

# RESULTS PRESENTATION

Third Quarter, Financial Year 2016



# DISCLAIMER

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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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Q3 FY16 Operational Highlights 02

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Annexure 04

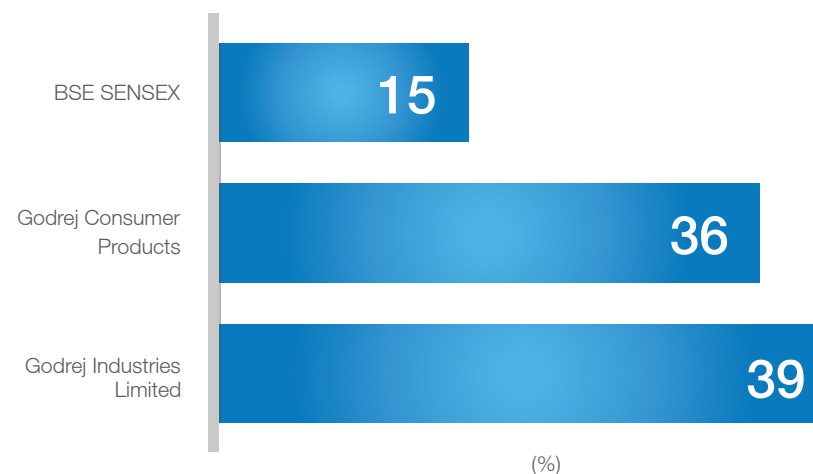
# GODREJ GROUP

- Established in 1897
- \$4.5 bn in annual revenue<sup>1</sup>
- 1.1 billion people globally use a Godrej product<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 FY15  
2. Godrej Group internal study  
3. The Brand Trust Report 2013  
4. Interbrand study done in 2011

## Value Creation for Investors

### 14 Year CAGR



Note: CAGR calculated for closing prices as of 18<sup>th</sup> June, 2001 and 31<sup>st</sup> December, 2015



Godrej & Boyce



Godrej Industries



Godrej Properties



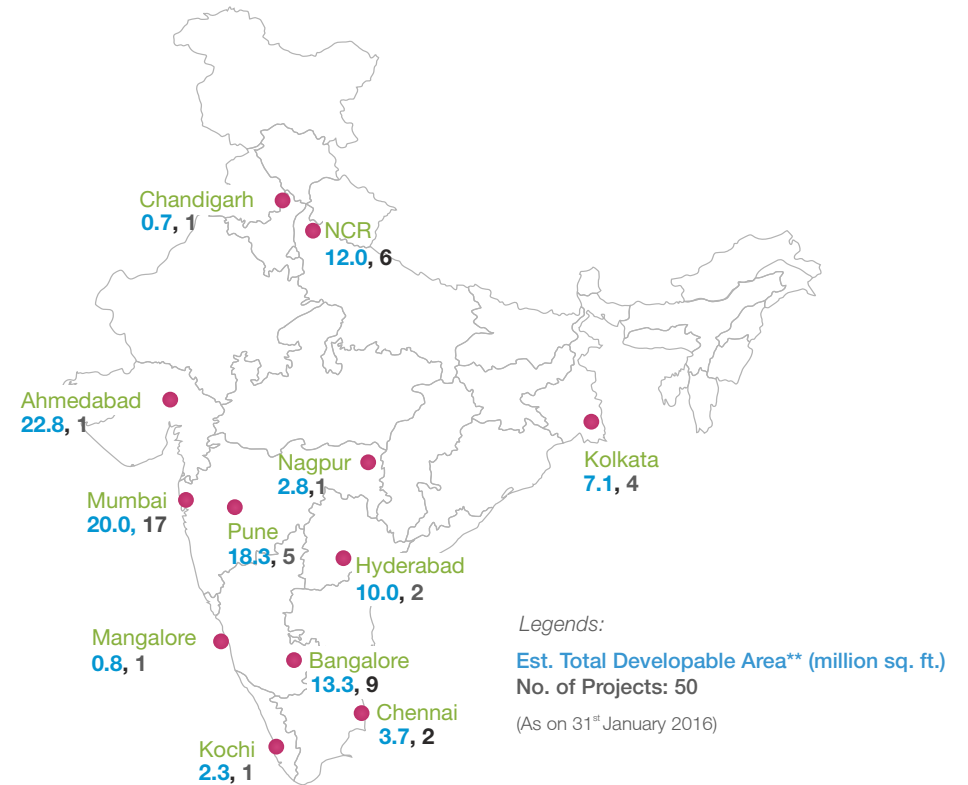
Godrej Consumer



Godrej Agrovet

# GODREJ PROPERTIES

- Established in 1990
- Presence in 12 cities across India
- Real estate worth US \$ 1.3 billion sold in the past three years
- Over 100 million sq. ft of real estate to develop across India
- Differentiated asset-light business model
- Over 100 awards received in the past 3 years



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



GODREJ GARDEN CITY  
AHMEDABAD



GODREJ PLATINUM  
BENGALURU



GODREJ INFINITY  
PUNE



GODREJ ICON  
GURGAON



GODREJ PLATINUM  
KOLKATA



GODREJ SKY  
MUMBAI

# STRENGTHS

## Godrej Brand

- Godrej ranked as the 2<sup>nd</sup> most trusted Indian brand in the 2013 Brand Trust Report<sup>1</sup>
- 1.1 billion people globally use a Godrej product<sup>2</sup>
- GPL brings 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 20 projects with ~ 30.5 million sq. ft. saleable area in the last 3 years<sup>3</sup>
- 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 as on 31<sup>st</sup> January, 2016.

