

RESULTS PRESENTATION

THIRD QUARTER, FINANCIAL YEAR 2018



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 **01**

Q3 FY18 Operational Highlights 02

Q3 FY18 Financial Highlights 03

Annexure 04

GODREJ GROUP

- Established in 1897
- \$4.6 bn in annual revenue
- 1.1 billion people globally use a Godrej product¹
- Godrej ranked as 2nd most trusted Indian brand²
- \$2.8 billion brand valuation by Interbrand³
- Amongst India's most diversified and trusted conglomerates
- Real estate is a key growth business for the Group

1. Godrej Group internal study

2. The Brand Trust Report 2013

3. Interbrand study done in 2011

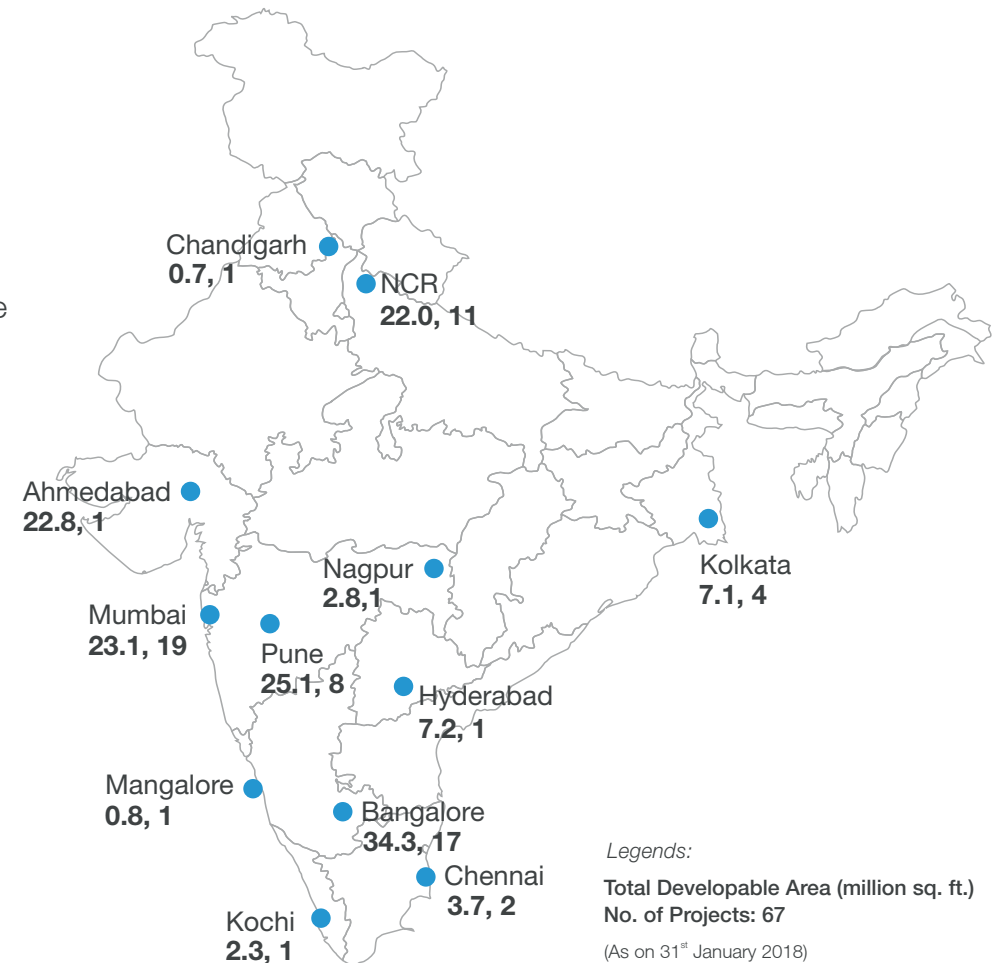
Value Creation Track Record

| Particulars | 16 year CAGR in stock price | ₹ 1 invested in June 2001 is now worth |
|--------------------------|-----------------------------|--|
| BSE Sensex | 15% | 10 |
| Godrej Consumer Products | 34% | 134 |
| Godrej Industries | 38% | 203 |

Note: CAGR calculated for opening prices as of 18th June, 2001 when GCPL and GIL were demerged and publicly listed

GODREJ PROPERTIES

- Established in 1990
- India's largest publicly listed developer by booking value over the past two years
- Successfully delivered over 15 million sq. ft. of real estate in the past four years
- ~150 million sq. ft. of developable area across India
- Differentiated asset-light business model
- Over 200 awards received



STRENGTHS

| | |
|---------------------------------------|--|
| Godrej Brand | <ul style="list-style-type: none"> • Godrej ranked as the 2nd most trusted Indian brand in the 2013 Brand Trust Report¹ • 1.1 billion people globally use a Godrej product² • GPL brings the Godrej brand's reputation for trust, quality and corporate governance to the real estate sector |
| Effective Land Sourcing Model | <ul style="list-style-type: none"> • Competitive advantage in executing joint development projects • Asset light, capital efficient and high ROE development model |
| Strong Project Pipeline | <ul style="list-style-type: none"> • Added 24 projects with ~51 million sq. ft. saleable area in the last 3 years³ • Access to Group's land bank across India (e.g. Vikhroli) |
| Sales and Execution Capability | <ul style="list-style-type: none"> • India's largest publicly listed developer by cumulative booking value over the past two years • Successfully delivered over 15 million over sq. ft. of real estate in the past four years |
| Access to Capital | <ul style="list-style-type: none"> • Confidence of capital markets demonstrated by sector leading stock performance since IPO • Lowest bank funding rates in the sector |

