

# INVESTOR PRESENTATION

RESULTS FOR THE NINE MONTHS ENDED  
31<sup>st</sup> DECEMBER 2018



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# Q3FY19 Operational Highlights

Up by **75%** yoy

Total Presales at ₹ 11,765 mn (PY ₹ 6717 mn)  
Prestige Share ₹ 9,368 mn

*Picture shot at location*

Up by **58%** yoy

Total Sales volume at 1.55 mn sft (PY 0.98 mn sft)  
Prestige Share 1.21 mn sft

Up by **551%** yoy

6.97 mn sft delivered across segments  
(PY 1.07 mn sft)

Up by **14%** yoy

Annuity income at ₹ 1,874 mn  
(PY ₹ 1641 mn)

₹ 11,692<sub>Mn</sub>  
Collections

₹ 9,334<sub>Mn</sub>  
Prestige Share

**1.56**<sub>mn sft</sub>  
Launched

**0.33**<sub>mn sft</sub>  
Leased



# 9MFY19 Operational Highlights

Up by **54%** yoy

Total Presales at ₹ 31,845 mn (PY ₹ 20704 mn)  
Prestige Share ₹ 24,980 mn

Up by **53%** yoy

Total Sales volume at 4.66 mn sft (PY 3.05 mn sft)  
Prestige Share 3.65 mn sft

up by **230%** yoy

24 mn sft delivered across segments  
(PY 7.31 mn sft)

Up by **20%** yoy

Annuity income at ₹ 5,529 mn  
(PY ₹ 4625 mn)

₹31,643<sub>Mn</sub>  
Collections

₹ 25,372<sub>Mn</sub>  
Prestige Share

**3.16**<sub>mn sft</sub>  
Launched

**1.35**<sub>mn sft</sub>  
Leased

*Picture shot at location*



# Q3FY19 Financial Highlights

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Revenue

₹ 11031 mn

*Picture shot at location*

EBITDA

₹ 3692 mn

EBITDA%

33%

PAT

₹ 674 mn

PAT%

6%

Unrecognized  
revenue

₹ 131,173 mn



# 9MFY19 Financial Highlights

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Revenue

₹ 33586 mn

*Picture shot at location*

EBITDA

₹ 10631 mn

EBITDA%

32%

PAT

₹ 3000 mn

PAT%

9%

Unrecognized  
revenue

₹ 131,173 mn



# Guidance vs Achieved

Value in ₹ mn  
Volume in mn sft

## Pre Sales

₹ 31845  
Guidance  
35,000 – 40,000

91%

## Completions

24.10  
Guidance  
10 to 12

241%

## Leasing

1.35  
Guidance  
2 mn sft

68%

## Collections

31643  
Guidance  
37,500 – 40,000

84%

## Exit Rentals

8628  
Guidance  
8,000- 8,250

108%

## Launch

3.16  
Guidance  
10 mn sft

32%



# Guidance vs Achieved

Value in ₹ mn  
Volume in mn sft

## Turnover

33586  
Guidance  
35,00 – 40,000

96%

1.79

## Debt/Equity (Consol)

Guidance  
1.3x



# During Q3F19 7 Projects ~7mn sft Delivered.

1	Prestige Kingfisher Towers	1.15
2	Prestige Royale Gardens, Phase-I	2.77
3	Prestige Spencer Heights	0.11
4	Prestige Ivy League	0.97
5	Prestige Central Street	0.19
6	Cessna Business Park Block 11	0.70
7	Forum Shantiniketan Mall	1.08
Q3 Total		6.97

Picture shot at location





# 24mn sft Completion

17 Projects completed , ~10, 000 Homes delivered

9MF19

## Q3 Total as mentioned in previous slide

1 Prestige Augusta Golf Village	1.36
2 Prestige Westwoods	1.34
3 TMS Square - Cochin	0.29
4 Prestige Lakeside Habitat	8.90
5 Prestige Saleh Ahmed	0.09
6 Prestige Mysore Central	0.11

## Q2 Total

1 Cessna Business Park Block 9	0.67
2 Prestige Logistic Centre	0.38
3 Prestige Ivy Terraces	0.64
4 Prestige Sunrise Park	3.33

