

RESULTS PRESENTATION

FOURTH QUARTER, FINANCIAL YEAR 2022



DISCLAIMER

Some of the statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company's operations include changes in industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labor relations

AGENDA

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GODREJ GROUP

- Established in 1897
- \$6 billion in annual revenue
- 1.1 billion people globally use a Godrej product¹
- Godrej ranks amongst the most trusted Indian brands²
- \$2.4 billion brand valuation by Interbrand³
- Amongst India's most diversified and trusted conglomerates
- Real estate is a key growth business for the Group

1. Godrej Group internal study
2. The Brand Trust Report 2019
3. Interbrand study done in 2019

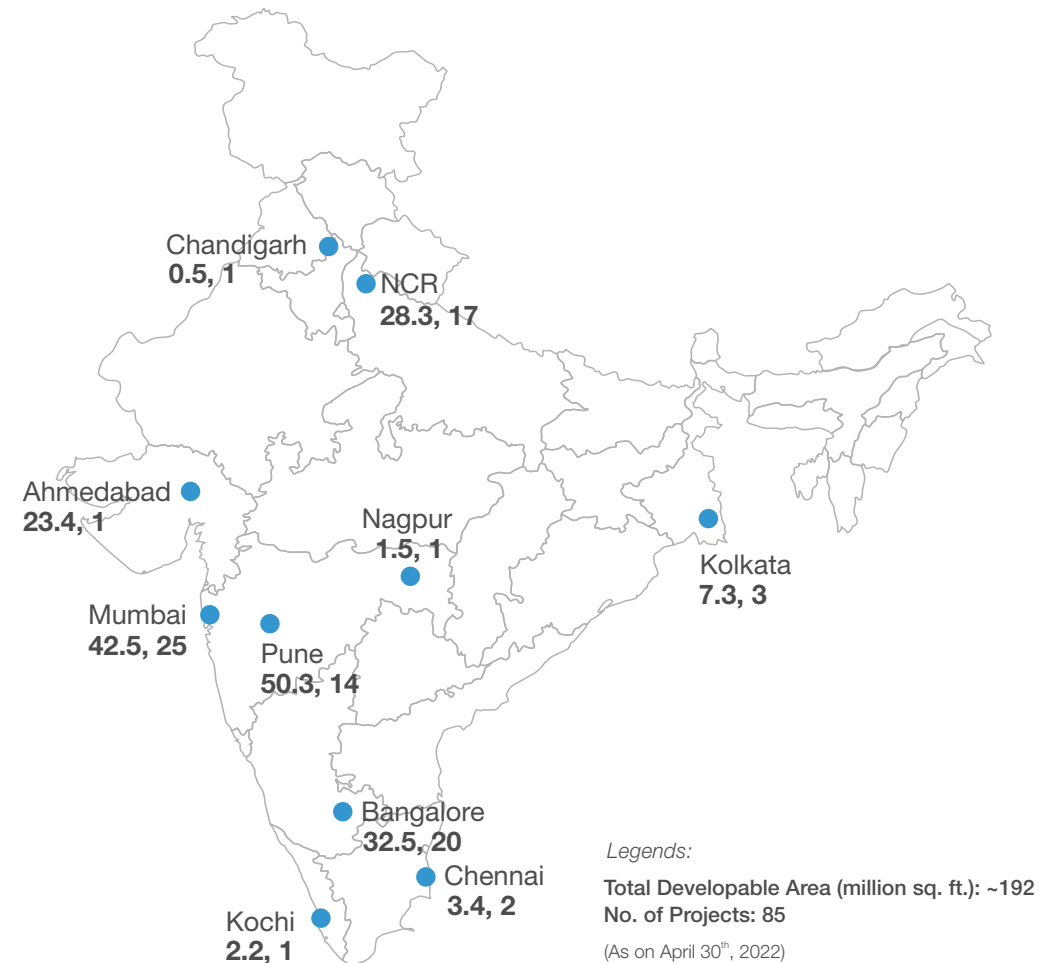
Value Creation Track Record

Particulars	21 year CAGR in stock price	₹ 1 invested in June 2001 is now worth
BSE Sensex	15%	17
Godrej Consumer Products	27%	151
Godrej Industries	27%	155

Note: CAGR calculated for opening prices as of 18th June, 2001 when GCPL and GIL were demerged and publicly listed

GODREJ PROPERTIES

- Established in 1990
- India's largest real estate developer by booking value in FY21
- Successfully delivered ~24 million sq. ft. of real estate in the past five years
- ~192 million sq. ft. of saleable area across India
- Differentiated asset-light business model
- Over 350 awards received in the last 5 years



STRENGTHS

Godrej Brand	<ul style="list-style-type: none"> • 1.1 billion people globally use a Godrej product¹ • Godrej Properties ranked as the most trusted real estate brand in the 2019 Brand Trust Report • GPL brings the Godrej brand's reputation for trust, quality and corporate governance to the real estate sector
Effective Land Sourcing Model	<ul style="list-style-type: none"> • Competitive advantage in executing joint development projects • Capital efficient and high ROE development model
Strong Project Pipeline	<ul style="list-style-type: none"> • Added 42 residential projects with ~88 million sq. ft. saleable area since FY2018² • Access to Group's land bank across India (e.g. Vikhroli)
Sales and Execution Capability	<ul style="list-style-type: none"> • India's largest developer by residential sales in FY21 • Successfully delivered ~24 million sq. ft. of real estate in the past five years
Access to Capital	<ul style="list-style-type: none"> • Confidence of capital markets demonstrated by sector leading stock performance since IPO • Lowest bank funding rates in the sector
Sustainability Leadership	<ul style="list-style-type: none"> • Ranked #1 amongst listed global residential developers in 2020 and 2021 by the Global Real Estate Sustainability benchmark (GRESB) • GPL is one of the five founding members of the Sustainable Housing Leadership Consortium (SHLC), which aims to drive sustainability in India's housing market • GPL committed to have all its projects third-party certified as green buildings in 2010

1. Based on Godrej Group* Internal Study

2. Total saleable area under projects, irrespective of the revenue / profit / area sharing arrangement as on 31st March 2022

STOCK PERFORMANCE

An investment into GPL's IPO would be worth ~ 8x an identical investment into the BSE Realty Index

Value Creation Track Record

Particulars	12 year CAGR in stock price	₹ 1 invested in January 2010 is now worth
BSE Sensex	10.3%	3.34
Godrej Properties	17.6%	7.28
BSE Realty Index	-0.4%	0.95

Note: CAGR calculated for prices as on 4th January, 2010 and 31st March, 2022

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FY22 HIGHLIGHTS

Sales Highlights

- Booking value of INR 7,861 crore for FY22, highest ever sales in a financial year by GPL despite the severe impact of COVID-19 second wave in Q1 FY22
- Launched 16 new projects/phases in FY22

Business Development

- Added 6 new residential projects (2 in NCR, 2 in Bangalore and 1 each in MMR and Pune) with a saleable area of ~9.3 million sq. ft.
- Post Q4 FY22, added a new residential project in Nagpur with a saleable area of ~1.5 million sq. ft.

