



PRESS RELEASE

DLF announces Financial Results for Q2FY22

Revenue at Rs 1,557 crore
Net Profit reported at Rs 380 crore
New Sales bookings of Rs 1,512 crore; reflecting a Y-o-Y growth of 77%

New Delhi, October 28, 2021

We have repeated a strong business performance during the quarter. We remain confident of delivering our business goals.

Financial Highlights for Q2FY22 – DLF Limited (Consolidated)

- Consolidated Revenue stood at Rs 1,557 crore
- EBITDA stood at Rs 534 crore
- Net Profit at Rs 380 crore, up 61% Y-o-Y
- Collections at Rs 1,448 crore, up 150% Y-o-Y

The residential business continues to tread on its growth trajectory with healthy traction and strong demand momentum across segments and geographies. New sales bookings exhibited a strong performance during the quarter and stood at Rs 1,512 crore, reflecting a Y-o-Y growth of 77%.

The Super luxury segment exhibited outperformance with “The Camellias” clocking record new sales of Rs 1,037 crore in the quarter. This demonstrates the quality of demand for best-in-class offerings backed by a strong and credible brand. Demand for our new products of Independent Floors across Gurugram market continues to witness healthy absorption. The monetization of our completed inventory across markets continues to gain traction.

We are encouraged with these improving demand trends in the residential markets and expect these trends to remain for the long run. Given this positive outlook supported by improved fundamental drivers, we continue with our endeavor of bringing new offerings across segments and geographies. With increasing volumes and well calibrated price hikes, we expect further margin expansion for our projects.

Our focused actions on collections along with prudent capital allocation has led to significant cash generation of Rs 759 crore during the quarter. Consequently, our Net Debt stood at Rs 3,985 crore. Credit rating of the company was upgraded to CRISIL AA-/Stable.

Financial Highlights for Q2FY22 – DLF Cyber City Developers Limited (Consolidated)

Rental business continues to exhibit resilient performance. The retail business has exhibited a strong rebound.

- Consolidated Revenue of Rs 1,123 crore as compared to Rs 1,040 crore LY
- EBITDA stood at Rs 863 crore, reflecting a Y-o-Y growth of 7%
- Net Profit at Rs 231 crore, reflecting a Y-o-Y growth of 36%

The rental business witnessed a temporary dislocation with the second wave. With the rapid vaccination drive led by Government and lower infection rates, companies are gradually returning to their workplaces. Strong business growth and aggressive hiring plans by IT/ITeS will aid in the recovery and growth of this segment. We believe that the long-term fundamentals for the business and attractiveness of India as a service market remains intact.

The retail business continues to exhibit fast recovery. All our malls are now operational, though, with certain restrictions. We are witnessing a steady increase in the footfalls and expect growth in consumption across all segments.

New product development remains on track. We continue to progress on getting DCCDL REIT ready.



GRESB, an international organisation considered a Global standard for ESG benchmarking and reporting, has recognised DLF Limited and DCCDL as Regional Sector Leaders for their developments across the office space. Both entities have achieved the highest ranking of 5 Star rating.

With these recognitions DLF Limited has been Ranked # 1 in India and as the Overall Regional Sector Leader for its development across the listed office space by GRESB

DLF Cyber City Developers Limited (DCCDL) has been Ranked # 2 in Asia as the Regional sector for its development across the unlisted office space by GRESB.

Mr. Ashok Kumar Tyagi, Whole time Director & CEO DLF Limited said, *“As India’s leading real estate company, we remain committed to drive business growth while building resilient ecosystems that promote a more sustainable way of living. We are continually striving to embed leading ESG practices in our business and operations. This recognition towards our ESG initiatives is a further testament to our efforts.”*

We are encouraged by the rising housing sales and improving consumer sentiments across segments and remain committed to bringing new offerings to the market. We believe our quality offerings across our completed inventory, growing new product pipeline coupled with a fortified balance sheet has placed the company in a unique position to scale up and leverage this growth cycle.

About DLF Ltd:

DLF is India's leading real estate developer and has more than seven decades of track record of sustained growth, customer satisfaction, and innovation. DLF has developed 153 real estate projects and developed an area of approximately 330 million square feet. DLF Group has 215 msf (approx.) of development potential across residential and commercial segment. The group has an annuity portfolio of over 35 msf (approx.). DLF is primarily engaged in the business of development and sale of residential properties (the “Development Business”) and the development and leasing of commercial and retail properties (the “Annuity Business”).

DLF Limited, has been recognised as an index component of the Dow Jones Sustainability Indices (DJSI) in Emerging markets category. This recognition demonstrates DLF's track record for its governance, social and environmental initiatives. While DLF is the only real estate company from India to be included in the DJSI index, it joins the ranks of just 11 companies from India to be recognised for the benchmark for Corporate Sustainability, it also received 16 Sword of Honour – by British Safety Council 2020 – The highest number received by any company globally in a single year.

Forward-Looking Statement

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. DLF Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

For Further information please contact:

Mr. Divya Puri
Vice President – Corporate Communications
DLF Ltd.
(M) 9899323869
Email puri-divya@dlf.in