

RESULTS PRESENTATION

Third Quarter, Financial Year 2014



DISCLAIMER

Some of the statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company's operations include changes in industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labor relations

AGENDA

Overview

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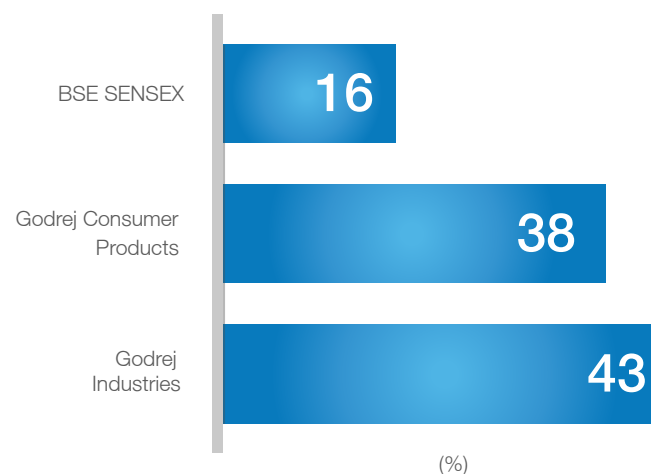
GODREJ GROUP

- Established in 1897
- \$4.1 billion in annual revenue¹
- 500 million people use a Godrej product every day²
- Godrej ranked as 2nd most trusted Indian brand³
- \$2.8 billion brand valuation by Interbrand⁴
- Amongst India's most diversified and trusted conglomerates
- Real estate identified as one of the key growth businesses for the Group

1. Group Revenues in FY13
2. Godrej Group internal study
3. The Brand Trust Report 2013
4. Interbrand study done in 2011

Value Creation for Investors

12 Year CAGR



Note: CAGR calculated for closing prices as of 18th June, 2001 and 31st December, 2013



Godrej & Boyce



Godrej Industries



Godrej Properties



Godrej Consumer

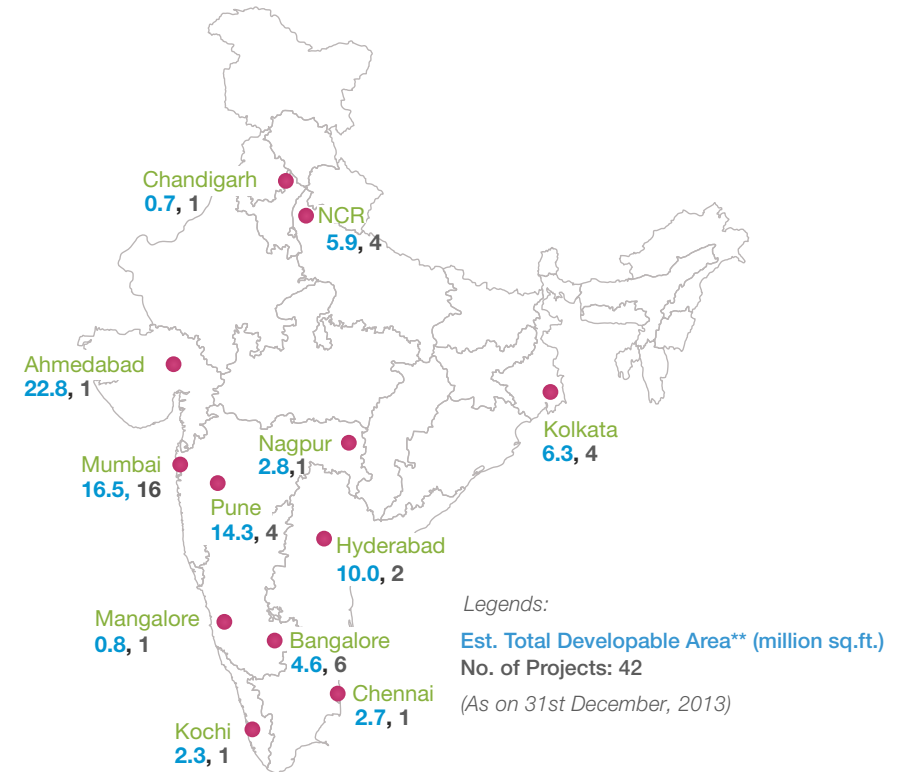


Godrej Agrovet

GODREJ PROPERTIES

- Established in 1990
- Presence in 12 cities across India
- \$ 500 million booking value in FY13
- 89.7* million sq.ft. of potential developable area
- Residential | Commercial | Townships
- Differentiated asset-light business model
- Over 50 awards received in the past 5 years

