

RESULTS PRESENTATION

SECOND 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**

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GODREJ GROUP

- Established in 1897
- \$4.6 bn in annual revenue
- 1.1 billion people globally use a Godrej product¹
- Godrej ranked as 2nd most trusted Indian brand²
- \$2.8 billion brand valuation by Interbrand³
- 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

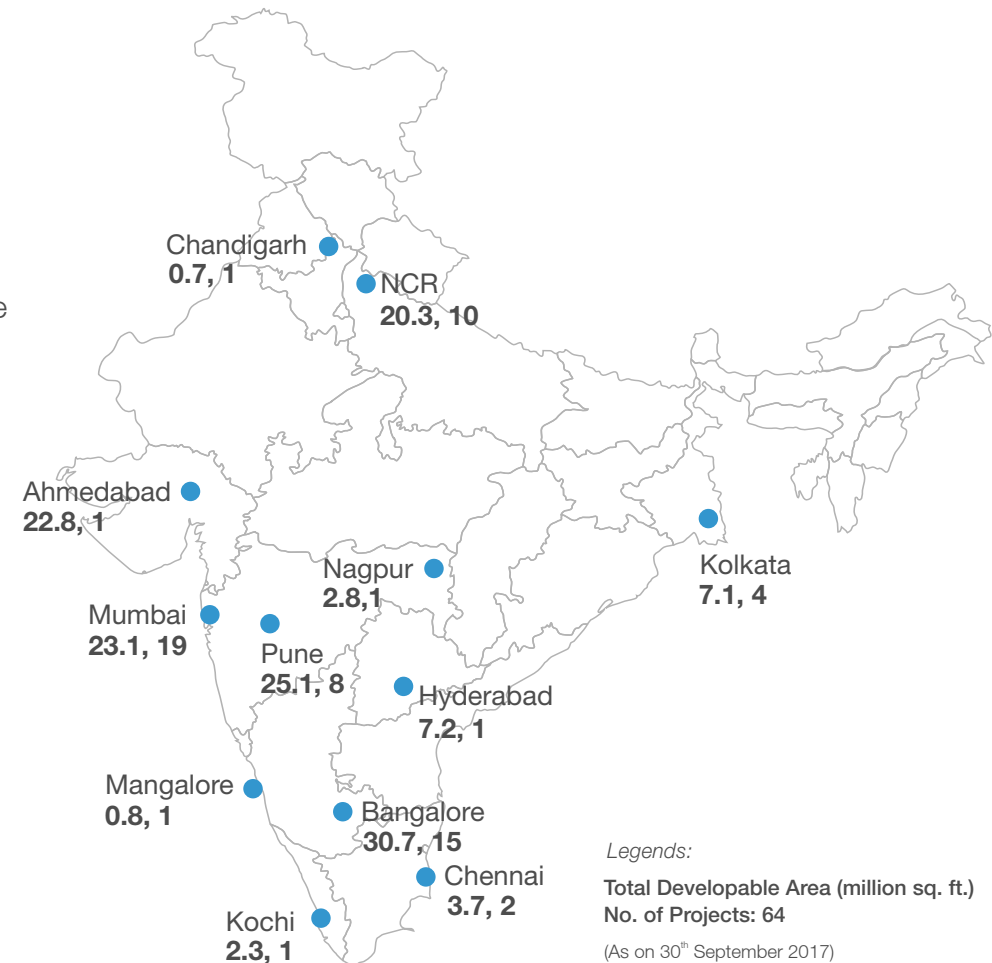
Value Creation Track Record

Particulars	16 year CAGR in stock price	₹ 1 invested in June 2001 is now worth
BSE Sensex	15%	9
Godrej Consumer Products	34%	123
Godrej Industries	38%	197

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 publicly listed developer by booking value over the past two years
- Successfully delivered over 15 million sq. ft. of real estate in the past four years
- ~145 million sq. ft. of developable area across India
- Differentiated asset-light business model
- Over 200 awards received



