(412.8)	Net intangibles	2,604.1	2,604.1	2,604.1	2,604.1
	7,168.7 59.6	15,281.3 89.5	17,261.9 107.4	23,411.5 128.8	Total investments	2,504.9 0.0	2,504.9 0.0	2,504.9 0.0	2,504.9 0.0
Interest income Interest expense	(461.8)	(600.0)	(600.0)	(600.0)	Other long-term assets Total assets	120,269.8	169.838.9	188,462.0	214,587.0
Income/(loss) from uncons. subs.	(401.0)	(000.0)	0.0	(000.0)	10141 433613	120,203.0	105,050.5	100,402.0	214,307.0
Others	285.5	314.0	345.4	379.9	Accounts payable	3,081.0	5,297.0	4,786.8	6,250.0
Pretax profits	7,051.9	15.084.8	17,114.7	23,320.3	Short-term loans	0.0	0.0	4,700.0 0.0	0.0
Income tax	(1,329.7)	(2,844.3)	(3,594.1)	(6,529.7)	Other current liabilities	5,679.8	22,796.8	42,330.7	57,167.3
Minorities	56.3	(0.1)	(0.1)	(0.1)	Total current liabilities	8,760.8	28,093.8	47,117.6	63,417.4
		(0)	(,	(,	Long-term debt	41,017.2	40,000.0	30,000.0	30,000.0
Net income pre-preferred dividends	5,778.5	12,240.4	13,520.5	16,790.5	Other long-term liabilities	63.1	63.1	63.1	63.1
Preferred dividends	0.0	0.0	0.0	0.0	Total long-term liabilities	41,080.3	40,063.1	30,063.1	30,063.1
Net income (pre-exceptionals)	5,778.5	12,240.4	13,520.5	16,790.5	Total liabilities	49,841.1	68,156.9	77,180.7	93,480.5
Post-tax exceptionals	10.4	0.0	0.0	0.0					
Net income	5,788.9	12,240.4	13,520.5	16,790.5	Preferred shares	0.0	0.0	0.0	0.0
					Total common equity	70,428.7	101,681.7	111,281.0	121,106.1
EPS (basic, pre-except) (Rs)	17.65	29.96	30.66	38.07	Minority interest	0.0	0.2	0.3	0.4
EPS (basic, post-except) (Rs)	17.68	29.96	30.66	38.07	Total liabilities & equity	120,269.8	169,838.9	188,462.0	214,587.0
EPS (diluted, post-except) (Rs)	17.28	29.96	30.66	38.07	BVPS (Rs)	196.27	230.57	252.34	274.61
DPS (Rs)	0.00	2.16	10.00	15.00	RNAV (Rs mn)			217,945.9	
Dividend payout ratio (%)	0.0	7.2	32.6	39.4	RNAVPS (Rs)			494.20	
Free cash flow yield (%)	(13.6)	2.4	7.0	16.3					
Growth & margins (%)	3/10	3/11E	3/12E	3/13E	Ratios	3/10	3/11E	3/12E	3/13E
Sales growth	(13.1)	71.9	35.3	45.1	ROE (%)	10.1	14.2	12.7	14.5
EBITDA growth	(3.5)	95.4	13.1	36.6	ROA (%)	5.4	8.4	7.5	8.3
EBIT growth	(12.0)	113.2	13.0	35.6	ROACE (%)	6.4	11.7	12.0	14.6
Net income growth	(25.9)	111.4	10.5	24.2	Inventory days	4,139.1	3,834.1	2,755.0	1,934.6
EPS growth	(37.6)	69.4	2.3	24.2	Receivables days	44.9	39.0	42.9	41.7
Gross margin	54.0	63.8	55.1	50.8	Payable days	168.4	163.6	117.2	80.8
EBITDA margin	52.5	59.7	49.9	47.0	Net debt/equity (%)	47.1	11.0	6.2	(3.9)
EBIT margin	47.7	59.2	49.4	46.2	Interest cover - EBIT (X)	17.8	29.9	35.0	49.7
Cash flow statement (Rs mn)	3/10	3/11E	3/12E	3/13E	Valuation	3/10	3/11E	3/12E	3/13E
Net income pre-preferred dividends	5,778.5	12,240.4	13,520.5	16,790.5	P/E basic (X)	14.4	3/TE 8.5	3/ 12E 8.3	<u>5/13E</u> 6.7
D&A add-back	723.1	141.7	13,520.5	412.8	P/B (X)	1.3	1.1	1.0	0.9
Minorities interests add-back	(56.3)	0.1	0.1	0.1	EV/EBITDA (X)	16.3	7.5	6.8	4.5
Net (inc)/dec working capital	(16,152.3)	(20,483.7)	(21,170.8)	(8,539.9)	Dividend yield (%)	0.0	0.8	3.9	4.5 5.9
Other operating cash flow	519.4	17,117.0	19,533.9	14,836.6		0.0	0.0	0.0	0.0
Cash flow from operations	(9,177.1)	9.015.5	12.061.4	23,500.2					
	(-,,	-,	,		Underlying valuation	3/10	3/11E	3/12E	3/13E
Capital expenditures	(3,424.2)	(6,073.8)	(3,831.8)	(4,882.1)	Underlying profit (Rs mn)				
Acquisitions	0.0	0.0	0.0	0.0	Underlying EPS (Rs)				
Divestitures	6.1	0.0	0.0	0.0					
Others	73.1	0.0	0.0	0.0	Underlying ROE (%)	NM	NM	NM	NM
Cash flow from investments	(3,345.0)	(6,073.8)	(3,831.8)	(4,882.1)	Underlying ROA (%)	NM	NM	NM	NM
					Underlying ROACE (%)	NM	NM	NM	NM
Dividends paid (common & pref)	0.0	(722.3)	(3,921.2)	(6,965.4)	Underlying P/E (X)				
Inc/(dec) in debt	3,484.0	(1,017.2)	(10,000.0)	0.0	Underlying dividend payout (%)	NM	NM	NM	NM
Common stock issuance (repurchase)	16,884.0	19,735.0	0.0	0.0	Underlying EPS growth (%)				
Other financing cash flows	(710.3)	0.0	0.0	0.0					
Cash flow from financing	19,657.7	17,995.5	(13,921.2)	(6,965.4)					
Total cash flow	7,135.5	20,937.2	(5,691.6)	11,652.7	Note: Last actual year may include reported				
					Source: Company data, Goldman Sachs Res	search estimates.			