*As on 31st December, 2013



**Total area under the project, irrespective of revenue/profit/area sharing arrangement



GODREJ GARDEN CITY
AHMEDABAD



GODREJ PLATINUM
BENGALURU



GODREJ PALM GROVE
CHENNAI



GODREJ FRONTIER
GURGAON



GODREJ PRAKRITI
KOLKATA



GODREJ PLATINUM
MUMBAI

STRENGTHS

Godrej Brand

- Godrej ranked as the 2nd most trusted Indian brand in the 2013 Brand Trust Report¹
- 500 million people use a Godrej product every day²
- GPL aspires to bring the Godrej brand's reputation for trust and quality to the real estate sector

Effective Land Sourcing Model

- Competitive advantage in executing joint development projects
- Asset light, capital efficient and high ROE development model

Strong Project Pipeline

- Added 12 projects with ~ 11.2 million sq.ft. saleable area in the last seven quarters³
- Access to Group's land bank across India (e.g. Vikhroli)

Corporate Governance

- Strong independent Board committed to best practices of corporate governance with focus on investor interests and shareholder value
- GPL benefits from trust amongst stakeholders in realty market that is characterized by opaque practices

Access to Capital

- Confidence of capital markets: Demonstrated by successful IPO, IPP, Residential Co-investment Platform and Rights issue
- Project level equity dilution to mitigate risk and remain capital efficient
- Low bank funding rates for GPL

1. Brands ranked higher than Godrej: Nokia, Samsung, Sony, BMW & Tata Tea

2. Based on Godrej Group Internal Study

3. Total saleable area under projects, irrespective of the revenue / profit / area sharing arrangement

STOCK PERFORMANCE

GPL stock has substantially outperformed the BSE Realty Index since its IPO in 2010



Returns since IPO listing :-

GPL : -28% | SENSEX : 21% | BSE Realty: -63%

Based on closing prices from 4th Jan 2010 to 31st December 2013;
IPO price adjusted to factor in Rights issue price and stock split
Source: BSE

CORPORATE GOVERNANCE

The Board is strongly committed to best practices of corporate governance with a focus on investors' interests and shareholder value

The Independent Directors on the GPL Board are:

Keki B. Dadiseth

- Served as Chairman of Hindustan Unilever Limited and as Director and Member of the Executive Committee at Unilever PLC and Unilever NV
- Fellow of the Institute of Chartered Accountants of England & Wales
- Holds Board positions at The Indian Hotels Co. Limited, Britannia Industries Ltd, Piramal Enterprises Limited and Siemens Ltd. Holds Advisory positions at Accenture India, Pricewaterhouse, Indian School of Business and World Gold Council
- Member of the executive board and chairman of the governing body of Marsh & McLennan Inc. India

S. Narayan

- Served as Economic Advisor to the Prime Minister of India
- Serves on the Board of Directors at Apollo Tyres Limited and Dabur India Limited

Lalita D. Gupte

- Chairperson of ICICI Venture Funds Management Company Limited
- Board position: Bharat Forge, HPCL Mittal Energy Ltd. and Kirloskar Brothers Ltd

Pranay Vakil

- Director of Praron Consultancy India Pvt. Ltd
- Associated with FICCI Real Estate Committee
- Chairman of Knight Frank India till Sep 2012

Amit B. Choudhury

- Serves on the Board of Godrej Industries Limited, Swadeshi Detergents Limited, Vora Soaps Limited, Wadala Commodities Limited and Godrej Agrovet Limited

Pritam Singh

- Served as the Director at IIM Lucknow. Serves as Director of Hero MotoCorp Ltd., Parsvnath Developers Ltd and also member on the local board of Reserve Bank of India
- Conferred 'Padma-Shri', one of India's highest civilian honors in 2003

Amitava Mukherjee

- 20 years of Investment Banking experience
- Served as Managing Director and Board member both at Lazard India and Ambit Corporate Finance

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KEY OPERATIONAL HIGHLIGHTS

Business Development Highlights

- 1 new project with saleable area of ~0.77 million sq.ft. added in Mumbai in Q3 FY14

Sales Highlights

- 29% QoQ growth in value of sales bookings

Other Highlights

- Godrej BKC received a LEED Platinum precertification in November, 2013
- 8 awards received in Q3 FY14

