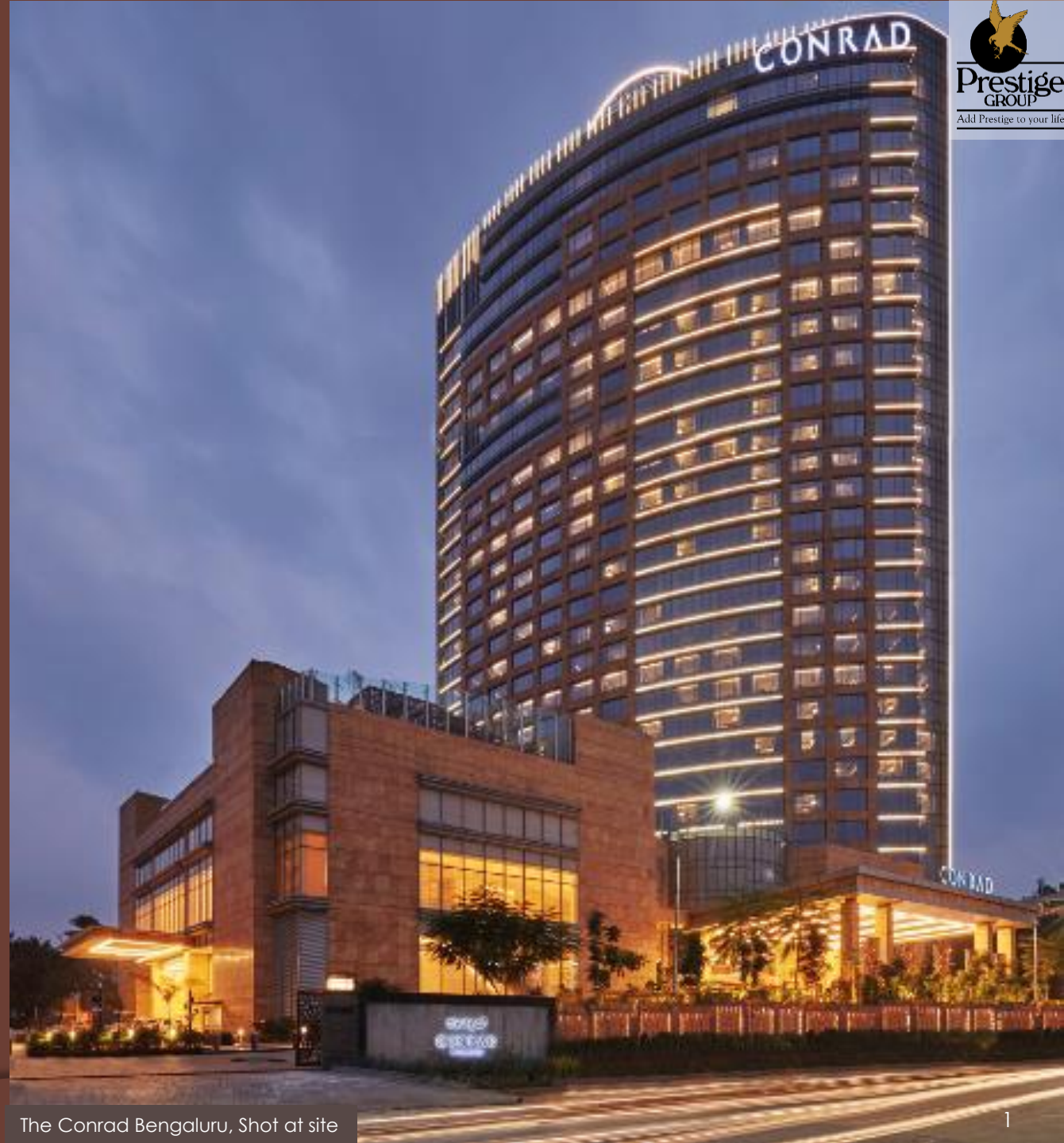


INVESTOR PRESENTATION

RESULTS FOR THE NINE
MONTHS ENDED 31st
DECEMBER 2017

DECEMBER 2017
NINE MONTHS ENDED 31



The Conrad Bengaluru, Shot at site

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212



Completed projects spanning across 84Mnsf of Developed area

34



Upcoming Projects spanning Over 48 Mnsf of developable area

9+ mn sft

GLA of Operational Rental portfolio (PG share)

12 mn sft

GLA Under construction & Planning (PG share)



Over 30 Years of Legacy

51



Ongoing Projects spanning Over 53 Mnsf of developable area

42 mn sft

Potential development from Low cost land bank of 424 acre

ICRA A+,
ICRA A1+
Credit rating
CRISIL DA1
rated Developer by CRISIL

ABOUT PRESTIGE

Diversified Cash Flows from Various Segments



One of the Most Trusted Developers by Land Owners and Customers



Strong Associations with Various Banks & FIs



Iconic developments
-Forum Mall, Prestige Shantiniketan, UB City, Prestige Golfshire etc

Spearheaded by Real Estate Icon, Mr. Irfan Razack & his brothers
Mr. Rezwan and Mr.Noaman Razack

Bagged 200+ awards

Excellence Across Sector- Residential, Commercial, Retail & Hospitality

BUSINESS SEGMENTS



RESIDENTIAL

Apartments

Villas

Integrated
Townships

Plotted
Developments



COMMERCIAL

Office Space

Built to suit
Campuses

SEZs

IT Parks



RETAIL

Malls

Logistics



HOSPITALITY

Resorts

Serviced
Apartments

Hotels

Food Courts



SERVICES

Sub leasing &
fit out services

Interior Design
& Execution

Facilities &
Property Mgmt

Project & Construction
Mgmt Services

SCALE OF OPERATIONS

Deep development pipeline to the tune of 142 mn sft

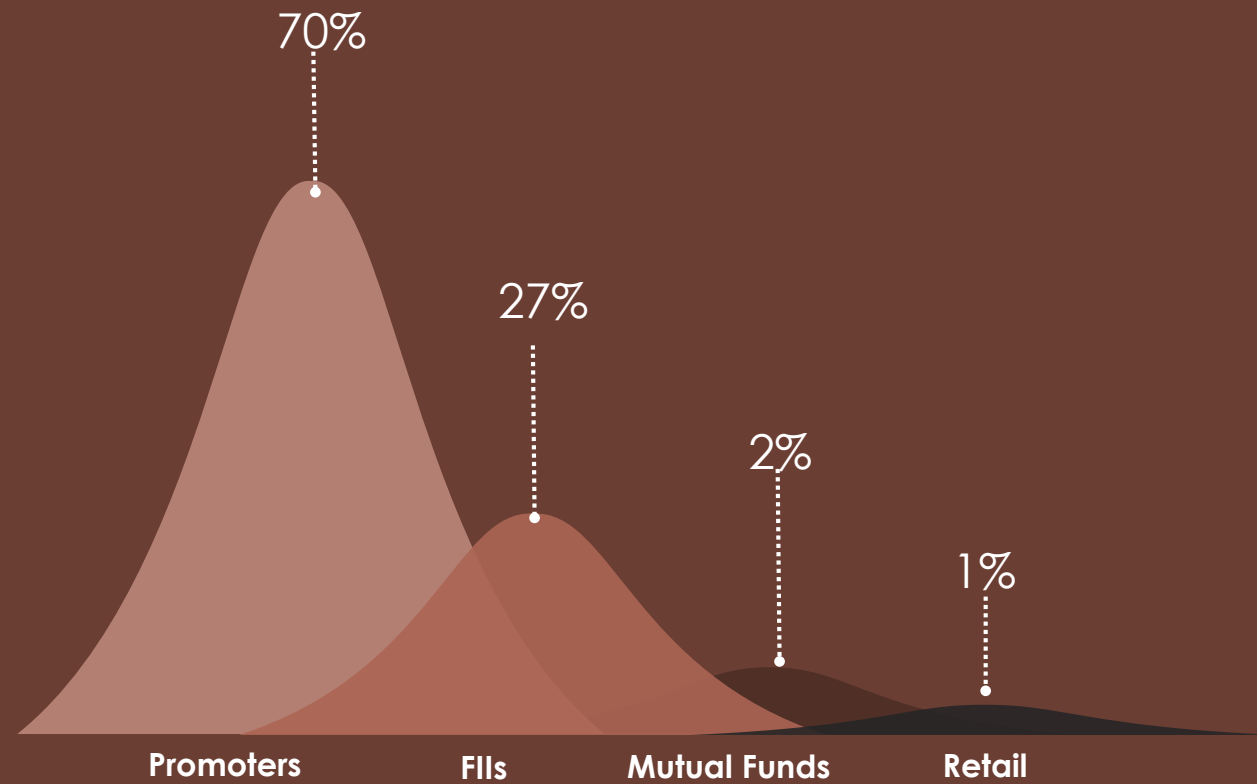
Areas are in Million Sqft

PARTICULARS	Residential		Commercial		Retail		Hospitality		Plotted Development		Total	
	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area
Completed Projects	90	39.82	100	29.15	7	5.39	7	1.86	8	7.42	212	83.63
Ongoing Projects	37	43.97	7	4.91	5	2.46	2	1.58	0	0.00	51	52.92
Upcoming Projects	22	30.47	10	15.70	2	1.78	0	0.00	0	0.00	34	47.95
Land Bank/Deal pipeline*												41.53
TOTAL	149	114	117	50	14	10	9	3	8	7	297	226

