



 **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

16 million sft

Projects under development
& in pipeline

343

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

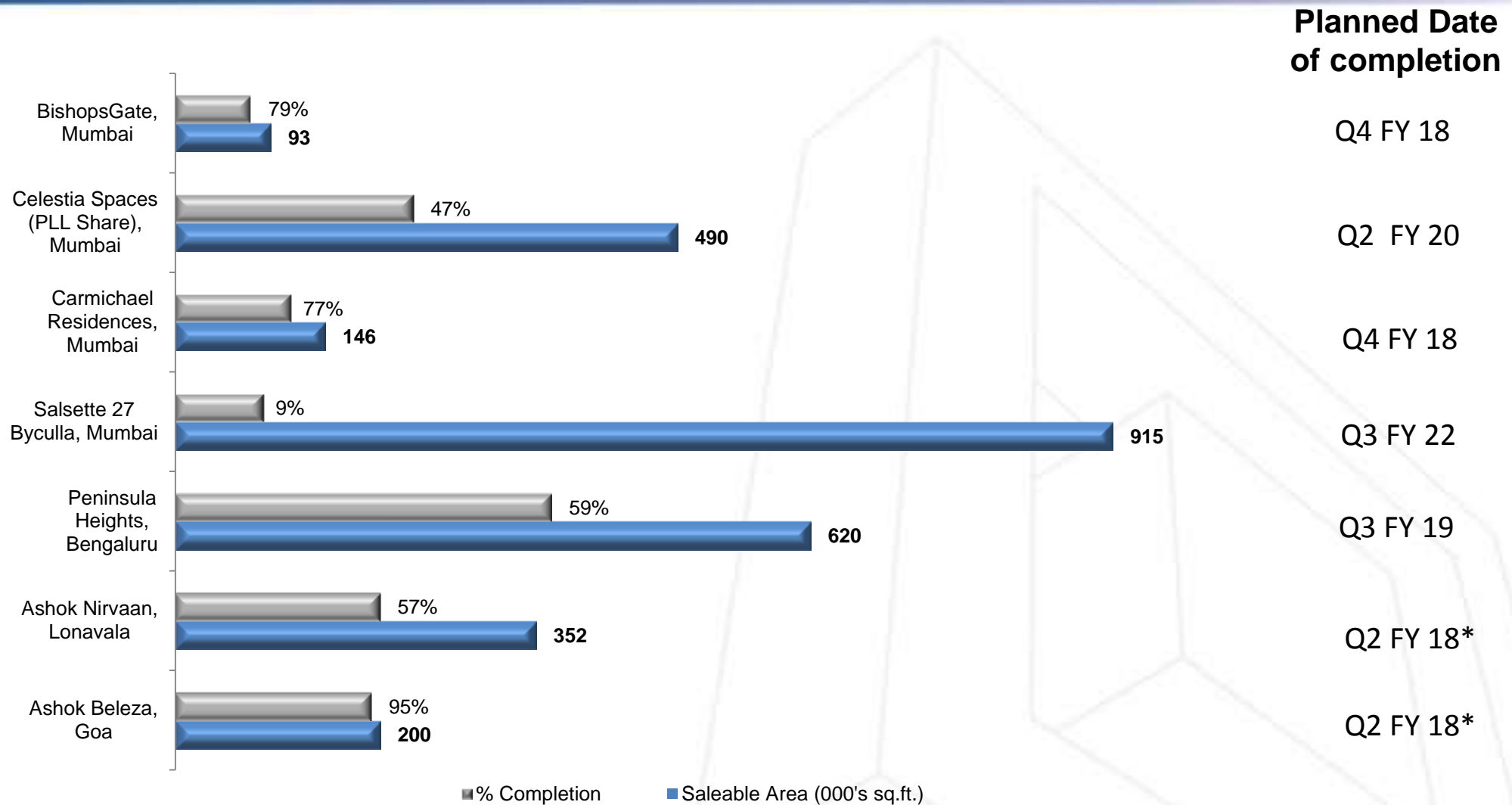
Robust pipeline and renewed geographic focus

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	10.8
Bengaluru			1	0.6	1	0.6
A	13	6.9	5	2.2	5	12.6
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	13.3