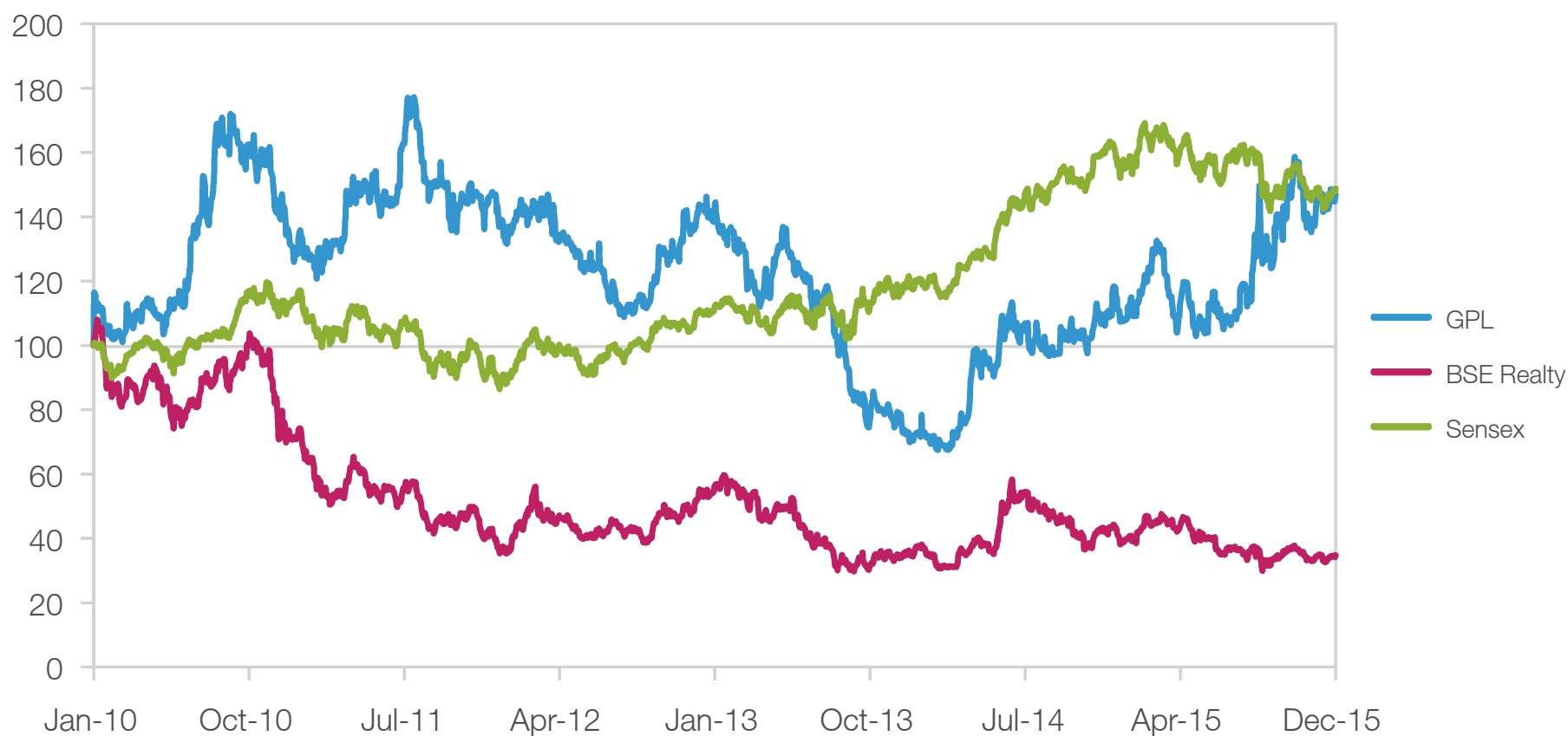
# GROWTH PERFORMANCE

GPL has delivered strong and consistent growth in the last decade

PARTICULARS	FY 2015	FY 2004	CAGR
Revenue (INR Cr.)	1,927	29	46%
EBITDA (INR Cr.)	341	6	44%
Profit Before Tax (INR Cr.)	326	5	46%
Net Profit After Tax (INR Cr.)	191	2.5	48%
Booking Value (INR Cr.)	2,681	183	28%
Total development portfolio of GPL (Mn sq. ft.) (excluding completed projects)	108	2	44%