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 31st January 2018

STOCK PERFORMANCE

An investment into GPL's IPO would be worth ~4.5x an identical investment into the BSE Realty Index

Value Creation Track Record

| Particulars | 8 year CAGR in stock price | ₹ 1 invested in January 2010 is now worth |
|-------------------|----------------------------|---|
| BSE Sensex | 8.6% | 1.94 |
| Godrej Properties | 14.8% | 3.02 |
| BSE Realty Index | -4.8% | 0.67 |

Note: CAGR calculated for prices as on 4th January, 2010 and 29th December, 2017

AGENDA

Overview 01

Q3 FY18 Operational Highlights **02**

Q3 FY18 Financial Highlights 03

Annexure 04

Q3 FY18 HIGHLIGHTS

Sales Highlights

- 76% YoY growth in value of sales bookings – total booking value stood at INR 1,220 Cr
- Sales of more than INR 1,200 Cr for the third consecutive quarter
- Residential sales in 9M FY18 higher than in any other period
- 3 successful new project/phase launches in Noida, Mumbai and Bangalore

Commercial Sales

- Sold 123,470 sq. ft. at Godrej BKC for INR 425 Cr
- 9M FY18 sales at Godrej BKC stood at INR 697 Cr leading to remaining inventory of only ~ 51,000 sq. ft.

Business Development

- Added 3 new projects with 5.25 million sq. ft. of saleable area in January 2018

Other Highlights

- 8 awards received in Q3 FY18
- 4 projects received green building certifications

SALES HIGHLIGHTS

140% YoY growth in the value of sales bookings in 9M FY18

| Particulars | Q3 FY18 | Q3 FY17 | Growth | Q2 FY18 | Growth | 9M FY18 | 9M FY17 | Growth |
|--------------------------|-----------|-----------|--------|-----------|--------|-----------|-----------|--------|
| Area Sold* (sq. ft.) | 1,429,843 | 1,190,465 | 20% | 1,556,058 | -8% | 4,785,579 | 2,520,071 | 90% |
| Booking Value** (INR Cr) | 1,220 | 693 | 76% | 1,335 | -9% | 4,029 | 1,681 | 140% |

*Includes :

- 10,204 sq. ft. of JVP area in Q3 FY18 & 6,982 sq. ft. of JVP area in Q3 FY17 & 14,695 sq. ft. of JVP area in Q2 FY18
- 34,831 sq. ft. of JVP area in 9M FY18 & 38,260 sq. ft. of JVP area in 9M FY17

**Includes

- INR 3 Cr of JVP booking value in Q3 FY18 & INR 3 Cr of JVP booking value in Q3 FY17 & INR 5 Cr of JVP booking value in Q2 FY18
- INR 12 Cr of JVP booking value in 9M FY18 & INR 16 Cr of JVP booking value in 9M FY17

Excellent response to new project/phase launches

Godrej Nest, Noida

- Launched in November 2017
- Total sales stood at 364,047 sq. ft. at an average price of ~INR 5,400 per sq. ft. with a booking value of INR 195 crore

Godrej Platinum – Tower 4, Vikhroli

- Launched in November 2017
- Total project sales stood at ~49,000 sq. ft. at an average price of ~INR 20,600 per sq. ft. with a booking value of INR 101 crore

Godrej Eternity - Phase 3, Bangalore

- Launched in November 2017
- Total project sales stood at 174,465 sq. ft. at an average price of ~INR 4,800 per sq. ft. with a booking value of INR 83 crore

Strong momentum in sustenance sales

Excluding sales in new launches, sales for Q3 FY18 stood at ~745,000 sq. ft. with a booking value of ~INR 801 Cr

Sold ~266,500 sq. ft. Mumbai with a booking value of INR 545 Cr

Sold ~261,600 sq. ft. at Pune with a booking value of INR 135 Cr

Sold ~89,700 sq. ft. in Bangalore with a booking value of INR 60 Cr

Sold ~127,200 sq. ft. in other cities with a booking value of INR 61 Cr

BUSINESS DEVELOPMENT

Added 3 new projects with 5.25 million sq. ft. of saleable area in January 2018

Devanahalli, North Bangalore

- Entered into a partnership to develop a 100 acres land parcel with saleable area of 2.15 million sq. ft. on NH-648 near Devanahalli Town in North Bangalore
- In close proximity to Bangalore International Airport and the planned Aerospace SEZ and IT & Hardware Park, Devanahalli
- GPL's first plotted development project and sixteenth project in Bangalore
- GPL's economic interest is 21.7% of profit

Electronic City, South Bangalore

- Entered into a partnership to develop a modern residential housing project of ~1.4 million sq. ft. with an option to further increase it to 2 million sq. ft. at Electronic City Phase – I in South Bangalore
- Offers good connectivity to the Electronic City flyover, Nice Ring road, Silk Board junction, Hosur main road via Wipro avenue road, and the upcoming E-city Metro Station
- GPL's seventeenth project in Bangalore
- GPL's economic interest is 50% of profit

Noida Expressway, NCR

- Entered into development management agreement to develop a residential housing project with saleable area of 1.7 million sq. ft. in the Noida Expressway micro market
- GPL's 3rd project in Noida and eleventh project in NCR
- GPL's economic interest is 11% of revenue

