### **RESULTS PRESENTATION**

Second Quarter, Financial Year 2014



### **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

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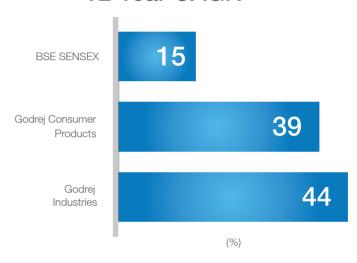
Annexure 04

### **GODREJ GROUP**

- Established in 1897
- \$4.1 billion in annual revenue<sup>1</sup>
- 500 million people use a Godrej product every day<sup>2</sup>
- Godrej ranked as 2<sup>nd</sup> most trusted Indian brand<sup>3</sup>
- \$2.8 billion brand valuation by Interbrand<sup>4</sup>
- Amongst India's most diversified and trusted conglomerates
- Real estate identified as one of the key growth businesses for the Group
- 1. Group Revenues in FY13
- 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 30th September, 2013







Godrej Properties



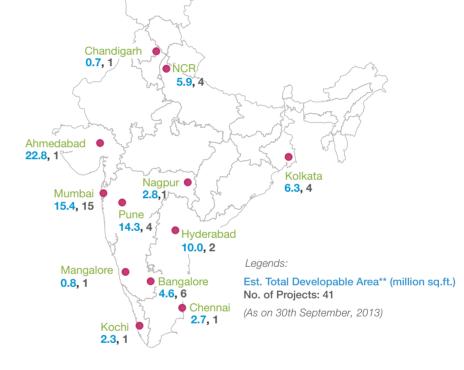
Godrej Consumer



Godrej Agrovet

### GODREJ PROPERTIES

- Established in 1990
- Presence in 12 cities across India
- \$ 500 million booking value in FY13
- 88.7\* million sq.ft. of potential developable area
- Residential I Commercial I Townships
- Differentiated asset-light business model
- Over 50 awards received in the past 5 years



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













GODREJ PLATINUM

<sup>\*</sup>As on 30th September, 2013

### STRENGTHS

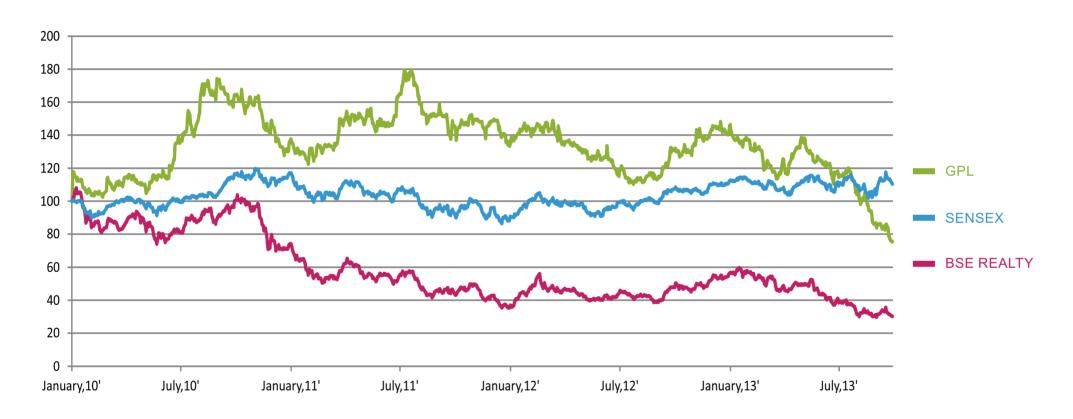
#### Godrei ranked as the 2<sup>nd</sup> most trusted Indian brand in the 2013 Brand Trust Report<sup>1</sup> Godrej Brand 500 million people use a Godrej product every day<sup>2</sup> GPL aspires to bring the Godrej brand's reputation for trust and quality to the real estate sector **Effective** Competitive advantage in executing joint development projects **Land Sourcing** Asset light, capital efficient and high ROE development model Model Strong Added 11 projects with ~ 9.7 million sq.ft. saleable area in the last six quarters<sup>3</sup> **Project** Access to Group's land bank across India (e.g. Vikhroli) **Pipeline** Strong independent Board committed to best practices of corporate governance with Corporate focus on investor interests and shareholder value Governance GPL benefits from trust amongst stakeholders in realty market that is characterized by opaque practices Confidence of capital markets: Demonstrated by successful IPO, IPP, Residential Co-investment Access to Platform and recently concluded Rights issue Capital Project level equity dilution to mitigate risk and remain capital efficient

