

INVESTOR PRESENTATION | Q4FY17 & FY17



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4. PROJECT PORTFOLIO & UPDATE
5. RECEIVABLES PROFILE
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8. GUIDANCE VS ACHIEVED



205



Completed projects
spanning across 80Mnsf
of Developed area

35



Upcoming
Projects spanning
Over 47.8 Mnsf of
developable area

8.6 mn sft

GLA of Operational
Rental portfolio (PG share)

12.2 mn sft

GLA Under
construction &
Planning (PG share)

Over **30** Years
of Legacy

58



Ongoing Projects
spanning
Over 60.2 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

Excellence
Across Sector-
Residential,
Commercial,
Retail &
Hospitality



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



Strong Joint
Venture
partners -
CapitalLand,
etc

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 OPERATION

Deep development pipeline to the tune of 150 mn sqft

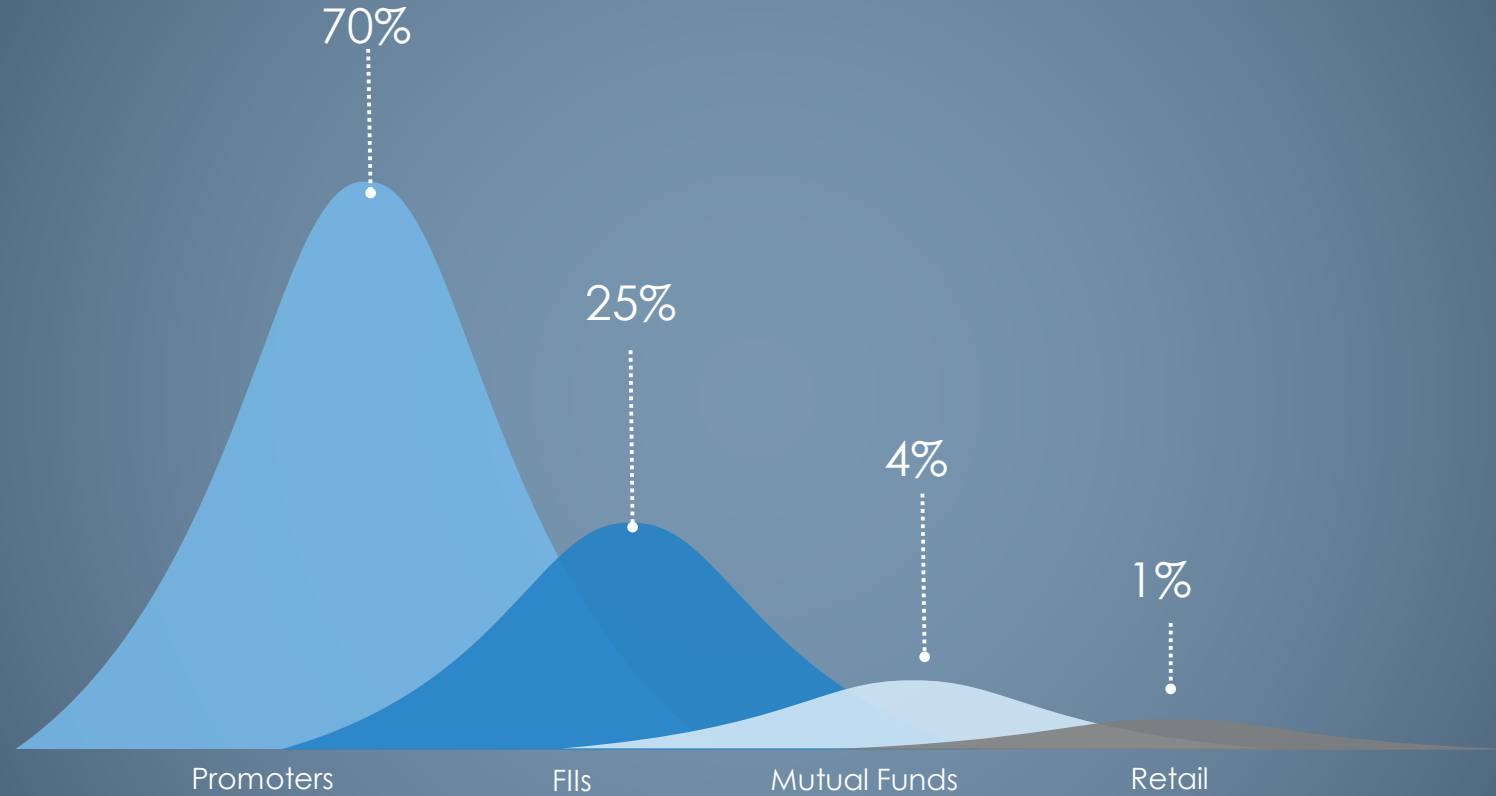
Areas are in Million Sqft

PARTICULARS	Residential		Commercial		Retail		Hospitality		Plotted Development		Total	
	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area
Completed Projects	85	36.96	100	29.15	6	4.81	6	1.37	8	7.42	205	79.70
Ongoing Projects	41	49.59	8	5.53	6	3.04	3	2.07	0	0.00	58	60.23
Upcoming Projects	23	30.31	10	15.70	2	1.78	0	0.00	0	0.00	35	47.79
Land Bank*												41.53
TOTAL	149	116.86	118	50.38	14	9.62	9	3.44	8	7.42	298	229.25

*Estimated

SHAREHOLDING PATTERN

As on 31st March 2017



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

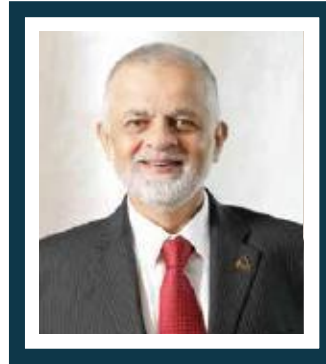


Dr. Pangal Ranganath
Nayak
Independent
Director

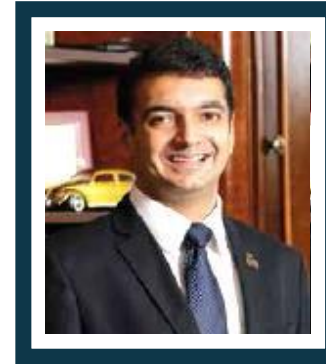
EXECUTIVE MANAGEMENT



Faiz Rezwan
Executive Director-
Contracts & Projects



Zackria Hashim
Executive Director- Land
Acquisition



Zaid Sadiq
Executive Director-
Liasion & Hospitality



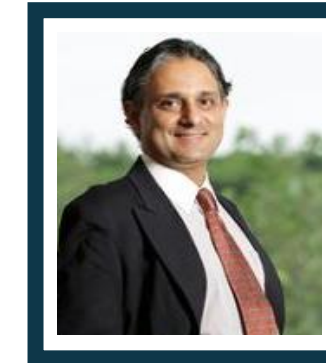
Anjum Jung
Executive Director- Interior
Design



Zayd Noaman
Executive Director- CMD's
OFFICE



Nayeem Noor
Executive Director-
Government Relations



Omer Bin Jung
Executive Director-
Hospitality

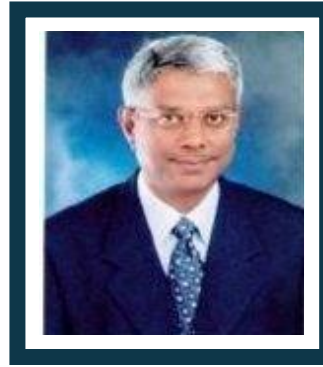


V. Gopal
Executive Director-
Projects & Planning

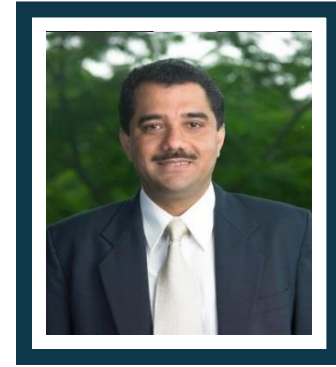
EXECUTIVE MANAGEMENT



Arvind Pai
Executive Director- Legal



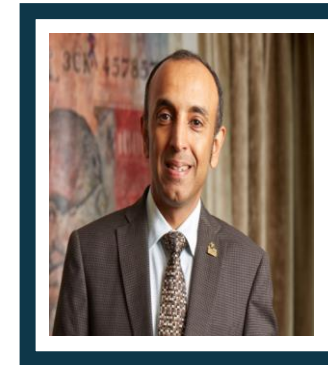
Suresh Singaravelu
Executive Director- Retail,
Hospitality & Business
Expansion