Mumbai, Pune and Bengaluru remain our focus

Project Status of Ongoing Projects



* Part of Project Completed

Business Updates



Business Updates in Q4 FY 17

New Sales Bookings / Collections

- ▣ Sold 302,022 sq ft during Q4 FY17 as against 60,360 sq ft during Q4 FY 16
- ▣ Recorded new sales value of Rs. 488 Cr during Q4 FY17, as against Rs. 281 Cr during Q4 FY 16
- ▣ Collections were at Rs. 219 Cr for Q4 FY 17, as against Rs. 152 Cr during Q4 FY 16

Financial Performance

- ▣ Revenue – Rs. 255 Crs Q4 FY 17 V/s Rs. 85 Crs Q4 FY 16
- ▣ EBITDA - Rs. (41) Crs Q4 FY 17 V/s Rs. 35 Crs Q4 FY 16
- ▣ PAT - Rs. (115) Crs Q4 FY 17 V/s Rs. 26 Crs Q4 FY 16

Business Updates in FY 17 vs F 16

New Sales Bookings / Collections

- ▣ Sold 573,299 sq ft during FY17 as against 266,566 sq ft during FY 16
- ▣ Sales of Rs. 904 Cr during FY17, as against Rs 714 Cr during FY 16
- ▣ Collections were at Rs. 557 Cr for FY 17, as against Rs. 475 Cr during FY 16

Land Monetization

- ▣ Hinjewadi, phase 2 sold to Godrej Properties Group for Rs. 201 Cr
- ▣ Exit from other non core properties (Mehendipatnam & other properties) for Rs. 43 Cr

Financial Performance

- ▣ Revenue – Rs. 454 Crs FY 17 V/s Rs. 303 Crs FY 16
- ▣ EBITDA – Rs. 73 Crs FY 17 V/s Rs. 129 Crs FY 16
- ▣ PAT – Rs. (143) Crs FY 17 V/s Rs. 17 Crs FY 16

Financials Overview



Key financial snapshot

Particulars (Rs. Cr)	Standalone		Consolidated	
	For the year ended 31.03.17	For the year ended 31.03.16	For the year ended 31.03.17	For the year ended 31.03.16
Income from Operations	264.6	109.9	269.7	113.5
Profit before interest & Tax	68.2	124.7	(6.8)	2.3
PBT	(102.0)	(6.6)	(177.1)	(69.3)
Tax Expenses	41.1	(24.0)	42.5	(23.3)
PAT	(143.1)	17.4	(219.6)	(46.0)

Debt Profile

Particulars (Rs. Cr)	Standalone		Consolidated	
	For the year ended 31.03.17	For the year ended 31.03.16	For the year ended 31.03.17	For the year ended 31.03.16
Total Debt	2,104	1,762	*2,152	*1,762
Less: Cash & Cash equivalents	124	48	129	107
Net Debt	1,980	1,714	2,023	1,655
Net Worth	1,705	1,855	1,510	1,733
Debt Equity – Gross Borrowing (x)	1.23	0.95	1.43	1.02
Debt Equity – Net Borrowing (x)	1.16	0.92	1.34	0.95

* After netting quasi-equity of partners

ICRA and Brickworks A rating for long term loan and A1 for Short term loan
Loan repayable within a year is Rs. 519 Cr and Weighted Average Cost of Borrowings is 12.0% p.a.

Profit and Loss (standalone)

P&L Snapshot (Rs. Cr)	FY2017	FY2016
Income		
Total Income from operations (Gross)	265	110
Other Income	189	194
Total Revenue	454	303
Expenses		
a) Realty Cost Incurred	245	363
b) Changes in inventories of FG, WIP & stock-in-trade	(3)	(301)
c) Employee benefits expense	44	44
d) Depreciation and amortisation expense	4	4
e) Other Expenses #	96	69
Total (a+b+c+d+e)	386	179
Profit before interest & Tax	68	125
Finance costs	170	131
Profit before Tax	(102)	(7)
Tax Expenses ##	41	(24)
Profit After Tax	(143)	17
Other Comprehensive Income (OCI)	0	0
Total Income (including OCI)	(143)	17

Other expenses for the quarter ended March 31, 2017 include provision of Rs. 52.0 Cr towards fair valuation / impairment of investments and advances made to certain project SPVs

The company has not recognized deferred tax asset on tax losses for the current year and has during the current quarter, reversed the Rs. 59.9 crores of deferred tax assets recognized earlier against tax losses

Balance Sheet (standalone)

