



## Press Release

### Indiabulls Real Estate Limited (IBREL)

November 13, 2020

#### Ratings

Facilities	Amount (INR crore)	Ratings	Rating Action
Term Loan	0.00 (Reduced from 215.95)	Withdrawn	Withdrawn
Proposed Term Loan	224.05 (Reduced from 274.05)	IVR AA-/Stable Outlook (IVR Double A Minus with Stable Outlook)	Reaffirmed
NCDs	270.00 (Reduced from 510.00)#	IVR AA-/Stable Outlook (IVR Double A Minus with Stable Outlook)	Reaffirmed
Proposed NCDs	50.00 (Reclassified from Proposed Term Loan)	IVR AA-/Stable Outlook (IVR Double A Minus with Stable Outlook)	Assigned
NCDs	225.00	IVR AA/Stable Outlook (IVR Double A with Stable Outlook)^	Reaffirmed
Commercial Paper	1500.00	IVR A1+ (IVR A1 Plus)*	Reaffirmed
<b>Total</b>	<b>2269.05</b>		

\*Based on an undertaking provided by the company to maintain cash and cash equivalents (including short term investments) and undrawn facility limits in company or subsidiaries to the tune of 60% of CP's outstanding.

^Debt Service Reserve Account (DSRA) equivalent to at least 25.50% of the outstanding amount of the NCDs maintained in the form of "AAA" rated bonds/"AAA" rated Bank's fixed deposits.

#NCD to the tune of INR240 crore has been repaid on maturity.

Details of Facilities are in Annexure 1



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### **Rating Rationale**

The rating continues to derive strengths from the substantial improvement in capital structure during FY20, diversified group with experienced promoters and available land bank. However, this strengths are partially offset by slowdown in real estate sector and high dependence on customer advances.

### **Key Rating Sensitivities**

#### **Upward Factor**

- Achieving of divestment targets as envisaged leading to substantial reduction in debt and improvement of capital structure.

#### **Downward Factor**

- Any delay in achieving the envisaged divestment targets or utilization of the proceeds for any other purpose putting stress on capital structure.

### **Detailed Description of Key Rating Drivers**

#### **Key Rating Strengths**

##### ***Diversified group with experienced promoters:***

Indiabulls is a well-diversified group led by its founding chairman Mr. Sameer Gehlaut. It has emerged as one of the leading business conglomerates in country with business interests across sectors like consumer finance, real estate, infrastructure & construction leasing, pharmaceuticals etc. Mr. Gehlaut is accompanied by Mr. Narendra Gehlaut who also has leadership experience of more than a decade in construction industry and Indian real estate market. IBREL would continue benefiting from its promoters' and management personnel's industry experience

##### ***Improving capital Structure:***

IBREL's capital structure has seen a substantial improvement in the recent years. With the business strategy of focusing on asset light model, the company has divested much of its properties and assets and reduced its debt from the sales proceeds. The long term debt to equity ratio moved from 1.7x in FY19 to 0.90x in FY20. The credit metrics are expected to improve further in the upcoming years as the company targets to reduce its debt to zero.



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### ***Available Land bank:***

IBREL has assured clear titled land bank of 1,929 acres, of which 95% is spread across the metro cities. Additionally, the company also has 1,424 acres of SEZ land in Nasik. With its focus on core parts of Mumbai and NCR, such available portion of land bank would tend to complement the current business strategy.

### **Key Rating Weaknesses**

#### ***Slow-down in real estate sector:***

The real estate sector in India is witnessing slowdown due to range of reasons including macro-economic factors resulting in higher inventory all over. The piling inventory is making it more difficult for the developers to meet their delivery commitments aggravating the problem.

#### ***High dependence on Customer advances:***

Primarily, the company depends on advances received from its customers and external borrowings to fund its operations. With the strategy to reduce the total debt to zero, IBREL's future operations would depend largely on the advances received from the customers.

