



 **PENINSULA LAND**
CREATING INTERNATIONAL LANDMARKS



Company overview

Trusted Brand

Strong existing clientele

Focus on 3 cities

Mumbai, Pune and
Bengaluru

Fully Paid-for land

Focus on Execution

20 Years

Of track record of
real estate development

7.4 million sft

Of project development
track record

9.3 million sft

Projects under development
& in pipeline

287

Professionals with vast
real estate experience

- ▣ Pioneer in Mumbai real estate market
 - ▣ First retail mall in the city
 - ▣ First textile mill re-development project in the city
- ▣ Currently 7 projects under execution
- ▣ Access to multiple sources of capital :
 - ▣ Joint Ventures, Joint Development and PMC with Land Owners
 - ▣ Private Equity, Mutual Funds, and Financial institutions

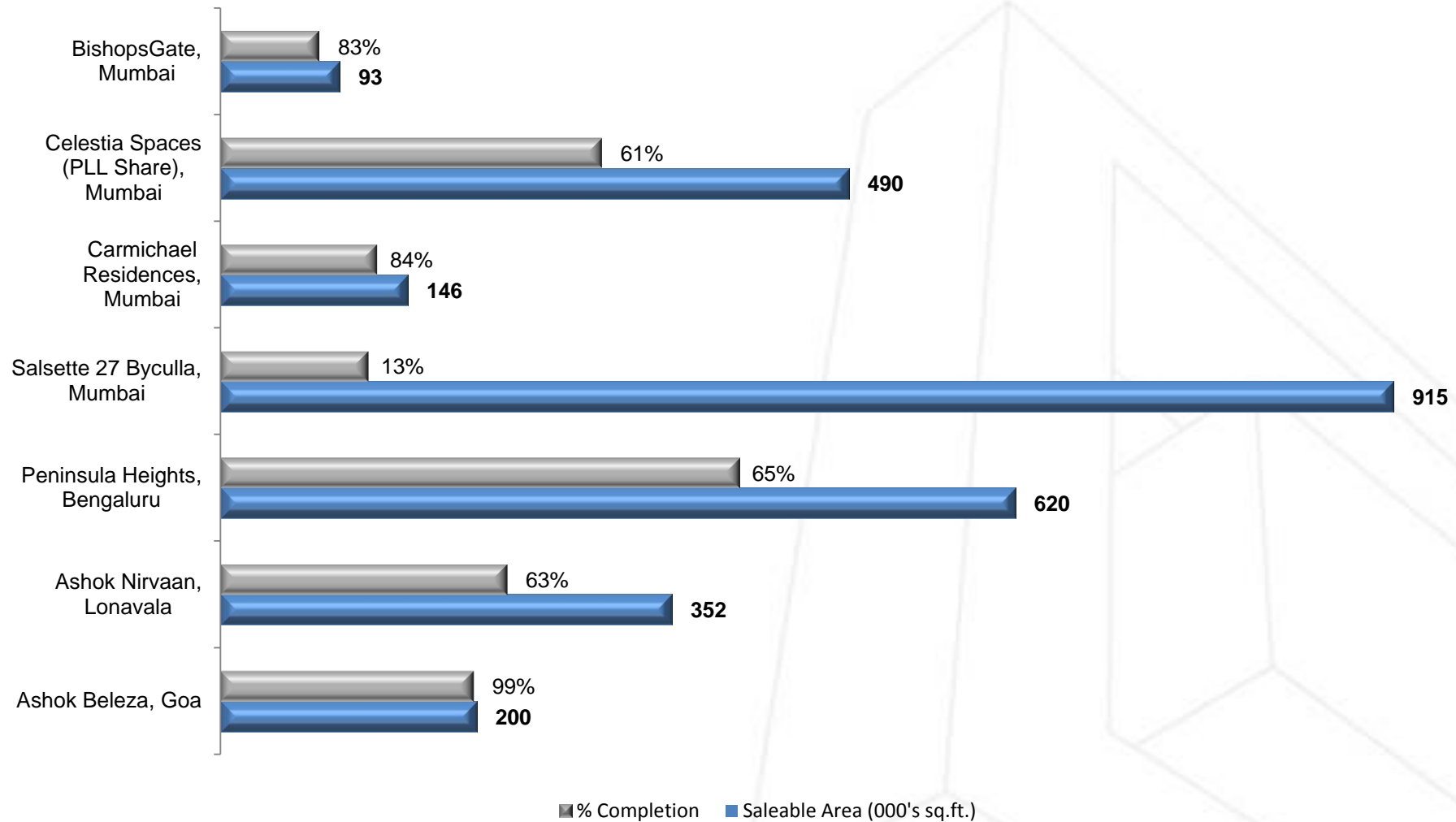
Robust pipeline and renewed geographic focus