Cashflow and Construction Highlights

- Highest ever annual residential collection of INR 6,907* crore in FY22, despite H1 FY22 collection (INR 2,745# crore) being severely impacted by the second wave of COVID
- Delivered ~6.41 million sq. ft. across 5 cities in FY22

Commercial Project Update

- Leased over 1 lakh sq. ft. at Godrej Two in FY22 at a weighted average monthly rent of INR 160 per sq. ft. of leasable area
- With an expected pickup in economic recovery, we expect leasing to gain traction in FY23

ESG/CSR Initiatives

- GPL has continued BOCW Registrations (25,260 till Q4 FY22) for migrant workers and provides support to link to other social benefit government schemes
- As part of our continued focus on waste management, a new project has been added in partnership with Agra Municipal Corporation committing to divert 10,800 tonnes of municipal waste from landfill

Other Highlights

- Ranked #1 amongst listed global residential developers by the Global Real Estate Sustainability Benchmark (GRESB) in the 2021 GRESB Real Estate Assessment report
- 114 awards and recognitions received in FY22

* Includes collection of INR 963 crore in FY22 from projects where GPL is the development manager

Includes collection of INR 441 crore in H1 FY22 from projects where GPL is the development manager

HIGHEST EVER SALES BY GPL IN A FINANCIAL YEAR - BOOKING VALUE OF INR 7,861 CRORE

- Total booking value in FY22 grew by 17% YoY to INR 7,861 crore
- 5th consecutive year of record annual sales despite industry volatility
- Sales from new launches in FY22 stood at INR 3,036 crore
- Sales from existing inventory stood at INR 4,826 crore (including commercial sales of INR 81 crore)
- Sold 9,121 homes with a total area of 10.8 million sq. ft. in FY22

Region-wise Sales Breakdown

NCR

Total sales of 3.89 million sq. ft. through sale of 2,034 homes with a booking value of INR 3,250 crore

PUNE

Total sales of 2.99 million sq. ft. through sale of 3,194 homes with a booking value of INR 1,836 crore

MMR

Total sales of 1.43 million sq. ft. through sale of 1,440 homes with a booking value of INR 1,707 crore

BANGALORE

Total sales of 1.64 million sq. ft. through sale of 1,632 homes with a booking value of INR 674 crore

Note: All numbers are for FY22

BUSINESS DEVELOPMENT

Added 6 new residential projects with ~9.33 million sq. ft. of saleable area and high economic interest to GPL in FY22

Projects added in FY22

Particulars	Saleable Area (million sq. ft.)	Expected Booking Value (INR Cr)	Business Model
Wadala, MMR	1.60	3,250	GPL to construct space for society in lieu of the saleable area
Sarjapur 5, Bangalore	1.50	900	100% owned project
Connaught Place, NCR	0.13	650	DM - 10% of Revenue & Profit Sharing - 50%
Sonipat, NCR	1.00	750	Profit Share – 51%
Bannerghatta Road, Bangalore	3.40	2,000	100% owned project; 4.8% area share to the landowner
Pimpri-Chinchwad, Pune	1.70	1,400	100% owned project
Total	9.33	8,950	

Projects added post Q4 FY22

Particulars	Saleable Area (million sq. ft.)	Expected Booking Value (INR Cr)	Business Model
Nagpur	1.52	575	100% owned project

CONSTRUCTION HIGHLIGHTS

Delivered ~6.4 million sq. ft.* across 5 cities in FY22



Godrej Hillside 1 & 2, Pune
0.84 million sq.ft.



Godrej Aqua, Bangalore
0.78 million sq.ft.



Godrej City, MMR
0.70 million sq.ft.



Godrej Eternity, Bangalore
0.54 million sq.ft.



Godrej Elements, Pune
0.49 million sq.ft.



Godrej Avenues Phase 2,
Bangalore
0.36 million sq.ft.



Godrej Azure Phase 2, Chennai
0.21 million sq.ft.

*Plotted development projects which received OC

- Godrej Woodland, Bangalore - 1.29 million sq.ft.
- Godrej Retreat, NCR - 0.81 million sq.ft.
- Godrej Wood Park, Pune - 0.28 million sq.ft.

GLOBAL RECOGNITION FOR SUSTAINABILITY INITIATIVES

Ranked #1 amongst listed residential developers globally by GRESB (Global Real Estate Sustainability Benchmark)

GRESB Development Benchmark Report

2021

GRESB
Real Estate
Assessment

Godrej Properties
Godrej Properties



Status: Listed
Location: India
Property Type: Residential: Multi-Family: High-Rise Multi-Family



GRESB Score within Residential / Listed
out of 25



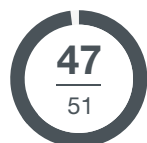
- GRESB is an industry-driven organization committed to rigorous and independent evaluation of the sustainability performance of real estate assets across the globe. It is widely recognized as the global standard for portfolio-level ESG reporting and benchmarking
- GRESB data is used by more than 200 institutional investors, listed property companies and fund managers and is backed by all leading international real estate associations and industry bodies. It provides investors the tools to benchmark their investments against each other based on property type, country and regional peer groups

