

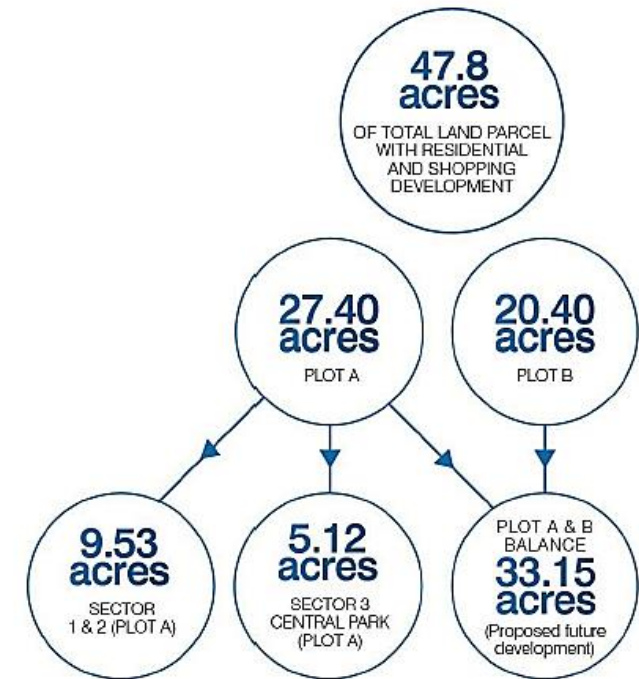


Results Presentation | Q3 FY 2019

Business Updates



Launch of Phase 2 – addressOne : Gahunje, Pune (Affordable Housing)



Phase 1

- Launched in Q1 of FY 2019
- 92% Sold
- 805 units – 0.5 Mio SFT for Rs.174 Cr

Phase 2 (Central Park)

- Launched in Jan 2019

Business Updates

New Sales Bookings / Collections

Q3 – FY 2019

- ▣ Sold 131,825 Sq. ft. during Q3 FY19 as against 65,363 Sq. ft. during Q3 FY 18
- ▣ New sales of Rs. 156 Cr during Q3 FY19, as against Rs. 95 Cr during Q3 FY 18
- ▣ Collections (operations & non core assets) were at Rs. 239 Cr for Q3 FY 19

Nine Months – FY 2019

- ▣ Sold 663,121 Sq. ft. during Nine Months FY19 as against 260,399 Sq. ft. during Nine Months FY 18
- ▣ New sales of Rs. 405 Cr during Nine Months FY19, as against Rs. 447 Cr during Nine Months FY 18
- ▣ Collections (operations & non core assets) were at Rs. 636 Cr for Nine Months FY 19

Operations update

Increase in FSI (floor space index) in Bishopsgate, resulting in one additional duplex - admeasuring 7750 Sq.ft. with an saleable value of ~ Rs. 60 Crs.

Progress on monetization of non-core assets

- ▣ Collection of Rs. 285 Cr on exit from non-core assets
 - ▣ Rs 64 Crs of Hinjewadi , Pune (Tranche #2)
 - ▣ Rs 18 Crs of Amenity Plot, Hinjewadi, Pune
 - ▣ Rs 8 Crs balance out of land sale of Mamurdi, Pune
 - ▣ Rs 100 Crs out of land sale, Tathavade, Pune
 - ▣ Rs 95 Crs out of land sale of Patancheru, Hyderabad

- ▣ Other transactions
 - ▣ Honorable Supreme Court upheld the Goa State Govt. order to take back the SEZ land allotted to the Company and refund the amount along with simple interest - expected release of ~ Rs. 90 Crs

Financials Overview



Key financial snapshot (standalone)

Particulars (Rs. Cr)	Q3FY19	Q3FY18	FY18
<u>Income Statement</u>			
Income from Operations	105	237	315
Profit before Interest & Exceptional Items	(27)	35	139
Interest	61	84	280
Exceptional Items	(6)	-	180
PBT	(94)	(49)	(322)
Tax Expense	15	0.1	12
PAT	(110)	(49)	(334)