## Q1 Total

6.97

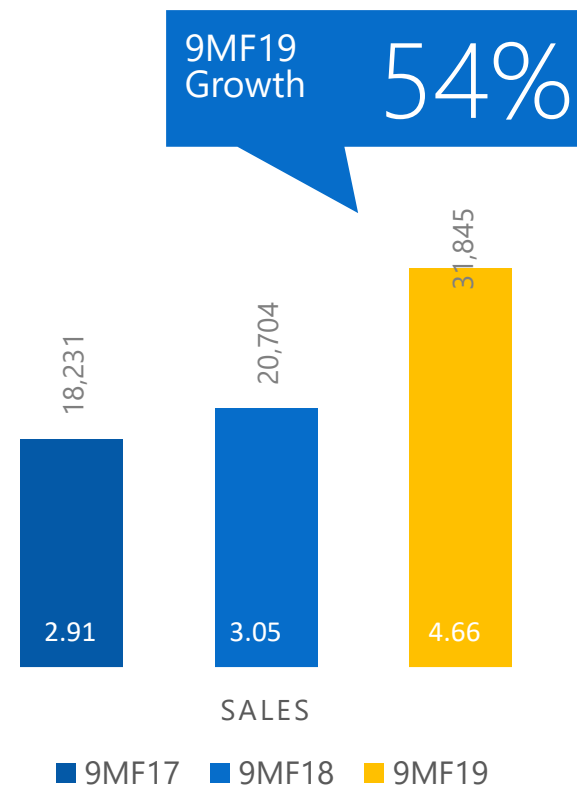
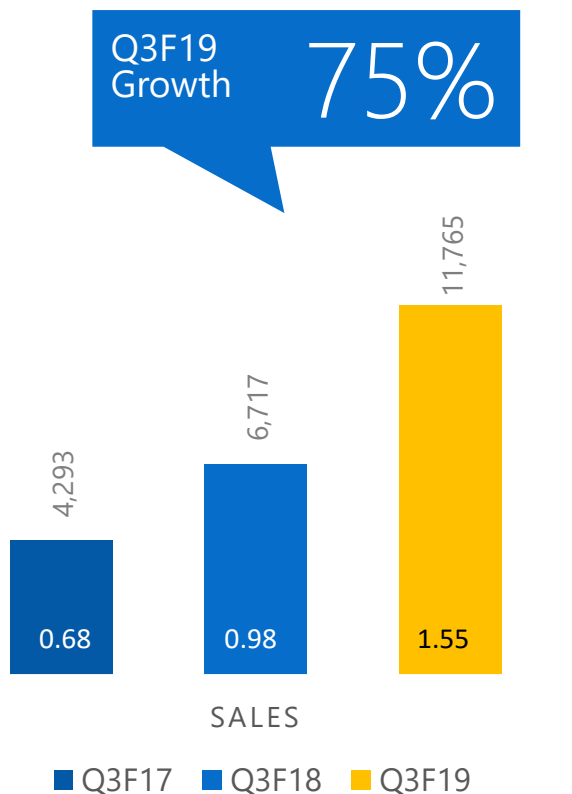
12.09