*Estimated

SHAREHOLDING PATTERN

As on 31st December 2017



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KEY HIGHLIGHTS

I. OPERATIONAL PERFORMANCE:

1. Q3F18 total sales at Rs 6,717 Mn **up by 56% YoY**; 9M total sales at Rs 20,704 Mn **up by 14% YoY**
2. **Highest quarterly collections**- Q3F18 total collections at Rs 11,928 Mn, **up by 23% YoY**; 9M total collections at Rs 32,168 Mn, **up by 8% YoY**
3. Q3F18 leasing at 0.42 Mn sft **up by 202% YoY** ; 9M leasing at 0.92 Mn sft **up by 86% YoY**
4. Q3F18 rental income at Rs 1,641 Mn up by **21% YoY**; 9M rental income at Rs 4,625 Mn **up by 14% YoY**,
5. Completed two projects with developable area of over 1 mn sft
 - Hospitality project in Bengaluru, **The Conrad (285 Keys, 0.49 Mn sft)**
 - Retail mall in Mysuru, **Forum Centre City Mall (0.58 Mn sft, 96% leased)**

KEY HIGHLIGHTS

II. FINANCIAL PERFORMANCE

1. Q3F18 total revenue at Rs 12,902 Mn, **up by 3% YoY** ; 9MF18 total revenue at Rs 37049 Mn, **up by 9% YoY**
2. EBITDA at Rs 2,722 Mn **up by 6% YoY** ; 9MF18 EBITDA at Rs 8147 Mn **up by 14% YoY**
3. PAT Rs 982 Mn **up by 2% YoY** ; 9MFY18 PAT at Rs 2978 Mn **up by 18% YoY**
4. Unrecognized revenue stood **at Rs 68,402 Mn**
5. Average cost of borrowing **down by ~1%** to 9.5% as of Q3F18

III DEALS / BUSINESS DEVELOPMENT UPDATE

1. Platform Deal with HDFC Capital Advisors Ltd.

- a) Entered into a strategic partnership with HDFC Capital Advisors Limited
- b) Corpus of the platform will be to the tune of RS 2500 Crores which will be a blend of equity and debt
- c) Objective of the alliance is to develop large scale Mid-Income /Affordable Housing Projects across various geographies
- d) The platform will Strengthen PEPL presence in the existing geographies and help in expanding to different new growth

Markets with high potential demand.

- e) The platform to spawn a property development to the tune of Rs 10,000 Crores (in terms of turnover)

III. DEALS / BUSINESS DEVELOPMENT UPDATE

2. Acquisition of CapitaLand's stake in various mall entities for Rs 3,420 Mn

- a) The acquisition portfolio include **five ready and operating retail malls** across Bengaluru, Hyderabad, Mangaluru, Mysuru & Udaipur, a Mall management company, **operating Oakwood serviced Residence** at Bangalore and **under construction properties** at Kochi
- b) The acquisition will boost Prestige's annuity portfolio with an estimated **incremental rental income to the tune of Rs 750 Mn** per annum
- c) In addition, the acquisition will grow the hospitality income from a 143 keys operating Oakwood serviced Residence at Whitefield in Bangalore, which is **clocking revenue of around Rs.190Mn** and a residential project with a potential **developable area of 0.6 mn. sft. at Kochi.**

KEY HIGHLIGHTS

III. DEALS / BUSINESS DEVELOPMENT UPDATE

Cont...Acquisition of CapitaLand's stake in various mall entities for Rs 3,420 Mn

SL No	Entity Name	Stake held by Prestige Group(before)	Prestige Group Stake – After Acquisition
1	Prestige Mysore Retail Ventures Private	51%	100%
2	Prestige Mangalore Retail Ventures Private Limited	51%	100%
3	Prestige Garden Constructions Private Limited	50%	100%
4	Babji Realtors Private Limited	24.50%	49%
5	CapitaLand Retail Prestige Mall Management Private Limited	50%	100%
6	Flicker Projects Private Limited	0%	100%
7	Thomsun Realtors Private Limited	50%	63%

KEY HIGHLIGHTS

III. DEALS / BUSINESS DEVELOPMENT UPDATE

3. Consolidation of stake in a group company, Prestige Projects Private Limited,

- a) Acquired stake held by PE investor and Landowner i.e 66.67% for the consideration of Rs 3,240 Mn.
- b) Post-acquisition PEPL's stake in the SPV stands at 100%
- c) SPV proposes to develop a large scale affordable/ Mid- income project comprising of apartments, villas and plots with various lifestyle amenities and necessary social infrastructure such Retail shopping Mall, sports facilities etc
- d) The total developable area of the project will be over 8 Mn Sft approx. with estimated revenue potential of over INR Rs 40,000 Mn

OPERATIONAL UPDATE

Value in ₹ Million
Volume in Mnsqft

	Particulars	Q3FY18	Q3FY17	Q2FY18	9MFY18	9MFY17
TOTAL	New Sales Value	6,717	4,293	8,035	20,704	18,231
	New Sales Volume	0.98	0.68	1.16	3.05	2.91
	Avg Realization/Sft	6,869	6,297	6,934	6,784	6,256
	Collections	11,928	9,678	7,980	32,168	29,688
	Leasing Volume	0.42	0.14	0.39	0.92	0.49
	Area Delivered	1.07	0.81	-	7.31	11.08
	Area Launched	-	-	-	-	1.98
PRESTIGE SHARE	New Sales value	5,231	3,465	5,278	15,019	14,550
	New Sales Volume	0.78	0.55	0.80	2.27	2.34
	Collections	9,469	8,159	6,588	26,106	25,073
	Leasing Volume	0.35	0.01	0.27	0.73	0.07
	Rental Income	1,641	1,354	1,504	4,625	4,045

PROJECTS COMPLETED IN Q3FY18

Sl.No	Project Completed	Location	Segment	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	The Conrad Bengaluru	Bengaluru	Hospitality	0.49	100%	0.49
2	Forum Centre City Mall	Mysuru	Retail	0.58	51%	0.30
Total				1.07		0.79

SALES SUMMARY | PRESTIGE SHARE

Areas are in Million Sqft
Values are in Million ₹



Particulars	Q3FY18			Q2FY18			9MFY18			9MFY17		
	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value
Residential												
Mid Income Segment	0.67	412	4,271	0.74	475	4,821	1.87	1185	11813	1.82	1173	10,967
Premium Segment	0.10	19	905	0.04	9	350	0.29	87	2631	0.21	51	1,660
TOTAL	0.77	431	5176	0.78	484	5171	2.16	1272	14444	2.03	1224	12,627
Commercial	0.01	0	55	0.02	0	106	0.10		575.57	0.31	0	1,924
GRAND TOTAL	0.78	431	5231	0.80	484	5278	2.27	1272	15019	2.34	1224	14,550
Realisation per sft			6,691			6,626			6,629			6,211

NOTE

- Part of the above sales are yet to come for revenue recognition in the books of accounts since the projects have not reached the threshold limits of 25% completion (excluding land)
- The above sales value and realization are excluding Stamp duty & Registration fee.