STRENGTHS

Godrej Brand	<ul style="list-style-type: none"> • Godrej ranked as the 2nd most trusted Indian brand in the 2013 Brand Trust Report¹ • 1.1 billion people globally use a Godrej product² • 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 • Asset light, capital efficient and high ROE development model
Strong Project Pipeline	<ul style="list-style-type: none"> • Added 21 projects with ~47 million sq. ft. saleable area in the last 3 years³ • Access to Group's land bank across India (e.g. Vikhroli)
Sales and Execution Capability	<ul style="list-style-type: none"> • India's largest publicly listed developer by cumulative booking value over the past two years • Successfully delivered over 15 million over sq. ft. of real estate in the past four 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

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 30th September 2017

STOCK PERFORMANCE

An investment into GPL's IPO would be worth ~5x an identical investment into the BSE Realty Index

Value Creation Track Record

Particulars	8 year CAGR in stock price	₹ 1 invested in January 2010 is now worth
BSE Sensex	7.7%	1.78
Godrej Properties	13.6%	2.69
BSE Realty Index	-7.8%	0.53

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Q2 FY18 HIGHLIGHTS

Sales Highlights

- 122% YoY growth in the value of sales bookings in Q2 FY18 – total booking value stood at INR 1,335 Cr
- Value of sales in H1 FY18 (INR 2,809 Cr) ~ 40% higher than sales in all of FY17 (INR 2,020 Cr)
- Residential sales in H1 FY18 higher than in any other previous half year period

Business Development

- Best ever half year period for GPL business development in terms of number of new deals with 8 new projects added YTD
- Added 4 new projects with ~12.6 million sq. ft. of saleable area in Q2 FY18

Global Recognition for Sustainability Initiatives

- Ranked 2nd in Asia & 6th globally by GRESB (Global Real Estate Sustainability Benchmark) 2017 - An industry-driven organization which assesses Environmental, Social and Governance (ESG) performance of real estate globally

Other Highlights

- 13 awards received in Q2 FY18

SALES HIGHLIGHTS

122% YoY growth in the value of sales bookings

Particulars	Q2 FY18	Q2 FY17	Growth	Q1 FY18	Growth	H1 FY18	H1 FY17	Growth
Area Sold (sq. ft.)	1,556,058	736,891	111%	1,799,678	-14%	3,355,736	1,329,606	152%
Booking Value** (INR Cr)	1,335	600	122%	1,474	-9%	2,809	987	184%

*Includes :

- 14,695 sq. ft. of JVP area in Q2 FY18 & 13,196 sq. ft. of JVP area in Q2 FY17 & 9,932 sq. ft. of JVP area in Q1 FY18
- 24,627 sq. ft. of JVP area in H1 FY18 & 31,278 sq. ft. of JVP area in H1 FY17

**Includes

- INR 5 Cr of JVP booking value in Q2 FY18 & INR 6 Cr of JVP booking value in Q2 FY17 & INR 4 Cr of JVP booking value in Q1 FY18
- INR 9 Cr of JVP booking value in H1 FY18 & INR 12 Cr of JVP booking value in H1 FY17

Excellent response to new project/phase launches

Godrej Air, Bangalore

- Launched in August 2017
- Sold 380 apartments in the launch month
- Total sales stood at 503,422 sq. ft. at an average price of ~INR 6,600 per sq. ft. with a booking value of INR 333 Cr

Evoke at Godrej Golf Links, Greater Noida

- Launched in August 2017
- Sold 39 limited edition luxury villas at an average price of ~INR 3 Cr per villa
- Total project sales stood at 295,452 sq. ft. at an average price of ~INR 6,400 per sq. ft. with a booking value of INR 189 Cr

Strong momentum in sustenance sales

Excluding sales in new launches, sales for Q2 FY18 stood at ~873,000 sq. ft. with a booking value of ~INR 883 Cr

