

**Godrej Properties Limited**  
**Regd. Office:** Godrej One,  
5<sup>th</sup> Floor, Pirojshanagar,  
Eastern Express Highway,  
Vikhroli (E), Mumbai- 400 079. India  
Tel.: +91-22-6169 8500  
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Website: www.godrejproperties.com

CIN : L74120MH1985PLC035308

August 2, 2017

**BSE Limited**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400 001

**National Stock Exchange of India Limited**  
Exchange Plaza,  
Plot No. C/1, G Block,  
Bandra Kurla Complex,  
Bandra (East)  
Mumbai – 400 051

Ref: Godrej Properties Limited  
BSE - Script Code: 533150, Scrip ID - GODREJPROP  
NSE - GODREJPROP

**Sub: Investors Presentation & Press Release**

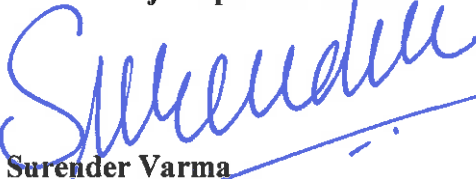
Dear Sir/Madam,

Please find enclosed the Investors' Presentation and the Press Release on the financial results for the quarter ended June 30, 2017.

This is for your information and records.

Thank you,

Yours truly,  
**For Godrej Properties Limited**



**Surender Varma**  
**Company Secretary & Chief Legal Officer**

*Encl. as above*



# RESULTS PRESENTATION

FIRST 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**

Q1 FY18 Operational Highlights 02

Q1 FY18 Financial Highlights 03

Annexure 04

# GODREJ GROUP

- Established in 1897
- \$4.5 bn in annual revenue
- 1.1 billion people globally use a Godrej product<sup>1</sup>
- Godrej ranked as 2<sup>nd</sup> most trusted Indian brand<sup>2</sup>
- \$2.8 billion brand valuation by Interbrand<sup>3</sup>
- Amongst India's most diversified and trusted conglomerates
- Real estate identified as a key growth business for the Group

1. Godrej Group internal study  
 2. The Brand Trust Report 2013  
 3. Interbrand study done in 2011

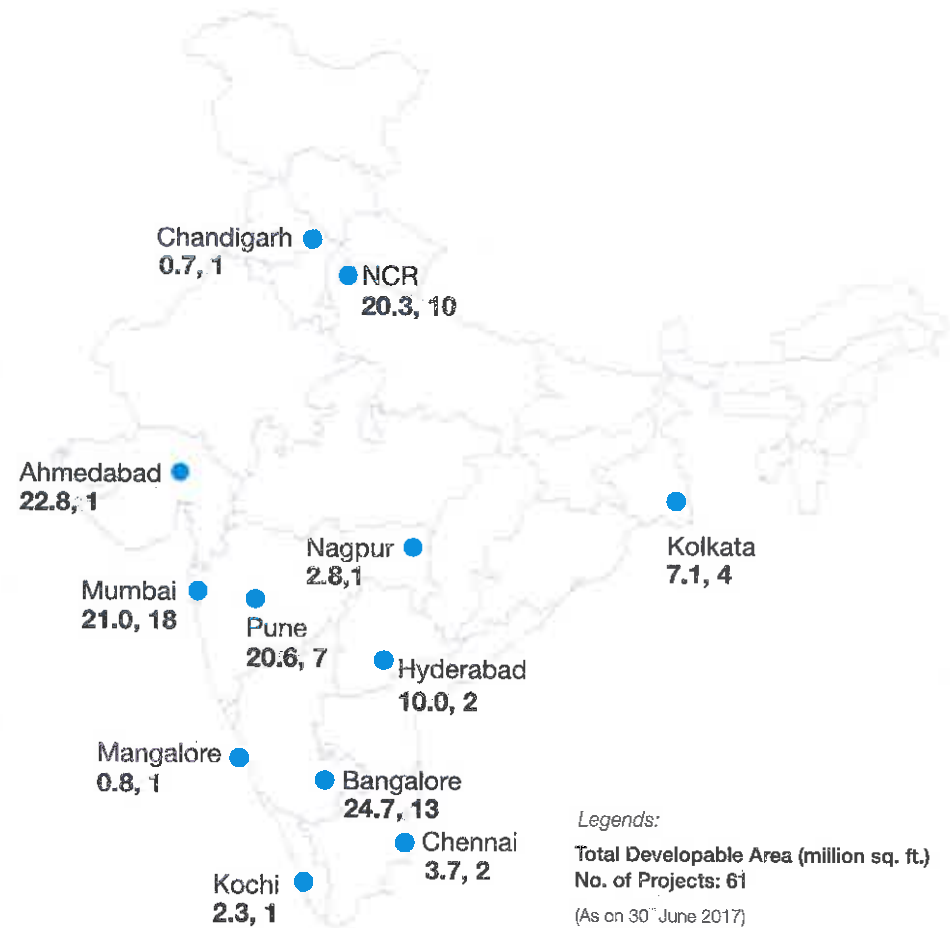
## Value Creation Track Record

Particulars	15 year CAGR in stock price	₹ 1 invested in June 2001 is now worth
BSE Sensex	15%	9
Godrej Consumer Products	35%	130
Godrej Industries	40%	213

Note: CAGR calculated for opening prices as of 18<sup>th</sup> 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
- Real estate worth over US \$2 billion sold in the past five years
- Successfully delivered over 15 million over sq. ft. of real estate in the past four years
- Over 125 million sq. ft. of developable area across India
- Differentiated asset-light business model
- Over 200 awards received



