

RESULTS PRESENTATION

Fourth Quarter & Financial Year 2013



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 the political and economic environment in India and overseas, tax laws, import duties litigation and labor relations.

AGENDA

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GODREJ GROUP

- Established in 1897
- \$3.9 billion in annual revenue¹
- 500 million people use a Godrej product every day²
- Godrej ranked as 2nd most trusted Indian brand³
- \$2.8 billion brand valuation by Interbrand⁴
- Amongst India's most diversified and trusted conglomerates
- Real estate identified as one of the key growth businesses for the Group

1. Group Revenues in FY12

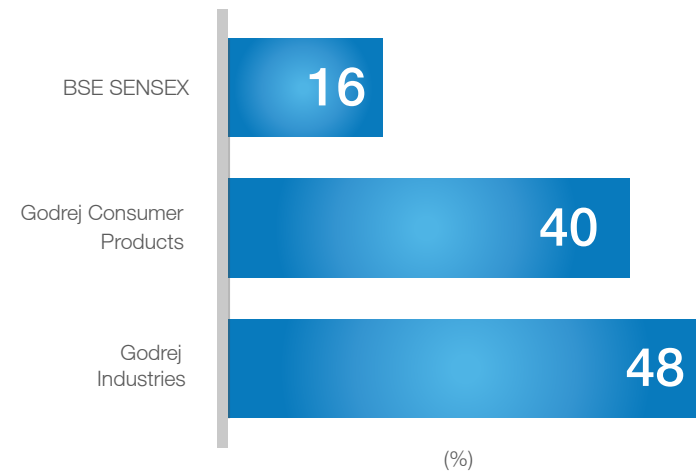
2. Godrej Group internal study

3. The Brand Trust Report 2013

4. Interbrand study done in 2011

Value Creation for Investors

12 Year CAGR



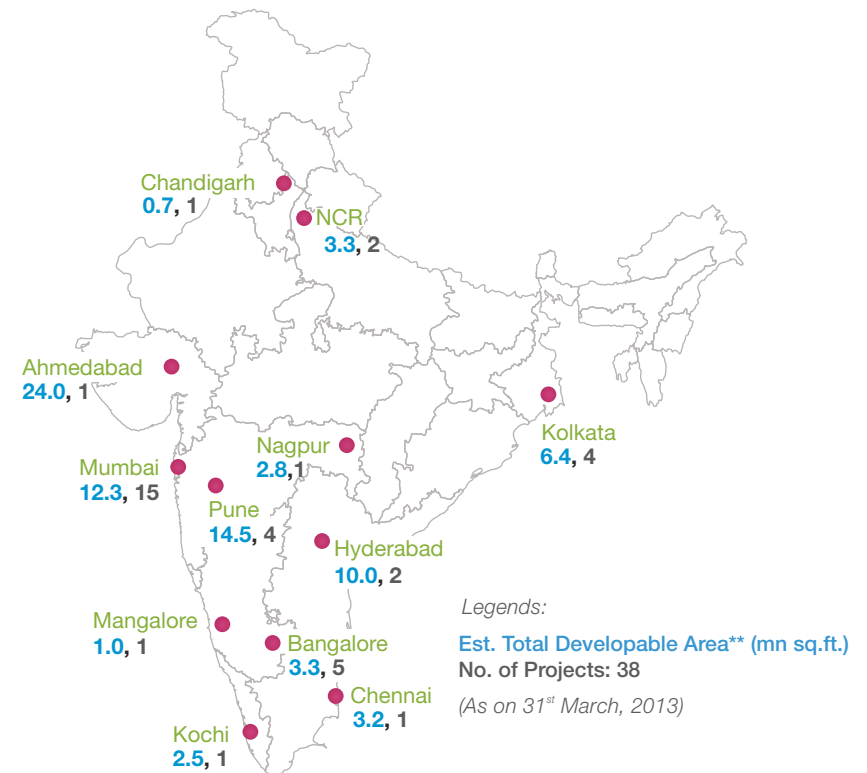
Note: CAGR calculated for closing prices as of 18th June, 2001 and 31st March, 2013



GODREJ PROPERTIES

- Established in 1991
- Presence in 12 cities across India
- \$ 500 million booking value in FY13
- 84* million sq.ft. of potential developable area
- Residential | Commercial | Townships
- Differentiated asset-light business model

* As on 31st March, 2013



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



STRENGTHS

Godrej Brand

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

Joint Venture Business Model

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

Strong Project Pipeline

- Added 8 projects with ~6.6 million sq.ft. saleable area in FY13²
- Access to Group's land bank across India (e.g. Vikhroli)

Corporate Governance Practices

- 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 and recently created Residential Co-investment Platform
- 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. Total saleable area under projects, irrespective of the revenue / profit / area sharing arrangement

VALUE CREATION: GODREJ PROPERTIES

GPL stock has outperformed both BSE Sensex and Realty Index since its IPO in 2010



Returns since IPO listing – GPL : 8% BSE : 7% Realty: -54%

Based on closing prices from 4th Jan 2010 to 31st March 2013. ; 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 and Advisory positions at Goldman Sachs, Prudential plc, Sony Corp, Marsh & McLennan Companies Inc, Piramal Healthcare India Limited, The Indian Hotels Limited, Siemens, Britannia Industries Ltd, Sony Corp Pvt Ltd & Indian School of Business

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
- Global Board positions at Alstom
- Board position: Bharat Forge, HPCL-Mittal Energy Ltd., Kirloskar Brothers Ltd

