

GODREJ PROPERTIES

CORPORATE PRESENTATION

MAY 2015



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AGENDA

Godrej Properties Introduction 01

Real Estate Sector Overview 02

Business Overview 03

Financial Overview 04

Annexure 05

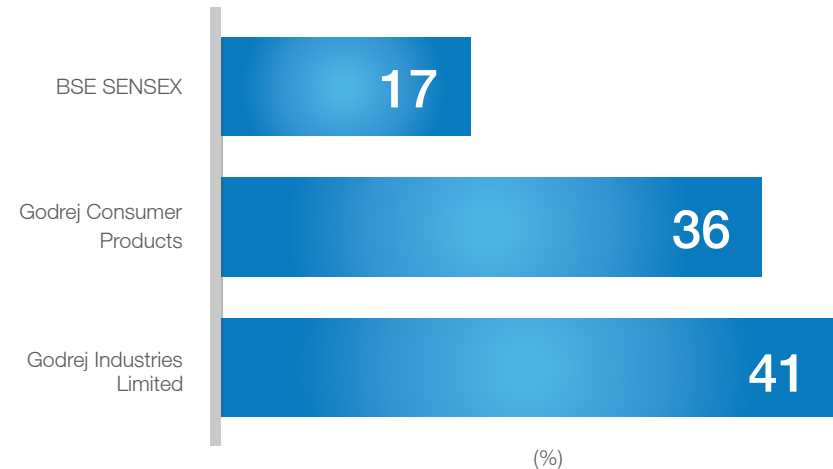
GODREJ GROUP

- Established in 1897
- \$4.2 bn in annual revenue¹
- 600 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 FY14
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 18th June, 2001 and 31st March, 2015



Godrej & Boyce



Godrej Industries



Godrej Properties



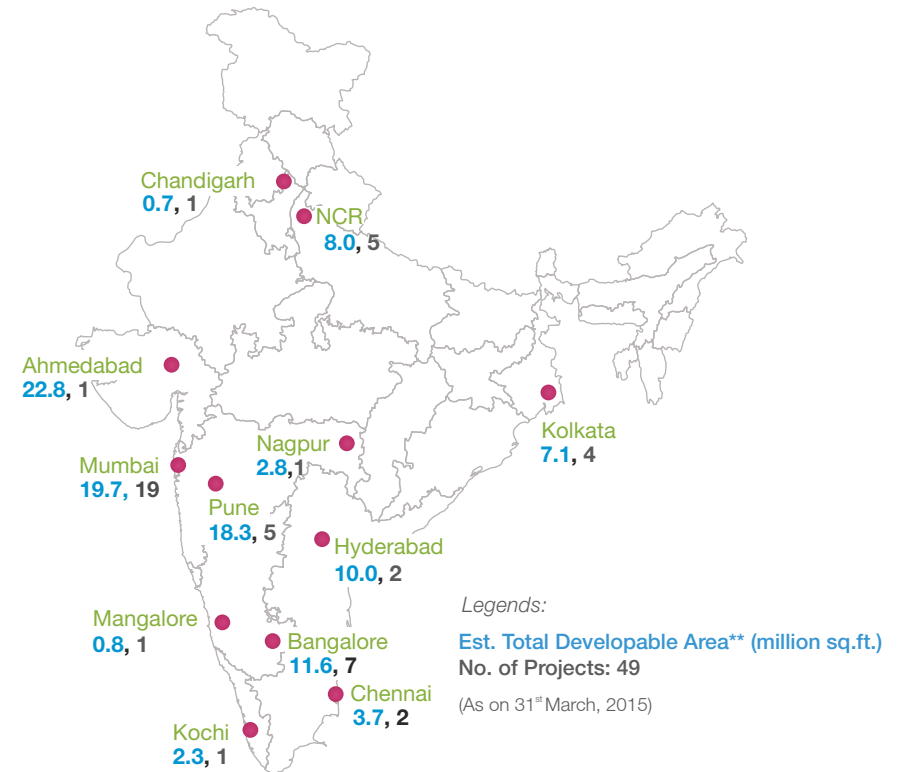
Godrej Consumer



Godrej Agrovet

GODREJ PROPERTIES

- Established in 1990
- Presence in 12 cities across India
- Real estate worth over US \$1.3 bn sold in the past three years
- 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