~409,000 sq. ft. in Mumbai with a booking value of INR 647 Cr

~252,000 sq. ft. in Pune with a booking value of INR 127 Cr

~100,000 sq. ft. in NCR with a booking value of INR 55 Cr

~26,500 sq. ft. in Bangalore with a booking value of INR 24 Cr

~85,000 sq. ft. in other cities with a booking value of INR 31 Cr

PROJECT BOOKING

Particulars	Booking Area (sq. ft.)		Booking Value (INR Cr)	
	Q2 FY18	H1 FY18	Q2 FY18	H1 FY18
Residential Projects				
Godrej Air, Bangalore	503,422	503,422	333	333
Godrej Emerald, Mumbai	256,194	273,067	235	248
Godrej Golf Links, NCR	295,452	646,067	189	398
The Trees, Vikhroli	36,728	247,404	74	508
Godrej Horizon, Pune	116,259	163,757	53	74
Godrej Prime, Mumbai	26,150	40,282	40	60
Godrej Infinity, Pune	70,017	120,118	39	66
Others ¹	176,166	1,281,428	100	845
Total (Residential Projects)	1,480,388	3,275,545	1,063	2,534
Commercial Projects				
Godrej BKC, Mumbai	75,670	75,670	272	272
Godrej Genesis, Kolkata	0	4,521	-	2
Total (Commercial Projects)	75,670	80,191	272	275
Grand Total	1,556,058	3,355,736	1,335	2,809

¹ Includes cancellations in certain projects

BUSINESS DEVELOPMENT

Added 4 new projects with ~12.6 million sq. ft. of saleable area in Q2 FY18

LBS Marg, Thane, Mumbai

- Entered into a development management agreement to develop a residential project with saleable area of 2.1 million sq. ft.
- GPL's 19th project in Mumbai
- Strategically located with easy access to the Eastern Express Highway and extremely well developed social and civic infrastructure
- GPL's economic interest is 10% of revenue

Sarjapur, East Bangalore

- Entered into a development management agreement to develop a residential project with saleable area of 4.7 million sq. ft.
First phase of the project will offer ~1.35 million sq. ft. of saleable area
- GPL's 14th project in Bangalore
- Well connected to key IT Hubs of Sarjapur Road, Whitefield, Outer Ring Road and Electronic City
- GPL's economic interest is 11% of revenue

Devanahalli, North Bangalore

- Entered into a partnership to develop a residential group housing project with saleable area of 1.34 million sq. ft.
- GPL's 15th project in Bangalore
- In close proximity to Bangalore International Airport, Aerospace SEZ and IT & Hardware Park
- GPL's economic interest is 55% of profit

BUSINESS DEVELOPMENT (CONTD.)

Added 4 new projects with ~12.6 million sq. ft. of saleable area in Q2 FY18

Mamurdi, West Pune*

- Entered a partnership to develop a residential project in Mamurdi with saleable area of 4.5 million sq. ft.
- Strategically located just off the Mumbai - Pune expressway and very close to prime commercial centers such as Wakad, Hinjawadi, and the automobile hub of Pimpri Chinchwad
- GPL's economic interest is 11% of revenue as DM Fee and 26% of profit

Existing Project Update

Godrej Garden City, Ahmedabad – Change in structure

- In the new structure, GPL will receive 17% of the revenue from the project while all investments excluding GPL overheads and marketing costs will be borne by the joint venture partner.
- There will be no further capital deployed by GPL in this project. This will ensure that the project becomes strongly cash generative for GPL

G&B Hyderabad project exit

- Given the change in strategy with regard to the Hyderabad market, GPL has exited the agreement with G&B to develop a residential project at Moosapet, Hyderabad

*Partnership agreement was signed in September 2017 but registration and announcement happened in the first week of October 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	✓
Godrej Air	Bangalore	✓
Sector 150	NCR	✓
Sarjapur 2	Bangalore	✓
Joka	Kolkata	✓
LBS Marg, Thane	Mumbai	●
Bellary Road	Bangalore	●
Sohna Road	NCR	●