BUSINESS DEVELOPMENT HIGHLIGHTS

Added 1 new project with 0.77 million sq.ft. of saleable area in Q3 FY 14

LBS Marg, Bhandup (W), Mumbai

- Added GPL's sixteenth project in Mumbai with 0.77 million sq.ft. saleable area
- GPL's first project in the fast developing and upcoming suburb of Bhandup
- Strategically located on LBS Marg with excellent physical and social infrastructure
- GPL's economic interest is 56.5% of revenues
- Project will be developed as a premium residential group housing project

SALES HIGHLIGHTS

29% QoQ growth in value of sales bookings

Particular	Q3 FY14	Q3 FY13	Growth	Q2 FY14	Growth	9M FY14	9M FY13	Growth
			Q3 FY14 v/s Q3 FY13		Q3 FY14 v/s Q2 FY14			9M FY14 v/s 9M FY13
Area Sold* (sq.ft.)	513,641	1,041,304	-51%	505,205	2%	1,623,373	3,441,539 [#]	-53%
Booking Value** (INR Cr)	428	672	-36%	333	29%	1,372	2,160 [#]	-36%

*Includes :

- 22,136 sq.ft. of JVP area in Q3 FY14, 33,924 sq.ft. of JVP area in Q2 FY14 & 54,007 sq.ft. area in Q3 FY13
- 85,148 sq.ft. of JVP area in 9M FY14 & 556,214 sq.ft. area in 9M FY13

**Includes :

- INR 8 Cr of JVP booking value in Q3 FY14, INR 13 Cr of booking value in Q2 FY14 & INR 19 Cr of JVP booking value in Q3 FY13
- INR 33 Cr of JVP booking value in 9M FY14 & INR 286 Cr of JVP booking value in 9M FY13

Includes :

- 1,125,657 sq.ft. of area sold with INR 683 Cr of booking value in Godrej Summit, Gurgaon

PROJECT BOOKING

Residential Projects	Booking Area (sq.ft)	Booking Area (sq.ft)	Booking Value (INR Cr)	Booking Value (INR Cr)
	Q3 FY 14	9M FY 14	Q3 FY 14	9M FY 14
Godrej Garden City, Ahmedabad ¹	126,819	542,072	44	185
E City, Bangalore ²	94,852	138,098	43	64
Godrej Summit, Gurgaon	68,532	112,169	55	88
Godrej Horizon, Pune	28,280	87,785	15	46
Godrej Gold County, Bangalore	22,986	49,281	17	36
Godrej Prakriti , Kolkata	22,779	105,389	14	53
Godrej Platinum, Bangalore	17,237	50,690	15	42
Godrej Palm Grove, Chennai	17,119	72,725	8	34
Other Projects ³	34,578	88,722	38	131
Total (Residential Projects)	433,182	1,246,931	249	679
Commercial Projects				
Godrej One, Mumbai	43,626	116,710	77	199
Godrej Waterside, Kolkata	–	70,599	–	34
Godrej BKC, Mumbai	36,833	183,818	101	458
Other Projects	–	5,315	–	3
Total (Commercial Projects)	80,459	376,442	179	693
Grand Total	513,641	1,623,373	428	1,372

1. Includes JVP booking area of 22,136 sq.ft. and JVP booking value of INR 8 Cr in Q3 FY 14

2. Includes total booking area and total booking value where GPL role is of a Development Manager

3. Includes cancellation in certain projects

LAUNCH TRACKER FY 14

New Project Launches Planned in FY14		
Project	City	Status
Godrej Platinum ¹ , Alipore	Kolkata	✓
Godrej Central, Chembur	Mumbai	✓
Godrej Sky, Byculla	Mumbai	✓
Godrej Links, Ghatkopar	Mumbai	✓
Redevelopment, Chembur (Sahakar Nagar ²)	Mumbai	✓
Residences at The Trees, Vikhroli ²	Mumbai	✓
Godrej Oasis ²	Hyderabad	✓