Swaroop Anish
Executive Director- Business
Development



Venkat K Narayan
Executive Director-
Finance & CFO



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

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OPERATIONAL HIGHLIGHTS

Value in ₹ Million
Volume in Mnsqft



	Particulars	Q4FY17	Q4FY16	Q3FY17	FY17	FY16
TOTAL	New Sales value	6,354	12,411	4,293	24,585	31,498
	New Sales Volume	0.90	1.93	0.68	3.82	5.01
	Avg Realization/Sft	7,035	6,424	6,297	6,441	6,286
	Collections	11,544	10,380	9,678	41,232	39,513
	Leasing Volume	0.77	0.40	0.14	1.26	1.32
	Area Delivered	1.67	2.91	0.81	12.74	4.71
	Area Launched	-	4.52	-	1.98	8.35
PRESTIGE SHARE	New Sales value	5,249	9,889	3,465	19,799	26,329
	New Sales Volume	0.73	1.53	0.55	3.07	4.26
	Collections	9,991	8,624	8,159	35,064	32,800
	Leasing Volume	0.14	0.17	0.01	0.21	0.45
	Rental Income	1,384	1,261	1,354	5,429	4,468

BUSINESS PERFORMANCE

Q 4 COMPLETIONS

Sl.No	Project Completed	Location	Segment	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Hermitage	Bengaluru	Residential	0.23	50%	0.12
2	Prestige Edwardian	Bengaluru	Residential	0.17	45%	0.08
3	Prestige Garden Bay	Bengaluru	Residential	0.64	72%	0.46
4	Prestige Royal Wood	Hyderabad	Residential	0.63	50%	0.32
	TOTAL			1.67		0.97

SALES SUMMARY | PRESTIGE SHARE

Areas are in Million Sqft
Values are in Million ₹



Particulars	Q4FY17			Q4FY16			Q3FY17			FY17			FY16		
	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value
Residential															
Mid Income Segment	0.57	347	3,716	1.08	721	6,975	0.39	237	2,321	2.39	1520	14683	3.33	2,136	19,913
Premium Segment	0.05	37	974	0.14	54	1,105	0.04	13	419	0.26	88	2633	0.45	170	3,980
TOTAL	0.62	384	4690	1.22	775	8,080	0.43	250	2,740	2.66	1609	17316	3.78	2,306	23,893
Commercial	0.11		559	0.32		1,809	0.12	-	725	0.41	0	2483	0.48	-	2,436
GRAND TOTAL	0.73	384	5249	1.53	775	9,889	0.55	250	3,464	3.07	1609	19799	4.26	2,306	26,329
Realisation per sft			7,150			6,443			6,269						6,186

NOTE

- Substantial portion of 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 and Taxes. (These exclusions approximately aggregate to around 15% of the sales value).

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FINANCIAL HIGHLIGHTS | Q4FY17 | STANDALONE

Values are in Million ₹

Particulars	Q4FY17	Q4FY16	Q3FY17	FY17	FY16
Turnover (Rs. Mn)	5905	9329	5700	22819	34007
EBIDTA (Rs. Mn)	1196	1119	1139	5493	7168
EBIDTA %	20%	12%	20%	24%	21%
PAT (Rs. Mn)	550*	481	693	3323*	4006
PAT %	9%	5%	12%	15%	12%

*Excludes exceptional gain of Rs 2568 Mn

STANDALONE BALANCE SHEET AS AT 31st March 2017

Particulars	As at 31-Mar-17	As at 31-Mar-16
A. ASSETS		
(1) Non-current assets		
(a) Property, plant and equipment	1,228	1,468
(b) Capital work-in-progress	1,756	3,766
(c) Investment properties	2,462	4,747
(d) Other intangible assets	44	39
(e) Financial assets	34,502	33,819
(f) Deferred tax assets (net)	740	-
(g) Income tax assets (net)	1,137	867
(h) Other non-current assets	9,776	1,756
	51,645	46,462
(2) Current assets		
(a) Inventories	45,503	41,418
(b) Financial assets	21,844	24,532
(c) Other current assets	4,322	4,802
	71,669	70,752
Total	1,23,314	1,17,214

STANDALONE BALANCE SHEET AS AT 31st March 2017

Particulars	As at 31-Mar-17	As at 31-Mar-16
B. EQUITY AND LIABILITIES		
(1) Equity		
(a) Equity share capital	3,750	3,750
(b) Other Equity	43,677	37,789
	47,427	41,539
(2) Non-current liabilities		
(a) Financial Liabilities	6,533	10,927
(b) Provisions	66	43
(c) Other non current liabilities	62	87
(d) Deferred tax liabilities (Net)	-	8
	6,661	11,065
(3) Current liabilities		
(a) Financial Liabilities	38,795	36,628
(b) Provisions	1,670	1,064
(c) Other current liabilities	28,761	26,918
	69,226	64,610
Total	1,23,314	1,17,214

STANDALONE | P&L ACCOUNT AS ON 31st March 2017

Values are in Million ₹



Particulars	Year ended		Quarter ended		
	31-Mar-17	31-Mar-16	31-Mar-17	30-Dec-16	31-Mar-16
(I) Revenue from Operations	21,803	32,613	5,629	5,480	9,056
(II) Other Income (Excluding Exceptional item of Rs. 2,568 Mn)	1,016	1,394	276	220	273
(III) Total Revenue - (I+II)	22,819	34,007	5,905	5,700	9,329
(IV) Expenses					
Purchases of Stock of units	-	-	-	-	-
Cost of sales on projects	12,069	21,613	3,303	3,229	6,670
Property and Facilities operating expenses	2,432	2,332	618	615	622
Employee benefits expense	1,615	1,220	424	406	195
Finance costs	1,876	2,210	563	392	534
Depreciation and amortization expense	495	504	115	130	130
Other expenses	1,210	1,674	364	311	722
Total Expenses	19,697	29,553	5,387	5,083	8,873
(V) Profit before tax (III-IV)	3,122	4,454	518	617	456
(VI) Tax expense	- 201	448	- 32	- 76	- 25
(VII) Profit (Loss) for the period	3,323	4,006	550	693	481
(VIII) Other Comprehensive loss/(Income)	- 3	-	3	1	- 1
(IX) Total Comprehensive Income (VII-VIII)	3,320	4,006	553	692	480
(X) Exceptional items	2,568	-	2,568	-	-
(IX) Total Comprehensive Income after exceptional items	5,888	4,006	3,121	692	480

FINANCIALS | KEY RATIOS | STANDALONE

Values are in Million ₹

Sl. No.	Particulars	Quarter ended					
		31-Mar-17 (Audited)	Ratio/%	30-Dec-16 (Unaudited)	Ratio/%	31-Mar-16 (Audited)	Ratio/%
1	Sale of Projects & Property Income	5,629		5,480		9,056	
2	Other Income	276		220		273	
3	Total Income	5,905		5,700		9,329	
4	Cost of project sold and property expenses	3,921		3,844		7,292	
5	Gross Margin	1,708	30%	1,636	30%	1,764	19%
6	Admin, Employee and Selling cost	788		717		917	
7	EBIDTA	1,196	20%	1,139	20%	1,120	12%
8	Financial Expenses	563		392		534	
9	Depreciation	115		130		130	
10	Total Expenses	5,387		5,083		8,873	
11	PBT	518	9%	617	11%	456	5%
12	Tax	(32)		(76)		(25)	
13	PAT	550	9%	693	12%	481	5%
14	Other Comprehensive loss/(Income)	3		(1)		(1)	
15	Total Comprehensive Income	553	9%	692	12%	480	5%
16	Exceptional items	2,568		-		-	
17	Profit after tax	3,121		692		480	
16	EPS (Annualized) (In Rs)	33.29		7.38		5.12	
17	Market Price per share	218.10		170.00		172.75	
18	PE Ratio	7		23		34	
19	Market Cap	81,788		63,750		64,781	