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

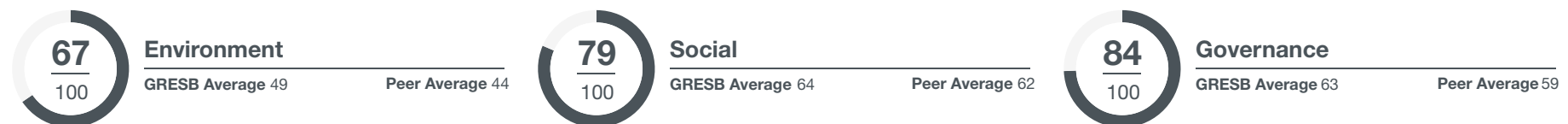
✓ Launched ✓ On - Track ✓ Delayed ● New Project Added

SUSTAINABILITY HIGHLIGHTS

Ranked 2nd in Asia & 6th globally by GRESB (Global Real Estate Sustainability Benchmark) 2017 - An industry-driven organization which assesses Environmental, Social and Governance (ESG) performance of real estate globally

- GRESB is an industry-driven organization committed to rigorous and independent evaluation of the sustainability performance of real estate across the globe
- 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
- GRESB is widely recognized as the global standard for portfolio-level ESG reporting and benchmarking in the real estate sector

ESG Breakdown



Rankings



AWARDS AND RECOGNITIONS

GPL received 13 awards in Q2 FY18 and a total of 23 awards in H1 FY18

GODREJ PROPERTIES

- **Developer of the year**
Golden Bricks Awards 2016-17
- **India's Top Builders Award**
CWAB Awards 2017
- **Sectoral Procurement Excellence - Construction & Real Estate**
5th Procurement Excellence Awards - 5th Procurement Strategy Summit
- **Excellence in Procurement Sustainability**
Runner's up - CPO Awards 2017

PROJECT & INDIVIDUAL AWARDS

- **Godrej One, Mumbai**
Emerson Cup 2017 - IGBC Green New Buildings (Tenant Occupied) Category
International Engineering Society of North America (IESNA) - Lighting Designers Award of Merit (2017) in recognition of meritorious contribution to lighting design
- **Godrej Origins, Mumbai**
Innovative Marketing Campaign of the Year - Asia Real Estate Excellence Awards 2017
- **Godrej 24, Pune**
Innovative Concept Project of the year - Golden Bricks Awards 2016-17
- **Godrej Gold County, Bangalore**
Runners up - Green Project of the Year - Construction Week India Awards 2017
- **Godrej Prana, Pune**
Certificate of Merit - National Safety Council
- **Godrej Infinity, Pune**
Certificate of Merit - National Safety Council
- **Pirojsha Godrej**
40 Most Influential Indians Under 40 – AsiaOne 2017
Pride of India - Globe Luxurié Décodé 2017

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PERFORMANCE METRICS – Q2 FY2018

(INR Cr)

Key Performance Metrics	Q2 FY18	Q2 FY17	% change
Total Income	532	368	45%
Profit Before Tax	71	31	128%
PAT (after minority interest)	44	23	89%

Total income split by project

(INR Cr)

Projects	Total Income	% of total
Godrej BKC, Mumbai	289	54%
The Trees, Vikhroli	73	14%
Godrej Platinum, Bangalore	31	6%
Godrej Summit, Gurgaon	22	4%
Godrej Garden City, Ahmedabad	11	2%
Godrej Serenity, Mumbai	9	2%
Others	97	18%
Total	532	100%

Note: All Numbers as per Ind AS

PERFORMANCE METRICS – H1 FY 2018

(INR Cr)

Key Performance Metrics	H1 FY18	H1 FY17	% change
Total Income	877	703	25%
Profit Before Tax	114	85	34%
PAT (after minority interest)	67	67	1%

Total income split by project

(INR Cr)

Projects	Total Income (INR Cr)	% of total
Godrej BKC, Mumbai	301	34%
The Trees, Vikhroli	148	17%
Godrej Platinum, Bengaluru	77	9%
Godrej Garden City, Ahmedabad	44	5%
Godrej Summit, Gurgaon	38	4%
Others	269	31%
Total	877	100%