5.03



# Presales Growth Trend yoy

Values are in Mn ₹





1.56 mn sft | Q3F19 Launches

Prestige Willow Tree

0.91 Mn Sft

Bengaluru

Residential

Prestige Minsk  
Square

0.58 Mn Sft

Bengaluru

Commercial

Prestige Phoenix

0.07 Mn Sft

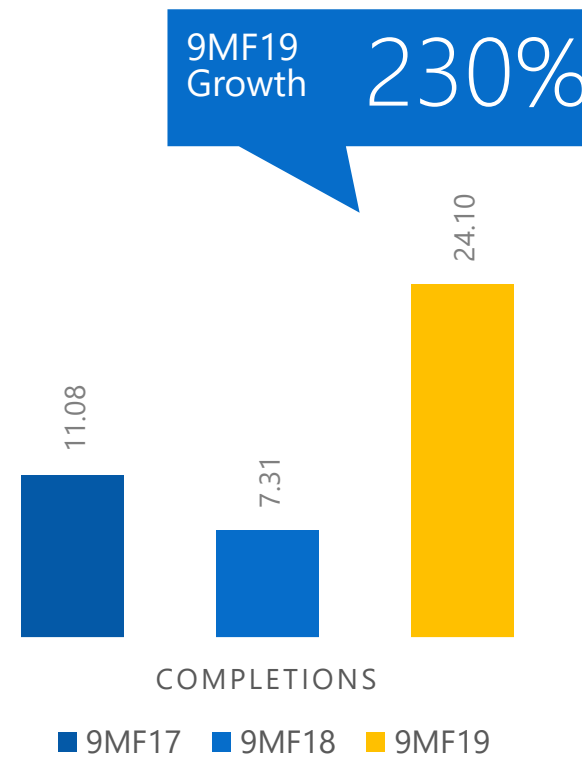
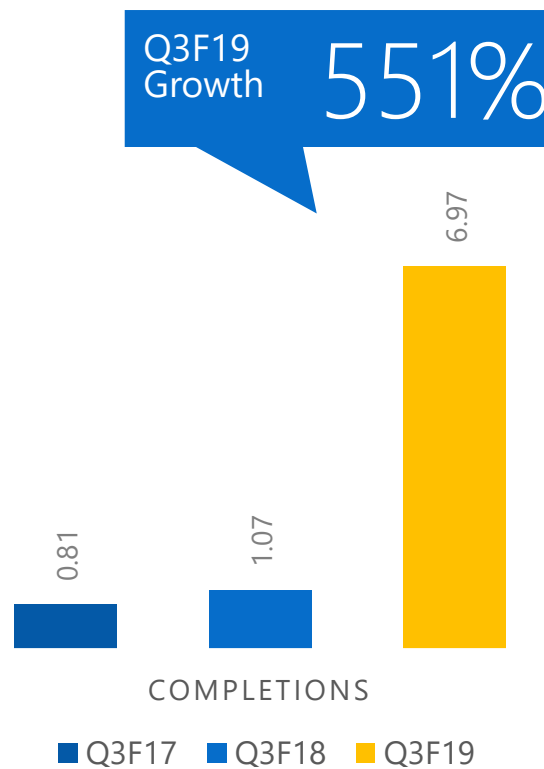
Hyderabad

Commercial



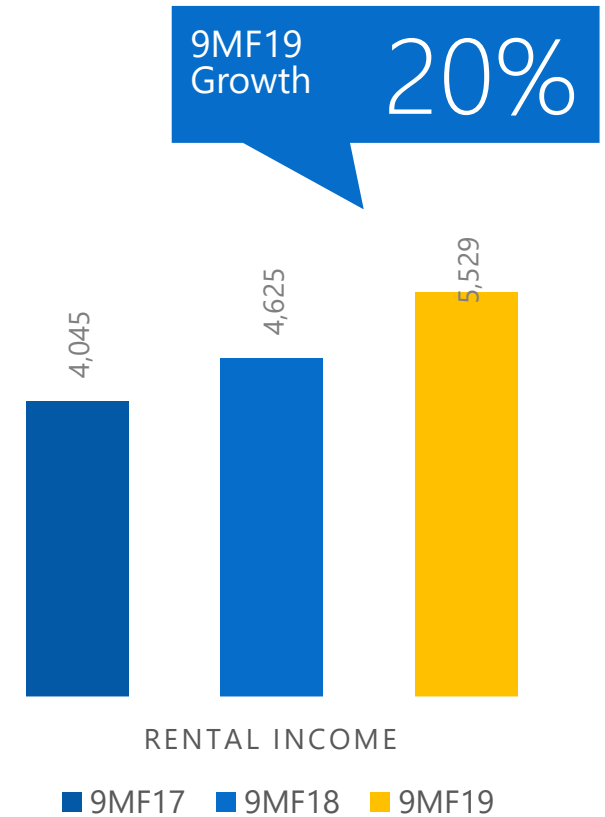
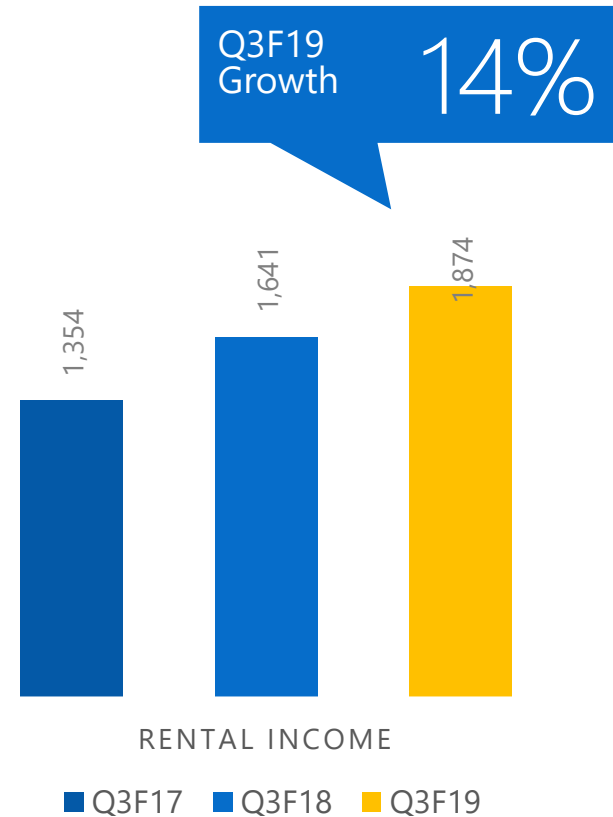
# Q3/9M Completion growth Trend

