38th AGM – Godrej Properties Limited

August 2, 2023

- **Mr. Ashish Karyekar – Company Secretary, Godrej Properties Limited:**

- Good afternoon, ladies and gentlemen. I'm Ashish Karyekar, Company Secretary & Compliance Officer of Godrej Properties Limited. I am very pleased to welcome you to the 38th Annual General Meeting of Godrej Properties Limited being held through video conference or other audio-visual means as permitted by the Ministry of Corporate Affairs and SEBI. The e-voting facility and facility to join meeting through video conference has been provided by NSDL. Before we commence, I would like to take you through certain points regarding the participation at this meeting. The facility of joining the AGM through video conference or other audio-visual means is being made available for members on first come first serve basis. All members who have joined this meeting are by default placed on mute mode by the host to avoid any disturbance arising from background noise and ensure smooth and seamless conduct of the meeting. Once the question answer session starts, names of the shareholders who are registered as speakers will be announced 1 by 1. The speaker will thereafter be unmuted by the moderator. Before commencing his speech, the speaker is requested to click the video on button. If the shareholder is not able to join through video conference for any reason, the shareholder can speak through the audio model. Each speaker will be allotted 3 minutes and I request each speaker to adhere to this timeline to ensure effectiveness of the meeting and to provide equal opportunity to other speakers. While speaking, we would request the speaker to use the earphones so that he/she is clearly audible, minimize any noise in the background, ensure that Wi-Fi connection is tested and fully functional without any disturbance, no other background applications are running, and there is a proper light in the background to ensure a good video experience. Speakers are requested to be loud and clear while speaking. In an unforeseen situation in case of a connectivity issue at speaker’s end, we will request the next speaker to join. Once the connectivity improves, the previous speaker will be called back to join. During the AGM, if a member faces any technical issue, he may contact the helpline number of NSDL mentioned in the notice of the AGM. Please note that the proceedings of the AGM will be recorded and made available on the website of the company. Thank you. I now hand over the proceedings to our Executive Chairperson, Mr. Pirojsha Godrej. Over to you, Sir.

- **Mr. Pirojsha Godrej -- Executive Chairperson, Godrej Properties Limited:**

- Thanks Ashish. Good afternoon, ladies and gentlemen. I, Pirojsha Godrej, Executive Chairperson of the company would like to welcome all shareholders to the 38th annual general meetings of Godrej Properties Limited. As the requisite quorum is present, I now call the meeting to order.

- Before we commence, it is our sad duty to inform you that our Non-Executive Independent Director, Mr. Amitava Mukherjee passed away on July 3rd, 2023. Mr. Mukherjee was associated with the company since May 17, 2010 bringing over two decades of experience in investment banking and providing invaluable strategic direction particularly for governance matters. The company has benefited immensely from his vision, varied experience, and contribution to the audit, finance, risk, and sustainability mandates during his tenure as an Independent Director. Mr. Mukherjee's unexpected demise is an irreparable loss to the company. The board members joined the entire company to convey their sincere gratitude to Mr. Mukherjee for his contributions and extend our sincerest condolences to his family.

- The following directors are attending this AGM through video conference from Mumbai. Mr. Nadir Godrej, Non-Executive Director, Mrs. Lalita Gupte, Ms. Sutapa Banerjee, and Dr. Indu Bhushan are Independent Directors, and Mr. Gaurav Pandey, our Managing Director & CEO. Mr. Rajendra Khetawat, Chief Financial Officer and Mr. Ashish Karyekar, Company Secretary and Compliance Officer are also attending this AGM from Mumbai.

- Before we go further, I'd like to share with you that the term of appointment of Mrs. Lalita Gupte as an Independent Director gets over today upon the conclusion of this Annual General Meeting in terms of the policy of the company. I'd like to share my sincere appreciation and gratitude for the guidance and support provided by Mrs. Lalita Gupte during her association with the company over the last 15 years. A rich experience, insights on finance and strategy have played a significant role in enriching the effectiveness of the board. On behalf of the entire board and our shareholders and employees, I wish Mrs. Lalita Gupte a very healthy and happy future. I'd also like to inform that on the recommendation of the Nomination and Remuneration Committee, the Board of Directors at its meeting held today has appointed Ms. Jayashree Vaidhyanathan as an additional Independent Director for a period of 5 years from the conclusion of this Annual General Meeting. Ms. Vaidyanathan is a three-time winner of the prestigious Stevie award including a Lifetime Achievement Award in addition to being recognized as the Global Indian of the year for the year 21-22 by Asia One magazine. On behalf of Board of Directors of the company, we welcome Ms. Vaidhyanathan on the board with effect from the conclusion of this Annual General Meeting. We also have representatives of following auditors attending this AGM through video conference from Mumbai. BSR & Co LLP Chartered Accountants, the statutory auditors AK Jain & Co Company Secretaries and Secretarial Auditors and Scrutinizes are Nanabhoy & Co cost accountants, the cost auditors.