Note: All Numbers as per Ind AS

CONSOLIDATED FINANCIAL STATEMENTS – P & L

(INR Cr)

Particulars	Q2 FY2018 (INR Cr)	Q2 FY2017 (INR Cr)	% Change	Q1 FY2018 (INR Cr)	% Change	H1 FY2018 (INR Cr)	H1 FY2017 (INR Cr)	% Change
Total Income	532	368	45%	345	54%	877	703	25%
Adjusted EBITDA**	166	103	61%	90	84%	255	202	26%
EBITDA*	115	62	86%	78	48%	193	133	45%
Profit before tax	71	31	128%	43	66%	114	85	34%
Net Profit after tax	44	23	89%	23	89%	67	67	1%

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

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

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

PBT = PBT + share of profit in Joint Venture

Note: All Numbers as per Ind AS

CONSOLIDATED FINANCIAL STATEMENTS – BS

(INR Cr)

Sr. No	Particulars	As on 30.09.2017	As on 31.03.2017
A	Assets	Unaudited	Audited
1	Non Current assets		
a	Property, plant & equipment	88.31	74.79
b	Capital Work-in-Progress	0.18	0.01
c	Investment Property	2.56	-
d	Goodwill	0.04	0.04
e	Other intangible assets	25.87	27.23
f	Intangible assets under development	0.03	0.02
g	Investment in joint ventures and associates	99.81	81.40
h	Financial assets		
	Investments	394.20	312.35
	Loans	82.00	76.42
	Other non – current financial assets	1.07	2.00
l	Deferred tax assets (net)	159.44	159.26
j	Income tax assets (net)	120.81	118.89
	Other non-current non-financial assets	15.28	15.28
	Total non-current assets	989.60	867.69
2	Current assets		
a	Inventories	3,292.88	3,966.12
b	Financial assets		
	Investments	557.74	366.26
	Trade receivables	319.40	221.82
	Cash and cash equivalents	220.13	73.83
	Bank balances other than above	44.54	36.58
	Loans	801.67	728.85
	Other current financial assets	730.03	741.52
c	Other current non-financial assets	193.23	178.18
	Total current assets	6,159.62	6,313.16
	Total Assets	7,149.22	7,180.85

CONSOLIDATED FINANCIAL STATEMENTS – BS

(INR Cr)

Sr. No	Particulars	As on 30.09.2017	As on 31.03.2017
B	Equity and Liabilities	Unaudited	Audited
1	Equity		
a	Equity share capital	108.24	108.18
b	Other equity	1,964.42	1,895.54
	Total Equity	2,072.66	2,003.72
2	Liabilities		
2.1	Non Current Liabilities		
a	Financial liabilities		
	Borrowings	500.64	474.76
	Trade payables	-	0.52
b	Deferred tax liabilities (Net)	0.69	0.20
c	Provisions	7.20	6.54
	Total non-current liabilities	508.53	482.02
2.2	Current Liabilities		
a	Financial liabilities		
	Borrowings	3,458.51	3,505.66
	Trade payables	226.49	467.87
	Other current financial liabilities	195.16	205.16
b	Other current non financial liabilities	650.84	500.35
c	Provisions	1.05	0.34
d	Current tax liabilities (Net)	35.98	15.74
	Total Current Liabilities	4,568.03	4,695.11
	Total Liabilities	5,076.56	5,177.13
	Total Equity & Liabilities	7,149.22	7,180.85

CONSOLIDATED FINANCIAL STATEMENTS – CASHFLOW

(INR Cr)

Notes	Particulars	Q2 FY18
A	Operating cashflow	
	Total operating cash inflow	740
	Operating cash outflow	
	Construction and related outflow	(259)
	Other project related outflow	(254)
	Total operating cash outflow	(514)
	Net operating cashflow	226
B	Financial cashflow	
	Interest, corporate tax and other outflow	(112)
	Net financial cashflow	(112)
C	Capital cashflow	
	Land & approval related outflow	(157)
	Advance to JV partners	(29)
	Net capital cashflow	(186)
(A+B+C)	Net cashflow	(72)
D	Ind AS Adjustments	41
(A+B+C+D)	(Increase)/Decrease in Net Debt under Ind AS	(31)

