



## Results Presentation | Q1 FY 2020

## Business Updates



# Business Updates

## New Sales Bookings / Collections

### Q1 – FY 2020

- ▣ Sale of affordable housing 36,504 Sq. ft. during Q1 FY20 for a consideration of Rs. 18 Crs, as against 463,285 Sq. ft. (Launch of Phase 1) during Q1 FY 19 for consideration of Rs. 167 Crs.
- ▣ Sale from Existing Projects 81,435 Sq. ft. during Q1 FY20 for a consideration of Rs. 69 Cr, as against 15,356 Sq. ft. during Q1 FY 19 for a consideration of Rs. 37 Cr.
- ▣ Collections from operations were at Rs. 166 Cr for Q1 FY 20, as against Rs. 122 Cr during Q1 FY 19

## Progress on monetization of non-core assets

- ▣ Collection of Rs. 130 Cr on exit from non-core assets
  - ▣ Rs 4 Crs of Hinjewadi , Pune (Tranche #2)
  - ▣ SEZ land returned to Goa Govt. for compensation of Rs. 83 Crs (received Rs. 77 Crs)
  - ▣ Monetization of Nasik land for Rs. 74 Crs (received Rs. 49 Crs)

**Projects Overview**



## Details of Ongoing Projects - Q1 FY 2020

Projects	PLL Share (%)	No of Units sold	Area Sold (sft )	Sales Value (Rs.Cr)	Avg. Realization (Rs./sft)	Collection (Rs. Crs) in Q1
Bishopsgate	50%	-	-	-	-	0.5
Celestia Spaces (PLL Share)	100%	(2)	(5008)	(10)	-	46
Carmichael Residences	40%	-	-	-	-	-
Salsette 27	57%	1	1,900	8	30,357	33
Peninsula Heights, JP Nagar	100%	17	61,020	66	10,827	54
addressOne	100%	62	36,504	18	4,850	26
Ashok Astoria (Phase 1) *	100%	1	3,620	1.2	3,183	2
Ashok Astoria(Amenities)		-	(3,202)	(1.4)	-	
Ashok Astoria ( Plot Sales)		5	16,379	4	2,206	
Ashok Nirvaan	100%	-	-	-	-	-
Ashok Beleza	100%	3	6,727	3	3,964	4
<b>Total</b>		<b>87</b>	<b>117,939</b>	<b>87</b>		<b>166</b>

\* Completed project

Figures in bracket are due to cancellations

## Summary of Ongoing projects – till Jun '19 (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)
<b>Residential-Ongoing</b>								
Bishopsgate	101	Mumbai	50%	10	78	540	69,619	448
Celestia Spaces-PLL Share	490	Mumbai	100%	198	386	846	21,934	537
Carmichael Residences	146	Mumbai	40%	16	83	642	76,896	397
Salsette 27	915	Mumbai	57%	240	377	1,030	27,287	391
Ashok Meadows-Phase 1 *	507	Pune	85%	336	508	253	5,003	250
Peninsula Heights, JP Nagar	620	Bengaluru	100%	121	494	491	9,933	332
addressOne	918	Pune	100%	1264	744	288	3,870	73
Ashok Astoria(Phase 1) *	498	Nashik	100%	291	464	163	3,507	154
Ashok Astoria ( Plot Sales)	34	Nashik	100%	5	16	4	2,206	0.2
Ashok Nirvaan (Phase 1)	125	Lonavala	100%	13	101	65	6,467	62
Ashok Nirvaan (Phase 2 to 4)	279	Lonavala	100%	-	-	-	-	-
Ashok Beleza	200	Goa	100%	37	85	45	5,358	42
Ashok Beleza (Plot A & Others)	140	Goa	100%	26	140	27	1,946	23
<b>Total</b>	<b>4,972</b>			<b>2,557</b>	<b>3,476</b>	<b>4,394</b>		<b>2,710</b>

\* 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%	93%	-	50%	270	-	270
Celestia Spaces-PLL Share	386	846	79%	75%	-	100%	846	-	846
Carmichael Residences	83	642	57%	95%	-	40%	257	-	257
Salsette 27	377	1,030	41%	29%	-	57%	587	-	587
Ashok Meadows-Phase 1 *	508	253	100%	100%	253	85%	216	216	-
Peninsula Heights, JP Nagar	494	491	80%	84%	-	100%	491	-	491
addressOne	744	288	81%	13%	-	100%	288	-	288
Ashok Astoria (Phase 1) *	464	163	93%	100%	156	100%	163	156	7
Ashok Astoria ( Plot Sales)	16	4	49%	-	-	100%	4	-	4
Ashok Nirvaan (Phase 1)	101	65	81%	98%	65	100%	65	65	-
Ashok Beleza	85	45	42%	100%	41	100%	45	41	4
Ashok Beleza (Plot A & Others)	140	27	100%	-	25	100%	27	25	2
<b>Total</b>	<b>3,476</b>	<b>4,394</b>			<b>540</b>		<b>3,259</b>	<b>503</b>	<b>2,756</b>