Presence in Key urban Tier 1 & 2 Cities in Western & Southern India

	Completed		Ongoing		Pipeline	
	No of Projects	Area (mn sq ft)	No of Projects	Area (mn sq ft)	No of Projects	Area (mn sq ft)
Mumbai	12	6.4	4	1.6	2	1.2
Pune	1	0.5			2	6.8
Bengaluru			1	0.6	1	0.6
A	13	6.9	5	2.2	5	8.6
Others						
Nashik	1	0.5				
Goa			1	0.2		
Alibaug					2	0.7
Lonavala			1	0.3		
B	1	0.5	2	0.5	2	0.7
A+B	14	7.4	7	2.7	7	9.3

Mumbai, Pune and Bengaluru remain our focus

Project Status of Ongoing Projects



Business Updates



Business Updates in Q3 FY 18

New Sales Bookings / Collections

- ▣ Sold 65,363 Sq. ft. during Q3 FY18 as against 64,047 Sq. ft. during Q3 FY 17
- ▣ Recorded new sales value of Rs. 95 Cr during Q3 FY18, as against Rs. 82 Cr during Q3 FY 17
- ▣ Recorded new sales value of Rs. 447 Cr during Q1-Q3 FY18, as against Rs. 416 Cr during Q1-Q3 FY 17
- ▣ Collections were at Rs. 496 Cr for Q1-Q3 FY 18, as against Rs. 309 Cr during Q1-Q3 FY 17

Financial Performance

- ▣ Revenue – Rs. 278 Crs Q3 FY 18 V/s Rs. 16 Crs Q3 FY 17
- ▣ EBITDA - Rs. 36 Crs Q3 FY 18 V/s Rs. 38 Crs Q3 FY 17
- ▣ PAT - Rs. (49) Crs Q3 FY 18 V/s Rs. (20) Crs Q3 FY 17

Land Monetization

- ▣ Mamurdi , Pune – Realization Rs 226 Crs Collection Rs. 218 Crs
- ▣ Mahadevpura , Bengaluru - Realization Rs 30 Crs Collection Rs. 30 Crs

Financials Overview



Key financial snapshot (standalone)

Particulars (Rs. Cr)	Q3FY18	Q3FY17	FY17
<u>Income Statement</u>			
Income from Operations	278	16	265
Profit before Interest & Exceptional Items	35	37	68
Interest	84	47	170
PBT	(49)	(10)	(102)
Tax Expense	0	10	41
PAT	(49)	(20)	(143)

Profit and Loss (standalone)

P&L Snapshot (Rs. Cr)	Q3FY18	Q3FY17	Nine Months FY18	Nine Months FY17
Income				
Total Income from operations (Gross)	277.5	16.5	377.1	53.9
Other Income	48.6	48.5	153.3	145.0
Total Revenue	326.1	65.0	530.5	198.9
Expenses				
a) Cost of Realty Sales	43.0	53.6	132.2	156.1
b) Changes in inventories of FG, WIP & stock-in-trade	227.4	(46.0)	220.2	(134.1)
c) Employee Benefit expenses	9.0	10.0	32.3	34.5
d) Depreciation and amortisation expense	1.0	1.1	3.1	3.3
e) Other Expenses	10.7	9.5	37.0	28.6
Total Expenses	291.1	28.2	424.8	88.4
Profit before Interest ,Tax & Exceptional Items	35.0	36.8	105.7	110.5
Finance Costs	83.7	47.2	216.8	117.3
Profit before tax before exceptional items	(48.6)	(10.5)	(111.1)	(6.8)
Exceptional Items	-	-	(19.6)	-
Profit/(loss) before tax	(48.6)	(10.5)	(130.8)	(6.8)
Tax Expense	0.1	9.9	(6.0)	21.6
Profit After Tax	(48.7)	(20.5)	(124.7)	(28.4)

