

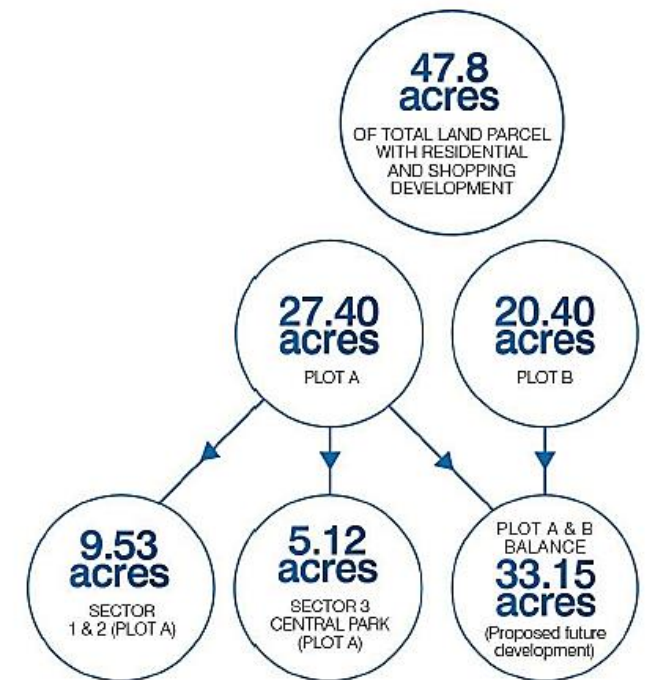


Results Presentation | FY 2019

Business Updates



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



Phase 1

- Launched in Q1 of FY 2019
- 94% Sold
- 814 units – 0.5 Mio SFT for Rs.176 Cr

Phase 2 (Central Park)

- Launched in Jan 2019
- 56% Sold
- 388 units – 0.2 Mio SFT for Rs.94 Cr

Business Updates

New Sales Bookings / Collections

Q4 – FY 2019

- ▣ Sold 302,652 Sq. ft. during Q4 FY19 as against 144,895 Sq. ft. during Q4 FY 18
- ▣ New sales of Rs. 183 Cr during Q4 FY19, as against Rs. 188 Cr during Q4 FY 18
- ▣ Collections from operations were at Rs. 95 Cr for Q4 FY 19, as against Rs. 139 Cr during Q4 FY 18

FY 2019

- ▣ Sold 965,773 Sq. ft. during FY19 as against 405,293 Sq. ft. during FY 18
- ▣ New sales of Rs. 588 Cr during FY19, as against Rs. 635 Cr during FY 18
- ▣ Collections (operations & non core assets) were at Rs. 731 Cr for FY 19, as against Rs. 635 Cr during FY 18

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. 290 Cr on exit from non-core assets
 - ▣ Rs 69 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

- ▣ Post Balance Sheet Events
 - ▣ SEZ land returned to Goa Govt. for compensation of Rs. 83 Crs (received Rs. 81 Crs)
 - ▣ Monetization of Nasik land for Rs. 74 Crs (received Rs. 50 Crs)

Projects Overview



Summary of Ongoing projects – till Mar '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)
Residential-Ongoing								
Bishopsgate	101	Mumbai	50%	10	78	540	69,619	447
Celestia Spaces-PLL Share	490	Mumbai	100%	200	391	856	21,920	491
Carmichael Residences	146	Mumbai	40%	16	83	642	76,896	397
Salsette 27	915	Mumbai	57%	239	375	1022	27,224	358
Ashok Meadows-Phase 1 *	507	Pune	85%	336	508	253	5,003	250
Peninsula Heights, JP Nagar	620	Bengaluru	100%	104	433	425	9,807	277
addressOne	918	Pune	100%	1202	707	270	3,819	48
Ashok Astoria(Phase 1) *	498	Nashik	100%	290	464	163	3,516	152
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%	34	78	43	5,479	38
Ashok Beleza (Plot A & Others)	143	Goa	100%	26	140	27	1,946	23
Total	4,942			2,470	3,358	4,307		2,543