PROJECT BOOKING

| Particulars | Booking Area (sq. ft.) | | Booking Value (INR Cr) | |
|--|------------------------|------------------|------------------------|------------------|
| | Q3 FY18 | 9MFY18 | Q3 FY18 | 9MFY18 |
| Residential Projects | | | | |
| Godrej Nest, Noida | 364,047 | 364,047 | 195 | 195 |
| Godrej Platinum, Vikhroli ² | 49,140 | 49,140 | 101 | 101 |
| Godrej Eternity, Bangalore | 174,645 | 205,830 | 83 | 99 |
| Godrej Infinity, Pune | 134,529 | 254,647 | 75 | 141 |
| Godrej City, Panvel | 97,126 | 74,375 | 60 | 48 |
| Godrej Platinum, Kolkata | 32,539 | 39,970 | 47 | 58 |
| Godrej Vihaa, Badlapur ² | 113,444 | 108,711 | 47 | 45 |
| Godrej Air, Bangalore | 55,844 | 559,266 | 37 | 370 |
| Others ¹ | 285,059 | 2,925,932 | 150 | 2,272 |
| Total (Residential Projects) | 1,306,373 | 4,581,918 | 795 | 3,330 |
| Commercial Projects | | | | |
| Godrej BKC, Mumbai | 123,470 | 199,140 | 425 | 697 [#] |
| Others ¹ | 0 | 4,521 | 0 | 2 |
| Total (Commercial Projects) | 123,470 | 203,661 | 425 | 699 |
| Grand Total | 1,429,843 | 4,785,579 | 1,220 | 4,029 |

¹ Includes cancellations in certain projects

²GPL is the development manager for the project

[#]Total sales for 9M FY18 at Godrej BKC stood at INR 697 Cr out of which INR 558 Cr is to be received in Q4 FY18 and Q1 FY19

LAUNCH TRACKER FY18

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

| New Project Launches Planned in FY18 | | |
|--------------------------------------|-----------|--------|
| Project | City | Status |
| Godrej 24 | Pune | ✓ |
| Godrej Tranquil | Mumbai | ✓ |
| Godrej Air | Bangalore | ✓ |
| Godrej Nest | NCR | ✓ |
| Sarjapur 2 | Bangalore | ✓ |
| Joka | Kolkata | ✓ |
| Godrej Alive | Mumbai | ✓ |
| Bellary Road | Bangalore | ✓ |
| Sohna Road | NCR | ✓ |

| New Phase Launches Planned in FY18 | | |
|------------------------------------|---------------|--------|
| Project | City | Status |
| Godrej Origins, Vikhroli | Mumbai | ✓ |
| Godrej Vihaa | Mumbai | ✓ |
| Evoke at Godrej Golf Links | Greater Noida | ✓ |
| Godrej Platinum | Mumbai | ✓ |
| Godrej Eternity | Bangalore | ✓ |
| Godrej Emerald* | Mumbai | ✓ |
| Godrej Air | Bangalore | ✓ |
| Godrej Infinity | Pune | ✓ |
| Godrej Garden City | Ahmedabad | ✓ |
| Godrej City, Panvel | Mumbai | ✓ |
| Sarjapur 2 | Bangalore | ✓ |

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

*Launched in Q4 FY18

AWARDS AND RECOGNITIONS

GPL received 8 awards in Q3 FY18 and a total of 31 awards in 9M FY18

GODREJ PROPERTIES

- **Developer of the Year 2017-18**
QuikrHomes Realty Awards 2018
- **Leader in Sustainable Real Estate Developments**
2017 Grohe Hurun Report
- **Best Real Estate Development Partner - India**
Business Vision Awards 2017
- **Outstanding Contribution in Real Estate Sector**
5th National Conference Resident Welfare Associations (NCRWA) Exhibition - Mumbai

PROJECT & INDIVIDUAL AWARDS

- **Godrej Greens, Pune**
Gold for 'Feel The Greens' campaign - MMA SMARTIES India Awards
- **Godrej Gold County, Bangalore**
Innovative Concept of the Year - 9th Realty Plus Excellence Awards 2017 (South)
Outstanding Contribution in Green Building Project - Real Estate Category at the 7th EPC World Awards 2017
- **Godrej Infinity**
Innovative Concept Project of the year - Golden Bricks Awards 2016-17

GREEN BUILDING CERTIFICATIONS

4 projects received green building certifications

Godrej Garden City, Ahmedabad received IGBC Platinum certification under the Residential Society Rating System

Godrej Air, Bangalore received IGBC Gold pre-certification

Godrej Platinum, Bangalore received IGBC Gold certification

Godrej Genesis, Kolkata received IGBC LEED Gold certification



Godrej Garden City, Ahmedabad
IGBC Platinum certification -
Residential Society Rating System



Godrej Platinum, Bangalore
IGBC Gold certification



Godrej Air, Bangalore
IGBC Gold pre-certification



Godrej Genesis, Kolkata
IGBC LEED Gold certification

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Overview

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Q3 FY18 Financial Highlights **03**

Annexure 04

PERFORMANCE METRICS – Q3 FY2018

(INR Cr)

| Key Performance Metrics | Q3 FY18 | Q3 FY17 | % change |
|-------------------------------|---------|---------|----------|
| Total Income | 670 | 554 | 21% |
| Profit Before Tax | 47 | 118 | -60% |
| PAT (after minority interest) | 26 | 77 | -66% |

Total income split by project

(INR Cr)

| Projects | Total Income | % of total |
|---------------------|--------------|-------------|
| Godrej BKC, Mumbai | 424 | 63% |
| The Trees, Vikhroli | 100 | 15% |
| Others | 146 | 22% |
| Total | 670 | 100% |