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FINANCIAL UPDATE | Q3FY18 | CONSOLIDATED

Values are in Million ₹

Particulars	Q3FY18	Q3FY17	Q2FY18	9MFY18	9MFY17
Turnover (Rs. Mn)	12,902	12,535	11,129	37,049	33,984
EBIDTA (Rs. Mn)	2,722	2,581	2,561	8,147	7,160
EBIDTA %	21.10%	20.59%	23%	22%	21%
PAT (Rs. Mn)	982	965	861	2,978	2,516
PAT %	7.61%	7.70%	7.74%	8.04%	7.40%

PROFIT & LOSS STATEMENT 31ST DECEMBER, 2017 | CONSOLIDATED

Particulars	Quarter ended			Nine months ended	
	31-Dec-17	30-Sep-17	31-Dec-16	31-Dec-17	31-Dec-16
(I) Revenue from Operations	12,723	10,981	12,340	36,500	33,307
(II) Other Income	179	148	195	549	677
(III) Total Revenue - (I+II)	12,902	11,129	12,535	37,049	33,984
(IV) Expenses					
Cost of sales on projects	7,582	6,024	7,477	20,926	19,326
Property and Facilities operating expenses	1,441	1,219	1,149	4,022	3,790
Employee benefits expense	698	733	740	2,180	2,176
Finance costs	867	874	729	2,561	2,290
Depreciation and amortization expense	405	379	439	1,160	1,247
Other expenses	459	592	588	1,774	1,533
Total Expenses	11,452	9,821	11,122	32,623	30,362
(V) Profit before tax (III-IV)	1,450	1,308	1,413	4,426	3,622
(VI) Tax expense	468	447	448	1,448	1,106
VII. Profit (Loss) for the year	982	861	965	2,978	2,516
(VIII) Share of profit / (loss) from associates (Net)	10	46	58	112	96
IX Profit after tax (before adjustment for Minority interest)	992	907	1,023	3,090	2,612
X Share in profit / (loss) to Minority interest	98	98	353	448	844
Profit after tax and Minority interest (IX - X)	894	809	670	2,642	1,768
Other Comprehensive Income	3	3	(5)	4	(20)
Profit after Other Comprehensive Income	897	812	665	2,646	1,748

RATIOS 31ST DECEMBER, 2017 | CONSOLIDATED

Values are in Million ₹



Sl. No.	Particulars	Quarter ended					
		31-Dec-17	Ratio/%	30-Sep-17	Ratio/%	31-Dec-16	Ratio/%
		(Unaudited)		(Unaudited)		(Unaudited)	
1	Sale of Projects & Property Income	12,723		10,981		12,340	
2	Other Income	179		148		195	
3	Total Income	12,902		11,129		12,535	
4	Cost of project sold and property expenses	9,023		7,243		8,626	
5	Gross Margin	3,700	29%	3,738	34%	3,714	30%
6	Admin, Employee and Selling cost	1,157		1,325		1,328	
7	EBIDTA	2,722	21%	2,561	23%	2,581	21%
8	Financial Expenses	867		874		729	
9	Depreciation	405		379		439	
10	Total Expenses	11,452		9,821		11,122	
11	PBT	1,450	11%	1,308	12%	1,413	11%
12	Tax	468		447		448	
13	PAT	982	7.61%	861	7.74%	965	7.70%
14	Share of profit / (loss) from associates	10		46		58	
15	Minority	(98)		(98)		(353)	
16	Other Comprehensive Income	3		3		(5)	
17	Profit after tax	897		812		665	
18	EPS (Annualized) (In Rs)	9.57		8.66		7.09	
19	Market Price per share	319.80		273.25		170.00	
20	PE Ratio	33		32		24	
21	Market Cap	1,19,925		1,02,469		63,750	

UNRECOGNIZED REVENUE

Sl.No	Projects	Total sales value of unit sold as at 31-Dec-2017	Cumulative turnover declared upto 31-Dec-2017	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
Residential Projects					
1	Prestige White Meadows-1&2	6,695	6,527	168	
2	Prestige Kingfisher Towers	8,688	7,239	1,449	
3	Prestige Golf Shire	7,421	6,270	1,151	
4	Prestige Royal wood	2,220	2,133	87	
5	Prestige Ferns Residency	9,878	9,264	615	
6	Prestige Westwoods	5,037	4,185	852	
7	Prestige Ivy Terraces	1,999	1,925	74	
8	Prestige Augusta Golf Village	7,621	5,893	1,728	
9	Prestige Silver Spring	2,714	2,251	463	
10	Prestige Sunrise Park - Phase I & Phase II	10,793	9,689	1,104	
11	Prestige Lakeside Habitat Phase I & II	23,390	16,811	6,579	
12	Prestige Royale Garden-Phase I & Phase II	5,003	3,205	1,798	
13	Prestige Bagmane Temple Bells	5,239	3,810	1,429	
14	Prestige Spencer Heights	697	-	697	
15	Prestige Hermitage	1,009	383	626	
16	Prestige Hillside Retreat	205	153	51	
17	Prestige Falcon Towers	693	412	282	
18	Prestige Trade Tower	1,091	1,091	-	
19	Prestige Saleh Ahmed	151	135	16	
20	TMS Square - Cochin	306	221	86	
21	Prestige Mysore Central	73	67	6	

UNRECOGNIZED REVENUE

Sl.No	Projects	Total sales value of unit sold as at 31-Dec-2017	Cumulative turnover declared upto 31-Dec-2017	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
22	Prestige Falcon City- Phase I & II	18,780	12,220	6,560	
23	Prestige Falcon City Buy Back	1,967	1,200	768	
24	Prestige Falcon City Buy Back 2	568	356	212	
25	Prestige Gulmohar	2,639	1,471	1,168	
26	Prestige Ivy League	2,661	1,232	1,429	
27	Prestige Leela Residences	3,232	1,488	1,744	
29	Prestige Pine Wood	2,110	977	1,133	
30	Prestige déjà vu	720	170	549	
41	Prestige Kew Gardens	5,451	2,170	3,281	
28	Prestige Song of South	7,055	-	7,055	FY 18
31	Prestige Kenilworth	1,424	-	1,424	FY 18
32	Presige Woodside	1,088	-	1,088	FY 18
34	Hillside Gateway	2,382	-	2,382	FY 18
35	Prestige Technostar	4,011	-	4,011	FY 18
33	Prestige High Fields_Phase I	6,702	-	6,702	FY 19
36	Prestige Woodland Park	1,644	-	1,644	FY 19
37	Prestige Bougainvillea - II	195	-	195	FY 19
38	Prestige MSR	335	-	335	FY 19
39	Prestige Lake Ridge	2,225	-	2,225	FY 19
40	Prestige Northpoint	1,487	-	1,487	FY 19
42	Prestige Fairfield	1,833	-	1,833	FY 19
43	Prestige Boulevard	861	-	861	FY 19
44	Prestige Misty Waters (Phase 2)	135	-	135	FY 19
45	Prestige Valley Crest	920	-	920	FY 19
GRAND TOTAL		1,71,349	1,02,947	68,402	

PROJECT DEBTOR SUMMARY

Name of the Project	Opening Balance as at 01-Oct-2017	New Sales	Adjustment	Amount Realised	Closing Balance as at 31-Dec-2017
<u>Completed Projects</u>					
Prestige Oasis	6	-	6	0	-
Prestige Shantiniketan	2	-	2	-	-
Prestige Neptunes Court Yard	3	210	68	54	92
Prestige Tech Park Phase - III	19	-	0	10	9
Prestige Technopolis	10	-	9	-	1
Prestige Khoday Tower	263	-	2	245	16
Prestige Silver Oak	211	182	27	162	204
Prestige Philadelphia	44	-	0	-	44
Prestige Plaza	55	-	0	14	40
Prestige Star	17	-	5	-	12
Prestige Tech Platina	1	-	1	-	-
Prestige West Holmes	0	-	(3)	3	-
Prestige SilverCrest	3	-	3	-	-
Prestige Summerfields	258	191	91	93	264
Prestige Parkview	15	-	(10)	9	15
Prestige Sunny Side	18	70	(5)	64	29
Prestige Garden Bay	45	-	35	10	-
Prestige Glen wood	77	48	56	37	32
Prestige Silver Sun	-	-	(4)	4	-
Prestige Techvista	46	49	(66)	34	126
Prestige Casabella	105	28	29	63	41
Prestige Mayberry	165	22	(45)	64	168
Prestige Tranquility	304	8	14	150	148
Prestige Bellavista	235	177	24	68	320
Prestige Jade Pavilion	14	88	(30)	118	15
Prestige Brooklyn Heights	107	42	2	93	55
Prestige Misty Waters	229	202	(85)	231	285
Prestige Edwardian	236	-	0	10	226
Prestige Downtown	44	139	10	73	100
Others	18	-	-	-	18
Sub Total - A	2,549	1,456	135	1,611	2,260

Note: In addition to the above, there are Land Owner dues to the extent of Rs. 1551 mn.

