

# RESULTS PRESENTATION

First quarter, Financial Year 2012



# 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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# Overview

# GODREJ PROPERTIES OVERVIEW

## **Godrej Group : Brand advantage**

- Established in 1897
- US \$ 3.3 billion in annual revenue
- US \$ 2.8 billion brand valuation
- 500 million customers
- 25,000 employees
- Diversified, accomplished, trusted
- Real estate has been identified as one of four key growth businesses for the Group

## **Godrej Properties : National Developer**

- Established in 1991
- Presence in 11 cities across India
- 83.74 million square feet of potential developable area
- Residential | commercial | townships
- Core Expertise : Joint development model

**Corporate Governance**

# CORPORATE GOVERNANCE

**Godrej Properties is part of the Godrej Group; The Godrej Group is renowned for:**

- Strong emphasis on corporate governance
- Track record of value creation for shareholders

**Godrej Properties' Board of directors is strongly committed to best practices of corporate governance to ensure that investors' interests are represented**

- The GPL board is a diverse team of 14 Directors including 7 independent Directors
- The Board has a supervisory role that is separate from that of the executive management team
- GPL was awarded 'Corporate Governance of the Year' by Accommodation Times in 2008
- The Board continuously reviews its policies and benchmarks them against evolving governance legislation and the views of acknowledged leaders in the area

**The Board endeavors to ensure that shareholder value is enhanced on a sustainable basis by way of staying involved with:**

- Strategic planning
- Transparency of operations
- Public disclosure including financial reporting
- Leadership which is accountable and responsible
- Good corporate citizenship

**Value Creation**

# VALUE CREATION

## **Leverage the Godrej Brand**

- Among India's most trusted and well recognized brands
- Ranked the 4th best brand in India by The Week magazine

## **Competitive advantage: Joint development model**

- Track record of joint development projects across the country
- Asset light and capital efficient
- Facilitates discipline in investing funds and provides stability through economic cycles

## **Focus on execution**

- Strategic partnerships with development process service providers
- Preference for projects with short lead time

## **Opportunities with group companies**

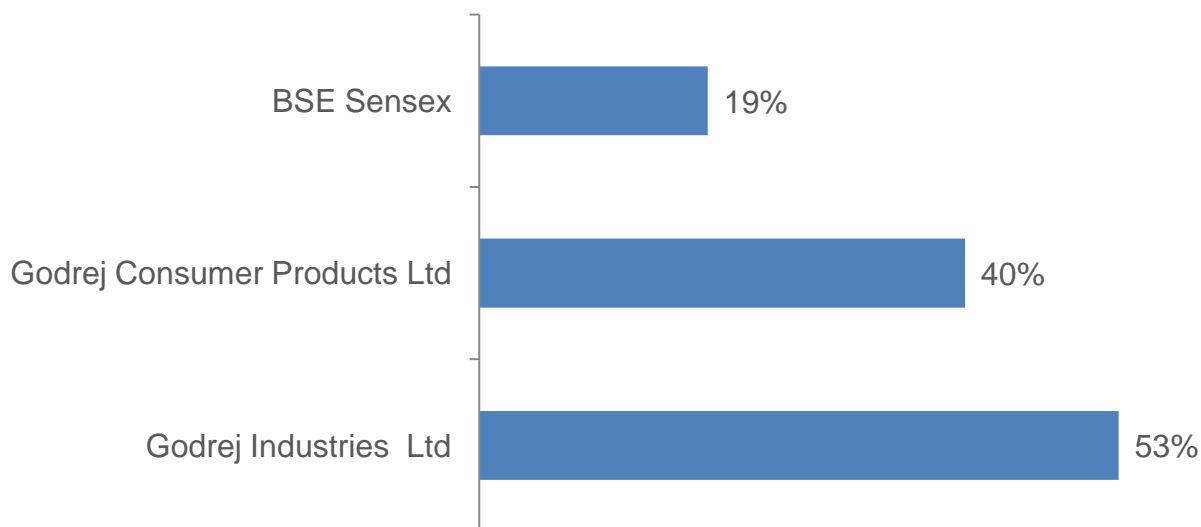
- 35 acre development at Vikhroli with Godrej Industries Ltd
- MOUs in Bengaluru, Hyderabad and Mohali