FINANCIAL HIGHLIGHTS | Q4FY17 | CONSOLIDATED

Values are in Million ₹

Particulars	Q4FY17	Q4FY16	Q3FY17	FY17	FY16
Turnover (Rs. Mn)	14633	13875	12536	48617	58141
EBIDTA (Rs. Mn)	2909	2231	2582	10070	13493
EBIDTA %	20%	16%	21%	21%	23%
PAT (Rs. Mn)	1111	670	980	3672	6465
PAT %	8%	5%	8%	8%	11%

CONSOLIDATED | BALANCE SHEET AS AT 31st March 2017

Particulars	As at 31-Mar-17	As at 31-Mar-16
A. ASSETS		
(1) Non-current assets		
(a) Property, plant and equipment	5,872	6,208
(b) Capital work-in-progress	17,952	9,819
(c) Investment properties	27,235	27,826
(d) Goodwill (arising on consolidation)	3,069	3,069
(e) Other intangible assets	47	42
(f) Financial assets	13,965	13,956
(g) Deferred tax assets (net)	1,014	92
(h) Current tax assets (net)	3,200	1,952
(i) Other non-current assets	3,220	2,285
	75,574	65,249
(2) Current assets		
(a) Inventories	66,919	67,148
(b) Financial assets	20,420	24,648
(c) Other current assets	7,567	7,643
	94,906	99,439
Total	1,70,480	1,64,688

CONSOLIDATED | BALANCE SHEET AS AT 31st March 2017

Values are in Million ₹



Particulars	As at 31-Mar-17	As at 31-Mar-16
B. EQUITY AND LIABILITIES		
(1) Equity		
(a) Equity share capital	3,750	3,750
(b) Other Equity	40,889	38,249
(c) Non controlling interest	2,114	2,266
	46,753	44,265
(2) Non-current liabilities		
(a) Financial Liabilities	36,653	33,227
(b) Long-term provisions	121	62
(c) Deferred tax liabilities (Net)	2,124	1,906
	38,898	35,195
(3) Current liabilities		
(a) Financial Liabilities	37,879	36,153
(b) Short-term provisions	2,003	1,360
(c) Current tax liabilities	1,533	1,223
(d) Other current liabilities	43,414	46,492
	84,829	85,228
Total	1,70,480	1,64,688

CONSOLIDATED I P & L as on 31st March 2017

Values are in Million ₹



Particulars	Year ended		Quarter ended		
	31-Mar-17	31-Mar-16	31-Mar-17	31-Dec-16	31-Mar-16
(I) Revenue from Operations	47,745	55,310	14,437	12,341	13,674
(II) Other Income	872	2,831	196	195	201
(III) Total Revenue - (I+II)	48,617	58,141	14,633	12,536	13,875
(IV) Expenses					
Cost of sales on projects	28,284	35,131	8,960	7,476	8,861
Property and Facilities operating expenses	5,257	4,956	1,467	1,150	1,364
Employee benefits expense	2,933	2,030	757	740	210
Finance costs	3,160	3,462	869	730	980
Depreciation and amortization expense	1,637	1,274	389	439	371
Other expenses	2,073	2,531	540	588	1,209
Total Expenses	43,344	49,384	12,982	11,123	12,995
(V) Profit before tax (III-IV)	5,273	8,757	1,651	1,413	880
(VI) Tax expense	1,601	2,292	540	433	210
VII. Profit (Loss) for the year	3,672	6,465	1,111	980	670
Share of profit / (loss) from associates (Net) (VIII)	121	67	25	58	48
Profit after tax (before adjustment for Minority interest) (IX = VII - VIII)	3,793	6,532	1,136	1,038	718
Share in profit / (loss) to Minority interest (X)	1,095	435	243	355	101
Profit after tax and Minority interest (VIII - X)	2,698	6,097	893	683	617
Other Comprehensive Income	(10)	(6)	10	(5)	(6)
Profit after Other Comprehensive Income	2,688	6,091	903	678	611

FINANCIALS | CONSOLIDATED | KEY RATIOS

Values are in Million ₹



Sl. No.	Particulars	Quarter ended					
		31-Mar-17 (Unaudited)	Ratio/%	31-Dec-16 (Unaudited)	Ratio/%	31-Mar-16 (Unaudited)	Ratio/%
1	Sale of Projects & Property Income	14,437		12,341		13,674	
2	Other Income	196		195		201	
3	Total Income	14,633		12,536		13,875	
4	Cost of project sold and property expenses	10,427		8,626		10,225	
5	Gross Margin	4,010	28%	3,715	30%	3,449	25%
6	Admin, Employee and Selling cost	1,297		1,328		1,419	
7	EBIDTA	2,909	20%	2,582	21%	2,231	16%
8	Financial Expenses	869		730		980	
9	Depreciation	389		439		371	
10	Total Expenses	12,982		11,123		12,995	
11	PBT	1,651	11%	1,413	11%	880	6%
12	Tax	540		433		210	
13	PAT	1,111	8%	980	8%	670	5%
14	Share of profit / (loss) from associates	25		58		48	
15	Minority	(243)		(355)		(101)	
16	Other Comprehensive Income	10		(5)		(6)	
17	Profit after tax	903		678		611	
18	EPS (Annualized) (In Rs)	9.63		7.23		6.52	
19	Market Price per share	218.10		170.00		172.75	
20	PE Ratio	23		24		27	
21	Market Cap	81,788		63,750		64,781	

UNRECOGNIZED REVENUE | FROM PROJECTS UNDER CONSTRUCTION

Values are in Million ₹

Sl.No	Projects	Total sales value of unit sold as at 31-Mar-2017	Cumulative turnover declared upto 31-Mar-2017	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
	Residential Projects				
1	Prestige Bellavista	13,843	13,697	147	
2	Prestige Tranquility	9,742	9,639	102	
3	Prestige White Meadows-1 & 2	6,509	6,406	103	
4	Prestige Kingfisher Towers	8,289	7,116	1,173	
5	Prestige Golf Shire	7,016	5,849	1,168	
6	Prestige Royal wood	2,051	1,960	91	
7	Prestige Edwardian	754	402	351	
8	Prestige Ferns Residency	9,109	7,849	1,260	
9	Prestige Mayberry	2,822	2,724	98	
10	Prestige Westwoods	4,961	3,697	1,264	
11	Prestige Ivy Terraces	1,869	1,453	416	
12	Prestige Downtown	1,210	1,136	74	
13	Prestige Augusta Golf Village	7,444	5,070	2,374	
14	Prestige Misty Waters	5,035	4,230	805	
15	Prestige Silver Spring	2,679	2,073	605	
16	Prestige Jade Pavilion	2,771	2,598	173	

UNRECOGNIZED REVENUE | FROM PROJECTS UNDER CONSTRUCTION

Sl.No	Projects	Total sales value of unit sold as at 31-Mar-2017	Cumulative turnover declared upto 31-Mar-2017	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
17	Prestige Sunrise Park - Phase I & Phase II	10,529	7,811	2,718	
18	Prestige Lakeside Habitat Phase I & II	22,405	13,316	9,088	
19	Prestige Royale Garden-Phase I & Phase II	4,778	2,426	2,352	
20	Prestige Brooklyn Heights	1,045	797	248	
21	Prestige Bagmane Temple Bells	5,141	3,095	2,046	
22	Prestige Spencer Heights	731	-	731	
23	Prestige Hermitage	1,002	333	669	
24	Prestige Hillside Retreat	205	147	58	
25	Prestige Falcon Towers	693	337	357	
26	Prestige Trade Tower	1,091	986	105	
27	Prestige Saleh Ahmed	151	102	49	
28	TMS Square - Cochin	306	165	141	
29	Prestige Mysore Central	73	39	34	
30	Prestige Falcon City- Phase I & II	18,502	9,399	9,104	
31	Prestige Falcon City Buy Back	1,906	949	957	
32	Prestige Falcon City Buy Back 2	550	274	276	
33	Prestige Gulmohar	2,478	1,038	1,440	
34	Prestige Pine Wood	1,731	-	1,731	FY 18

