

# ANNUAL REPORT

2015-16





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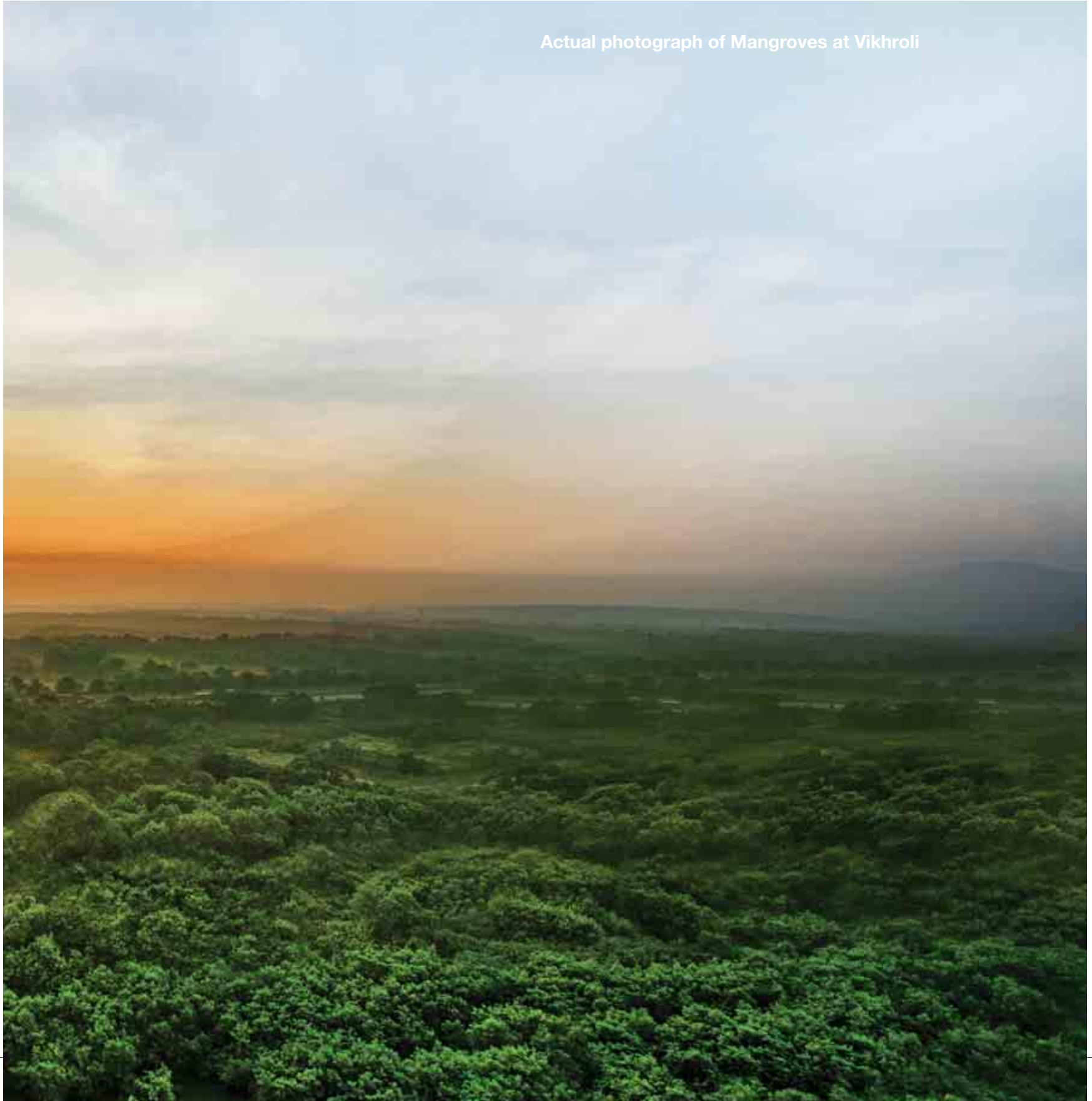
This annual report is printed on **Eco-Friendly** Paper

# VISION



**We aspire to be the nation's leading and most trusted real estate company. We shall deliver superior value to all stakeholders through extraordinary and imaginative spaces and service created out of deep customer focus and insight.**

Actual photograph of Mangroves at Vikhroli



# THE YEAR THAT WAS

## **GPL's BEST EVER FINANCIAL YEAR (FY2016 PERFORMANCE OVERVIEW COMPARED WITH FY2015)**

- Recorded highest ever Total Income, EBITDA, PBT & PAT
- Total income increased by 42% to INR 2,728 crore compared to INR 1,927 crore
- EBITDA increased by 30% to INR 445 crore from INR 341 crore
- PBT increased by 27% to INR 414 crore compared to INR 326 crore
- Net profit increased by 21% to INR 231 crore from INR 191 crore

## **FY16 SALES HIGHLIGHTS**

- Highest ever sales in a financial year - booking value of INR 5,038 crore, is the highest achieved by any publicly listed real estate developer in India in FY16
- Highest number of new project launches in the history of GPL
- 88% YoY growth in bookings despite weak market conditions