# STOCK PERFORMANCE

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



Returns since listing : Godrej Properties : 47% BSE Sensex: 49% BSE Realty: -65%

Indexed Price movement from  
January 2010 to December 31, 2015  
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, JM Financial Limited and Siemens Limited. Holds Advisory positions at Accenture Services Pvt. Limited, Pricewaterhouse Cooper Pvt. Limited, Indian School of Business and World Gold Council

## **S. Narayan**

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

## **Lalita D. Gupte**

- Chairperson of ICICI Venture Funds Management Company Limited and India Infradebt Limited
- Board position: Bharat Forge Limited, Vedanta Limited and Kirloskar Brothers Limited

## **Pranay Vakil**

- Director of Praron Consultancy India Pvt. Ltd
- Associated with FICCI Real Estate Committee
- Served as Chairman of Knight Frank India
- Serves on the Board of Deepak Fertilizers & Petrochemicals Corporation Limited

## **Amit B. Choudhury**

- Serves on the Board of Godrej Industries Limited, Vora Soaps 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

## GPL's Best Ever Launch

- The Trees, Vikhroli was the most successful launch ever by GPL in terms of value sold in the launch quarter
- 93% of launched inventory or 348 apartments with 455,503 sq. ft. for INR 862 crore sold within one month of launch

## Business Development

- Added 2 new projects with 5 million sq. ft. of saleable area in January 2016

## Sales Highlights

- Registered booking value of over INR 1200 crore for the third consecutive quarter of FY16
- 122% YoY growth in value of sales bookings
- 3 successful new project launches in Mumbai

## Construction Highlights

- Delivered 1.34 million sq. ft at Godrej Genesis, Kolkata
- Delivered 144 apartments measuring 0.20 million sq. ft at Godrej Horizon, Pune

## Other Highlights

- Godrej One received final LEED Platinum certification and 2 projects received IGBC Green Homes pre-certification
- 6 awards received in Q3 FY16

# BUSINESS DEVELOPMENT

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## Added 2 new projects with 5 million sq. ft. of saleable area in January 2016

### Thane, Ghodbunder Road

- Added GPL's seventeenth project in Mumbai with 1 million sq. ft. of saleable area
- Residential housing project over a land parcel measuring ~15 acres
- Located off Ghodbunder Road with excellent connectivity to the western and central suburbs of Mumbai

### Noida, Sector 150

- Marks GPL's entry into the Noida market
- GPL's sixth project in NCR with 4 million sq. ft. of saleable area
- Entered into a Development Management Agreement to develop a Residential housing project within Lotus Greens Sports City in Sector 150, Noida

# SALES HIGHLIGHTS

## 122% YoY growth in the value of total bookings and 152% QoQ growth in value of residential bookings

Particulars	Q3 FY16	Q3 FY15	Growth	Q2 FY16	Growth	9M FY16	9M FY15	Growth
Area Sold* (sq. ft.)	1,028,832	701,729	47%	1,256,014	-18%	3,606,232	3,191,003	13%
Booking Value** (INR Cr)	1,214	548	122%	1,957 <sup>#</sup>	-38%	4,422	2,253	96%

### \*Includes :

- 9,204 sq. ft. of JVP area in Q3 FY16 & 3,037 sq. ft. of JVP area in Q3 FY15 & 19,776 sq. ft. area in Q2 FY16
- 44,912 sq. ft. of JVP area in 9M FY16 & 30,058 sq. ft. area in 9M FY15

<sup>#</sup>Includes : 1,497 crore sale of commercial space at Godrej BKC

### \*\*Includes :

- INR 3 Cr of JVP booking value in Q3 FY16 & INR 1 Cr of JVP booking value in Q3 FY15 & INR 7 Cr of JVP booking value in Q2 FY16
- INR 16 Cr of JVP booking value in 9M FY16 & INR 9 Cr of JVP booking value in 9M FY15

## Excellent response to new project launches

- **The Trees, Vikhroli**
  - Launched in November 2015
  - 93% of the launched inventory sold within the quarter
  - Total sales of 455,503 sq. ft. at an average price of INR 18,916 per sq. ft. with a booking value of INR 862 crore
- **Godrej Vihaa, Mumbai**
  - Launched in October 2015
  - 82% of launched inventory sold within the quarter
  - Total sales of 285,529 sq. ft. with a booking value of INR 101 crore
- **Godrej Sky, Mumbai**
  - Launched in October 2015
  - 60% of launched inventory sold within the quarter
  - Total sales of 59,509 sq. ft. with a booking value of INR 119 crore