UNRECOGNIZED REVENUE | FROM PROJECTS UNDER CONSTRUCTION

Values are in Million ₹



Sl.No	Projects	Total sales value of unit sold as at 31-Mar-2017	Cumulative turnover declared upto 31-Mar-2017	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
35	Prestige Ivy League	2,158	-	2,158	FY 18
36	Prestige Leela Residences	3,088	-	3,088	FY 18
37	Prestige déjà vu	667	-	667	FY 18
38	Prestige Kenilworth	1,413	-	1,413	FY 18
39	Presige Woodside	1,140	-	1,140	FY 18
40	Prestige High Fields_Phase I	4,059	-	4,059	FY 18
41	Prestige Technostar	3,834	-	3,834	FY 18
42	Prestige Lake Ridge	1,903	-	1,903	FY 18
43	Prestige Northpoint	1,455	-	1,455	FY 18
44	Prestige Song of South	5,646	-	5,646	FY 18
45	Hillside Gateway	2,213	-	2,213	FY 18
46	Prestige Kew Gardens	5,133	-	5,133	FY 18
47	Prestige Fairfield	1,774	-	1,774	FY 19
48	Prestige Boulevard	757	-	757	FY 19
49	Prestige Valley Crest	743	-	743	FY 19
50	Prestige Woodland Park	1,658	-	1,658	FY 19
51	Prestige Bougainvillea - II	195	-	195	FY 19
52	Prestige MSR	358	-	358	FY 19
	GRAND TOTAL	1,97,616	1,17,113	80,504	

Includes sales value attributable to land lord's area/revenue, accounted as per Ind-AS

PROJECT DEBTORS SUMMARY

Values are in Million ₹

Name of the Project	Opening Balance as at 01-Jan-2017	New Sales	Adjustment	Amount Realised	Closing Balance as at 31-Mar-2017
Completed Projects					
Prestige Oasis	37	3	0	4	36
Prestige Shantiniketan	38	422	- 21	390	49
Prestige Neptunes Court Yard	11	41	- 26	-	27
Prestige Tech Park Phase - III	19	-	- 0	0	19
Prestige Technopolis	10	0	- 0	-	10
Prestige Khoday Tower	250	453	- 453	-	250
Prestige Silver Oak	158	-	190	77	271
Prestige Philadelphia	44	-	-	-	44
Prestige Plaza	130	-	- 0	17	113
Prestige Star	25	-	- 4	-	22
Prestige West Holmes	9	-	0	1	8
Prestige SilverCrest	24	13	45	45	37
Prestige Summerfields	263	125	- 46	82	260
Prestige Parkview	43	3	15	40	21
Prestige Sunny Side	80	51	16	89	58
Prestige Garden Bay	111	31	7	66	83
Prestige Glen wood	91	25	- 21	24	71
Prestige Silver Sun	25	-	15	24	16
Prestige Techvista	31	12	- 4	14	24
Prestige Casabella	170	26	21	63	112
Prestige Mayberry	260	10	- 20	67	223
Others	18	-	-	-	18
Sub Total - A	1,849	1,215	- 284	1,005	1,772

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

PROJECT DEBTORS SUMMARY

Values are in Million ₹

Name of the Project	Opening Balance as at 01-Jan-2017	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 31-Mar-2017
<u>Ongoing Projects</u>					
Prestige Edwardian	82	130	(60)	167	105
Prestige Golfshire	282	(5)	(323)	297	303
Prestige White Meadows	894	81	(106)	253	829
Prestige Kingfisher Towers	1,360	(25)	37	546	752
Prestige Tranquility	168	590	132	328	298
Prestige Bellavista	104	153	2	149	107
Prestige Royal Wood	79	136	22	77	116
Prestige Ferns Residency	68	487	77	322	156
Prestige Ivy Terraces	33	146	67	73	38
Prestige Westwoods	340	271	86	247	278
Prestige Downtown	30	110	(7)	107	40
Prestige Augusta Golf Village	53	303	153	162	41
Prestige Misty Waters	130	171	(118)	214	205
Prestige Silversprings	111	(292)	(442)	162	99
Prestige Sunrise Park	57	591	(89)	665	72
Prestige Lakeside Habitat	192	1,565	394	1,065	297
Prestige Brooklyn Heights	10	77	66	12	8
Prestige Royale Gardens	45	151	(46)	227	15
Prestige Jade Pavilion	50	328	181	57	140
Prestige Bagamane Temple Bells	93	193	(68)	329	26
Prestige Falcon City	268	3,608	2,547	1,023	305
Sub Total - B	4,448	8,769	2,504	6,481	4,231

PROJECT DEBTORS SUMMARY

Values are in Million ₹



Name of the Project	Opening Balance as at 01-Jan-2017	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 31-Mar-2017
Prestige Spencer Heights	-	-	-	7	-
Prestige Kenil Worth	-	-	-	131	-
Prestige High Fields	-	-	-	200	-
Prestige Ivy League	-	-	-	116	-
Prestige Leela Residences	-	-	-	65	-
Prestige Woodland Park	-	-	-	4	-
Prestige Pine Wood	-	-	-	53	-
Prestige North Point	-	-	-	2	-
Prestige Wood Side	-	-	-	28	-
Prestige Gulmohar	-	-	-	205	-
Prestige Song of the south	-	-	-	539	-
Prestige Hillside Gateway	-	-	-	119	-
Prestige Boulevard	-	-	-	68	-
Prestige Kew Gardens	-	-	-	359	-
Prestige Fair Field	-	-	-	4	-
Prestige Techno Star	-	-	-	445	-
Prestige Lake Ridge	-	-	-	146	-
Prestige Valley Crest	-	-	-	12	-
Prestige Misty Waters II	-	-	-	2	-
Sub Total - C	-	-	-	2,504	-
Total (A+B+C)	6,296	9,984	2,504	9,991	6,003

DEBT PROFILE AS ON 31st March 2017

Values are in Million ₹



Particulars	Standalone	%	Consolidated Loan	%
Debt as on 31.03.2017				
Secured Loan	26,830.6	100.0%	56,810.5	100.0%
a. Project Debt - Resi & Comm	13,214.0	49.2%	14,323.4	25.2%
b. Capex Loans	-		-	
- Office Space	1,975.9	7.4%	3,080.0	5.4%
- Retail	-	0.0%	839.8	1.5%
- Hospitality	-	0.0%	6,542.7	11.5%
c. Rental Securitisation Loans	1,213.9	4.5%	21,597.7	38.0%
d. Receivables discounting loans	10,426.9	38.9%	10,426.9	18.4%
Gross Debt	26,830.6	100.0%	56,810.5	100.0%
Less: Cash & Bank Balances	2,324.9		4,736.7	
Net Debt	24,505.7		52,073.8	
Networth	47,427.2		46,752.9	
Debt Equity Ratio	0.52		1.11	

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 Per Sft (Rs)	Rent P.A (Annualised) (Rs Mn)
1	Prestige Estates Projects Limited	Commercial	1.90	1.90	1.90	38	866
2	West Palm Developers Pvt Ltd	Commercial	0.32	0.19	0.19	36	82
3	Prestige Valley View Estates Pvt Ltd	Commercial	0.03	0.019	0.019	62	14
4	Exora Business Park - Phase I-III	Commercial	2.18	2.18	2.18	59	1,541
5	ICBI India Pvt Ltd	Commercial	0.06	0.05	0.05	78	47
6	Cessna (B1 to B8)	Commercial	2.77	2.35	2.35	45	1,277
7	Prestige Polygon	Commercial	0.33	0.33	0.33	75	300
8	Forum Vijaya- Commercial	Commercial	0.19	0.10	0.10	44	50
9	Forum Mall	Retail	0.35	0.28	0.28	138	466
10	UB City Retail	Retail	0.10	0.04	0.04	320	169
11	Forum Value Mall	Retail	0.29	0.15	0.15	75	131
12	Forum Vijaya- Retail	Retail	0.64	0.32	0.32	90	343
13	Forum Mall Sujana Hyderabad	Retail	0.81	0.20	0.20	84	201
14	Forum Mall Mangalore	Retail	0.66	0.23	0.23	32	86
15	SKN Commercial	Commercial	0.29	0.29	0.29	41	144
Total annualised rentals			10.92	8.63	8.63		5,717