# VALUE CREATION : GODREJ GROUP

## The Godrej Group has a history of value creation

- The consumer products division of Godrej Soaps Limited (GSL) was demerged with effect from April 1, 2001 into a separate company, Godrej Consumer Products Limited (GCPL) and GSL was renamed Godrej Industries Limited (GIL), on April 2, 2001. Both GCPL and GIL significantly outperformed the BSE Sensex between June 2001 and June 2011.

### 10 year compounded annual growth rate (CAGR)



*Note: CAGR calculated on closing rates as of June 18<sup>th</sup>, 2001 and June 30<sup>th</sup>, 2011*

# VALUE CREATION : GODREJ PROPERTIES



**Returns since GPL listing : Godrej Properties : +51% BSE Sensex: +7% BSE Realty: -48%**

*Based on closing prices from 4 Jan 2010 to 30 June 2011 ; source : BSE*

## Highlights & Company Outlook

# HIGHLIGHTS : Q1 FY 2012

## **GPL witnessed considerable momentum in sales in Q1 FY 2012**

- 0.56 mn. sq. ft\* of area was booked during the quarter
- Booking value increased by 70% to Rs. 232.5 Cr in Q1 FY 2012 from Rs. 137 Cr in Q1 FY 2011
- Godrej Garden City, our township project in Ahmedabad continued to have strong sales with bookings of 0.24 mn sq. ft during the quarter and 3.3 mn sq ft till date
- Godrej Prakriti, Kolkata registered a growth of 16% with bookings of 0.12 mn sq ft in Q1 FY 2012 from 0.10 mn sq ft in Q1 FY 2011

## **Demonstrated success in signing new deals via the joint development (JD) model**

- Entered into a JDA with Capsulation Services in Q1 FY 12 to develop 0.10 mn sq. ft of residential space in Chembur, Mumbai
- GPL to share 47.5% of the area

## **Commitment to sustainability**

- Godrej One, in Vikhroli, Mumbai received LEED Platinum pre-certification
- Second building in 2011 (after Godrej Eternia in Chandigarh) to receive a LEED Platinum pre-certification, which is the highest certification available for green buildings

*\*GPL share of area*

# HIGHLIGHTS : Q1 FY 2012

## Awards & Recognition

- “Most Trusted Names” in the Real Estate industry and “India’s Best Marketed Real Estate Company, 2011” by 4Ps Business and Marketing (4Ps B&M) in association with India Council for Market Research (ICMR)
- 1<sup>st</sup> Rank in Real Estate Industry and amongst Top 100 companies in “India’s Best Companies to Work For” by The Great Place to Work Institute, India, in partnership with the Economic Times for the 3<sup>rd</sup> consecutive year

# COMPANY OUTLOOK

## **Focus on high growth markets - Mumbai, NCR, Chennai, Bangalore and Pune**

- Mumbai – pursuing several new business and redevelopment opportunities across the city
- NCR & Chennai – launched first project and pursuing several new business opportunities
- Bangalore & Pune - looking to build on an established track record

## **Township projects**

- Strategic focus on developing expertise in township projects
- Launched first township in Ahmedabad in March 2010
- Continue to pursue similar opportunities in Kalyan & Pune in FY 2012