# STRENGTHS

<b>Godrej Brand</b>	<ul style="list-style-type: none"> <li>• Godrej ranked as the 2<sup>nd</sup> most trusted Indian brand in the 2013 Brand Trust Report<sup>1</sup></li> <li>• 1.1 billion people globally use a Godrej product<sup>2</sup></li> <li>• GPL brings the Godrej brand's reputation for trust, quality and corporate governance to the real estate sector</li> </ul>
<b>Effective Land Sourcing Model</b>	<ul style="list-style-type: none"> <li>• Competitive advantage in executing joint development projects</li> <li>• Asset light, capital efficient and high ROE development model</li> </ul>
<b>Strong Project Pipeline</b>	<ul style="list-style-type: none"> <li>• Added 19 projects with ~36 million sq. ft. saleable area in the last 3 years<sup>3</sup></li> <li>• Access to Group's land bank across India (e.g. Vikhroli)</li> </ul>
<b>Sales and Execution Capability</b>	<ul style="list-style-type: none"> <li>• India's largest publicly listed developer by cumulative booking value over the past two years</li> <li>• Successfully delivered over 15 million over sq. ft. of real estate in the past four years</li> </ul>
<b>Access to Capital</b>	<ul style="list-style-type: none"> <li>• Confidence of capital markets: Demonstrated by successful IPO, IPP, Rights issue, and creation of Godrej Fund Management</li> <li>• Lowest bank funding rates in the sector</li> </ul>

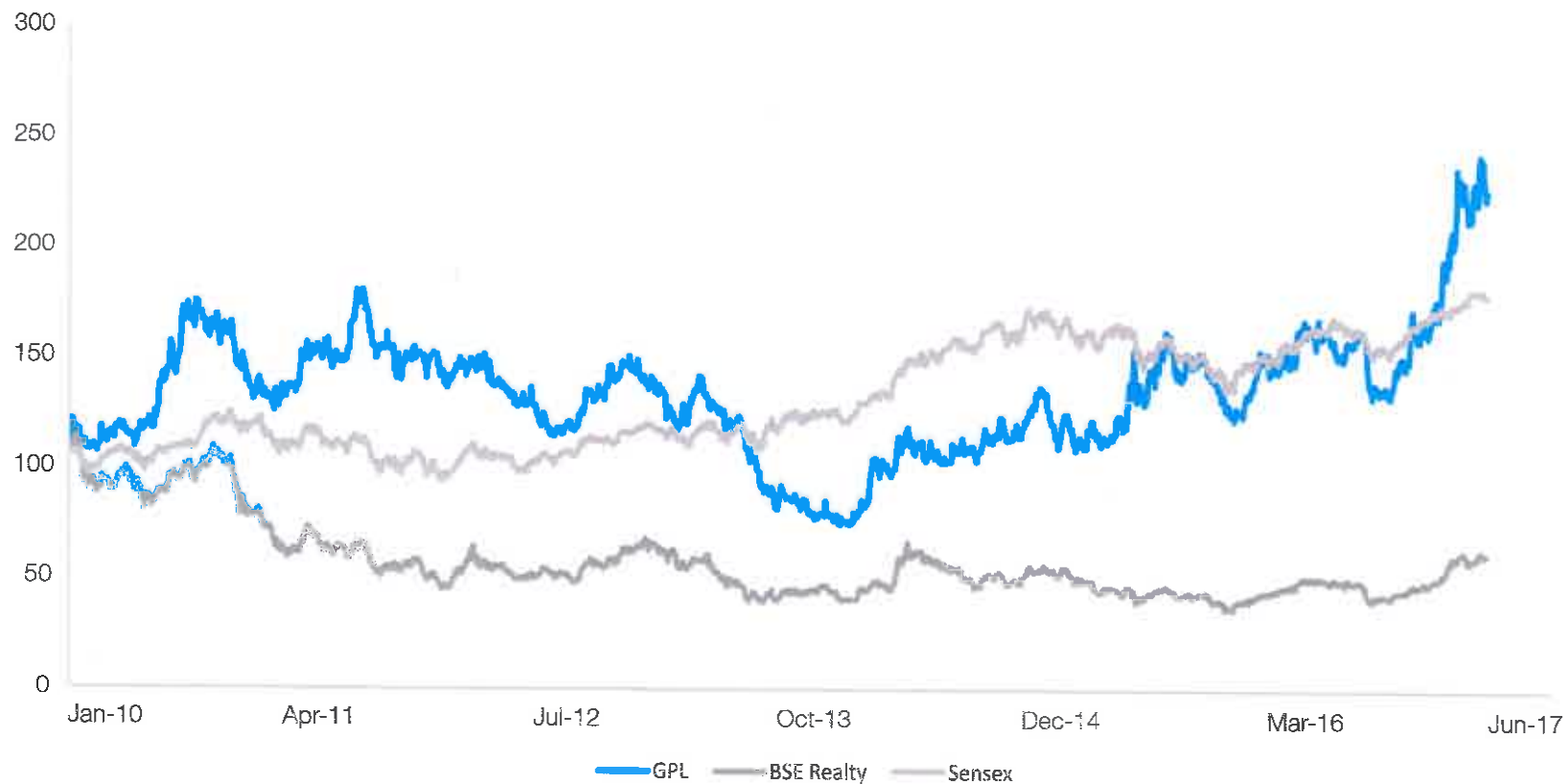
1. Brands ranked higher than Godrej: Nokia, Samsung, Sony, BMW & Tata Tea