- I extend a hearty welcome to the shareholders, the directors, and the invitees to the 38th Annual General Meeting of the company being held through video conference and other audio-visual means. The AGM is held in compliance with the directions of the Ministry of Corporate Affairs and SEBI listing regulations. The live streaming of this meeting is also being webcast on the website of NSDL. The company has taken the requisite steps to enable members to participate and vote on the items being considered at this AGM.

- Since there is no physical attendance of members, the requirement of appointing proxies is not applicable. The registers as required under the Companies Act 2013 and the certificate from the secretarial auditor and compliance of Godrej Properties Limited employee stock option scheme 2011 have been made available electronically for inspection by the members during the AGM. Members seeking to inspect such documents can send their request to secretarial@godrejproperties.com. Since the notice of the AGM is already circulated to all the members, I take the notice of the meeting as read. As the report of the statutory auditors does not contain any qualifications, observations, or comments on the financial transactions or matters which have an adverse effect on the functioning of the company, the same is not required to be read.

- I now proceed with my formal address. Dear shareholders, I hope this message finds you and your loved ones well. I'm pleased to share the financial year 23 was a landmark year for Godrej Properties as it recorded its best ever annual sales, cash collections, earnings, project deliveries, and business development. We ended the year with sales bookings of 12,232 crore, 56% higher than the previous year. This was delivered on the back of strong volume growth of 40% to 15.21 million square feet from the sale of over 12,500 homes. Your company is the only developer to achieve a booking value of more than 2,000 crore a year across each of the four large markets of NCR, MMR, Bengaluru, and Pune. Sustenance sales in the financial year grew by 25% to 6,026 crore and sales from new launches increased by over 100% to 6,206 crores. Our robust sales performance has translated into the highest ever collections of ₹8,991 crores for financial year 23 representing a growth of 41% over what was our previous best every year. This was backed by strong project completions of over 10 million square feet for financial year 23.

- Our total income increased by 26% and stood at 3,017 crore and net profit increased by 62% to 571-crore for financial year 23. In financial year 23, we also delivered our best ever year for business development by adding 18 new projects with an estimated revenue potential of 32,000 crore, a 250% increase over FY22. This provides us with a robust launch pipeline to build on the strong growth momentum achieved in financial year 23. We believe the residential real estate sector in India will continue to grow fast in the years ahead providing opportunities for leading developers to both participate in sectoral growth while also gaining market share. These projects will play an important role in ensuring we are able to meet our aspiration of growing our sales at 20% a year, while also providing us the opportunity to expand margin in line with our goal of achieving a return on equity of 20%. Our focus in the year ahead will be to exceed 14,000-crore in booking value while delivering another record year for cash collections and project deliveries. A significant priority area for the company in the year ahead will be to launch our recently acquired projects in a timely manner and continue our strong performance on sales and deliveries. Demonstrating continued improvement on net promoter score, which is the direct evaluation of our performance by our customers remains a critical objective. In financial year 23, we achieved an encouraging PS score of 65% and improvement from 55% in FY22 with over 13,000 of our customers providing us this performance rating.

- We are committed to delivering quality across our projects and have set up integrated quality management framework aimed at building our capabilities, strengthening our processes, and ensuring outstanding operational governance standards. This will be an area of tremendous focus in the year ahead. We have committed to science-based targets initiative; SBTI for a net zero transition and we have set up internal targets that we hope to publish in the coming year. Alongside continuing our efforts towards robust environmental compliance and governance across our business activities, we also implemented the ISO 14001 2015 environmental management system for all our project locations this year. In a world that is facing climate change risks and environmental degradation, our purpose of bringing joy to the lives of our customers extends beyond providing them high quality homes. We believe that long term sustainability and joy go hand-in-hand, hence we are committed to running a sustainable business and will continue to strengthen ESG performance across our operations to make a positive impact on the world around us. Our commitment to address climate change highlights our climate action through prioritized measures involving mitigation, resilience, transparency, and collaboration aimed to systematically address climate related risks and leverage on emerging opportunities for the real estate sector.