Area in Mn Sft



# Q3/9M Annuity Income Growth Trend

Values are in Mn ₹

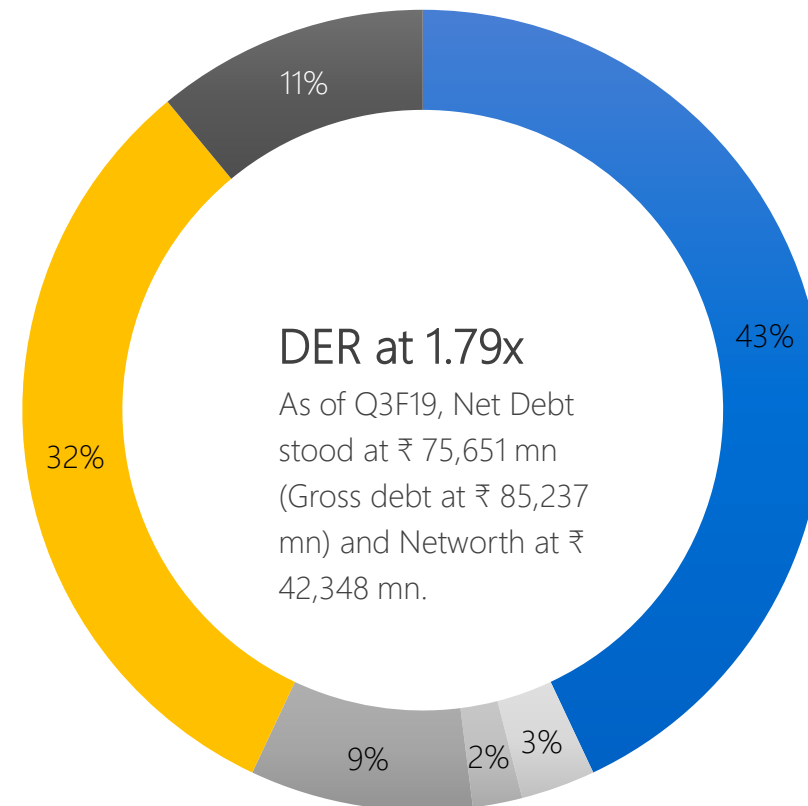




# Debt Profile

**Notes**, During Q1FY19 IND AS 115 has become applicable for the group, this has resulted in recognition of revenues from real estate activities on completion basis and has reversed revenue to the extent of ₹ 74,656 Mn with consequential reduction in retained earnings as at the said date by ₹.10,119 mn.

In addition, during Q1FY19 the company has completed acquisition of CapitalLand's stake in various SPVs for the consideration of ₹ 3420 Mn. This stake acquisition has further resulted in increase in the overall debt by ₹ 2844 Mn due to consolidation..