# PROJECT BOOKING

Residential Projects	Booking Area (sq. ft.)		Booking Value (INR Cr)	
	Q3 FY16	9M FY16	Q3 FY16	9M FY16
The Trees, Vikhroli	455,503	455,503	862	862
Godrej Sky, Mumbai	59,509	59,509	119	119
Godrej Vihaa, Mumbai	285,529	285,529	101	101
Godrej 101, Gurgaon	72,398	390,215	47	262
Godrej Prana, Pune	40,346	92,136	20	47
Godrej E-City, Bangalore <sup>1</sup>	17,406	68,716	9	35
Godrej Prakriti, Kolkata	18,929	65,511	8	28
Godrej United Bangalore <sup>1</sup>	11,410	78,176	8	51
Others <sup>2</sup>	50,240	1,648,965	32	1,425
<b>Total (Residential)</b>	<b>1,011,270</b>	<b>3,144,260</b>	<b>1,206</b>	<b>2,930</b>
Commercial Projects				
Godrej BKC, Mumbai	0	435,000	0	1,479
Godrej Genesis, Kolkata	17,562	26,972	8	13
<b>Total (Commercial)</b>	<b>17,562</b>	<b>461,972</b>	<b>8</b>	<b>1,492</b>
<b>Grand Total</b>	<b>1,028,832</b>	<b>3,606,232</b>	<b>1,214</b>	<b>4,422</b>

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

2. Includes cancellation in certain projects

# LAUNCH TRACKER FY16

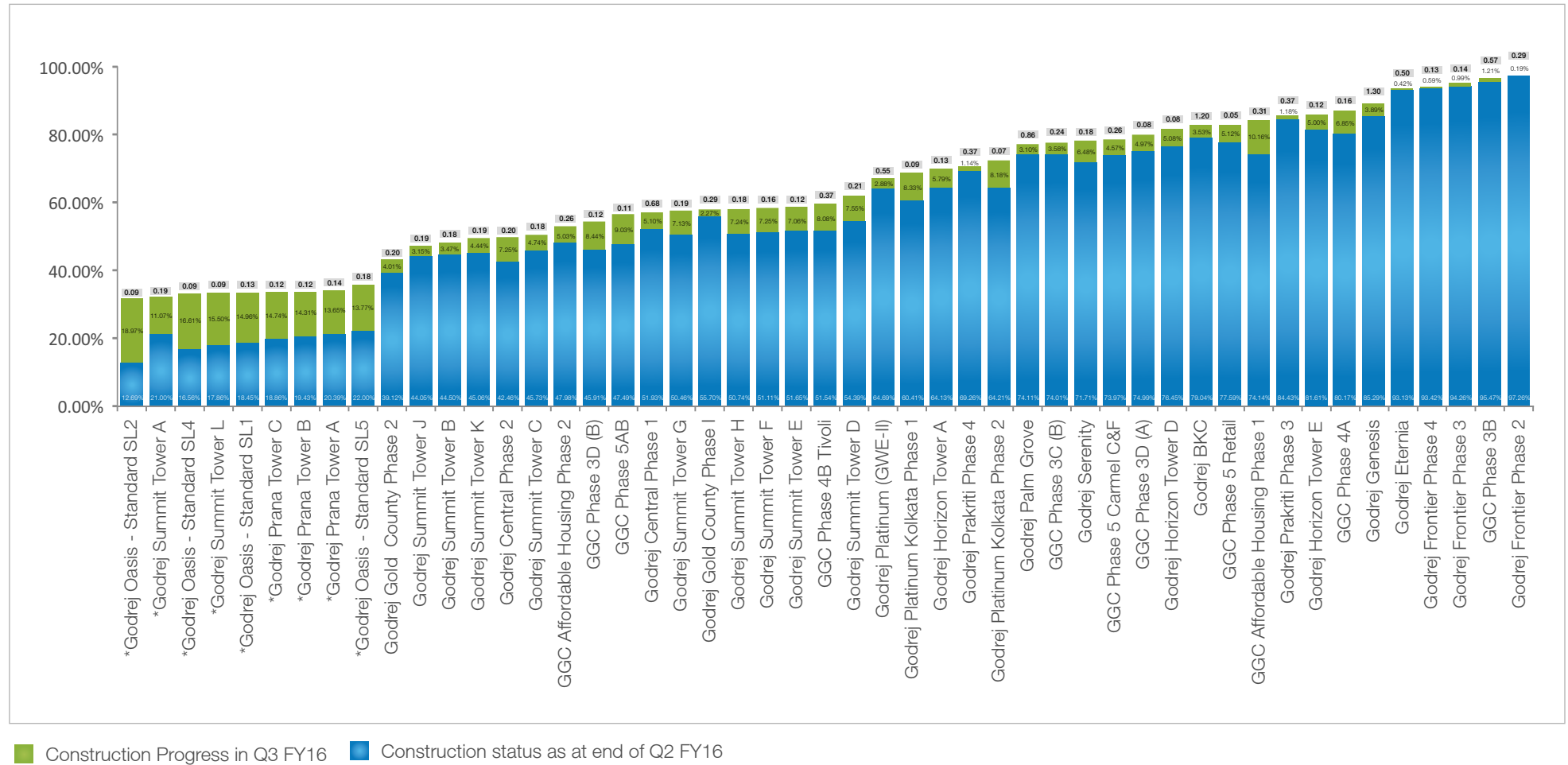
Launch timings are dependent on receipt of regulatory approvals and can be delayed substantially beyond initial expectations

