# **RESULTS PRESENTATION**

Third Quarter, Financial Year 2015



## 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

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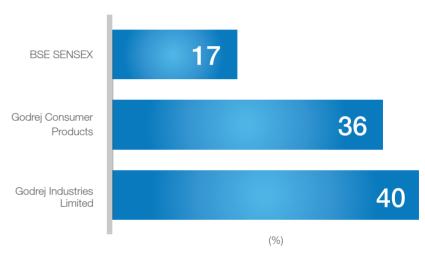
Annexure 04

## GODREJ GROUP

- Established in 1897
- \$ 4.2 billion in annual revenue<sup>1</sup>
- 600 million people use a Godrej product every day<sup>2</sup>
- Godrej ranked as 2<sup>nd</sup> most trusted Indian brand<sup>3</sup>
- \$2.8 billion brand valuation by Interbrand<sup>4</sup>
- 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 FY14
- 2. Godrej Group internal study
- 3. The Brand Trust Report 2013
- 4. Interbrand study done in 2011

### Value Creation for Investors





Note: CAGR calculated for closing prices as of 18th June, 2001 and 31st December, 2014







Godrej Properties



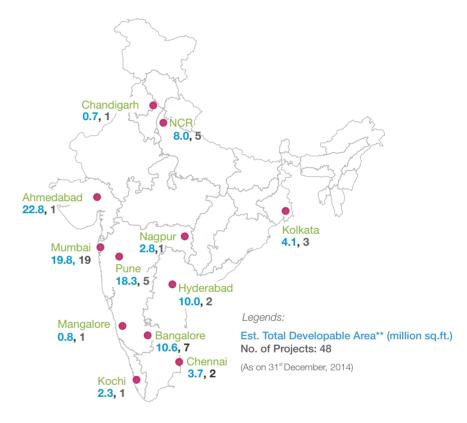
Godrej Consumer



Godrej Agrovet

## GODREJ PROPERTIES

- Established in 1990
- Presence in 12 cities across India
- Real estate worth over ₹5,000 crore sold in the past two years
- 100 million sq.ft. of real estate to develop across India
- Differentiated asset-light business model
- 90 awards received in the past 5 years



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





GODREJ **PLATINUM** 









<sup>\*</sup>As on 31st December, 2014

## STRENGTHS

#### Godrej ranked as the 2<sup>nd</sup> most trusted Indian brand in the 2013 Brand Trust Report<sup>1</sup> Godrej Brand 600 million people use a Godrej product every day<sup>2</sup> GPL brings the Godrej brand's reputation for trust and quality to the real estate sector Effective Competitive advantage in executing joint development projects **Land Sourcing** Asset light, capital efficient and high ROE development model Model Strong Added 19 projects with ~25 million sq.ft. saleable area in the last eleven guarters<sup>3</sup> **Project** Access to Group's land bank across India (e.g. Vikhroli) **Pipeline** Strong independent Board committed to best practices of corporate governance with Corporate focus on investor interests and shareholder value Governance GPL benefits from trust amongst stakeholders in realty market that is characterized by opaque practices Confidence of capital markets: Demonstrated by successful IPO, IPP, Residential Co-investment Access to Platform and Rights issue Capital Project level equity dilution to mitigate risk and remain capital efficient

- 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.

Low bank funding rates for GPL

## **GROWTH PERFORMANCE**

## GPL has delivered strong and consistent growth in the last decade

PARTICULARS	FY 2014	FY 2004	CAGR
Revenue (INR Cr.)	1,254	29	46%
EBIDTA (INR Cr.)	358	6	50%
Profit Before Tax (INR Cr.)	347	5	54%
Net Profit After Tax (INR Cr.)	159	2.5	52%
Booking Value (INR Cr.)	2,348	183	30%
Total development portfolio of GPL (Mn sq.ft.) (excluding completed projects)	100	2	48%

## STOCK PERFORMANCE

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



Returns since IPO listing:-

GPL: 12% | SENSEX: 57% | BSE Realty: -60%

Based on closing prices from 4th Jan 2010 to 31st December 2014;