■ Project Debt - Resi  
■ Hospitality Capex

■ Office Capex  
■ Rental Securitisation Loans

■ Retail Capex  
■ Receivables discounting loans



₹ 8628mn\*

Exit Rental Income

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Office + Malls

₹ 5815mn

Yielding  
Office  
Portfolio

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₹ 2813mn

Yielding  
Retail  
Portfolio

---

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## Hospitality

Revenue  
₹ 3261 mn

GOP ₹ 1304 Mn

*Details Annexed*

*Pictures shot at location*

\*Excludes Operating Hospitality income of Rs 3261 mn , GOP of 40%



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# Business Segment CF Summary\*

₹ 112,754 mn

FCF from  
Dev. Co

₹ 18,344mn

Office Rentals

Yielding: Rs 7082 Mn  
Potential: Rs 11262 Mn

₹ 7969mn

Retail Rentals

Yielding: Rs 4343 Mn  
Potential: Rs 3625 Mn

₹ 3830mn

Hospitality  
Revenue

Yielding: Rs 3261 Mn  
Potential: Rs 569 Mn

₹ 12100 mn

Revenue,  
Property  
Management

Yielding: Rs 5826 Mn  
Potential: Rs 6274 Mn

33 mn sft

Land Bank  
Potential



# FCF from Under construction Projects

Particulars	Area in Mn Sft	₹ Mn	%
Total Developable Area	70.96		
Car Park Area	18.49		
Total Saleable Area	52.47		
PG area share	40.04		
Estimated Value		2,64,006	
Sold	30.33	1,90,548	76
Collections		1,54,187	
Balance to collect		36,361	
Stock	9.71	73,459	24
Refundable Deposit		4,665	
Free Cash flow to spend-A		1,14,484	
Cost of Development		1,77,569	
Incurred as of Q3F19		1,28,013	
Balance to incur -B		49,555	
<b>Net Cash flow (A-B)</b>		<b>64,929</b>	

Stock Breakup	Area	Value
Premium & Luxury Projects	1.11	11,738
Mid Income Projects	4.95	31,687
Commercial Projects	0.31	2,021
Completed Projects	3.33	28,013
<b>Total</b>	<b>9.71</b>	<b>73,459</b>

# FCF from Under Planning Projects\*

Particulars	Area in Mn Sft	₹ Mn
Total Developable Area	40.41	
Car Park Area	10.57	
Total Saleable Area	29.84	
PG area share	23.17	
Estimated Value -A		1,37,181
Cost of Development		1,00,746
Incurred as of Q3F19		8,500
Balance to spend -B		92,246
RD Paid -C		2,890
<b>Net Cash flow (A-B+C)</b>		<b>47,825</b>



# 23 mnsf Office Portfolio\*

₹ 18344 mn  
Annuity  
Rentals

## Snapshot

Value in ₹ Mn, Areal in mn sft	OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
GLA	10.25	3.57	9.39	23.21
Economic Interest	8.92	2.48	7.34	18.73
Rentals p.a. ₹	7,082	3,652	7,609	18,344
Economic Interest ₹	5,788	2,315	5,872	13,975

Picture shot at location

\*Estimates



# 16 malls 7.3 mnsf Retail Portfolio\*

₹ 7969 mn  
Annuity  
Rentals

## Snapshot

Value in ₹ Million	OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
GLA	4.31	1.69	1.30	7.29
Economic Interest	2.98	0.70	0.68	4.36
Rentals p.a. ₹	4,343	2,419	1,207	7,969
Economic Interest ₹	2,771	989	610	4,371

Picture shot at location

\*Estimates



# 1599 Keys Hospitality Portfolio\*

₹ 3830 mn  
Revenue

## Snapshot

Value in ₹ Million	OPERATING	UNDER CONSTRUCTION	TOTAL
Total Keys	1262	297	1,559
Economic Interest	1123	297	1,420
Total Revenue p.a. ₹	3261	569	3,830
Economic Interest ₹	2910	569	3,479

Picture shot at location

\*Estimates



₹ 12100 mn  
Revenue from Property  
Management  
Portfolio\*

102 mn sft  
Potential  
Area

## Snapshot

Value in mn sf	Revenue	EBITDA
Operating	5,826	1,052
Under Construction	2,663	479
Under Planning	3,611	650
<b>Total</b>	<b>12100</b>	<b>2181</b>

Picture shot at location

\*Estimates



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*Ongoing Projects*

*Upcoming Projects*

*Exit rental breakup*



# 32 Years of Trust

Picture shot at location



er 2018





112 mn sft  
Delivered

27

231  
Projects  
Delivered



*Pictures shot at location*

# Completion Track Record

231 projects across segments

99

RESIDENTIAL

64 Mn sft

106

COMMERCIAL

31 Mn sft

10

RETAIL

7 Mn sft

8

HOSPITALITY

3 Mn sft

8

PLOTTED DEV.