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 Per Sft (Rs)	Rent P.A (Annualised) (Rs Mn)
Rental Income by 31st March 2018							
1	Prestige Polygon	Commercial	0.05	0.05	0.00	75	45
2	Prestige Trade Tower	Commercial	0.48	0.16	0.09	130	254
3	Cessna Business Park B9	Commercial	0.49	0.42	0.00	75	378
4	TMS Square - Commercial	Commercial	0.12	0.07	0.00	50	43
5	Prestige Saleh Ahmed	Commercial	0.08	0.04	0.00	100	47
6	Forum Mall Mysore	Retail	0.37	0.19	0.08	45	103
7	TMS Square - Retail	Retail	0.09	0.05	0.00	60	38
8	Forum Mall Shantiniketan	Retail	0.64	0.41	0.16	70	344
9	Prestige Mysore Central	Retail	0.08	0.05	0.05	60	36
Incremental rentals in FY18			2.41	1.45	0.38		1287
Total annualised rentals by March 2018			13.33	10.07	9.01		7,005

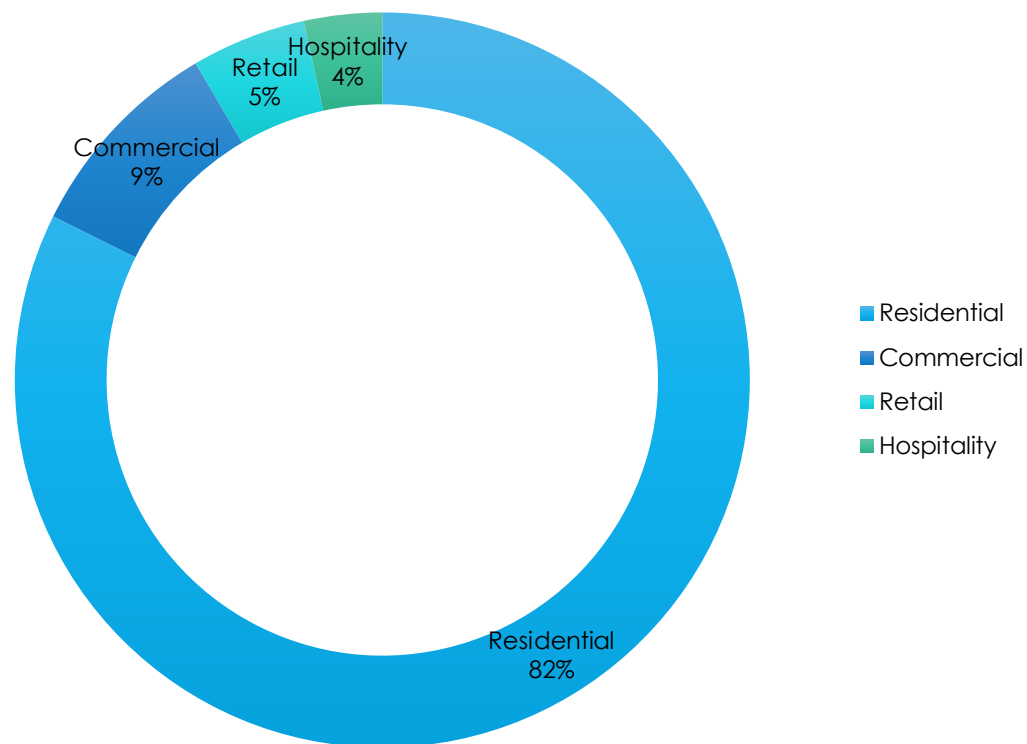
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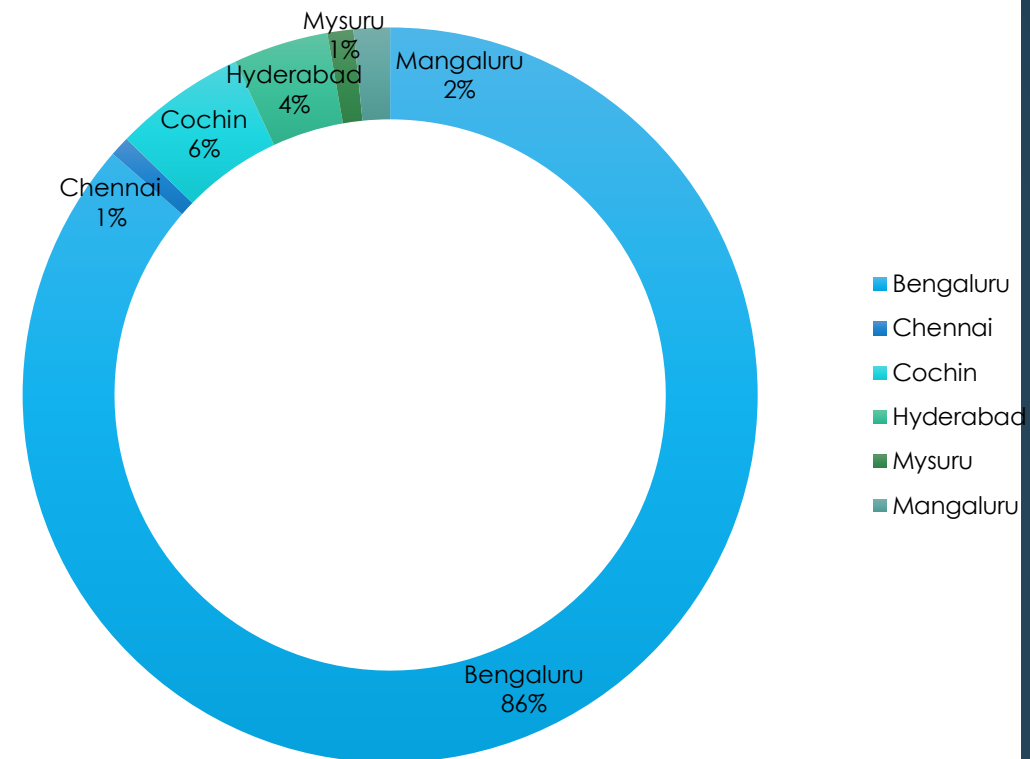
PRODUCT MIX | ONGOING PROJECTS

SEGMENT



Segment	No. of Projects	Developable Area (Mnsf)
Residential	41	49.59
Commercial	8	5.53
Retail	6	3.04
Hospitality	3	2.07
Total	58	60.23

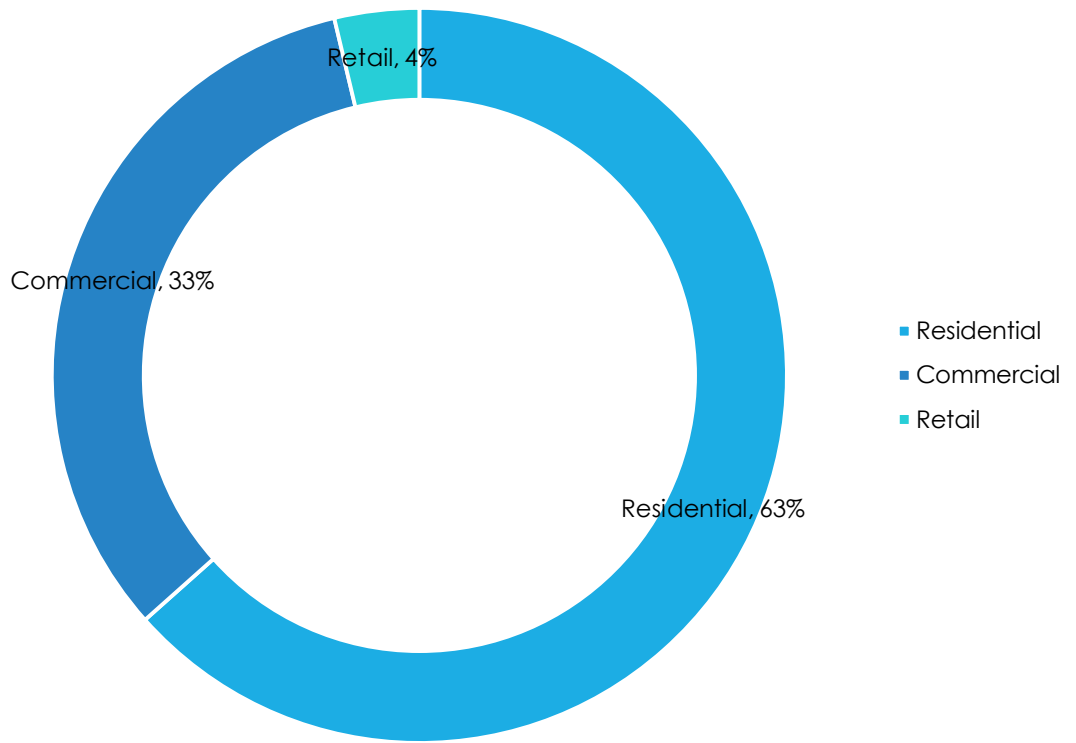
GEOGRAPHY



City	No. of Projects	Developable Area (Mnsf)
Bengaluru	47	52.03
Chennai	1	0.53
Cochin	5	3.50
Hyderabad	2	2.52
Mysuru	2	0.69
Mangaluru	1	0.96
Total	58	60.23