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 Limited,
  Piramal Enterprises Limited and Siemens
  Limited. Holds Advisory positions at
  Accenture Services Pvt Limited,
  Pricewaterhouse Cooper Pvt. Limited, Indian
  School of Business and World Gold Council
- Chairman of the convening board 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 Limited, Sesa Sterlite Limited and Kirloskar Brothers Limited

#### **Pranay Vakil**

- Chairman of Praron Consultancy India Pvt Ltd
- Associated with FICCI Real Estate Committee
- Served as Chairman of Knight Frank India
- Director of Nisus Finance Services Pvt Ltd

#### Amit B. Choudhury

 Serves on the Board of Godrej Industries 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 Limited, 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

• Added 1 new project with 1.2 million sq.ft. of saleable area at Vikhroli, Mumbai

### Sales Highlights

- 37% growth in volume and 28% growth in value of sales bookings
- Sales of INR 194 Cr registered at Godrej BKC

## **Other Highlights**

- Delivered 758,000 sq.ft. of commercial space at Godrej One
- Delivered 236 apartments at Godrej Frontier, Gurgaon
- Delivered 228 apartments in Phase 2 of Godrej Garden City, Ahmedabad
- GPL opened its first international representative sales office in Dubai
- 13 awards received

## BUSINESS DEVELOPMENT & PE BUYOUT HIGHLIGHTS

### **Business Development**

#### Added 1 new project with 1.2 million sq.ft. of saleable area in Q3 FY15 at Vikhroli, Mumbai

- Added GPL's nineteenth project in Mumbai with 1.2 million sq.ft. saleable area
- DM project GPL's economic interest is 10% of revenues

### **PE Buyouts**

#### Buyback of Madhavi SA Investments LLC (Sun Area) stake in Godrej Summit, Gurgaon

- Godrej Projects Development Pvt. Ltd. (wholly owned subsidiary of Godrej Properties Ltd.) acquired
   Madhavi SA Investments LLC (Sun Area) 49 per cent stake in Godrej Premium Builders Pvt Ltd which is developing the Godrej Summit project in Gurgaon
- Madhavi SA Investments LLC (Sun Area) had acquired the 49 per cent stake in 2011

#### Buyback of Motilal Oswal stake in Godrej Platinum, Bangalore

- Godrej Projects Development Pvt. Ltd. (wholly owned subsidiary of Godrej Properties Ltd.) acquired Motilal Oswal's 49.90 per cent stake in Godrej Buildwell Pvt Ltd, which is developing the Godrej Platinum project in Bangalore
- Motilal Oswal had acquired the 49.90 per cent stake in 2010

## SALES HIGHLIGHTS

### 97% growth in the volume of sales bookings in 9M FY15

Particular	Q3 FY15	Q3 FY14	Growth	Q2 FY15	Growth	9M FY15	9M FY14	Growth
Area Sold* (sq.ft.)	701,729	513,641	37%	1,397,671	-50%	3,191,003	1,623,373	97%
Booking Value** (INR Cr)	548	428	28%	880	-38%	2,253	1,372	64%

#### \*Includes:

- 3,037 sq.ft. of JVP area in Q3 FY15 21,709 sq.ft of JVP area in Q2 FY15
   & 22,136 sq.ft. area in Q3 FY14
- 30,058 sq.ft. of JVP area in 9M FY15 & 85,148 sq.ft. area in 9M FY14

#### \*\*Includes:

- INR 1 Cr of JVP booking value in Q3 FY15 & INR 8 Cr of JVP booking value in Q2 FY15 & INR 8 Cr of JVP booking value in Q3 FY14
- INR 9 Cr of JVP booking value in 9M FY15 & INR 33 Cr of JVP booking value in 9M FY14