Note: All Numbers as per Ind AS

PERFORMANCE METRICS – 9M FY2018

(INR Cr)

| Key Performance Metrics | 9M FY18 | 9M FY17 | % change |
|-------------------------------|---------|---------|----------|
| Total Income | 1,547 | 1,258 | 23% |
| Profit Before Tax | 161 | 203 | -21% |
| PAT (after minority interest) | 93 | 144 | -35% |

Total income split by project

(INR Cr)

| Projects | Total Income (INR Cr) | % of total |
|-------------------------------|-----------------------|-------------|
| Godrej BKC, Mumbai | 724 | 47% |
| The Trees, Vikhroli | 248 | 16% |
| Godrej Platinum, Bangalore | 91 | 6% |
| Godrej Garden City, Ahmedabad | 63 | 4% |
| Others | 420 | 27% |
| Total | 1,547 | 100% |

Note: All Numbers as per Ind AS

CONSOLIDATED FINANCIAL STATEMENTS – P & L

(INR Cr)

| Particulars | Q3 FY2018 (INR Cr) | Q3 FY2017 (INR Cr) | % Change | Q2 FY2018 (INR Cr) | % Change | 9MFY2018 (INR Cr) | 9MFY2017 (INR Cr) | % Change |
|-----------------------------|-----------------------|-----------------------|----------|-----------------------|----------|----------------------|----------------------|----------|
| Total Income | 670 | 554 | 21% | 532 | 26% | 1,547 | 1,258 | 23% |
| Adjusted EBITDA** | 164 | 181 | -9% | 166 | -1% | 420 | 383 | 10% |
| EBITDA* | 89 | 157 | -43% | 115 | -23% | 282 | 290 | -3% |
| Profit before tax | 47 | 118 | -60% | 71 | -34% | 161 | 203 | -21% |
| Net Profit after tax | 26 | 77 | -66% | 44 | -41% | 93 | 144 | -35% |

Total Income = Sales & Operating Income + Other Income + Share of profit in Joint Venture

*EBITDA = PBT + Interest + Depreciation + Share of profit in Joint Venture

**Adjusted EBITDA = EBITDA + interest included in cost of sale

PBT = PBT + share of profit in Joint Venture

Note: All Numbers as per Ind AS

CONSOLIDATED FINANCIAL STATEMENTS – BS

(INR Cr)

| Sr. No | Particulars | As on 31.12.2017 | As on 31.03.2017 |
|----------|---|------------------|------------------|
| A | Assets | Unaudited | Audited |
| 1 | Non Current assets | | |
| a | Property, plant & equipment | 85.98 | 74.79 |
| b | Capital Work-in-Progress | - | 0.01 |
| c | Investment Property | 2.52 | - |
| d | Goodwill | 0.04 | 0.04 |
| e | Other intangible assets | 25.16 | 27.23 |
| f | Intangible assets under development | 0.03 | 0.02 |
| g | Investment in joint ventures and associates | 88.83 | 81.40 |
| h | Financial assets | | |
| | Investments | 422.80 | 312.35 |
| | Loans | 84.00 | 76.42 |
| | Other non – current financial assets | 0.01 | 1.92 |
| l | Deferred tax assets (net) | 152.47 | 159.26 |
| j | Income tax assets (net) | 124.80 | 118.89 |
| k | Other non-current non-financial assets | 15.28 | 15.28 |
| | Total non-current assets | 1001.92 | 867.61 |
| 2 | Current assets | | |
| a | Inventories | 3,017.27 | 3,966.12 |
| b | Financial assets | | |
| | Investments | 556.48 | 366.26 |
| | Trade receivables | 237.49 | 221.82 |
| | Cash and cash equivalents | 325.08 | 73.82 |
| | Bank balances other than above | 53.14 | 36.58 |
| | Loans | 901.61 | 728.85 |
| | Other current financial assets | 1,073.13 | 741.61 |
| c | Other current non-financial assets | 189.14 | 178.18 |
| | Total current assets | 6,353.33 | 6,313.24 |
| | Total Assets | 7,355.25 | 7,180.85 |

CONSOLIDATED FINANCIAL STATEMENTS – BS

(INR Cr)

| Sr. No | Particulars | As on 31.12.2017 | As on 31.03.2017 |
|------------|---|------------------|------------------|
| B | Equity and Liabilities | Unaudited | Audited |
| 1 | Equity | | |
| a | Equity share capital | 108.24 | 108.18 |
| b | Other equity | 1,991.36 | 1,895.54 |
| | Total Equity | 2,099.60 | 2,003.72 |
| 2 | Liabilities | | |
| 2.1 | Non Current Liabilities | | |
| a | Financial liabilities | | |
| | Borrowings | 510.52 | 474.76 |
| | Trade payables | - | 0.52 |
| b | Deferred tax liabilities (Net) | 0.53 | 0.20 |
| c | Provisions | 8.31 | 6.54 |
| | Total non-current liabilities | 519.36 | 482.02 |
| 2.2 | Current Liabilities | | |
| a | Financial liabilities | | |
| | Borrowings | 3,518.44 | 3,505.66 |
| | Trade payables | 288.43 | 491.24 |
| | Other current financial liabilities | 172.60 | 183.86 |
| b | Other current non financial liabilities | 724.92 | 498.27 |
| c | Provisions | 1.07 | 0.34 |
| d | Current tax liabilities (Net) | 30.83 | 15.74 |
| | Total Current Liabilities | 4,736.29 | 4,695.11 |
| | Total Liabilities | 5,255.65 | 5,177.13 |
| | Total Equity & Liabilities | 7,355.25 | 7,180.85 |