- Godrej Properties continues to be ranked number one globally for the third consecutive year amongst residential developers by GRESB, which is the Global Real Estate Sustainability Benchmark an industry-driven organization which assesses environmental social and governance performance of real estate assets globally. The company was recognized as the winner under both environment and social categories for the real estate and infrastructure sectors at KPMG India's first ESG Conclave and Awards 2023. As of financial year 23, 94.97% of our portfolio is certified under credible external green building rating systems like IGBC, GRIHA, LEED etc. in line with our commitment. The real estate industry is one of the largest contributors to emissions globally and climate action is an urgent imperative for our business. Last year we reported that Godrej Properties was water positive and carbon neutral for scope 1 and scope 2 GHG emissions. This year we have strengthen our efforts to include scope 3 emissions through our supplier engagement program. GPL has successfully utilized 100% of the CSR funds including unspent amounts from the previous years.

- Our work on waste management was recognized with the CSR project of the year award under the real estate sector at the 7th edition of the Corporate Social Responsibility Summit and Awards 2023. Through our building and other construction worker registration programs 67,639 construction workers benefited and through our solid waste management project over 13,000 tons of waste was diverted from landfill in financial year 23. We are committed to the health and safety of our employees and all stakeholders. GPL safety management system is based on a proactive plan to check act cycle with leadership commitment, consultation, and participation at all the levels and functions to achieve our score 0 aspiration. All our projects continue to comply with standard safety requirements and our ISO 45001 2018 certified for occupational health and safety management systems.

- I'm grateful to the team at Godrej Properties for the exceptional resilience, commitment, and ambition. We would like to thank our customers, joint venture partners, and business associates for their continued support. Finally, we all thanks to you, our shareholders for your continued confidence in Godrej Properties. I now request the Company Secretary to explain the process of voting on the resolutions in the meeting.

- **Mr. Ashish Karyekar – Company Secretary, Godrej Properties Limited:**

- Thank you, Sir. In compliance with the Companies Act and SEBI listing regulations read with MCA and SEBI circulars, the members are provided with the facility to cast their votes electronically through the remote e-voting services provided by NSDL. Voting process has been enabled for all individual demat account holders by way of single login. The members who have not cast their votes on the resolution by remote e-voting prior to the AGM are provided a facility to cast their votes through e-voting system available on the e-voting page of NSDL during the AGM. Members may at any time during this meeting visit the e-voting page of NSDL and cast their votes. The board has appointed Mr. Ashish Jain, Practicing Company Secretary to act as a scrutinizer to scrutinize the remote e-voting and provide a consolidated result. Since the AGM is held through video conference, the resolutions mentioned in the notice have already been put to vote through remote e-voting and as a facility of voting is also available at the AGM, the process for proposing or seconding of the resolutions is not applicable. Thank you very much and I hand over the meeting back to the Chairperson.

- **Mr. Pirojsha Godrej -- Executive Chairperson, Godrej Properties Limited:**

- Thanks, Ashish. The e-voting facility is now open and the members may please go to the e-voting page of the NSDL website and cast their votes while at the same time watch the proceedings of the meeting. The e-voting facility will remain open for 15 minutes after the meeting to enable members to cast their vote. We now open the floor for any questions from the shareholders present at the meeting. I now request our Company Secretary to call the names of those shareholders who have registered themselves to speak or ask questions pertaining to the performance of the company during the financial year 2022-23.

- **Mr. Ashish Karyekar – Company Secretary, Godrej Properties Limited:**

- Thank you, Sir. To conclude the meeting in good time, I request each speaker to be brief, limit the speech to 3 minutes, and avoid repetition. Once all the speaker shareholders have asked their questions one by one, the same will be answered.