Rankings



GRESB Score within Residential / Listed
out of 25

ESG Breakdown



Environment

GRESB Average 37 Benchmark Average 40



Social

GRESB Average 22 Benchmark Average 24



Governance

GRESB Average 20 Benchmark Average 21

AWARDS AND RECOGNITIONS

GPL received 114 awards in FY22, highest ever for the company

ILLUSTRATIVE LIST OF AWARDS

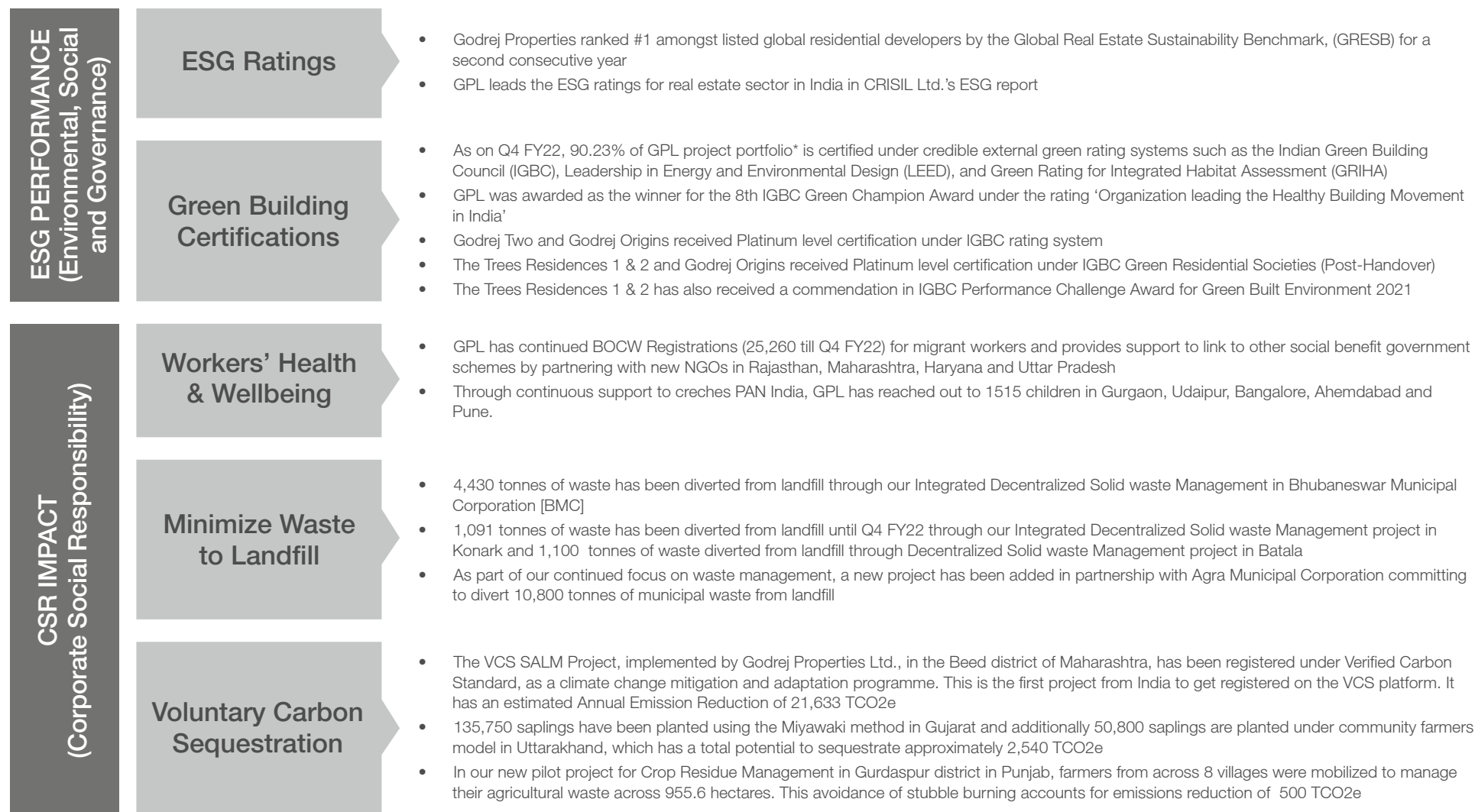
GODREJ PROPERTIES

- **India's Top Builder**
Gold Award - 16th Construction World Architect and Builder Awards 2021
- **Brand Leadership**
Gold Award - Track2Realty's BrandXReport 2020-21
- **Residential Project- Developer (Non-Metro)**
The Economic Times Real Estate Awards - EAST

PROJECT AWARDS

- **The Trees - Godrej Origin, MMR | The Trees - Residence 1 & 2, MMR**
Platinum - IGBC Green residential society rating system rating
- **Godrej Retreat, NCR**
Plotted Development of the year - 13th Realty+ Excellence Awards 2021 NORTH
- **Godrej Meridien, NCR**
Design Project of the year - 13th Realty+ Excellence Awards 2021 NORTH
- **Godrej South Estate, NCR**
Luxury Project of the year - 13th Realty+ Excellence Awards 2021 NORTH
- **Godrej Seven, Kolkata**
Residential Project - Mid Segment (Non-Metro) - The Economic Times Real Estate Awards
- **Godrej Nature+, NCR | Godrej Habitat, NCR | Godrej 101, NCR | Godrej Hillside, Pune | Godrej Boulevard, Pune**
Platinum Award - Grow Care India Safety Awards 2021
- **Godrej Meridien, NCR | Godrej Green Cove, Pune | Godrej Nurture, Pune | Godrej Urban Park, MMR**
Platinum Award - Apex India Foundation Safety Award
- **Godrej RKS, MMR | Godrej Seven, Kolkata | Godrej Woods, NCR | Godrej Reserve, Bangalore | Godrej Green Cove, Pune**
Gold Award - Grow Care India Safety Awards 2020
- **Godrej Woods, NCR | Godrej South Estate, NCR | Godrej Nest , NCR | Godrej Green Vistas, Pune | Godrej Seven, Kolkata**
Gold Award - Apex India Foundation Safety Award

FOCUS ON SUSTAINABILITY AND CSR INITIATIVES



*Few projects are excluded from the portfolio boundary since they have been initiated/developed before our commitment towards delivering green buildings. Also, all plotted development projects are excluded as no suitable green building certification is available for such developments

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Q4 FY22 OPERATIONAL HIGHLIGHTS

Sales Highlights

- GPL's best ever quarter for sales - booking value stood at INR 3,248 crore
- 23% YoY growth and 111% QoQ growth in booking value
- 9 new project/phase launches across 5 cities
- Godrej Woods in Noida clocked sales of over INR 1,650 crore within a year of its launch, making it GPL's most successful residential project launch by booking value

Business Development

- Added three new residential projects in NCR, Bangalore and Pune with a combined saleable area of 6.1 million sq. ft. in Q4 FY22
- Post Q4 FY22, added a new residential project in Nagpur with a saleable area of ~1.5 million sq. ft.