### **Analytical Approach:**

Consolidated: Details of entities consolidated are given in **Annexure 2**.

### **Applicable Criteria:**

Rating Methodology for Real Estate Entities

Financial Ratios & Interpretation (Non-Financial Sector)

### **Liquidity: Adequate**

Adequate liquidity characterized by a projected cumulative cash flow cover of above unity. Which is further supported by a healthy cash & bank balances to the tune of INR 375.24 crore as on March 31, 2020.

### **About the Company**

Indiabulls Real Estate Limited (IBREL), incorporated on April 04, 2006, is in the business of real estate project advisory, maintenance of completed projects, engineering, construction and



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development of real estate properties and other related and ancillary activities. It is a holding company domiciled in India and has 212 subsidiaries as on March 31, 2020.

The Board of Directors of the Company, at its meeting held on August 18, 2020 had considered and approved merger of certain identified ongoing, completed and planned residential and commercial projects of Embassy Group (“Embassy Assets”) with the Company. The combination will create one of India’s leading Real Estate Development platforms. The merged entity will have a balanced mix of commercial and residential assets which will provide a natural hedge against cyclicalities and shall benefit from the new promoter, Mr. Jitendra Virwani, chairman of the Embassy Group, with a sole focus on Real Estate. Certain entities controlled by The Blackstone Group Inc. (collectively, ‘BREP’) have submitted a non-binding LOI for participation in the proposed merger. Combined listed entity shall be owned ~44.9% by Embassy Group, ~26.2% by the existing public & institutional shareholders, ~9.8% by existing IBREL Promoter Group and ~19.1% by BREP & other Embassy institutional investors. The merger shall be subject to approval of respective creditors and shareholders and applicable regulatory authorities, including but not limited to CCI, stock exchanges, SEBI, NCLT(s) and completion of other agreements integral to the merger. The merger is expected to be completed by Q2 FY 2021-22.

### Financials (Consolidated)

(INR crore)

For the year ended* / As On	31-03-2019 (Audited)	31-03-2020 (Audited)
Total Operating Income	4943.89	3270.78
EBITDA	1039.50	800.64
PAT	504.32	121.11
Total Debt	5708.81	2908.97
Tangible Net worth	3365.51	3231.87
EBITDA Margin (%)	21.03	24.48
PAT Margin (%)	9.65	3.57
Overall Gearing Ratio(x)	1.70	0.90

\* Classification of financial numbers is as per Infomerics’ standards.

During Q1 FY21 (Consolidated), the Company has reported a total operating income of INR47.86 crore and a net loss of INR94.47 crore as against a total operating income of INR836.58 crore and a net loss of INR119.58 crore in corresponding 3 months ended June 2019.



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Status of non-cooperation with previous CRA: N.A.

Any other information: N.A.

Rating History for last three years:

Sl. No.	Name of Instrument/Facilities	Current Rating (Year 2020-21)			Rating History for the past 3 years		
		Type	Amount (INR crore)	Rating	Date(s) & Rating(s) assigned in 2020-21 (June 02, 2020)	Date(s) & Rating(s) assigned in 2020-21 (May 08, 2020)	Date(s) & Rating(s) assigned in 2019-20 (October 30, 2019)
1	Term Loans	Long Term	0.00 (Reduced from 215.95)	Withdrawn	IVR AA- /Stable Outlook	IVR A+ Under Credit Watch With Developing Implications	--
2	Proposed Term Loans	Long Term	224.05 (Reduced from 274.05)	IVR AA- /Stable Outlook	IVR AA- /Stable Outlook	IVR A+ Under Credit Watch With Developing Implications	IVR AA-/ Stable Outlook
3	NCDs	Long Term	270.00 (Reduced from 510.00)	IVR AA- /Stable Outlook	IVR AA- /Stable Outlook	IVR A+ Under Credit Watch With Developing Implications	--
4	Proposed NCDs	Long Term	50.00 (Reclassified from Proposed Term Loan)	IVR AA- /Stable Outlook	--	--	--
5	NCDs	Long Term	225.00	IVR AA /Stable Outlook	IVR AA /Stable Outlook	--	--
6	Commercial Paper	Short Term	1500.00	IVR A1+	IVR A1+	IVR A1+	IVR A1+

**Note on complexity levels of the rated instrument:** Infomerics has classified instruments rated by it on the basis of complexity and a note thereon is available at [www.infomerics.com](http://www.infomerics.com).