- **Moderator:**

- Thank you, Sir. Dear shareholders, when your name is announced, you will be placed in the meeting and sent a request to unmute your microphone. Kindly accept the invitation, unmute your microphone, switch your camera on if you so desire, and speak. Our first shareholder to speak is Dr. Arun Kumar Bopanna. Dr. Bopanna, could you kindly unmute your microphone and speak. Dr. Bopanna, you're on mute mode. We can't hear you, Sir. Dr. Bopanna

- **Dr. Arun Kumar Bopanna – Shareholder:**

- Now, the icon has come. Can you hear me?

- **Moderator:**

- We can hear you Sir now.

- **Dr. Arun Kumar Bopanna – Shareholder:**

- Hello?

- **Mr. Pirojsha Godrej -- Executive Chairperson, Godrej Properties Limited:**

- Hi, doctor we can hear you now.

- **Dr. Arun Kumar Bopanna – Shareholder:**

- Oh, nice seeing you, Pirojsha.

- **Mr. Pirojsha Godrej -- Executive Chairperson, Godrej Properties Limited:**

- Likewise.

- **Dr. Arun Kumar Bopanna – Shareholder:**

- Good afternoon to everybody. Thanks to the CS team by being kind, they do redeem. I expected a physical AGM to attend, but somehow GPL seems to apprehend. Godrej One has great spaces with all this as much beauty and compliments of the management for GRESB ranking with solid balance sheet and we can go far, and cash as the queen rightly foreseen. My questions, Pirojsha I will ask in rhyme, you may or may not answer in time, provide end to end solutions across interior solutions and facilities price fluctuation, how do you make demand forecast and handle delivery forecast, what are GPL steps to transform and perform? How adaptive is GPL to make things attractive, are you planning an extra room as work from home for future? When you spend on, what matters do you depend, what are GPL planned at standpoint for a good brand point? So, senior living is the need, I request you to soar proceed like Alibaug is and Alibaug I believe Lodha is selling at a huge price, so just consider that. Can I see some sites with good rights soon and lastly GPLs management skills to stun even to face the mafia gun. GPL is all around for every budget to be found, GPL for goals will always finds the right way. GPL to perform its ability while planning with agility and in conclusion, I wish you all the best. Thank you.

- **Moderator:**

- Thank you very much, Dr. Bopanna. I now invite Mr. Tushar Sodha to express his views.

- **Mr. Tushar Sodha – Shareholder:**

- A very good afternoon to all. Am I clearly audible and visible?

- **Moderator:**

- Yes Sir, you are.

- **Mr. Tushar Sodha – Shareholder:**

- Thank you so very much. respected Chairman Sir, Stalwart Board of Directors, and fellow shareholders, my name is Tushar Sodha and I have joined our virtual AGM from Mumbai. Godrej Properties management deserves our appreciation for nice presentation of the integrated annual report in accordance with the principles established by international integrated reporting council. The report provides detailed insights on material issues, approach to long-term sustainability, integrated value creation, as well as the entire corporate governance structure. Glorious Goodrich Group enjoys 126 years of legacy of excellence. Since last 38 years, Godrej Properties has been a front runner and pacesetter of excellence in the Indian real estate industry. My congratulations to entire team Godrej Properties for the best ever year on four major parameters of record annual sales, highest ever collections, highest ever net operating cash flows, as well as the highest ever net profits. Many congratulations. Sir, nil dividend, however, remains a continuous matter of concern for all the shareholders. I'm delighted that financial year 2023 was also the best ever year for business development with addition of 18 new launches with expected revenue potential of a huge 32,000 crores.

- Giving a thumbs up to this superlative numbers, share price also has gained about 75% to 77% to above 17,050 levels in the just last four months from March 23 lows of 1000 levels. Just a few days back, it had recorded a new annual high of 1,770. Chairman Sir, Godrej Properties has presence in only 10 cities of 9 states. I request you to kindly consider new project launches in prominent Indian states of Uttar Pradesh, Madhya Pradesh, Rajasthan, Telangana, and Orissa. As of 31st March, 2023, our company had 92 projects with sellable area of about 20 crore square feet, what is the approximate back of the envelope amount of total revenues expected from these 20 crore square feet in the next 12 to 15 years? I also request you to kindly inform percentage revenue contribution of each of the four focus areas. Kindly inform what are the plans for future development at Vikhroli in addition to the Trees. What are our revenue projections from future Vikhroli development? In last year's annual report there was a mention of company intentions of investing over 7,500 crores into new projects, have these amounts been fully invested in the current year? Chairman Sir, Mumbai metropolitan region MMR offers potential of more than 7,000 crore revenues going forward. It appears that Godrej Properties is significantly underperforming the huge potential opportunities.