Debt profile

Particulars (Rs. Cr)	31.12.17	30.09.17	31.03.17
Standalone			
Total Debt	2,059	2,247	2,182
Less: Cash & Cash equivalents	81	58	124
Net Debt	1,978	2,189	2,058
Net Worth	1,580	1,629	1,705
Debt Equity – Gross Borrowing (x)	1.30	1.38	1.28
Debt Equity – Net Borrowing (x)	1.25	1.34	1.21

**ICRA and Brickworks A rating for long term loan and A1 for Short term loan.
 Loan repayable within a year is Rs.394 Cr and Weighted Average Cost of Borrowings is 11.7 % p.a.**

Projects Overview



Details of Ongoing Projects - Q3 FY 2018

Projects	PLL Share (%)	Up to last Quarter				Q3				Total				Collection (Rs. Crs) in Nine months
		No of Units sold	Area Sold (sft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sft)	No of Units sold	Area Sold (sft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sft)	No of Units sold	Area Sold (sft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sft)	
Bishopsgate	50%	1	7,750	55	70,968	-	-	-	-	1	7,750	55	70,968	67
Salsette 27	57%	11	14,900	47	31,646	7	12,100	36	29,978	18	27,000	83	30,898	54
Peninsula Heights, JP Nagar	80%	14	64,700	66	10,138	4	15,880	17	10,704	18	80,580	83	10,249	91
Ashok Astoria (Phase 1) *	100%	14	27,428	9	3,645	5	13,202	4	3,348	19	40,630	14	3,382	27
Ashok Astoria(Amenities) *		2	631	0.3	5,129	2	852	0.4	4,841	4	1,483	0.7	4,964	
Ashok Meadows (Phase 1)*	55%	16	22,849	11	4,816	6	9,530	5	5,029	22	32,379	16	4,879	36
Celestia Spaces (PLL Share)	100%	(2)	(1,480)	(3)	-	7	13,799	32	23,446	5	12,319	29	23,734	111
Carmichael Residences	40%	4	20,856	160	76,716	-	-	-	-	4	20,856	160	76,716	81
Ashok Nirvaan	25%	-	-	-	-	-	-	-	-	-	-	-	-	5
Ashok Beleza	58%	-	-	(1)	-	-	-	-	-	-	-	(1)	-	7
Ashok Beleza (Plot A)	58%	7	37,402	7	1,934	-	-	-	-	7	37,402	7	1,934	18
Total		67	195,036	352		31	65,363	95		98	260,399	447		496

* Completed project

Summary of Ongoing projects – till Dec '17 (cumulative)

Projects	Saleable Area (sq ft in 000's)	Location	PLL Share (%)	No of Units Sold	Area Sold (sq ft in 000's)	Sales Value (Rs. Cr)	Average Realization (Rs. / sq ft)	Collections (Rs. Cr)
Residential-Ongoing								
Bishopsgate	93	Mumbai	50%	10	78	540	69,619	447
Celestia Spaces-PLL Share	490	Mumbai	100%	134	253	577	22,778	305
Carmichael Residences	146	Mumbai	40%	18	94	726	77,234	370
Salsette 27	915	Mumbai	57%	193	315	874	27,778	152
Ashok Meadows-Phase 1 *	507	Pune	55%	329	493	247	4,998	235
Peninsula Heights, JP Nagar	620	Bengaluru	80%	73	308	297	9,602	212
Ashok Astoria(Phase 1) *	498	Nashik	100%	272	425	151	3,553	138
Ashok Nirvaan	352	Lonavala	25%	13	101	65	6,467	57
Ashok Beleza	200	Goa	58%	27	69	40	5,763	31
Ashok Beleza (Plot A)	115	Goa	58%	18	111	22	1,939	19
Total	3,936			1,087	2,247	3,538		1,964

