

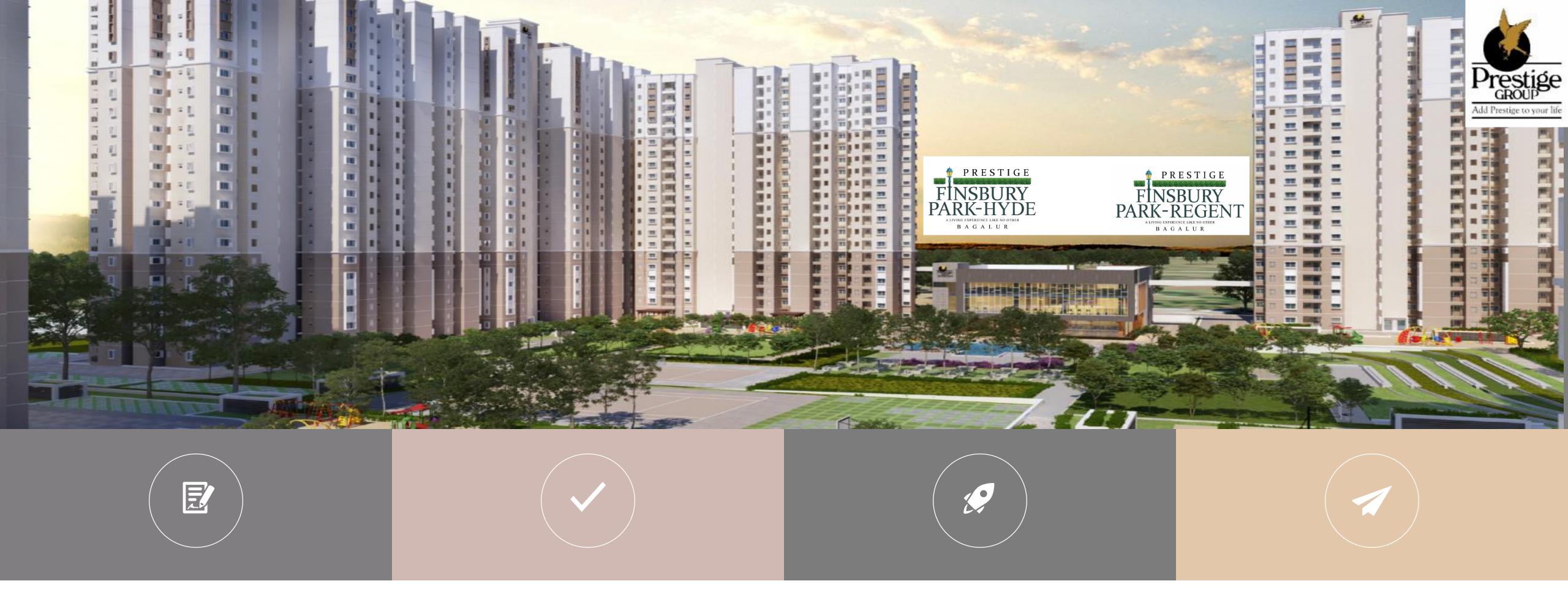
INVESTOR

PRESENTATION

Q4/FY20

RESIDENTIAL | OFFICE | SHOPPING MALLS | LUXURY HOTELS | PROPERTY MANAGEMENT

BENGALURU | HYDERABAD | CHENNAI | KOCHI | MUMBAI | NCR | PUNE | GOA | MYSURU AND MORE...



KEY HIGHLIGHTS

- 1.Operational Highlights
- 2.Financials Highlights
- 3.Guidance vs Achieved

SEGMENT REVIEW

- 1.Residential
- 2.Office
- 3.Shopping Malls
- 4. Hospitality
- **5.Property Management**

ABOUT PRESTIGE

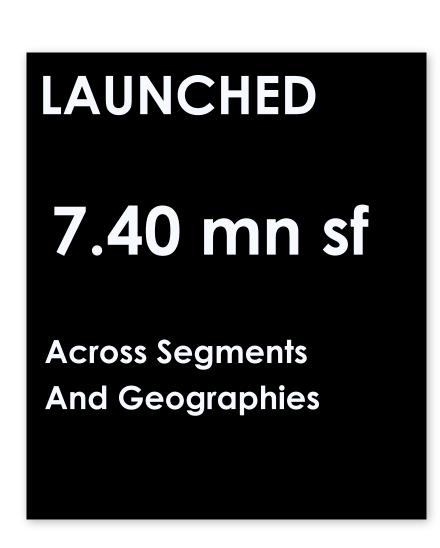
- 1.Scale
- 2.Business Model
- 3.Board & Management
- 4.Shareholding