Sr No		31-Mar-17	31-Mar-16
	ASSETS		
A	Non-current assets		
a	Property Plant and Equipment	151	450
b	Capital work-in-progress	-	0
c	Investment Property	292	2
d	Other Intangible assets	4	4
e	Investment in subs/JVs/Associates	355	358
f	Financial Assets		
	(i) Investments	480	495
	(ii) Loans	253	816
	(iii) Other financial assets	4	3
g	Deferred tax assets (net)	2	40
h	Non Current tax assets (net)	53	49
i	Other non-current assets	2	10
	Total (A)	1,596	2,227
B	Current assets		
a	Inventories	1309	1306
b	Financial Assets		
	(i) Trade receivables	37	17
	(ii) Cash and cash equivalents	78	32
	(iii) Bank balances-other than (ii) above	46	16
	(iv) Loans	729	52
	(v) Other Financial Assets	211	149
c	Other current assets	132	184
	Total (B)	2,542	1,757
	TOTAL ASSETS (A+B)	4,138	3,983

Balance Sheet (standalone) (contd...)

Sr No		31-Mar-17	31-Mar-16
A	EQUITY		
a	Equity Share capital	56	56
b	Other equity	1,649	1,799
	Total (A)	1,705	1,855
B	Non-Current Liabilities		
a	Financial Liabilities		
	(i) Borrowings	1,191	1,254
	(ii) Other Financial Liabilities	136	-
b	Provisions	4	4
	Total (B)	1,330	1,258
C	Current Liabilities		
a	Financial Liabilities		
	(i) Borrowings	287	372
	(ii) Trade payables		
	(a) MSMED	1	0
	(b) Others	134	126
	(iii) Other Financial Liabilities	614	238
b	Other current liabilities	65	132
c	Provisions	3	2
	Total (C)	1,102	871
	TOTAL EQUITY & LIABILITIES (A+B+C)	4,138	3,983

Projects Overview



Details of Ongoing projects –FY 2017

Projects	PLL Share (%)	Up to last Quarter				Q4				Total				Collection (Rs. Crs) in Q4
		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)	
Celestia Spaces (PLL Share)	100%	8	14,182	35	25,083	50	91,528	202	22,084	58	105,710	237	22,456	58
Salsette 27	57%	40	64,600	180	27,938	40	63,400	191	30,204	80	128,000	372	29,060	7
Carmichael Residences	40%	2	10,428	82	78,634	2 (2)	10,428 (10,428)	76 (36)	-	2	10,428	122	116,993	49
Bishopsgate	50%	-	-	-	-	-	-	-	-	-	-	-	-	59
Ashok Meadows (Phase 1)*	55%	50	76,972	40	5,170	16	24,619	12	4,848	66	101,591	52	5,089	9
Peninsula Heights, JP Nagar	80%	19	74,580	71	9,457	4	16,940	16	9,679	23	91,520	87	9,498	24
Ashok Astoria (Phase 1) *	100%	15	25,021	10	3,902	17	28,902	10	3,500	32	53,923	20	3,686	10
Ashok Astoria(Amenities)		9	3,350	2	5,385	9	2,924	1	4,999	18	6,274	3	5,205	
Ashok Nirvaan	25%	(1)	(8098)	(8)	-	-	-	-	-	(1)	(8098)	(8)	-	0
Ashok Beleza	58%	3	10,242	5	4,939	-	-	-	-	3	10,242	5	4,939	2
Ashok Beleza (Plot A)	58%	-	-	-	-	11	73,703	14	1,942	11	73,703	14	1,942	1
Total		145	271,277	416		147	302,022	488		292	573,299	904		219

* Completed project

Summary of Ongoing projects – till Mar '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%	9	70	503	72,065	321
Celestia Spaces-PLL Share	490	Mumbai	100%	129	241	549	22,777	194
Carmichael Residences	146	Mumbai	40%	14	73	564	77,265	319
Salsette 27	915	Mumbai	57%	175	288	791	27,486	98
Ashok Meadows-Phase 1 *	507	Pune	55%	307	461	231	5,007	199
Peninsula Heights, JP Nagar	620	Bengaluru	80%	55	228	214	9,373	121
Ashok Astoria(Phase 1) *	498	Nashik	100%	249	383	137	3,572	111
Ashok Nirvaan	352	Lonavala	25%	13	101	65	6,467	53
Ashok Beleza	200	Goa	58%	27	69	41	5,849	24
Ashok Beleza (Plot A)	115	Goa	58%	11	74	14	1,942	1
Total	3,936			989	1,987	3,109		1,439