Note: All Numbers as per Ind AS

FINANCIAL ANALYSIS

Profitability Indicators

(INR Cr)

Particulars	Q2 FY2018	Q2 FY2017	Q1 FY2018	H1 FY2018	H1 FY2017
Adjusted EBITDA / Total Income**	31.1%	27.9%	26.1%	29.1%	28.7%
EBITDA / Total Income*	21.7%	16.8%	22.6%	22.0%	18.9%
PBT Margin %	13.3%	8.5%	12.4%	13.0%	12.1%
Net Profit Margin % [#]	8.3%	6.4%	6.8%	7.7%	9.5%

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

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

[#]Net profit after minority interest

Leverage Indicators

Particulars	As on 30 th Sep 2017	As on 30 th Jun 2017	As on 31 st Mar 2017
Net Debt (INR Cr)	3,122	3,091	3,499
Net Debt / Equity Ratio	1.51	1.53	1.75
Average Borrowing Cost (YTD)	8.10%	8.45%	8.80%

Note: All Numbers as per Ind AS

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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 1	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%	Ongoing
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	Sarjapur 3	Bangalore	Residential	4.70	DM	DM Fee – 11% of Revenue	Forthcoming
16	Devanahalli 2	Bangalore	Residential	1.34	JV	Profit Sharing – 55% (for 90% of area)	Forthcoming
17	Godrej Palm Grove	Chennai	Residential	1.87	Own	Area Based – 70% (for 12.57 acres), 68% (for 4.82 acres)	Ongoing
18	Godrej Azure	Chennai	Residential	1.00	JV	Profit Sharing – 37%	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
19	Godrej Summit	Gurgaon	Residential	0.12	Own	Area Based – 65%	Ongoing
20(A)	Godrej Aria	Gurgaon	Residential	0.69	JV	Revenue Based – 65% (GPL owns 25.1% of equity in the project specific company)	Ongoing
20(B)	Godrej 101	Gurgaon	Residential	1.00	JV	Revenue Based – 65% (GPL owns 25.1% of equity in the project specific company)	Ongoing
21(A)	Godrej Oasis	Gurgaon	Residential	0.50	JV	Profit Sharing – 38%	Ongoing
21(B)	Godrej Icon	Gurgaon	Residential	0.70	JV	Profit Sharing – 38%	Ongoing
22	Godrej Frontier	Gurgaon	Residential	0.42	Own	Revenue Based – 70%	Ongoing
23	Sohna Road	Gurgaon	Residential	1.7	JV	Profit Sharing – 40%	Forthcoming
24	Sector 85	New Gurgaon	Residential	1.05	JV	Profit Sharing – 37.5%	Forthcoming
25	Sector 106	Gurgaon	Residential	1.5	JV	GPL owns 20% equity in project specific company	Forthcoming
26	Godrej Oasis	Hyderabad	Residential	4.87	Own	Land is owned by GPL	Forthcoming
27	Kochi Project	Kochi	Residential	2.24	Own	Revenue Based – 70%	Forthcoming
28	Joka	Kolkata	Residential	3.00	JV	Profit Sharing – 46%	Forthcoming
29	Godrej Prakriti	Kolkata	Residential	1.36	Own	100% Owned Project	Ongoing
30	Godrej Platinum	Kolkata	Residential	0.17	Own	Revenue Based – 45%	Ongoing
31	Godrej Alpine	Mangalore	Mixed Use	0.64	Own	Area Based for residential area – 71.5%	Ongoing
32	Godrej Central	Mumbai	Residential	0.68	JV	Revenue Based 87.5%. GPL owns 51% of equity in the project specific company	Ongoing
33	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
34	Godrej Emerald	Mumbai	Residential	1.00	JV	Revenue Based – 64% (GPL holds 20% equity in the project specific company)	Ongoing
35	Godrej Park	Mumbai	Residential	0.77	Own	Revenue Based – 56.5%	Forthcoming
36	Godrej Vihaa	Mumbai	Residential	1.30	DM	DM Fee – 10% of Revenue	Ongoing
37	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
38	The Trees	Mumbai	Mixed Use	1.20	Own	100% owned project	Ongoing
39	G&B, Vikhroli	Mumbai	Residential	0.80	DM	DM Fee – 10% of Revenue	Forthcoming
40	G&B, Vikhroli	Mumbai	Mixed Use	1.20	DM	DM Fee – 10% of Revenue	Forthcoming
41	Godrej Sky ¹	Mumbai	Residential	0.30	DM	DM Fee Rs 50 cr, with upside promote to GPL above certain price threshold	Ongoing
42	G&B Lawkim, Thane	Mumbai	Residential	0.27	JV	Profit Based – 32%	Forthcoming
43	Godrej Prime	Mumbai	Residential	0.75	JV	91.0% Revenue Sharing (GPL owns 51% of equity in the project specific company)	Ongoing
44	Godrej Links	Mumbai	Residential	0.19	Own	GPL to construct space for society in lieu of saleable area	Forthcoming
45	Godrej Serenity	Mumbai	Residential	0.02	Own	Revenue Based – 50%	Ongoing
46	Godrej Tranquil	Mumbai	Residential	1.00	DM	DM Fee – 11% of Revenue	Ongoing
47	Sundar Sangam	Mumbai	Residential	0.10	Own	GPL to construct space for society in lieu of saleable area	Forthcoming
48	Godrej Edenwoods	Mumbai	Residential	0.03	JV	Profit Based – 50% (from 85% of revenue for this project)	Ongoing
49	LBS Marg, Thane West	Mumbai	Residential	2.10	DM	DM Fee – 10% of Revenue	Forthcoming