Cashflow and Construction Highlights

- Total operating cashflow of INR 2,886* crore in Q4 FY22
- Delivered ~5.84 million sq. ft. across 5 cities in Q4 FY22

ESG/CSR Initiatives

- GPL has continued BOCW Registrations (25,260 till Q4 FY22) for migrant workers and provides support to link to other social benefit government schemes
- As part of our continued focus on waste management, a new project has been added in partnership with Agra Municipal Corporation committing to divert 10,800 tonnes of municipal waste from landfill

Other highlights

- 39 awards and recognitions received in Q4 FY22 and a total of 114 awards in FY22

* Includes collection of INR 312 crore from projects where GPL is the development manager

SALES HIGHLIGHTS

Particulars	Q4 FY22	Q4 FY21	Growth	Q3 FY22	Growth	FY22	FY21	Growth
Area Sold (sq. ft.)	4,235,271	4,176,803	1%	2,216,214	91%	10,837,043	10,813,774	0%
Booking Value (INR Cr)	3,248	2,632	23%	1,541	111%	7,861	6,725	17%

Strong response to new project/phase launches

Godrej Woods Phase 3, NCR

- Launched in March 2022
- Total sales stood at 320,675 sq. ft. with a booking value of INR 384 crore

Godrej Meadows Phase 2, Pune

- Launched in January 2022
- Total sales stood at 350,451 sq. ft. with a booking value of INR 246 crore

Orchard @ Godrej Seven, Kolkata

- Launched in March 2022
- Total sales stood at 292,283 sq. ft. with a booking value of INR 136 crore

Godrej Sky Greens, Pune

- Launched in January 2022
- Total sales stood at 457,003 sq. ft. with a booking value of INR 282 crore

Godrej Park Retreat, Bangalore

- Launched in March 2022
- Total sales stood at 385,633 sq. ft. with a booking value of INR 244 crore

Godrej Riviera, MMR

- Launched in March 2022
- Total sales stood at 150,102 sq. ft. with a booking value of INR 107 crore

Godrej Retreat Phase 2, NCR

- Launched in February 2022
- Total sales stood at 396,301 sq. ft. with a booking value of INR 281 crore

Grandeur @ Godrej Meridien, NCR

- Launched in February 2022
- Total sales stood at 226,756 sq. ft. with a booking value of INR 206 crore

Retreat @ Godrej Prakriti, Kolkata

- Launched in March 2022
- Total sales stood at 260,000 sq. ft. with a booking value of INR 98 crore

SALES HIGHLIGHTS (Contd.)

Region-wise Sales Breakdown

NCR

Total sales of 1.57 million sq. ft. through sale of 1,046 homes with a booking value of INR 1,372 crore

MMR

Total sales of 0.49 million sq. ft. through sale of 315 homes with a booking value of INR 556 crore

PUNE

Total sales of 1.11 million sq. ft. through sale of 1,318 homes with a booking value of INR 770 crore

BANGALORE

Total sales of 0.68 million sq. ft. through sale of 624 homes with a booking value of INR 366 crore

PROJECT BOOKING

Particulars	Booking Area (sq. ft.)		Booking Value (INR Cr)	
	Q4 FY22	FY22	Q4 FY22	FY22
Residential Projects				
Godrej Woods, NCR	381,946	1,117,203	460	1,259
Godrej Meridien, NCR	335,088	441,762	304	395
Godrej Meadows, Pune	427,246	748,376	298	515
Godrej Sky Greens, Pune	450,640	450,640	282	282
Godrej Retreat, NCR	381,289	380,675	281	281
Godrej Park Retreat, Bangalore	385,633	385,633	244	244
Godrej Seven, Kolkata	292,283	370,752	136	173
Godrej Riviera, MMR	150,102	150,102	107	107
Godrej RKS, MMR	41,897	87,254	104	212
Godrej Urban Park, MMR	53,871	116,306	99	273
Godrej Prakriti, Kolkata	216,698	216,698	99	99
Godrej Bayview, MMR	36,703	131,563	69	255
Godrej Golf Links, NCR	75,274	297,012	67	226
Godrej Nest/Nurture ¹ , NCR	106,299	322,732	64	189
Godrej Palm Retreat ¹ , NCR	76,974	471,780	57	354
Godrej Exquisite, MMR	44,679	166,095	56	212
Godrej Hill Retreat, Pune	60,876	698,846	54	455
Others ²	672,226	4,153,014	443	2,251
Total	4,189,727	10,706,441	3,222	7,781

1. GPL is the development manager for the project

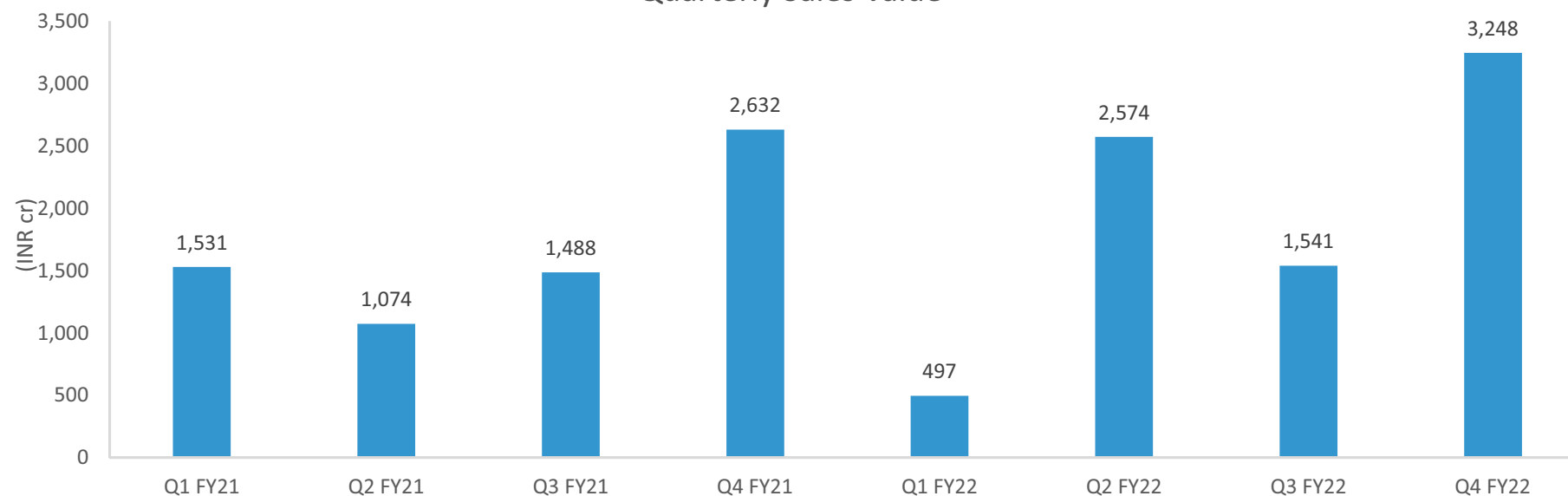
2. Includes cancellations in certain projects

PROJECT BOOKING (Contd.)