# PROJECT BOOKING

Residential Projects	Booking	Area (sq.ft.)	Booking Value (INR Cr)		
	Q3 FY 15	9M FY 15	Q3 FY 15	9M FY 15	
Godrej City, Panvel	183,462	517,720	105	295	
Godrej Prana, Pune	80,408	203,523	38	98	
Godrej United, Bangalore <sup>2</sup>	78,600	264,992	50	167	
Godrej Garden City, Ahmedabad <sup>1</sup>	78,089	361,086	27	125	
Godrej Summit, Gurgaon	51,992	98,128	40	76	
Godrej Prakriti, Kolkata	38,979	130,628	16	54	
Godrej E-City, Bangalore <sup>2</sup>	34,448	117,739	17	55	
Godrej Aria, Gurgaon	21,967	430,062	16	299	
Godrej Crest, Bangalore	17,233	40,631	10	25	
Godrej Horizon, Pune	11,386	57,064	7	33	
Godrej Serenity, Mumbai	11,151	27,445	21	52	
Other Projects <sup>3</sup>	37,003	725,971	23	734	
Total (Residential Projects)	644,718	2,974,989	370	2,013	
Commercial Projects					
Godrej BKC, Mumbai	68,870	68,870	194	194	
Godrej Genesis, Kolkata	0	87,513	0	40	
Godrej Waterside, Kolkata	0	71,490	0	22	
Godrej Eternia, Chandigarh	(11,859)	(11,859)	(16)	(16)	
Total (Commercial Projects)	57,011	216,014	178	240	
Grand Total	701,729	3,191,003	548	2,253	

<sup>1</sup> Includes JVP booking area of 3,037 sq.ft. and JVP booking value of INR 1 Cr in Q3 FY 15

<sup>2</sup> Includes total booking area and total booking value where GPL role is of a Development Manager

<sup>3</sup> Includes cancellation in certain projects

## LAUNCH TRACKER FY15

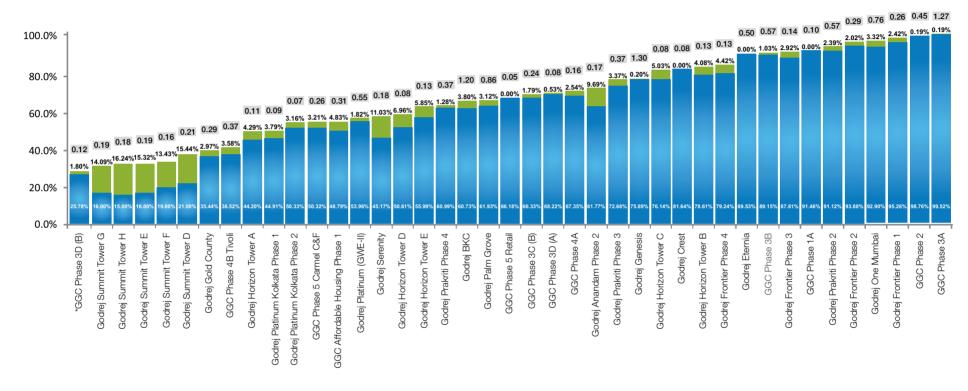
# Launch timings are dependent on receipt of regulatory approvals and can be delayed substantially beyond initial expectations

New Project Launches Planned in FY15						
Project	City	Status				
Godrej Prana	Pune	<u> </u>				
Godrej Oasis	Gurgaon	<b>/</b>				
Godrej Aria	Gurgaon	•				
Godrej City, Panvel	Mumbai	_				
Godrej Sky, Byculla	Mumbai	_				
Keshav Nagar	Pune	_				
Redevelopment, Chembur (Sahakar Nagar 2)	Mumbai	_				
The Trees, Vikhroli – Residential Phase 1	Mumbai	<b>/</b>				

New Phase Launches Planned in FY15						
Project	City	Status				
Godrej Garden City	Ahmedabad	<b>~</b>				
Godrej Central	Mumbai	<b>\</b>				
Godrej Gold County	Bangalore	>				
Godrej United	Bangalore	<u> </u>				
Godrej Summit	Gurgaon	<b>\</b>				
Godrej Prana	Pune	<b>/</b>				
Godrej Palm Grove	Chennai	_				
Godrej Anandam	Nagpur	_				
Godrej Platinum	Mumbai	~				
Godrej Oasis	Gurgaon	~				