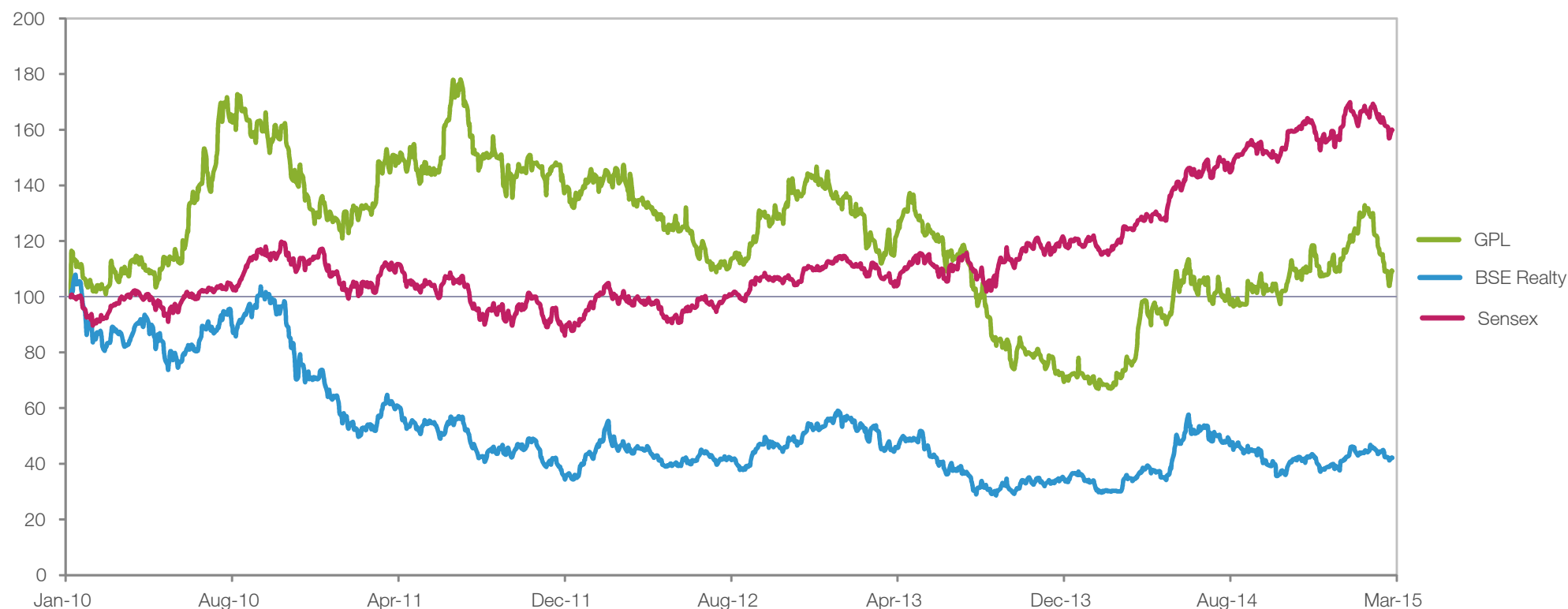
GROWTH PERFORMANCE

GPL has delivered strong and consistent growth in the last decade

PARTICULARS	FY 2015	FY 2004	CAGR
Revenue (INR Cr.)	1,927	29	46%
EBIDTA (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 : **+9%** BSE Sensex: **+59%** BSE Realty: **-57%**

FY 15 Returns : Godrej Properties : **+18%** BSE Sensex: **+25%** BSE Realty: **+13%**

Indexed Price movement from
January 2010 to March 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 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 and Dabur India Limited

Lalita D. Gupte

- Chairperson of ICICI Venture Funds Management Company Limited
- Board position: Bharat Forge Limited, Sesa Sterlite Limited and Kirloskar Brothers Limited

Pranay Vakil

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

Amit B. Choudhury

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

Pritam Singh

- Served as the Director at IIM Lucknow. Serves as Director of Hero MotoCorp 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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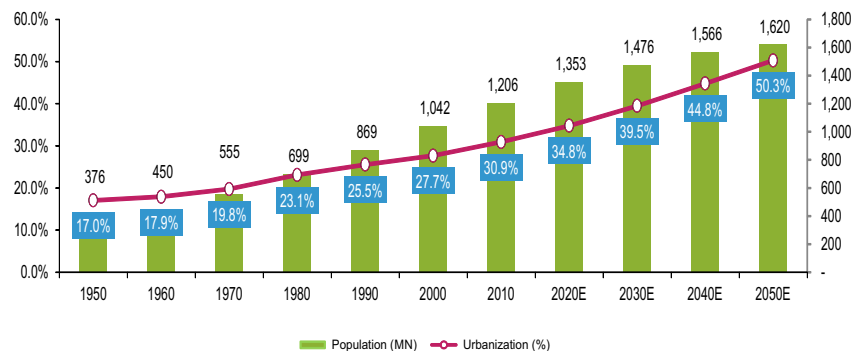
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STRONG MACRO ECONOMIC FACTORS