CONSOLIDATED FINANCIAL STATEMENTS – CASHFLOW

(INR Cr)

| Notes | Particulars | Q3 FY18 |
|------------------|---|--------------|
| A | Operating cashflow | |
| | Total operating cash inflow | 902 |
| | Operating cash outflow | |
| | Construction and related outflow | (264) |
| | Other project related outflow | (326) |
| | Total operating cash outflow | (590) |
| | Net operating cashflow | 313 |
| B | Financial cashflow | |
| | Interest, corporate tax and other outflow | (94) |
| | Net financial cashflow | (94) |
| C | Capital cashflow | |
| | Land & approval related outflow | (124) |
| | Advance to JV partners | (28) |
| | Net capital cashflow | (152) |
| (A+B+C) | Net cashflow | 67 |
| | | |
| D | Ind AS Adjustments | (8) |
| (A+B+C+D) | (Increase)/Decrease in Net Debt under Ind AS | 59 |

Note: All Numbers as per Ind AS

FINANCIAL ANALYSIS

Profitability Indicators

| Particulars | Q3 FY2018 | Q3 FY2017 | Q2 FY2018 | 9MFY2018 | 9MFY2017 |
|----------------------------------|-----------|-----------|-----------|----------|----------|
| Adjusted EBITDA / Total Income** | 24.5% | 32.6% | 31.1% | 27.1% | 30.4% |
| EBITDA / Total Income* | 13.3% | 28.3% | 21.7% | 18.2% | 23.1% |
| PBT Margin % | 7.0% | 21.2% | 13.3% | 10.4% | 16.1% |
| Net Profit Margin % [#] | 3.9% | 13.9% | 8.3% | 6.0% | 11.5% |

*EBITDA = PBT + Interest + Depreciation + Share of profit in Joint Venture

**Adjusted EBITDA = EBITDA + interest included in cost of sale

[#]Net profit after minority interest

Leverage Indicators

| Particulars | As on 31 st Dec 2017 | As on 30 th Sep 2017 | As on 31 st Dec 2016 |
|------------------------------|---------------------------------|---------------------------------|---------------------------------|
| Net Debt (INR Cr) | 3,064 | 3,122 | 3,260 |
| Net Debt / Equity Ratio | 1.46 | 1.51 | 1.71 |
| Average Borrowing Cost (YTD) | 7.90% | 8.10% | 9.08% |

Note: All Numbers as per Ind AS

AGENDA

Overview

Q3 FY18 Operational Highlights 02

Q3 FY18 Financial Highlights 03

Annexure **04**

A. RESIDENTIAL PROJECTS

| S.No | Project Name | Location | Asset Class | Est. Saleable Area (mn sq. ft.) | Ind AS Classification | Business Model | Status |
|------|---------------------|-----------|-------------|---------------------------------|-----------------------|---|-------------|
| 1 | Godrej Garden City* | Ahmedabad | Residential | 14.80 | Own | Phase I to IV: Area Based – 73.6% Phase V : Revenue Based – 67.6% Phase VI onwards - 17% of Revenue | Ongoing |
| 2 | Devanahalli 1 | Bangalore | Residential | 5.00 | JV | Profit Sharing – 50% | Forthcoming |
| 3 | Sarjapur 1 | Bangalore | Residential | 4.00** | DM | DM Fee - 12% of Revenue | Forthcoming |
| 4 | Godrej E-City | Bangalore | Residential | 0.09 | DM | DM Fee – 11% of Revenue | Ongoing |
| 5 | Godrej United | Bangalore | Residential | 1.00 | DM | DM Fee – 11% of Revenue | Ongoing |
| 6 | Sarjapur 2 | Bangalore | Residential | 1.00 | JV | GPL holds 20% equity in the project specific company | Forthcoming |
| 7 | Godrej Eternity | Bangalore | Residential | 0.99 | JV | GPL holds 25.1% equity in the project specific company | Ongoing |
| 8 | Godrej Air | Bangalore | Residential | 0.85 | JV | Profit Sharing – 40% | Ongoing |
| 9 | Tumkur Road | Bangalore | Residential | 0.79 | Own | Revenue Based – 78.0% | Forthcoming |
| 10 | Godrej Avenues | Bangalore | Residential | 0.75 | JV | Profit Sharing – 34% | Ongoing |
| 11 | Godrej Platinum | Bangalore | Residential | 0.23 | Own | 100% owned project | Ongoing |
| 12 | Godrej Gold County | Bangalore | Residential | 0.20 | Own | Revenue Based – 63% | Ongoing |
| 13 | Bellary Road | Bangalore | Residential | 0.80 | Own | Area Based – 90% | Forthcoming |
| 14 | Magadi Road | Bangalore | Residential | 0.60 | DM | DM Fee – 12% of Revenue | Forthcoming |
| 15 | Sarjapur 3 | Bangalore | Residential | 4.70 | DM | DM Fee – 11% of Revenue | Forthcoming |
| 16 | Devanahalli 2 | Bangalore | Residential | 1.34 | JV | Profit Sharing – 55% (for 90% of area) | Forthcoming |
| 17 | Devanahalli 3 | Bangalore | Residential | 2.15 | JV | Profit Sharing – 21.7% | Forthcoming |
| 18 | Electronic City | Bangalore | Residential | 1.40 [#] | JV | Profit Sharing – 50% | Forthcoming |

* Primarily a residential project with a portion of commercial saleable area. ** Developable potential up to 9.0 million sq. ft. [#]Extendable upto 2 million sq. ft.