1. Official Project launch in Q1 FY14 after final approval received and pre-sales commenced in Q4 FY13

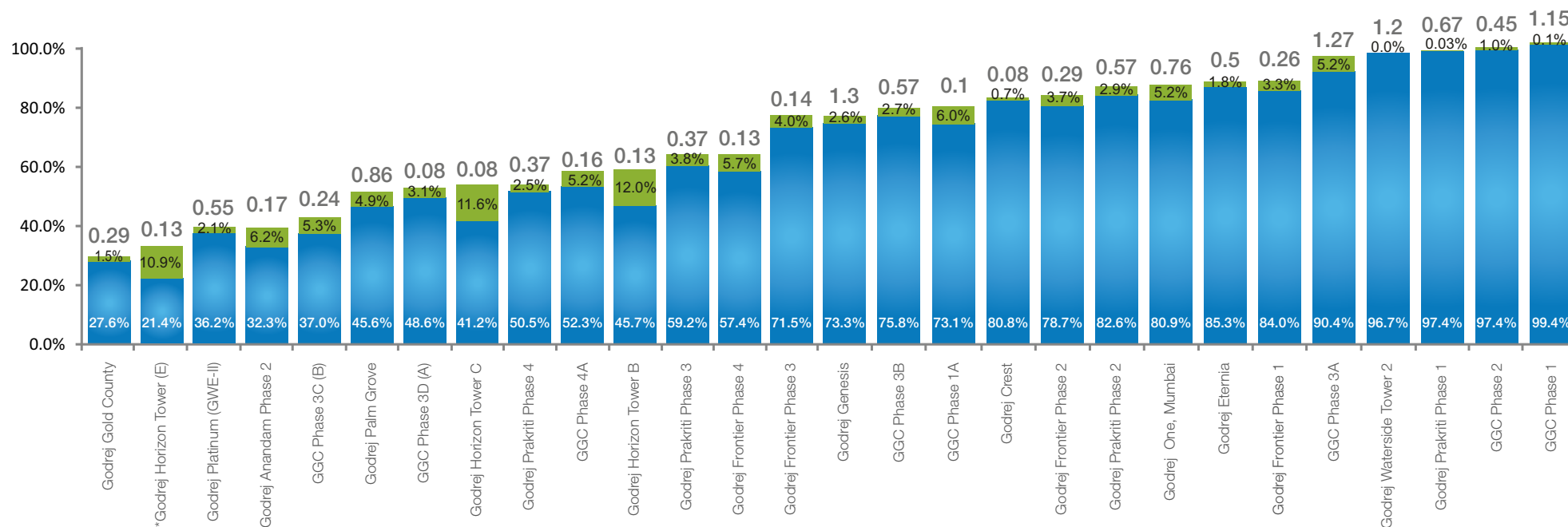
2. Regulatory approval timing likely to move launch to FY15

Launched	✓
On - Track	✓
Delayed	✓
New Project Added	●

New Phase Launches Planned in FY14		
Project	City	Status
Godrej Summit	Gurgaon	✓
Godrej Garden City	Ahmedabad	✓
Godrej Prakriti	Kolkata	✓
Godrej Horizon	Pune	✓
Godrej E – City	Bangalore	✓
Godrej Anandam	Nagpur	✓
Godrej Palm Grove	Chennai	✓
Godrej Platinum ²	Mumbai	✓

Note: Launch timings are dependent on receipt of regulatory approvals and can be delayed substantially beyond initial expectations

PROJECT PROGRESS UPDATE



■ Project progress in Q3 FY14

■ Project progress status at the end of Q2 FY14

Phase total saleable area are in million sq.ft. on top of the bar.

GGC GPL Area (million sq.ft.) Phase 1: 1.00, Phase 1A: 0.09, Phase 2: 0.31, Phase 3A: 0.93, Phase 3B: 0.39,

Phase 3C (B): 0.14, Phase 3D (A): 0.05, Phase 4A: 0.13, Genesis: 0.81: Waterside Tower 2: 0.77

* Project crossed revenue recognition threshold in Q3 FY14. Project progress as per revised guidance note on September 30, 2014 – 13.5%.

AWARDS AND RECOGNITIONS

GPL has received 8 awards in Q3 FY 14 and 19 awards in 9M FY14

- **'Brand Excellence Award'** - Brand Excellence Awards 2013
- **'Master Brand 2013'** - World Brand Congress Summit 2013
- **'Real Estate Developer of The Year (Maharashtra)'** - Brands Academy Real Estate Awards
- **'Outstanding Contribution in Real Estate (Residential Project)'** - EPC World Awards 2013
- **'Person of the Year 2013'** received by Pirojsha Godrej - Sixth GIREM Leadership Awards
- **'Affordable housing project for the year - West India'** - **Godrej Garden City** - 6th Estate Awards 2013, West India Edition
- **'Best mid range housing project of the year'** - **Godrej Palm Grove** - Chennai Real Estate Awards 2013
- **'Best 50% Complete Residential Project'** under Luxury Segment in **NCR Region** - **Godrej Frontier** - CNBC AWAAZ Real Estate Awards 2013