PROJECT DEBTOR SUMMARY

Name of the Project	Opening Balance as at 01-Oct-2017	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 31-Dec-2017
<u>Ongoing Projects</u>					
Prestige Golfshire	317	(31)	(153)	183	257
Prestige White Meadows	780	37	(32)	114	735
Prestige Kingfisher Towers	573	63	(63)	166	532
Prestige Royal Wood	80	37	1	26	89
Prestige Ferns Residency	215	217	(54)	339	148
Prestige Ivy Terraces	94	137	32	85	114
Prestige Westwoods	268	168	(49)	221	264
Prestige Augusta Golf Village	67	183	142	34	74
Prestige Silversprings	153	(30)	(29)	82	69
Prestige Sunrise Park	114	438	121	258	173
Prestige Lakeside Habitat	253	959	(939)	1,974	177
Prestige Royale Gardens	32	185	37	101	78
Prestige Gulmohar	5	137	(51)	170	23
Prestige Bagamane Temple Bells	27	157	(111)	248	47
Prestige Falcon City	343	919	(250)	1,307	204
Prestige Leela Residences	209	121	(10)	71	269
Prestige Ivy League	250	176	64	154	208
Prestige Kew Gardens	-	2,170	1,737	425	8
Prestige Deja vu	-	170	143	20	7
Prestige Pine Wood	-	977	874	95	8
Sub Total - B	3,779	7,190	1,411	6,074	3,485

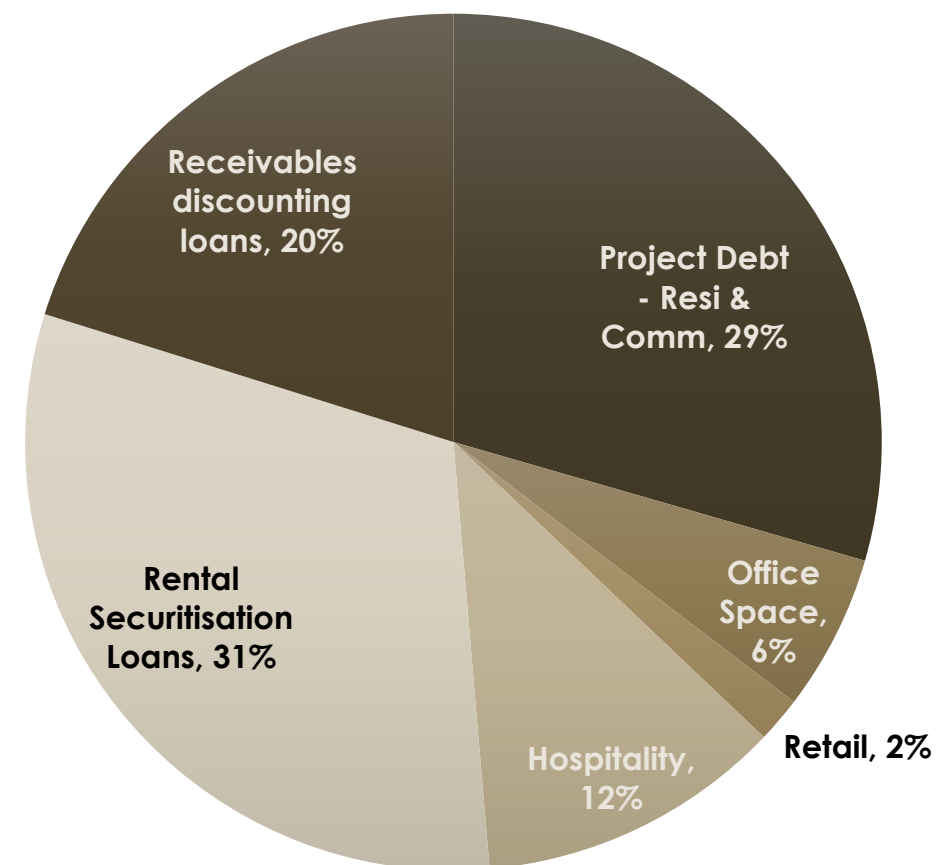
PROJECT DEBTOR SUMMARY

Name of the Project	Opening Balance as at 01-Oct-2017	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 31-Dec-2017
Other Ongoing Projects					
Prestige Spencer Heights	-	-	-	57	-
Prestige Kenil Worth	-	-	-	37	-
Prestige High Fields	-	-	-	384	-
Prestige Woodland Park	-	-	-	1	-
Prestige Wood Side	-	-	-	29	-
Prestige Song of the south	-	-	-	502	-
Prestige Hermitage	-	-	-	-	-
Prestige Hillside Gateway	-	-	-	114	-
Prestige Boulevard	-	-	-	146	-
Prestige Fair Field	-	-	-	1	-
Prestige Techno Star	-	-	-	321	-
Prestige Lake Ridge	-	-	-	176	-
Prestige Valley Crest	-	-	-	13	-
Prestige Fountain Bleau	-	-	-	2	-
Prestige Dolce Vita	-	-	-	2	-
Sub Total - C	-	-	-	1,783	-
Total (A+B+C)	6,328	8,646	1,411	9,468	5,744

DEBT PROFILE

VALUE IN ₹ Mn

Particulars	Standalone	%	Consolidated Loan *	%
Debt as on 31.12.2017				
Secured Loan				
a. Project Debt - Resi & Comm	15,687	48%	19,631	29%
b. Capex Loans				
- Office Space	2,191	7%	3,934	6%
- Retail	-	0%	1,147	2%
- Hospitality	-	0%	7,698	12%
c. Rental Securitisation Loans	1,148	4%	20,766	31%
d. Receivables discounting loans	13,436	41%	13,436	20%
Gross Debt	32,462	100%	66,612	100%
Less: Cash & Bank Balances	5,879		8,520	
Net Debt	26,583		58,092	
Networth	48,549		47,947	
Debt Equity Ratio	0.55		1.21	



ANNUALIZED PROJECTED EXIT RENTALS FOR AREA LEASED

Sl. No	Project Name	Segment	Total Leasable Area (Mnsqft)	Economic Interest (Mnsqft)	Area Leased Prestige Share (Mnsqft)	Rent P.A (Annualised) (Rs Mn)
1	Prestige Estates Projects Limited	Commercial	1.90	1.90	1.90	866
2	West Palm Developers Pvt Ltd	Commercial	0.32	0.19	0.19	82
3	Prestige Valley View Estates Pvt Ltd	Commercial	0.03	0.019	0.019	14
4	Exora Business Park - Phase I-III	Commercial	2.14	2.18	2.18	1,541
5	ICBI India Pvt Ltd	Commercial	0.06	0.05	0.05	48
6	Cessna (B1 to B8)	Commercial	2.73	2.35	2.35	1,325
7	Prestige Polygon	Commercial	0.33	0.33	0.33	332
8	Forum Vijaya- Commercial	Commercial	0.19	0.10	0.10	50
9	SKN Commercial	Commercial	0.29	0.29	0.29	144
10	Prestige Trade Tower	Commercial	0.50	0.17	0.17	283
11	Forum Mall	Retail	0.35	0.28	0.28	473
12	UB City Retail	Retail	0.10	0.04	0.04	169
13	The Forum Neighbourhood Mall	Retail	0.29	0.15	0.15	131
14	Forum Vijaya- Retail	Retail	0.64	0.32	0.32	343
15	Forum Mall Sujana Hyderabad	Retail	0.81	0.20	0.20	215
16	Forum Mall Mangalore	Retail	0.66	0.22	0.22	84
Total annualised rentals			11.34	8.79	8.79	6,101