* 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
50	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
51	Godrej Platinum	NCR	Residential	0.85	JV	Revenue Based – 52.5% (GPL owns 25.1% of equity in the project specific company)	Forthcoming
52	Sector 150	Noida	Residential	4.00	DM	DM Fee – 11% of Revenue	Forthcoming
53	Godrej Golf Links	Greater Noida	Residential	4.00	JV	Profit Share - 40%	Ongoing
54	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
55	Godrej Infinity	Pune	Residential	2.80	JV	Profit Sharing – 35%	Ongoing
56	Godrej 24	Pune	Residential	1.7	JV	Revenue Based 96% (GPL owns 49% equity in project specific company)	Ongoing
57 (A)	Godrej Prana	Pune	Residential	0.80	JV	Profit Sharing – 40%	Ongoing
57 (B)	Godrej Greens	Pune	Residential	0.79	JV	Profit Sharing – 40%	Ongoing
58	Bavdhan	Pune	Residential	0.56	JV	Profit Sharing – 45%	Forthcoming
59	Mamurdi	Pune	Residential	4.50	JV	DM- 11% of Revenue & Profit Sharing – 26%	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	Phase I to IV: Area Based – 73.6% Phase V : Revenue Based – 67.6% Phase VI onwards - 17% of Revenue	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	75.28%	0.18
2	Godrej Summit Tower L	73.60%	0.19
3	Godrej Oasis Tower SL1	61.42%	0.13
4	Godrej Oasis Tower SL2	61.56%	0.09
5	Godrej Oasis Tower SL3	57.20%	0.09
6	Godrej Oasis Tower SL4	63.68%	0.09
7	Godrej Oasis Tower SL5	61.29%	0.09
8	Godrej Icon Tower A	53.65%	0.08
9	Godrej Icon Tower B	52.40%	0.11
10	Godrej Icon Tower C	50.91%	0.12
11	Godrej Icon Tower D	51.36%	0.09
12	Godrej Icon Tower Iconic	40.43%	0.21
13	Godrej Aria Tower 1A	40.80%	0.12
14	Godrej Aria Tower 1B	40.56%	0.12
15	Godrej Aria Tower 1C	40.34%	0.12
16	Godrej Aria Tower 1D	37.97%	0.12
17	Godrej Aria Tower 1E	41.92%	0.08

Gurgaon (contd..)