Pranay Vakil

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

Amit B. Choudhury

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

Pritam Singh

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

Amitava Mukherjee

- Over 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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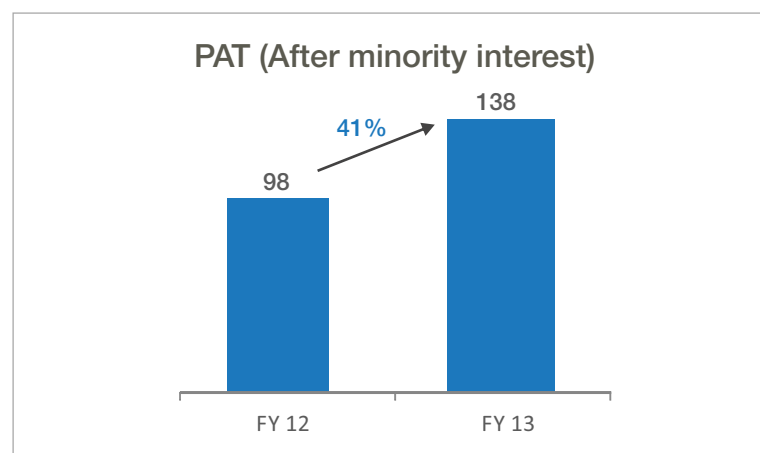
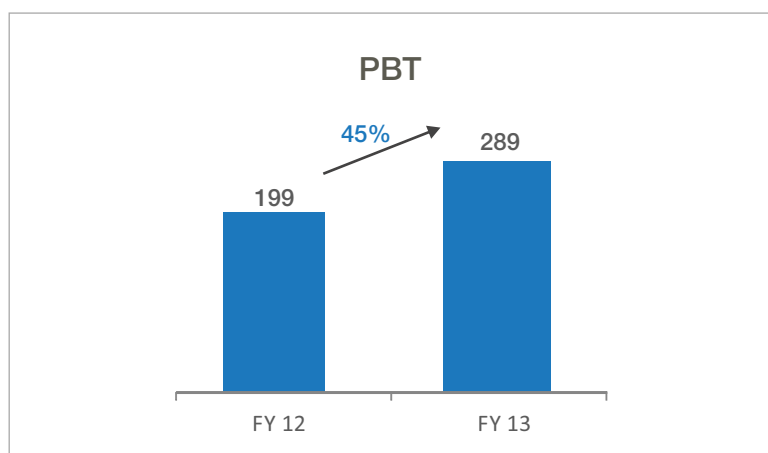
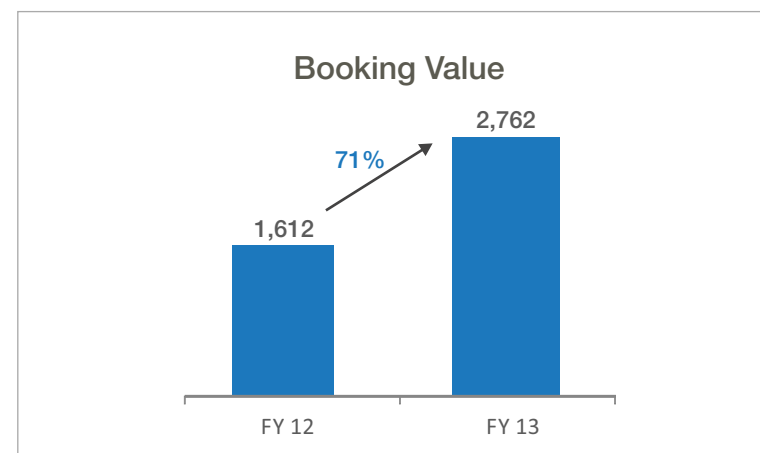
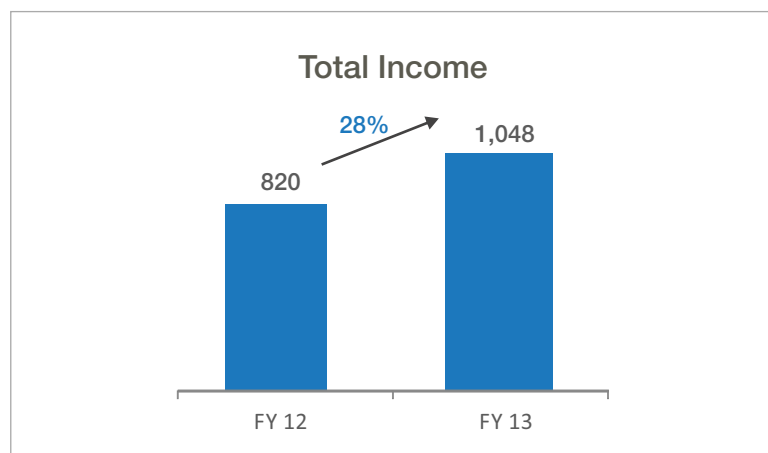
Q4 Financial Highlights 04

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DESPITE A TOUGH YEAR FOR THE SECTOR, GPL DELIVERED STRONG GROWTH IN FY13

Revenue growth of 28%, PBT growth of 45%, net profit growth of 41% and booking growth of 71%

All Values in INR Cr.



CONTINUED SUCCESS IN BUSINESS DEVELOPMENT

8 new projects with ~6.6 million sq. ft. of saleable area added to our portfolio (Area expected to increase to ~13 million sq.ft. due to likely increase in size of Panvel Township)