Q4FY20 Operational Highlights











Q4FY20 Launch – 7.4 mn sf TDA







Prestige Finsbury Park
Bengaluru

Prestige Sky Tech
Hyderabad

Prestige Hillcrest
Ooty



Q4FY20 Completions- 2.56 mn sf TDA

Cessna Business Park
Block 10
0.7 mn sf TDA

Prestige Star Tech
1.79 mn sf TDA
(PGS 51%)

Prestige Phoenix

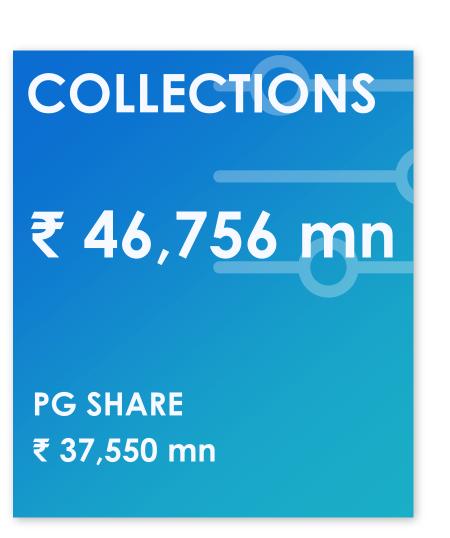
0.07 mn sf TDA

(PGS 50%)

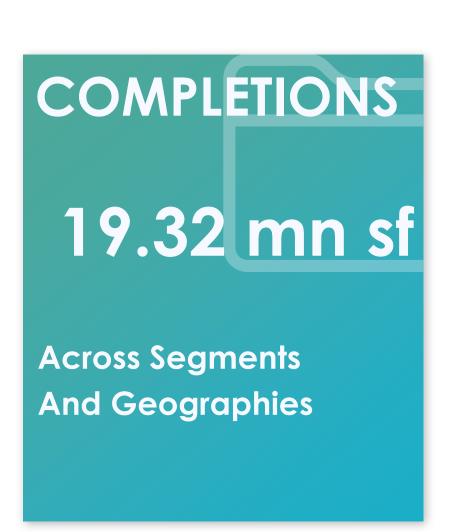
FY20 Operational Highlights



PRESALES ₹ 45,607 mn from 6.53 mn sf **PG SHARE** ₹ 37,805 mn Up to >30mn, ₹ 30mn,, Up to ₹ 20mn, , 34% Up to ₹ 10mn 61%