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### **About Infomerics:**

Infomerics commenced rating & grading operations in April 2015 after having spent over 25 years in various segments of financial services. Infomerics is registered with the Securities and Exchange Board of India (SEBI) and accredited by Reserve Bank of India. Company's long experience in varied spectrum of financial services is helping it to fine tune its product offerings to best suit the market.

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### Annexure 1: Details of Facilities

Name of Facility	Date of Issuance	Coupon Rate/ IRR	Maturity Date	Size of Facility (INR crore)	Rating Assigned/ Outlook
Proposed Term Loans	--	--	--	224.05	IVR AA-/Stable Outlook
NCDs	--	--	Up to June 2021	270.00	IVR AA-/Stable Outlook
Proposed NCDs	--	--	--	50.00	IVR AA-/Stable Outlook
NCDs	--	--	Up to July 2022	225.00	IVR AA /Stable Outlook
Commercial Paper	--	--	Less than one year	1500.00	IVR A1+

### Annexure 2: List of Subsidiaries and Associates considered for consolidated analysis

Name of subsidiary*	Ownership as on 31 March 2020	Consolidation Approach
Aedos Real Estate Company Limited	100.00%	Full Consolidation
Airmid Developers Limited	100.00%	Full Consolidation
Airmid Properties Limited	100.00%	Full Consolidation
Airmid Real Estate Limited	100.00%	Full Consolidation
Albasta Constructions Limited	100.00%	Full Consolidation
Albasta Developers Limited	100.00%	Full Consolidation
Albasta Infrastructure Limited	100.00%	Full Consolidation
Albasta Properties Limited	100.00%	Full Consolidation
Albasta Real Estate Limited	100.00%	Full Consolidation
Albina Properties Limited	100.00%	Full Consolidation
Albina Real Estate Limited	100.00%	Full Consolidation
Amadis Land Development Limited	100.00%	Full Consolidation
Angina Properties Limited	100.00%	Full Consolidation



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Angles Constructions Limited	100.00%	Full Consolidation
Apesh Constructions Limited	100.00%	Full Consolidation
Apesh Properties Limited	100.00%	Full Consolidation
Apesh Real Estate Limited	100.00%	Full Consolidation
Ashkit Constructions Limited	100.00%	Full Consolidation
Athena Builders and Developers Limited	100.00%	Full Consolidation
Athena Buildwell Limited	100.00%	Full Consolidation
Athena Infrastructure Limited	100.00%	Full Consolidation
Athena Land Development Limited	100.00%	Full Consolidation
Aurora Builders and Developers Limited	100.00%	Full Consolidation
Bridget Builders and Developers Limited	100.00%	Full Consolidation
Catherine Builders and Developers Limited	100.00%	Full Consolidation
Ceres Constructions Limited	100.00%	Full Consolidation
Ceres Estate Limited	100.00%	Full Consolidation
Ceres Infrastructure Limited	100.00%	Full Consolidation
Ceres Land Development Limited	100.00%	Full Consolidation
Ceres Properties Limited	100.00%	Full Consolidation
Chloris Real Estate Limited	100.00%	Full Consolidation
Citra Developers Limited	100.00%	Full Consolidation
Citra Properties Limited	100.00%	Full Consolidation
Cobitis Buildwell Limited	100.00%	Full Consolidation
Cobitis Real Estate Limited	100.00%	Full Consolidation
Corus Real Estate Limited	100.00%	Full Consolidation
Devona Developers Limited	100.00%	Full Consolidation
Devona Infrastructure Limited	100.00%	Full Consolidation
Devona Properties Limited	100.00%	Full Consolidation
Diana Infrastructure Limited	100.00%	Full Consolidation
Diana Land Development Limited	100.00%	Full Consolidation
Edesia Constructions Limited	100.00%	Full Consolidation
Edesia Developers Limited	100.00%	Full Consolidation
Edesia Infrastructure Limited	100.00%	Full Consolidation