## **CONTINUED SUCCESS IN BUSINESS DEVELOPMENT**

- Added 4 new projects with 0.63 million square meters of saleable area
- Entered the Noida and Thane markets

## **GODREJ BKC DEAL**

- Sold 40,428 square meters at Godrej BKC, Mumbai for INR 1,479 crore

- Largest ever end-user commercial real estate transaction in India
- Price of INR 365,840 per square meter is the highest price achieved on any major commercial real estate deal in Mumbai in the recent past

## **THE TREES, VIKHROLI**

- Most successful launch in GPL's history
- Sold 470 apartments across two phases
- Total sales of 58,897 square meters at an average price of INR 207,819 per square meter with a booking value of INR 1,224 crore

## **GODREJ FUND MANAGEMENT**

- Established Godrej Fund Management (GFM), a dedicated fund management subsidiary of GPL
- GFM raised USD 275 million for Godrej Residential Investment Program II (GRIP II)
- Leverages the strength of our brand and operational capabilities to access exciting new opportunities

## **STRONG FOCUS ON EXECUTION**

- Delivered 0.56 million square meters in FY16 which includes 0.39 million square meters of residential and 0.17 million square meters of commercial space across eight cities in FY16

## **OTHER HIGHLIGHTS**

- GPL has co-founded the Sustainable Housing Leadership Consortium (SHLC) to promote sustainable development in India
- 9 projects received green building certifications
- 49 awards received in FY16





The Trees, Vikhroli



# COMPANY INFORMATION

## **DIRECTORS:**

Mr. Adi B. Godrej  
Chairman

Mr. Pirojsha Godrej  
Managing Director & Chief Executive Officer

Mr. Mohit Malhotra  
Executive Director

Mr. Jamshyd N. Godrej  
Director

Mr. Nadir B. Godrej  
Director

Ms. Parmeshwar A. Godrej  
Director

Mr. Amit B. Choudhury  
Director

Mr. Keki B. Dadiseth  
Director

Mrs. Lalita D. Gupte  
Director

Mr. Amitava Mukherjee  
Director

Mr. S. Narayan  
Director

Dr. Pritam Singh  
Director

Mr. Pranay Vakil  
Director

## **REGISTERED OFFICE**

Godrej One, 5th Floor,  
Pirojshanagar, Eastern Express  
Highway, Vikhroli (East),  
Mumbai – 400 079  
Phone: +91-22-6169 8500  
Website: [www.godrejproperties.com](http://www.godrejproperties.com)  
CIN: L74120MH1985PLC035308

## **REGISTRAR & TRANSFER AGENT**

Karvy Computershare Private Limited  
“Karvy Selenium Tower B”,  
Plot No. 31 & 32, Gachibowli,  
Financial District, Nanakramguda,  
Serilingampally,  
Hyderabad – 500 008, Telangana

## **STATUTORY AUDITORS**

Kalyaniwalla & Mistry  
Chartered Accountants  
Kalpataru Heritage  
127, Mahatma Gandhi Road  
Mumbai - 400 001

## **BANKERS**

State Bank of India  
IDBI Bank Ltd.  
HDFC Bank Ltd.

## **COMPANY SECRETARY & CHIEF LEGAL OFFICER**

Mr. Surender Varma





Godrej Icon, Gurgaon



# AWARDS & RECOGNITION

## Awards received by Godrej Properties during FY2015-16:

<b>Best Developer of the Year 2015</b>	• Construction Times Awards 2015
<b>Innovation &amp; Excellence in Real Estate – India</b>	• Corporate LiveWire's 2015 Innovation & Excellence Awards
<b>Most Reliable Builder in terms of best legal practice</b>	• CNBC Bajar Gujarat Real Estate Awards
<b>Ranked amongst India's Top 50 companies to work for in 2014 - In a study by 'The Great Places to Work Institute' and 'The Economic Times'</b>	• Ranked #48 in the overall category
<b>Decade of Excellence - Amongst the Top Builders of the Country over the past 10 years</b>	• Construction World Awards
<b>Real Estate Company of the Year</b>	• Construction Week India Awards 2015
<b>Brand Excellence Award in Real Estate Sector</b>	• Brand Excellence Awards 2015
<b>Best Real Estate Development Company – India</b>	• 2015 Real Estate & Property Awards by Build Magazine UK
<b>Developer of the Year - Residential</b>	• Realty Plus Excellence Awards (South) 2015
<b>Businessworld - Most Admired Companies in India</b>	• One of only 3 real estate companies listed in the ranking of India's 55 most admired companies
<b>Golden Peacock Award for Sustainability</b>	• Institute of Directors
<b>Professional Excellence in Real Estate</b>	• ABP News Real Estate Awards
<b>Corporate Governance of the Year</b>	• 30 <sup>th</sup> National Real Estate Awards 2015 by Accommodation Times
<b>Vibrations - GPL's internal newsletter</b>	• Gold in the Best Illustration in Newsletters category - NIB AWARDS 2016 by the Public Relations Council of India (PRCI)
<b>Storey Times – GPL's internal magazine</b>	• Gold in the Best Layout in e-Magazine - NIB AWARDS 2016 by the Public Relations Council of India (PRCI)
<b>GPL Design Studio</b>	• Blue Elephant at the Kyoorius Design Awards