- 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

Low bank funding rates for GPL

### STOCK PERFORMANCE

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



Returns since IPO listing :- GPL: -25% SENSEX: 10% BSE Realty: -70%

Based on closing prices from 4th Jan 2010 to 30th September 2013; IPO price adjusted to factor in Rights issue price

Source: BSE

### CORPORATE GOVERNANCE

The Board is strongly committed to best practices of corporate governance with a focus on investor's 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. Ltd, Britannia Industries Ltd, Piramal Enterprises Ltd, Siemens Ltd, J.M. Financial Ltd. and ICICI Prudential Life Insurance Co. Ltd. Holds Advisory positions at Acenture India, Pricewaterhouse and Indian School of Business
- Member of the executive board and chairman of the governing body of Marsh & Mclennan Companies Group, India

#### 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 positions: Alstom (Public Limited French Co.), Bharat Forge, Kirloskar Brothers Ltd

#### **Pranay Vakil**

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

#### 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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### KEY OPERATIONAL HIGHLIGHTS

### Business Development Highlights

- 1 new project with 1.2 million sq. ft. of saleable area added in NCR in Q2 FY 14
- Additional 37 acres of contiguous land added to Panvel township

### Sales Highlights

Moderate sales in Q2 due to weak market conditions and lack of new launches

### Other Highlights

- Delivery on time of 624 apartments in Phase 1 at Godrej Garden City
- 8 awards received in Q2 FY 14

### BUSINESS DEVELOPMENT HIGHLIGHTS

### Added 1 new project with 1.2 million sq.ft. of saleable area in Q2 FY 14

#### Sector 88A/89A, Gurgaon

- Added GPL's third project in Gurgaon with 1.2 million sq. ft. saleable area
- GPL's economic interest is 38% of the profits
- Project will be developed as a premium residential group housing project

#### Panvel Township, Mumbai

- Added 37 acres of contiguous land to the Panvel township
- GPL will have a total land parcel of 147 acres in Panvel
- Estimated saleable area of 4.3 million sq. ft. as per current Special Township Policy
- Saleable area likely to increase to over 11 million sq. ft. as per the proposed Special Township Policy

### SALES HIGHLIGHTS

#### Moderate sales due to weak market conditions and lack of new launches

Particular	Q2 FY14	Q2 FY13	Growth	H1 FY14	H1 FY13	Growth
Area Sold* (sq.ft.)	505,205	1,566,993#	-68%	1,109,732	2,400,235#	-54%
Booking Value** (INR Cr)	333	963#	-65%	944	1,488#	-37%

#### \*Includes:

- 33,924 sq.ft. of JVP area in Q2 FY14 & 422,959 sq.ft. area in Q2 FY13
- 63,012 sq.ft. of JVP area in H1 FY 14 & 502,207 sq.ft. of JVP area in H1 FY 13

#### \*\*Includes:

- INR 13 Cr of JVP booking value in Q2 FY14 & INR 243 Cr of JVP booking value in Q2 FY13
- INR 25 Cr of JVP booking value in H1 FY14 & INR 268 Cr of JVP booking value in H1 FY13

#### \*Includes:

• 1,000,000 sq. ft. of area sold with 600 crores of booking value in Godrej Summit, Gurgaon

### PROJECT BOOKING

Residential Projects	Booking Area (sq.ft.)	Booking Area (sq.ft.)	Booking Value (INR Cr)	Booking Value (INR Cr)
	Q2 FY 14	H1 FY 14	Q2 FY 14	H1 FY 14
Godrej Garden City, Ahmedabad <sup>1</sup>	1,77,541	4,15,253	60	141
Godrej Horizon, Pune	34,292	59,505	18	31
Godrej Prakriti, Kolkata	33,720	82,610	14	39
Godrej Palm Grove, Chennai	28,533	55,606	13	27
E – City, Bangalore²	24,183	43,246	11	20
Godrej Gold County, Bangalore	19,689	26,295	14	19
Godrej Platinum, Mumbai <sup>2</sup>	12,200	17,744	19	29
Godrej Serenity, Mumbai	11,255	27,085	21	49
Godrej Platinum, Bangalore	10,314	33,453	8	27
Other Projects <sup>3</sup>	26,054	52,952	22	48
Total (Residencial Projects)	3,77,781	8,13,749	200	429
Commercial Projects				
Godrej Waterside, Kolkata	70,599	70,599	34	34
Godrej One, Mumbai	41,670	73,084	71	122
Godrej BKC, Mumbai	9,840	1,46,985	26	356
Other Projects	5,315	5,315	3	3
Total (Commercial Projects)	1,27,424	2,95,983	133	515
Grand Total	5,05,205	11,09,732	333	944