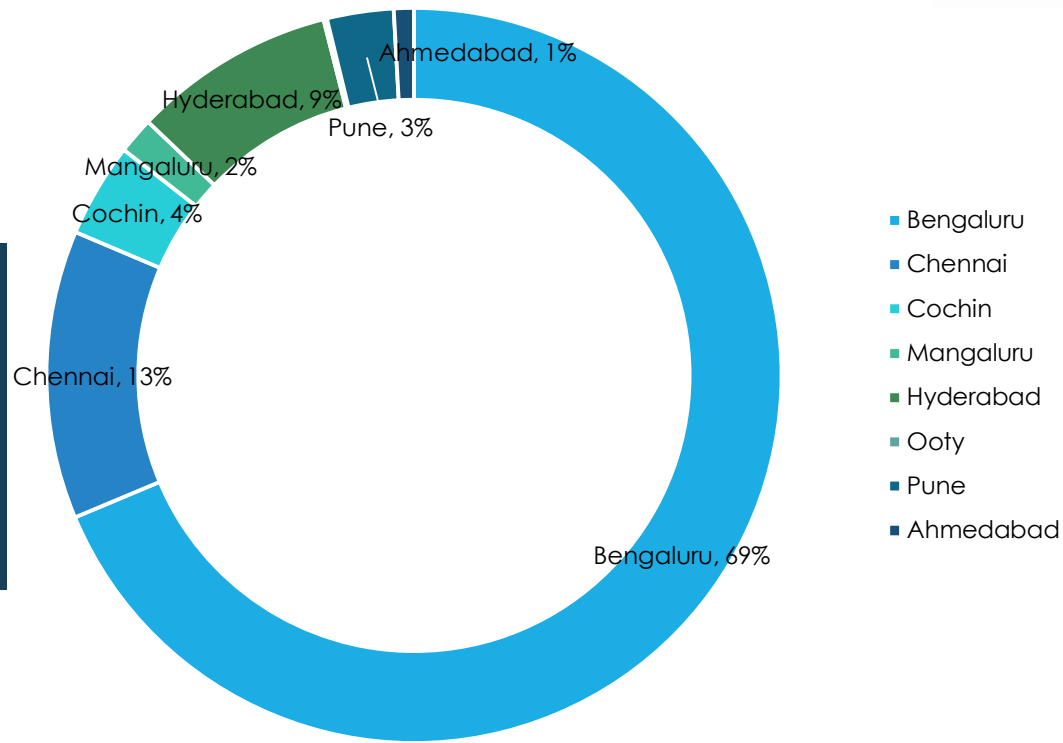
PRODUCT MIX | UPCOMING PROJECTS

SEGMENT



Segment	No. of Projects	Developable Area (Mnsf)
Residential	23	30.31
Commercial	10	15.70
Retail	2	1.78
Total	35	47.79

GEOGRAPHY



City	No. of Projects	Developable Area (Mnsf)
Bengaluru	21	32.83
Chennai	5	6.07
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	35	47.79

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	75.00%	0.08	58	44
5	Prestige Ferns Residency	Bengaluru	3.38	62.00%	2.10	1,483	919
6	Prestige Misty Waters	Bengaluru	1.22	51.00%	0.62	558	285
7	Prestige Brooklyn Heights	Bengaluru	0.30	62.00%	0.19	94	58
8	Prestige Spencer Heights	Bengaluru	0.11	100.00%	0.11	34	34
9	Prestige Royale Garden - Phase I & II	Bengaluru	3.15	68.50%	2.16	1,696	1,162
10	Prestige Sunrise Park - Phase I	Bengaluru	1.69	99.00%	1.67	1,046	1,036
11	Prestige West Woods	Bengaluru	1.34	60.00%	0.80	567	340
12	Prestige Augusta Golf Village	Bengaluru	1.38	67.00%	0.92	460	308
13	Prestige Jade Pavilion	Bengaluru	0.72	51.60%	0.37	266	137
14	Prestige Sunrise Park - Phase II	Bengaluru	1.58	99.00%	1.56	864	855
15	Prestige Silver Spring	Chennai	0.53	27.54%	0.15	121	33
16	Prestige Thomson	Cochin	0.60	25.00%	0.15	238	60
17	Prestige Ivy Terraces	Bengaluru	0.64	62.00%	0.40	315	195
18	Prestige Lakeside Habitat- Phase I & II	Bengaluru	5.60	69.30%	3.88	2,488	1,724
19	Prestige Falcon City Phase I	Bengaluru	4.98	42.84%	2.13	1,890	810

ONGOING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
20	Prestige Bagmane Temple Bells	Bengaluru	1.73	70.00%	1.21	968	678
21	Prestige Gulmohar	Bengaluru	0.87	51.00%	0.44	404	206
22	Prestige Leela Residences	Bengaluru	0.53	60.00%	0.32	88	53
23	Prestige Ivy League	Hyderabad	0.97	60.00%	0.58	349	209
24	Prestige High Fields_Phase I	Hyderabad	1.55	68.34%	1.06	665	454
25	Prestige North Point	Bengaluru	0.40	51.00%	0.21	184	94
26	Prestige Pine Wood	Bengaluru	0.62	44.00%	0.27	256	113
27	Prestige Woodland Park	Bengaluru	0.38	50.00%	0.19	166	83
28	Prestige Woodside	Bengaluru	0.41	60.00%	0.25	132	79
29	Prestige MSR	Bengaluru	0.15	65.00%	0.10	66	43
30	Prestige Bougainvillea Platinum	Bengaluru	0.13	60.00%	0.08	22	13
31	Prestige Falcon City Phase II	Bengaluru	1.52	35.70%	0.54	630	225
32	Prestige Déjà vu	Bengaluru	0.15	56.00%	0.08	40	22
33	Prestige Kenilworth	Bengaluru	0.19	40.00%	0.08	42	17
34	Prestige Song of the South	Bengaluru	2.28	69.04%	1.57	1,117	771
35	Prestige Hillside Gateway	Cochin	1.55	70.00%	1.09	629	440
36	Prestige Kew Gardens	Bengaluru	1.71	60%	1.03	979	587
37	Prestige Fairfield (Dollars Colony)	Bengaluru	0.54	27.03%	0.15	165	45
38	Prestige Boulevard	Bengaluru	0.26	100%	0.26	144	144

ONGOING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
39	Prestige Misty Waters (Phase 2)	Bengaluru	0.41	51.00%	0.21	198	101
40	Prestige Lake ridge	Bengaluru	1.02	66.70%	0.68	560	374
41	Prestige Valley Crest (Bejai Property)	Mangaluru	0.96	70.00%	0.67	510	357
Total - A			49.59		31.67	20,954	13,525

ONGOING PROJECTS

Office

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Trade Towers	Bengaluru	0.62	45.00%	0.28
2	Cessna Business Park B9-B11	Bengaluru	1.98	85.00%	1.68
3	Prestige TMS Square	Cochin	0.17	58.00%	0.10
4	Prestige Falcon Towers	Bengaluru	0.49	45.00%	0.22
5	Prestige Saleh Ahmed	Bengaluru	0.11	50.00%	0.06
6	Prestige Technostar	Bengaluru	1.60	80.00%	1.28
7	Prestige Central Street	Bengaluru	0.18	55.00%	0.10
8	Prestige Logistics Centre, Malur	Bengaluru	0.38	100.00%	0.38
Total - B			5.53		4.10