Profit and Loss (standalone)

P&L Snapshot (Rs. Cr)	Q3FY19	Q3FY18	Nine Months FY19	Nine Months FY18
Income				
Total Income from operations (Gross)	105.2	237.2	122.3	265.5
Other Income	22.6	48.6	70.0	153.3
Total Revenue	127.8	285.8	192.3	418.9
Expenses				
a) Cost of Realty Sales	54.5	43.0	136.3	132.3
b) Changes in inventories of FG, WIP & stock-in-trade	76.1	187.5	(1.4)	113.6
c) Employee Benefit expenses	9.9	9.0	30.8	32.3
d) Depreciation and amortisation expense	0.9	1.0	2.9	3.1
e) Other Expenses	13.5	10.7	65.2	35.5
Total Expenses	154.9	251.2	233.8	316.8
Profit before Interest ,Tax & Exceptional Items	(27.1)	34.6	(41.5)	102.1
Finance Costs	61.3	83.7	171.2	216.8
Profit before tax before exceptional items	(88.5)	(48.9)	(212.7)	(114.6)
Exceptional Items	(5.8)	-	(199.4)	(19.7)
Profit/(loss) before tax	(94.3)	(48.9)	(412.1)	(134.3)
Tax Expense	15.4	0.1	15.4	(6.0)
Profit After Tax	(109.7)	(49.0)	(427.4)	(128.2)
Other Comprehensive Income (OCI)	0.3	(0.0)	0.8	(0.1)
Total Income (including OCI)	(109.4)	(49.0)	(426.7)	(128.3)

Debt profile

Particulars (Rs. Cr)	31.12.18	31.03.18
Standalone		
Total Debt	2,067	2,094
Less: Cash & Cash equivalents	63	61
Net Debt	2,004	2,033
Net Worth	929	1,356
Debt Equity – Gross Borrowing (x)	2.22	1.54
Debt Equity – Net Borrowing (x)	2.16	1.50

Loan repayable within a year is Rs.283 Cr and Weighted Average Cost of Borrowings is 12.2% p.a.

Projects Overview



Details of Ongoing Projects - Q3 FY 2019

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%	-	-	-	-	-	-	-	-	-	-	-	-	-
Salsette 27	57%	11	17,300	49	28,284	2	3,800	9	26,584	13	21,100	58	27,252	126
Peninsula Heights, JP Nagar	100%	3	12,810	17	12,024	13	53,720	55	10,307	16	66,530	73	10,927	38
addressOne	100%	813	486,565	176	3,616	(8)	(6,595)	(2)	-	805	479,970	174	3,626	26
Ashok Astoria (Phase 1) *	100%	1	1,455	(0.2)	-	2	5,907	2	3,603	3	7,362	29	3,524	8
Ashok Astoria(Amenities) *		2	3,982	2	4,524	2	824	0.4	5,000	4	4,806	2	4,605	
Ashok Meadows (Phase 1)*	85%	2	4,880	3	5,215	1	1,330	1	5,466	3	6,210	3	5,268	6
Celestia Spaces (PLL Share)	100%	4	6,332	5	19,285	20	41,326	83	20,190	24	47,658	88	20,070	110
Carmichael Residences	40%	-	-	-	-	-	-	-	-	-	-	-	-	27
Ashok Nirvaan	100%	-	-	-	-	-	-	-	-	-	-	-	-	5
Ashok Beleza	100%	-	(3,481)	(2)	-	2	3,627	2	4,928	2	146	(1)	-	1
Ashok Beleza (Plot A & Others)	100%	1	1,453	0.3	1,858	7	27,886	6	1,974	8	29,339	6	1,968	4
Total		837	531,296	249		41	131,825	156		878	663,121	405		351