New Project Launches Planned in FY16		
Project	City	Status
Godrej Icon	Gurgaon	✓
Godrej Prime	Mumbai	✓
Godrej Azure	Chennai	✓
Godrej 101	NCR	✓
Godrej Vihaa	Mumbai	✓
Godrej Sky	Mumbai	✓
The Trees, Residential Phase 1	Mumbai	✓
Godrej Avenues	Bangalore	●

New Phase Launches Planned in FY16		
Project	City	Status
Godrej Garden City	Ahmedabad	✓
Godrej Anandam	Nagpur	✓
Godrej Palm Grove – Laguna	Chennai	✓
The Trees, Residential Phase 2	Mumbai	✓
Godrej Platinum	Mumbai	✓
Godrej Prana	Pune	✓
Godrej Infinity	Pune	✓

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

# PROJECT PROGRESS UPDATE



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

\*Project reached revenue recognition in Q3 FY16



# CONSTRUCTION HIGHLIGHTS

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Delivered 1.54 million sq. ft. in Q3 FY16 which includes 1.34 mn sq. ft. of commercial space at Godrej Genesis, Kolkata and 0.2 mn sq. ft. of residential space at Godrej Horizon, Pune.

Godrej Genesis: 1.34 mn sq. ft.



Godrej Horizon: 0.2 mn sq. ft.



# SUSTAINABLE DEVELOPMENT

## Godrej One received final LEED Platinum certification

## Godrej Garden City – Phase 6 & Godrej 101 received IGBC Green Homes Silver pre-certification

- The Indian Green Building Council (IGBC) and the Leadership in Energy and Environmental Design (LEED), India are the most widely used green building certifications in India with a combined footprint of 3.3 billion sq. ft.
- A green building is one which uses less water, optimises energy efficiency, conserves natural resources, generates less waste and provides healthier spaces for occupants, as compared to a conventional building
- India ranks third globally in terms of green building footprints creating a huge impact towards reducing the load on the country's resources
- All GPL projects since 2011 are certified green under IGBC Green Homes or LEED India Core & Shell rating systems



# AWARDS AND RECOGNITIONS

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**GPL received 6 awards in Q3 FY16 and 29 awards in 9M FY16**

## **GODREJ PROPERTIES**

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### **Brand Excellence Award in Real Estate Sector**

- Brand Excellence Awards 2015

### **Best Real Estate Development Company – India**

- 2015 Real Estate & Property Awards by Build Magazine UK

### **Developer of the Year - Residential**

- Realty Plus Excellence Awards (South) 2015

### **Businessworld - Most Admired Companies in India**

- One of only 3 real estate companies listed in the ranking of India's 55 most admired companies

## **PROJECT SPECIFIC & INDIVIDUAL**

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### **Godrej Horizon**

- Silver trophy for Construction safety award - Pune Construction Engineering Research Foundation

### **Mr. Pirojsha Godrej**

- Entrepreneur of the Year – Real Estate Sector - Brands Achiever's Awards 2015

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# PERFORMANCE METRICS – Q3 FY 2016

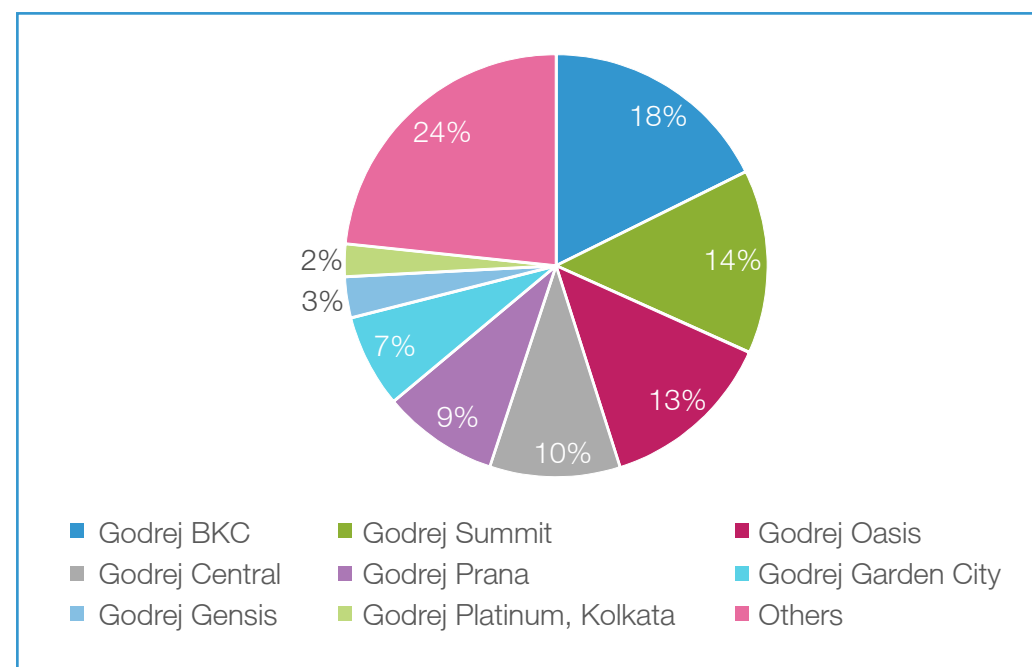
Key Performance Metrics	Q3 FY 16	Q3 FY 15	% change
Total Income (INR Cr.)	450	539	-16%
Profit Before Tax (INR Cr.)	102	80	27%
PAT (After minority interest INR Cr.)	52	47	10%