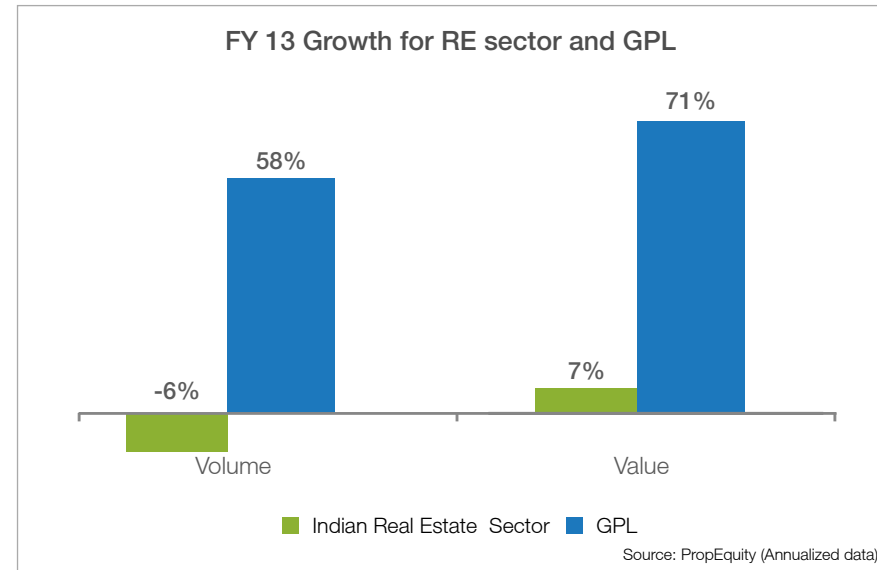
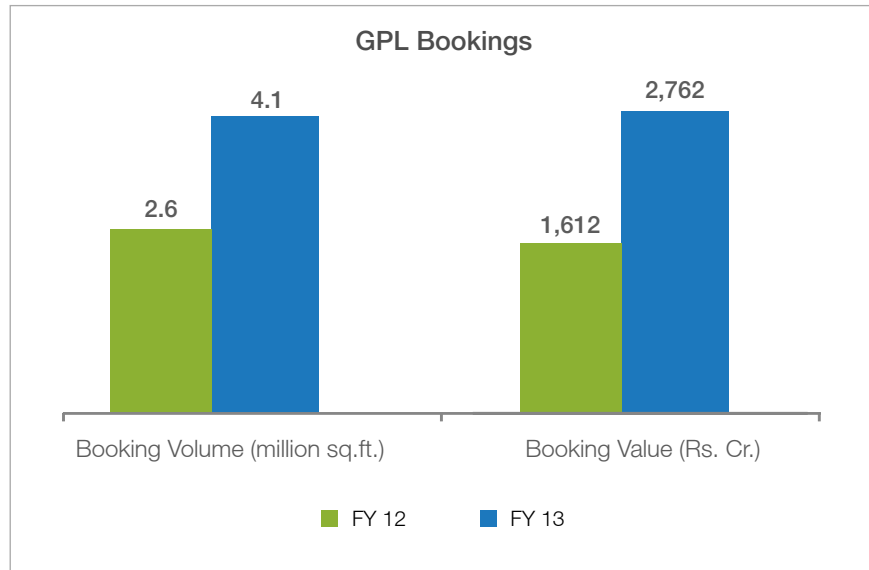
- We expect these deals to add significant future profit
- Low upfront investment by GPL

Partnered with APG led global investor consortium to create an INR 1,073 Cr. Residential Co-investment Platform

- GPL will be able to source deals with large capital requirements in a capital efficient manner
- GPL will receive development management fees in addition to a share of equity profits

HIGHEST EVER NEW LAUNCHES & SALES

58% bookings growth by volume and 71% by value despite weak real estate sector performance



Tremendous response to 13 launches in 6 cities in FY13; highlights included:

- Godrej Summit, Gurgaon – total launched stock of 695 apartments with 1 million sq. ft. of saleable area sold in 1 day
- Godrej Platinum, Vikhroli – 40% price increase in one year despite poor market conditions
- Godrej E-City, Bengaluru – sold 400,000 sq.ft. in 2 months and launched 2nd phase 6 months ahead of schedule

NEW PROJECT / PHASE LAUNCHES IN FY13



Godrej BKC, Mumbai



Godrej Summit, Gurgaon



Godrej Platinum, Mumbai



Godrej Horizon, Pune

NEW PROJECT / PHASE LAUNCHES IN FY13



Godrej E City, Bengaluru



Godrej Gold County, Bengaluru



Godrej Palms, Mumbai

NEW PROJECT / PHASE LAUNCHES IN FY13



Godrej Serenity, Mumbai



Godrej Garden City, Ahmedabad



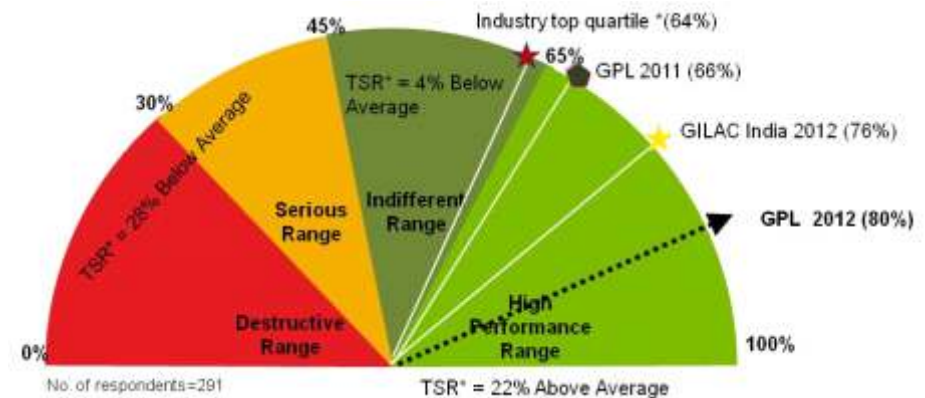
Godrej Platinum, Kolkata

PROJECT PYRAMID DELIVERED STRONG PROGRESS TOWARDS OUR OPERATIONAL EXCELLENCE GOALS

- Achieved substantial savings across projects through superior value engineering, design standardisation and other operational improvements
- Implemented rigorous internal processes and systems to reduce time to launch
- Developed critical capabilities across several key operational areas including design and contracting
- Improved debtor management processes leading to reduction in receivables and a superior customer experience
- Reduction in net debt in FY13 despite having added 8 new projects to our portfolio

STRONG RESULTS IN TEAM BUILDING & EMPLOYEE ENGAGEMENT WHILE GROWING OUR EMPLOYEE BASE BY 25%

- In the Great Places to Work Study, GPL was ranked as the “14th Best Company to Work for” in India in the overall category, as 2nd amongst companies with less than 1,000 employees, and as the best in the real estate sector
- Employee engagement scores for GPL (80%) were higher than the average for best-in-class companies in Asia in a study by Hewitt



Administered by AON HEWITT

GODREJ PROPERTIES RECEIVED 20 AWARDS IN FY 13

GODREJ PROPERTIES

Popular Choice Developer of the year, Residential
Category
ET Now Awards

#1 Ranked Real Estate Developer
India's Best Companies to Work For by the Great Place to Work
Institute, India, in partnership with Economic Times
Also voted as #14th best company to work for in the overall
category