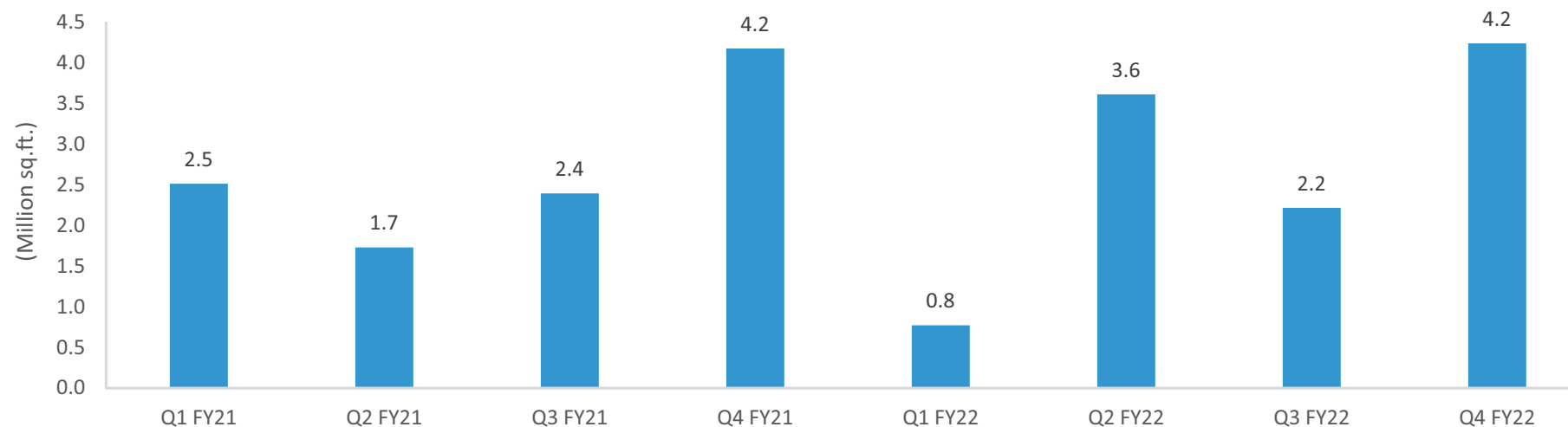
Particulars	Booking Area (sq. ft.)		Booking Value (INR Cr)	
	Q4 FY22	FY22	Q4 FY22	FY22
Commercial Projects				
Godrej Eternia, Chandigarh	25,266	77,826	18	59
Godrej Genesis, Kolkata	20,278	52,776	8	22
Total	45,544	130,602	26	81
Grand Total	4,235,271	10,837,043	3,248	7,861

QUARTERLY SALES TREND

Quarterly Sales Value



Quarterly Sales Volume



BUSINESS DEVELOPMENT

Added 3 new projects with saleable area of ~6.10 million sq. ft. in Q4 FY22

Sonipat, NCR

- Spread across 50 acres, this project will offer approximately 1.0 million sq. ft. of plotted residential development, offering attractive plot sizes along with exceptional lifestyle amenities
- The expected revenue potential from the project is approximately INR 750 crore
- GPL's economic interest is 51% of profit

Bannerghatta Road, Bangalore

- The project is an outright purchase of land in the residential micro-market of Bannerghatta Road in South Bangalore
- Spread over 33 acres, the project will offer approximately 3.4 million sq. ft. of saleable area with an estimated revenue potential of approximately INR 2,000 crore
- It is a 100% owned project with 4.8% area share to the landowner

Pimpri-Chinchwad, Pune

- The project is an outright purchase of land in the residential micro-market of Pimpri-Chinchwad in Pune
- Spread over 9 acres, the group housing project will offer approximately 1.7 million sq. ft. of saleable area with an estimated revenue potential of approximately INR 1,400 crore
- It is a 100% owned project

BUSINESS DEVELOPMENT (Contd.)

Existing project update

Godrej Tranquil, MMR

GPL Economic Interest: DM – 11% of Revenue

- GPL has extended its existing arrangements with Shivam Realty to develop a residential group housing project at Kandivali
- The site is strategically located with easy access to the Western Express Highway offering a well-developed social and civic infrastructure with multiple schools, hospitals, retail malls, residential and commercial spaces in close proximity
- The project is an extension of Godrej Tranquil and Godrej Nest and will offer approximately 0.7 million sq. ft. of saleable area with an estimated revenue potential of approximately INR 1,000 crore

Godrej 24, Bangalore

GPL Economic Interest: DM – 11% of Revenue

- GPL and the JVP have jointly decided to terminate the partnership for future phases of development
- Consequently, GPL will be involved only in the current phase of the project as the development manager

Post Q4 FY22 - Added a new project with saleable area of ~1.5 million sq. ft.

Nagpur Plotted, Nagpur

- Spread across 58 acres, this project will offer approximately 1.5 million sq. ft. of plotted residential development, offering attractive plot sizes
- The estimated revenue potential from the project is approximately INR 575 crore
- It is a 100% owned project

LAUNCH TRACKER FY22

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

New Project Launches Planned in FY22			
Project	City	Status	Launch Area*
Godrej Ananda (Bagalur)	Bangalore	✓	0.74
Godrej Park Retreat (Sarjapur 4)	Bangalore	✓	0.97
Ashok Vihar	NCR	✓	0.70
Whitefield Phase 1	Bangalore	✓	1.01
Hinjawadi 1	Pune	✓	0.42
Kolshet	MMR	✓	0.64
Sanpada	MMR	✓	0.39
Godrej Bayview	MMR	●	0.51
Godrej Riviera	MMR	●	0.60
Total			5.98

New Phase Launches Planned in FY22			
Project	City	Status	Launch Area*
Godrej Woods Phase 2	NCR	✓	0.83
Godrej Hill Retreat (Hillside 5)	Pune	✓	0.80
Godrej Serenity (Sector 33 Phase 2)	NCR	✓	0.56
Godrej Meadows (Hillside 6)	Pune	✓	0.71
Orchard @ Godrej Seven	Kolkata	✓	0.56
Godrej Sky Greens (Manjari 3)	Pune	✓	0.77
Godrej Meadows Phase 2 (Hillside 7)	Pune	✓	0.49
Bliss @ Godrej Palm Retreat	NCR	✓	0.45
Retreat @ Godrej Prakriti	Kolkata	✓	0.43
Mamurdi Phase 5	Pune	✓	0.65
Manjari 4	Pune	✓	0.64
Joka Phase 2B	Kolkata	✓	0.56
Okhla Tower 1	NCR	✓	0.22
GGL Phase 6	NCR	✓	0.72
Godrej Woods Phase 3	NCR	●	0.85
Godrej Retreat Phase 2	NCR	●	0.52
#Grandeur @ Godrej Meridien	NCR	●	0.28
Total			10.04

