



 **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

### 290

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

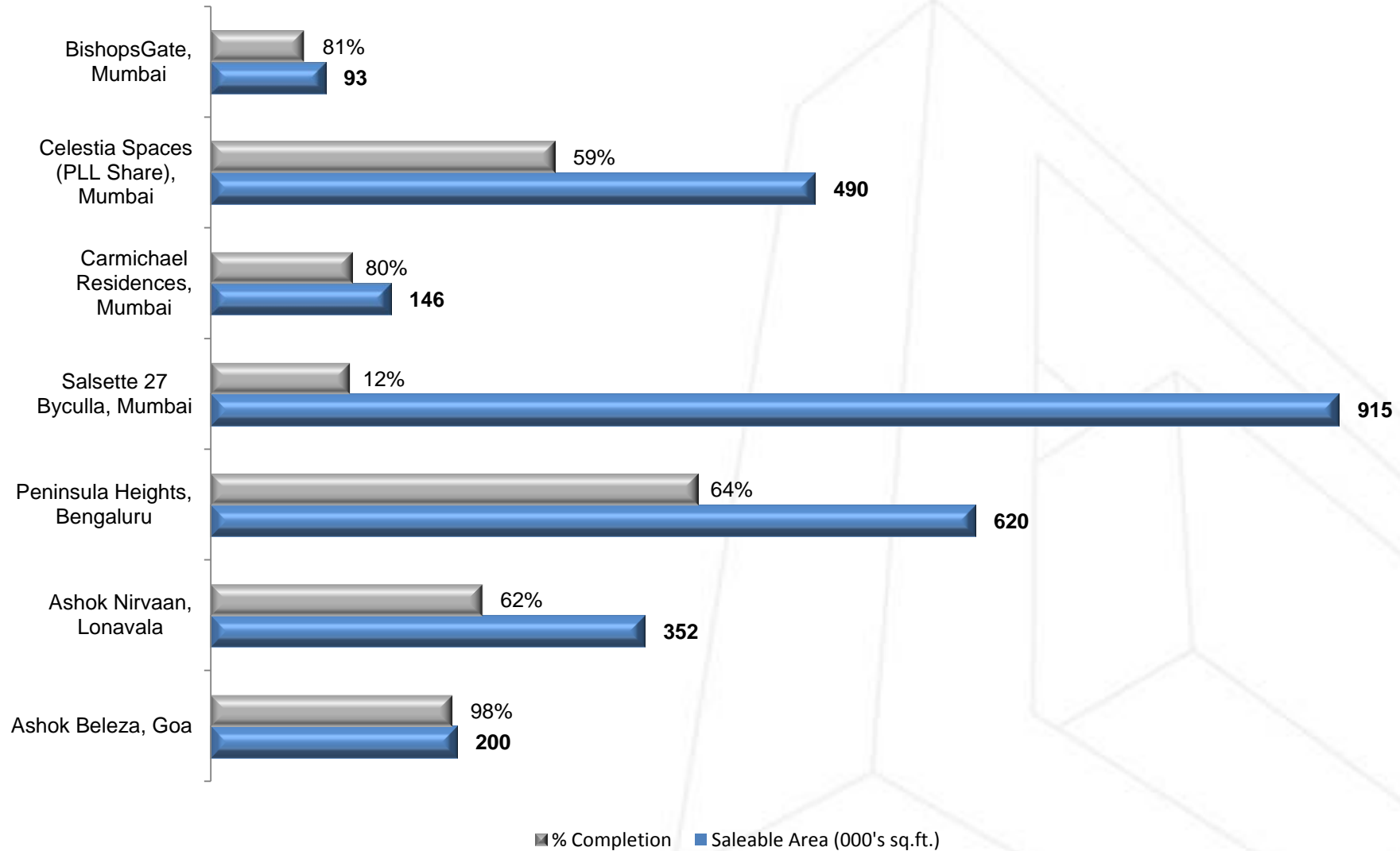
## Robust pipeline and renewed geographic focus

### 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
<b>A</b>	<b>13</b>	<b>6.9</b>	<b>5</b>	<b>2.2</b>	<b>5</b>	<b>8.6</b>
<b>Others</b>						
Nashik	1	0.5				
Goa			1	0.2		
Alibaug					2	0.7
Lonavala			1	0.3		
<b>B</b>	<b>1</b>	<b>0.5</b>	<b>2</b>	<b>0.5</b>	<b>2</b>	<b>0.7</b>
<b>A+B</b>	<b>14</b>	<b>7.4</b>	<b>7</b>	<b>2.7</b>	<b>7</b>	<b>9.3</b>