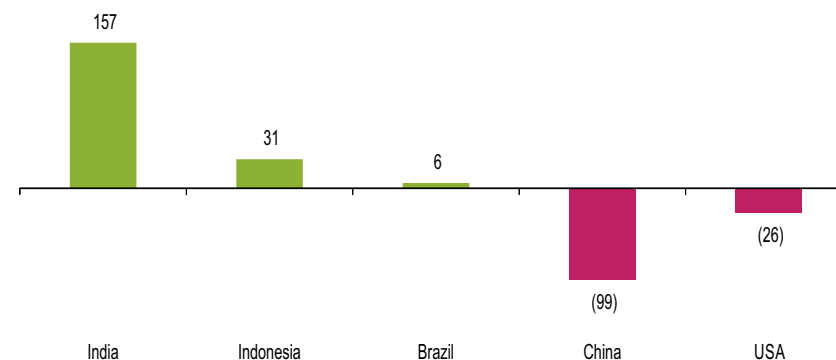
Strong Growth in Urbanization



Source: World Bank Report, UN Population

Values in Millions

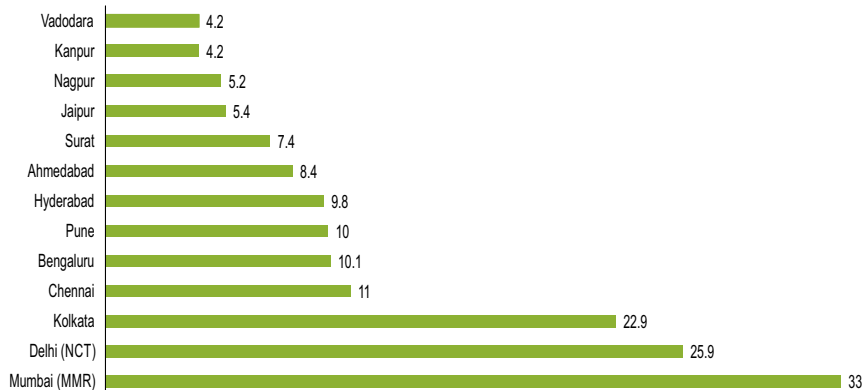
Increase in Working Population by 2030



Source: World Bank Report, UN Population

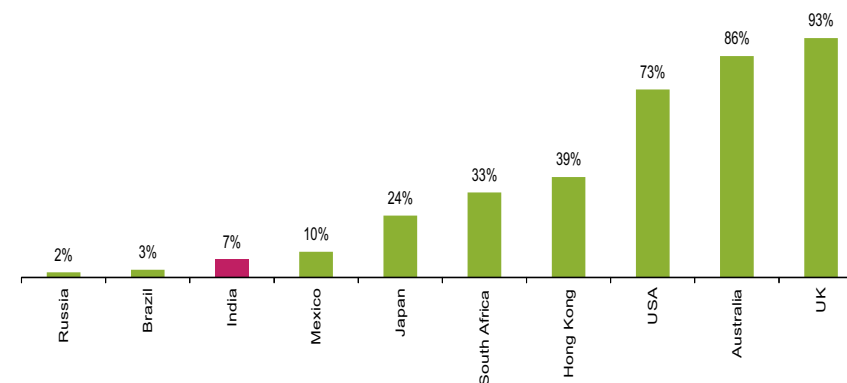
Values in Millions

13 Cities to have population of >4 mn by 2030



Source: India Urbanization Econometric Model; Mckinsey Global Institute Analysis

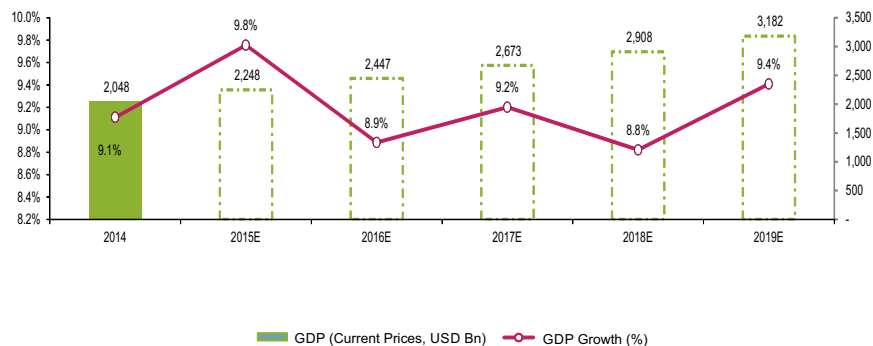
Significant Headroom for Increase in Mortgage



Source: World Bank Report (2014)

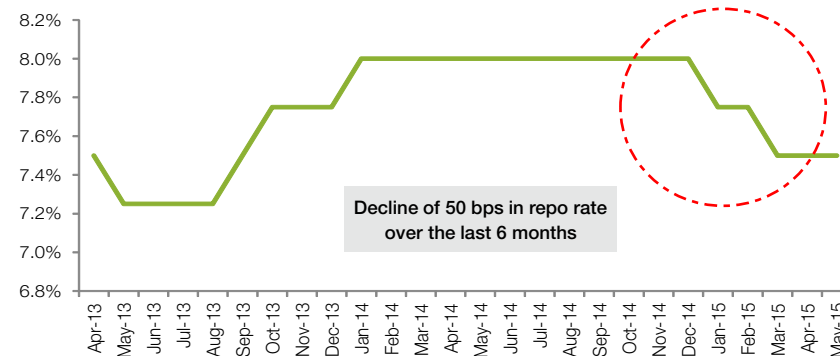
SHORT TERM TRENDS

GDP Growth



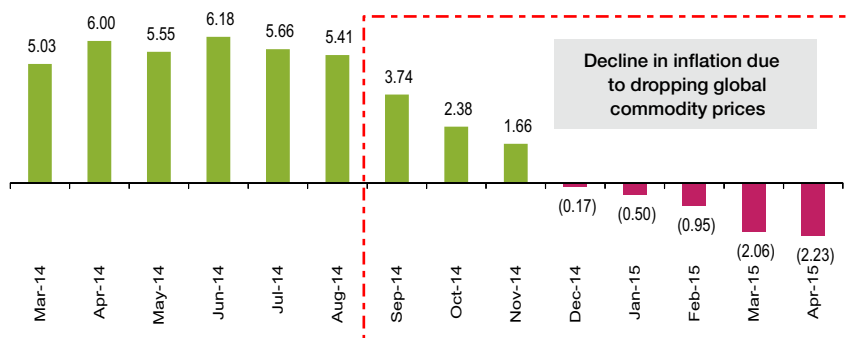
Source: IMF Estimates

Easing Interest Rate Regime



Source: RBI, Ministry of Statistics, Govt. of India

Easing Inflationary Environment



Source: Ministry of Statistics

Improving Per Capita



Values are for Per Capita in Current USD terms

Source: IMF Estimates

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STRENGTHS

Godrej Brand

- Godrej ranked as the 2nd most trusted Indian brand in the 2013 Brand Trust Report¹
- 600 million people use a Godrej product every day²
- 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 21 projects with ~28.9 million sq.ft. saleable area in the last three years³
- 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.