* 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%	89%	-	50%	270	-	270
Celestia Spaces-PLL Share	391	856	80%	74%	-	100%	856	-	856
Carmichael Residences	83	642	57%	95%	-	40%	257	-	257
Salsette 27	375	1022	41%	26%	-	57%	582	-	582
Ashok Meadows-Phase 1 *	508	253	100%	100%	253	85%	216	216	-
Peninsula Heights, JP Nagar	433	425	70%	81%	-	100%	425	-	425
addressOne	707	270	77%	7%	-	100%	270	-	270
Ashok Astoria (Phase 1) *	464	163	93%	100%	152	100%	163	152	11
Ashok Nirvaan (Phase 1)	101	65	81%	100%	65	100%	65	65	-
Ashok Beleza	78	43	39%	100%	40	100%	43	40	3
Ashok Beleza (Plot A & Others)	140	27	98%	-	25	100%	27	25	2
Total	3,358	4,307			537		3,175	499	2,676

* 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)
Till Date	10	78	540	69,619	447

	Construction Milestone	% Sales Completion
Till Q4, FY 19	89%	77%

CURRENT STATUS



Celestia Spaces (PLL Share)

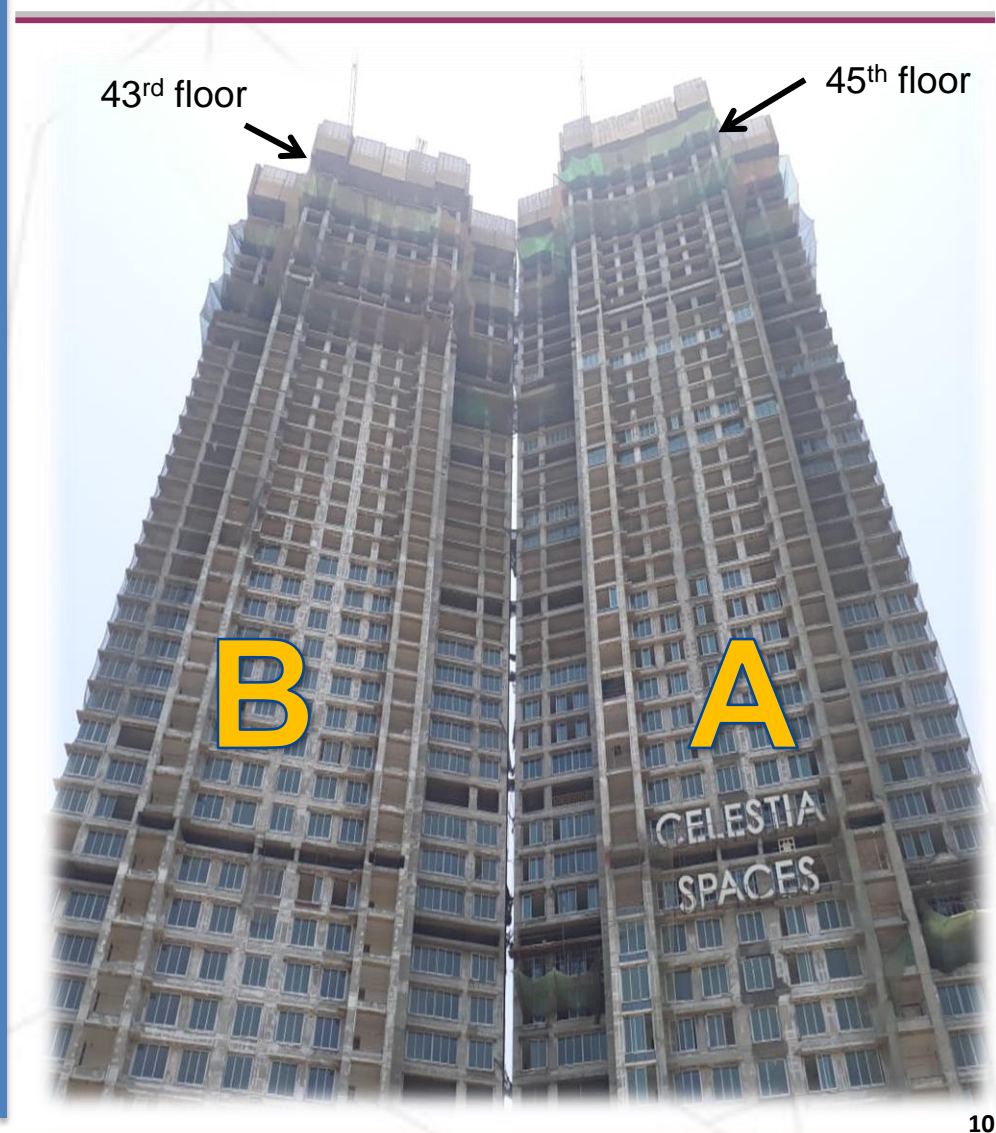
Location	PLL Share	Saleable Area (000's sq ft.)
Mumbai	100%	490