- I request you to kindly share your insightful and astute thoughts on the same? Total booking value in 2023 has grown 56% year-on-year to highest ever 12,232 crores, within how many years these 12,000 crores booking value will be converted as revenues in the financial statements? For 23-24, guidance is over 14,000 crores this year for booking value, I'm confident and convinced that Godrej Properties will easily surplus – will easily surpass this sales guidance figures. Godrej Properties has delivered 1 crore square feet in FY23. Please inform what are our aspirations and targets for the coming five years? I appreciate that net debt equity ratio which was only 0.05 last year has increased to 0.39, requests for your comments on the same? Net profit margins are at all time high of 19% appreciations, can we sustain these percentages in forthcoming years? Consolidation phase real estate industry is likely to get accelerated and many weak players may not be able to survive, are there any acquisition plans of smaller companies? Many congratulations to the entire team for the Golden Peacock award for CSR in the real estate category. Godrej Properties has demonstrated growth with resilience, I'm confident that future of our company is buoyant. I'm equally assertive that our company will maximize value creation for all the stakeholders. I extend my wholehearted support for all future endeavors and wish for a bright financial performance for Godrej Properties on a sustainable basis. Thank you, chairman Sir for giving me this opportunity to put forth my queries and express my views. Thank you so much, Sir.

- **Moderator:**

- Thank you, Mr. Sodha. Our next speaker shareholder is Mr. Yusuf Rangwala. Mr. Rangwala?

- **Mr. Yusuf Rangwala – Shareholder:**

- Good afternoon, Chairman Sir. Can you hear my voice, Sir?

- **Moderator:**

- Yes Sir, we can hear you. Please go ahead.

- **Mr. Yusuf Rangwala – Shareholder:**

- Good afternoon, respected Chairman. How is Adi Godrej, Sir? How is your father? Dynamic personality, does not require just like a sun is shining, his personality just like Sir. Sir, Godrej Properties are having properties all over India and also UAE, Africa, United Eastern, Kolkata, Pune, Ahmedabad, Nagpur, Jaipur, page #5 and one more thing Sir, I'm very happy to see our balance sheet. On page #68-67, water recharging net worth 9.26 crore and the natural capital, natural financial capital this shows how I'm happy. I don't have a word seeing your balance sheet, all the big-big projects. Sir, I have seen your government certificate of best builder that you received. Sir, Godrej's name is only brand. Sir, how are your two brothers? Give my regards. Sir, wishing you a very Happy Parsi New Year for the 16th from my side and from all the shareholders. I have nothing more to add. This shows how they're caring for the shareholders. Sir, next year please keep physical meeting at your office. I support the physical meeting so that we can meet and contact you. Nothing more to add. How many new projects would be coming in this year? If there is an analyst meet, please call us. One more thing. For Parsi New Year, please give the shareholders a small sweet box so that we can enjoy with you. Wishing you a very Happy Parsi New Year. Thank you and God Bless You. I want to end with a few verses. *Phoolon ki Khusboo, kaliyon ki baahar, aane wali Chandni*… I support all your resolutions. May all adversities evade you. I've never seen a balance sheet of 518 pages. We are No. 1 at present and are leaders in this field. Thank you very much. Jai Hind! Nothing more to add. Praying for you and for your family and friends. Jai Hind! I end my speech.

- **Moderator:**

- Thank you very much Mr. Rangwala. Our next speaker shareholder is Mr. Kaushik Shahukar. Mr. Kaushik Shahukar you have been placed in the meeting kindly unmute your microphone and speak we can see you.