Real Estate Company of the Year
Construction Week India Awards

CWAB Platinum Award for Excellence
7th Construction World Architect and Builder (CWAB) Awards

Brand Excellence Award in Real Estate Sector
Zee Business Brand Excellence Award

Platinum Award for Excellence
Construction World Magazine

Best Marketing Campaign of the year
CMO Asia Awards

PROJECT SPECIFIC

GODREJ GARDEN CITY, AHMEDABAD

'Best Residential Project' – mid-segment projects category that are
70% complete at the CNBC Awaaz Real Estate Awards

'Integrated Township of the year' – ET Now Awards British Safety Council
International Award in Distinction Category for affordable and mass
housing

GODREJ PRAKRITI, KOLKATA

'Best Residential Project', – Mid-segment projects category
that are 70% complete at the CNBC Awaaz Real Estate Awards

GODREJ WATERSIDE, KOLKATA

'Best Commercial Project', – The CNBC Awaaz Real
Estate Awards

GODREJ ANANDAM, NAGPUR

'Best Upcoming Township' – My FM, Dainik Bhaskar and CREDAI Nagpur

'Best Developer Award (Rest of Maharashtra)' -- The Vasturaviraj
Vishwakarma Real Estate Awards

GODREJ ONE, VIKHROLI

'British Safety Council International Award' – Distinction Category for
Information Technology and Office Space category

WE HAD OUR SHARE OF DISAPPOINTMENTS

Delays in project launches

- Only 70% of the launches we planned in FY13 materialized
- A lot of progress has been made in regulatory approval processes

Low margins in some of our older projects

- Significant work done on operations and business development strategy that is yielding good results

Excessive capital deployed in certain projects

- ~ INR 1,500 Cr of capital is locked in 4 commercial projects in Kolkata, Chandigarh and Mumbai
which we aim to reduce substantially in FY14

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KEY HIGHLIGHTS Q4 FY13

Business Development Highlights

- 3 new projects with 2.3 million sq.ft. of saleable area added in Q4 FY13
- 5th consecutive quarter with a new redevelopment project added (2 projects added in Q4 FY13)
- Residential Co-investment Platform size increased to INR 1,073 Cr during Q4 FY13

Sales Highlights

- Witnessed 4 successful new project/phase launches across three cities
- FY13 witnessed robust increase in booking area and booking value

Other Highlights

- Delivered 537 homes in Phase 1 of Godrej Prakriti in Q4 FY13
- 8 awards received during Q4 FY13

BUSINESS DEVELOPMENT HIGHLIGHTS

Added three new projects with 2.3 million sq.ft. of saleable area in Q4 FY13

Sahakar Nagar 2, Mumbai

- Added a second redevelopment project at Sahakar Nagar, Chembur with 0.75 million sq.ft. saleable area
- GPL economic interest is 91% of revenues

Undri, Pune

- Entered a joint venture agreement for 1.5 million sq.ft. saleable area at Undri, Pune
- GPL economic interest is 40% of profits

Sundar Sangam, Mumbai

- Added a redevelopment project with approximately 95,000 sq.ft. saleable area in Malad

Godrej Residential Platform size increased by INR 303 Cr. to INR 1,073 Cr

- The stake of Godrej Properties in the GRP is now 25.1%
- GPL continues to raise high quality capital from International Limited Partners despite macro headwinds

SALES HIGHLIGHTS

Strong progress in ongoing sales

Particular	Q4 FY 13	Q4 FY 12	Growth	FY 13	FY 12	Growth
Area Sold* (sq.ft.)	636,702	813,336	-22% ↓	4,078,241	2,576,012	58% ↑
Booking Value** (INR Cr)	602	781	-23% ↓	2,762	1,612	71% ↑

Excluding Godrej One: Area sold in Q4 FY13 is 579,693 sq.ft. and Q4 FY12 is 455,090 (Growth of 27%) & Booking Value in Q4 FY13 is INR 512 Cr and Q4 FY12 is INR 269 Cr (Growth of 90%)

*Includes

- 38,107 sq.ft. of JVP area in Q4 FY13 & 47,202 sq.ft. area in Q4 FY12
- 594,321 sq.ft. of JVP area in FY13 & 157,242 sq.ft. area in FY12

**Includes

- INR 13 Cr of JVP booking value in Q4 FY13 & INR 14 Cr of JVP booking value in Q4 FY12
- INR 299 Cr of JVP booking value in FY13 & INR 49 Cr of JVP booking value in FY12

Tremendous response to new launches across the country in Q4 FY13

- **Godrej BKC, Bandra-Kurla Complex, Mumbai**
 - Launched flagship commercial project at BKC, Mumbai in March 2013
 - ~51,000 sq.ft. sold at a price of ~INR 26,000/sq.ft.
- **Godrej Platinum, Alipore, Kolkata**
 - Received Final approval and commenced pre-sales in March, 2013. Official launch happened in April 2014
 - Total sales of ~46,000 sq.ft. achieved within a few days at price of ~INR 21,000/sq.ft.
- **Godrej Garden City, Ahmedabad**
 - Launched ~90,000 sq.ft. with 150 smaller sized units in March, 2013
 - 100 % inventory sold within two days
 - Phase 5 launch happened on the last day of the quarter with sales commencing in Q1 FY14
- **Godrej Palms, Chembur, Mumbai**
 - Launched ~61,000 sq.ft. in March, 2013
 - 40% sales achieved within one month