	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Till Date	200	391	856	21,920	491

	Construction Milestone	% Sales Completion
Till Q4, FY 19	74%	80%

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)
Till Date	16	83	642	76,896	397

	Construction Milestone	% Sales Completion
Till Q4, FY 19	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)
Till Date	239	375	1,022	27,224	358

	Construction Milestone	% Sales Completion
Till Q4, FY 19	26%	41%

CURRENT STATUS



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)
Till Date	104	433	425	9,807	277

	Construction Milestone	% Sales Completion
Till Q4, FY 19	81%	70%

CURRENT STATUS



**Tower A
East
View**



**Tower B
North
View**

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)
Till Date	1202	707	270	3,819	48

	Construction Milestone	% Sales Completion
Till Q4, FY 19	7%	77%

CURRENT STATUS



Ashok Astoria (Phase 1) *

Location	PLL Share	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)
Till Date	290	464	163	3,516	152

* Completed project



Building 2 - A,B,C



Row Houses & Town Homes



Club House



Amenity Building 1



Amphi theater & Lily Pond



Children Play Area

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)
Till Date	13	101	65	6,467	62

Villas	Construction Milestone	% Sales Completion
Till Q4, FY 19	100%	81%

Ashok Beleza

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



Till Date	Nos. of units	Area Sold ('000 sq ft)	Sales Value (Rs.Cr)	Avg. Realization (Rs./sqft)	Collection (Rs. Cr)
Plot B & C	34	78	40	5,479	38
Plot A	26	140	27	1,946	23

	Construction Milestone	% Sales Completion
Till Q4, FY 19	100%	39%
Plot A Sales	NA	98%

Financials Overview



Key financial snapshot

	Standalone		Consolidated	
Particulars (Rs. Cr)	FY19	FY18	FY19	FY18
<u>Income Statement</u>				
Income from Operations	135.0	315.1	327.8	497.6
Profit before Interest & Exceptional Items	(118.9)	138.6	(349.6)	(61.6)
Interest	232.8	280.3	166.9	218.4
Exceptional Items	(410.3)	(179.9)	(53.7)	(169.5)
PBT	(762.0)	(321.6)	(570.0)	(449.4)
Tax Expense	15.9	12.1	27.7	3.8
PAT	(777.9)	(333.7)	(597.7)	(453.3)

Balance Sheet

		Standalone		Consolidated	
Sr No		31-Mar-19	31-Mar-18	31-Mar-19	31-Mar-18
	Assets				
A	Non-current assets	1,380	1,745	916	1004
B	Current assets	1,893	2,216	3,769	3,965
	Total Assets (A+B)	3,273	3,961	4,685	4,969
	Equity & Liabilities				
A	Equity	578	1,356	519	1,145
B	Non-Current Liabilities	1,154	1,549	1,830	1,917
C	Current Liabilities	1,541	1,057	2,336	1,907
	Total Equity & Liabilities (A+B+C)	3,273	3,961	4,685	4,969

Debt Profile

Particulars (Rs. Cr)	Standalone		Consolidated	
	For the year ended 31.03.19	For the year ended 31.03.18	For the year ended 31.03.19	For the year ended 31.03.18
Total Debt	1,956	2,095	* 2,279	* 2,313
Less: Cash & Cash equivalents	55	63	84	95
Net Debt	1,901	2,032	2,195	2,218
Net Worth	578	1,356	488	1,049

* After netting quasi-equity of partners,

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