2. Based on Godrej Group Internal Study

3. Total saleable area under projects, irrespective of the revenue / profit / area sharing arrangement as on 30<sup>th</sup> June 2017

# STOCK PERFORMANCE

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



Returns since listing: **Godrej Properties : 126%**    **BSE Sensex: 76%**    **BSE Realty: -47%**

Indexed Price movement from January 2010 to June 30, 2017



# AGENDA

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# Q1 FY18 HIGHLIGHTS

## Sales Highlights

- GPL's best ever quarter for residential sales with a residential booking value of INR 1,472 Cr
- 281% YoY growth in the value of sales bookings
- 4 successful new project/phase launches in Mumbai, Pune & NCR

## Business Development

- Added 4 new projects with ~4.9 million sq. ft. of saleable area in Q1 FY18

## Construction Highlights

- Delivered 1,101 apartments measuring 2 million sq. ft. across 2 cities in Q1 FY18
  - Delivered 998 apartments measuring 1.86 million sq. ft. at Godrej Summit, Gurgaon
  - Delivered 103 apartments measuring 0.15 million sq. ft. at Godrej Platinum, Vikhroli

## Other Highlights

- Godrej Garden City becomes the largest township in India to receive Platinum Certification under the Indian Green Building Council (IGBC) Green Residential Society Rating System
- Partnered with Taj Hotels to develop a world class Taj brand hotel at The Trees, Vikhroli
- 10 awards received in Q1 FY18

# SALES HIGHLIGHTS

Highest ever residential sales in a single quarter - residential booking value of INR 1,472 Cr

Particulars	Q1 FY18	Q1 FY17	Growth	Q4 FY17	Growth
Area Sold (sq. ft.)	1,799,678	592,715	204%	589,169	205%
Booking Value** (INR Cr)	1,474	387	281%	340	334%

**\*Includes :**

-9,932 sq. ft. of JVP area in Q1 FY18 & 18,082 sq. ft. of JVP area in Q1 FY17 & (3,949) sq. ft. area in Q4 FY17

**\*\*Includes**

- INR 4 Cr of JVP booking value in Q1 FY18 & INR 6 Cr of JVP booking value in Q1 FY17 & INR 0 Cr of JVP booking value in Q4 FY17

## Excellent response to new project/phase launches

### Godrej Origins, Vikhroli

- Launched in April 2017
- Sold 130 apartments in the first week of launch
- Total sales at 'The Trees' stood at 210,676 sq. ft. at an average price of ~INR 20,600 per sq. ft. with a booking value of INR 434 crore

### Godrej Golf Links, Greater Noida Phase 2

- Launched in March 2017
- Sold 500 apartments within the first month of launch
- Total sales for Q1 FY17 stood at ~350,000 sq. ft. at an average price of INR 6,000 per sq. ft. with a booking value of INR 209 crore

### Godrej 24, Pune

- Launched in April 2017
- Sold over 450 apartments in the launch weekend
- Total sales of ~600,000 sq. ft. at an average price of INR 5,950 per sq. ft. with a booking value of INR 358 crore

### Godrej Tranquil, Mumbai

- Launched in April 2017
- Total sales of ~145,000 sq. ft. at an average price of INR 12,700 per sq. ft. with a booking value of INR 185 crore

## Substantial improvement in sustenance sales

- Sold ~91,000 sq. ft. at Godrej Platinum, Bangalore
- Sold ~66,500 sq. ft. at Godrej Gold County, Bangalore
- Sold ~66,000 sq. ft. at Godrej Summit, Gurgaon
- Sold ~50,100 sq. ft. at Godrej Infinity, Pune
- Sold ~47,500 sq. ft. at Godrej Horizon, Pune

# PROJECT BOOKING

Particulars	Booking Area (sq. ft.)	Booking Value (INR Cr)
	Q1 FY18	Q1 FY18
<b>Residential Projects</b>		
The Trees, Vikhroli	210,676	434
Godrej 24, Pune	602,358	358
Godrej Golf Links, NCR	350,615	209
Godrej Tranquil, Mumbai <sup>2</sup>	145,865	185
Godrej Platinum, Bangalore	91,029	69
Godrej Gold County, Bangalore	66,445	39
Others	328,169	178
<b>Total (Residential Projects)</b>	<b>1,795,157</b>	<b>1,472</b>
<b>Commercial Projects</b>		
Godrej BKC, Mumbai	0	0
Godrej Genesis, Kolkata	4,521	2
<b>Total (Commercial Projects)</b>	<b>4,521</b>	<b>2</b>
<b>Grand Total</b>	<b>1,799,678</b>	<b>1,474</b>

<sup>1</sup> Includes cancellations in certain projects

<sup>2</sup> GPL is in the role of a Development Manager

# BUSINESS DEVELOPMENT

## Added 4 new projects with ~4.9 million sq. ft. of saleable area in Q1 FY18

### Sector 33 - Sohna, Gurgaon

- Entered into a partnership to develop a residential group housing project with saleable area of 1.7 million sq. ft.
- GPL's first project in Sohna and 8<sup>th</sup> project in NCR
- Located 12 kms from Golf Course Extension Road and offers easy access to Gurgaon from Sohna Road
- GPL's economic interest is 40% of profit