7 Mn sft



# Scale of Operation

	Residential		Commercial		Retail		Hospitality		Plotted Development		Total	
Particulars	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area
Completed Projects	99	63.78	106	31.47	10	7.12	8	2.55	8	7.42	231	112.34
Ongoing Projects	34	35.85	9	6.68	3	2.42	1	1.11	-	-	47	46.05
Upcoming Projects	21	35.93	14	17.96	3	1.69	-	-	-	-	38	55.58
Land Bank/Deal pipeline	-	-	-	-	-	-	-	-	-	-	-	33.00
<b>TOTAL</b>	<b>154</b>	<b>136</b>	<b>129</b>	<b>56</b>	<b>16</b>	<b>11</b>	<b>9</b>	<b>4</b>	<b>8</b>	<b>7</b>	<b>316</b>	<b>247</b>



## COMMERCIAL

- Office Space
- Built-to-Suit Campuses
- SEZs
- IT Parks



## HOSPITALITY

CONRAD  
SHERATON  
OAKWOOD  
J W MARIOTT  
ALOFT



## RESIDENTIAL

*Apartments  
Villas  
Integrated Townships  
Plotted Developments*



## RETAIL

-10 malls, 1200 STORES  
-60 MN FOOT FALLS  
-₹ 30 Bn TRADING  
-140 MN SOCIAL MEDIA



## PROPERTY MANAGEMENT

# Diversified Business Model

*Pictures shot at location*



# Development Pipeline

31

135 mn sft



*UNDER  
CONSTRUCTION*



*UNDER  
PLANNING*



*LAND BANK*

Residential | Office | Retail | Hospitality | Property Management

# Shareholding



Promoters	70%
FII's	27%
DII's	2%
Retail	1%

## RESEARCH COVERAGE

1 Axis Capital Limited	8 ICICI Securities
2 Bank of America Merrill Lynch	9 JM Financial
3 Citigroup	10 J.P. Morgan
4 CLSA	11 Kotak Securities
5 Elara Capital	12 Macquarie
6 Goldman Sachs	13 Morgan Stanley
7 HDFC securities	14 UBS & More....



# 300+ Awards & Recognitions



250+  
AWARDS



TOP INDIAN  
REAL ESTATE  
COMPANY



CERTIFICATE OF  
EXCELLENCE



MOST ADMIRERD  
SHOPPING  
CENTER



BEST  
RESIDENTIAL  
PROJECTS



BUILDER OF THE  
YEAR



DEVELOPER OF  
THE YEAR



ADMIRERD  
BRAND OF ASIA



BEST RETAIL  
PROJECTS



MOST  
PROMISING  
BRAND

...AND MANY MORE

# Board



Irfan Razack  
Chairman & Managing Director



Rezwan Razack  
Joint Managing Director



Noaman Razack  
Wholtime 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

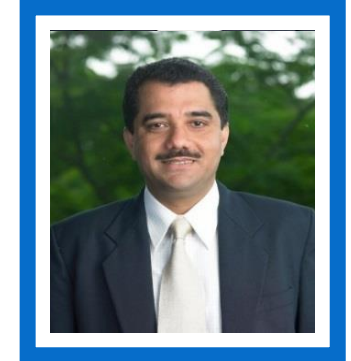
# Executive Management



Arvind Pai  
Executive Director- Legal



Suresh Singaravelu  
Executive Director- Retail,  
Hospitality



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



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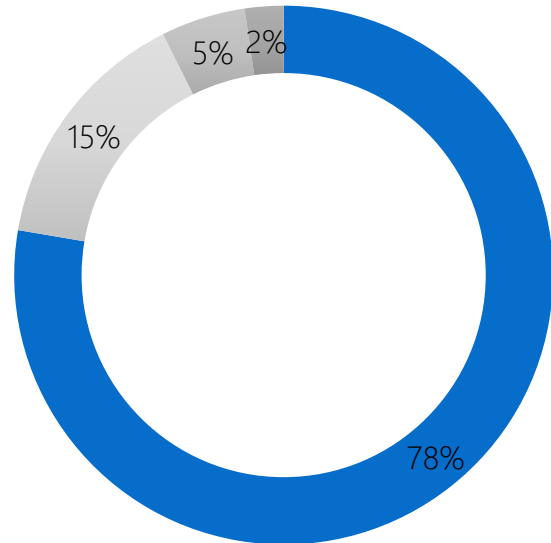
## Annexures