* Completed project

Unrecognized revenue from ongoing projects

Project	Area Sold (sq ft '000s)	Sale Value of Area Sold (Rs. Cr)	% of Sales Complete	Work Completion	Revenue Recognized	PLL Share			
						%	Revenue	Revenue Recognized	Balance Revenue to be Recognized
Bishopsgate	78	540	83%	83%	446	50%	270	223	47
Celestia Spaces-PLL Share	253	577	52%	61%	289	100%	577	289	289
Carmichael Residences	94	726	64%	84%	374	40%	290	150	141
Salsette 27	315	874	34%	13%	-	57%	498	-	498
Ashok Meadows-Phase 1*	493	247	97%	94%	230	55%	135	126	9
Peninsula Heights, JP Nagar	308	297	50%	65%	190	80%	237	152	85
Ashok Astoria (Phase 1)*	425	151	85%	100%	147	100%	147	147	4
Ashok Nirvaan	101	65	29%	63%	41	25%	16	10	6
Ashok Beleza	69	40	35%	99%	39	58%	23	23	0
Ashok Beleza (Plot A)	111	22	97%	-	18	58%	12	11	2
Total	2,247	3,538			1,774		2,211	1,130	1,081

* Completed project

Project pipeline

Projects	Saleable Area (sq ft In '000s)	Location	Development Model	PLL Share (%)	JV Partner
Celestia Spaces, Sewree Phase 2	1,200	Mumbai	JV	PMC of 8% + JV of 18%	Bhattads
NapeanSea Road	49	Mumbai	JV	100%	
Mahadeopura	631	Bengaluru	Owned	100%	-
Tathavade	772	Pune	JV	56%	Delta & Clover Group
Mamurdi Gahunje	6,000	Pune	Owned	100%	-
Sogaon, Alibaug	638	Alibaug	JV	85%	Samira Habitat
Total	9,290				

Bishopsgate

Location	PLL Share	JV Partner	Saleable Area (000's sq ft.)
Mumbai	50%	KBK Group	93



	Nos. Of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 18	1	8	55	70,968	62
Q2, FY 18	-	-	-	-	6
Q3, FY 18	-	-	-	-	-
Till YTD FY 18	1	8	55	70,968	68
Till Date	10	78	540	69,619	447

	Construction Milestone	% Sales Completion
Till Q1, FY 18	80%	83%
Till Q2, FY 18	81%	83%
Till Q3, FY 18	83%	83%

Bishopsgate-Current status

March 2017

CURRENT STATUS



Celestia Spaces (PLL Share)

Location	PLL Share	JV Partner	Saleable Area (000's sq ft.)
Mumbai	100%	-	490



	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 18	(8)	(14)	(31)	-	68
Q2, FY 18	6	12	28	22,903	9
Q3, FY 18	7	14	32	23,446	33
Till YTD FY 18	5	12	29	23,734	111
Till Date	134	253	577	22,778	305

	Construction Milestone	% Sales Completion
Till Q1, FY 18	54%	46%
Till Q2, FY 18	59%	49%
Till Q3, FY 18	61%	52%

Celestia Spaces-Current Status

March 2017



CURRENT STATUS



Carmichael Residences

Location	PLL Share	JV Partner	Saleable Area (000's sq ft.)
Mumbai	40%	KBK Group	146



	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 18	-	-	-	-	29
Q2, FY 18	4	21	160	76,716	24
Q3, FY 18					28
Till YTD FY 18	4	21	160	76,716	81
Till Date	18	94	726	77,234	370

	Construction Milestone	% Sales Completion
Till Q1, FY 18	79%	50%
Till Q2, FY 18	80%	64%
Till Q3, FY 18	84%	64%

Carmichael Residences-Current Status

March 2017



CURRENT STATUS



Salsette 27

Location	PLL Share	JV Partner	Saleable Area (000's sq ft.)
Byculla, Mumbai	57%	PREI Fund	915