Mumbai, Pune and Bengaluru remain our focus

## Project Status of Ongoing Projects



## Business Updates





## Business Updates in Q2 FY 18

### New Sales Bookings / Collections

- ▣ Sold 103,503 Sq. ft. during Q2 FY18 as against 135,140 Sq. ft. during Q2 FY 17
- ▣ Recorded new sales value of Rs. 244 Cr during Q2 FY18, as against Rs. 235 Cr during Q2 FY 17
- ▣ Recorded new sales value of Rs. 352 Cr during H1 FY18, as against Rs. 337 Cr during H1 FY 17
- ▣ Collections were at Rs. 354 Cr for H1 FY 18, as against Rs. 208 Cr during H1 FY 17
- ▣ Land Monetization of Mamurdi, Pune - 59.43 Acres for Rs 226 Cr. Received 1<sup>st</sup> Tranche in Sep 2017-Rs 47 Cr

### Financial Performance

- ▣ Revenue – Rs. 24 Crs Q2 FY 18 V/s Rs. 13 Crs Q2 FY 17
- ▣ EBITDA - Rs. 38 Crs Q2 FY 18 V/s Rs. 37 Crs Q2 FY 17
- ▣ PAT - Rs. (45) Crs Q2 FY 18 V/s Rs. (10) Crs Q2 FY 17

## Financials Overview



## Key financial snapshot (standalone)

Particulars (Rs. Cr)	Q2FY18	Q2FY17	FY17
<b><u>Income Statement</u></b>			
Income from Operations	24	13	265
Profit before Interest & Exceptional Items	37	36	68
Interest	64	37	170
Profit after Interest, before Exceptional Items	(27)	(2)	(102)
Exceptional Items	(20)	-	-
PBT	(47)	(2)	(102)
Tax Expense	(2)	8	41
PAT	(45)	(10)	(143)



## Profit and Loss (standalone)

P&L Snapshot (Rs. Cr)	Q2FY18	Q2FY17	H1FY18	H1FY17
<b>Income</b>				
Total Income from operations (Gross)	24.4	13.2	99.6	37.4
Other Income	50.5	51.1	104.7	96.6
<b>Total Revenue</b>	<b>74.9</b>	<b>64.3</b>	<b>204.4</b>	<b>134.0</b>
<b>Expenses</b>				
a) Cost of Realty Sales	13.1	51.0	89.3	102.6
b) Changes in inventories of FG, WIP & stock-in-trade	(2.6)	(45.5)	(7.2)	(88.2)
c) Employee Benefit expenses	13.2	11.1	23.4	24.5
d) Depreciation and amortisation expense	1.0	1.1	2.1	2.2
e) Other Expenses	13.6	11.0	26.3	19.1
<b>Total Expenses</b>	<b>38.3</b>	<b>28.7</b>	<b>133.9</b>	<b>60.2</b>
<b>Profit before Interest ,Tax &amp; Exceptional Items</b>	<b>36.6</b>	<b>35.6</b>	<b>70.5</b>	<b>73.8</b>
Finance Costs	63.5	37.3	133.2	70.1
<b>Profit before tax before exceptional items</b>	<b>(26.9)</b>	<b>(1.7)</b>	<b>(62.6)</b>	<b>3.7</b>
Exceptional Items	(19.7)	-	(19.7)	-
<b>Profit/(loss) before tax</b>	<b>(46.6)</b>	<b>(1.7)</b>	<b>(82.2)</b>	<b>3.7</b>
Tax Expense	(1.8)	7.8	(6.1)	11.6
<b>Profit After Tax</b>	<b>(44.8)</b>	<b>(9.5)</b>	<b>(76.1)</b>	<b>(7.9)</b>

## Debt profile

Particulars (Rs. Cr)	30.09.17	31.03.17
<b>Standalone</b>		
Total Debt	2,247	2,182
Less: Cash & Cash equivalents	58	124
Net Debt	2,189	2,058
Net Worth	1,629	1,705
Debt Equity – Gross Borrowing (x)	1.38	1.28
Debt Equity – Net Borrowing (x)	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 11.9% p.a.**