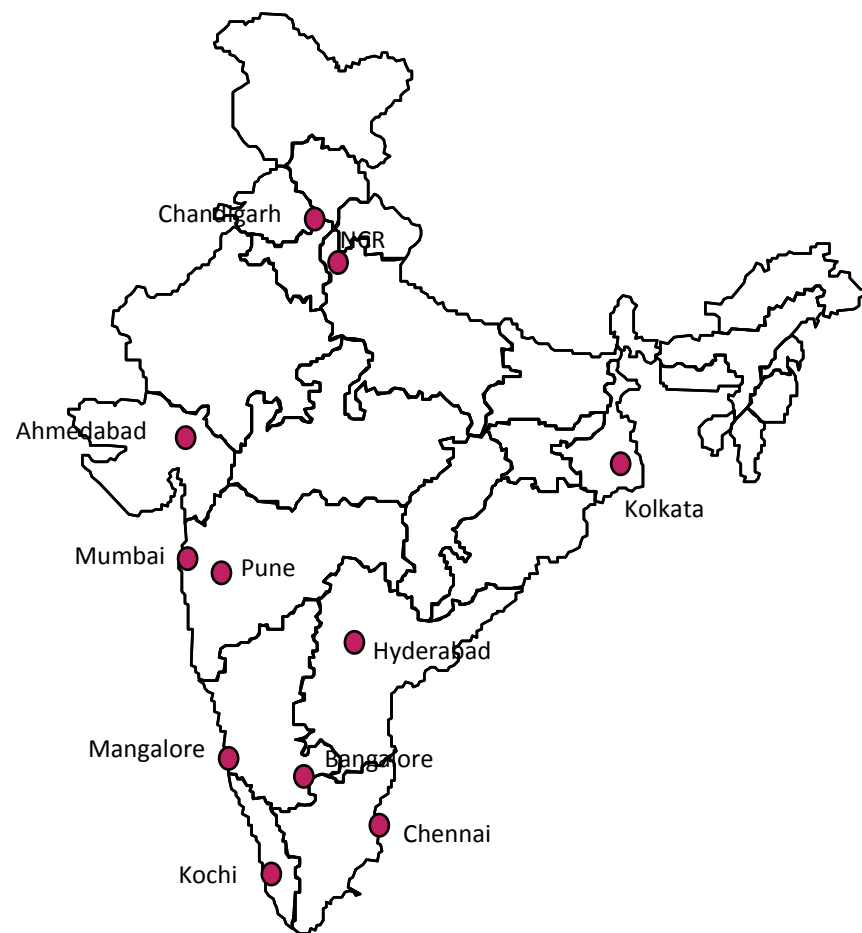
## **Equity partners**

- Company strategy to work with equity partners to increase scale and mitigate risk without affecting the development intent/rights of GPL