<sup>1</sup> Includes JVP booking area of 33,924 sq.ft. and JVP booking value of INR 13.27 Cr in Q2 FY 14

<sup>2</sup> Includes total booking area and total booking value where GPL role is of a Development Manager

<sup>3</sup> Includes cancellation in certain projects

### LAUNCH TRACKER FY 14

New Project Launches Planned in FY14						
Project	City	Status				
Godrej Platinum <sup>1</sup> , Alipore	Kolkata	<b>~</b>				
Redevelopment, Byculla	Mumbai	<b>\</b>				
Godrej Central, Chembur	Mumbai	<b>\</b>				
Redevelopment, Ghatkopar	Mumbai	<b>/</b>				
Redevelopment, Chembur (Sahakar Nagar 2)	Mumbai	<b>/</b>				
Residences at The Trees, Vikhroli <sup>2</sup>	Mumbai	<b>/</b>				
Godrej Oasis²	Hyderabad	\ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \ \				

New Phase Launches Planned in FY14					
Project City Stat					
Godrej Summit	Gurgaon				
Godrej Garden City	Ahmedabad				
Godrej Prakriti	Kolkata	<b>~</b>			
Godrej Horizon	Pune	<b>~</b>			
Godrej Anandam	Nagpur	~			
Godrej Platinum	Mumbai	~			
Godrej E – City	Bangalore	~			
Godrej Palm Grove	Chennai	~			

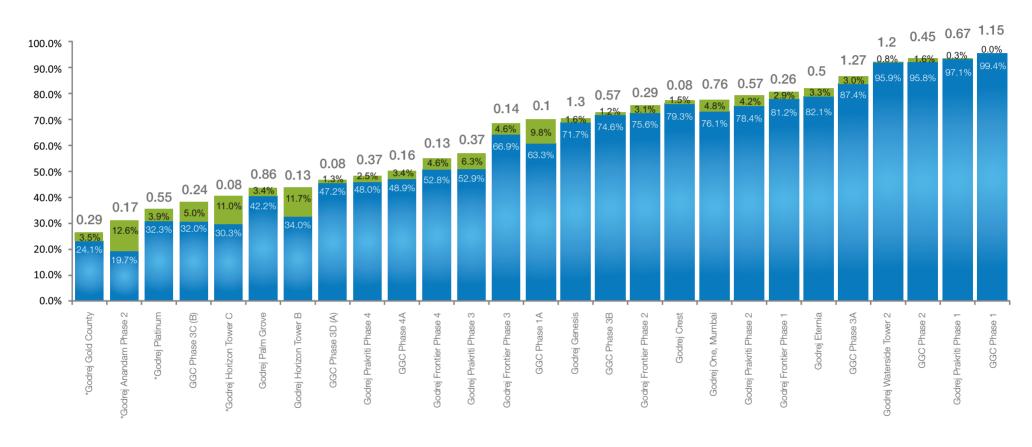
<sup>1.</sup> Official Project launch in Q1 FY14 after final approval received and pre-sales commenced in Q4 Fy13

<sup>2.</sup> Regulatory approval timing likely to move launch to FY 15



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

### PROJECT PROGRESS UPDATE



Project Progress in Q2 FY14

Project Progress status at the end of Q1 FY14

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 1A: 0.09, Phase 2: 0.31, Phase 3A: 0.93, Phase 3B: 0.39,

Phase 3C (B): 0.14, Phase 3D (A): 0.05, Phase 4A: 0.13, Genesis: 0.81: Waterside Tower 2: 0.77

\*Project Progress as per revised Guidance Note as on June 30,2013 is as follows:

Godrej Gold County: 23.8% Godrej Anandam Phase 2: 17.8% Godrej Platinum: 21.6% Godrej Horizon Tower C: 23.5%

### GODREJ GARDEN CITY HANDOVER

### Delivered 624 homes in Phase 1 of Godrej Garden City, Ahmedabad

#### **Godrej Garden City Handover Celebration\***











<sup>\*</sup> Handover event held on 5th October though the process of handover began in Q2 FY 14