### New Gurgaon, NCR

- Entered into a partnership to develop a residential group housing project with saleable area of 1.05 million sq. ft.
- GPL's 9<sup>th</sup> project in NCR
- Located 5 kms from NH 8 and easily accessible via a network of main sector roads
- GPL's economic interest is 37.5% of profit

### Magadi Road, West Bangalore

- Entered into a development management agreement to develop a premium residential group housing project with saleable area of 0.6 million sq. ft.
- GPL's first project in the micro market of West Bangalore and 13<sup>th</sup> project in Bangalore
- Located in close proximity to the Central Business District (CBD), Race Course, Majestic and Rajarajeshwari Nagar
- GPL's economic interest is 12% of revenue

# BUSINESS DEVELOPMENT (CONTD.)

## Added 4 new projects with ~4.9 million sq. ft. of saleable area in Q1 FY18

### Sector 106, Gurgaon\*

- Acquired a land parcel measuring ~14.8 acres in Sector 106, Gurgaon for developing a high-end residential housing project with saleable area of ~1.5 million sq. ft.
- GPL's 10<sup>th</sup> project in NCR
- Located in an upcoming residential area in Gurgaon that is seamlessly connected to New Delhi through a 75 meter wide road
- Project will be developed in partnership with Godrej Residential Investment Program II. This is the fourth project under GRIP II, the ~US\$ 275 million fund which was announced in March 2016

\*Partnership agreement was signed in June 2017 but registration and announcement happen in the first week of July 2017

# 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	✓
Sector 150	NCR	✓
Godrej Air	Bangalore	✓
Sarjapur 2	Bangalore	✓
Joka	Kolkata	✓

New Phase Launches Planned in FY18		
Project	City	Status
Godrej Origins, Vikhroli	Mumbai	✓
Godrej Eternity	Bangalore	✓
Godrej Vihaa	Mumbai	✓
Godrej Air	Bangalore	✓
Godrej Platinum	Mumbai	✓
Godrej Emerald	Mumbai	✓
Godrej Infinity	Pune	✓
Sarjapur 2	Bangalore	✓
Godrej Garden City	Ahmedabad	✓
Godrej City, Panvel	Mumbai	✓

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

# CONSTRUCTION HIGHLIGHTS

Delivered 1,101 apartments measuring 2 million sq. ft. across 2 cities in Q1 FY18



Godrej Summit, Gurgaon – 1.86 million sq. ft.



Godrej Platinum, Vikhroli – 0.15 million sq. ft.



# SUSTAINABILITY HIGHLIGHTS

**Godrej Garden City becomes the largest township in India to receive Platinum Certification under the Indian Green Building Council (IGBC) Green Residential Society Rating System.**

**Godrej Serenity received Gold certification under the IGBC Green Homes Rating System.**

- Godrej Garden City received Platinum certification under the IGBC Green Residential Society Rating System
- The IGBC Green Residential Society Platinum certification is recognized as the highest rating for residential societies and Godrej Garden City is currently the largest township in India to be Platinum certified
- All GPL projects since 2011 are certified green under either the IGBC Green Homes or LEED India Core & Shell rating systems



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



**Godrej Serenity, Mumbai**  
IGBC Gold certification under the  
IGBC Green Homes Rating System

# AWARDS AND RECOGNITIONS

## GPL RECEIVED 10 AWARDS IN Q1 FY18

### GODREJ PROPERTIES

- **Developer of the Year - Residential**  
Real Estate Company of the Year 2017 - APAC Insider
- **Best Developer of the year 2017**  
Construction Times Builders Award 2017
- **Golden Peacock National Quality Award**  
Institute Of Directors (IOD) – 27th World Congress on Business Excellence & Innovation
- **Recognition for shaping the industry, creating unique positioning, and altering the basis of competition for Construction, Real Estate and Steel**  
IFC Times Network Strategy Award

### PROJECT AWARDS & INDIVIDUAL AWARDS

- **Godrej Greens, Pune**  
Silver at Indian Digital Media Awards (IDMA) 2017 for best Digital Innovation in the Best Digital Direct Response Campaign category for its campaign "Feel the Greens"  
Silver at Indian Digital Media Awards (IDMA) 2017 for best Digital Innovation in the Best Banners - Rich Media with or without Video category for its campaign "Feel the Greens"
- **Adi Godrej**  
Global Leadership Award - U.S. India Business Council
- **Pirojsha Godrej**  
100 Most Trusted CEO's of 2017 - World Consulting & Research Corporation (WCRC) Leaders Asia
- **Mohit Malhotra**  
Economic Times 40 Under Forty
- **Anubhav Gupta**  
Perspective 40 under 40 under the architecture category

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# PERFORMANCE METRICS – Q1 FY2018

(INR Cr)

Key Performance Metrics	Q1 FY18	Q1 FY17	% change
Total Income	345	335	3%
Profit Before Tax	43	54	-21%
PAT (after minority interest)	23	43	-46%

## Total income split by project

(INR Cr)

Projects	Total Income	% of total
The Trees, Vikhroli	75	22%
Godrej Platinum, Bangalore	47	13%
Godrej Garden City, Ahmedabad	33	10%
Godrej Summit, Gurgaon	17	5%
Godrej BKC, Mumbai	15	4%
Godrej Prakriti, Kolkata	9	3%
Godrej Gold County, Bangalore	8	2%
Others	141	41%
<b>Total</b>	<b>345</b>	<b>100%</b>

Note: All Numbers as per Ind AS

# CONSOLIDATED FINANCIAL STATEMENTS – P & L

(INR Cr)