- **Mr. Kaushik Shahukar – Shareholder:**

- Ya, I am audible sir

- **Moderator:**

- Yes sir you are audible, please go ahead

- **Mr. Kaushik Shahukar – Shareholder:**

- Good Afternoon to all. I am honoured to have the opportunity to address you all today, and would like to express my gratitude to the board of directors for allowing me this chance once again. Thank you sir. First of all, I salute the board of directors for continuing this virtual mode of meeting, thereby allowing an opportunity for pan India participation of shareholders. Sir, I request you to continue this positive trend. I hope I'm audible sir

- **Moderator:**

- Yes sir. You are audible sir

- **Mr. Kaushik Shahukar – Shareholder:**

- And clear also

- **Moderator:**

- Very clear Sir

- **Mr. Kaushik Shahukar – Shareholder:**

- Thank you so much, I'm a satisfied shareholder of our company. I must commend the management for their remarkable efforts in creating wealth for the shareholders. However, I would like to raise a couple of concerns. My primary concern pertains to the utilisation of savings on account of virtual mode of meeting. I believe, it would be prudent and fair to allocate a portion of these funds to the welfare of the shareholders, more particularly, amongst speaker shareholders. Considering the welfare contribution, I had to inform it in the meeting. it would be a gesture of appreciation to distribute a small memento among them on the occasion of important festivals. Sir, can you provide the expenses on account of virtual mode of meeting and on account of physical mode of meeting, if possible? I humbly request the board to consider my proposal and explore the possibility of implementing the gesture of gratitude and appreciation. By doing so, I firmly believe, that it would reinforce the positive echo between the company and its stakeholders and contribute to the overall wellbeing of our corporate family.

- My next concern is, what are the growth plans and strategies for the future? Are there any plans to expand in the new markets or segments?

- Next concern is, what are the key risks identified by the company, and how are they mitigating it? How is the company managing risks relating to project delays, market fluctuations or economic uncertainties?

- My next concern is, what is the company's current debt position and interest coverage ratio? How does the company plan to manage its debt and financing needs in the future?

- My final concern is, the company has been hesitant in supporting individuals in need, including myself. I have shared the credentials in the past and followed up consistently, but my request has not been considered. Should not aiding a differently-abled person be a part of your CSR activity? Then why is the company hesitant in supporting me? I appeal for your support in certification work, including Form 15C. Your assistance would mean a lot to me. If I cannot get help from a reputable company like the Godrej Group, then whom should I turn to? I'm resending my credentials after the meeting in hopes of receiving justice and proactive consideration for desired help and support. I want to clarify, that I'm not seeking any handouts or free money nor sympathy. I value my independence and self-reliance, and I hope you can understand and respect my desire to maintain my independence. Thank you for considering my request. Finally, I firmly believe that with your support, I can make a significant contribution to our organisation and have a positive impact on the society. I eagerly await your response and sincerely appreciate the time and attention you have given today. Additionally, I request your auditor's support B S R & Co., to assist me in this matter as a professional brother. Sir, can you please share my credentials with the auditor? Thank you so much.

- **Moderator:**
- Thank you very much Mr. Shahukar. Our next speaker shareholder Ms. Sam Patel has not logged in, so we shall move on to Mr. Dinesh Bhatia, Mr. Dinesh Bhatia could you kindly unmute you microphone
- **Mr. Dinesh Bhatia – Shareholder:**
- Am I audible
- **Moderator:**
- You are audible sir.
- **Mr. Dinesh Bhatia – Shareholder:**
- Hello
- **Moderator:**
- Yes so we can see and we can hear you please go ahead
- **Mr. Dinesh Bhatia – Shareholder:**
- Firstly, I thank the Chairman and his team for an excellent result. You'll are doing excellent work. You also mentioned in your speech, that we are No. 1. We are top in the world in real estate too, because when we see your balance sheet, you have one project better than the other in the anvil. You have projects in all major states, and that too grand ones. That makes us happy and proud as shareholders. On 13th July, I saw an article on the BSE website that we were the highest bidder and have won the bid for two luxurious projects – one at Golf Course Road, Gurgaon and another project in Haryana. I congratulate your team for this wonderful achievement. These projects expand to 2.76 and 5.15 acres, with an approximate estimated revenue of 3,100 crores. This makes us happy and proud, as this 3,100 will double our turnover next year. Both, you and your team are doing excellent work, and may the company continue on its path to progress. Our EPS is Rs. 23.58 on a share of FV Rs. 5, which is a 50% increase from last year's EPS of Rs. 18.92. This is excellent! The revenue might be less compared to last year, but the finance team has reported a good profit. On page 32, I see the promoter's holding is 58.48% in the shareholding pattern. FPI (Foreign Portfolio Investors) is 28.55%. Which means, foreigners too are interesting in our company's projects and see value in it. Both foreigners and institutions are investing in our projects. The retail shareholder's only own 7.14%. The fact that big institutions are investing in our company, goes to prove that our future is bright. I congratulate you and the entire team for the awards and accolades received, as mentioned in page 24 and 25. I see that Godrej Properties has received over 400 awards. Our share of FV Rs. 5 is quoting at Rs. 1,690 in the Bombay Stock Exchange, which shows the bright future of our company. I have one request. Please consider a split of 1:5 so of Re. 1 FV. That would be like a mini-bonus for us. If the number of shares in the market increases, our liquidity will increase. Even after the split of 1:5, our share price (which is currently priced at Rs. 1,690) will cross Rs. 1,000 each. If