\* 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 20	-	-	-	-	0.5
Till Date	10	78	540	69,619	448

	Construction Milestone	% Sales Completion
Till Q1, FY 20	93%	77%

## CURRENT STATUS



## Celestia Spaces (PLL Share)

Location	PLL Share	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 20	(2)	(5)	(10)	-	46
Till Date	198	386	846	21,934	537

	Construction Milestone	% Sales Completion
Till Q1, FY 20	75%	79%

### 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 20	-	-	-	-	-
Till Date	16	83	642	76,896	397

	Construction Milestone	% Sales Completion
Till Q1, FY 20	95%	57%

## 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 20	1	2	8	30,357	33
Till Date	240	377	1,030	27,287	391

	Construction Milestone	% Sales Completion
Till Q1, FY 20	29%	41%

## CURRENT STATUS

### 12 Slab - WIP

**Tower - A**



**Tower - B**





# Peninsula Heights, JP Nagar

Location	PLL Share	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 20	17	61	66	10,827	54
Till Date	121	494	491	9,933	332

	Construction Milestone	% Sales Completion
Till Q1, FY 20	84%	80%

## CURRENT STATUS

**Tower - A**



**Tower - B**



# addressOne

Location	PLL Share	Saleable Area (000's sq ft.)
Gahunje Pune	100%	918



	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 20	62	37	18	4,850	26
Till Date	1264	744	288	3,870	73

	Construction Milestone	% Sales Completion
Till Q1, FY 20	13%	81%

## CURRENT STATUS



Cluster-12



Cluster-18



Cluster-15



# Ashok Astoria (Phase 1) \*

Location	PLL Share	Saleable Area (000's sq ft.)
Nashik ( Residential and Amenities)	100%	498
Nashik ( Plot Sales)	100%	34



Building 2 - A,B,C



Row Houses & Town Homes



Club House



Amenity Building 1



Amphi theater & Lily Pond



Children Play Area

Residential /Amenities	Nos. of units	Area Sold ('000 sq ft )	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 20	1	0.4	(0.2)	-	2
Till Date	291	464	163	3,507	154

Plot Sales	Nos. of units	Area Sold ('000 sq ft )	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 20	5	16	4	2,206	0.2
Till Date	5	16	4	2,206	0.2

\* Completed project

# Ashok Nirvaan

Location	PLL Share	Saleable Area (000's sq ft.)
Lonavala (Villas) – Phase 1	100%	125
Plot area (Phase 2 to 4) 25895 sq.mtrs	100%	279



	Nos. of units	Area Sold ('000 sq ft )	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 20	-	-	-	-	-
Till Date	13	101	65	6,467	62

Villas	Construction Milestone	% Sales Completion
Till Q1, FY 20	98%	81%



# Ashok Beleza

Location	PLL Share	Saleable Area (000's sq ft.)
Goa (Plot B&C)	100%	200
Goa (Plot A and Others)	100%	140



Plot B & C	Nos. of units	Area Sold ('000 sq ft )	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 20	3	7	3	3,964	4
Till Date	37	85	45	5,358	42

Plot A	Nos. of units	Area Sold ('000 sq ft )	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 20	-	-	-	-	-
Till Date	26	140	27	1,946	23

	Construction Milestone	% Sales Completion
Till Q1, FY 20	100%	42%
Plot A Sales	NA	100%

## Financials Overview



## Key financial snapshot

Particulars (Rs. Cr)	Standalone			Consolidated		
	Q1 FY20	Q4 FY19	Q1 FY19	Q1 FY20	Q4 FY19	Q1 FY19
<b><u>Income Statement</u></b>						
Income from Operations	35.2	25.8	37.1	21.8	51.5	40.2
Profit before Interest & Exceptional Items	7.3	(77.6)	4.1	(17.3)	(188.2)	(98.1)
Interest	56.6	61.6	54.9	41.4	47.1	35.3
Exceptional Items	(16.7)	(210.9)	(138.9)	(16.7)	(18.3)	(21.1)
PBT	(66.1)	(350.0)	(189.8)	(75.4)	(253.5)	(154.4)
Tax Expense	0.2	0.5	0.2	(0.1)	9.4	2.1
PAT	(66.3)	(350.5)	(189.9)	(75.3)	(262.9)	(156.5)
Share of (Loss)/Profit of Associates / JV / Non Controlling interest	-	-	-	(1.1)	(11.4)	(22.9)
(Loss)/Profit for the Period	(66.3)	(350.5)	(189.9)	(74.1)	(251.5)	(133.6)

## Debt Profile

Particulars (Rs. Cr)	Standalone			Consolidated		
	30.06.19	31.03.19	30.06.18	30.06.19	31.03.19	30.06.18
Total Debt	1,840	1,956	2,071	* 2,099	* 2,279	*2,222
Less: Cash & Cash equivalents	22	55	62	49	84	96
Net Debt	1,818	1,901	2,009	2,050	2,195	2,126
Net Worth	512	578	1,166	414	488	916

*\* After netting quasi-equity of partners,*

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