Particulars	Q1 FY2018	Q1 FY2017	% Change	Q4 FY2017	% Change
<b>Total Income</b>	345	335	3%	475	-27%
EBITDA*	78	71	9%	110	-29%
Adjusted EBITDA**	90	99	-9%	130	-31%
Profit before tax	43	54	-21%	82	-47%
<b>Net Profit after tax</b>	23	43	-46%	63	-63%

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

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

Note: All Numbers as per Ind AS

# CONSOLIDATED FINANCIAL STATEMENTS – BS

(INR Cr)

Sr. No	Particulars	As on 30.06.2017	As on 31.03.2017
<b>A</b>	<b>Assets</b>	<b>Unaudited</b>	<b>Audited</b>
<b>1</b>	<b>Non Current assets</b>		
a	Property, plant & equipment	77.66	74.79
b	Capital work in progress	0.19	0.01
c	Goodwill	0.04	0.04
d	Other intangible assets	26.60	27.23
e	Intangible assets under development	0.04	0.02
f	Investment in joint ventures and associates	86.02	81.40
g	Financial assets		
	Investments	325.79	312.36
	Loans	79.45	74.72
	Other non current financial assets	15.79	2.01
h	Deferred tax assets (net)	155.53	152.51
I	Income tax assets (net)	125.47	125.06
j	Other non current non financial assets	15.28	15.28
	<b>Total non current assets</b>	<b>907.86</b>	<b>865.43</b>
<b>2</b>	<b>Current assets</b>		
a	Inventories	3,538.24	3,966.12
b	Financial assets		
	Investments	345.85	366.26
	Trade receivables	340.18	221.82
	Cash and cash equivalents	546.89	73.82
	Bank balances other than above	22.41	36.58
	Loans	805.07	741.67
	Other current financial assets	498.01	730.41
c	Other current non-financial assets	189.17	179.84
	<b>Total current assets</b>	<b>6,285.82</b>	<b>6,316.52</b>
	<b>Total assets</b>	<b>7,193.68</b>	<b>7,181.95</b>

# CONSOLIDATED FINANCIAL STATEMENTS – BS

(INR Cr)

Sr. No	Particulars	As on 30.06.2017	As on 31.03.2017
<b>B</b>	<b>Equity and Liabilities</b>	<b>Unaudited</b>	<b>Audited</b>
<b>1</b>	<b>Equity</b>		
a	Equity share capital	108.19	108.18
b	Other equity	1,919.10	1,895.55
	<b>Total Equity</b>	<b>2,027.29</b>	<b>2,003.73</b>
<b>2</b>	<b>Liabilities</b>		
2.1	Non Current Liabilities		
a	Financial liabilities		
	Borrowings	473.32	474.75
	Trade payables	-	0.52
b	Deferred tax liabilities (Net)	0.56	0.20
c	Provisions	6.72	6.71
	<b>Total non-current liabilities</b>	<b>480.60</b>	<b>482.18</b>
2.2	Current Liabilities		
a	Financial liabilities		
	Borrowings	3,547.94	3,501.73
	Trade payables	275.55	467.89
	Other current financial liabilities	210.41	200.60
b	Other current non financial liabilities	622.33	510.49
c	Provisions	0.66	0.17
d	Current tax liabilities (Net)	28.90	15.16
	<b>Total Current Liabilities</b>	<b>4,685.79</b>	<b>4,696.04</b>
	<b>Total Liabilities</b>	<b>5,166.39</b>	<b>5,178.22</b>
	<b>Total Equity &amp; Liabilities</b>	<b>7,193.68</b>	<b>7,181.95</b>

# CONSOLIDATED FINANCIAL STATEMENTS – CASHFLOW

(INR Cr)

Notes	Particulars	Q1 FY18
A	<b>Operating cashflow</b>	
	Total Operating cash inflow	1,167
	<b>Operating cash outflow</b>	
	Construction and related outflow	(259)
	Other project related outflow	(249)
	<b>Total operating cash outflow</b>	(508)
	<b>Net operating cashflow</b>	659
B	<b>Financial cashflow</b>	
	Interest, corporate tax and other outflow	(105)
	<b>Net financial cashflow</b>	(105)
C	<b>Capital cashflow</b>	
	Land & approval related outflow	(86)
	Advance to JV partners	(18)
	<b>Net capital cashflow</b>	(104)
(A+B+C)	<b>Net cashflow</b>	450
D	<b>Ind AS Adjustments</b>	43
(A+B+C+D)	<b>(Increase)/Decrease in Net Debt under Ind AS</b>	408

Note: All Numbers as per Ind AS



# FINANCIAL ANALYSIS

## Profitability Indicators

Particulars	Q1 FY2018	Q1 FY2017	Q4 FY2017
EBITDA / Total Income	22.6%	21.2%	23.2%
Adjusted EBITDA/Total Income*	26.1%	29.6%	27.3%
PBT Margin %	12.4%	16.1%	17.2%
Net Profit Margin % <sup>#</sup>	6.8%	13.0%	13.2%

\* Adjusted EBITDA = EBITDA + Interest included in cost of sale

<sup>#</sup>Net Profit after minority interest

## Leverage Indicators

Particulars	As on 30 <sup>th</sup> June 2017	As on 31 <sup>st</sup> March 2017
Net Debt (INR Cr)	3,091	3,499
Net Debt / Equity Ratio	1.53	1.75
Average Borrowing Cost (YTD)	8.45%	8.80%