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Elena Constructions Limited	100.00%	Full Consolidation
Elena Properties Limited	100.00%	Full Consolidation
Fama Builders and Developers Limited	100.00%	Full Consolidation
Fama Construction Limited	100.00%	Full Consolidation
Fama Estate Limited	100.00%	Full Consolidation
Fama Infrastructure Limited	100.00%	Full Consolidation
Fama Land Development Limited	100.00%	Full Consolidation
Fama Properties Limited	100.00%	Full Consolidation
Flora Land Development Limited	100.00%	Full Consolidation
Fornax Constructions Limited	100.00%	Full Consolidation
Fornax Real Estate Limited	100.00%	Full Consolidation
Galium Builders And Developers Limited	100.00%	Full Consolidation
Hecate Power and Land Development Limited	100.00%	Full Consolidation
Hermes Builders and Developers Limited	100.00%	Full Consolidation
Hermes Properties Limited	100.00%	Full Consolidation
IB Assets Limited	100.00%	Full Consolidation
IB Holdings Limited	100.00%	Full Consolidation
Indiabulls Buildcon Limited	100.00%	Full Consolidation
Indiabulls Commercial Assets Limited	100.00%	Full Consolidation
Indiabulls Commercial Estate Limited	100.00%	Full Consolidation
Indiabulls Commercial Properties Limited	100.00%	Full Consolidation
Indiabulls Commercial Properties Management Limited	100.00%	Full Consolidation
Indiabulls Communication Infrastructure Limited	100.00%	Full Consolidation
Indiabulls Constructions Limited	100.00%	Full Consolidation
Indiabulls Engineering Limited	100.00%	Full Consolidation
Indiabulls Estate Limited	100.00%	Full Consolidation
Indiabulls Hotel Properties Limited	100.00%	Full Consolidation
Indiabulls Housing and Constructions Limited	100.00%	Full Consolidation



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Indiabulls Housing and Land Development Limited	100.00%	Full Consolidation
Indiabulls Housing Developers Limited	100.00%	Full Consolidation
Indiabulls Industrial Infrastructure Limited	89.01%	Full Consolidation
Indiabulls Infraestate Limited	100.00%	Full Consolidation
Indiabulls Infrastructure Projects Limited	100.00%	Full Consolidation
Indiabulls Infratech Limited	100.00%	Full Consolidation
Indiabulls Land Holdings Limited	100.00%	Full Consolidation
Indiabulls Lands Limited	100.00%	Full Consolidation
Indiabulls Multiplex Services Limited	100.00%	Full Consolidation
Indiabulls Natural Resources Limited	100.00%	Full Consolidation
Indiabulls Projects Limited	100.00%	Full Consolidation
Indiabulls Real Estate Builders Limited	100.00%	Full Consolidation
Indiabulls Real Estate Developers Limited	100.00%	Full Consolidation
Indiabulls Realty Company Limited	100.00%	Full Consolidation
Indiabulls Software Parks Limited	100.00%	Full Consolidation
Ivonne Infrastructure Limited	100.00%	Full Consolidation
Juventus Constructions Limited	100.00%	Full Consolidation
Juventus Estate Limited	100.00%	Full Consolidation
Juventus Infrastructure Limited	100.00%	Full Consolidation
Juventus Land Development Limited	100.00%	Full Consolidation
Juventus Properties Limited	100.00%	Full Consolidation
Kailash Buildwell Limited	100.00%	Full Consolidation
Kaltha Developers Limited	100.00%	Full Consolidation
Karakoram Buildwell Limited	100.00%	Full Consolidation
Karakoram Properties Limited	100.00%	Full Consolidation
Kenneth Builders and Developers Limited	100.00%	Full Consolidation
Lakisha Infrastructure Limited	100.00%	Full Consolidation
Lavone Builders And Developers Limited	100.00%	Full Consolidation
Lenus Constructions Limited	100.00%	Full Consolidation
Lenus Infrastructure Limited	100.00%	Full Consolidation