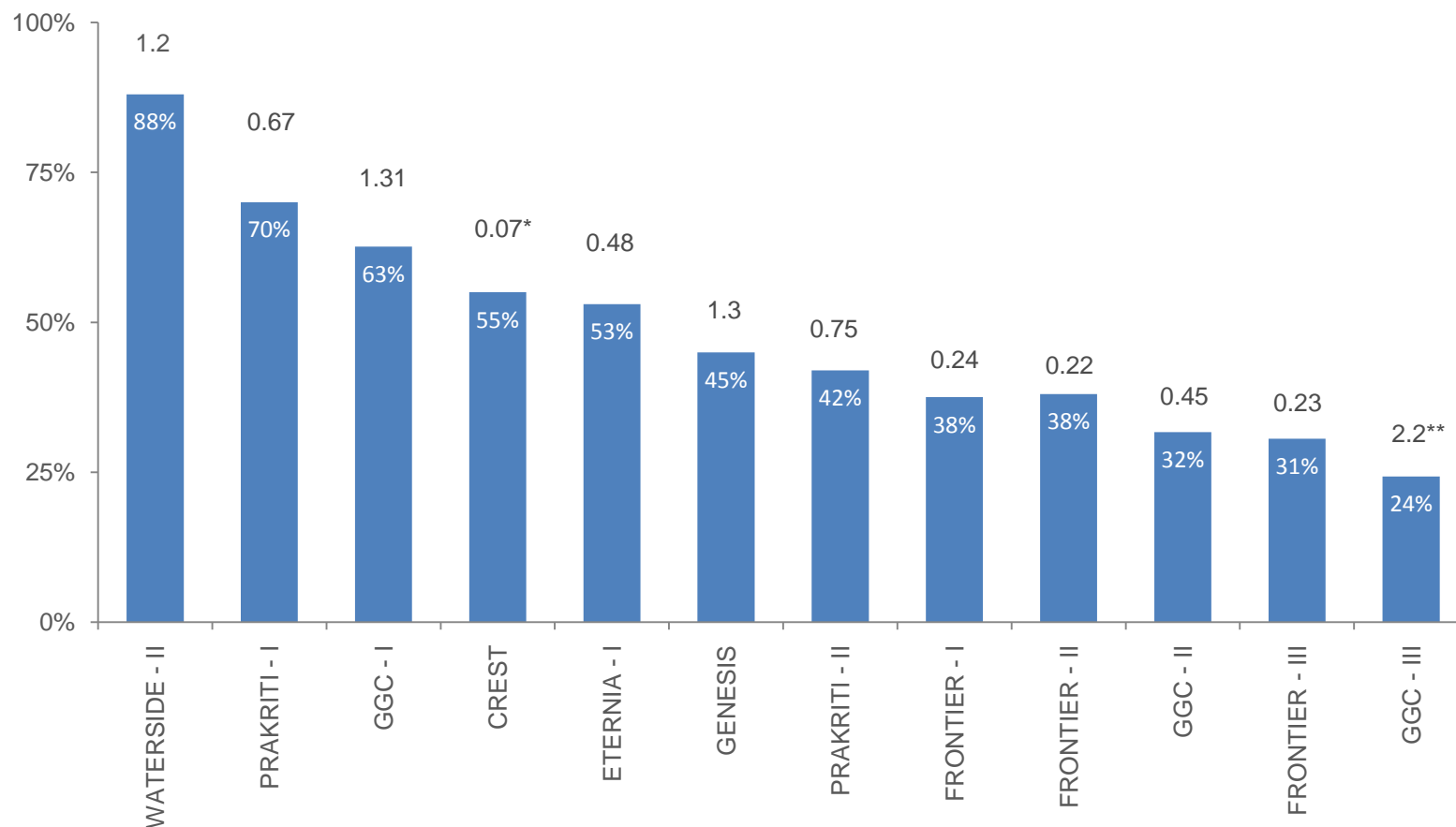
**Projects**

# NATIONAL PRESENCE

City	Est. Total Dev Area (mn sq ft)
Ahmedabad	40.43
Pune	12.30
Hyderabad	9.60
Kolkata	6.83
Mumbai	3.59
Chennai	3.23
Kochi	2.52
Bengaluru	2.44
NCR	1.25
Mangalore	0.87
Chandigarh	0.68
<b>Total</b>	<b>83.74</b>



# WORK COMPLETION STATUS



Area per phase in million square feet on top of the bars

Status for key ongoing project

\* Crest : Saleable area : 0.07 mn sq. ft , developable area : 0.09 mn sq. ft

\*\* GGC Phase III area expanded from 1.84 mn. Sq. ft to 2.2 mn sq. ft ; Work completion on area of 1.37 mn sq. ft