* in million sq. ft. ✓ Launched ✓ On - Track ✓ Delayed ● New Project/Phase Added ● New Project/Phase Added & Launched

LAUNCH TRACKER FY23

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

New Project Launches Planned in FY23			
Project	City	Status	Launch Area*
Hinjawadi Ph 1	Pune	✓	0.53
Wadala	MMR	✓	1.63
Thane	MMR	✓	0.65
Connaught Place	NCR	✓	0.13
Whitefield	Bangalore	✓	2.45
Nagpur Ph 1	Nagpur	✓	0.81
Ashok Vihar	NCR	✓	0.70
Sonipat	NCR	✓	1.07
Matunga	MMR	✓	0.18
Bannerghatta Road Ph 1	Bangalore	✓	1.08
Sarjapur 5 Ph 1	Bangalore	✓	1.08
Total			10.30

New Phase Launches Planned in FY23			
Project	City	Status	Launch Area*
Okhla Tower 1	NCR	✓	0.35
Godrej Garden City Ph 11	Ahmedabad	✓	1.40
Mahalunge Ph 8	Pune	✓	0.51
Mamurdi Ph 5	Pune	✓	1.10
Hinjawadi Ph 2	Pune	✓	0.53
Manjari 4	Pune	✓	0.64
Godrej Ananda Ph 2	Bangalore	✓	1.53
Joka Ph 2B	Kolkata	✓	0.57
Keshavnagar Ph 3	Pune	✓	0.85
Mamurdi Town Centre	Pune	✓	0.13
GGL Ph 6	NCR	✓	0.72
Sarjapur 4 Ph 2	Bangalore	✓	0.69
Hinjawadi Ph 3	Pune	✓	0.61
Ashok Vihar Ph 2	NCR	✓	0.99
Godrej Palm Retreat <small>Cluster D</small>	NCR	✓	0.46
Total			11.07

* in million sq. ft.  Launched  On - Track  Delayed  New Project/Phase Added  New Project/Phase Added & Launched

CONSTRUCTION HIGHLIGHTS

Delivered ~5.8 million sq. ft.* across 5 cities in Q4 FY22



Godrej Hillside 1 & 2, Pune
0.84 million sq.ft.



Godrej Aqua, Bangalore
0.78 million sq.ft.



Godrej City, MMR
0.70 million sq.ft.



Godrej Eternity, Bangalore
0.54 million sq.ft.



Godrej Avenues Phase 2,
Bangalore
0.36 million sq.ft.



Godrej Azure Phase 2, Chennai
0.21 million sq.ft.

*Plotted development projects which received OC

- Godrej Woodland, Bangalore - 1.29 million sq.ft.
- Godrej Retreat, NCR - 0.81 million sq.ft.
- Godrej Wood Park, Pune - 0.28 million sq.ft.

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CONSOLIDATED FINANCIAL STATEMENTS - P & L

(INR Cr)

Particulars	Q4 FY2022	Q4 FY2021	% Change	Q3 FY2022	% Change	FY2022	FY2021	% Change
Total Income	1,476	508	191%	399	270%	2,397	1,217	97%
Adjusted EBITDA*	439	-72	710%	121	261%	750	150	399%
EBITDA**	403	-79	611%	115	250%	705	119	494%
Profit before tax	354	-125	384%	68	421%	516	-86	703%
Net Profit after tax	260	-192	236%	39	568%	352	-189	286%

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

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

**EBITDA = PBT + Interest + Depreciation + Share of profit in Joint Venture

PBT = PBT + share of profit in Joint Venture

Note: All Numbers as per Ind AS

CONSOLIDATED FINANCIAL STATEMENTS - CASHFLOW

(INR Cr)

Notes	Particulars	Q4 FY22	FY22
A	Operating cashflow		
	Total operating cash inflow	2,886	7,771
	Operating cash outflow		
	Construction and related outflow	-986	-3,220
	Other project related outflow	-854	-2,789
	Total operating cash outflow	-1,841	-6,009
	Net operating cashflow	1,045	1,761
B	Financial cashflow		
	Interest and corporate taxes	-166	-686
	Net financial cashflow	-166	-686
C	Capital cashflow		
	Land & approval related outflow	-566	-1,735
	Advance to JV partners and others	-1	-214
	Net capital cashflow	-567	-1,948
D	Adjustment for JV projects	-450	-260
(A+B+C+D)	Total net GPL cashflow	-138	-1,133
E	Other Ind AS Adjustments	-16	85
(A+B+C+D+E)	(Increase)/Decrease in Net Debt under Ind AS	-153	-1,048

Note: Total operating cash inflow includes gross collection for DM projects and Other project related outflow includes JVP share of collection for DM projects

CONSOLIDATED FINANCIAL STATEMENTS - BS

(INR Cr)

Sr. No	Particulars	As on 31.03.2022	As on 31.03.2021
A	Assets	Unaudited	Audited
1	Non Current assets		
a	Property, Plant & Equipment	104.62	101.51
b	Right-of-Use Asset	24.73	27.83
c	Capital Work-in-Progress	339.49	229.25
d	Investment Property	34.03	23.17
e	Goodwill on consolidation	0.04	0.04
f	Other intangible assets	19.54	21.94
g	Intangible assets under development	0.79	0.10
h	Equity accounted investees	804.22	824.24
i	Financial assets		
	Other Investments	719.66	698.93
	Trade Receivables	173.22	71.71
	Loans	43.81	-
	Other non – current financial assets	8.94	782.01
j	Deferred tax assets (net)	307.74	288.93
k	Income tax assets (net)	76.43	68.71
l	Other non-current non-financial assets	50.77	33.21
	Total non-current assets	2,708.03	3,171.58
2	Current assets		
a	Inventories	5,668.31	4,801.41
b	Financial assets		
	Investments	3,359.08	3,719.39
	Trade receivables	191.69	250.73
	Cash and cash equivalents	179.08	268.71
	Bank balances other than above	1,159.43	404.54
	Loans	2,552.67	2,242.38
	Other current financial assets	1,224.10	987.21
c	Other current non-financial assets	761.17	399.15
	Total current assets	15,095.53	13,073.52
	Total Assets	17,803.56	16,245.10

CONSOLIDATED FINANCIAL STATEMENTS - BS

(INR Cr)