Retail

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Forum Shantiniketan	Bengaluru	1.08	64.00%	0.69
2	Forum Mysuru	Mysuru	0.58	50.99%	0.29
3	Prestige Mysuru Central	Mysuru	0.11	65.00%	0.07
4	Prestige TMS Square	Cochin	0.12	56.00%	0.07
5	Forum Thomsun	Cochin	1.06	25.00%	0.26
6	Prestige Cube	Bengaluru	0.09	100.00%	0.09
Total - C			3.04		1.47

ONGOING PROJECTS

Hospitality

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No. of Keys
1	Conrad (Hilton)	Bengaluru	0.49	100.00%	0.49	285
2	Sheraton Hotel & Convention Center	Bengaluru	0.65	100.00%	0.65	360
3	Marriott Hotel & Convention Centre	Bengaluru	0.93	100.00%	0.93	297
	Total - D		2.07		2.07	942
	GRAND TOTAL		60.23		39.31	

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 Avalon	Bengaluru	0.09	40.00%	0.03
9	Prestige Fontaine Bleau	Bengaluru	0.20	60.00%	0.12
10	Prestige Dolce Vita	Bengaluru	0.22	60.00%	0.13
11	Prestige Courtyards	Chennai	0.90	70.00%	0.63
12	Prestige Lake ridge	Bengaluru	1.02	66.70%	0.68
13	Prestige Cosmopoliton	Chennai	0.18	100.00%	0.18
14	Prestige Jindal Property	Bengaluru	4.65	37.23%	1.73
15	Prestige Verdant Vistas	Mangaluru	0.29	60.00%	0.17
16	Prestige High Fields Phase II	Hyderabad	4.26	68.34%	2.91

UPCOMING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
17	Song of south Ph II	Bengaluru	2.28	69.04%	1.57
18	Prestige Botanique	Bengaluru	0.14	55.00%	0.08
19	Prestige Palm Residences	Mangaluru	0.34	75.00%	0.26
20	Prestige Green Gables	Bengaluru	2.02	60.00%	1.21
21	Prestige Elysian, Bannerghatta Road	Bengaluru	1.09	30.60%	0.33
22	Prestige Falcon City- Phase II	Bengaluru	1.59	35.70%	0.57
23	Prestige Pelican Drive, Chennai (Pallavaram)	Chennai	3.54	31.62%	1.12
	Total - A		30.31		16.23

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	47.6%	0.54
Total - B			15.70		12.19

Retail

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Hillside Gateway (Kakanad)	Cochin	0.52	70.00%	0.36
2	Falcon City Forum Mall	Bengaluru	1.26	35.70%	0.45
Total - C			1.78		0.81
GRAND TOTAL - A+B+C			47.79		29.23

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)

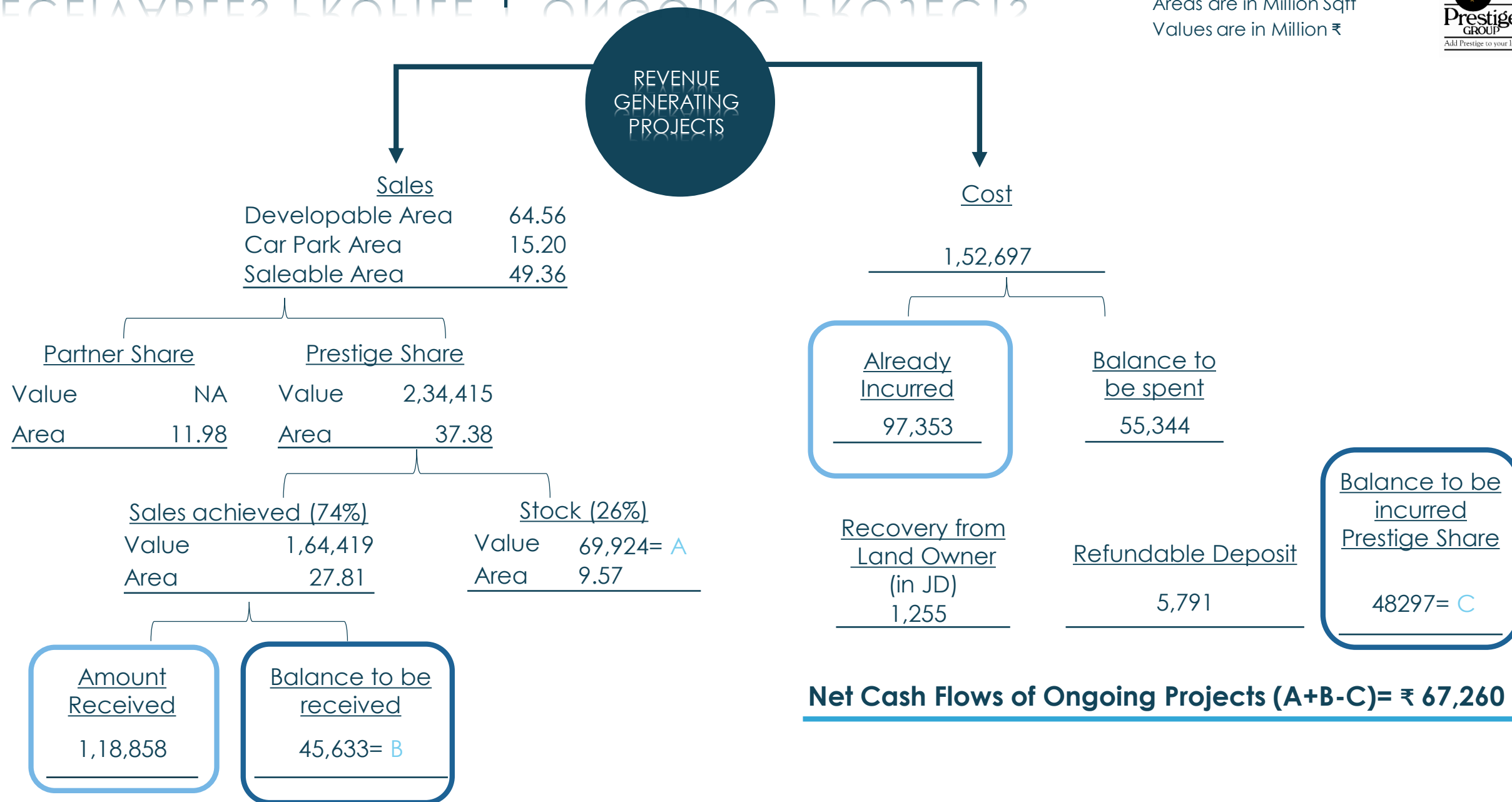
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RECEIVABLES PROFILE | ONGOING PROJECTS