## Financial Overview : Q1 FY 2012

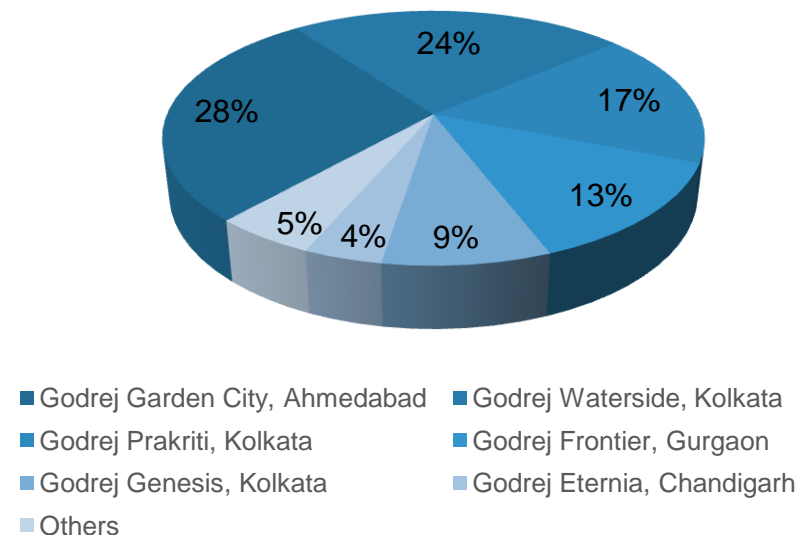
# PERFORMANCE METRICS

Key Performance Metrics	Value	Units
Total Income	134.7	Rs. Cr
PBT	20.1	Rs. Cr
Net Debt (as on 30.06.2011)	939.6	Rs. Cr
Area sold	0.56	Mn. sq. ft.
Booking Value	232.5	Rs. Cr

## Total Income Breakup by Project

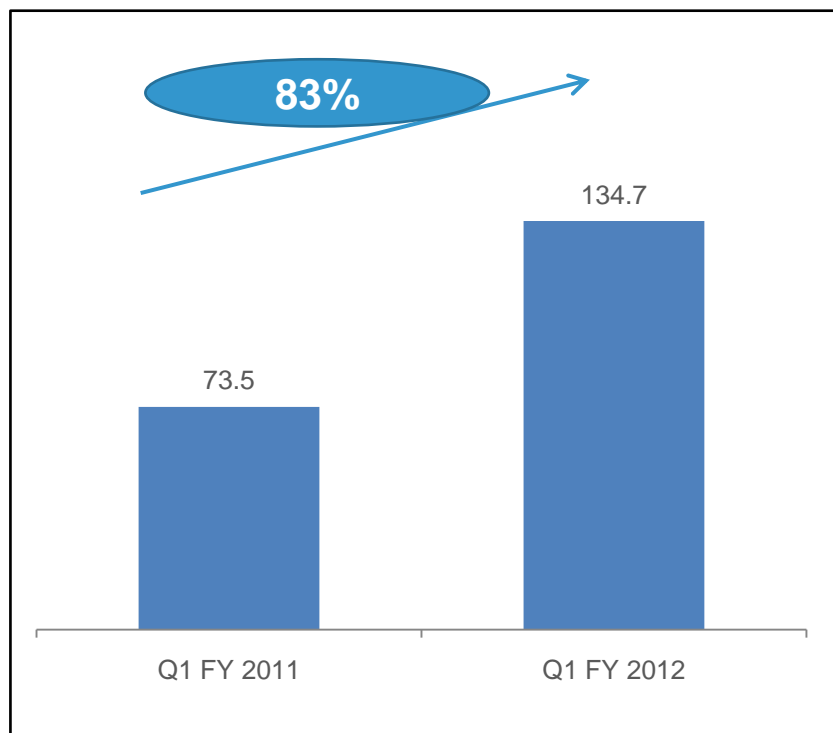
Projects	Total income (Rs. Cr)
Godrej Garden City, Ahmedabad	38.0
Godrej Waterside, Kolkata	32.3
Godrej Prakriti, Kolkata	23.2
Godrej Frontier, Gurgaon	17.6
Godrej Genesis, Kolkata	11.4
Godrej Eternia, Chandigarh	5.3
Others*	7.0
<b>Total</b>	<b>134.7</b>