Note: All Numbers as per Ind AS

# AGENDA

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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	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%	Forthcoming
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	Godrej Palm Grove	Chennai	Residential	1.87	Own	Area Based – 70% (for 12.57 acres), 68% (for 4.82 acres)	Ongoing
16	Godrej Azure	Chennai	Residential	1.00	JV	Profit Sharing – 37%	Ongoing
17	Godrej Summit	Gurgaon	Residential	0.85	Own	Area Based – 65%	Ongoing

\* Primarily a residential project with a portion of commercial saleable area. \*\* Developable potential up to 9.0 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
18(A)	Godrej Aria	Gurgaon	Residential	0.69	JV	Revenue Based – 65% (GPL owns 25.1% of equity in the project specific company)	Ongoing
18(B)	Godrej 101	Gurgaon	Residential	1.00	JV	Revenue Based – 65% (GPL owns 25.1% of equity in the project specific company)	Ongoing
19(A)	Godrej Oasis	Gurgaon	Residential	0.50	JV	Profit Sharing – 38%	Ongoing
19(B)	Godrej Icon	Gurgaon	Residential	0.70	JV	Profit Sharing – 38%	Ongoing
20	Godrej Frontier	Gurgaon	Residential	0.42	Own	Revenue Based – 70%	Ongoing
21	Sohna Road	Gurgaon	Residential	1.7	JV	Profit Sharing – 40%	Forthcoming
22	Sector 85	New Gurgaon	Residential	1.05	JV	Profit Sharing – 37.5%	Forthcoming
23	Sector 106	Gurgaon	Residential	1.5	JV	GPL owns 20% equity in project specific company	Forthcoming
24	Godrej Oasis	Hyderabad	Residential	4.87	Own	Land is owned by GPL	Forthcoming
25	G&B Moosapet	Hyderabad	Residential	2.22	DM	DM Fee – 10% of Revenue	Forthcoming
26	Kochi Project	Kochi	Residential	2.24	Own	Revenue Based – 70%	Forthcoming
27	Joka	Kolkata	Residential	3.00	JV	Profit Sharing – 46%	Forthcoming
28	Godrej Prakriti	Kolkata	Residential	1.36	Own	100% Owned Project	Ongoing
29	Godrej Platinum	Kolkata	Residential	0.17	Own	Revenue Based – 45%	Ongoing
30	Godrej Alpine	Mangalore	Mixed Use	0.64	Own	Area Based for residential area – 71.5%	Ongoing
31	Godrej Central	Mumbai	Residential	0.68	JV	Revenue Based 87.5%. GPL owns 51% of equity in the project specific company	Ongoing
32	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
33	Godrej Emerald	Mumbai	Residential	1.00	JV	Revenue Based – 64% (GPL holds 20% equity in the project specific company)	Ongoing
34	Godrej Park	Mumbai	Residential	0.77	Own	Revenue Based – 56.5%	Forthcoming
35	Godrej Vihaa	Mumbai	Residential	1.30	DM	DM Fee – 10% of Revenue	Ongoing
36	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
37	The Trees	Mumbai	Mixed Use	1.20	Own	100% owned project	Ongoing
38	G&B, Vikhroli	Mumbai	Residential	0.80	DM	DM Fee – 10% of Revenue	Forthcoming
39	G&B, Vikhroli	Mumbai	Mixed Use	1.20	DM	DM Fee – 10% of Revenue	Forthcoming
40	Godrej Sky <sup>1</sup>	Mumbai	Residential	0.30	DM	DM Fee Rs 50 cr, with upside promote to GPL above certain price threshold	Ongoing
41	G&B Lawkim, Thane	Mumbai	Residential	0.27	JV	Profit Based – 32%	Forthcoming
42	Godrej Prime	Mumbai	Residential	0.75	JV	91.0% Revenue Sharing (GPL owns 51% of equity in the project specific company)	Ongoing
43	Godrej Links	Mumbai	Residential	0.19	Own	GPL to construct space for society in lieu of saleable area	Forthcoming
44	Godrej Serenity <sup>2</sup>	Mumbai	Residential	0.03	Own	Revenue Based – 50%	Ongoing
45	Godrej Tranquil	Mumbai	Residential	1.00	DM	DM Fee – 11% of Revenue	Ongoing
46	Sundar Sangam	Mumbai	Residential	0.10	Own	GPL to construct space for society in lieu of saleable area	Forthcoming
47	Godrej Edenwoods	Mumbai	Residential	0.03	JV	Profit Based – 50% (from 85% of revenue for this project)	Ongoing
48	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