STRATEGY

Leverage Brand & Group Associations

- Leverage long standing business associations: Customers, JV partners and financial community
- Access to group resources, systems and structured group wide processes

Focused Residential Developer

- Focus on residential development in Tier-I cities
- Selectively pursue quality opportunities in Tier - II cities

Joint Development

- Pursue joint development model across high growth markets
- Established relationships and trust in the brand provide access to projects at reasonable valuations
- Remain asset light by focusing on land sourcing, project execution & marketing

Superior Execution

- Focus on selecting projects with lower turnaround time
- Outsource non core functions like construction & design to best in class associates

Equity Partnership

- Engage equity partners for project level investments
- Pursue scale and mitigate risk without affecting GPL's development rights

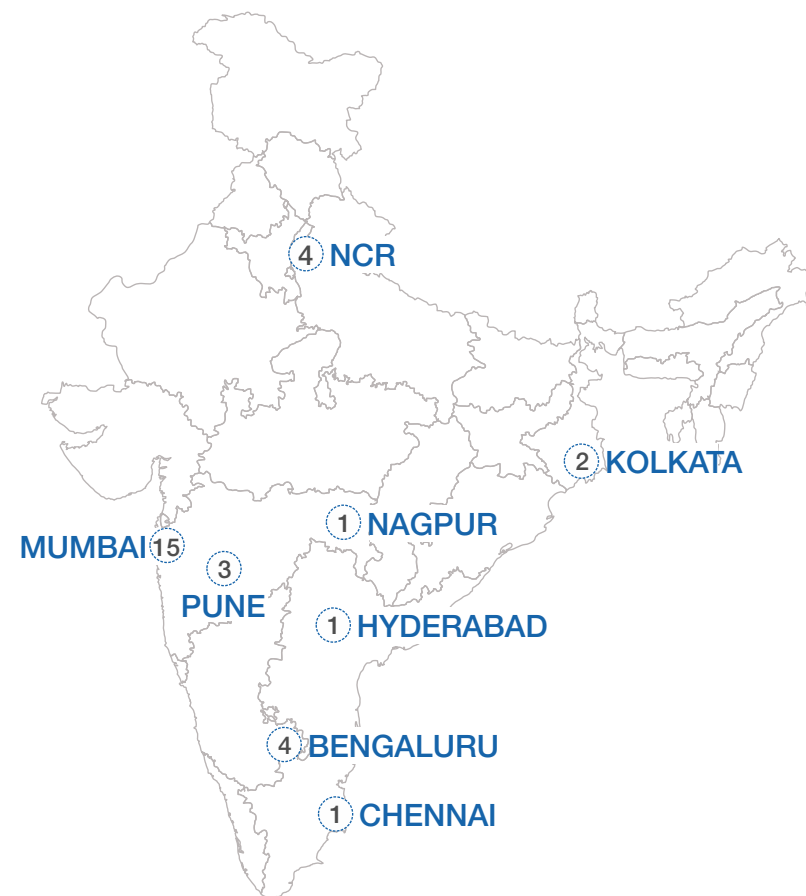
Focus on Sustainable Development

- All new developments propose to achieve green building certification
- Projects benchmarked to leading global sustainability practices

DEMONSTRATED ABILITY TO ADD NEW PROJECTS

Added 31 new projects with saleable area of ~38 mn sq.ft. since FY12

Location	Projects	Estimated saleable area*
NCR	Godrej Oasis, Gurgaon	1.2 mn. sq.ft.
	Godrej Platinum, New Delhi	0.85 mn. sq.ft.
	Godrej Aria, Gurgaon	1.6 mn. sq.ft.
	Godrej Summit, Gurgaon	2.04 mn. sq.ft.
BENGALURU	Devanahalli	5.00 mn. sq.ft.
	Godrej United, Whitefield	1.00 mn. sq.ft.
	Godrej E-City	1.00 mn. sq.ft.
	Whitefield	0.85 mn. sq.ft.
MUMBAI	Godrej Park, Bhandup	0.77 mn. sq.ft.
	Godrej City, Panvel	4.70 mn. sq.ft.
	Godrej Links, Ghatkopar	0.20 mn. sq.ft.
	Godrej Sky, Byculla	0.3 mn. sq.ft.
	Currey Road	0.12 mn. sq.ft.
	Godrej Palms	0.13 mn. sq.ft.
	Sundar Sangam, Malad	0.10 mn. sq.ft.
	Godrej Prime, Chembur	0.75 mn. sq.ft.
	Godrej Central, Chembur	0.68 mn. sq.ft.
	Godrej BKC	1.00 mn. sq.ft.
	Godrej Platinum, Vikhroli	0.62 mn. sq.ft.
	G&B, Vikhroli	0.80 mn. sq.ft.
	G&B, Vikhroli	1.20 mn. sq.ft.
	G&B Lawkim, Thane	0.30 mn. sq.ft.
	Badlapur	1.25 mn. sq.ft.
NAGPUR	Godrej Anandam	2.76 mn. sq.ft.
PUNE	Godrej Infinity	2.40 mn. sq.ft.
	Godrej Prana	1.50 mn. sq.ft.
	Godrej Horizon	0.67 mn. sq.ft.
CHENNAI	Godrej Azure	1.00 mn. sq.ft.
KOLKATA	Joka	3.00 mn. sq.ft.
	Godrej Platinum, Alipur	0.14 mn. sq.ft.
HYDERABAD	Moosapet	0.14 mn. sq.ft.