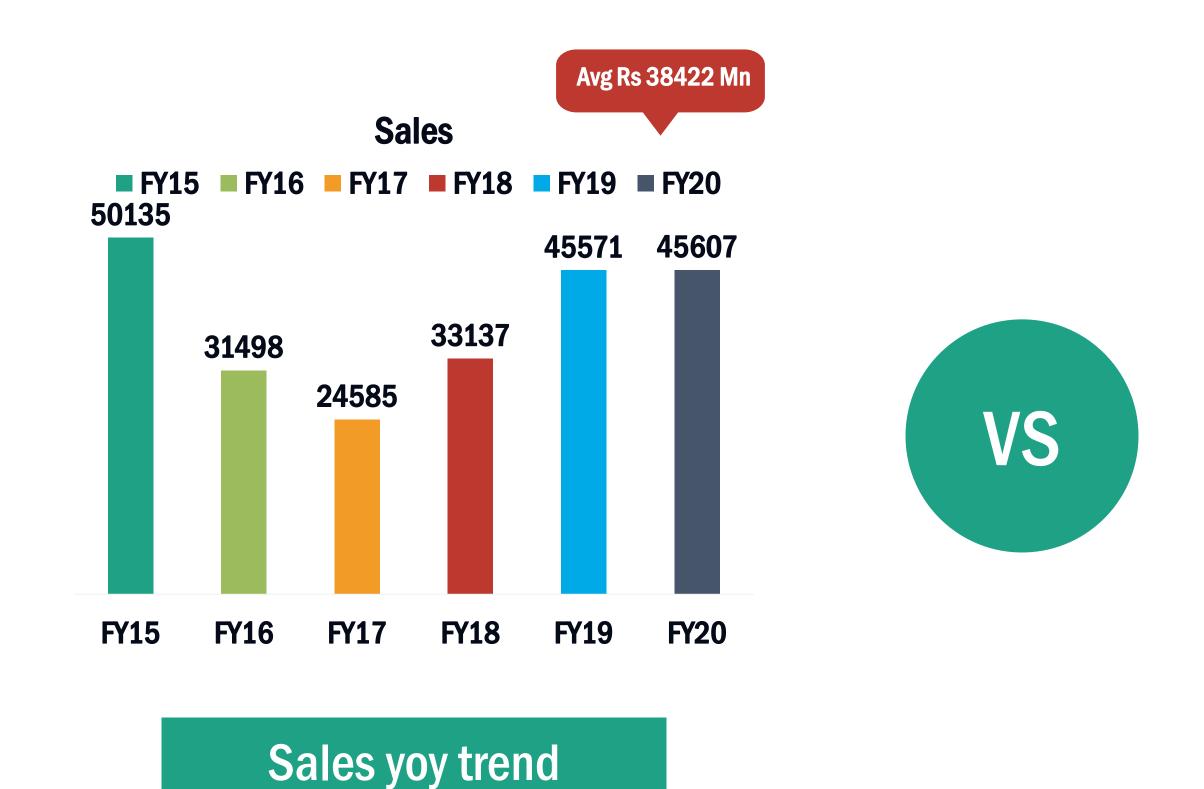


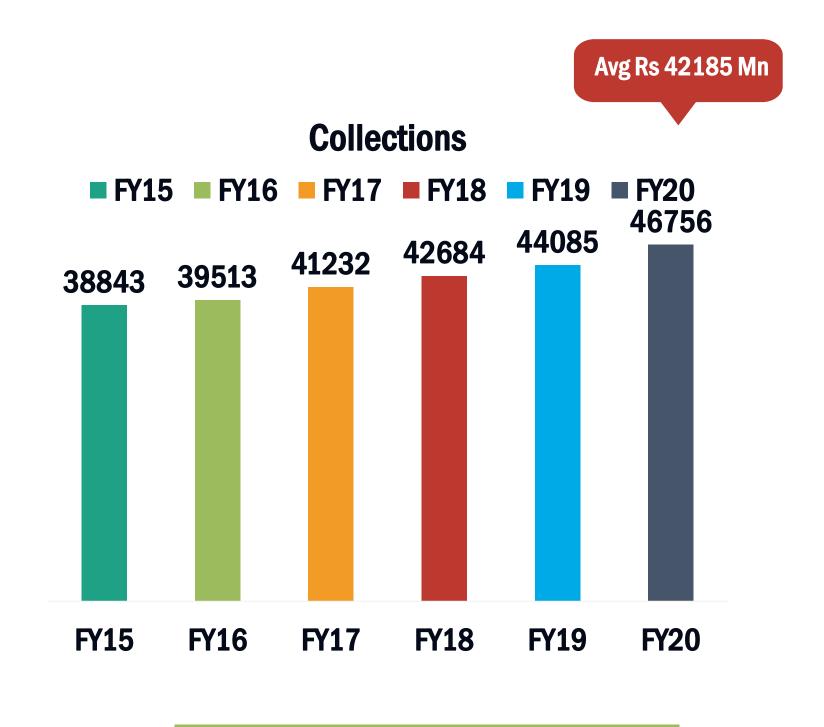