* 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	PLL Share			
					%	Revenue	Revenue Recognized	Balance Revenue to be Recognized
Bishopsgate	70	503	75%	79%	50%	251	198	53
Celestia Spaces-PLL Share	241	549	49%	47%	100%	549	176	372
Carmichael Residences	73	564	50%	77%	40%	225	138	87
Salsette 27	288	791	31%	9%	57%	451	-	451
Ashok Meadows-Phase 1 *	461	231	91%	92%	55%	127	116	11
Peninsula Heights, JP Nagar	228	214	37%	59%	80%	171	101	70
Ashok Astoria (Phase 1) *	383	137	77%	100%	100%	137	134	2
Ashok Nirvaan	101	65	29%	57%	25%	16	9	7
Ashok Beleza	69	41	35%	95%	58%	24	19	5
Ashok Beleza (Plot A)	74	14	64%	-	58%	8	-	8
Total	1,987	3,109				1,959	891	1,068

* 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	10,000	Pune	Owned	100%	-
Sogaon, Alibaug	638	Alibaug	JV	85%	Samira Habitat
Saral	50	Alibaug	Owned	100%	-
Total	13,340				

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 17	-	-	-	-	3
Q2, FY 17	-	-	-	-	20
Q3, FY 17	-	-	-	-	
Q4, FY 17	-	-	-	-	59
FY 17	-	-	-	-	82
Till Date	9	70	503	72,065	321

	Construction Milestone	% Sales Completion
Till Q1, FY 17	78%	82%
Till Q2, FY 17	80%	82%
Till Q3, FY 17	82%	82%
Till Q4, FY 17	79%	75%

Bishopsgate-Current status

Dec 2016



Duplex 8th Flr – Complete, Finishing WIP

CURRENT STATUS



Celestia Spaces (PLL Share)

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

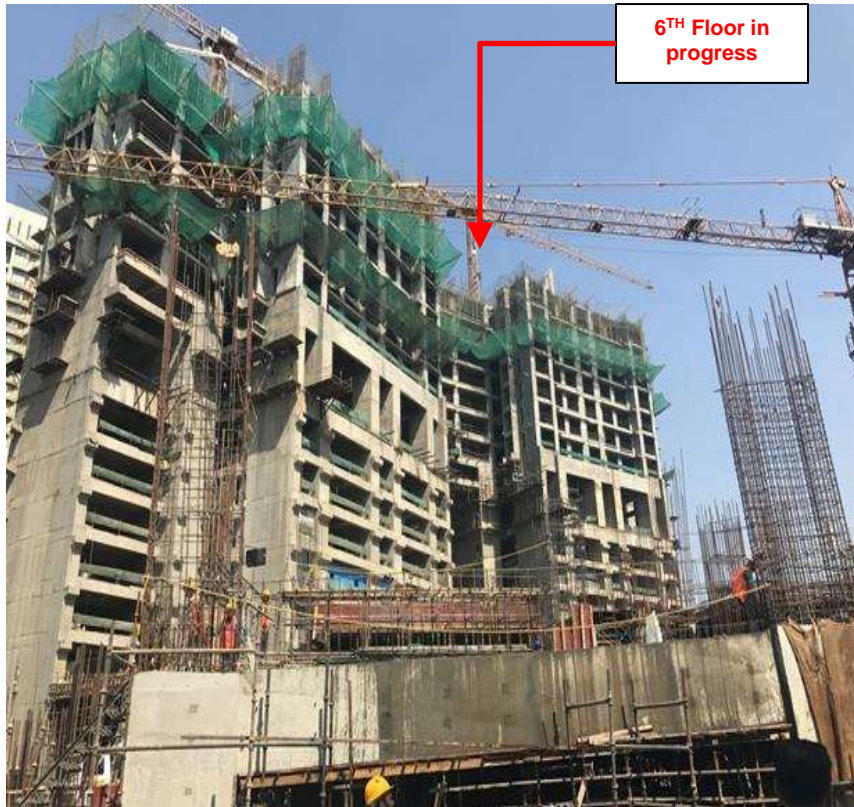
	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 17	8	15	35	23,073	11
Q2, FY 17	1	1	3	24,138	11
Q3, FY 17	(1)	(2)	(3)		6
Q4, FY 17	50	92	202	22,084	58
FY 17	58	106	237	22,456	86
Till Date	129	241	549	22,777	194



	Construction Milestone	% Sales Completion
Till Q1, FY 17	20%	31%
Till Q2, FY 17	21%	31%
Till Q3, FY 17	23%	31%
Till Q4, FY 17	47%	49%