INCREMENTAL EXIT RENTALS

SLN	Project Name	Segment	Total Area available for lease (Mnsqft)	Economic Interest (Mnsqft)	Leasable Area (PG Share) (Annualised)	Rent P.A (Rs Mn)
Rental Income by 31st March 2018						
1	Cessna Business Park B9	Commercial	0.49	0.42	0.42	378
2	Forum Mall Mysore	Retail	0.32	0.32	0.32	170
3	Celebration Mall	Retail	0.40	0.40	0.40	120
4	The Forum Neighbourhood Mall	Retail	0.29	0.15	0.15	131
5	Forum Mall Sujana Hyderabad	Retail	0.81	0.20	0.20	215
6	Forum Mall Mangalore	Retail	0.66	0.23	0.23	88
Incremental rentals in FY18			2.98	1.71	1.71	1,102
Total annualised rentals by FY18					10.50	7,203

INCREMENTAL EXIT RENTALS

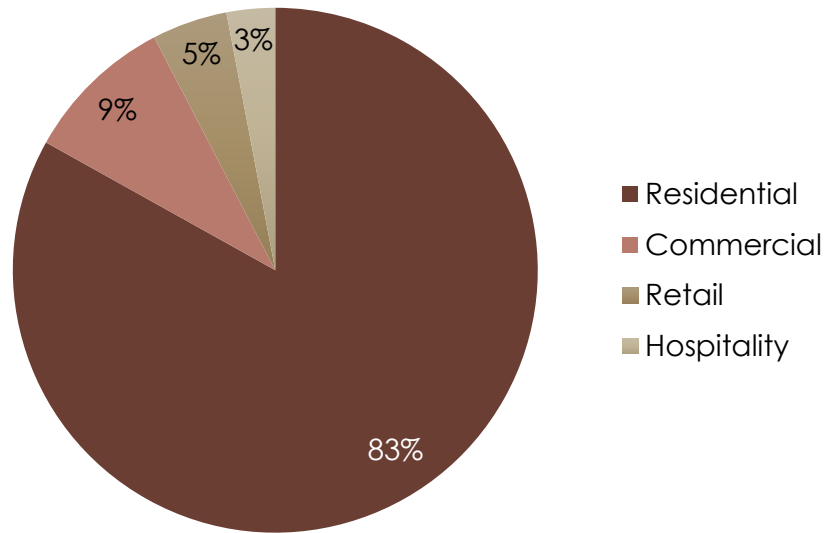
SLN	Project Name	Segment	Total Area available for lease (Mnsqft)	Economic Interest (Mnsqft)	Leasable Area (PG Share) (Annualised)	Rent P.A (Rs Mn)
Rental Income by 31st March 2019						
1	Cessna Business Park B11	Commercial	0.49	0.42	0.42	378
2	Cessna Business Park B10	Commercial	0.49	0.42	0.42	378
3	Prestige Saleh Ahmed	Commercial	0.08	0.04	0.04	47
4	TMS Square - Cochin	Commercial	0.12	0.07	0.07	43
5	Prestige Logistic Centre, Malur	Commercial	0.38	0.38	0.38	160
6	Prestige Central Street	Commercial	0.13	0.07	0.07	84
7	Forum Mall Shantiniketan	Retail	0.64	0.41	0.41	344
8	Prestige Cube	Retail	0.06	0.03	0.03	28
9	TMS Square	Retail	0.09	0.05	0.05	38
10	Prestige Mysore Central	Retail	0.08	0.05	0.05	36
Incremental rentals in FY19			2.58	1.94	1.94	1,537
Total annualised rentals by March 2019						8,740

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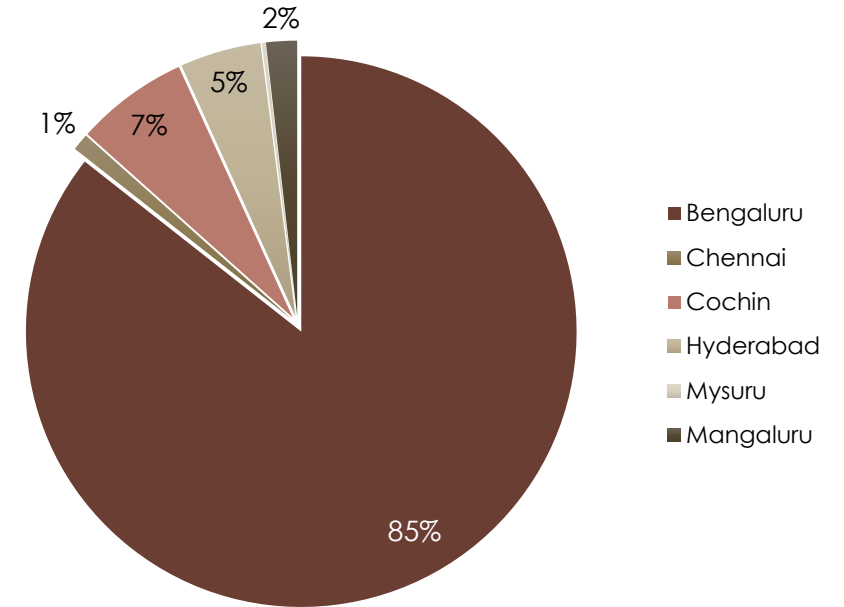
PRODUCT MIX | ONGOING PROJECTS

SEGMENT



Segment	No. of Projects	Developable Area (Mnsf)
Residential	37	43.97
Commercial	7	4.91
Retail	5	2.46
Hospitality	2	1.58
Total	51	52.92

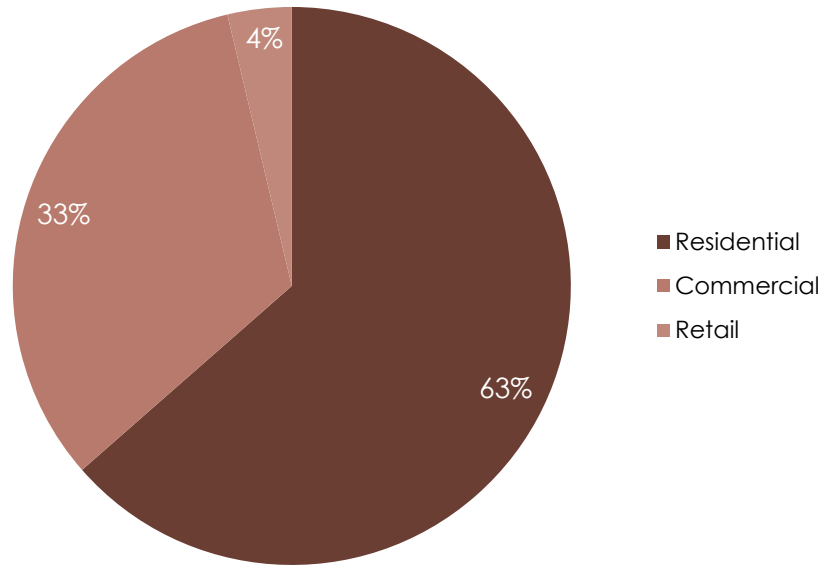
GEOGRAPHY



City	No. of Projects	Developable Area (Mnsf)
Bengaluru	41	45.30
Chennai	1	0.53
Cochin	5	3.50
Hyderabad	2	2.52
Mysuru	1	0.11
Mangaluru	1	0.96
Total	51	52.92