## Projects Overview



## Details of Ongoing Projects - Q2 FY 2018

Projects	PLL Share (%)	Up to last Quarter				Q2				Total				Collection (Rs. Crs) in H1
		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%	7	9,100	31	33,738	4	5,800	16	28,363	11	14,900	47	31,646	35
Peninsula Heights, JP Nagar	80%	7	32,190	33	10,251	7	32,510	33	10,025	14	64,700	66	10,138	56
Ashok Astoria (Phase 1) *	100%	12	30,551	11	3,540	2	(3123)	(1)	-	14	27,428	9	3,645	15
Ashok Astoria(Amenities) *		1	368	0.2	5,150	1	263	0.1	5,100	2	631	0.3	5,129	
Ashok Meadows (Phase 1)*	55%	11	15,943	8	4,928	5	6,906	3	4,636	16	22,849	11	4,816	24
Celestia Spaces (PLL Share)	100%	(8)	(13,534)	(31)	-	6	12,054	28	22,903	(2)	(1,480)	(3)	-	77
Carmichael Residences	40%	-	-	-	-	4	20,856	160	76,716	4	20,856	160	76,716	53
Ashok Nirvaan	25%	-	-	-	-	-	-	-	-	-	-	-	-	5
Ashok Beleza	58%	-	-	(1)	-	-	-	-	-	-	-	(1)	-	6
Ashok Beleza (Plot A)	58%	2	9,164	2	1,969	5	28,237	5	1,922	7	37,402	7	1,934	15
<b>Total</b>		<b>33</b>	<b>91,532</b>	<b>108</b>		<b>34</b>	<b>103,503</b>	<b>244</b>		<b>67</b>	<b>195,036</b>	<b>352</b>		<b>354</b>

\* Completed project

## Summary of Ongoing projects – till Sep '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)
<b>Residential-Ongoing</b>								
Bishopsgate	93	Mumbai	50%	10	78	540	69,619	447
Celestia Spaces-PLL Share	490	Mumbai	100%	127	239	545	22,767	271
Carmichael Residences	146	Mumbai	40%	18	94	726	77,234	342
Salsette 27	915	Mumbai	57%	186	303	838	27,670	133
Ashok Meadows-Phase 1 *	507	Pune	55%	323	484	242	4,994	223
Peninsula Heights, JP Nagar	620	Bengaluru	80%	69	292	280	9,542	176
Ashok Astoria(Phase 1) *	498	Nashik	100%	265	411	146	3,557	126
Ashok Nirvaan	352	Lonavala	25%	13	101	65	6,467	57
Ashok Beleza	200	Goa	58%	27	69	40	5,763	30
Ashok Beleza (Plot A )	115	Goa	58%	18	111	22	1,939	16
<b>Total</b>	<b>3,936</b>			<b>1,056</b>	<b>2,182</b>	<b>3,443</b>		<b>1,822</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	Balance Revenue to be Recognized
Bishopsgate	78	540	83%	81%	439	50%	270	220	50
Celestia Spaces-PLL Share	239	545	49%	59%	248	100%	545	248	297
Carmichael Residences	94	726	64%	80%	453	40%	290	181	109
Salsette 27	303	838	33%	12%	-	57%	478	-	478
Ashok Meadows-Phase 1*	484	242	95%	93%	225	55%	133	124	9
Peninsula Heights, JP Nagar	292	280	47%	64%	170	80%	224	136	88
Ashok Astoria (Phase 1) *	411	146	83%	100%	145	100%	146	145	1
Ashok Nirvaan	101	65	29%	62%	41	25%	16	10	6
Ashok Beleza	69	40	35%	98%	39	58%	23	22	1
Ashok Beleza (Plot A)	111	22	97%		13	58%	12	7	5
<b>Total</b>	<b>2,182</b>	<b>3,443</b>			<b>1,773</b>		<b>2,137</b>	<b>1,093</b>	<b>1,044</b>

\* 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
<b>Total</b>	<b>9,290</b>				



# 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
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%

## 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
Till YTD FY 18	(2)	(1)	(3)	-	77
Till Date	127	239	545	22,767	271

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



# 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
Till YTD FY 18	-	-	-	-	53
Till Date	18	94	726	77,234	342

	Construction Milestone	% Sales Completion
Till Q1, FY 18	79%	50%
Till Q2, FY 18	80%	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
Till YTD FY 18	11	15	47	31,646	35
Till Date	186	303	838	27,670	133

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



# Salsette 27 - Current Status

March 2017

CURRENT STATUS



**Tower A Excavation in progress**



**Tower A Raft Completed. WIP - Level B3**



**Tower B Excavation in progress**



**Tower B Raft Completed. WIP - B2 & B3**



# 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
Till YTD FY 18	16	23	11	4,816	24
Till Date	323	484	242	4,994	223

\* 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
Till YTD FY 18	14	65	66	10,138	56
Till Date	69	292	280	9,542	176

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

# Peninsula Heights, JP Nagar-Current Status

March 2017

**Tower A  
Terrace Slab**



**Tower B: 4<sup>th</sup> & 5<sup>th</sup> Flr Slab Lvl WIP**



# Peninsula Heights, JP Nagar-Current Status

## CURRENT STATUS

**RCC & Blockwork Completed**



**Tower A West Side view**

**Currently Terrace Slab WIP**



**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
Till YTD FY 18	16	28	9	3,438	15
Till Date	265	411	146	3,557	126



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
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%



# 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	-	-	-	-	-
Till YTD FY 18	-	-	(1)	-	6
Till Date	27	69	40	5,763	30

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
Till YTD FY 18	7	37	7	1,934	15
Till Date	18	111	22	1,939	16



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

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

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