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Exhibit 1: HDIL 2QFY11 results summary

Stand-alone financials (Rs mn)

	2QFY11	2QFY10	у-о-у	1QFY11	q-o-q	FY2010
Net Sales	3,726.5	3,537.0	5%	4,509.2	-17%	14,919.9
(Increase)/decrease in inventory	5,058.5	3,742.8	35%	6,974.2	-27%	15,919.7
Construction cost	(4,893.2)	(4,330.9)	13%	(7,473.8)	-35%	(19,147.7)
Transfer to Investment/Fixed Assets	31.1	-		99.8	-69%	690.7
Project interest	(1,298.9)	(927.3)	40%	(1,188.5)	9%	(4,366.5)
Employee cost	(98.2)	(56.0)	75%	(103.6)	-5%	(260.3)
Other expenditure	(153.6)	(168.6)	-9%	(143.5)	7%	(638.9)
EBITDA	2,372.2	1,797.0	32%	2,673.8	-11%	7,116.9
Other income	338.8	273.5	24%	342.2	-1%	1,075.9
Depreciation / Amortisation	(16.0)	(9.4)	70%	(19.2)	-17%	(51.0)
Interest expense	(211.9)	(185.0)	15%	(214.5)	-1%	(789.0)
Pre-tax Profit	2,483.1	1,876.1	32%	2,782.3	-11%	7,352.8
Tax expense	(345.3)	(390.2)	-12%	(439.0)	-21%	(1,386.3)
Net income	2,137.8	1,485.9	44%	2,343.3	-9 %	5,966.5
Key ratios			hna		hno	
EBITDA Margin	64%	51%	bps 1,285	59%	bps 436	48%
0		42%	· · · · · ·	59% 52%		40% 40%
Net Margin Effective Tax rate	57%		1,536		540 (197)	
Ellective Tax rate	14%	21%	(689)	16%	(187)	19%

Source: Company data, Goldman Sachs Research .