## Total income split by project

(INR Cr)

Projects	Total Income
Godrej BKC, Mumbai	79
Godrej Summit, Gurgaon	63
Godrej Oasis, Gurgaon	60
Godrej Central, Mumbai	45
Godrej Prana, Pune	40
Godrej Garden City, Ahmedabad	32
Godrej Genesis, Kolkata	14
Godrej Platinum, Kolkata	11
Others	106
<b>Total</b>	<b>450</b>

## Total income % split by project



# PERFORMANCE METRICS – 9M FY 2016

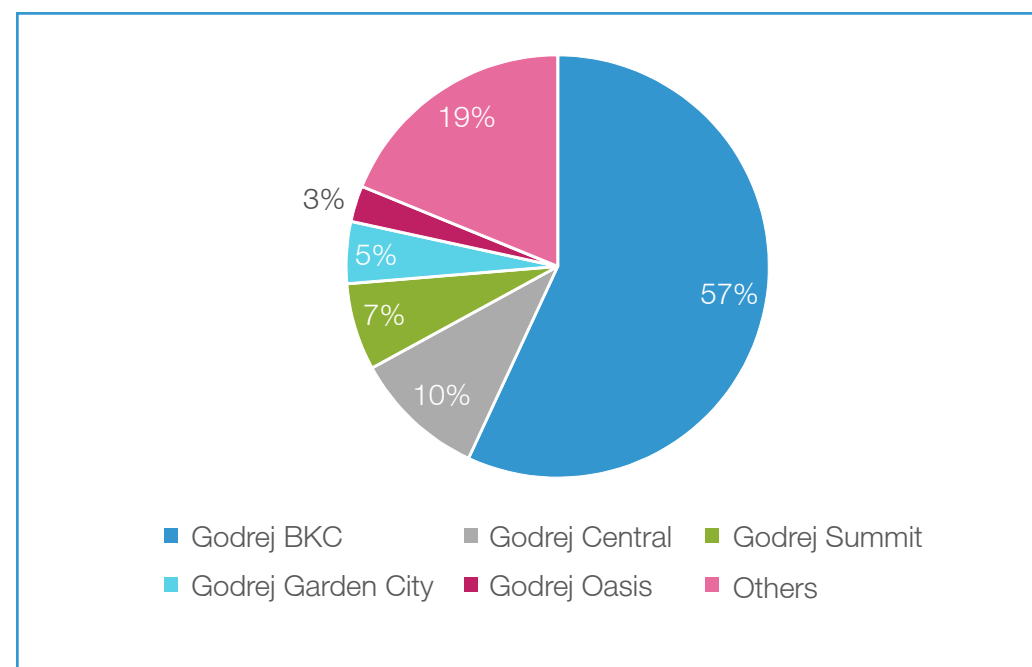
Key Performance Metrics	9M FY 16	9M FY 15	% change
Total Income (INR Cr.)	2,195	1,208	82%
Profit Before Tax (INR Cr.)	360	219	64%
PAT (After minority interest INR Cr.)	213	139	53%

## Total income split by project

(INR Cr)

Projects	Total Income
Godrej BKC, Mumbai	1,249
Godrej Central, Mumbai	222
Godrej Summit, Gurgaon	146
Godrej Garden City, Ahmedabad	104
Godrej Oasis, Gurgaon	60
Others	414
<b>Total</b>	<b>2,195</b>

## Total income % split by project



# CONSOLIDATED FINANCIAL STATEMENTS – P & L

Particulars	Q3 FY 2016 (INR Cr)	Q3 FY 2015 (INR Cr)	% change	Q2 FY 2016 (INR Cr)	% change	9M FY 2016 (INR Cr)	9M FY 2015 (INR Cr)	% change
<b>Total Income</b>	<b>450</b>	<b>539</b>	<b>-16%</b>	<b>1,481</b>	<b>-70%</b>	<b>2,195</b>	<b>1,208</b>	<b>82%</b>
EBITDA	108	83	30%	188	-42%	377	228	65%
Adjusted EBITDA*	136	139	-2%	370	-63%	603	351	72%
Profit before tax	102	80	27%	182	-44%	360	219	64%
Profit after tax	72	57	27%	124	-42%	251	164	53%
Minority Interest	-20	-9	–	-17	–	-38	-25	–
<b>Net Profit after tax</b>	<b>52</b>	<b>47</b>	<b>10%</b>	<b>106</b>	<b>-51%</b>	<b>213</b>	<b>139</b>	<b>53%</b>