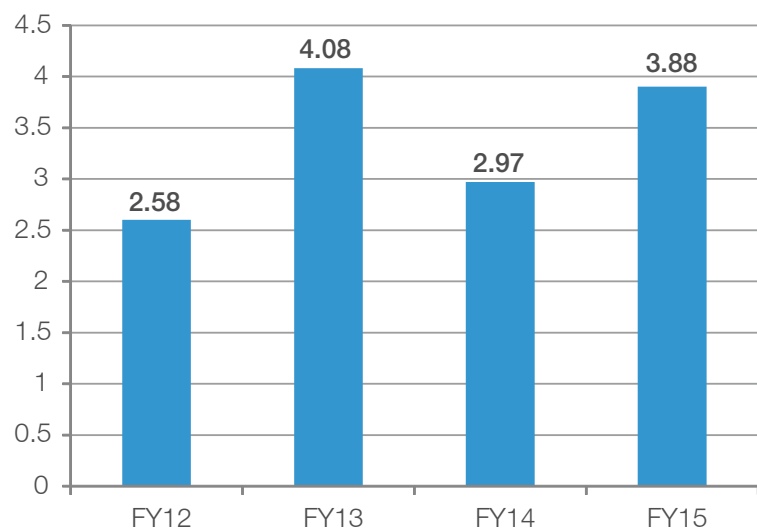


SALES & BOOKING MOMENTUM

Highest ever annual residential sales by GPL with booking value of INR 2,398 Cr in FY15

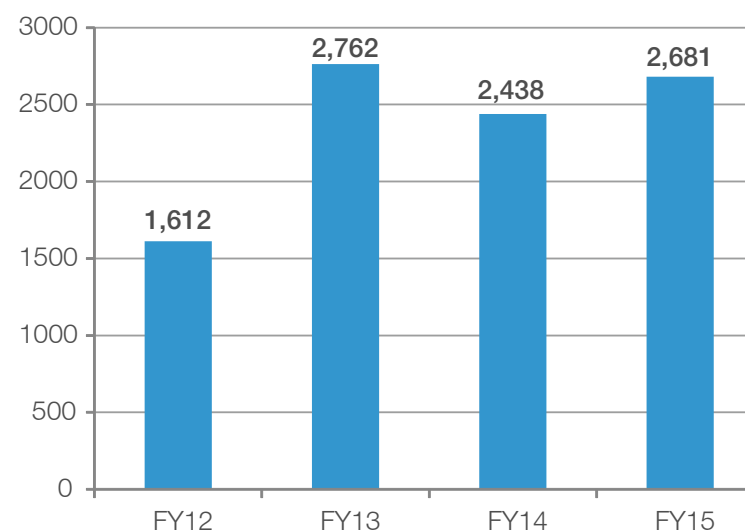
Booking Area (mn sq.ft.)

CAGR - 14%



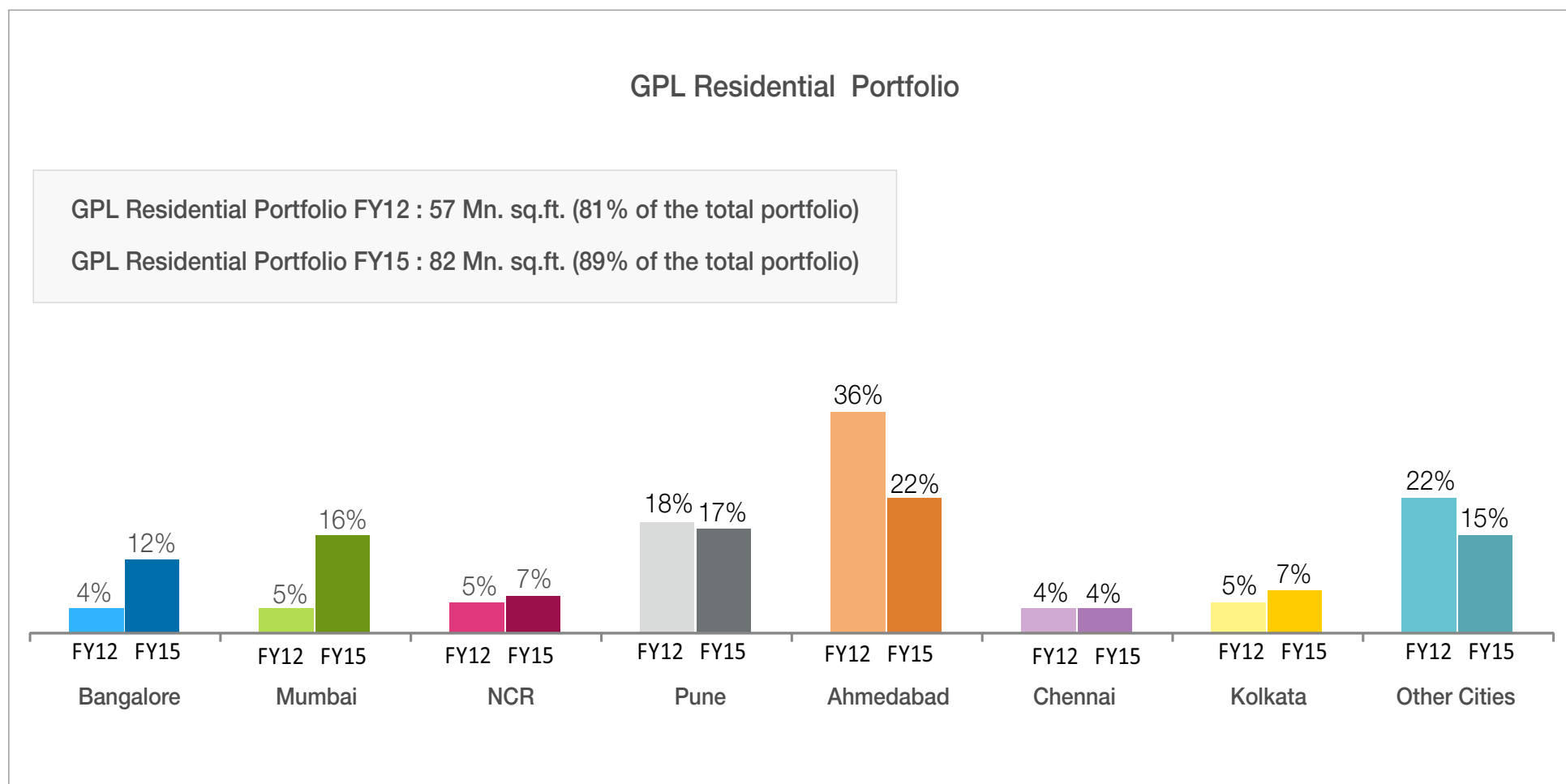
Booking Value (INR Cr.)