COMMITMENT TO SUSTAINABLE DEVELOPMENT

Godrej BKC received a LEED Platinum pre-certification in November, 2013

- LEED Platinum pre-certification awarded by the Indian Green Building Council (IGBC) under LEED India Core & Shell Rating system, globally recognized as the highest rating in sustainable design
- Godrej BKC is the first multi-occupant project in BKC to be awarded the LEED Platinum pre-certification
- Highlights GPL's pursuit towards sustainable development



Intelligent Façade



Energy Savings



Water Efficiency



On-site Renewable Energy

- Lower operational costs and greater savings for all occupants of Godrej BKC



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KEY FINANCIAL HIGHLIGHTS

Robust Growth

- Strong earnings growth delivered for 9M FY14
- YoY EBITDA growth of 41%, PBT growth of 41% and net profit growth of 30%

Improving Margins

- Q3 FY14 witnessed strong improvement in EBITDA, PBT and PAT margins

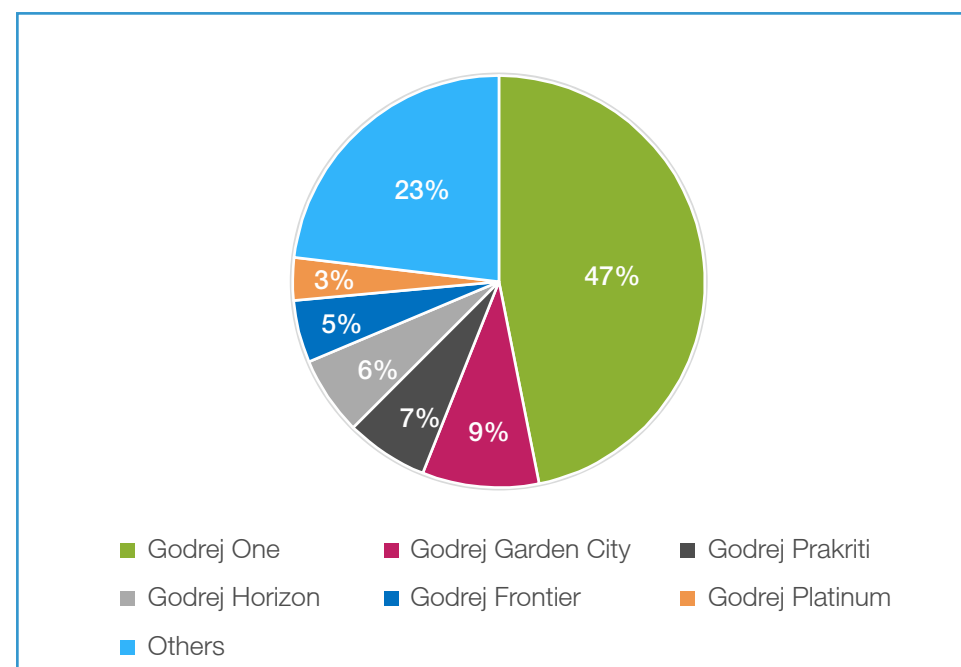
PERFORMANCE METRICS - Q3 FY 2014

Key Performance Metrics	Q3 FY 14	Q3 FY 13	% Change
Total Income (INR Cr.)	253.9	267.8	-5%
Profit Before Tax (INR Cr.)	95.0	74.6	27%
PAT (After minority interest INR Cr.)	37.4	35.5	5%

Total income split by project

Projects	Total Income (INR Cr)
Godrej One, Mumbai	119.0
Godrej Garden City, Ahmedabad	23.2
Godrej Prakriti, Kolkata	16.4
Godrej Horizon, Pune	15.7
Godrej Frontier, Gurgaon	12.4
Godrej Platinum, Bangalore	8.4
Others	58.8
TOTAL	253.9