*Ongoing Projects*

*Upcoming Projects*

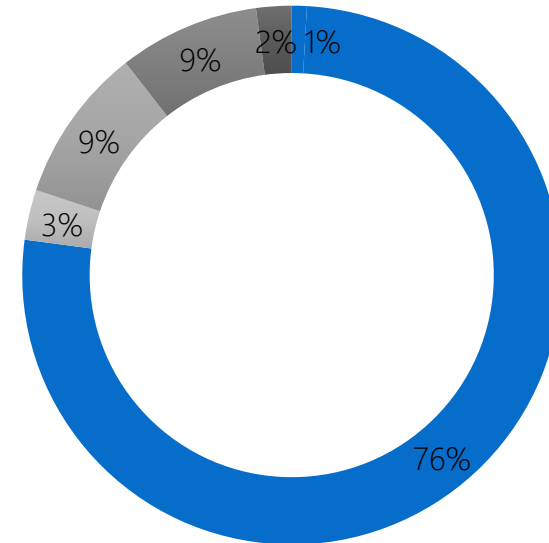
*Exit rental breakup*

# Projects Under Construction



- Residential
- Commercial
- Retail
- Hospitality

Segment	No. of Projects	Developable Area (Mnsf)
Residential	34	35.85
Commercial	9	6.68
Retail	3	2.42
Hospitality	1	1.11
<b>Total</b>	<b>47</b>	<b>46.05</b>

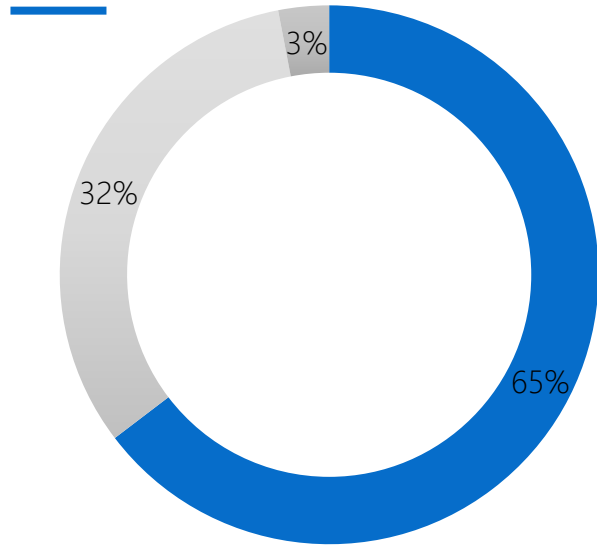


- Ahmedabad
- Bengaluru
- Chennai
- Hyderabad
- Kochi
- Mangaluru

State/City	No. of Projects	Developable Area (Mnsf)
Ahmedabad	1	0.43
Bengaluru	36	34.05
Chennai	2	1.43
Hyderabad	2	4.42
Kochi	5	4.01
Mangaluru	1	1.01
<b>Total</b>	<b>47</b>	<b>46.05</b>

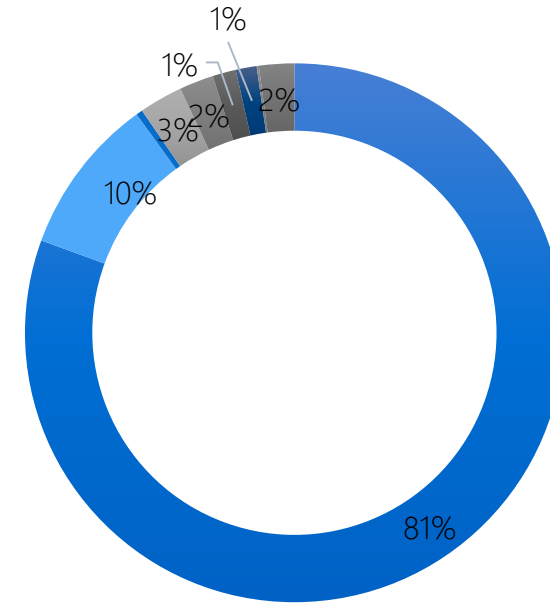


# Projects Under Planning



■ Residential  
■ Commercial  
■ Retail

Segment	No. of Projects	Developable Area (Mnsf)
Residential	21	35.93
Commercial	14	17.96
Retail	3	1.69
<b>Total</b>	<b>38</b>	<b>55.58</b>