Celestia Spaces-Current Status

Dec 2016



CURRENT STATUS



P4 Slab W.I.P



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 17	-	-	-	-	66
Q2, FY 17	2	10	82	78,634	10
Q3, FY 17	-	-	-	-	38
Q4, FY 17	2 (2)	10 (10)	76 (36)		49
FY 17	2	10	122	116,993	163
Till Date	14	73	564	77,265	319



	Construction Milestone	% Sales Completion
Till Q1, FY 17	71%	43%
Till Q2, FY 17	74%	50%
Till Q3, FY 17	77%	50%
Till Q4, FY 17	77%	50%

Carmichael Residences-Current Status

Dec 2016



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 17	7	11	33	28,323	15
Q2, FY 17	22	35	94	26,790	9
Q3, FY 17	11	18	54	29,933	10
Q4, FY 17	40	64	191	30,204	7
FY 17	80	128	372	29,060	40
Till Date	175	288	791	27,486	98



	Construction Milestone	% Sales Completion
Till Q1, FY 17	2%	22%
Till Q2, FY 17	3%	26%
Till Q3, FY 17	8%	29%
Till Q4, FY 17	9%	31%

Salsette 27 - Current Status

Dec 2016

Tower B – Excavation WIP



Tower A – Excavation WIP



CURRENT STATUS



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 17	5	7	4	5,234	5
Q2, FY 17	38	58	30	5,158	13
Q3, FY 17	7	12	6	5,165	19
Q4, FY 17	16	25	12	4,848	9
FY 17	66	102	52	5,089	46
Till Date	307	461	231	5,007	199

* 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 17	5	24	23	9,373	15
Q2, FY 17	10	35	32	9,061	10
Q3, FY 17	4	15	16	10,517	23
Q4, FY 17	4	17	16	9,679	24
FY 17	23	92	87	9,498	72
Till Date	55	228	214	9,373	121

	Construction Milestone	% Sales Completion
Till Q1, FY 17	23%	26%
Till Q2, FY 17	57%	31%
Till Q3, FY 17	60%	34%
Till Q4, FY 17	59%	37%

Peninsula Heights, JP Nagar-Current Status

Dec 2016

CURRENT STATUS



Tower A – W.I.P – 20th Flr. slab



Tower B – W.I.P - 2nd Flr slab.



Tower A
Terrace Slab



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

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 17	9	11	5	4,102	3
Q2, FY 17	3	3	2	4,821	2
Q3, FY 17	12	14	6	3,895	5
Q4, FY 17	26	32	12	3,637	10
FY 17	50	60	23	3,844	20
Till Date	249	383	137	3,572	111

* Completed project



Row House and Town House Buildings



Row House and Town House Buildings



Club House



Amenity Building



Amphi theater & Lily Pond



Building 2B

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 17	-	-	(1)	-	3
Q2, FY 17	(1)	(8)	(8)	-	8
Q3, FY 17	-	-	-	-	(1)
Q4, FY 17	-	-	-	-	-
FY 17	(1)	(8)	(8)	-	10
Till Date	13	101	65	6,467	53

	Construction Milestone	% Sales Completion
Till Q1, FY 17	53%	31%
Till Q2, FY 17	55%	29%
Till Q3, FY 17	55%	29%
Till Q4, FY 17	57%	29%

Ashok Nirvaan-Current Status

CURRENT STATUS

Villa No. 1



Villa No-2



Villa No-41



Villa No-26



Villa No-46



Villa No-7



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

	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Q1, FY 17	1	3	2	5,600	2
Q2, FY 17	-	-	-	-	2
Q3, FY 17	2	7	3	4,647	2
Q4, FY 17	-	-	-	-	3
Till YTD FY 17	3	10	5	4,939	8
Till Date	27	69	41	5,849	25

Plot A Sales Q4, FY 17	11	74	14	1,942	1
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	Construction Milestone	% Sales Completion
Till Q1, FY 17	86%	25%
Till Q2, FY 17	87%	25%
Till Q3, FY 17	88%	28%
Till Q4, FY 17	95%	35%

Plot A Sales		
Till Q4, FY 17	NA	64%

Ashok Beleza-Current Status

CURRENT STATUS



C1 & C2 – 3 BHK Apartments



Town house –B6, B5 & B4



Villa & Sales Office



Town house –B1, B2 & B3



Mini Theatre



Pool deck Veranda

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