## Total Income % split by Project

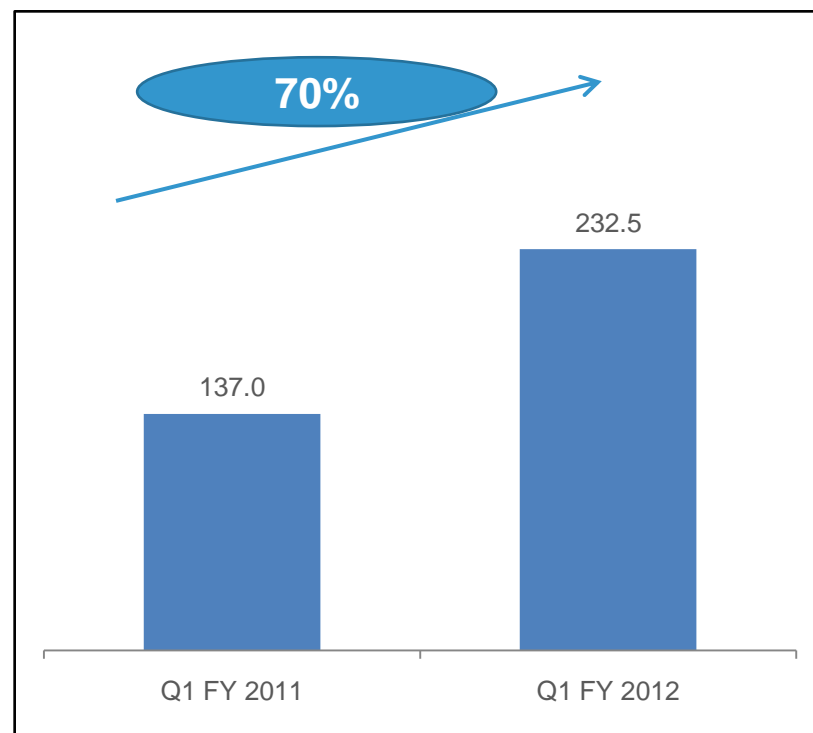


# IMPROVEMENT IN OPERATING PERFORMANCE

Total income (Rs Cr)



Booking Value (Rs Cr)



# CONSOLIDATED FINANCIAL STATEMENTS – P & L

Particulars	Q1 FY 2012 (Rs.in crs)	Q1 FY 2011 (Rs.in crs)	% Change
Sales & operating income	130.6	41.2	217%
Other income	4.1	32.3	-87%
<b>Total Income</b>	<b>134.7</b>	<b>73.5</b>	<b>83%</b>
<b>EBIDTA</b>	<b>24.3</b>	<b>33.6</b>	<b>-28%</b>
<b>Profit before tax</b>	<b>20.1</b>	<b>32.2</b>	<b>-38%</b>
<b>Profit after tax</b>	<b>13.7</b>	<b>23.0</b>	<b>-41%</b>
- Minority Interest	(3.6)	(0.6)	509%
<b>Net Profit</b>	<b>10.1</b>	<b>22.4</b>	<b>-55%</b>

# FINANCIAL ANALYSIS

Particulars	Q1 FY 2012	Q1 FY 2011
EBIDTA / Total Income %	18.0%	45.7%
PBT Margin %	14.9%	43.8%
PAT (After Minority Int.) Margin %	7.5%	30.5%
Earning Per Share (EPS) * – Rs.	1.4	3.2
ROE/RONW * %	1.1%	2.7%
ROCE * %	1.2%	2.1%
Net Debt/Equity Ratio	1.0	0.6