	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 18	7	9	31	33,738	32
Q2, FY 18	4	6	16	28,363	3
Q3, FY 18	7	12	36	29,978	19
Till YTD FY 18	18	27	83	30,898	54
Till Date	193	315	874	27,778	152

	Construction Milestone	% Sales Completion
Till Q1, FY 18	10%	32%
Till Q2, FY 18	12%	33%
Till Q3, FY 18	13%	34%

Salsette 27 - Current Status

March 2017

CURRENT STATUS



Tower A Excavation in progress



Tower B Excavation in progress



B1- Ground Floor - Verticals work in progress



Non Tower – Foundation & B2 slab – WIP

Ashok Meadows (Phase 1) *

Location	PLL Share	JV Partner	Saleable Area (000's sq ft.)
Hinjewadi, Pune	55%	Peninsula Realty Fund & Clover	507

	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 18	11	16	8	4,928	11
Q2, FY 18	5	7	3	4,636	13
Q3, FY 18	6	9	5	5,029	12
Till YTD FY 18	22	32	16	4,879	36
Till Date	329	493	247	4,998	235

* Completed project



Peninsula Heights, JP Nagar

Location	PLL Share	JV Partner	Saleable Area (000's sq ft.)
Bengaluru	80%	Peninsula Realty Fund	620



	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 18	7	32	33	10,251	31
Q2, FY 18	7	32	33	10,025	25
Q3, FY 18	4	16	17	10,704	35
Till YTD FY 18	18	81	83	10,249	91
Till Date	73	308	297	9,602	212

	Construction Milestone	% Sales Completion
Till Q1, FY 18	63%	41%
Till Q2, FY 18	64%	47%
Till Q3, FY 18	65%	50%

Peninsula Heights, JP Nagar-Current Status

March 2017

**Tower A
Terrace Slab**



Tower B: 4th & 5th Flr Slab Lvl WIP

Peninsula Heights, JP Nagar-Current Status

CURRENT STATUS



Tower A & B



Tower-B North View

Ashok Astoria (Phase 1) *

Location	PLL Share	JV Partner	Saleable Area (000's sq ft.)
Nashik	100%	-	498

	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 18	13	31	11	3,559	7
Q2, FY 18	3	(3)	(1)	-	8
Q3, FY 18	7	14	5	3,438	12
Till YTD FY 18	23	42	15	3,438	27
Till Date	272	425	151	3,553	138



Building 2 - A,B,C



Row Houses & Town Homes



Club House



Amenity Building 1



Amphi theater & Lily Pond



Children Play Area

* Completed project

Ashok Nirvaan

Location	PLL Share	JV Partner	Saleable Area (000's sq ft.)
Lonavala	25%	Peninsula Realty Fund	352



	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 18	-	-	-	-	4
Q2, FY 18	-	-	-	-	1
Q3, FY 18					
Till YTD FY 18	-	-	-	-	5
Till Date	13	101	65	6,467	57

	Construction Milestone	% Sales Completion
Till Q1, FY 18	61%	29%
Till Q2, FY 18	62%	29%
Till Q3, FY 18	63%	29%

Ashok Beleza

Location	PLL Share	JV Partner	Saleable Area (000's sq ft.)
Goa (Plot B&C)	58%	Peninsula Realty Fund	200
Goa (Plot A)	58%	Peninsula Realty Fund	115

Plot B & C	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 18	-	-	(1)	-	6
Q2, FY 18	-	-	-	-	-
Q3, FY 18					1
Till YTD FY 18	-	-	(1)	-	7
Till Date	27	69	40	5,763	31

Plot A	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 18	2	9	2	1,969	3
Q2, FY 18	5	28	5	1,922	12
Q3, FY 18	-	-	-	-	3
Till YTD FY 18	7	37	7	1,934	18
Till Date	18	111	22	1,939	19



	Construction Milestone	% Sales Completion
Till Q1, FY 18	97%	35%
Till Q2, FY 18	98%	35%
Till Q3, FY 18	99%	35%

Plot A Sales		
Till Q1, FY 18	NA	72%
Till Q2, FY 18	NA	97%
Till Q3, FY 18	NA	97%

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