Total income % split by project



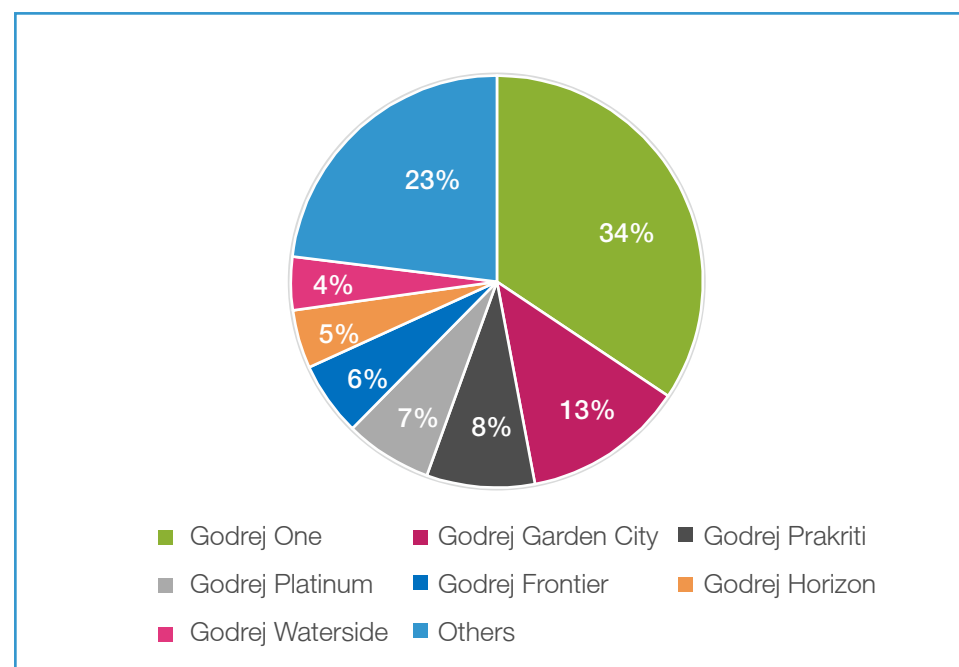
PERFORMANCE METRICS - 9M FY 2014

Key Performance Metrics	9M FY 14	9M FY 13	% Change
Total Income (INR Cr.)	818.6	733.7	12%
Profit Before Tax (INR Cr.)	268.7	190.5	41%
PAT (After minority interest INR Cr.)	111.1	85.2	30%

Total income split by project

Projects	Total Income (INR Cr)
Godrej One, Mumbai	281.4
Godrej Garden City, Ahmedabad	103.6
Godrej Prakriti, Kolkata	69.5
Godrej Platinum, Bangalore	56.1
Godrej Frontier, Gurgaon	47.5
Godrej Horizon, Pune	37.5
Godrej Waterside, Kolkata	34.2
Others	188.7
TOTAL	818.6

Total income % split by project



CONSOLIDATED FINANCIAL STATEMENTS – P & L

Particulars	Q3 FY 2014 (INR Cr)	Q3 FY 2013 (INR Cr)	% Change	9M FY 2014 (INR Cr)	9M FY 2013 (INR Cr)	% Change
Total Income	253.9	267.8	-5%	818.6	733.7	12%
EBITDA	97.4	76.5	27%	275.3	195.8	41%
Profit before tax	95.0	74.6	27%	268.7	190.5	41%
Profit after tax	60.3	51.3	18%	172.2	126.0	37%
Minority Interest	-22.9	-15.8	—	-61.1	-40.8	—
Net Profit after tax	37.4	35.5	5%	111.1	85.2	30%

CONSOLIDATED FINANCIAL STATEMENTS – BS

EQUITY AND LIABILITIES	31-Dec-13 (INR Cr) Unaudited	31-Mar-13 (INR Cr) Audited	ASSETS	31-Dec-13 (INR Cr) Unaudited	31-Mar-13 (INR Cr) Audited
1) SHAREHOLDERS FUND			1) NON CURRENT ASSETS		
a) Share Capital	99.62	78.05	a) Fixed Assets	99.10	50.00
b) Reserves and Surplus	2,134.28	1,350.90	b) Goodwill on consolidation	228.30	36.13
	2,233.90	1,428.95	c) Non-current investments	0.0	0.0
2) SHARE APPLICATION MONEY PENDING ALLOTMENT	1.23	–	d) Deferred tax assets (net)	3.67	4.28
3) MINORITY INTEREST	168.67	105.92	e) Long-term loans and advances	138.08	155.65
4) NON - CURRENT LIABILITES			f) Other non-current assets	2.86	10.81
a) Long-term borrowing	302.72	375.66		472.03	256.87
b) Other long-term liabilities	1.11	0.28	2) CURRENT ASSETS		
c) Long term provisions	4.00	2.80	a) Inventories	3,712.51	3,235.19
	307.83	378.74	b) Trade receivables	100.82	104.97
5) CURRENT LIABILITIES			c) Cash and cash equivalents	761.49	170.72
a) Short term borrowing	1,862.32	1,287.62	d) Short-term loans and advances	884.16	670.43
b) Trade Payables	703.97	820.01	e) Other current assets	215.10	240.66
c) Other Current Liabilities	824.04	609.11		5,674.07	4,421.97
d) Short term provisions	44.15	48.49			
	3,434.48	2,765.23			
Total	6,146.10	4,678.84	Total	6,146.10	4,678.84