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Lenus Properties Limited	100.00%	Full Consolidation
Linnet Constructions Limited	100.00%	Full Consolidation
Linnet Developers Limited	100.00%	Full Consolidation
Linnet Infrastructure Limited	100.00%	Full Consolidation
Linnet Properties Limited	100.00%	Full Consolidation
Linnet Real Estate Limited	100.00%	Full Consolidation
Loon Infrastructure Limited	100.00%	Full Consolidation
Lorena Builders Limited	100.00%	Full Consolidation
Lorena Constructions Limited	100.00%	Full Consolidation
Lorena Developers Limited	100.00%	Full Consolidation
Lorena Infrastructure Limited	100.00%	Full Consolidation
Lorena Real Estate Limited	100.00%	Full Consolidation
Lorita Developers Limited	100.00%	Full Consolidation
Lucina Builders and Developers Limited	100.00%	Full Consolidation
Lucina Buildwell Limited	100.00%	Full Consolidation
Lucina Constructions Limited	100.00%	Full Consolidation
Lucina Estate Limited	100.00%	Full Consolidation
Lucina Land Development Limited	100.00%	Full Consolidation
Lucina Properties Limited	100.00%	Full Consolidation
Mabon Constructions Limited	100.00%	Full Consolidation
Mabon Infrastructure Limited	100.00%	Full Consolidation
Mabon Properties Limited	100.00%	Full Consolidation
Majesta Builders Limited	100.00%	Full Consolidation
Majesta Constructions Limited	100.00%	Full Consolidation
Majesta Developers Limited	100.00%	Full Consolidation
Majesta Infrastructure Limited	100.00%	Full Consolidation
Majesta Properties Limited	100.00%	Full Consolidation
Makala Infrastructure Limited	100.00%	Full Consolidation
Manjola Infrastructure Limited	100.00%	Full Consolidation
Manjola Real Estate Limited	100.00%	Full Consolidation
Mariana Constructions Limited	100.00%	Full Consolidation



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Mariana Developers Limited	100.00%	Full Consolidation
Mariana Properties Limited	100.00%	Full Consolidation
Mariana Real Estate Limited	100.00%	Full Consolidation
Milkyway Buildcon Limited	100.00%	Full Consolidation
Nerissa Constructions Limited	100.00%	Full Consolidation
Nerissa Developers Limited	100.00%	Full Consolidation
Nerissa Infrastructure Limited	100.00%	Full Consolidation
Nerissa Properties Limited	100.00%	Full Consolidation
Nerissa Real Estate Limited	100.00%	Full Consolidation
Nilgiri Buildwell Limited	100.00%	Full Consolidation
Nilgiri Infraestate Limited	100.00%	Full Consolidation
Nilgiri Infrastructure Development Limited	100.00%	Full Consolidation
Nilgiri Infrastructure Limited	100.00%	Full Consolidation
Nilgiri Infrastructure Projects Limited	100.00%	Full Consolidation
Nilgiri Land Development Limited	100.00%	Full Consolidation
Nilgiri Land Holdings Limited	100.00%	Full Consolidation
Nilgiri Lands Limited	100.00%	Full Consolidation
Nilgiri Resources Limited	100.00%	Full Consolidation
Noble Realtors Limited	100.00%	Full Consolidation
Paidia Infrastructure Limited	100.00%	Full Consolidation
Parmida Constructions Limited	100.00%	Full Consolidation
Parmida Developers Limited	100.00%	Full Consolidation
Parmida Properties Limited	100.00%	Full Consolidation
Platane Infrastructure Limited	100.00%	Full Consolidation
Selene Builders and Developers Limited	100.00%	Full Consolidation
Selene Buildwell Limited	100.00%	Full Consolidation
Selene Constructions Limited	100.00%	Full Consolidation
Selene Infrastructure Limited	100.00%	Full Consolidation
Selene Land Development Limited	100.00%	Full Consolidation
Selene Properties Limited	100.00%	Full Consolidation
Sentia Constructions Limited	100.00%	Full Consolidation