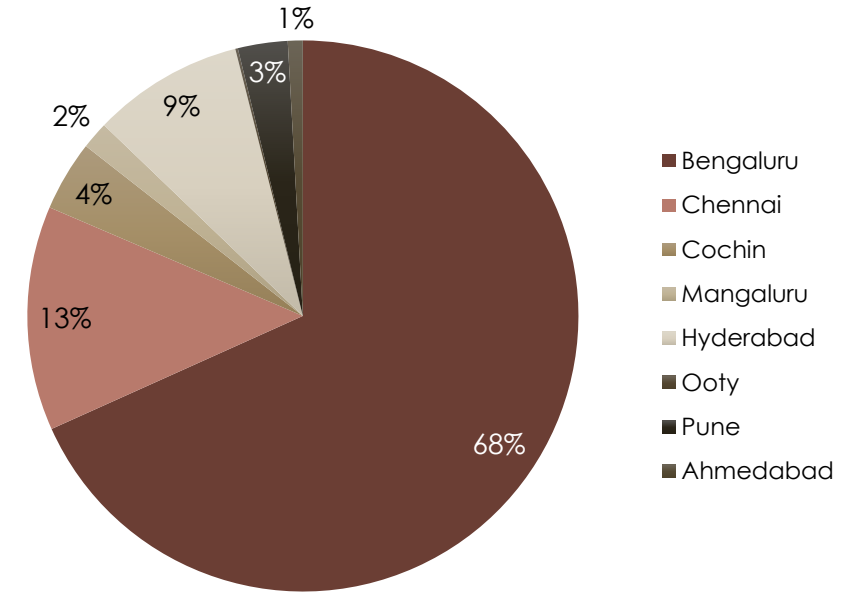
PRODUCT MIX | UPCOMING PROJECTS

SEGMENT



Segment	No. of Projects	Developable Area (Mnsf)
Residential	22	30.47
Commercial	10	15.70
Retail	2	1.78
Total	34	47.95

GEOGRAPHY



City	No. of Projects	Developable Area (Mnsf)
Bengaluru	20	32.74
Chennai	5	6.32
Cochin	2	1.98
Mangaluru	3	0.77
Hyderabad	1	4.26
Ooty	1	0.07
Pune	1	1.40
Ahmedabad	1	0.42
Total	34	47.95

ONGOING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
1	Prestige Golfshire	Bengaluru	1.75	100.00%	1.75	228	228
2	Prestige White Meadows -T3/T4	Bengaluru	1.04	100.00%	1.04	151	151
3	Kingfisher Towers	Bengaluru	1.15	45.51%	0.52	83	38
4	Prestige Hillside Retreat	Bengaluru	0.11	100.00%	0.11	58	58
5	Prestige Spencer Heights	Bengaluru	0.11	100.00%	0.11	34	34
6	Prestige Royale Garden - Phase I & II	Bengaluru	3.15	68.50%	2.16	1,696	1,162
7	Prestige Sunrise Park - Phase I	Bengaluru	1.69	99.00%	1.67	1,046	1,036
8	Prestige West Woods	Bengaluru	1.34	60.00%	0.80	567	340
9	Prestige Augusta Golf Village	Bengaluru	1.38	67.00%	0.92	460	308
10	Prestige Sunrise Park - Phase II	Bengaluru	1.58	99.00%	1.56	864	855
11	Prestige Silver Spring	Chennai	0.53	27.54%	0.15	121	33
12	Prestige Thomson	Cochin	0.60	25.00%	0.15	238	60
13	Prestige Ivy Terraces	Bengaluru	0.64	62.00%	0.40	315	195
14	Prestige Lakeside Habitat- Phase I & II	Bengaluru	5.60	69.30%	3.88	2,488	1,724
15	Prestige Falcon City Phase I	Bengaluru	4.98	42.84%	2.13	1,890	810
16	Prestige Bagmane Temple Bells	Bengaluru	1.73	70.00%	1.21	968	678
17	Prestige Gulmohar	Bengaluru	0.87	51.00%	0.44	404	206
18	Prestige Leela Residences	Bengaluru	0.53	60.00%	0.32	88	53
19	Prestige Ivy League	Hyderabad	0.97	60.00%	0.58	349	209
20	Prestige High Fields_Phase I	Hyderabad	1.55	68.34%	1.06	665	454
21	Prestige North Point	Bengaluru	0.40	51.00%	0.21	184	94
22	Prestige Pine Wood	Bengaluru	0.62	44.00%	0.27	256	113

ONGOING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
23	Prestige Woodland Park	Bengaluru	0.38	50.00%	0.19	166	83
24	Prestige Woodside	Bengaluru	0.41	60.00%	0.25	132	79
25	Prestige MSR	Bengaluru	0.15	65.00%	0.10	66	43
26	Prestige Bougainvillea Platinum	Bengaluru	0.13	60.00%	0.08	22	13
27	Prestige Falcon City Phase II	Bengaluru	1.52	35.70%	0.54	630	225
28	Prestige Déjà vu	Bengaluru	0.15	48.00%	0.07	40	19
29	Prestige Kenilworth	Bengaluru	0.19	40.00%	0.08	42	17
30	Prestige Song of the South	Bengaluru	2.28	69.04%	1.57	1,117	771
31	Prestige Hillside Gateway	Cochin	1.55	72.00%	1.12	629	453
32	Prestige Kew Gardens	Bengaluru	1.71	60%	1.03	979	587
33	Prestige Fairfield (Dollars Colony)	Bengaluru	0.54	27.03%	0.15	165	45
34	Prestige Boulevard	Bengaluru	0.26	100%	0.26	144	144
35	Prestige Misty Waters (Phase 2)	Bengaluru	0.41	51.00%	0.21	198	101
36	Prestige Lake ridge	Bengaluru	1.02	66.70%	0.68	560	374
37	Prestige Valley Crest (Bejai Property)	Mangaluru	0.96	70.00%	0.67	510	357
Total - A			43.97		28.44	18,553	12,149

ONGOING PROJECTS

Office

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Cessna Business Park B9-B11	Bengaluru	1.98	85.00%	1.68
2	Prestige TMS Square	Cochin	0.17	58.00%	0.10
3	Prestige Falcon Towers	Bengaluru	0.49	45.00%	0.22
4	Prestige Saleh Ahmed	Bengaluru	0.11	50.00%	0.06
5	Prestige Technostar	Bengaluru	1.60	80.00%	1.28
6	Prestige Central Street	Bengaluru	0.18	55.00%	0.10
7	Prestige Logistics Centre, Malur	Bengaluru	0.38	100.00%	0.38
Total - B			4.91		3.82

Retail

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Forum Shantiniketan	Bengaluru	1.08	64.00%	0.69
2	Prestige Mysuru Central	Mysuru	0.11	65.00%	0.07
3	Prestige TMS Square	Cochin	0.12	56.00%	0.07
4	Forum Thomsun	Cochin	1.06	25.00%	0.26
5	Prestige Cube	Bengaluru	0.09	100.00%	0.09
Total - C			2.46		1.18

ONGOING PROJECTS

Hospitality

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No. of Keys
1	Sheraton Hotel & Convention Center	Bengaluru	0.65	100.00%	0.65	360
2	Marriott Hotel & Convention Centre	Bengaluru	0.93	100.00%	0.93	297
Total - D			1.58		1.58	657
GRAND TOTAL			52.92		35.02	

UPCOMING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Greenmoor	Bengaluru	0.67	25.00%	0.17
2	Prestige Hillcrest	Ooty	0.07	50.00%	0.04
3	Prestige Lakeside Habitat Phase III	Bengaluru	3.29	69.30%	2.28
4	Prestige Primerose Hills	Bengaluru	2.02	62.00%	1.25
5	Prestige Park Square	Bengaluru	1.10	42.00%	0.46
6	Roshanara Property	Bengaluru	0.22	100.00%	0.22
7	Mangaluru Villas	Mangaluru	0.14	68.00%	0.09
8	Prestige Fontaine Bleau	Bengaluru	0.20	60.00%	0.12
9	Prestige Dolce Vita	Bengaluru	0.22	60.00%	0.13
10	Prestige Courtyards	Chennai	0.90	70.00%	0.63
11	Prestige Lake ridge	Bengaluru	1.02	66.70%	0.68
12	Prestige Cosmopoliton	Chennai	0.18	100.00%	0.18
13	Prestige Jindal Property	Bengaluru	4.65	37.23%	1.73
14	Prestige Verdant Vistas	Mangaluru	0.29	60.00%	0.17
15	Prestige High Fields Phase II	Hyderabad	4.26	68.34%	2.91
16	Song of south Ph II	Bengaluru	2.28	69.04%	1.57
17	Prestige Botanique	Bengaluru	0.14	55.00%	0.08
18	Prestige Palm Residences	Mangaluru	0.34	75.00%	0.26
19	Prestige Green Gables	Bengaluru	2.02	60.00%	1.21
20	Prestige Elysian, Bannerghatta Road	Bengaluru	1.09	30.60%	0.33
21	Prestige Falcon City- Phase II	Bengaluru	1.59	35.70%	0.57
22	Prestige Highline, Chennai (Pallavaram)	Chennai	3.79	78.00%	2.96
Total - A			30.47		18.04