*\*EPS, RONW and ROCE for the Quarter are not Annualized.*



THANK YOU FOR YOUR TIME AND CONSIDERATION

**Annexure**

## A. RESIDENTIAL PROJECTS

Name	Location	Project type	Est. Saleable Area (mn sq ft)	Share structure	Current Status
Godrej Garden City	Ahmedabad	Apartment/ Villas / Row Houses	26.28	Area Sharing - 68.34%	Construction in progress
Bhugaon Township	Pune	Mix – Use	9.44	Share in SPV - 10%; DM Fee = INR162/ sq ft	Pre development planning
Godrej Palm Grove	Chennai	Apartment Complex	2.51	Revenue Sharing - 70% & Profit Sharing – 50.1%	Pre development planning
Godrej Prakriti	Kolkata	Mix – Use	2.87	Own. 51% Share in SPV	Construction in progress
Kochi Project – I	Kochi	Apartment Complex	2.24	Revenue Sharing - 70%	Pre development planning
Godrej Skystar	Bangalore	Apartment Complex	0.79	Revenue Sharing - 78%	Pre development planning
The Trees	Mumbai	Mix – Use	0.40	Profit Sharing - 60%	Pre development planning
Godrej Avalon	Mangalore	Mix – use	0.53	Area Sharing - 71.55%	Pre development planning
Godrej Gold County	Bangalore	Villas and Apartments	0.40	Revenue Sharing - 60%	Pre development planning
Godrej Crest	Bangalore	Apartment and Row Houses	0.07	Area Sharing - 89%, Revenue Sharing - 67%	Pre development planning
Kalyan Township	Kalyan	Residential	0.10	Revenue Sharing - 95%	Pre development planning
Godrej Platinum	Bangalore	Mix – Use	0.60	GPL – 49%	Pre development planning
Godrej Riverside	Mumbai	Residential	0.22	GPL – 100%	Construction in progress
Godrej Frontier	Gurgaon	Residential	0.82	Revenue Sharing – 93.5%	Construction in progress
Godrej Edenwoods	Mumbai	Residential	0.03	Revenue Sharing - 85% & Profit Sharing – 50%	Construction completed
GVD – II	Mumbai	Residential	0.10	Profit Sharing - 75%	Construction in progress
Godrej Solitaire	Mumbai	Residential	0.15	Revenue Sharing - 50%	Pre development planning
Capsulation, Chembur	Mumbai	Residential	0.10	Area Sharing – 47.5%	Pre development planning

## B. COMMERCIAL PROJECTS

Name	Location	Project type	Est. Saleable Area (mn sq ft)	Share structure	Current Status
Godrej Garden City	Ahmedabad	Commercial	14.15	Area Sharing - 68.34%	Pre development planning
Godrej Prakriti	Kolkata	Mix – Use	0.42	Own. 51% Share in SPV	Construction in progress
Godrej Genesis	Kolkata	IT park	1.34	GPL owns 51% profit share of 62% area share	Construction in progress
Godrej Eternia	Chandigarh	Commercial, Retail	0.48	Revenue Sharing– 46.6% & Profit Sharing – 51%	Construction in progress
Bhugaon Township	Pune	Mix – Use	2.36	Share in SPV - 10%; DM Fee = INR162/ sq ft	Pre development planning
Godrej Waterside	Kolkata	IT park	1.81	Area Sharing - 58% & Profit Sharing – 51%	Construction completed
The Trees	Mumbai	Mix – Use	2.43	Profit Sharing - 60%	Construction in progress
Godrej Genesis	Pune	IT park	0.48	GPL owns 51% profit share of 62% area share	Pre development planning
Godrej Avalon	Mangalore	Mix – Use	0.34	Area Sharing - 71.55%	Pre development planning
Godrej Genesis	Hyderabad	IT SEZ	9.60	100% owned by GPL	Pre development planning
Godrej Platinum	Bangalore	Mix – Use	0.17	GPL – 49%	Pre development planning

Godrej Eternia : Saleable area : 0.48 mn. Sq. ft ; developable area : 0.68 mn. Sq. ft  
Godrej Waterside : Saleable area : 1.81 mn. Sq. ft ; developable area : 2.2 mn. Sq. ft