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Sentia Developers Limited	100.00%	Full Consolidation
Sentia Infrastructure Limited	100.00%	Full Consolidation
Sentia Real Estate Limited	100.00%	Full Consolidation
Sepset Developers Limited	100.00%	Full Consolidation
Sepset Real Estate Limited	100.00%	Full Consolidation
Serida Infrastructure Limited	100.00%	Full Consolidation
Serida Properties Limited	100.00%	Full Consolidation
Serpentes Constructions Limited	100.00%	Full Consolidation
Shivalik Properties Limited	100.00%	Full Consolidation
Sophia Constructions Limited	100.00%	Full Consolidation
Sophia Real Estate Limited	100.00%	Full Consolidation
Sylvanus Properties Limited	100.00%	Full Consolidation
Tapir Constructions Limited	100.00%	Full Consolidation
Tapir Land Development Limited	100.00%	Full Consolidation
Tefia Land Development Limited	100.00%	Full Consolidation
Triton Buildwell Limited	100.00%	Full Consolidation
Triton Estate Limited	100.00%	Full Consolidation
Triton Infrastructure Limited	100.00%	Full Consolidation
Triton Properties Limited	100.00%	Full Consolidation
Varali Constructions Limited	100.00%	Full Consolidation
Varali Developers Limited	100.00%	Full Consolidation
Varali Infrastructure Limited	100.00%	Full Consolidation
Varali Properties Limited	100.00%	Full Consolidation
Varali Real Estate Limited	100.00%	Full Consolidation
Vindhyachal Buildwell Limited	100.00%	Full Consolidation
Vindhyachal Developers Limited	100.00%	Full Consolidation
Vindhyachal Infrastructure Limited	100.00%	Full Consolidation
Vindhyachal Land Development Limited	100.00%	Full Consolidation
Vonnie Real Estate Limited	100.00%	Full Consolidation
Zeus Builders And Developers Limited	100.00%	Full Consolidation
Zeus Buildwell Limited	100.00%	Full Consolidation



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Zeus Estate Limited	100.00%	Full Consolidation
Zeus Properties Limited	100.00%	Full Consolidation
Arianca Limited	100.00%	Full Consolidation
Ariston Investments Limited	100.00%	Full Consolidation
Ariston Investments Sub C Limited	100.00%	Full Consolidation
Brenformexa Limited	100.00%	Full Consolidation
Dev Property Development Limited	100.00%	Full Consolidation
Foundvest Limited	100.00%	Full Consolidation
Grand Limited	100.00%	Full Consolidation
Grapene Limited	100.00%	Full Consolidation
Indiabulls Properties Investment Trust	100.00%	Full Consolidation
Indiabulls Property Management Trustee Pte. Limited.	100.00%	Full Consolidation
M Holdco 1 Limited	100.00%	Full Consolidation
M Holdco 2 Limited	100.00%	Full Consolidation
M Holdco 3 Limited	100.00%	Full Consolidation
Navilith Holdings Limited	100.00%	Full Consolidation
Shoxell Holdings Limited	100.00%	Full Consolidation