CAGR - 18%



GEOGRAPHIC MIX

Focus on residential development in Tier-I cities



ESTABLISHING LEADERSHIP POSITIONS IN KEY MARKETS

GPL - Market leader in Gurgaon

- Sales in Gurgaon grew by 502% YoY in FY15 to over 1 million sq. ft. despite a weak NCR market
- Launched two new projects: Godrej Oasis and Godrej Aria
- Sold the entire launched inventory of 213 apartments at Godrej Oasis and 250 apartments at Godrej Aria

Fastest launch in the history of GPL

- Launched Godrej Aria within 4 months of signing the Development Agreement

Delivered Godrej Frontier - First residential project in NCR

- Handed over 236 apartments at Godrej Frontier in FY15



Godrej Frontier



Godrej Oasis



Godrej Aria

KEY PROJECTS: THE TREES – VIKHROLI, MUMBAI

Flagship project of Godrej Properties



KEY PROJECTS: GODREJ GARDEN CITY, AHMEDABAD

GGC has been the most successful project in Ahmedabad since its launch in March, 2010



KEY PROJECTS: GODREJ CENTRAL, MUMBAI

Over 200 apartments sold in a single day at the launch of GPL's first redevelopment project



STRONG DESIGN AND EXECUTION CAPABILITIES

GPL collaborates with the best architects and design partners from India and around the world



BURJ KHALIFA, DUBAI

Skidmore, Owings & Merrill Architects, USA



GODREJ BKC, MUMBAI



BEIJING OLYMPIC MASTERPLAN

Sasaki Associates, USA



THE TREES, MUMBAI



PETRONAS TOWERS, KUALA LUMPUR

Pelli Clarke Pelli Architects, USA



GODREJ ONE, MUMBAI

AWARDS & RECOGNITIONS

GPL has received over 100 awards in the past three years



- **Best Emerging National Developer**
Zee Business -RICS Real Estate
- **Corporate Governance of the Year, 2011**
Accommodation Times
- **Ranked #1 in the Real Estate and Construction Sector**
In a study by the Great Places to Work Institute, India in partnership with ET
- **Godrej Garden City, Ahmadabad**
Asia's Most Admired Brand, Asia Leadership Awards 2011



- **Popular Choice Developer of the year, Residential**
ET Now Awards
- **Real Estate Company, 2013**
Construction Week India Awards
- **Ranked #1 in the Real Estate and Construction Sector**
In a study by the Great Places to Work Institute, India in partnership with ET
- **Godrej One, Mumbai:**
British Safety Council International Award
- **Godrej Waterside, Kolkata**
Best Commercial Project, The CNBC Awaaz Real Estate Awards



- **Developer of the Year**
Indian Realty Awards 2013
- **Top 10 Innovative Builders**
Construction World Architect and Builder Awards, 2013
- **Ranked #1 in the Real Estate and Construction Sector**
In a study by the Great Places to Work Institute, India in partnership with ET
- **Godrej Platinum, Bangalore:**
Luxury Project of Year Bangalore Real Estate Awards 2013
- **The Trees, Mumbai**
Honour Award, The Boston Society of Landscape Architects



- **Most Reliable Builder**
CNBC AWAAZ Real Estate Awards 2014
- **Asia's most promising brand**
World Consulting & Research Corporation
- **Ranked #1 in the Real Estate and Construction Sector**
In a study by the Great Places to Work Institute, India in partnership with ET
- **Most Promising Brand of the year (Residential Real Estate Developers)**
World Brands Summit 2014
- **Godrej Garden City, Ahmadabad:**
Gold Award: 3 Asian Consumer Engagement Forum Awards