No.	Project /Phase	WC*	Area**
18	Godrej Aria Tower 1F	41.43%	0.08
19	Godrej Aria Tower 2A*	34.77%	0.13
20	Godrej Aria Tower 2B*	34.01%	0.13
21	Godrej Aria Tower 2C	38.88%	0.13
22	Godrej Aria Tower 2D	38.98%	0.14
23	Godrej Aria Tower 2E	38.64%	0.05
24	Godrej Aria Tower 2F	39.16%	0.04
25	Godrej Frontier Phase 2	96.04%	0.29
26	Godrej Frontier Phase 3	96.11%	0.15
27	Godrej Frontier Phase 4	95.66%	0.13

Mumbai

No.	Project /Phase	WC*	Area**
1	Godrej BKC	98.13%	1.3
2	Godrej Central Phase 1	80.70%	0.46
3	Godrej Central Phase 2	77.05%	0.2
4	Godrej Central Phase 3	76.68%	0.05
5	Godrej Prime Tower S01	49.26%	0.16
6	Godrej Prime Tower S02	47.08%	0.09
7	Godrej Prime Tower S03	47.68%	0.07
8	Godrej Prime Tower S04	49.00%	0.07
9	Godrej Prime Tower S05	49.04%	0.07
10	Godrej Prime Tower S06	51.82%	0.07
11	Godrej Prime Tower S07	51.53%	0.07
12	The Trees Resi Phase 1	56.98%	0.5
13	The Trees Resi Phase 2	53.57%	0.34

*Work Completion as on 30th September, 2017

**in million sq. ft.

*Attained revenue recognition in Q2 FY18

CONSTRUCTION HIGHLIGHTS

Ahmedabad

No.	Project /Phase	WC*	Area**
1	GGC Phase 3Aa	66.74%	0.11
2	GGC Phase 5 (Carmel C&F)	94.71%	0.26
3	GGC Phase 5A (CAR G/I)	92.71%	0.13
4	GGC Phase 5AB	93.32%	0.12
5	Affordable housing Phase1	92.22%	0.30
6	Affordable housing Phase 2	89.18%	0.27

Pune

No.	Project /Phase	WC*	Area**
1	Godrej Prana Tower A	62.58%	0.14
2	Godrej Prana Tower B	64.24%	0.12
3	Godrej Prana Tower C	63.37%	0.12
4	Godrej Prana Tower D	52.35%	0.07
5	Godrej Prana Tower E	48.76%	0.07
6	Godrej Prana Tower F	38.51%	0.07
7	Godrej Prana Tower G	56.14%	0.10
8	Godrej Infinity Tower T1	47.32%	0.15
9	Godrej Infinity Tower T2	41.85%	0.17
10	Godrej Infinity Tower T3	43.34%	0.25
11	Godrej Infinity Tower T4	41.44%	0.26
12	Godrej Infinity Tower T5	41.76%	0.25
13	Godrej Infinity Tower T6	47.55%	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	68.82%	0.37
4	Godrej Platinum Tower 1	94.93%	0.09
5	Godrej Platinum Tower 2	95.47%	0.07

Bangalore/Chennai

No.	Project /Phase	WC*	Area**
1	Godrej Gold County Phase 1	75.03%	0.29
2	Godrej Gold County Phase 2	84.26%	0.07
3	Godrej Eternity*	53.22%	0.54
4	Godrej Azure	45.96%	0.25

*Work Completion as on 30th September, 2017

**in million sq. ft.

*Attained revenue recognition in Q2 FY18

THANK YOU

For further information, please contact:

Rajendra Khetawat

Godrej Properties Limited

Tel: +91 22 6169 8500

Fax: +91 22 6169 8888

Email: rajendra@godrejproperties.com