UPCOMING PROJECTS | COMMERCIAL

Office	Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
	1	Prestige Tech Cloud	Bengaluru	4.48	86.00%	3.85
	2	Prestige Tech Park IV	Bengaluru	1.55	90.00%	1.40
	3	Prestige Tech Pacifica Park (ORR)	Bengaluru	1.65	62.95%	1.04
	4	Mount road Chennai	Chennai	0.32	45.00%	0.14
	5	Prestige Strar Tech	Bengaluru	1.82	51.00%	0.93
	6	Kharadi, Pune Property	Pune	1.40	66.75%	0.93
	7	Gift City (Ahmedabad)	Ahmedabad	0.42	100.00%	0.42
	8	Cyber Green (Kochi Smart City)	Cochin	1.46	100.00%	1.46
	9	Prestige Retreat	Bengaluru	1.48	100.00%	1.48
	10	Prestige First World, Omr, Chennai	Chennai	1.13	47.600%	0.54
Total - B				15.70	7.49	12.19
Retail	Retail					
	Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
	1	Prestige Hillside Gateway (Kakanad)	Cochin	0.52	72.00%	0.37
	2	Falcon City Forum Mall	Bengaluru	1.26	35.70%	0.45
Total - C				1.78		0.82
GRAND TOTAL - A+B+C				47.95		31.05

Sl. No	Entity Name	Location	Land Area (Acres)	Economic Interest	PEPL Share (Acres)
1	Prestige Bidadi Holdings Pvt Ltd	Bidadi	143	100%	143
2	Prestige Projects Pvt Ltd	Sarjapur/Bengaluru	182	33%	59
3	Prestige Estates Projects Ltd	Bengaluru	2	100%	2
4	Village D Nandi Pvt Ltd	Bengaluru	23	100%	23
5	Eden Investments	Goa	74	78%	57
Total			424		284

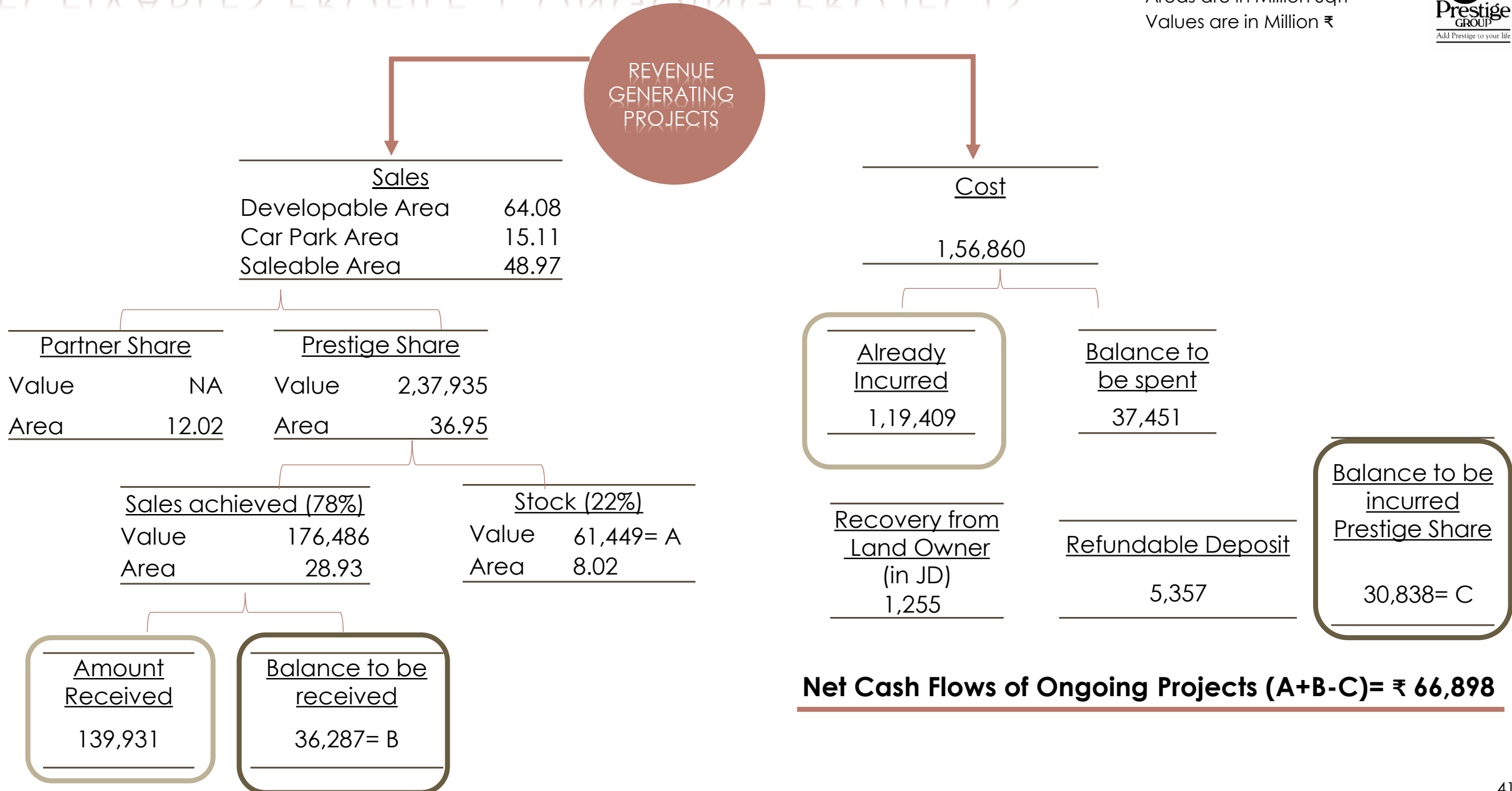
Potential Developable area of 42 mn sft (Prestige Share 28 Mn sqft)

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RECEIVABLES PROFILE | ONGOING PROJECTS