COMMITMENT TO SUSTAINABLE DEVELOPMENT

Every Godrej Properties project is planned as a certified green project



Godrej One, Mumbai
LEED 'PLATINUM' pre-certified



Godrej Eternia, Chandigarh
LEED 'PLATINUM' pre-certified



Godrej BKC, Mumbai
LEED 'PLATINUM' pre-certified



Godrej Platinum, Mumbai
IGBC 'PLATINUM' pre-certified



Godrej Palm Grove, Chennai
IGBC 'GOLD' pre-certified



Godrej Gold County, Bengaluru
IGBC 'GOLD' pre-certified



Godrej Horizon, Pune
IGBC 'GOLD' pre-certified



Godrej Waterside, Kolkata
LEED 'GOLD' pre-certified

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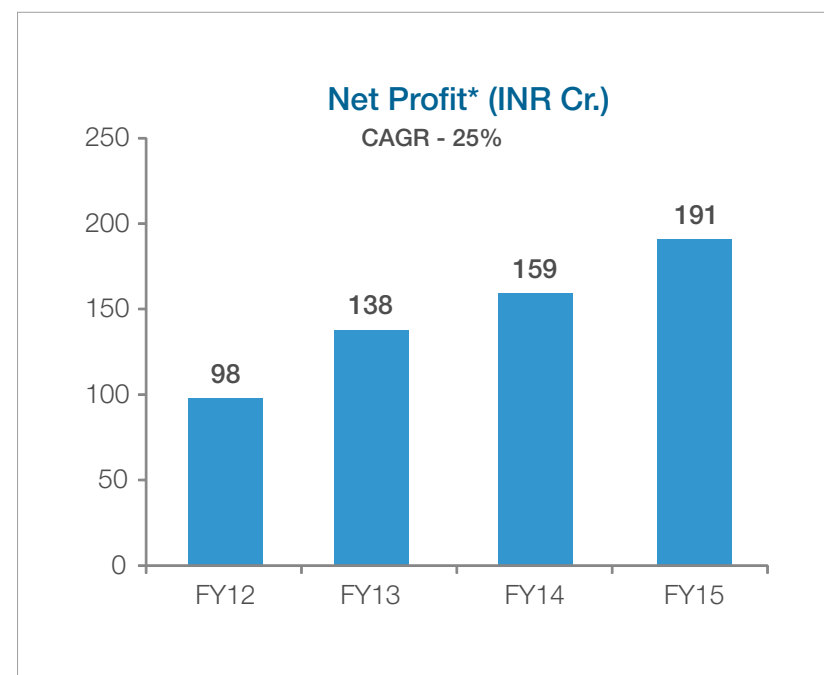
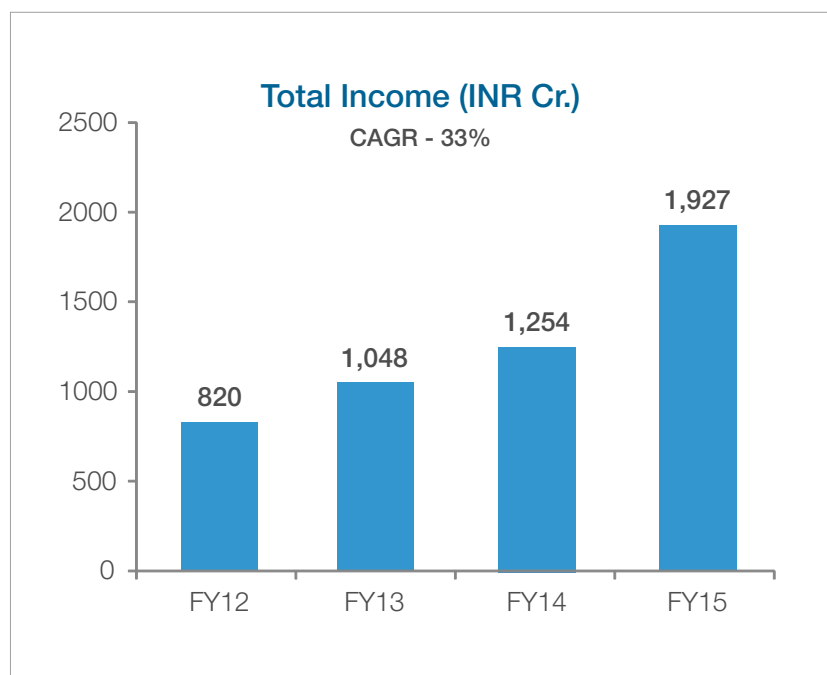
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ROBUST GROWTH DELIVERED



*After minority interest

CONSOLIDATED INCOME STATEMENT

Particulars	FY 2015 (INR Cr)	FY 2014 (INR Cr)	FY 2013 (INR Cr)	FY 2012 (INR Cr)
Total Income	1,926.6	1,254.2	1,047.6	819.8
EBITDA	3,40.7	357.6	296.2	207.7
Profit before tax	326.0	347.4	288.9	198.6
Profit after tax	235.6	236.3	197.3	128.8
Minority Interest	(44.7)	(76.8)	(58.9)	(30.9)
Net Profit after tax	190.9	159.4	138.4	97.9

CONSOLIDATED BALANCE SHEET

Particulars	FY 2015 (INR Cr)	FY 2014 (INR Cr)	FY 2013 (INR Cr)	FY 2012 (INR Cr)
Share Capital	99.7	99.1	78.1	78.0
Reserves and Surplus	1,747.2	1,694.3	1,350.9	1,364.6
Minority Interest	227.9	203.1	105.9	46.7
Non - Current Liabilities	573.1	290.1	378.7	192.2
Current Liabilities	4,715.2	3,860.2	2,765.2	3,027.7
Sources of Funds	7,363.1	6,146.7	4,678.8	4,709.2
Fixed Assets	189.8	125.5	86.1	65.0
Non - Current Assets (exc. Fixed Assets)	198.6	136.8	90.9	71.3
Deferred Tax Assets (net)	4.5	2.2	4.3	3.1
Cash and Bank Balances	695.4	871.0	170.7	532.3
Current Assets (excl. cash & bank balance)	6,274.8	5,011.2	4,326.8	4,037.6
Uses of Funds	7,363.1	6,146.7	4,678.8	4,709.2

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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	18.08	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	Whitefield	Bangalore	Residential	0.85	Profit Sharing – 40%	Forthcoming
6	Tumkur Road	Bangalore	Residential	0.79	Revenue Based – 78.0%	Forthcoming
7	Godrej Platinum	Bangalore	Residential	0.60	GPL Owns 100% Equity in project specific company	Ongoing
8	Godrej Gold County	Bangalore	Residential	0.29	Revenue Based – 63.0%	Ongoing
9	Godrej Palm Grove	Chennai	Residential	2.51	Area Based – 70.0% (for 12.57 acres), 68.0% (for 4.82 acres)	Ongoing
10	Godrej Azure	Chennai	Residential	1.00	Profit Sharing – 44.5%	Forthcoming
11	Godrej Summit	Gurgaon	Residential	2.04	Area Based – 65.0%	Ongoing
12	Godrej Aria	Gurgaon	Residential	1.60	Revenue Based – 65.0% (GPL owns 25.1% of equity in the project specific company)	Ongoing
13	Godrej Oasis	Gurgaon	Residential	1.20	Profit Sharing – 38.0%	Ongoing
14	Godrej Frontier	Gurgaon	Residential	0.42	Revenue Based – 70.0%	Ongoing
15	Godrej Oasis**	Hyderabad	Residential	4.87	Land is owned by GPL	Forthcoming