<sup>1</sup> 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
49	Godrej Platinum	NCR	Residential	0.85	JV	Revenue Based – 52.5% (GPL owns 25.1% of equity in the project specific company)	Forthcoming
50	Sector 150	Noida	Residential	4.00	DM	DM Fee – 11% of Revenue	Forthcoming
51	Godrej Golf Links	Greater Noida	Residential	4.00	JV	Profit Share - 40%	Ongoing
52	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
53	Godrej Infinity	Pune	Residential	2.80	JV	Profit Sharing – 35%	Ongoing
54	Godrej 24	Pune	Residential	1.7	JV	Revenue Based 96% (GPL owns 49% equity in project specific company)	Ongoing
55 (A)	Godrej Prana	Pune	Residential	0.80	JV	Profit Sharing – 40%	Ongoing
55 (B)	Godrej Greens	Pune	Residential	0.79	JV	Profit Sharing – 40%	Ongoing
56	Bavdhan	Pune	Residential	0.56	JV	Profit Sharing – 45%	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	First 1 million sq. ft. – 63.6% Revenue Based Subsequent area – 67.6% Revenue Based	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	73.91%	0.18
2	Godrej Summit Tower B	85.49%	0.18
3	Godrej Summit Tower C	85.49%	0.18
4	Godrej Summit Tower D	88.63%	0.21
5	Godrej Summit Tower E	87.16%	0.19
6	Godrej Summit Tower F	86.31%	0.16
7	Godrej Summit Tower G	86.42%	0.19
8	Godrej Summit Tower H	86.50%	0.18
9	Godrej Summit Tower J	85.54%	0.19
10	Godrej Summit Tower K	88.04%	0.19
11	Godrej Summit Tower L	71.89%	0.19
12	Godrej Oasis Tower SL1	58.61%	0.13
13	Godrej Oasis Tower SL2	58.74%	0.09
14	Godrej Oasis Tower SL3	54.76%	0.09
15	Godrej Oasis Tower SL4	60.83%	0.09
16	Godrej Oasis Tower SL5	58.54%	0.09
17	Godrej Icon Tower A	50.53%	0.08

## Gurgaon (contd..)

No.	Project /Phase	WC*	Area**
18	Godrej Icon Tower B	49.22%	0.11
19	Godrej Icon Tower C	48.42%	0.12
20	Godrej Icon Tower D	48.82%	0.09
21	Godrej Icon Tower Iconic	40.02%	0.21
22	Godrej Aria Tower 1A	36.90%	0.12
23	Godrej Aria Tower 1B	37.10%	0.12
24	Godrej Aria Tower 1C	36.78%	0.12
25	Godrej Aria Tower 1D <sup>†</sup>	33.75%	0.12
26	Godrej Aria Tower 1E	39.14%	0.08
27	Godrej Aria Tower 1F	38.72%	0.08
28	Godrej Aria Tower 2C	37.07%	0.13
29	Godrej Aria Tower 2D	37.08%	0.14
30	Godrej Aria Tower 2E	38.04%	0.05
31	Godrej Aria Tower 2F	38.61%	0.04
32	Godrej Frontier Phase 2	95.97%	0.29
33	Godrej Frontier Phase 3	96.06%	0.15
34	Godrej Frontier Phase 4	95.59%	0.13

## Mumbai

No.	Project /Phase	WC*	Area**
1	Godrej BKC	97.17%	1.3
2	Godrej Central Phase 1	80.70%	0.46
3	Godrej Central Phase 2	77.02%	0.2
4	Godrej Central Phase 3	73.21%	0.05
5	Godrej Prime Tower S01	46.95%	0.16
6	Godrej Prime Tower S02 <sup>†</sup>	44.83%	0.09
7	Godrej Prime Tower S03	45.37%	0.07
8	Godrej Prime Tower S04	46.72%	0.07
9	Godrej Prime Tower S05	46.72%	0.07
10	Godrej Prime Tower S06	49.52%	0.07
11	Godrej Prime Tower S07	49.22%	0.07
12	The Trees Resi Phase 1	52.91%	0.5
13	The Trees Resi Phase 2	50.34%	0.34

\*Work Completion as on 30<sup>th</sup> June, 2017

\*\*in million sq. ft.

<sup>†</sup>Attained revenue recognition in Q1 FY18



# CONSTRUCTION HIGHLIGHTS

## Ahmedabad

No.	Project /Phase	WC*	Area**
1	GGC Phase 3Aa	64.37%	0.11
2	GGC Phase 3C (B)	95.20%	0.25
3	GGC Phase 3D (B)	93.92%	0.14
4	GGC Phase 5 (Carmel C&F)	94.49%	0.26
5	GGC Phase 5A (CAR G/I) <sup>†</sup>	92.61%	0.13
6	GGC Phase 5AB	93.26%	0.12
7	Affordable housing Phase1	92.22%	0.3
8	Affordable housing Phase 2	66.18%	0.27

## Pune

No.	Project /Phase	WC*	Area**
1	Godrej Prana Tower A	68.99%	0.14
2	Godrej Prana Tower B	62.02%	0.12
3	Godrej Prana Tower C	61.18%	0.12
4	Godrej Prana Tower D	51.69%	0.07
5	Godrej Prana Tower E	52.65%	0.07
6	Godrej Prana Tower F	35.95%	0.07
7	Godrej Prana Tower G	60.50%	0.10
8	Godrej Infinity Tower T1	42.78%	0.15
9	Godrej Infinity Tower T2 <sup>†</sup>	33.52%	0.17
10	Godrej Infinity Tower T3	37.50%	0.25
11	Godrej Infinity Tower T4	34.70%	0.26
12	Godrej Infinity Tower T5 <sup>†</sup>	34.33%	0.25
13	Godrej Infinity Tower T6	43.61%	0.22

## Kolkata

No.	Project /Phase	WC*	Area**
1	Godrej Prakriti Phase 3	93.96%	0.37
2	Godrej Prakriti Phase 4	87.33%	0.37
3	Godrej Prakriti Phase 7	68.57%	0.37
4	Godrej Platinum Tower 1	94.65%	0.09
5	Godrej Platinum Tower 2	95.26%	0.07

## Bangalore/Chennai

No.	Project /Phase	WC*	Area**
1	Godrej Gold County Phase 1	74.09%	0.29
2	Godrej Gold County Phase 2	84.26%	0.07
3	Godrej Palm Grove	84.85%	0.86
4	Godrej Azure	44.25%	0.25

\*Work Completion as on 30<sup>th</sup> June, 2017

\*\*in million sq. ft.