possible, please consider this request for a split. I support all your resolutions. Your Secretarial Team is very good. Thank you. All the best.

- **Moderator:**

- Thank you very much Mr. Bhatia. Our next shareholder who registered to speak Mr. Anil Mehta has not joined the meeting. So, we'll move on to our next shareholder, Ms. Prakashini G. Shenoy. Ma'an kindly unmute your microphone and speak

- **Ms. Prakashini G. Shenoy – Shareholder:**

- So you can just a minute sir

- **Moderator:**

- Yup

- **Ms. Prakashini G. Shenoy – Shareholder:**

- I'm Prakashini Ganesha Shenoy from Mumbai. Respected Chairman, other dignitaries on the board and my fellow shareholders, good afternoon to all of you. I received the Annual Report well in time, which colourful, knowledgeable, transparent and contains all information as per corporate governance. I thank the Company Secretary and his team for the same. I should not forget to thank them once again for reminding me of today's and giving me the link for the same, without which, I wouldn't be in a position to speak. Once again, thank you sir.

- The Chairman has given a wonderful picture regarding the company and its working in all parameters. Thank you Chairman sir. I'm glad to note that the company has done excellent work in all parameters, as told by the Chairman. Congratulations once again. At the outset, I congratulate the company for getting various awards. This shows the hard work and sincerity of one and all staff. I'm glad to note that the company has done outstanding work in the field of CSR activities. Sir, I wanted to ask many questions, but most of them are covered by the Chairman's speech, and some of my predecessors have asked their questions. So, I just have two questions. What is the future of the company? My next question is, how are we planning for digital future?

- Sir, last but not the least, I personally request the Chairman to please continue with VC, so that people all over the world will have an opportunity to express their views. I wish the company good luck for a bright future, and pray God that the profit of the company shall reach its peak in due course. Sir, I strongly and wholeheartedly support all the resolutions put forth in today's meeting. Thank you Chairman sir.

- **Moderator:**

- Thank you Ms. Shenoy. Our next speaker shareholder registered to speak is Mr. Bharat Raj. I believe Mr. Bharat Raj had logged in earlier, but has now logged out. Our next speaker shareholder too, Mr. Shailesh Mahadevia, has not joined the meeting. So with that, all shareholders who registered to speak and did login, have now and I hand the proceedings back to our Chairman. Over to you sir.

- **Mr. Pirojsha Godrej - Executive Chairman, Godrej Properties Ltd:**

- Thank you very much. I'd like to thank the members for their questions. Let me now take them one by one.

- Mr. Boppana had a question on how we forecast demand? I think, it's a combination of looking at our own sales in each micro market, how much inventory we have, and therefore, we're able to project and see what offtake is like and decide which new geographies we'd like to expand in, and which existing ones we need more inventory in. There was a question also on adaptive designs for work from home. This is something that we've looked at in several of our projects now. We have incorporated rooms that can be used for multi-purposes, including as home offices. Thank you for your suggestions.

- Mr. Tushar Sodha, thank you for the several compliments you had for us. You mentioned that this NIL dividend for Godrej Properties remains a concern. Our board has evaluated this point quite carefully. While of course, dividends are one means of rewarding shareholders, we think for a company like Godrej Properties which is in a fast-growth stage, where for example, last year we were able to grow our bookings by over 50%, that the better reward for shareholders will be through reinvestment of capital, and that is a strategy we are pursuing for now. So we expect both, this year and possibly next year as well, for dividends to not be a big focus. But certainly, once we feel that the scale of the company has reached a certain level, operating cash flows can support both the kind of reinvestments we'd like to make and dividends, this is something we will take up on priority.