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

## PROJECT PROGRESS UPDATE



- Construction Progress in Q3 FY15
- Construction status as at end of Q2 FY15

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 2: 0.31, Phase 3A: 0.93, Phase 3B: 0.39,

Phase 3C (B): 0.14, Phase 3D (A): 0.05, Phase 3D (B): 0.09, Phase 4A: 0.13, Phase 4B: 0.22, Genesis: 0.81

Godrej Summit Area (million sq.ft.) Tower D: 0.14, Tower E: 0.12, Tower F: 0.11, Tower G: 0.12, Tower H: 0.11

## AWARDS AND RECOGNITIONS

#### GPL received 13 awards in Q3 FY15 and 35 awards in 9M FY15

#### **GODREJ PROPERTIES**

#### Most Reliable Builder

CNBC AWAAZ Real Estate Awards 2014

## Emerging Developer of the year - Residential

6<sup>th</sup> Realty Plus Excellence Awards 2014

## Most Promising Brand of the year (Residential Real Estate Developers)

• World Brands Summit 2014

## Brand Excellence Award in Real Estate Sector

Brand excellence Awards

#### Best in Sector: Indian Real Estate

Sector Success Awards 2014

#### Asia's most promising brand

 World Consulting & Research Corporation (WCRC)

## Sector Innovator Award for Landmark Structures

Sector Success Awards

## Gold Statuette for 'Let's Talk' - Category - Internal Employee Publication

- MarCom Awards International competition for Marketing and Communication Professionals administered by the Association of Marketing and Communication Professionals (AMCP), Dallas, Texas
- · One of only 2 winners from India

#### **PROJECT & INDIVIDUAL**

#### Godrej Garden City, Ahmedabad

- Gold Award 3<sup>rd</sup> Asian Consumer Engagement Forum Awards
- Integrated Township of the year West 7<sup>th</sup>
   Estate Awards organized by Franchise India in
   media partnership with ET Now

#### Godrej Central, Mumbai

 Gold Award - 3<sup>rd</sup> Asian Consumer Engagement Forum Awards

#### Godrej E-City, Bangalore

 Best Residential Project in Bangalore city under Affordable segment – CNBC AWAAZ Real Estate Awards 2014

#### India's top CMO's

 Received by Mr. Girish Shah – Brand Excellence Awards

# OTHER HIGHLIGHTS

Delivered 758,000 sq.ft. of commercial space at Godrej One



Delivered 228 apartments in Phase 2 of Godrej Garden City, Ahmedabad



Delivered 236 apartments at Godrej Frontier, Gurgaon in Q3 FY15



GPL opened its first international representative sales office in Dubai



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## PERFORMANCE METRICS – Q3 FY 2015

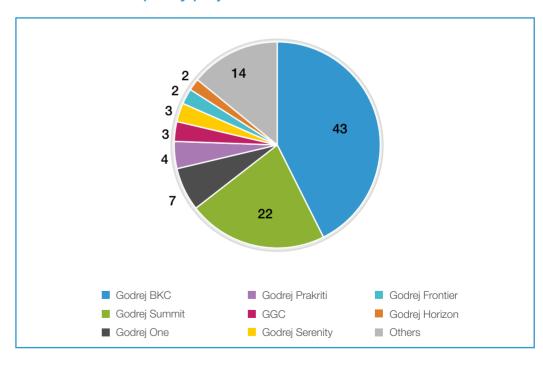
Key Performance Metrics	Q3 FY 15	Q3 FY 14	% Change
Total Income (INR Cr.)	538.6	253.9	112%
Profit Before Tax (INR Cr.)	80.1	95.0	-16%
PAT (After minority interest INR Cr.)	47.2	37.4	26%

#### Total income split by project

(INR Cr)