Areas are in Million Sqft
Values are in Million ₹



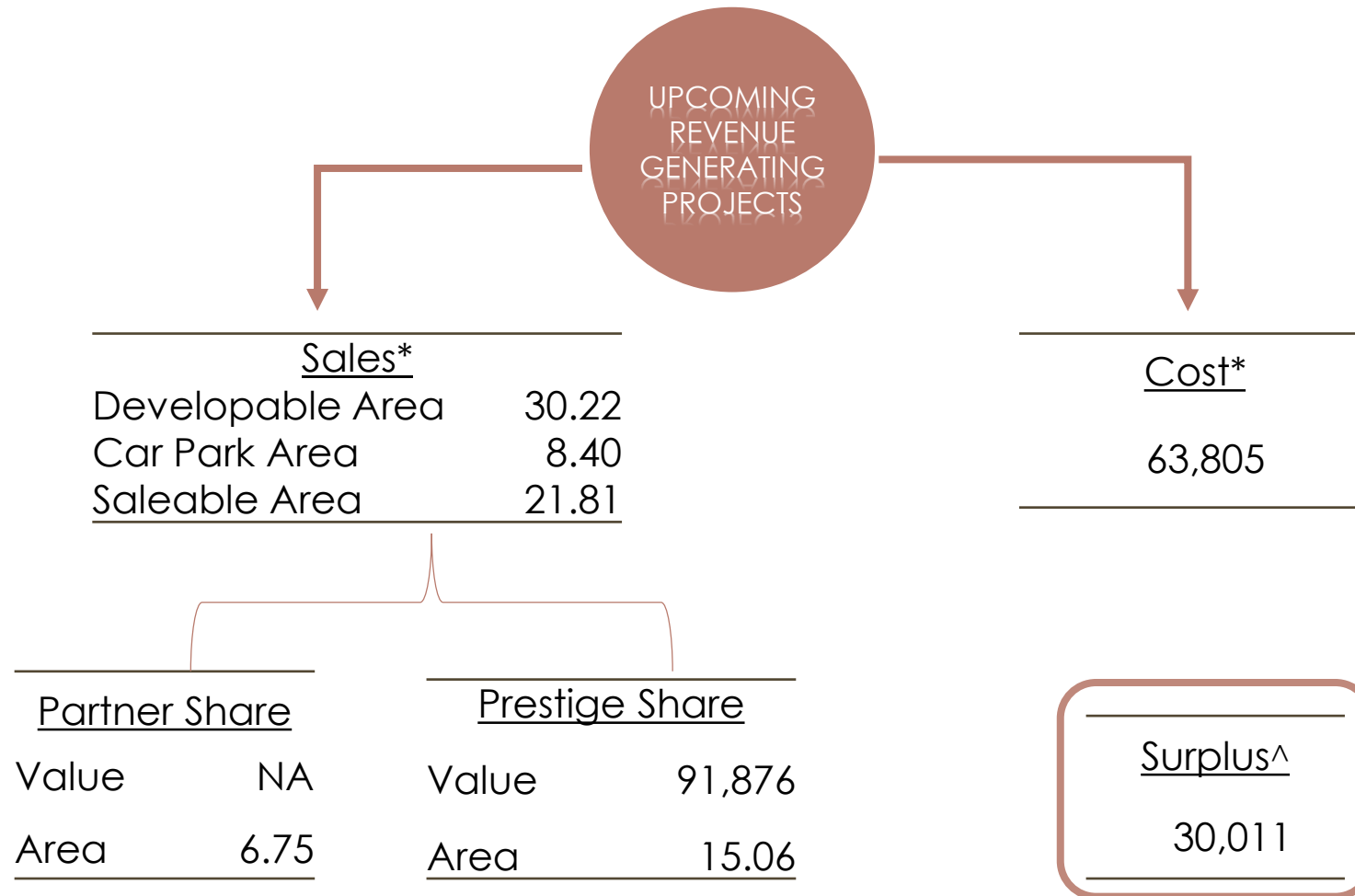
STOCK BREAKUP

Areas are in Million Sqft
Values are in Million ₹

Category	Area	Value
Premium & Luxury Projects	2.02	21,410
Mid Income Projects	4.27	26,944
Commercial Projects	0.36	2,346
Completed Projects	1.37	10,749
TOTAL	8.02	61,449

RECEIVABLES PROFILE | UPCOMING PROJECTS

Areas are in Million Sqft
Values are in Million ₹



*Estimated, ^Includes RD

OFFICE SPACE

<u>OPERATING</u>	<u>UNDER CONSTRUCTION</u>	<u>UPCOMING</u>		<u>TOTAL</u>
Leasable Area 8.57	Leasable Area 2.54	Leasable Area 11.04	=	22.15
Prestige Share Leasable Area 7.63	Prestige Share Leasable Area 1.98	Prestige Share Leasable Area 8.54	=	18.15
Gross Rental Income p.a 5,511	Gross Rental Income p.a 2,166	Gross Rental Income p.a 8,170	=	15,847
Prestige Share- Income p.a 4,698	Prestige Share- Income p.a 1,626	Prestige Share Income p.a 6,097	=	12,421

*Estimated

RETAIL			
<u>OPERATING</u>	<u>UNDER CONSTRUCTION</u>	<u>UPCOMING</u>	<u>TOTAL</u>
Leasable Area 3.23	Leasable Area 1.55	Leasable Area 1.34	= 6.12
Prestige Share Leasable Area 1.41	Prestige Share Leasable Area 0.71	Prestige Share Leasable Area 0.61	= 2.74
Gross Rental Income p.a 3,221	Gross Rental Income p.a 1,583	Gross Rental Income p.a 1,832	= 6,636
Prestige Share Income p.a 1,518	Prestige Share Income p.a 661	Prestige Share Income p.a 781	= 2,961

*Estimated

HOSPITALITY INCOME*

Values are in Million ₹

HOSPITALITY		
<u>OPERATING</u>	<u>UNDER CONSTRUCTION</u>	<u>TOTAL</u>
Total Keys 902	Total Keys 657	= 1,559
Prestige Share Keys 690	Prestige Share Keys 657	= 1,347
Gross Revenue p.a 2,205	Gross Revenue Income p.a 1173	= 3,377
Prestige Share Income p.a 1677	Prestige Share Income p.a 1173	= 2,850

***Estimated**

PROPERTY MANAGEMENT & OTHER SERVICES

Values are in Million ₹

Property Management Services

<u>Operating</u>	<u>Future Projects</u>	<u>Total</u>
Area Under Mgt 51 Mn	Area 92 Mn	= 143 Mn
Total Income 3690	Total Income 6609	= 10,299
EBITDA 565	EBITDA 1011	= 1576

*Estimated 47

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Q3FY18 AWARDS & RECOGNITION

FORUM

Congratulations to **Mr. Irfan Razack** on being felicitated at the South India Retail Summit 2017, for his contribution in Retail and Customer Service.



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PROJECT SNAPSHOTS

PRESTIGE SUNRISE PARK



KINGFISHER TOWERS



PRESTIGE AUGUSTA GOLF VILLAGE



PRESTIGE PINE WOOD



PRESTIGE WEST WOODS



PRESTIGE ROYAL GARDENS



PROJECT SNAPSHOTS

PRESTIGE IVY TERRACES



PRESTIGE LAKESIDE HABITAT



PRESTIGE FALCON CITY



PRESTIGE TECHNO STAR



PRESTIGE GULMOHAR



PROJECT SNAPSHOTS

PRESTIGE SONG OF THE SOUTH



Forum Shantiniketan Mall



PRESTIGE TEMPLE BELLS



CESSNA- B9



CESSNA- B11



PRESTIGE TMS SQUARE



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GUIDANCE VS ACHIEVED

Value in ₹ Million
Volume in Mnsqft

Particulars	Target for Full Year	Achieved	% Achieved
New Sales Value	35,000	20,704	59%
Turnover	45000-50000	37,049	82%
Collections	42,500	32,168	76%
Launch Volume	10	0.00	0%
Completions	12	7.31	61%
Leasing Volume	2.50	0.92	37%
Exit Rental Income	6,750-7,000	6,101	90%
<u>Debt Equity Ratio</u>			
Consolidated	1.15	1.21	
Standalone	0.56	0.55	

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BOARD OF DIRECTORS



Irfan Razack
Chairman & Managing
Director



Rezwan Razack
Joint Managing Director



Noaman Razack
Wholetime Director



Uzma Irfan
Director



Jagdeesh K. Reddy
Independent
Director



B.G. Koshy
Independent
Director



Noor Ahmed Jaffer
Independent
Director



Dr. Pangal Ranganath
Nayak
Independent
Director

EXECUTIVE MANAGEMENT



Faiz Rezwan
Executive Director-
Contracts & Projects



Zaid Sadiq
Executive Director-
Liasion & Hospitality



Anjum Jung
Executive Director- Interior
Design



Zayd Noaman
Executive Director- CMD's
OFFICE



Omer Bin Jung
Executive Director-
Hospitality



Nayeem Noor
Executive Director-
Government Relations



Zackria Hashim
Executive Director- Land
Acquisition



Venkat K Narayan
Chief Executive Officer

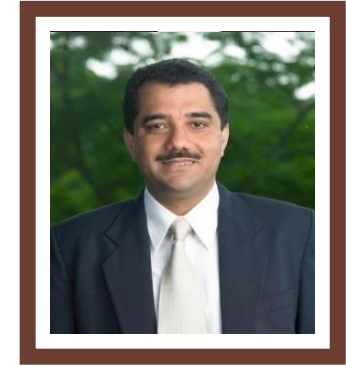
EXECUTIVE MANAGEMENT



Arvind Pai
Executive Director- Legal



Suresh Singaravelu
Executive Director- Retail,
Hospitality & Business
Expansion



Swaroop Anish
Executive Director- Business
Development



V. Gopal
Executive Director-
Projects & Planning



V.V.B.S. Sarma
Chief Financial Officer



Lt. Col. Milan Khurana (Retd.)
Executive Director – HR, IT &
Admin

DISCLAIMER

This presentation has been prepared by Prestige Estates Projects Limited ("Company") solely for providing information about the Company. It contains certain forward looking statements concerning Prestige Estates Projects Ltd's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition, economic growth in India, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, government policies and actions with respect to investments, fiscal deficits, regulation etc., interest and other fiscal cost generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time on behalf of the company.

THANK YOU

Dilip Kumar
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