* Completed project

Summary of Ongoing projects – till Dec '18 (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	101	Mumbai	50%	10	78	540	69,619	447
Celestia Spaces-PLL Share	490	Mumbai	100%	191	372	822	22,101	460
Carmichael Residences	146	Mumbai	40%	16	83	642	76,896	397
Salsette 27	915	Mumbai	57%	217	353	983	27,828	335
Ashok Meadows-Phase 1 *	507	Pune	85%	335	505	253	5,002	247
Peninsula Heights, JP Nagar	620	Bengaluru	100%	104	433	424	9,807	273
addressOne	520	Pune	100%	805	480	174	3,626	26
Ashok Astoria(Phase 1) *	498	Nashik	100%	284	444	157	3,540	149
Ashok Nirvaan	352	Lonavala	100%	13	101	65	6,467	62
Ashok Beleza	200	Goa	100%	28	66	37	5,624	34
Ashok Beleza (Plot A & Others)	143	Goa	100%	26	140	27	1,946	23
Total	4,491			2,029	3,055	4,124		2,453

* 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	Revenue to be Recognized
Bishopsgate	78	540	77%	88%	-	50%	270	-	270
Celestia Spaces-PLL Share	372	822	76%	74%	-	100%	822	-	822
Carmichael Residences	83	642	57%	91%	-	40%	257	-	257
Salsette 27	353	983	39%	24%	-	57%	560	-	560
Ashok Meadows-Phase 1 *	505	253	99%	96%	244	85%	215	208	7
Peninsula Heights, JP Nagar	433	424	70%	77%	-	100%	424	-	424
addressOne	480	174	92%	-	-	100%	174	-	174
Ashok Astoria (Phase 1) *	444	157	88%	100%	150	100%	157	150	7
Ashok Nirvaan	101	65	29%	69%	45	100%	65	45	20
Ashok Beleza	66	37	33%	99%	36	100%	37	36	1
Ashok Beleza (Plot A & Others)	140	27	98%	-	27	100%	27	27	0
Total	3,055	4,124			502		3,008	466	2,543

* Completed project

Bishopsgate

Location	PLL Share	JV Partner	Saleable Area (000's sq ft.)
Mumbai	50%	KBK Group	101



	Nos. Of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 19	-	-	-	-	-
Q2, FY 19	-	-	-	-	-
Q3, FY 19	-	-	-	-	-
Till YTD FY 19	-	-	-	-	-
Till Date	10	78	540	69,619	447

	Construction Milestone	% Sales Completion
Till Q1, FY 19	86%	77%
Till Q2, FY 19	87%	77%
Till Q3, FY 19	88%	77%

Bishopsgate-Current status

March 2018



CURRENT STATUS



South-West



East Side

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 19	(1)	(2)	(6)	-	42
Q2, FY 19	5	8	11	20,058	30
Q3, FY 19	20	42	83	20,190	38
Till YTD FY 19	24	48	88	20,070	110
Till Date	191	372	822	22,101	460

	Construction Milestone	% Sales Completion
Till Q1, FY 19	68%	66%
Till Q2, FY 19	73%	67%
Till Q3, FY 19	74%	76%

Celestia Spaces-Current Status

March 2018



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 19	-	-	-	-	4
Q2, FY 19	-	-	-	-	-
Q3, FY 19	-	-	-	-	23
Till YTD FY 19	-	-	-	-	27
Till Date	16	83	642	76,896	397

	Construction Milestone	% Sales Completion
Till Q1, FY 19	88%	57%
Till Q2, FY 19	90%	57%
Till Q3, FY 19	91%	57%

Carmichael Residences-Current Status

March 2018



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 19	8	13	37	27,767	44
Q2, FY 19	3	4	12	30,059	39
Q3, FY 19	2	4	9	26,584	43
Till YTD FY 19	13	21	58	27,252	126
Till Date	217	353	983	27,828	335

	Construction Milestone	% Sales Completion
Till Q1, FY 19	19%	38%
Till Q2, FY 19	22%	38%
Till Q3, FY 19	24%	39%

Salsette 27 - Current Status

March 2018

Automatic Climbing System (ACS) installation WIP

Tower A



Tower B



CURRENT STATUS



TOWER A (North Side)
ECODECK In progress



TOWER B (East Side)
Service level in progress



Non Tower Area – Gr Flr, Podium 1 & 2 in progress

Peninsula Heights, JP Nagar

Location	PLL Share	JV Partner	Saleable Area (000's sq ft.)
Bengaluru	100%	-	620



	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 19	1	5	7	11,880	12
Q2, FY 19	2	8	10	12,917	19
Q3, FY 19	13	54	55	10,307	8
Till YTD FY 19	16	67	73	10,927	38
Till Date	104	433	424	9,807	273