FINANCIAL ANALYSIS

Profitability Indicators

PARTICULAR	Q3 FY 2014	Q3 FY 2013	9M FY 2014	9M FY 2013
EBITDA / Total Income	38.4%	28.6%	33.6%	26.7%
PBT Margin %	37.4%	27.9%	32.8%	26.0%
Net Profit Margin % (After minority interest)	14.7%	13.2%	13.6%	11.6%

Leverage Indicators

PARTICULAR	As on Dec - 13	As on Dec - 12
Net Debt (INR Cr)	1,531	1,506
Net Debt / Equity Ratio	0.69	0.99
Average Borrowing Cost (YTD)	11.43%	11.77%

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A. RESIDENTIAL PROJECTS

S.No	Project Name	Location	Asset Class	Est. Saleable Area (mn sq.ft.)	Business Model	Status
1	Godrej Garden City*	Ahmedabad	Residential	19.68	Phase I to IV: Area Based – 73.6% Phase V onwards: Revenue Based – 67.6%	Ongoing
2	Godrej E – City	Bangalore	Residential	1.00	DM Fee – 11.0% of Revenue	Ongoing
3	Whitefield	Bangalore	Residential	1.00	DM Fee – 11.0% of Revenue	Forthcoming
4	Tumkur Road – Sanjay Khan	Bangalore	Residential	0.79	Revenue Based – 78.0%	Forthcoming
5	Godrej Platinum	Bangalore	Residential	0.6	GPL owns 49.0% Equity in project specific company	Ongoing
6	Godrej Gold County	Bangalore	Residential	0.29	Revenue Based – 63.0%	Ongoing
7	Godrej Crest	Bangalore	Residential	0.09	Revenue Based – 59.0%	Ongoing
8	Godrej Palm Grove	Chennai	Residential	2.51	Area Based – 70.0% (for 12.57 acres), 68.0% (for 4.82 acres)	Ongoing
9	Godrej Summit	Gurgaon	Residential	2.04	Area Based – 65.0%, GPL holds 51.0% Equity in project specific company	Ongoing
10	Sector 88-A	Gurgaon	Residential	1.2	Profit Sharing – 32.0%	Forthcoming
11	Godrej Frontier	Gurgaon	Residential	0.82	Revenue Based – 70.0%	Ongoing
12	Godrej Oasis**	Hyderabad	Residential	4.87	Land is owned by GPL	Forthcoming
13	G&B Moosapet	Hyderabad	Residential	2.22	DM Fee – 10.0% of Revenue	Forthcoming

* Primarily a residential project with a portion of commercial saleable area

** Applied for permission to convert commercial saleable area of the project to residential saleable area

A. RESIDENTIAL PROJECTS

S.No	Project Name	Location	Asset Class	Est. Saleable Area (mn sq.ft.)	Business Model	Status
14	Kochi Project	Kochi	Residential	2.24	Revenue Based – 70.0%	Forthcoming
15	Godrej Prakriti	Kolkata	Residential	2.20	GPL – 51.0% Equity in project specific company	Ongoing
16	Godrej Platinum	Kolkata	Residential	0.17	Revenue Based – 45%	Ongoing
17	Godrej Alpine	Mangalore	Mixed Use	0.64	Area Based for residential area – 71.5%	Ongoing
18	Godrej Central	Mumbai	Residential	0.68	Revenue Based 87.5%. GPL owns 51.0% of equity in the project specific company	Forthcoming
19	Godrej Platinum	Mumbai	Residential	0.62	DM Fee – 10.0% of Revenue	Ongoing
20	Kalyan Township	Mumbai	Residential	0.48	Revenue Based – 95.0%	Forthcoming
21	Bhandup	Mumbai	Residential	0.77	Revenue Based - 56.5%	Forthcoming
22	Panvel Township	Mumbai	Residential	4.30	Profit Based – 35.0% with upside promote to JV partner above Rs.1,000 GPL PBT per sq.ft.	Forthcoming
23	The Trees	Mumbai	Mixed Use	0.88	Profit Based – 60.0%	Forthcoming
24	Godrej Sky	Mumbai	Residential	0.30	DM Fee Rs 50 cr, with upside promote to GPL above certain price threshold	Forthcoming
25	G&B Lawkim, Thane	Mumbai	Residential	0.27	Profit Based – 32.0%	Forthcoming
26	Godrej Serenity ¹	Mumbai	Residential	0.18	Revenue Based – 50.0%	Ongoing