<sup>†</sup>Attained revenue recognition in Q1 FY18

# THANK YOU

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## **GODREJ PROPERTIES LIMITED**

CIN : L74120MH1985PLC035308

Registered and Corporate Office: Godrej One, 5th Floor, Pirojshanagar, Vikhroli (E), Eastern Express Highway, Mumbai – 400079

### **PRESS RELEASE**

#### **Q1 FY18 Results**

- **GPL's best ever quarter for residential sales - residential booking value of INR 1,472 Cr**
  - **281% YoY growth in the value of sales bookings**
  - **4 successful new project/phase launches in Mumbai, Pune & NCR**
  - **4 new project additions**
- 

**Mumbai, August 02, 2017:** Godrej Properties Limited (GPL), a leading national real estate developer, announced its financial results for the first quarter ended June 30, 2017.

### **CORPORATE HIGHLIGHTS:**

#### **Sales Highlights**

- **Q1 FY18 witnessed total booking value of INR 1,474 crore and total booking volume of 1,799,678 sq. ft. as compared to total booking value of INR 387 crore and total booking volume of 592,715 sq. ft. in Q1 FY17**
- **4 successful new project/phase launches in Mumbai, Pune & NCR**

#### **Business Development**

Added 4 new projects with ~4.9 million sq. ft. of saleable area in Q1 FY18

#### **Sector 33 - Sohna, Gurgaon**

- **Entered into a partnership to develop a residential group housing project with saleable area of 1.7 million sq. ft.**
- **GPL's first project in Sohna and 8<sup>th</sup> project in NCR**

- Located 12 kms from Golf Course Extension Road and offers easy access to Gurgaon from Sohna Road

#### New Gurgaon, NCR

- Entered into a partnership to develop a residential group housing project with saleable area of 1.05 million sq. ft.
- GPL's 9<sup>th</sup> project in NCR
- Located 5 kms from NH 8 and easily accessible via a network of main sector roads

#### Magadi Road, Bangalore

- Entered into a development management agreement to develop a premium residential group housing project with saleable area of 0.6 million sq. ft.
- GPL's first project in the micro market of West Bangalore and 13<sup>th</sup> project in Bangalore
- Located in close proximity to the Central Business District (CBD), Race Course, Majestic and Rajarajeshwari Nagar

#### Sector 106, Gurgaon\*

- Acquired a land parcel measuring ~14.8 acres in Sector 106, Gurgaon for developing a high-end residential housing project with saleable area of ~1.5 million sq. ft.
- GPL's 10<sup>th</sup> project in NCR
- Located in an upcoming residential area in Gurgaon that is seamlessly connected to New Delhi through a 75 meter wide road
- Project will be developed in partnership with Godrej Residential Investment Program II. This is the fourth project under GRIP II, the ~US\$ 275 million fund which was announced in March 2016

\*Partnership agreement was signed in June 2017 but registration and announcement happen in the first week of July 2017

### **Construction Highlights**

- Delivered 1,101 apartments measuring 2 million sq. ft. across 2 cities in Q1 FY18
  - Delivered 998 apartments measuring 1.86 million sq. ft. at Godrej Summit, Gurgaon
  - Delivered 103 apartments measuring 0.15 million sq. ft. at Godrej Platinum, Vikhroli

## **Other Highlights**

- Godrej Garden City becomes the largest township in India to receive Platinum Certification under the Indian Green Building Council (IGBC) Green Residential Society Rating System
- Partnered with Taj Hotels to develop a world class Taj brand hotel at The Trees, Vikhroli
- 10 awards received in Q1 FY18

**Commenting on the performance of Q1 FY2018, Mr. Pirojsha Godrej, Managing Director & CEO Godrej Properties Limited, said:**

*“Our total sales for Q1 FY18 stood at Rs.1,474 crore which was our highest ever residential sales in a quarter. We also added 4 new projects to our portfolio and had one of our best ever quarters in terms of operating cash flow. We look forward to building on this momentum in the year ahead.”*

## **Financial Overview (Consolidated)**

### **Q1 FY2018 performance overview compared with Q1 FY2017**

- Total Income increased by 3% to INR 345 crore from INR 335 crore
- EBITDA increased by 9% to INR 78 crore from INR 71 crore
- Net profit decreased by 46% and stood at INR 23 crore
- EPS<sup>#</sup> amounted to INR 1.08 as compared to INR 2.03

<sup>#</sup>not annualised

### **About Godrej Properties Limited:**

Godrej Properties brings the Godrej Group philosophy of innovation, sustainability and excellence to the real estate industry. Each Godrej Properties development combines a 120 year legacy of excellence and trust with a commitment to cutting-edge design and technology. Godrej Properties is currently developing residential, commercial and township projects spread across approximately 13.5 million square meters (138 million square feet) in 12 cities.

In the last five years, Godrej Properties has received over 200 awards and recognitions, including the "Premium Real Estate Company of the Year" at the Corporate LiveWire Awards 2017, the "Professional Excellence in Real Estate" at the ABP News Real Estate Awards 2016, the "Real Estate Company of the Year" at the Construction Week India Awards 2015, the "Most Reliable Builder" at the CNBC AWAAZ Real Estate Awards 2014, the "Innovation Leader in Real Estate" award at the NDTV Property Awards 2014, and the "Popular Choice - Developer of the Year" award at the ET NOW Awards in 2013.

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*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 from those expressed or implied. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.*