Sr. No	Particulars	As on 31.03.2022	As on 31.03.2021
B	Equity and Liabilities	Unaudited	Audited
1	Equity		
a	Equity share capital	138.99	138.97
b	Other equity	8,536.40	8,180.65
c	Non-controlling interest	-1.82	-
	Total Equity	8,673.57	8,319.62
2	Liabilities		
2.1	Non Current Liabilities		
a	Financial liabilities		
	Borrowings	1,000.00	1,000.00
	Lease Liabilities	18.16	21.79
	Other Non - Current Financial Liabilities	78.44	121.11
b	Deferred tax liabilities (Net)	-	0.02
c	Provisions	17.53	14.95
	Total Non-Current Liabilities	1,114.13	1,157.87
2.2	Current Liabilities		
a	Financial liabilities		
	Borrowings	4,169.82	3,563.26
	Lease Liabilities	8.25	7.49
	Trade payables		
	Total Outstanding Dues of Micro Enterprises and Small Enterprises	41.86	21.57
	Total Outstanding Dues of Creditors other than Micro Enterprises and Small Enterprises	2,212.24	1,880.13
	Other Current Financial Liabilities	454.27	347.50
b	Other Current Non Financial Liabilities	1,080.87	905.39
c	Provisions	38.77	33.19
d	Current Tax Liabilities (Net)	9.78	9.08
	Total Current Liabilities	8,015.86	6,767.61
	Total Liabilities	9,129.99	7,925.48
	Total Equity and Liabilities	17,803.56	16,245.10

FINANCIAL ANALYSIS

Profitability Indicators

Particulars	Q4 FY2022	Q4 FY2021	Q3 FY2022	FY2022	FY2021
Adjusted EBITDA / Total Income*	29.7%	-14.2%	30.4%	31.3%	12.3%
EBITDA / Total Income**	27.3%	-15.5%	28.8%	29.4%	9.8%
PBT Margin %	24.0%	-24.6%	17.0%	21.5%	-7.0%
Net Profit Margin % [#]	17.5%	-37.7%	9.8%	14.6%	-15.6%

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

**EBITDA = PBT + Interest + Depreciation + Share of profit in Joint Venture

#Net profit after minority interest

Leverage Indicators

Particulars	As on 31 st March 2022	As on 31 st December 2021	As on 31 st March 2021
Net Debt (INR Cr)	463	313	-582
Networth (INR Cr)	8,674	8,414	8,320
Net Debt / Equity Ratio	0.05	0.04	-0.07
Average Borrowing Cost (YTD)	5.95%	6.30%	6.75%

Note: All Numbers as per Ind AS

AGENDA

Overview 01

FY22 Highlights 02

Q4 FY22 Operational Highlights 03

Q4 FY22 Financial Highlights 04

Annexure **05**

A. RESIDENTIAL PROJECTS

Sr. 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 1	Bangalore	Residential	5.00	JV	Profit Share - 50%	Forthcoming
3	Godrej Woodland	Bangalore	Residential	0.60	Own	100% owned project	Ongoing
4	Godrej ECity	Bangalore	Residential	0.06	DM	DM Fee - 11% of Revenue	Ongoing
5	Godrej Reflections	Bangalore	Residential	0.97	JV	GPL holds 20% equity in the project specific company	Ongoing
6	Godrej Eternity	Bangalore	Residential	0.23	JV	GPL holds 25.1% equity in the project specific company	Ongoing
7	Godrej Air	Bangalore	Residential	0.16	JV	Profit Share - 50%	Ongoing
8	Tumkur Road	Bangalore	Residential	0.79	Own	Revenue Based - 78%	Forthcoming
9	Godrej Avenues	Bangalore	Residential	0.01	Own	100% owned project	Ongoing
10	Godrej Aqua	Bangalore	Residential	0.02	Own	100% owned project	Ongoing
11	Godrej 24	Bangalore	Residential	0.57	DM	DM Fee - 11% of Revenue	Ongoing
12	Godrej Royale Woods	Bangalore	Residential	1.57	JV	Profit Share - 55% (for 87.3% of area)	Ongoing
13	Godrej Reserve	Bangalore	Residential	0.05	JV	Profit Share - 21.7%	Ongoing
14	Godrej Nurture	Bangalore	Residential	1.36	JV	Profit Share - 50%	Ongoing
15	Godrej Ananda	Bangalore	Residential	3.00	JV	DM - 4.5% of Revenue & Profit Share - 49%	Ongoing
16	Godrej Park Retreat (Sarjapur 4)	Bangalore	Residential	1.66	Own	100% owned project	Ongoing
17	Whitefield	Bangalore	Residential	2.57	Own	100% owned project, 5.4% area share to landlord	Forthcoming

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

A. RESIDENTIAL PROJECTS

Sr. No.	Project Name	Location	Asset Class	Est. Saleable Area (mn sq. ft.)	Ind AS Classification	Business Model	Status
18	Sarjapur 5	Bangalore	Residential	1.50	Own	100% owned project	Forthcoming
19	Bannerghatta Road	Bangalore	Residential	3.61	Own	100% owned project; ~4.8% Area Share to landlord	Forthcoming
20	Godrej Palm Grove	Chennai	Residential	1.76	Own	Area Based - 70% (for 12.57 acres), 68% (for 4.82 acres)	Ongoing
21	Godrej Azure	Chennai	Residential	0.58	JV	Profit Share - 37%	Ongoing
22	Godrej Summit	Gurgaon	Residential	0.02	Own	Area Based - 65%	Ongoing
23(A)	Godrej Aria	Gurgaon	Residential	0.03	JV	Revenue Based - 65% (GPL owns 25.1% of equity in the project specific company)	Ongoing
23(B)	Godrej 101	Gurgaon	Residential	0.06	JV	Revenue Based - 65% (GPL owns 25.1% of equity in the project specific company)	Ongoing
24(A)	Godrej Oasis	Gurgaon	Residential	0.01	Own	Profit Share - 51%	Ongoing
24(B)	Godrej Icon	Gurgaon	Residential	0.11	Own	Profit Share - 51%	Ongoing
25	Godrej Nature+	Gurgaon	Residential	1.75	JV	Profit Share - 40%	Ongoing
26	Godrej Air	New Gurgaon	Residential	1.00	JV	Profit Share - 37.5%	Ongoing
27	Godrej Meridien	Gurgaon	Residential	1.52	JV	GPL owns 20% equity in project specific company	Ongoing
28	Godrej Habitat	Gurgaon	Residential	0.77	Own	Revenue Share - 95%	Ongoing
29	Kochi Project	Kochi	Residential	2.24	Own	Revenue Based - 70%	Forthcoming
30	Godrej Seven	Kolkata	Residential	3.00	JV	Profit Share - 46%	Ongoing
31	Godrej Prakriti	Kolkata	Residential	0.60	Own	100% Owned Project	Ongoing
32	Godrej Platinum	Mumbai	Residential	0.01	DM	DM Fee - 10% of Revenue	Ongoing
33	Godrej Emerald	Mumbai	Residential	1.35	JV	Revenue Based - 64% (GPL holds 20% equity in the project specific company)	Ongoing