	Construction Milestone	% Sales Completion
Till Q1, FY 19	69%	60%
Till Q2, FY 19	72%	61%
Till Q3, FY 19	77%	70%

Peninsula Heights, JP Nagar-Current Status

March 2018

CURRENT STATUS

Tower A - Terrace Structure Completed



Tower B- Terrace structure WIP



Tower A West Side view



Tower-B North View

addressOne

Location	PLL Share	JV Partner	Saleable Area (000's sq ft.)
Gahunje Pune	100%	-	520



	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 19	757	463	167	3,603	7
Q2, FY 19	56	23	9	3,880	7
Q3, FY 19	(8)	(7)	(2)	-	12
Till YTD FY 19	805	480	174	3,626	26
Till Date	805	480	174	3,626	26

	Construction Milestone	% Sales Completion
Till Q1, FY 19	-	89%
Till Q2, FY 19	-	94%
Till Q3, FY 19	-	92%

addressOne -Current Status

CURRENT STATUS



First Flr Slab being casted – Building 24 to 28

Shuttering in progress – Building 32 to 34



Ashok Astoria (Phase 1) *

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



Building 2 - A,B,C



Row Houses & Town Homes



Club House



Amenity Building 1



Amphi theater & Lily Pond



Children Play Area

	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 19	3	3	1	3,319	5
Q2, FY 19	-	2	1	2,439	1
Q3, FY 19	4	7	3	3,775	2
Till YTD FY 19	7	12	5	3,395	8
Till Date	284	444	157	3,540	148

* Completed project

Ashok Nirvaan

Location	PLL Share	JV Partner	Saleable Area (000's sq ft.)
Lonavala	100%	-	352



	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 19	-	-	-	-	3
Q2, FY 19	-	-	-	-	2
Q3, FY 19	-	-	-	-	-
Till YTD FY 19	-	-	-	-	5
Till Date	13	101	65	6,467	62

	Construction Milestone	% Sales Completion
Till Q1, FY 19	65%	29%
Till Q2, FY 19	67%	29%
Till Q3, FY 19	69%	29%

Ashok Beleza

Location	PLL Share	JV Partner	Saleable Area (000's sq ft.)
Goa (Plot B&C)	100%	-	200
Goa (Plot A and Others)	100%	-	141

Plot B & C	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 19	(1)	(5)	(3)	-	0.4
Q2, FY 19	1	2	1	3,834	0.6
Q3, FY 19	2	3	2	4,928	0.2
Till YTD FY 19	2	0	(1)	-	1.2
Till Date	28	66	37	5,624	34

Plot A	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 19	1	1	0.3	1,858	0.7
Q2, FY 19	-	-	-	-	0.3
Q3, FY 19	7	28	5.5	1,974	3.3
Till YTD FY 19	8	29	5.8	1,968	4.3
Till Date	26	141	27	1,946	23



	Construction Milestone	% Sales Completion
Till Q1, FY 19	99%	30%
Till Q2, FY 19	99%	31%
Till Q3, FY 19	99%	33%

Plot A Sales		
Till Q1, FY 19	NA	98%
Till Q2, FY 19	NA	98%
Till Q3, FY 19	NA	98%

Disclaimer

By attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations:

- This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of Peninsula Land Limited (the “**Company**”), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company
- This document is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose. The information in this document is being provided by the Company and is subject to change without notice. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness
- This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as "expects" and "anticipates" and words of similar import. Any statement in this document that is not a statement of historical fact is a forward-looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements
- You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company
- This document speaks as of February 07,2019. Neither the delivery of this document nor further discussions of the Company with any of the recipients shall, under any circumstances, create any implication that there has been no change in the affairs of the Company since that date

Thank You