\*Adjusted EBITDA = EBITDA + Interest included in cost of sale

# CONSOLIDATED FINANCIAL STATEMENTS – BS

EQUITY AND LIABILITIES	31-Dec-15 (INR Cr) Unaudited	31-Mar-15 (INR Cr) Audited	ASSETS	31-Dec-15 (INR Cr) Unaudited	31-Mar-15 (INR Cr) Audited
<b>1) SHAREHOLDERS FUND</b>			<b>1) NON CURRENT ASSETS</b>		
a) Share Capital	99.76	99.68	a) Fixed Assets	121.07	115.60
b) Reserves and Surplus	1,909.18	1,747.19	b) Goodwill on consolidation	20.89	74.17
	<b>2,008.94</b>	<b>1,846.87</b>	c) Non-current investments	0.01	0.00
<b>2) SHARE APPLICATION MONEY PENDING ALLOTMENT</b>	–	–	d) Deferred tax assets (net)	5.33	4.48
<b>3) MINORITY INTEREST</b>	<b>248.03</b>	<b>227.90</b>	e) Long-term loans and advances	174.22	170.34
<b>4) NON - CURRENT LIABILITES</b>			f) Other non-current assets	78.41	28.29
a) Long-term borrowing	584.69	567.06		<b>399.93</b>	<b>392.88</b>
b) Other long-term liabilities	4.05	1.42	<b>2) CURRENT ASSETS</b>		
c) Long term provisions	5.84	4.59	a) Inventories	4,880.99	4,727.11
	<b>594.58</b>	<b>573.07</b>	b) Trade receivables	193.24	169.68
<b>5) CURRENT LIABILITIES</b>			c) Cash and cash equivalents	607.00	695.41
a) Short term borrowing	2,617.68	2,722.73	d) Short-term loans and advances	896.97	831.25
b) Trade Payables	767.04	713.56	e) Other current assets	584.39	546.73
c) Other Current Liabilities	1,283.99	1,218.89		<b>7,162.58</b>	<b>6,970.18</b>
d) Short term provisions	42.26	60.04			
	<b>4,710.96</b>	<b>4,715.21</b>			
<b>Total</b>	<b>7,562.52</b>	<b>7,363.05</b>	<b>Total</b>	<b>7,562.52</b>	<b>7,363.05</b>



# FINANCIAL ANALYSIS

## Profitability Indicators

PARTICULARS	Q3 FY 2016	Q3 FY 2015	Q2 FY 2016	9M FY 2016	9M FY 2015
EBITDA / Total Income	24.0%	15.5%	12.7%	17.2%	18.9%
Adjusted EBITDA/Total Income*	30.2%	25.8%	25.0%	27.5%	29.1%
PBT Margin %	22.6%	14.9%	12.3%	16.4%	18.1%
Net Profit Margin % <sup>#</sup>	11.5%	8.8%	7.2%	9.7%	11.5%

\*Adjusted EBITDA = EBITDA + Interest included in cost of sale

<sup>#</sup>Net Profit after minority interest

## Leverage Indicators

PARTICULARS	As on 31 <sup>st</sup> Dec 15	As on 30 <sup>th</sup> Sep 15
Net Debt (INR Cr)	2,532	2,230
Net Debt / Equity Ratio	1.26	1.14
Average Borrowing Cost (YTD)	10.34%	10.55%

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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	16.80	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	Kanakpura	Bangalore	Residential	0.99	GPL holds 25.1% equity in the project specific company	Forthcoming
6	Whitefield	Bangalore	Residential	0.85	Profit Sharing – 40%	Forthcoming
7	Tumkur Road	Bangalore	Residential	0.79	Revenue Based – 78.0%	Forthcoming
8	Godrej Avenues	Bangalore	Residential	0.75	Profit Sharing – 40%	Ongoing
9	Godrej Platinum	Bangalore	Residential	0.60	100% owned project	Ongoing
10	Godrej Gold County	Bangalore	Residential	0.25	Revenue Based – 63.0%	Ongoing
11	Godrej Palm Grove	Chennai	Residential	2.51	Area Based – 70.0% (for 12.57 acres), 68.0% (for 4.82 acres)	Ongoing
12	Godrej Azure	Chennai	Residential	1.00	Profit Sharing – 44.5%	Ongoing
13	Godrej Summit	Gurgaon	Residential	2.04	Area Based – 65.0%	Ongoing
14 (A)	Godrej Aria	Gurgaon	Residential	0.69	Revenue Based – 65.0% (GPL owns 25.1% of equity in the project specific company)	Ongoing
14 (B)	Godrej 101	Gurgaon	Residential	1.00	Revenue Based – 65.0% (GPL owns 25.1% of equity in the project specific company)	Ongoing
15 (A)	Godrej Oasis	Gurgaon	Residential	0.50	Profit Sharing – 38.0%	Ongoing
15 (B)	Godrej Icon	Gurgaon	Residential	0.70	Profit Sharing – 38.0%	Ongoing