### AWARDS AND RECOGNITIONS

#### GPL received 8 awards in Q2 FY 14 and has received 11 awards in H1 FY 14

- 'Developer of the Year' Indian Realty Awards 2013
- 'Real Estate Company of the Year' Second Position, Construction Week Awards 2013
- 'Real Estate Person of the Year' received by Mr. Pirojsha Godrej Construction Week Awards 2013
- 'India's Top 10 Innovative Builders' Construction World Architect And Builder (CWAB) Awards 2013
- 'Sustainability Award' from CII as one of the 11 companies in India to have made an outstanding contribution to the green building mission GreenCo Summit 2013
- 'Diamond EDGE Winner' for 'Customer Experience Transformation' InformationWeek
- 'Luxury Project of the Year' Godrej Platinum Bangalore Real Estate Awards 2013
- 'Best Marketing Campaign' for Godrej Garden City Affordable Housing Segment Paul Writer's Great
   India Marketing Summit

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### KEY FINANCIAL HIGHLIGHTS

**Robust Growth** 

- Strong growth delivered
- YoY total income growth of 37%, EBITDA growth of 31%, PBT growth of 31% and net profit growth of 5%

**Improving Margins** 

• H1 FY 14 witnessed improved EBITDA, PBT and PAT margins

Other Highlights

• GPL raised INR 700 Cr through a Rights Issue

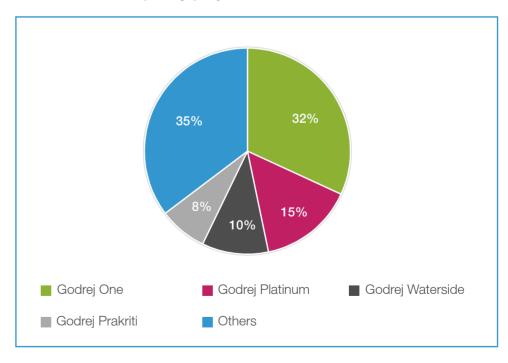
### PERFORMANCE METRICS – Q2 FY 2014

Key Performance Metrics	Q2 FY 14	Q2 FY 13	% Change
Total Income (INR Cr.)	320.4	233.1	37%
Profit Before Tax (INR Cr.)	92.5	70.5	31%
PAT (After minority interest INR Cr.)	34.3	32.6	5%

#### Total income split by project

Projects	Total Income (INR Cr)
Godrej One, Mumbai	102.1
Godrej Platinum, Bangalore	47.6
Godrej Waterside, Kolkata	33.4
Godrej Prakriti, Kolkata	24.2
Others	113.1
TOTAL	320.4

#### Total income % split by project



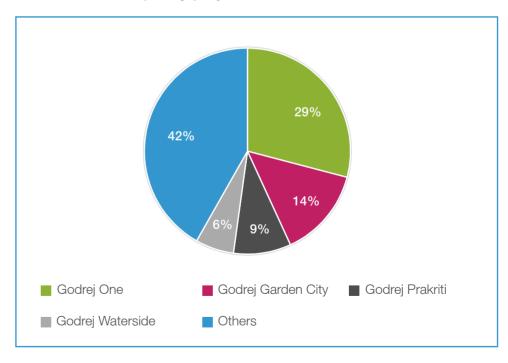
### PERFORMANCE METRICS – H1 FY 2014

Key Performance Metrics	H1 FY 14	H1 FY 13	% Change
Total Income (INR Cr.)	564.6	465.9	21%
Profit Before Tax (INR Cr.)	173.7	115.9	49%
PAT (After minority interest INR Cr.)	73.7	49.7	48%

#### Total income split by project

Projects	Total Income (INR Cr)
Godrej One, Mumbai	162.1
Godrej Garden City, Ahmedabad	80.4
Godrej Prakriti, Kolkata	53.1
Godrej Waterside, Kolkata	33.7
Others	235.3
TOTAL	564.6

#### Total income % split by project



### CONSOLIDATED FINANCIAL STATEMENTS - P & L

Particulars	Q2 FY 2014 (INR Cr)	Q2 FY 2013 (INR Cr)	% Change	H1 FY 2014 (INR Cr)	H1 FY 2013 (INR Cr)	% Change
Total Income	320.4	233.1	37%	564.6	465.9	21%
EBITDA	94.7	72.3	31%	178.0	119.3	49%
Profit before tax	92.5	70.5	31%	173.7	115.9	50%
Profit after tax	60.6	48.9	24%	111.9	74.7	50%
Minority Interest	-26.3	-16.4	_	-38.2	-25.0	_
Net Profit after tax	34.3	32.6	5%	73.7	49.7	48%