Exhibit 2: HDIL has high revenue visibility accruing from residential projects

Details of ongoing/forthcoming projects

Residential Launche	s							
Project	Location	Sale price	Volumes		Sold	Sales value	Cash flow	Total Sales Value
		(Rs/sq. ft)	(mn sq. ft)	(%)	(mn sq. ft)	(Rs mn)	(Rs mn)	(Rs mn)
Launched								
Premier	Kurla (W)	6,000	1.00	98%	0.98	5,880	4,116	6,000
Metropolis	Andheri (W)	8,500	0.65	95%	0.62	5,249	3,674	5,525
Galaxy	Kurla (E)	5,000	0.48	90%	0.43	2,138	1,496	2,375
Majestic	Bhandup	6,250	1.30	40%	0.52	3,250	2,275	8,125
Residency Park	Virar	2,500	1.25	75%	0.94	2,344	1,641	3,125
Harmony	Goregaon (W)	8,500	0.04	95%	0.04	354	248	373
Whispering towers	Mulund	7,200	1.60	20%	0.32	2,304	1,613	11,520
Premier 2	Kurla (W)	6,000	0.80	30%	0.24	1,440	1,008	4,800
Meadows	Goregaon (W)	8,500	1.00	75%	0.75	6,375	4,463	8,500
			8.12		4.83	29,333	20,533	50,343
Fortchcoming								
Pant Nagar	Ghatkopar	8,000	0.50		-	-	-	4,000
Popular Car bazaar	Andheri (E)	11,500	0.80		-	-	-	9,200
Meadows 2	Goregaon (W)	8,500	3.60		-	-	-	30,600
Ekta Nagar	Kandivali	7,000	1.50		-	-	-	10,500
Palghar Township	Palghar	1,600	11.80		-	-	-	18,875
Kochi	Kochi	2,500	6.30		-	-	-	15,749
Santa Cruz	Santa Cruz (W)	14,000	0.80		-	-	-	11,200
			25.30		-	-	-	100,124
Total projects			33.42			29,333	20,533	150,467

Commercial Launches

Project	Location	Sale price (Rs/sq. ft)	Volumes (mn sq. ft)		Sold (mn sq. ft)	Sale value (Rs mn)	Cash flow (Rs mn)	Total Sales Value (Rs mn)
For Sale								
Industrial Park	Virar	2,000	1.50	95%	1.43	2,850	1,995	3,000
Harmony	Goregaon (W)	8,500	0.07	75%	0.05	420	294	560
			1.57		1.47	3,270	2,289	3,560
For lease								
Premier	Kurla		2.00	0%	-	-	-	-
Metropolis	Andheri (W)		1.02	20%	0.20	-	-	-
			1.02			-	-	-
Total projects			2.59			3,270	2,289	3,560

Note: For forthcoming projects, prices assumed are about 10% below current market prices.

Source: Company data, Goldman Sachs Research estimates.

Reg AC

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The precise calculation of each metric may vary depending on the fiscal year, industry and region but the standard approach is as follows:

Growth is a composite of next year's estimate over current year's estimate, e.g. EPS, EBITDA, Revenue. **Return** is a year one prospective aggregate of various return on capital measures, e.g. CROCI, ROACE, and ROE. **Multiple** is a composite of one-year forward valuation ratios, e.g. P/E, dividend yield, EV/FCF, EV/EBITDA, EV/DACF, Price/Book. **Volatility** is measured as trailing twelve-month volatility adjusted for dividends.

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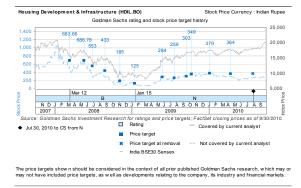
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	Rating Distribution			Investme	nt Banking Rela	ationships
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