PROJECT BOOKING

Residential Projects	Booking Area (sq.ft.)		Booking Value (INR Cr)	
	Q4 FY 13	FY 13	Q4 FY 13	FY 13
Godrej Summit, Gurgaon ¹	42,288	1,165,230	31	713
Godrej Garden City, Ahmedabad ²	158,421	497,123	50	162
Godrej E-City, Bangalore ³	54,320	429,315	23	169
Godrej Prakriti, Kolkata	53,190	416,021	23	154
Godrej Palm Grove, Chennai	38,923	255,943	17	106
Godrej Anandam, Nagpur	45,936	234,720	25	120
Godrej Platinum, Mumbai ³	16,300	185,306	26	292
Godrej Gold County, Bangalore	27,595	81,136	19	56
Godrej Platinum, Bangalore	15,077	62,704	12	48
Godrej Platinum, Kolkata	45,954	45,954	97	97
Godrej Palms, Mumbai	24,488	24,488	44	44
Other Projects ⁴	6,081	215,981	13	168
Total (Residential Projects)	528,573	3,613,921	380	2,131
Commercial Projects				
Godrej One, Mumbai	57,009	272,248	90	418
Godrej Waterside, Kolkata	—	70,599	—	33
Godrej BKC, Mumbai	51,120	51,120	132	132
Godrej Genesis, Kolkata	—	49,752	—	25
Godrej Eternia, Chandigarh	—	20,601	—	23
Total (Commercial Projects)	108,129	464,320	222	631
Grand Total	636,702	4,078,241	602	2,762

1. Includes JVP booking area of 388,000 sq.ft. in FY13 and JVP booking value of INR 230 Cr in FY13

2. Includes JVP booking area of 38,107 sq.ft. in Q4 FY13, 206,321 in FY13 and JVP booking value of INR 12.6 Cr in Q4 FY13, INR 68.6 Cr in FY13

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

4. Includes cancellation in certain projects

LAUNCH UPDATE FY 13

Launches Planned in H1 FY13

Project	City	Status
Godrej Serenity	Mumbai	✓
Godrej Horizon Phase 1	Pune	✓
Godrej Summit Phase 1	Gurgaon	✓
Godrej Gold County Phase 1	Bangalore	✓
Godrej E - City Phase 1	Bangalore	✓
Godrej Garden City Phase 5A ¹	Ahmedabad	✓

1. Launch happened on 31st March 2013, with sales commencing in Q1 FY14

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

3. Launches delayed due to delay in regulatory approvals

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

Launches Planned in H2 FY13

Project	City	Status
Godrej Platinum Tower 3	Mumbai	✓
Godrej Summit Phase 2	Gurgaon	✓
Godrej E - City Phase 2	Bangalore	●
Godrej Platinum ²	Kolkata	✓
Godrej BKC	Mumbai	✓
Godrej Garden City AHS	Ahmedabad	✓
Godrej Palms	Mumbai	✓
Godrej Horizon Phase 2 ³	Pune	✓
Godrej Central Phase 1 ³ (Sahakar Nagar)	Mumbai	✓
Redevelopment, Byculla ³	Mumbai	✓
Godrej Anandam Phase 2 ³	Nagpur	✓
Godrej Oasis Phase 1 ³	Hyderabad	✓
G & B Moosapet Phase 1 ³	Hyderabad	✓

LAUNCH TRACKER FY 14

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

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

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

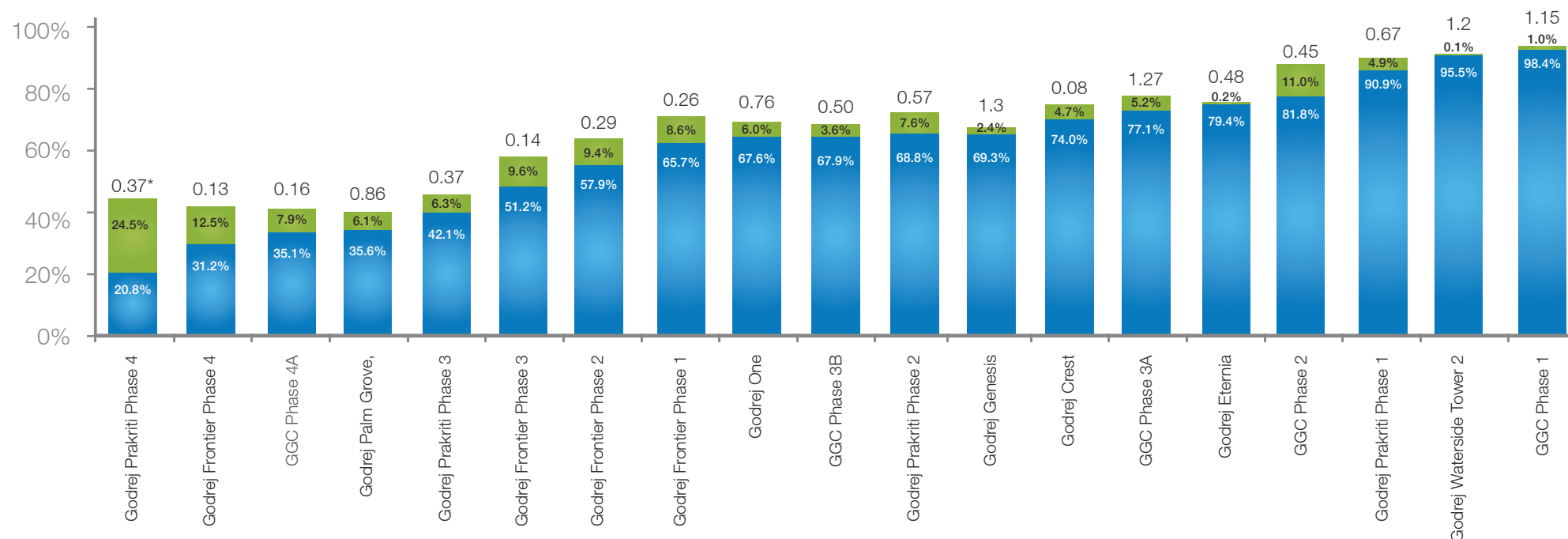
New Phase Launches Planned in FY14		
Project	City	Status
Godrej Summit	Gurgaon	✓
Godrej Garden City	Ahmedabad	✓
Godrej Horizon	Pune	✓
Godrej Anandam	Nagpur	✓
Godrej Platinum	Mumbai	✓
Godrej E-City	Bangalore	✓
Godrej Prakriti	Kolkata	✓
Godrej Palm Grove	Chennai	✓