A. RESIDENTIAL PROJECTS

| S.No | Project Name | Location | Asset Class | Est. Saleable Area (mn sq. ft.) | Ind AS Classification | Business Model | Status |
|-------|-------------------|-------------|-------------|---------------------------------|-----------------------|--|-------------|
| 19 | Godrej Palm Grove | Chennai | Residential | 1.87 | Own | Area Based – 70% (for 12.57 acres), 68% (for 4.82 acres) | Ongoing |
| 20 | Godrej Azure | Chennai | Residential | 1.00 | JV | Profit Sharing – 37% | Ongoing |
| 21 | Godrej Summit | Gurgaon | Residential | 0.12 | Own | Area Based – 65% | Ongoing |
| 22(A) | Godrej Aria | Gurgaon | Residential | 0.69 | JV | Revenue Based – 65% (GPL owns 25.1% of equity in the project specific company) | Ongoing |
| 22(B) | Godrej 101 | Gurgaon | Residential | 1.00 | JV | Revenue Based – 65% (GPL owns 25.1% of equity in the project specific company) | Ongoing |
| 23(A) | Godrej Oasis | Gurgaon | Residential | 0.50 | JV | Profit Sharing – 38% | Ongoing |
| 23(B) | Godrej Icon | Gurgaon | Residential | 0.70 | JV | Profit Sharing – 38% | Ongoing |
| 24 | Godrej Frontier | Gurgaon | Residential | 0.42 | Own | Revenue Based – 70% | Ongoing |
| 25 | Sohna Road | Gurgaon | Residential | 1.7 | JV | Profit Sharing – 40% | Forthcoming |
| 26 | Sector 85 | New Gurgaon | Residential | 1.05 | JV | Profit Sharing – 37.5% | Forthcoming |
| 27 | Sector 106 | Gurgaon | Residential | 1.5 | JV | GPL owns 20% equity in project specific company | Forthcoming |
| 28 | Godrej Oasis | Hyderabad | Residential | 4.87 | Own | Land is owned by GPL | Forthcoming |
| 29 | Kochi Project | Kochi | Residential | 2.24 | Own | Revenue Based – 70% | Forthcoming |
| 30 | Joka | Kolkata | Residential | 3.00 | JV | Profit Sharing – 46% | Forthcoming |
| 31 | Godrej Prakriti | Kolkata | Residential | 1.36 | Own | 100% Owned Project | Ongoing |
| 32 | Godrej Platinum | Kolkata | Residential | 0.17 | Own | Revenue Based – 45% | Ongoing |
| 33 | Godrej Alpine | Mangalore | Mixed Use | 0.64 | Own | Area Based for residential area – 71.5% | Ongoing |
| 34 | Godrej Central | Mumbai | Residential | 0.68 | JV | Revenue Based 87.5%. GPL owns 51% of equity in the project specific company | Ongoing |
| 35 | Godrej Platinum | Mumbai | Residential | 0.15 | DM | DM Fee – 10% of Revenue | Ongoing |

A. RESIDENTIAL PROJECTS

| S.No | Project Name | Location | Asset Class | Est. Saleable Area (mn sq. ft.) | Ind AS Classification | Business Model | Status |
|------|-------------------------|----------|-------------|---------------------------------|-----------------------|--|-------------|
| 36 | Godrej Emerald | Mumbai | Residential | 1.00 | JV | Revenue Based – 64% (GPL holds 20% equity in the project specific company) | Ongoing |
| 37 | Godrej Park | Mumbai | Residential | 0.77 | Own | Revenue Based – 56.5% | Forthcoming |
| 38 | Godrej Vihaa | Mumbai | Residential | 1.30 | DM | DM Fee – 10% of Revenue | Ongoing |
| 39 | Godrej City | Mumbai | Residential | 4.30 | JV | Profit Based - 35% with upside promote to JV partner above Rs.1,000 GPL PBT per sq.ft. | Ongoing |
| 40 | The Trees | Mumbai | Mixed Use | 1.20 | Own | 100% owned project | Ongoing |
| 41 | G&B, Vikhroli | Mumbai | Residential | 0.80 | DM | DM Fee – 10% of Revenue | Forthcoming |
| 42 | G&B, Vikhroli | Mumbai | Mixed Use | 1.20 | DM | DM Fee – 10% of Revenue | Forthcoming |
| 43 | Godrej Sky ¹ | Mumbai | Residential | 0.30 | DM | DM Fee Rs 50 cr, with upside promote to GPL above certain price threshold | Ongoing |
| 44 | G&B Lawkim, Thane | Mumbai | Residential | 0.27 | JV | Profit Based – 32% | Forthcoming |
| 45 | Godrej Prime | Mumbai | Residential | 0.75 | JV | 91.0% Revenue Sharing (GPL owns 51% of equity in the project specific company) | Ongoing |
| 46 | Godrej Links | Mumbai | Residential | 0.19 | Own | GPL to construct space for society in lieu of saleable area | Forthcoming |
| 47 | Godrej Serenity | Mumbai | Residential | 0.02 | Own | Revenue Based – 50% | Ongoing |
| 48 | Godrej Tranquil | Mumbai | Residential | 1.00 | DM | DM Fee – 11% of Revenue | Ongoing |
| 49 | Sundar Sangam | Mumbai | Residential | 0.10 | Own | GPL to construct space for society in lieu of saleable area | Forthcoming |
| 50 | Godrej Edenwoods | Mumbai | Residential | 0.03 | JV | Profit Based – 50% (from 85% of revenue for this project) | Ongoing |
| 51 | Godrej Alive | Mumbai | Residential | 2.10 | DM | DM Fee – 10% of Revenue | Forthcoming |