■ Bengaluru  
■ Chennai  
■ Goa  
■ Hyderabad  
■ Kochi  
■ Mangaluru  
■ Mumbai  
■ Ooty  
■ Pune

State/City	No. of Projects	Developable Area (Mnsf)
Bengaluru	24	44.78
Chennai	4	5.27
Goa	1	0.22
Hyderabad	1	1.45
Kochi	2	1.14
Mangaluru	3	0.78
Mumbai	1	0.70
Ooty	1	0.07
Pune	1	1.17
<b>Total</b>	<b>38</b>	<b>55.58</b>

# 325 Acres Land Bank

S.No	Entity Name	Location	LandArea (Acres)	PG Share	PG Share (Acres)
1	Prestige Bidadi Holdings Pvt Ltd	Bengaluru	143	100%	143
2	Prestige Estates Projects Ltd	Bengaluru	2	100%	2
3	Village De Nandi Pvt Ltd	Bengaluru	25	100%	25
4	Eden Investments	Goa	74	78%	58
5	Prestige Nirvana	Budvel,Hyderabad	41	100%	41
6	Perumbakam/Chennai	Chennai	20	66%	13
7	Prestige Beta	Bengaluru	20	80%	16
<b>Total</b>			<b>325</b>		<b>298</b>



# Exit Rental Breakup

S.No.	Project Name	Segment	Leasable Area	Interest (%)	Interest (MnSf)	Prestige Share	Rent P.A.
1	Prestige Estates Projects Limited	Commercial	2.03	100.00	2.03	2.03	976
2	West Palm Developers Pvt Ltd	Commercial	0.32	61.00	0.20	0.20	90
3	Prestige Valley View Estates LLP	Commercial	0.03	51.05	0.02	0.02	17
4	Exora Business Park -Phase I-III	Commercial	2.18	100.00	2.18	2.18	1,638
5	ICBI India Pvt Ltd	Commercial	0.06	82.57	0.05	0.05	59
6	Cessna (B1 to B9)	Commercial	3.13	85.00	2.66	2.66	1,562
7	Prestige Polygon	Commercial	0.33	100.00	0.33	0.33	314
8	Forum Vijaya-Commercial	Commercial	0.19	50.00	0.10	0.10	57
9	SKN Commercial	Commercial	0.24	100.00	0.24	0.24	194
10	Prestige Trade Tower	Commercial	0.50	33.80	0.17	0.17	305
11	Prestige Logistic Centre	Commercial	0.17	100.00	0.17	0.17	32
12	Forum Celebration Mall	Retail	0.39	100.00	0.39	0.39	229
13	Forum Mall Bengaluru	Retail	0.35	79.90	0.28	0.28	458
14	UB City Retail	Retail	0.10	45.00	0.04	0.04	198
15	The Forum Neighbourhood Mall	Retail	0.29	100.00	0.29	0.29	261
16	Forum Vijaya Mall	Retail	0.64	50.00	0.32	0.32	461
17	Forum Mall Sujana Hyderabad	Retail	0.81	49.00	0.40	0.40	454
18	Forum Fiza Mall	Retail	0.66	68.00	0.45	0.45	160
19	Forum Centre City Mall	Retail	0.34	100.00	0.34	0.34	182
20	Prestige Mysore Central	Retail	0.06	65.00	0.04	0.04	22
Total annualised rentals			12.82		10.69	10.69	7,668

# Exit Rental Breakup

S.No.	Project Name	Segment	Leasable Area	Interest (%)	Interest (MnSf)	Prestige Share	Rent P.A.
1	Cessna Business Park B09	Commercial	0.11	85	0.09	0.09	82
2	Cessna Business Park B11	Commercial	0.46	85	0.39	0.39	355
3	TMS Square	Commercial	0.04	58	0.02	0.02	16
4	Prestige Central Street	Commercial	0.13	46	0.06	0.06	78
5	Prestige Logistic Centre	Commercial	0.21	100	0.21	0.21	40
6	Forum Mall Shantiniketan	Retail	0.64	64	0.41	0.41	344
7	Prestige Cube	Retail	0.03	100	0.03	0.03	35
8	Prestige Mysore Central	Retail	0.02	65	0.02	0.02	10
Incremental rentals in FY19			1.64		1.23	1.23	959

Total annualised rentals by March 2019

8,628



# 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

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