Other project launches we hope to achieve in FY14 or H1 FY15

Panvel Township, Mumbai; Undri 2, Pune; Whitefield, Bangalore;
G&B Moosapet, Hyderabad; Redevelopment, Currey Road;
Redevelopment, Malad

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

CONSTRUCTION HIGHLIGHTS



* Including Land Cost as on 31.03.2013 (Excluding land cost, progress is 31.1%)

■ Construction Progress in Q4 FY13

■ Construction status as at end of Q3 FY13

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 4A: 0.13, Genesis: 0.81: Waterside Tower 2: 0.77

AWARDS & RECOGNITIONS

8 Awards received in Q4 FY 2013

- **‘Popular Choice Developer of the year’**: Residential Category, ET Now Awards
- **‘Brand Leadership Award’**: ET Now Awards
- **‘Innovative Real Estate Marketing Campaign’**: ET Now Awards
- **‘Integrated Township of the year – Godrej Garden City’**: ET Now Awards
- **‘Best Upcoming Township Award – Godrej Anandam’**: My FM, Dainik Bhaskar and CREDAI Nagpur
- **‘Best Developer Award (Rest of Maharashtra) – Godrej Anadam’**: The Vasturaviraj Vishwakarma Real Estate Awards
- **‘Safety Award – Godrej Garden City’**: The British Safety Council International Award, Distinction Category for Affordable and Mass Housing
- **‘Safety Award – Godrej One’**: The British Safety Council International Award, Distinction Category for Information Technology and Office Space category

GODREJ PRAKRITI HANDOVER

Delivered 537 homes in Phase 1 of Godrej Prakriti, Kolkata

Godrej Prakriti Handover Celebration



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KEY FINANCIAL HIGHLIGHTS

Robust Growth

- Strong revenue and profit growth delivered
- YoY revenue growth of 28%, EBITDA growth of 43%, and net profit growth of 41%

Improving Margins

- Q4 & FY13 witnessed improved EBITDA and PAT margins

Operating Cashflows

- Third consecutive quarter with positive operating cashflows

Dividend Declaration

- The Board has recommended Rs 4.00 per equity share of Rs 10 each to be paid as final dividend

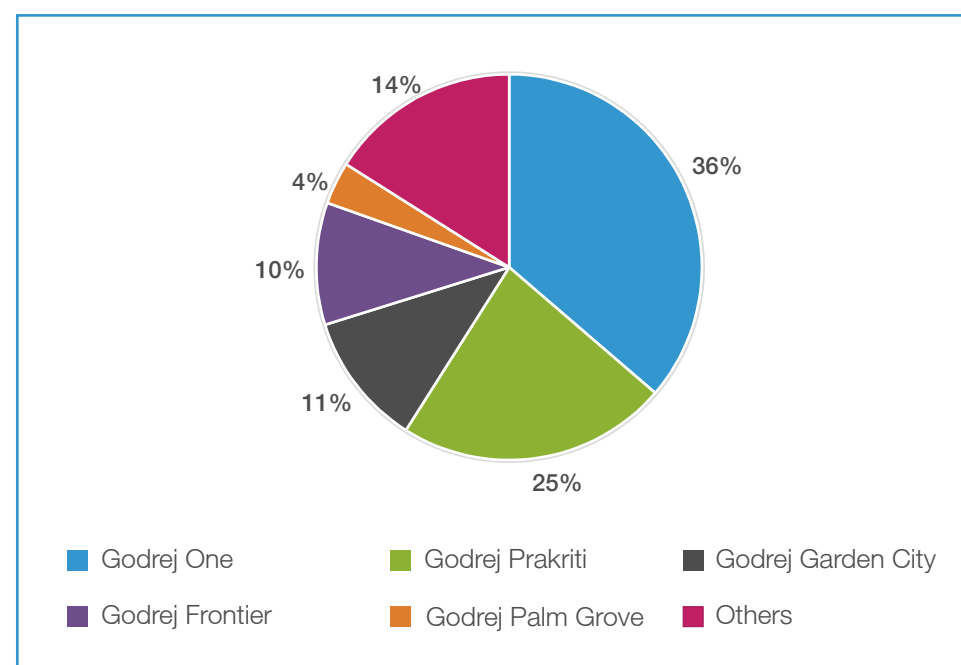
PERFORMANCE METRICS – Q4 FY 2013

Key Performance Metrics	Q4 FY 2013	Q4 FY 2012	% Change
Total Income (INR Cr.)	313.9	373.2	-16%
Profit Before Tax (INR Cr.)	98.3	99.9	-2%
PAT (After minority interest INR Cr.)	53.2	39.8	34%

Total income split by project

Projects	Total Income (INR Cr)
Godrej One	114.0
Godrej Prakriti	79.3
Godrej Garden City	34.3
Godrej Frontier	30.8
Godrej Palm Grove	11.3
Others	44.2
	313.9