### CONSOLIDATED FINANCIAL STATEMENTS - BS

EQUITY AND LIABILITIES	30-Sep-13 (INR Cr) Unaudited	31-Mar-13 (INR Cr) Audited	ASSETS	30-Sep-13 (INR Cr) Unaudited	31-Mar-13 (INR Cr) Audited
1) SHAREHOLDERS FUND			1) NON CURRENT ASSETS		
a) Share Capital	99.62	78.05	a) Fixed Assets	80.20	50.00
b) Reserves and Surplus	2095.85	1,350.90	b) Goodwill on consolidation	226.30	36.13
	2,195.47	1,428.95	c) Non-current investments	0.00	0.0
2) SHARE APPLICATION MONEY PENDING ALLOTMENT	1.23	_	d) Deferred tax assets (net)	3.77	4.28
3) MINORITY INTEREST	145.75	105.92	e) Long-term loans and advances	150.56	155.65
4) NON - CURRENT LIABILITES			f) Other non-current assets	2.81	10.81
a) Long-term borrowing	350.51	375.66		463.64	256.87
b) Other long-term liabilities	0.72	0.28	2) CURRENT ASSETS		
c) Long term provisions	3.78	2.80	a) Inventories	3,468.66	3,235.19
	355.01	378.74	b) Trade receivables	102.88	104.97
5) CURRENT LIABILITIES			c) Cash and cash equivalents	932.05	170.72
a) Short term borrowing	1,752.15	1,287.62	d) Short-term loans and advances	766.37	670.43
b) Trade Payables	705.38	820.01	e) Other current assets	224.98	240.66
c) Other Current Liabilities	766.65	609.11		5,494.94	4,421.97
d) Short term provisions	36.93	48.49			
	3,261.12	2,765.23			
Total	5,958.57	4,678.84	Total	5,958.57	4,678.84

### FINANCIAL ANALYSIS

### **Profitability Indicators**

PARTICULAR	Q2 FY 2014	Q2 FY 2013	H1 FY 2014	H1 FY 2013
EBITDA / Total Income	29.6%	31.0%	31.5%	25.6%
PBT Margin %	28.9%	30.2%	30.8%	24.9%
Net Profit Margin % (After minority interest)	10.7%	14%	13.1%	10.7%

### **Leverage Indicators**

PARTICULAR	As on Sep – 13	As on Jun – 13
Net Debt (INR Cr)	1,260	1,611
Net Debt / Equity Ratio	0.57	1.10
Average Borrowing Cost (YTD)	11.36%	11.42%

### CAPITAL RAISING

## Rights Issue of INR 700 crore oversubscribed in tough macro-economic environment

#### **Transaction Highlights**

- Raised INR 700 Cr through Rights Issue
- Issue oversubscribed
- Demonstrates GPL's ability to successfully raise capital in tough macro economic environment
- Funds generated will strengthen GPL's financial position and ability to add projects across India

#### **Summary Transaction Terms**

Launch Date	28-08-2013				
Record Date	20-08-2013				
Allotment Price (INR)	INR 325				
Basis of Offer (Ratio)	8 shares for every 29 shares held on Record Date				
Shares issued	21,538,388 equity shares of Face Value INR 10				
Capital Raised (INR Cr)	700				