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

** Applied for permission to convert commercial saleable area of the project to residential saleable area

A. RESIDENTIAL PROJECTS

S.No	Project Name	Location	Asset Class	Est. Saleable Area (mn sq.ft.)	Business Model	Status
16	G&B Moosapet	Hyderabad	Residential	2.22	DM Fee – 10.0% of Revenue	Forthcoming
17	Kochi Project	Kochi	Residential	2.24	Revenue Based – 70.0%	Forthcoming
18	Joka	Kolkata	Residential	3.00	Profit Sharing – 46%	Forthcoming
19	Godrej Prakriti	Kolkata	Residential	2.20	GPL – 51.0% Equity in project specific company	Ongoing
20	Godrej Platinum	Kolkata	Residential	0.17	Revenue Based – 45%	Ongoing
21	Godrej Alpine	Mangalore	Mixed Use	0.64	Area Based for residential area – 71.5%	Ongoing
22	Godrej Central	Mumbai	Residential	0.68	Revenue Based 87.5%. GPL owns 51.0% of equity in the project specific company	Ongoing
23	Godrej Platinum	Mumbai	Residential	0.46	DM Fee – 10.0% of Revenue	Ongoing
24	Kalyan	Mumbai	Residential	0.48	Revenue Based – 95.0%	Forthcoming
25	Godrej Park	Mumbai	Residential	0.77	Revenue Based – 56.5%	Forthcoming
26	Badlapur	Mumbai	Residential	1.30	DM Fee – 10.0% of Revenue	Forthcoming
27	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
28	The Trees	Mumbai	Mixed Use	0.88	Profit Based – 60.0%	Forthcoming
29	G&B, Vikhroli	Mumbai	Residential	0.80	DM Fee – 10% of Revenue	Forthcoming
30	G&B, Vikhroli	Mumbai	Mixed Use	1.20	DM Fee – 10% of Revenue	Forthcoming
31	Godrej Sky	Mumbai	Residential	0.30	DM Fee Rs 50 cr, with upside promote to GPL above certain price threshold	Forthcoming
32	G&B Lawkim, Thane	Mumbai	Residential	0.27	Profit Based – 32.0%	Forthcoming

A. RESIDENTIAL PROJECTS

S.No	Project Name	Location	Asset Class	Est. Saleable Area (mn sq.ft.)	Business Model	Status
33	Godrej Prime	Mumbai	Residential	0.75	91.0% Revenue Sharing (GPL owns 51% of equity in the project specific company)	Forthcoming
34	Godrej Links	Mumbai	Residential	0.19	GPL to construct space for society in lieu of saleable area	Forthcoming
35	Godrej Serenity ¹	Mumbai	Residential	0.18	Revenue Based – 50.0%	Ongoing
36	Godrej Palms ¹	Mumbai	Residential	0.13	Area Based – 47.5%	Ongoing
37	Currey Road	Mumbai	Residential	0.12	DM Fee – 10.0% of Revenue	Forthcoming
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	2.35	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	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
43	Godrej Infinity	Pune	Residential	2.80	Profit Sharing – 35%	Forthcoming
44	Godrej Prana	Pune	Residential	1.50	GPL Profit Share 40.0%	Ongoing
45	Godrej Horizon	Pune	Residential	0.54	Profit Based – 51.0%	Ongoing

1. Increase in area due to change in DCR regulations

B. COMMERCIAL PROJECTS

S.No	Project Name	Location	Asset Class	Est. Saleable Area (mn sq.ft.)	Business Model	Status
1	Godrej Garden City*	Ahmedabad	Residential	2.40	First 1 million sq.ft. – 63.6% Revenue Based Subsequent area – 67.6% Revenue Based	Ongoing
2	Godrej Eternia	Chandigarh	Commercial	0.50	Revenue Based – 54%	Ongoing
3	Godrej Oasis**	Hyderabad	Residential	0.44	Land is owned by GPL	Forthcoming
4	Godrej Prakriti	Kolkata	Residential	0.42	GPL owns 51.0% Equity in project specific company	Forthcoming
5	Godrej Genesis	Kolkata	Commercial	1.34	Area Based – 62.0%	Ongoing
6	Godrej Alpine	Mangalore	Residential	0.25	Revenue Based – 71.5% for commercial area	Forthcoming
7	The Trees	Mumbai	Mixed Use	1.86	Profit Based – 60.0%	Ongoing
8	Godrej BKC	Mumbai	Commercial	1.20	Profit Based – 50.0%	Ongoing
9	Kalyan	Mumbai	Residential	0.06	Revenue Based – 95.0%	Forthcoming
10	Bhugaon Township	Pune	Residential	2.36	Share in project specific company 11.09%, Development manager fee INR.162/sq.ft., Profit sharing if profits exceed certain threshold	Forthcoming
11	Godrej Genesis	Pune	Commercial	0.48	GPL owns 51.0% of equity in project specific company, Revenue Based 58.0%	Forthcoming

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

**Applied for permission to convert commercial saleable area of the project to residential saleable area

THANK YOU