Projects	Total Income
Godrej BKC, Mumbai	229
Godrej Summit, Gurgaon	118
Godrej One, Mumbai	37
Godrej Prakriti, Kolkata	23
Godrej Garden City, Ahmedabad	17
Godrej Serenity, Mumbai	16
Godrej Frontier, Gurgaon	13
Godrej Horizon, Pune	10
Others	76
TOTAL	539

#### Total income % split by project



## PERFORMANCE METRICS – 9M FY 2015

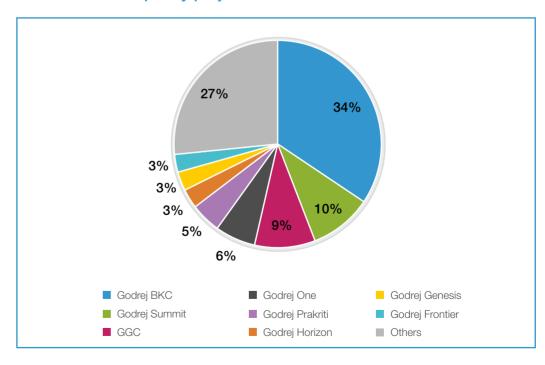
Key Performance Metrics	9M FY 15	9M FY 14	% Change
Total Income (INR Cr.)	1,208.5	818.6	48%
Profit Before Tax (INR Cr.)	218.9	268.7	-19%
PAT (After minority interest INR Cr.)	139.5	111.1	26%

#### Total income split by project

(INR Cr)

Projects	Total Income
Godrej BKC, Mumbai	415
Godrej Summit, Gurgaon	118
Godrej Garden City, Ahmedabad	114
Godrej One, Mumbai	76
Godrej Prakriti, Kolkata	57
Godrej Horizon, Pune	37
Godrej Genesis, Kolkata	36
Godrej Frontier, Gurgaon	33
Others	322
TOTAL	1,208

#### Total income % split by project



## CONSOLIDATED FINANCIAL STATEMENTS - P & L

Particulars	Q3 FY 2015 (INR Cr)	Q3 FY 2014 (INR Cr)	% Change	Q2 FY 2015 (INR Cr)	% Change	9M FY 2015 (INR Cr)	9M FY 2014 (INR Cr)	% Change
Total Income	538.6	253.9	112%	306.9	76%	1208.5	818.6	48%
EBITDA	83.3	97.4	-14%	69.7	20%	228.4	275.3	-17%
Adjusted EBITDA*	139.0	103.8	34%	99.0	40%	351.5	301.4	17%
Profit before tax	80.1	95.0	-16%	66.6	20%	218.9	268.7	-19%
Profit after tax	56.4	60.3	-6%	55.2	2%	164.5	172.2	-5%
Minority Interest	-9.3	-22.9	_	-8.6	-	-25.0	-61.1	_
Net Profit after tax	47.2	37.4	26%	46.6	1%	139.5	111.1	26%

<sup>\*</sup>Adjusted EBIDTA = EBIDTA + Interest included in cost of sale

## CONSOLIDATED FINANCIAL STATEMENTS - BS

EQUITY AND LIABILITIES	31-Dec-14 (INR Cr) Unaudited	31-Mar-14 (INR Cr) Audited	ASSETS	31-Dec-14 (INR Cr) Unaudited	31-Mar-14 (INR Cr) Audited
1) SHAREHOLDERS FUND			1) NON CURRENT ASSETS		
a) Share Capital	99.18	99.12	a) Fixed Assets	110.02	104.64
b) Reserves and Surplus	1,836.83	1,694.28	b) Goodwill on consolidation	161.01	20.89
	1,936.01	1,793.40	c) Non-current investments	0.00	0.00
2) SHARE APPLICATION MONEY PENDING ALLOTMENT	-	_	d) Deferred tax assets (net)	2.05	2.15
3) MINORITY INTEREST	218.72	203.06	e) Long-term loans and advances	145.81	127.26
4) NON - CURRENT LIABILITES			f) Other non-current assets	23.41	3.38
a) Long-term borrowing	74.47	286.09		442.30	258.33
b) Other long-term liabilities	1.01	1.12	2) CURRENT ASSETS		
c) Long term provisions	3.31	2.88	a) Inventories	4,797.14	3,726.79
	78.79	290.08	b) Trade receivables	177.45	159.96
5) CURRENT LIABILITIES			c) Cash and cash equivalents	745.17	871.01
a) Short term borrowing	3,070.72	2,142.94	d) Short-term loans and advances	838.95	836.42
b) Trade Payables	673.54	704.30	e) Other current assets	395.66	294.23
c) Other Current Liabilities	1,396.30	956.86		6,954.36	5,888.39
d) Short term provisions	22.58	56.08			
	5,163.14	3,860.17			
Total	7,396.66	6,146.72	Total	7,396.66	6,146.72