A. RESIDENTIAL PROJECTS

Sr. No.	Project Name	Location	Asset Class	Est. Saleable Area (mn sq. ft.)	Ind AS Classification	Business Model	Status
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	7.55	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	0.04	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	G&B Lawkim, Thane	Mumbai	Residential	0.27	JV	Profit Based – 32%	Forthcoming
41	Godrej Tranquil	Mumbai	Residential	1.57	DM	DM Fee - 11% of Revenue	Ongoing
42	Godrej Edenwoods	Mumbai	Residential	0.03	JV	Profit Based - 50% (from 85% of revenue for this project)	Ongoing
43	Godrej Alive	Mumbai	Residential	2.10	DM	DM Fee - 10% of Revenue	Ongoing
44	Bandra	Mumbai	Residential	1.07	Own	Revenue Based - 60%	Forthcoming
45	Godrej Bayview	Mumbai	Residential	0.50	JV	Profit Share - 50%	Ongoing
46	Godrej Exquisite	Mumbai	Residential	0.79	JV	GPL holds 20% equity in the project specific company	Ongoing
47	Godrej RKS	Mumbai	Mixed Use	0.38	Own	100% owned project	Ongoing
48	Godrej Nirvaan	Mumbai	Residential	2.84	JV	Profit Share - 50%	Ongoing
49	Taloja	Mumbai	Residential	7.50	JV	Profit Share - 55%	Forthcoming
50	Thane	Mumbai	Residential	1.64	Own	100% owned project	Forthcoming
51	Godrej Urban Park	Mumbai	Residential	0.61	Own	100% owned project	Ongoing

A. RESIDENTIAL PROJECTS

Sr. No.	Project Name	Location	Asset Class	Est. Saleable Area (mn sq. ft.)	Ind AS Classification	Business Model	Status
52	Worli	Mumbai	Residential	1.27	JV	Profit Share - 50%	Forthcoming
53	Matunga	Mumbai	Residential	0.19	Own	Revenue Sharing - 89%	Forthcoming
54	Godrej Riviera	Mumbai	Residential	2.74	Own	100% owned project	Ongoing
55	Sanpada	Mumbai	Residential	0.39	Own	100% owned project	Forthcoming
56	Wadala	Mumbai	Residential	1.60	Own	GPL to construct space for society in lieu of saleable area	Forthcoming
57	Nagpur Plotted	Nagpur	Residential	1.52	Own	100% owned project	Forthcoming
58	Godrej South Estate	NCR	Residential	1.01	JV	Profit Share - 58%	Ongoing
59	Ashok Vihar	NCR	Residential	3.28	Own	100% owned project	Forthcoming
60	Godrej Retreat	NCR	Residential	0.12	Own	100% owned project	Ongoing
61	Connaught Place	NCR	Residential	0.13	JV	DM - 10% of Revenue & Profit Sharing - 50%	Forthcoming
62	Sonipat	NCR	Residential	1.00	Own	Profit Share - 51%	Forthcoming
63	Godrej Nest	Noida	Residential	2.20	DM	DM Fee - 11% of Revenue	Ongoing
64	Godrej Palm Retreat	Noida	Residential	1.82	DM	DM Fee - 13% of Revenue	Ongoing
65	Godrej Golf Links	Greater Noida	Residential	4.59	JV	Profit Share - 40%	Ongoing
66	Godrej Woods	Noida	Residential	2.46	JV	Profit Share - 49%	Ongoing
67	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
68	Godrej Infinity (Keshavnagar)	Pune	Residential	2.79	JV	Profit Share - 35%	Ongoing
69	Godrej Greens	Pune	Residential	1.05	JV	Profit Share - 40%	Ongoing
70	Godrej Park Greens (Mamurdi)	Pune	Residential	3.32	JV	DM - 6.6% of Revenue & Profit Share - 44%	Ongoing

A. RESIDENTIAL PROJECTS

Sr. No.	Project Name	Location	Asset Class	Est. Saleable Area (mn sq. ft.)	Ind AS Classification	Business Model	Status
71	Hinjawadi	Pune	Residential	10.20	JV	DM - 12.5% of Revenue & Profit Share - 50% at Portfolio level	Forthcoming
72	Manjari	Pune	Residential	4.06	JV		Ongoing
73	Kalyani Nagar	Pune	Residential	0.50	JV		Forthcoming
74	Mahalunge	Pune	Residential	4.97	JV		Ongoing
75	Ahire	Pune	Residential	2.90	JV		Forthcoming
76	Wagholi	Pune	Residential	1.70	JV		Forthcoming
77	Pimpri-Chinchwad	Pune	Residential	1.70	Own	100% owned project	Forthcoming

B. COMMERCIAL PROJECTS

Sr. No.	Project Name	Location	Asset Class	Est. Saleable/ Leasable Area (mn sq. ft.)	Ind AS Classification	Business Model	Status
1	Godrej Garden City*	Ahmedabad	Residential	2.40	Own	Phase I to IV: Area Based 73.6% Phase V : Revenue Based - 67.6% Phase VI : onwards - 17% of Revenue	Ongoing
2	Hebbal	Bangalore	Commercial	0.67	JV	GPL owns 20% equity in project specific company	Ongoing
3	Indira Nagar	Bangalore	Commercial	1.05	JV	GPL owns 20% equity in project specific company	Ongoing
4	Godrej Eternia	Chandigarh	Commercial	0.28	Own	Revenue Based - 54%	Ongoing
5	Godrej Genesis	Kolkata	Commercial	0.07	Own	Area Based – 62%	Ongoing
6(A)	Godrej Two*	Mumbai	Commercial	1.16	JV	GPL holds 50% equity in project specific company	Ongoing
6(B)	The Trees Hotel & Retail*	Mumbai	Mixed Used	0.34	Own	100% owned project	Ongoing
7	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
8	Godrej Genesis	Pune	Commercial	0.48	Own	Revenue Based - 58%	Forthcoming
9	Koregaon Park	Pune	Commercial	1.50	JV	GPL owns 20% of equity in project specific company	Ongoing
10	Yerwada	Pune	Commercial	0.93	JV	GPL owns 20% of equity in project specific company	Forthcoming
11	Golf Course Road	Gurgaon	Commercial	0.91	JV	GPL owns 12% of equity in project specific company	Ongoing

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

THANK YOU

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