As on 31st Mar 2017
Areas are in Million Sqft
Values are in Million ₹



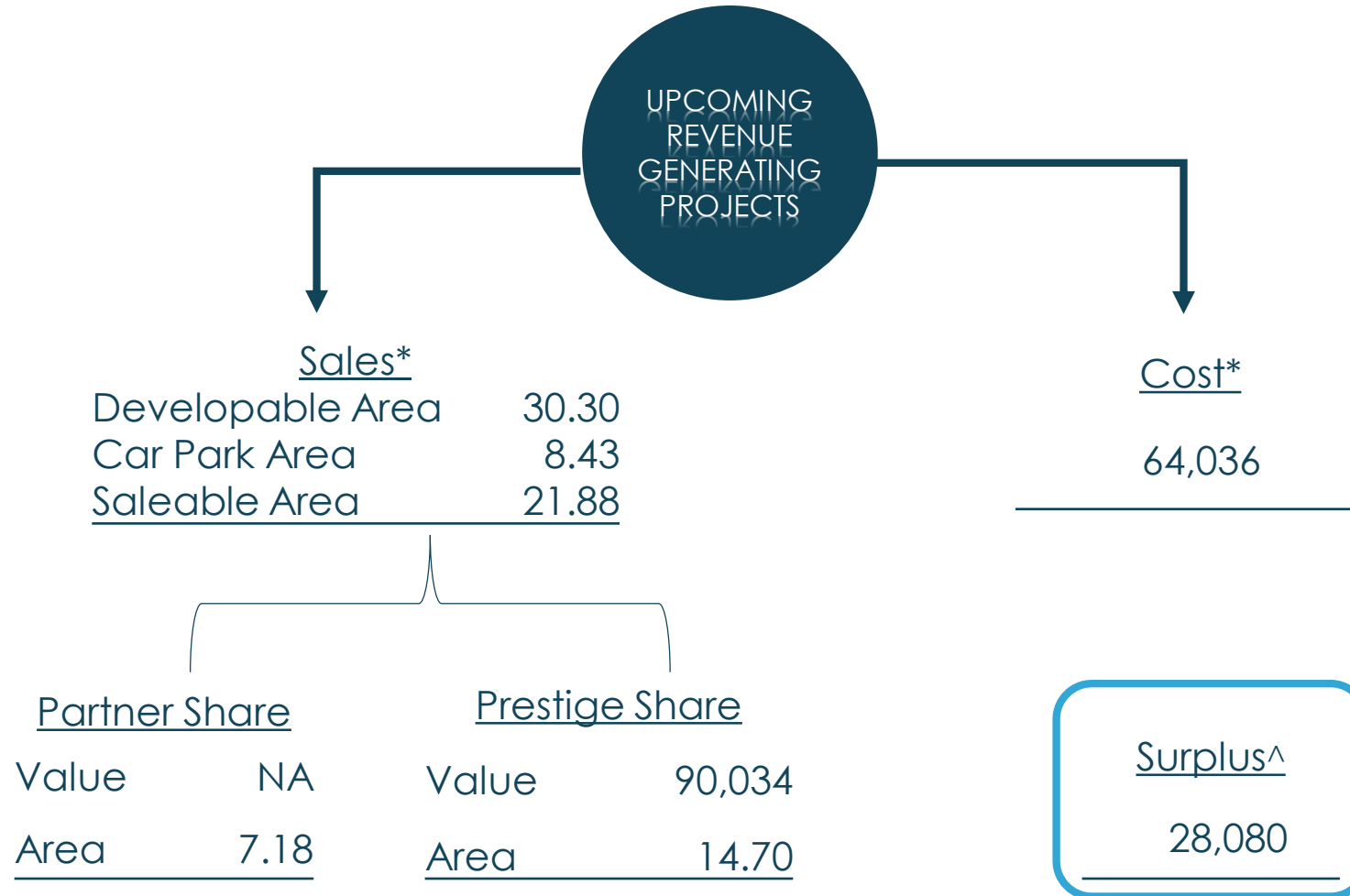
STOCK BREAKUP

As on 31st Mar 2017
Areas are in Million Sqft
Values are in Million ₹

Category	Area	Value
Premium & Luxury Projects	2.11	22,787
Mid Income Projects	6.48	40,249
Commercial Projects	0.44	2,850
Completed Projects	0.54	4,038
Total	9.57	69,924

RECEIVABLES PROFILE | UPCOMING PROJECTS

As on 31st Mar 2017
Areas are in Million Sqft
Values are in Million ₹



*Estimated, ^Includes RD

OFFICE SPACE

OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Leasable Area 8.07	Leasable Area 2.96	Leasable Area 11.04	22.08
Prestige Share Leasable Area 7.41	Prestige Share Leasable Area 2.14	Prestige Share Leasable Area 8.54	18.09
Gross Rental Income p.a 4,675	Gross Rental Income p.a 2,834*	Gross Rental Income p.a 8,172*	15,680
Prestige Share- Income p.a 4,322	Prestige Share- Income p.a 1,880*	Prestige Share Income p.a 6,097*	12,299

*Estimated

RETAIL			
OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Leasable Area 2.86	Leasable Area 1.93	Leasable Area 1.34	6.12
Prestige Share Leasable Area 1.22	Prestige Share Leasable Area 0.90	Prestige Share Leasable Area 0.61	2.73
Gross Rental Income p.a 3,019	Gross Rental Income p.a 1,785*	Gross Rental Income p.a 1,832*	6,636
Prestige Share Income p.a 1,415	Prestige Share Income p.a 763*	Prestige Share Income p.a 774*	2,952

*Estimated

HOSPITALITY		
OPERATING	UNDER CONSTRUCTION	TOTAL
Total Keys 617	Total Keys 942	1,559
Prestige Share Keys 405	Prestige Share Keys 942	1,347
Gross Operating Income p.a 1,294	Gross Operating Income p.a 2,134*	3,428
Prestige Share Income p.a 878	Prestige Share Income p.a 2,134*	3,012

*Estimated

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Prestige Group crowned



11th REAL ESTATE AWARDS
2016-2017

**Builder
of the Year**



Q4FY17 AWARDS & RECOGNITION

Best Construction Projects | CIDCVA



Prestige White Meadows, Trinity Centre, Prestige Summer fields, Silversun, Jade Pavilion

Q4FY17 AWARDS & RECOGNITION

Premium Villa project of the year - Prestige Summerfields

Shopping centre of the year - Forum Koramangala
Best innovative shopping centre - Forum Fiza Mall



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PROJECT SNAPSHOTS | RESIDENTIAL PROJECTS

PRESTIGE SUNRISE PARK



KINGFISHER TOWERS



PRESTIGE AUGUSTA GOLF VILLAGE



PRESTIGE PINE WOOD



PRESTIGE WEST WOODS



PRESTIGE ROYALE GARDENS



PROJECT SNAPSHOTS | RESIDENTIAL PROJECTS

PRESTIGE MISTY WATERS



PRESTIGE LAKESIDE HABITAT



PRESTIGE FALCON CITY



PRESTIGE IVY TERRACES



PRESTIGE GULMOHAR



PRESTIGE SILVER SPRINGS,



PROJECT SNAPSHOTS

SHERATON HOTEL



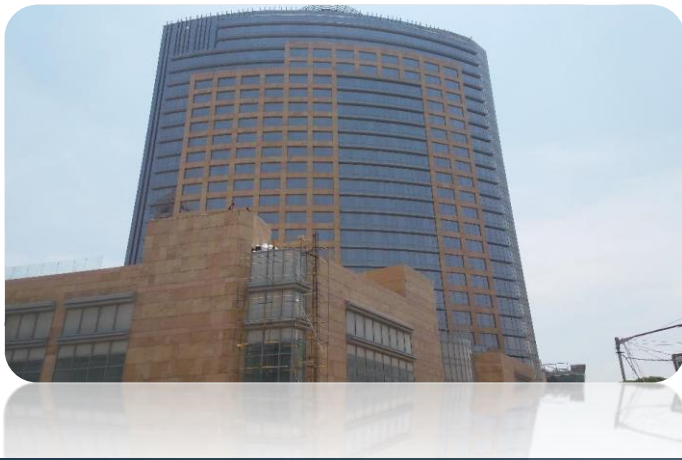
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FORUM SHANTINIKETAN MALL



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FORUM MYSORE MALL



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GUIDANCE VS ACHIEVED

Value in ₹ Million
Volume in Mnsqft

Particulars	Target for Full Year (FY17)	Achieved As of FY17	% Achieved
New Sales Value	35,000 - 40,000	24,585	70%
Turnover	40,000 - 45,000	48,617	122%
Collections	40,000 - 45,000	41,232	103%
Launch Volume	10 - 12	1.98	20%
Completions	10 - 12	12.74	127%
Leasing Volume	1.50 - 2.00	1.26	84%
Exit Rental Income	6,000 - 6,250	5,717	95%
<u>Debt Equity Ratio</u>			
Consolidated	1.00 - 1.25	1.11	
Standalone	0.60 - 0.75	0.52	

FY18 GUIDANCE

Value in ₹ Million
Volume in Mnsqft

Particulars	Target for FY18
New Sales Value	35,000
Collections	42,500
Launch Volume	10.00
Completions	12.00
Leasing Volume	2.50
Exit Rental Income	6,750 - 7,000
<u>Debt Equity Ratio</u>	
Consolidated	1.15
Standalone	0.56

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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