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

# A. RESIDENTIAL PROJECTS

S.No	Project Name	Location	Asset Class	Est. Saleable Area (mn sq. ft.)	Business Model	Status
16	Godrej Frontier	Gurgaon	Residential	0.42	Revenue Based – 70.0%	Ongoing
17	Godrej Oasis	Hyderabad	Residential	4.87	Land is owned by GPL	Forthcoming
18	G&B Moosapet	Hyderabad	Residential	2.22	DM Fee – 10.0% of Revenue	Forthcoming
19	Kochi Project	Kochi	Residential	2.24	Revenue Based – 70.0%	Forthcoming
20	Joka	Kolkata	Residential	3.00	Profit Sharing – 46%	Forthcoming
21	Godrej Prakriti	Kolkata	Residential	1.36	GPL – 51.0% Equity in project specific company	Ongoing
22	Godrej Platinum	Kolkata	Residential	0.17	Revenue Based – 45%	Ongoing
23	Godrej Alpine	Mangalore	Mixed Use	0.64	Area Based for residential area – 71.5%	Ongoing
24	Godrej Central	Mumbai	Residential	0.68	Revenue Based 87.5%. GPL owns 51.0% of equity in the project specific company	Ongoing
25	Godrej Platinum	Mumbai	Residential	0.31	DM Fee – 10.0% of Revenue	Ongoing
26	Thane	Mumbai	Residential	1.00	Revenue Based – 64.0%	Forthcoming
27	Godrej Park	Mumbai	Residential	0.77	Revenue Based – 56.5%	Forthcoming
28	Godrej Vihaa	Mumbai	Residential	1.30	DM Fee – 10.0% of Revenue	Ongoing
29	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
30	The Trees	Mumbai	Mixed Use	0.88	Profit Based – 60.0%	Ongoing
31	G&B, Vikhroli	Mumbai	Residential	0.80	DM Fee – 10% of Revenue	Forthcoming
32	G&B, Vikhroli	Mumbai	Mixed Use	1.20	DM Fee – 10% of Revenue	Forthcoming

# A. RESIDENTIAL PROJECTS

S.No	Project Name	Location	Asset Class	Est. Saleable Area (mn sq. ft.)	Business Model	Status
33	Godrej Sky <sup>1</sup>	Mumbai	Residential	0.30	DM Fee Rs 50 cr, with upside promote to GPL above certain price threshold	Ongoing
34	G&B Lawkim, Thane	Mumbai	Residential	0.27	Profit Based – 32.0%	Forthcoming
35	Godrej Prime	Mumbai	Residential	0.75	91.0% Revenue Sharing (GPL owns 51% of equity in the project specific company)	Ongoing
36	Godrej Links	Mumbai	Residential	0.19	GPL to construct space for society in lieu of saleable area	Forthcoming
37	Godrej Serenity <sup>2</sup>	Mumbai	Residential	0.18	Revenue Based – 50.0%	Ongoing
38	Sundar Sangam	Mumbai	Residential	0.10	GPL to construct space for society in lieu of saleable area	Forthcoming
39	Godrej Edenwoods	Mumbai	Residential	0.03	Profit Based – 50.0% (from 85.0% of revenue for this project)	Ongoing
40	Godrej Anandam	Nagpur	Residential	2.17	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
41	Godrej Platinum	NCR	Residential	0.85	Revenue Based – 52.5% (GPL owns 25.1% of equity in the project specific company)	Forthcoming
42	Sector 150	Noida	Residential	4.00	DM Fee – 11% of Revenue	Forthcoming
43	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
44	Godrej Infinity	Pune	Residential	2.80	Profit Sharing – 35%	Ongoing
45	Godrej Prana	Pune	Residential	1.50	Profit Sharing – 40.0%	Ongoing
46	Godrej Horizon	Pune	Residential	0.23	Profit Based – 51.0%	Ongoing

1. Includes a portion of saleable area to be retained by JV partner; 2. Increase in area due to change in DCR regulations

Note: Exited Godrej Palms & Kalyan project due to non fulfilment of CP by the land owners

## 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	0.42	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	0.98	Area Based – 62.0%	Ongoing
6	Godrej Alpine	Mangalore	Residential	0.25	Revenue Based – 71.5% for commercial area	Forthcoming
7	The Trees	Mumbai	Mixed Used	1.86	Profit Based – 60.0%	Ongoing
8	Godrej BKC	Mumbai	Commercial	1.20	Profit Based – 50.0%	Ongoing
9	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
10	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

# THANK YOU

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