1. Increase in area due to change in DCR regulations

A. RESIDENTIAL PROJECTS

S.No	Project Name	Location	Asset Class	Est. Saleable Area (mn sq.ft.)	Business Model	Status
27	Godrej Palms ¹	Mumbai	Residential	0.13	Area Based – 47.5%	Ongoing
28	Godrej Edenwoods	Mumbai	Residential	0.03	Profit Based – 50.0% (from 85.0% of revenue for this project)	Ongoing
29	Godrej Links	Mumbai	Residential	0.19	GPL to construct space for society in lieu of saleable area	Forthcoming
30	Currey Road	Mumbai	Residential	0.12	DM Fee 10.0 % of Revenue	Forthcoming
31	Sahakar Nagar 2	Mumbai	Residential	0.75	91.0% Revenue Sharing (GPL owns 51% of equity in the project specific company)	Forthcoming
32	Sundar Sangam	Mumbai	Residential	0.10	GPL to construct space for society in lieu of saleable area	Forthcoming
33	Godrej Anandam	Nagpur	Residential	2.76	PMC Fee Rs 400/sq.ft. for 7.7 lac sq.ft. Revenue Based agreement for remaining area : First 1 million sq.ft. 62.0% (GPL) & next 1 million sq.ft. 57% (GPL)	Ongoing
34	Okhla	NCR	Residential	0.85	Revenue Based – 52.5% (GPL owns 25.1% of equity in the project specific company)	Forthcoming
35	Bhugaon Township	Pune	Residential	9.44	Share in project specific company 11.09%, Development manager fee Rs 162/sq.ft., Profit sharing if profits exceed certain threshold	Forthcoming
36	Undri - 2	Pune	Residential	1.50	GPL Profit Share 40.0%	Forthcoming
37	Godrej Horizon	Pune	Residential	0.54	Profit Based – 51.0%	Ongoing

1. Increase in area due to change in DCR regulations

B. COMMERCIAL PROJECTS

S.No	Project Name	Location	Asset Class	Est. Saleable Area (mn sq.ft.)	Business Model	Status
1	Godrej Garden City*	Ahmedabad	Residential	2.40	First 1 million sq.ft. – 63.6% Revenue Based Subsequent area – 67.6% Revenue Based	Ongoing
2	Godrej Eternia	Chandigarh	Commercial	0.5	Revenue Based – 54%	Ongoing
3	Godrej Oasis**	Hyderabad	Residential	0.44	Land is owned by GPL	Forthcoming
4	Godrej Prakriti	Kolkata	Residential	0.42	GPL owns 51.0% Equity in project specific company	Forthcoming
5	Godrej Waterside	Kolkata	Commercial	1.81	Area Based – 61.0%	Ongoing
6	Godrej Genesis	Kolkata	Commercial	1.34	Area Based – 62.0%	Ongoing
7	Godrej Alpine	Mangalore	Residential	0.25	Revenue Based – 71.5% for commercial area	Forthcoming
8	The Trees	Mumbai	Residential	2.62	Profit Based – 60.0%	Ongoing
9	Godrej BKC	Mumbai	Commercial	1.20	Profit Based – 50.0%	Ongoing
10	Kalyan Township	Mumbai	Residential	0.06	Revenue Based – 95.0%	Forthcoming
11	Bhugaon Township	Pune	Residential	2.36	Share in project specific company 11.09%, Development manager fee INR.162/sq.ft., Profit sharing if profits exceed certain threshold	Forthcoming
12	Godrej Genesis	Pune	Commercial	0.48	GPL owns 51.0% of equity in project specific company, Revenue Based 58.0%	Forthcoming

* Primarily a residential project with a portion of commercial saleable area

** Applied for permission to convert commercial saleable area of the project to residential saleable area

THANK YOU

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