- There was a recommendation of launching projects in new areas. We have added several new projects across various new micro markets and also entirely new cities. So, that is something we are pursuing.

- There was a question on what is our total revenue potential across the portfolio. It's a bit difficult to answer that, given the price movements that are likely over the duration of this development. But, we have about a 200 million sq. ft. portfolio, and last year our average price per sq. ft. was in the range of about 8,000-9,000 per sq. ft. So, that can give you some approximate idea.

- There was also a question whether we are underperforming the opportunity available to us in Mumbai? I think, it would be fair to say that, we agree that historically, over the last 5-6 years, we perhaps have not captured as much market share in Mumbai as we've had the opportunity to do. We've taken several corrective steps over the last 2-3 years. We think the initial results for that are very encouraging. If you look at our sales in Mumbai last year, they nearly doubled. We have a very strong set of projects that are available to us in the city now, so we hope to demonstrate much stronger performance in the years ahead.

- There was also a question on when last year's booking value will start being recognised in the P&L? Typically, there is about a 2-3 year lag from the time bookings are registered, both at launch and at early project stage, to when the projects are completed and therefore, recognised in the P&L. But of course, we also have some booking value in later stage projects as well.

- The deliveries we expect of the next 5 years? We expect to do about 12.5 million sq. ft. this year. We hope to compound our topline by atleast 20% a year. So, delivery should also compound at about that rate.

- Our debt-equity increased year on year because we had a significant amount of investment into new business development. Our business development increase year on year was 250%, which of course, led to the investment of capital, as planned.

- Were there any mergers and acquisitions planned? I think, this is a sector where most acquisitions happen at the project level or in a series of projects, and less at the company level. But, we will remain open to any opportunities that may present themselves.

- Mr. Yusuf Rangwala, thank you very much for your good wishes, and the several suggestions you made, which we will take into consideration.

- Mr. Kaushik Shahukar, thanks for your suggestions on sharing savings and seeking potential employment opportunities. You also had questions on our growth plans, the key risks we are facing, and our current debt levels. You know, our growth plans are quite ambitious. We have a stated plan to grow our business by atleast 20% year on year. With the kind of business development portfolio that we have, with the growth in the Indian economy, and specifically the real estate sector is seeing, we have a good opportunity to achieve that ambition over the next several years. The key risks to that include, to manage the scale from the perspective of our operations, keeping pace with the sales, making sure that at this scale we are consistently delivering very high quality across our portfolio, that we are managing our balance sheet in a very prudent manner. So, if there are any changes in the cycle, any economic uncertainty, any regulatory delays, we are able to absorb as a company. Our debt levels, at the end of the 1st quarter which we just closed, we just announced today, stand at about a net gearing level of 0.5:1

- Mr. Dinesh Bhatia, thank you a lot for your congratulations. We will take your recommendation on the stock split into consideration.

- Ms. Prakashini Shenoy, we think the future of our company is very bright. The Indian economy is poised for many decades of, what we expect, will be rapid growth. A key beneficiary of that growth will be the real estate sector, as India's disposable income rises, as India continues to urbanise. So, the future of the company, as well as the future of the sector, we believe, is extremely bright. And, as all companies do need to, these days, incorporate digital into all parts of our operations, that is something that we are very focused on. We have apps that work for, both our customers, as well as our employees to help with various areas of our operations. And, digital, we think, will continue to aid us in delivering higher quality homes and bringing better predictability to budgets and to timelines.

- I think with that, I have answered all the questions. If there is any, do reach out to our Secretarial Team and we'd be happy to separately answer any additional questions you may have. I'd like to thank the members for their questions. In case, any questions remain unanswered, please reach out to us at secretarial@godrejproperties.com, which shall be answered suitably.

- I'd now like to conclude this meeting. The e-voting process will continue for the next 15 minutes, and will be disabled thereafter. The results of the electronic voting will be announced on or before August 4, 2023, and the same will be intimated to the stock exchanges and also uploaded on the website of the company and NSDL. I'd like to express my sincere appreciation to our members for your continued faith, trust, encouragement and support. With your consent, I and all other board members, would like to conclude the meeting, and wish all shareholders and their families a very healthy and safe future. Thank you.

- ***END OF MEETING / E-VOTING BEGINS***