



GODREJ PROPERTIES LIMITED

Registered and Corporate Office: Godrej Bhavan, 4th Floor, 4A, Home Street, Fort, Mumbai – 400 001

PRESS RELEASE

Q4 & FY2013 Results

- Consolidated Q4 FY2013 Total Income stood at INR 313.9 crore
- Net Profit reported at INR 53.2 crore in Q4 FY2013

- Consolidated FY2013 Total Income stood at INR 1,047.6 crore
- Net Profit reported at INR 138.4 crore in FY2013

Mumbai, May 09 2013: Godrej Properties Limited (GPL), a leading national real estate developer, today announced its financial results for the quarter and full year ended March 31, 2013.

CORPORATE HIGHLIGHTS:

Business Development Highlights

Sustained new deal momentum with addition of three new projects with 2.3 million sq.ft. of saleable area in Q4 FY2013

- **Sahakar Nagar 2, Mumbai**
 - Added a second redevelopment project at Sahakar Nagar, Chembur with 0.75 million sq.ft. saleable area
 - GPL economic interest is 91% of revenues

- **Undri, Pune**
 - Entered a joint venture agreement for 1.5 million sq.ft. saleable area at Undri, Pune
 - GPL economic interest is 40% of profits

- **Sundar Sangam, Mumbai**

- Added a redevelopment project with approximately 95,000 sq.ft. saleable area in Malad

Q4 FY2013 is the 5th consecutive quarter in which GPL has added new redevelopment projects

Business Development Highlights

- **Godrej Residential Platform size increased by INR 303 crore to INR 1,073 crore**

- The stake of Godrej Properties in the GRP is now 25.1%
- GPL continues to raise high quality capital from International Limited Partners despite macro headwinds

New launches

Strong response to new project/phase launches across three cities

- **Godrej BKC, Bandra-Kurla Complex, Mumbai**

- Launched flagship commercial project at BKC, Mumbai in March 2013
- ~51,000 sq.ft sales. at a price of ~ INR 26,000/sq. ft.

- **Godrej Garden City, Ahmedabad**

- Launched ~90,000 sq.ft. with 150 units in March, 2013
- 100 % inventory sold within two days
- Phase 5 launch happened on the last day of the quarter with sales commencing in Q1 FY14

- **Godrej Platinum, Alipore, Kolkata**

- Received final approval and commenced pre-sales in March, 2013. Official project launch happened in April 2014
- Total sales of ~46,000 sq.ft. achieved within a few days at a price of ~INR 21,000/sq.ft.

- **Godrej Palms, Chembur, Mumbai**
 - Launched ~61,000 sq.ft. in March, 2013
 - 40% sales achieved within one month

Sales Highlights

Registered significant sales growth in a challenging real estate environment

- Q4 FY2013 witnessed total booking value of INR 602 crore and total booking volume of 0.64 million sq. ft. as compared to total booking value of INR 781 crore and total booking volume of 0.81 million sq. ft. Q4 FY2012
- Excluding Godrej One: Area sold in Q4 FY13 is 0.58 million sq.ft. and 0.46 million sqft in Q4 FY12, recording a growth of 27%. Booking Value in Q4 FY13 is INR 512 Cr and INR 269 Cr in Q4 FY12, recording a growth of 90%
- Area reported is total area sold and total booking value inclusive of joint venture partner area. In Q4 FY2013 JV partner area sold was 0.04 million sq. ft. and in Q4 FY2012 JV partner area sold was 0.05 million sq. ft. JV partner booking value was INR 13 crore in Q4 FY2013 and INR 14 crore in Q4 FY2012

Dividend

- The Board has recommended INR 4.00 per equity share of INR 10 each to be paid as final dividend

Godrej Prakriti Handover

- Delivered 537 homes in Phase 1 of Godrej Prakriti in Q4 FY2013

Awards & Recognitions

GPL received eight awards in Q4 FY2013

- **‘Popular Choice Developer of the year’**: Residential Category, ET Now Awards
- **‘Brand Leadership Award’**: ET Now Awards
- **‘Innovative Real Estate Marketing Campaign’**: ET Now Awards
- **‘Integrated Township of the year – Godrej Garden City’**: ET Now Awards
- **‘Best Upcoming Township Award – Godrej Anandam’**: My FM, Dainik Bhaskar and CREDAI Nagpur
- **‘Best Developer Award (Rest of Maharashtra) – Godrej Anadam’**: The Vasturaviraj Vishwakarma Real Estate Awards

- **‘Safety Award – Godrej Garden City’:** The British Safety Council International Award, Distinction Category for Affordable and Mass Housing
- **‘Safety Award – Godrej One’:** The British Safety Council International Award, Distinction Category for Information Technology and Office Space category

Commenting on the financial performance of Q4 & FY2013, Mr. Pirojsha Godrej, Managing Director & CEO Godrej Properties Limited, said:

“I am pleased to share that FY2013 was a year of strong growth and continued momentum in our business with revenues, bookings and net profit growing significantly by 28%, 71% and 41% respectively.

We continued our new business momentum from last year by adding 8 new projects in FY2013. These include 5 redevelopment projects in Mumbai, meaningfully expanding our presence in this important market. Further, we have built considerable launch momentum this year with thirteen successful launches across the country including Mumbai, NCR, Bangalore, Pune, Ahmedabad and Kolkata.

We have ended fiscal year 2013 with a stronger financial and operational foundation and look forward to striving towards improved performance in the years ahead.”

Financial Overview (Consolidated)

Q4 FY2013 performance overview (Compared with Q4 FY2012)

- Total income was INR 313.9 crore as compared to INR 373.2 crore
- EBITDA was INR 100.4 crore as compared to INR 102.0 crore
- Net profit stood at INR 53.2 crore as compared to INR 39.8 crore

FY2013 performance overview (Compared with FY2012)

- Total income increased to INR 1,047.6 crore as compared to INR 819.8 crore
- EBITDA was INR 296.2 crore as compared to INR 207.7 crore
- Net profit stood at INR 138.4 crore as compared to INR 97.9 crore

- ENDS -

About Godrej Properties Limited:

Godrej Properties brings the Godrej Group philosophy of innovation and excellence to the real estate industry. Each Godrej Properties development combines a 116-year legacy of excellence and innovation with a commitment to cutting-edge design and technology. Godrej Properties is currently developing residential, commercial and township projects spread across 84 million square feet in 12 cities.

Godrej Properties has always embraced the notion that collaboration is the essence of excellence. To that end, we have worked with the best designers, architects and contractors within India and around the globe to deliver imaginative and sustainable spaces. By bringing together the best talent in the global real estate sector, Godrej Properties works to create developments that will last into the future, and foresee the needs of each and every resident.

Over the last few years, Godrej Properties has received over 40 awards and recognitions, including a “Corporate Governance of the Year” award from Accommodation Times and a “Best Emerging National Developer” award from ZEE Business. Official recognition, though, matters less than the affirmation we receive from our customers. Each home or office we construct is a relationship, and each smile a confirmation of a job well done.

For further information please contact:

Rajendra Khetawat / Karan Bolaria
Godrej Properties Limited
Tel: +91 22 6651 0200
Fax: +91 22 2207 2044
Email: rajendra@godrejproperties.com/
kbolaria@godrejproperties.com

Anoop Poojari / Vikram Rajput
Citigate Dewe Rogerson
Tel: +91 22 6645 1211/ 1223
Fax: +91 22 6645 1213
Email: anoop@cdr-india.com/
vikramr@cdr-india.com

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