Total income % split by project



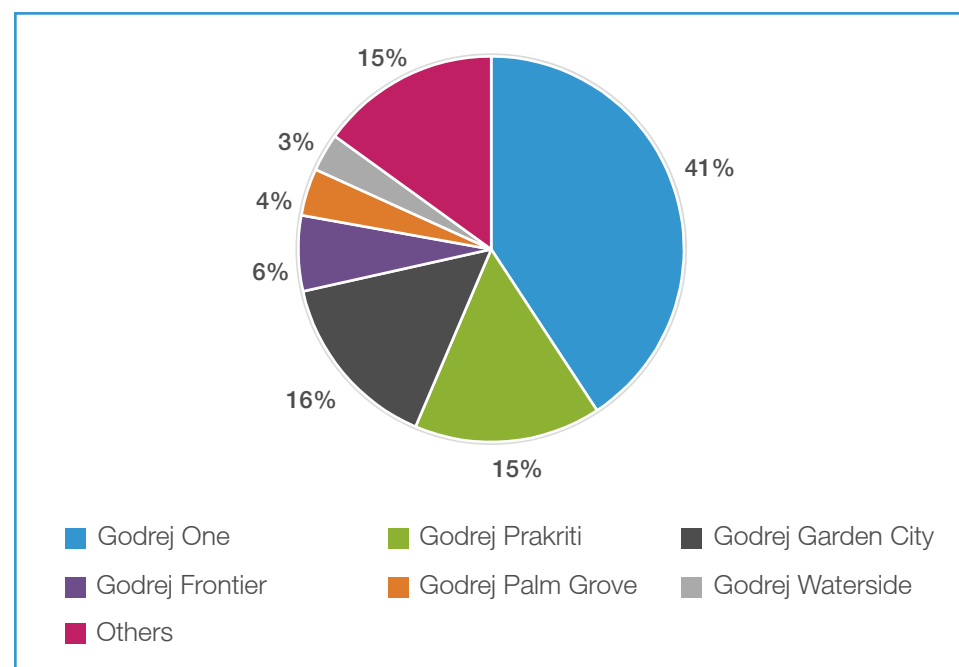
PERFORMANCE METRICS – FY 2013

Key Performance Metrics	FY 2013	FY 2012	% Change
Total Income (INR Cr.)	1,047.6	819.8	28%
Profit Before Tax (INR Cr.)	288.9	198.6	45%
PAT (After minority interest INR Cr.)	138.4	97.9	41%

Total income split by project

Projects	Total Income (INR Cr)
Godrej One	426.5
Godrej Garden City	164.0
Godrej Prakriti	158.0
Godrej Frontier	66.1
Godrej Palm Grove	41.6
Godrej Waterside	33.4
Others	158.1
	1,047.6

Total income % split by project



CONSOLIDATED FINANCIAL STATEMENTS – P & L

Particulars	Q4 FY 2013 (INR Cr)	Q4 FY 2012 (INR Cr)	% Change	Q3 FY 2013 (INR Cr)	% Change	FY 2013 (INR Cr)	FY 2012 (INR Cr)	% Change
Total Income	313.9	373.2	-16%	267.8	17%	1,047.6	819.8	28%
EBITDA	100.4	102.0	-2%	76.5	31%	296.2	207.7	43%
Profit before tax	98.3	99.9	-2%	74.6	32%	288.9	198.6	45%
Profit after tax	71.3	62.5	14%	51.3	39%	197.3	128.8	53%
Minority Interest	-18.0	-22.7	—	-15.8	—	-58.9	-30.9	—
Net Profit	53.2	39.8	34%	35.5	50%	138.4	97.9	41%

CONSOLIDATED FINANCIAL STATEMENTS – BS

EQUITY AND LIABILITIES	31-Mar-13 (INR Cr) Audited	31-Mar-12 (INR Cr) Audited	ASSETS	31-Mar-13 (INR Cr) Audited	31-Mar-12 (INR Cr) Audited
1) SHAREHOLDERS FUND			1) NON CURRENT ASSETS		
a) Share Capital	78.0	78.0	a) Fixed Assets	50.0	33.5
b) Reserves and Surplus	1,350.9	1,364.6	b) Goodwill on consolidation	36.1	31.5
	1,428.9	1,442.6	c) Non-current investments	0.0	0.0
2) MINORITY INTEREST	105.9	46.7	d) Deferred tax assets (net)	4.3	3.1
3) NON - CURRENT LIABILITES			e) Long-term loans and advances	80.1	68.2
a) Long-term borrowing	375.7	188.6	f) Other non-current assets	10.8	3.0
b) Other long-term liabilities	0.3	1.3		181.3	139.4
c) Long term provisions	2.8	2.3	2) CURRENT ASSETS		
	378.7	192.2	a) Inventories	3,235.2	2,738.4
4) CURRENT LIABILITIES			b) Trade receivables	107.0	248.6
a) Short term borrowing *	1,287.6	1,824.6	c) Cash and cash equivalents	170.7	532.3
b) Trade Payables	820.0	944.2	d) Short-term loans and advances	743.9	721.9
c) Other Current Liabilities	609.1	213.0	e) Other current assets	240.7	328.7
d) Short term provisions	48.5	45.8		4,497.5	4,569.9
	2,765.2	3,027.7			
Total	4,678.8	4,709.2	Total	4,678.8	4,709.2

* As per requirement of revised schedule VI, It includes long term borrowing repayable after 12 months

FINANCIAL ANALYSIS

Profitability Indicators

PARTICULAR	Q4 FY 2013	Q4 FY 2012	Q3 FY 2013	FY 2013	FY 2012
EBITDA / Total Income	32.0%	27.3%	28.6%	28.3%	25.3%
PBT Margin %	31.3%	26.8%	27.9%	27.6%	24.2%
Net Profit Margin % (After minority interest)	17.0%	10.7%	13.2%	13.2%	11.9%
EPS	6.82*	5.66*	4.55*	17.74	14.00

*Not Annualised

Leverage Indicators

PARTICULAR	As on Mar – 13	As on Dec – 12	As on Mar – 12
Net Debt (INR Cr)	1,497	1,506	1,555
Net Debt / Equity Ratio	1.05	0.99	1.08
Average Borrowing Cost (YTD)	11.7%	11.8%	11.5%