## FINANCIAL ANALYSIS

#### **Profitability Indicators**

PARTICULAR	Q3 FY 2015	Q3 FY 2014	Q2 FY 2015	9M FY 2015	9M FY 2014
EBITDA / Total Income	15.5%	38.4%	22.7%	18.9%	33.6%
Adjusted EBITDA/Total Income*	25.8%	40.9%	32.3%	29.1%	36.8%
PBT Margin %	14.9%	37.4%	21.7%	18.1%	32.8%
Net Profit Margin %**	8.8%	14.7%	15.2%	11.5%	13.6%

<sup>\*</sup>Adjusted EBIDTA = EBIDTA + Interest included in cost of sale

#### **Leverage Indicators**

PARTICULAR	As on December 2014	As on September 2014	
Net Debt (INR Cr)	2,605	2,474	
Net Debt / Equity Ratio	1.35	1.31	
Average Borrowing Cost (YTD)	11.27%	11.29%	

<sup>\*\*</sup>Net profit after minority interest

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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	Devanahalli	Bangalore	Residential	5.00	Profit Sharing - 50%	Forthcoming
3	Godrej E – City	Bangalore	Residential	1.00	DM Fee – 11.0% of Revenue	Ongoing
4	Godrej United	Bangalore	Residential	1.00	DM Fee – 11.0% of Revenue	Ongoing
5	Tumkur Road	Bangalore	Residential	0.79	Revenue Based – 78.0%	Forthcoming
6	Godrej Platinum	Bangalore	Residential	0.60	GPL owns 100% Equity in project specific company	Ongoing
7	Godrej Gold County	Bangalore	Residential	0.29	Revenue Based – 63.0%	Ongoing
8	Godrej Crest	Bangalore	Residential	0.09	Revenue Based – 59.0%	Ongoing
9	Godrej Palm Grove	Chennai	Residential	2.51	Area Based – 70.0% (for 12.57 acres),68.0% (for 4.82 acres)	Ongoing
10	Godrej Azure	Chennai	Residential	1.00	Profit Sharing - 44.5%	Forthcoming
11	Godrej Summit	Gurgaon	Residential	2.04	Area Based – 65.0%	Ongoing
12	Godrej Aria	Gurgaon	Residential	1.60	Revenue Based – 65.0% (GPL owns 25.1% of equity in the project specific company)	Ongoing
13	Godrej Oasis	Gurgaon	Residential	1.20	Profit Sharing – 38.0%	Ongoing
14	Godrej Frontier	Gurgaon	Residential	0.42	Revenue Based – 70.0%	Ongoing
15	Godrej Oasis**	Hyderabad	Residential	4.87	Land is owned by GPL	Forthcoming

<sup>\*</sup> Primarily a residential project with a portion of commercial saleable area