* Includes a portion of area to be retained by JV partner

A. RESIDENTIAL PROJECTS

| S.No | Project Name | Location | Asset Class | Est. Saleable Area (mn sq. ft.) | Ind AS Classification | Business Model | Status |
|--------|-------------------|---------------|-------------|---------------------------------|-----------------------|--|-------------|
| 52 | Godrej Anandam | Nagpur | Residential | 2.17 | Own | PMC Fee Rs 400/sq. ft. for 7.7 lac sq. ft. Revenue Based agreement for remaining area : First 1 million sq. ft. 62% (GPL) & next 1 million sq. ft. 57% (GPL) | Ongoing |
| 53 | Godrej Platinum | NCR | Residential | 0.85 | JV | Revenue Based – 52.5% (GPL owns 25.1% of equity in the project specific company) | Forthcoming |
| 54 | Godrej Nest | Noida | Residential | 4.00 | DM | DM Fee – 11% of Revenue | Ongoing |
| 55 | Noida Expressway | Noida | Residential | 1.70 | DM | DM Fee – 11% of Revenue | Forthcoming |
| 56 | Godrej Golf Links | Greater Noida | Residential | 4.00 | JV | Profit Share - 40% | Ongoing |
| 57 | Bhugaon Township | Pune | Residential | 9.44 | JV | Share in project specific company 11.09%, Development manager fee Rs 162/sq. ft., Profit sharing if profits exceed certain threshold | Forthcoming |
| 58 | Godrej Infinity | Pune | Residential | 2.80 | JV | Profit Sharing – 35% | Ongoing |
| 59 | Godrej 24 | Pune | Residential | 1.7 | JV | Revenue Based 96% (GPL owns 49% equity in project specific company) | Ongoing |
| 60(A) | Godrej Prana | Pune | Residential | 0.80 | JV | Profit Sharing – 40% | Ongoing |
| 60 (B) | Godrej Greens | Pune | Residential | 0.79 | JV | Profit Sharing – 40% | Ongoing |
| 61 | Bavdhan | Pune | Residential | 0.56 | JV | Profit Sharing – 45% | Forthcoming |
| 62 | Mamurdi | Pune | Residential | 4.50 | JV | DM- 11% of Revenue & Profit Sharing – 26% | Forthcoming |

B. COMMERCIAL PROJECTS

| S.No | Project Name | Location | Asset Class | Est. Saleable Area (mn sq. ft.) | Ind AS Classification | Business Model | Status |
|------|---------------------|------------|-------------|---------------------------------|-----------------------|---|-------------|
| 1 | Godrej Garden City* | Ahmedabad | Residential | 2.40 | Own | Phase I to IV: Area Based – 73.6% Phase V : Revenue Based – 67.6% Phase VI onwards - 17% of Revenue | Ongoing |
| 2 | Godrej Eternia | Chandigarh | Commercial | 0.42 | Own | Revenue Based – 54% | Ongoing |
| 3 | Godrej Oasis | Hyderabad | Residential | 0.44 | Own | Land is owned by GPL | Forthcoming |
| 4 | Godrej Prakriti | Kolkata | Residential | 0.42 | Own | 100% owned project | Forthcoming |
| 5 | Godrej Genesis | Kolkata | Commercial | 0.98 | Own | Area Based – 62% | Ongoing |
| 6 | Godrej Alpine | Mangalore | Residential | 0.25 | Own | Revenue Based – 71.5% for commercial area | Forthcoming |
| 7 | The Trees | Mumbai | Mixed Used | 1.38 | Own | 100% owned project | Ongoing |
| 8 | Godrej BKC | Mumbai | Commercial | 1.28 | Own | Profit Based – 50% | Ongoing |
| 9 | Bhugaon Township | Pune | Residential | 2.36 | JV | 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 | JV | GPL owns 51% of equity in project specific company, Revenue Based 58% | Forthcoming |

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

CONSTRUCTION HIGHLIGHTS

Gurgaon

| No. | Project /Phase | WC* | Area** |
|-----|--------------------------|--------|--------|
| 1 | Godrej Summit Tower A | 78.25% | 0.18 |
| 2 | Godrej Summit Tower L | 77.09% | 0.19 |
| 3 | Godrej Oasis Tower SL1 | 64.18% | 0.13 |
| 4 | Godrej Oasis Tower SL2 | 65.12% | 0.09 |
| 5 | Godrej Oasis Tower SL3 | 61.37% | 0.09 |
| 6 | Godrej Oasis Tower SL4 | 65.93% | 0.09 |
| 7 | Godrej Oasis Tower SL5 | 64.04% | 0.09 |
| 8 | Godrej Icon Tower A | 58.52% | 0.08 |
| 9 | Godrej Icon Tower B | 57.03% | 0.11 |
| 10 | Godrej Icon Tower C | 54.59% | 0.12 |
| 11 | Godrej Icon Tower D | 55.17% | 0.09 |
| 12 | Godrej Icon Tower Iconic | 45.24% | 0.21 |
| 13 | Godrej Aria Tower 1A | 41.26% | 0.12 |
| 14 | Godrej Aria Tower 1B | 40.97% | 0.12 |
| 15 | Godrej Aria Tower 1C | 40.75% | 0.12 |
| 16 | Godrej Aria Tower 1D | 38.38% | 0.12 |
| 17 | Godrej Aria Tower 1E | 42.32% | 0.08 |