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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	19.68	Phase I 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	Whitefield	Bangalore	Residential	1.00	DM Fee – 11.0% of Revenue	Forthcoming
4	Tumkur Road – Sanjay Khan	Bangalore	Residential	0.79	Revenue Based – 78.0%	Forthcoming
5	Godrej Platinum	Bangalore	Residential	0.6	GPL Owns 49.0% Equity in project specific company	Ongoing
6	Godrej Gold County	Bangalore	Residential	0.29	Revenue Based – 63.0%	Ongoing
7	Godrej Crest	Bangalore	Residential	0.09	Revenue Based – 59.0%	Ongoing
8	Godrej Palm Grove	Chennai	Residential	2.51	Area Based -70.0% (for 12.57 acres),68.0% (for 4.82 acres)	Ongoing
9	Godrej Summit	Gurgaon	Residential	2.04	Area Based – 65.0%, GPL holds 51.0% Equity in project specific company	Ongoing
10	Sector 88-A	Gurgaon	Residential	1.2	Profit Sharing – 32.0%	Forthcoming
11	Godrej Frontier	Gurgaon	Residential	0.82	Revenue Based – 70.0%	Ongoing
12	Godrej Oasis**	Hyderabad	Residential	4.87	Land is owned by GPL	Forthcoming
13	G&B Moosapet	Hyderabad	Residential	2.22	DM Fee – 10.0% of Revenue	Forthcoming
14	Kochi Project	Kochi	Residential	2.24	Revenue Based – 70.0%	Forthcoming
15	Godrej Prakriti	Kolkata	Residential	2.20	GPL – 51.0% Equity in project specific company	Ongoing
16	Godrej Platinum	Kolkata	Residential	0.17	Revenue Based – 45%	Ongoing
17	Godrej Alpine	Mangalore	Mixed Use	0.64	Area Based for residential area - 71.5%	Ongoing

<sup>\*</sup> Primarily a residential project with a portion of commercial saleable area

 $<sup>^{\</sup>star\star}$  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
18	Godrej Central	Mumbai	Residential	0.68	Revenue Based 87.5% GPL owns 51.0% of equity in the project specific company	Forthcoming
19	Godrej Platinum	Mumbai	Residential	0.62	DM Fee – 10.0% of Revenue	Ongoing
20	Kalyan Township	Mumbai	Residential	0.48	Revenue Based – 95.0%	Forthcoming
21	Panvel Township	Mumbai	Residential	4.30	Profit Based – 35.0% with upside promote to JV partner above Rs.1,000 GPL PBT per sq.ft.	Forthcoming
22	The Trees	Mumbai	Mixed Use	0.88	Profit Based – 60.0%	Forthcoming
23	Byculla	Mumbai	Residential	0.30	DM Fee Rs 50 cr, with upside promote to GPL above certain price threshold	Forthcoming
24	G&B Lawkim, Thane	Mumbai	Residential	0.27	Profit Based – 32.0%	Forthcoming
25	Godrej Serenity <sup>1</sup>	Mumbai	Residential	0.18	Revenue Based – 50.0%	Ongoing
26	Godrej Palms <sup>1</sup>	Mumbai	Residential	0.13	Area Based – 47.5%	Ongoing
27	Godrej Edenwoods	Mumbai	Residential	0.03	Profit Based – 50.0% (from 85.0% of revenue for this project)	Ongoing
28	Ghatkopar Redevelopment	Mumbai	Residential	0.19	GPL to construct space for society in lieu of saleable area	Forthcoming
29	Currey Road	Mumbai	Residential	0.12	DM Fee 10.0 % of Revenue	Forthcoming
30	Sahakar Nagar 2	Mumbai	Residential	0.75	91.0% Revenue Sharing (GPL owns 51% of equity in the project specific company)	Forthcoming
31	Sundar Sangam	Mumbai	Residential	0.10	GPL to construct space for society in lieu of saleable area	Forthcoming
32	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. 62.0% (GPL) & next 1 million sq.ft. 57% (GPL)	Ongoing
33	Okhla	NCR	Residential	0.85	Revenue Based – 52.5% (GPL owns 25.1% of equity in the project specific company)	Forthcoming
34	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
35	Undri - 2	Pune	Residential	1.50	GPL Profit Share 40.0%	Forthcoming
36	Godrej Horizon	Pune	Residential	0.54	Profit Based – 51.0%	Ongoing

<sup>1.</sup> 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 <sup>5</sup> Subsequent area – 67.6% Revenue Based <sup>5</sup>	Ongoing
2	Godrej Eternia	Chandigarh	Commercial	0.5	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 Waterside	Kolkata	Commercial	1.81	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	Residential	0.25	Revenue Based – 71.5% for commercial area	Forthcoming
8	The Trees	Mumbai	Residential	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/sq.ft., Profit sharing if profits exceed certain threshold	Forthcoming
12	Godrej Genesis	Pune	Commercial	0.48	GPL owns 51.0% of equity in project specific company, Revenue Based 58.0%	Forthcoming

<sup>\*</sup> Primarily a residential project with a portion of commercial saleable area

<sup>\*\*</sup> Applied for permission to convert commercial saleable area of the project to residential saleable area

## THANK YOU

For further information, please contact:

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