AGENDA

Overview 01

FY 13 Highlights 02

Q4 Operational Highlights 03

Q4 Financial Highlights 04

Annexure

05

A. RESIDENTIAL PROJECTS

S.No	Project Name	Location	Asset Class	Est. Saleable Area (mn sq.ft.)	Business Model	Status
1	Godrej Garden City ¹	Ahmedabad	Residential	20.60	Phase 1 to IV: Area Based – 73.6% Phase V onwards: Revenue Based – 67.6%	Ongoing
2	Godrej E-City	Bangalore	Residential	1.00	DM Fee – 11.0% of Revenue	Ongoing
3	Tumkur Road – Sanjay Khan	Bangalore	Residential	0.79	Revenue Based – 78.0%	Forthcoming
4	Godrej Platinum	Bangalore	Residential	0.60	GPL Owns 49.0% Equity in project specific company	Ongoing
5	Godrej Gold County ²	Bangalore	Residential	0.29	Revenue Based – 63.0%	Ongoing
6	Godrej Crest	Bangalore	Residential	0.09	Revenue Based – 59.0%	Ongoing
7	Godrej Palm Grove	Chennai	Residential	2.51	Area Based – 70.0% (for 12.57 acres), 68.0% (for 4.82 acres), GPL holds 51.0% Equity in the project specific company	Ongoing
8	Godrej Summit	Gurgaon	Residential	2.04	Area Based – 65.0%, GPL holds 51.0% Equity in project specific company	Ongoing
9	Godrej Frontier	Gurgaon	Residential	0.82	Revenue Based – 70.0%	Ongoing
10	Godrej Oasis	Hyderabad	Residential	4.87	Land is owned by GPL	Forthcoming
11	G&B Moosapet ³	Hyderabad	Residential	2.22	DM Fee – 10.0% of Revenue	Forthcoming
12	Kochi Project	Kochi	Residential	2.24	Revenue Based – 70.0%	Forthcoming
13	Godrej Prakriti	Kolkata	Residential	2.20	GPL – 51.0% Equity in project specific company	Ongoing
14	Godrej Platinum	Kolkata	Residential	0.17	Revenue Based – 45%	Ongoing
15	Godrej Alpine	Mangalore	Mixed Use	0.64	Area Based for residential area – 71.5%	Ongoing

1. Revenue sharing negotiated for subsequent phases of the project

2. Product composition changed entirely to villas leading to lower saleable area, but no impact on expected revenues. Also a slightly improved sharing ratio for GPL has been negotiated

3. Structure changed from profit share to DM fees to improve cash flows and margins. Total profit expected from the project maintained through 10% DM fees and INR 15 Cr upfront payment

A. RESIDENTIAL PROJECTS

S.No	Project Name	Location	Asset Class	Est. Saleable Area (mn sq.ft.)	Business Model	Status
16	Godrej Central	Mumbai	Residential	0.68	Revenue Based 87.5% GPL owns 51% of equity in the project specific company	Forthcoming
17	Godrej Platinum	Mumbai	Residential	0.62	DM Fee – 10.0% of Revenue	Ongoing
18	Kalyan Township	Mumbai	Residential	0.48	Revenue Based – 95%	Forthcoming
19	Panvel Township	Mumbai	Residential	3.50	Profit Based – 35% with upside promote to JV partner above Rs.1,000 GPL PBT per sq.ft.	Forthcoming
20	The Trees	Mumbai	Mixed Use	0.88	Profit Based – 60.0%	Ongoing
21	Byculla	Mumbai	Residential	0.30	DM Fee Rs 50 cr, with upside promote to GPL above certain price threshold	Forthcoming
22	G&B Lawkim, Thane	Mumbai	Residential	0.27	Profit Based – 32%	Forthcoming
23	Godrej Serenity ⁴	Mumbai	Residential	0.18	Revenue Based – 50.0%	Ongoing
24	Godrej Palms ⁴	Mumbai	Residential	0.13	Area Based – 47.5%	Ongoing
25	Godrej Edenwoods	Mumbai	Residential	0.03	Profit Based – 50.0% (from 85.0% of revenue for this project)	Ongoing
26	Ghatkopar Redevelopment	Mumbai	Residential	0.19	GPL to construct space for society in lieu of saleable area	Forthcoming
27	Currey Road	Mumbai	Residential	0.12	DM Fee 10 % of Revenue	Forthcoming
28	Sahakar Nagar 2	Mumbai	Residential	0.75	91% Revenue Sharing	Forthcoming
29	Sundar Sangam	Mumbai	Residential	0.10	Development Agreement with society	Forthcoming
30	Godrej Anandam	Nagpur	Residential	2.76	PMC Fee Rs 400/sq.ft. for 7.7 lac sq.ft. Revenue Based agreement for remaining area : First 1 million sq.ft. 62% (GPL) & next 1 million sq.ft. 57% (GPL)	Ongoing
31	Bhugaon Township	Pune	Residential	9.44	Share in project specific company 11.09%, Development manager fee Rs 162.00/sq.ft., Profit sharing if profits exceed certain threshold	Forthcoming
33	Undri - 2	Pune	Residential	1.50	GPL Profit Share 40%	Forthcoming
32	Godrej Horizon	Pune	Residential	0.54	Profit Based – 51.0%	Ongoing

4. 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 ⁵ Subsequent area – 67.6% Revenue Based ⁵	Ongoing
2	Godrej Eternia	Chandigarh	Commercial	0.48	GPL owns 51.0% Equity in project specific company, Revenue Based – 44.5% to 47.0%	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	Ongoing
5	Godrej Waterside	Kolkata	Commercial	1.81	GPL owns 51.0% Equity in project specific company, Area Based – 61.0%	Ongoing
6	Godrej Genesis	Kolkata	Commercial	1.34	GPL owns 51.0% Equity in project specific company, Area Based – 62.0%	Ongoing
7	Godrej Alpine	Mangalore	Mixed Use	0.25	Revenue Based – 71.5% for commercial area	Ongoing
8	The Trees	Mumbai	Mixed Use	2.62	Profit Based – 60.0%	Ongoing
9	Godrej BKC	Mumbai	Commercial	1.20	Profit Based – 50.0%	Ongoing
10	Kalyan Township	Mumbai	Residential	0.06	Revenue Based – 95.0%	Forthcoming
11	Bhugaon Township	Pune	Residential	2.36	Share in project specific company 11.09%, Development manager fee INR.162.00/sq.ft., Profit sharing if profits exceed certain threshold	Forthcoming
12	Godrej Genesis	Pune	Commercial	0.48	GPL owns 51% of equity in project specific company, Revenue Based 58%	Forthcoming

5. Sharing arrangement applicable only for commercial area

THANK YOU

For further information, please contact:

Rajendra Khetawat / Karan Bolaria

Godrej Properties Limited

Tel: +91 22 6651 0200

Fax: +91 22 2207 2044

Email: rajendra@godrejproperties.com/
kbolaria@godrejproperties.com