Gurgaon (contd..)

| No. | Project /Phase | WC* | Area** |
|-----|-------------------------|--------|--------|
| 18 | Godrej Aria Tower 1F | 41.83% | 0.08 |
| 19 | Godrej Aria Tower 2A | 35.15% | 0.13 |
| 20 | Godrej Aria Tower 2B | 34.39% | 0.13 |
| 21 | Godrej Aria Tower 2C | 39.26% | 0.13 |
| 22 | Godrej Aria Tower 2D | 39.37% | 0.14 |
| 23 | Godrej Aria Tower 2E | 38.99% | 0.05 |
| 24 | Godrej Aria Tower 2F | 39.50% | 0.04 |
| 25 | Godrej Frontier Phase 2 | 96.18% | 0.29 |
| 26 | Godrej Frontier Phase 3 | 96.25% | 0.15 |
| 27 | Godrej Frontier Phase 4 | 95.81% | 0.13 |

Mumbai

| No. | Project /Phase | WC* | Area** |
|-----|-------------------------------------|--------|--------|
| 1 | Godrej BKC | 98.18% | 1.2 |
| 2 | Godrej Central Phase 1 | 84.25% | 0.46 |
| 3 | Godrej Central Phase 2 | 81.90% | 0.2 |
| 4 | Godrej Central Phase 3 | 81.71% | 0.05 |
| 5 | Godrej Prime Tower S01 | 58.55% | 0.16 |
| 6 | Godrej Prime Tower S02 | 58.31% | 0.09 |
| 7 | Godrej Prime Tower S03 | 56.99% | 0.07 |
| 8 | Godrej Prime Tower S04 | 57.53% | 0.07 |
| 9 | Godrej Prime Tower S05 | 56.72% | 0.07 |
| 10 | Godrej Prime Tower S06 | 58.21% | 0.07 |
| 11 | Godrej Prime Tower S07 | 57.89% | 0.07 |
| 12 | Godrej Prime Tower S08 [#] | 53.85% | 0.07 |
| 13 | Godrej Prime Tower T11 [#] | 51.10% | 0.03 |
| 14 | The Trees Resi Phase 1 | 62.94% | 0.50 |
| 15 | The Trees Resi Phase 2 | 59.89% | 0.34 |

*Work Completion as on 31st December, 2017

**in million sq. ft.

[#]Attained revenue recognition in Q3 FY18

CONSTRUCTION HIGHLIGHTS

Ahmedabad

| No. | Project /Phase | WC* | Area** |
|-----|----------------------------|--------|--------|
| 1 | GGC Phase 3Aa | 67.96% | 0.11 |
| 2 | GGC Phase 5 (Carmel C&F) | 94.82% | 0.26 |
| 3 | GGC Phase 5A (CAR G/I) | 95.70% | 0.13 |
| 4 | GGC Phase 5AB | 93.61% | 0.12 |
| 5 | Affordable housing Phase1 | 94.18% | 0.3 |
| 6 | Affordable housing Phase 2 | 93.41% | 0.27 |

Pune

| No. | Project /Phase | WC* | Area** |
|-----|--------------------------|--------|--------|
| 1 | Godrej Prana Tower A | 67.33% | 0.14 |
| 2 | Godrej Prana Tower B | 68.76% | 0.12 |
| 3 | Godrej Prana Tower C | 67.81% | 0.12 |
| 4 | Godrej Prana Tower D | 56.26% | 0.07 |
| 5 | Godrej Prana Tower E | 54.89% | 0.07 |
| 6 | Godrej Prana Tower F | 44.80% | 0.07 |
| 7 | Godrej Prana Tower G | 58.95% | 0.10 |
| 8 | Godrej Infinity Tower T1 | 53.16% | 0.15 |
| 9 | Godrej Infinity Tower T2 | 48.71% | 0.17 |
| 10 | Godrej Infinity Tower T3 | 49.18% | 0.25 |
| 11 | Godrej Infinity Tower T4 | 47.94% | 0.26 |
| 12 | Godrej Infinity Tower T5 | 48.94% | 0.25 |
| 13 | Godrej Infinity Tower T6 | 52.60% | 0.22 |

Kolkata

| No. | Project /Phase | WC* | Area** |
|-----|-------------------------|--------|--------|
| 1 | Godrej Prakriti Phase 3 | 94.38% | 0.37 |
| 2 | Godrej Prakriti Phase 4 | 88.25% | 0.37 |
| 3 | Godrej Prakriti Phase 7 | 72.22% | 0.37 |
| 4 | Godrej Platinum Tower 1 | 95.45% | 0.09 |
| 5 | Godrej Platinum Tower 2 | 96.02% | 0.07 |

Bangalore/Chennai

| No. | Project /Phase | WC* | Area** |
|-----|----------------------------|--------|--------|
| 1 | Godrej Gold County Phase 1 | 75.14% | 0.29 |
| 2 | Godrej Gold County Phase 2 | 84.26% | 0.07 |
| 3 | Godrej Eternity | 59.65% | 0.54 |
| 4 | Godrej Azure | 48.45% | 0.25 |

*Work Completion as on 31st December, 2017

**in million sq. ft.

*Attained revenue recognition in Q3 FY18

THANK YOU

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