<sup>\*\*</sup> 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
16	G&B Moosapet	Hyderabad	Residential	2.22	DM Fee – 10.0% of Revenue	Forthcoming
17	Kochi Project	Kochi	Residential	2.24	Revenue Based – 70.0%	Forthcoming
18	Godrej Prakriti	Kolkata	Residential	2.20	GPL - 51.0% Equity in project specific company	Ongoing
19	Godrej Platinum	Kolkata	Residential	0.17	Revenue Based – 45%	Ongoing
20	Godrej Alpine	Mangalore	Mixed Use	0.64	Area Based for residential area – 71.5%	Ongoing
21	Godrej Central	Mumbai	Residential	0.68	Revenue Based 87.5%. GPL owns 51.0% of equity in the project specific company	Ongoing
22	Godrej Platinum	Mumbai	Residential	0.46	DM Fee – 10.0% of Revenue	Ongoing
23	Kalyan	Mumbai	Residential	0.48	Revenue Based – 95.0%	Forthcoming
24	Bhandup	Mumbai	Residential	0.77	Revenue Based - 56.5%	Forthcoming
25	Badlapur	Mumbai	Residential	1.30	DM Fee - 10.0% of Revenue	Forthcoming
26	Godrej City	Mumbai	Residential	4.30	Profit Based – 35.0% with upside promote to JV partner above Rs.1,000 GPL PBT per sq.ft.	Ongoing
27	The Trees	Mumbai	Mixed Use	0.88	Profit Based – 60.0%	Forthcoming
28	G&B, Vikhroli	Mumbai	Residential	0.80	DM Fee - 10% of Revenue	Forthcoming
29	G&B, Vikhroli	Mumbai	Mixed Use	1.20	DM Fee - 10% of Revenue	Forthcoming
30	Godrej Sky	Mumbai	Residential	0.30	DM Fee Rs 50 cr, with upside promote to GPL above certain price threshold	Forthcoming
31	G&B Lawkim, Thane	Mumbai	Residential	0.27	Profit Based – 32.0%	Forthcoming

# A. RESIDENTIAL PROJECTS

S.No	Project Name	Location	Asset Class	Est. Saleable Area (mn sq.ft.)	Business Model	Status
32	Godrej Prime	Mumbai	Residential	0.75	91.0% Revenue Sharing (GPL owns 51% of equity in the project specific company)	Forthcoming
33	Godrej Links	Mumbai	Residential	0.19	GPL to construct space for society in lieu of saleable area	Forthcoming
34	Godrej Serenity <sup>1</sup>	Mumbai	Residential	0.18	Revenue Based – 50.0%	Ongoing
35	Godrej Palms¹	Mumbai	Residential	0.13	Area Based – 47.5%	Ongoing
36	Currey Road	Mumbai	Residential	0.12	DM Fee 10.0 % of Revenue	Forthcoming
37	Sundar Sangam	Mumbai	Residential	0.10	GPL to construct space for society in lieu of saleable area	Forthcoming
38	Godrej Edenwoods	Mumbai	Residential	0.03	Profit Based – 50.0% (from 85.0% of revenue for this project)	Ongoing
39	Godrej Anandam	Nagpur	Residential	2.71	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
40	Godrej Platinum	NCR	Residential	0.85	Revenue Based – 52.5% (GPL owns 25.1% of equity in the project specific company)	Forthcoming
41	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
42	Keshav Nagar	Pune	Residential	2.80	Profit Sharing - 35%	Forthcoming
43	Godrej Prana	Pune	Residential	1.50	GPL Profit Share 40.0%	Ongoing
43	Godrej Horizon	Pune	Residential	0.54	Profit Based - 51.0%	Ongoing

<sup>1.</sup> 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	0.50	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 Genesis	Kolkata	Commercial	1.34	Area Based – 62.0%	Ongoing
6	Godrej Alpine	Mangalore	Residential	0.25	Revenue Based – 71.5% for commercial area	Forthcoming
7	The Trees	Mumbai	Residential	1.86	Profit Based – 60.0%	Ongoing
8	Godrej BKC	Mumbai	Commercial	1.20	Profit Based – 50.0%	Ongoing
9	Kalyan	Mumbai	Residential	0.06	Revenue Based – 95.0%	Forthcoming
10	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
11	Godrej Genesis	Pune	Commercial	0.48	GPL owns 51.0% of equity in project specific company, Revenue Based 58.0%	Forthcoming

<sup>\*</sup>Primarily a residential project with a portion of commercial saleable area

<sup>\*\*</sup>Applied for permission to convert commercial saleable area of the project to residential saleable area

# THANK YOU

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