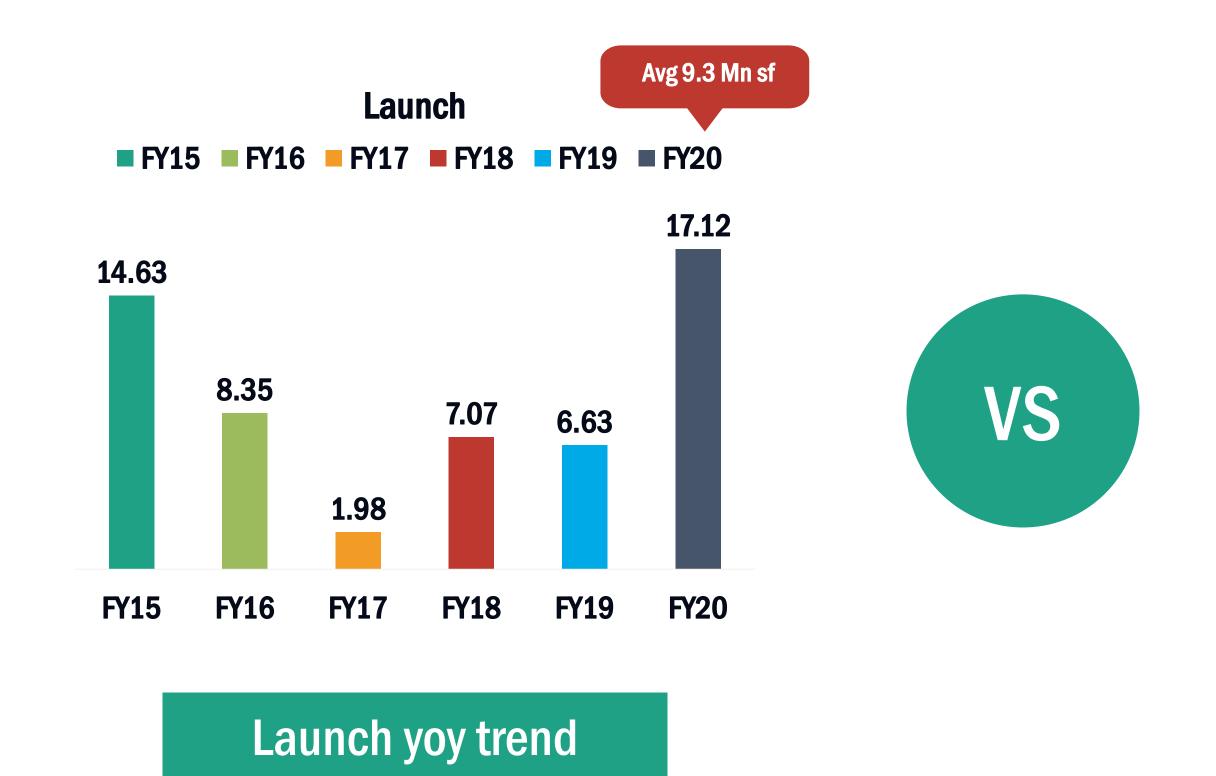
Sales and Collection yoy Trend

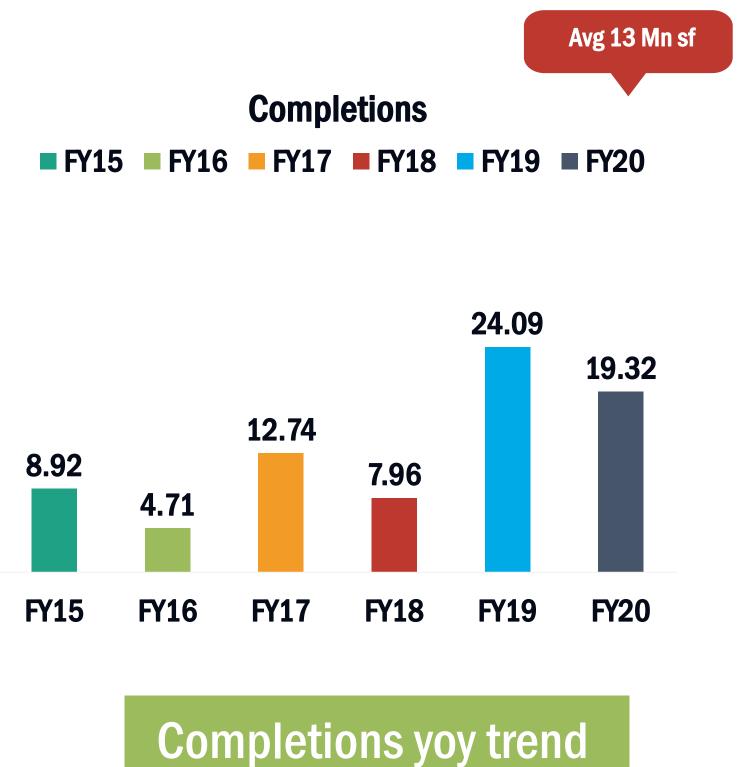






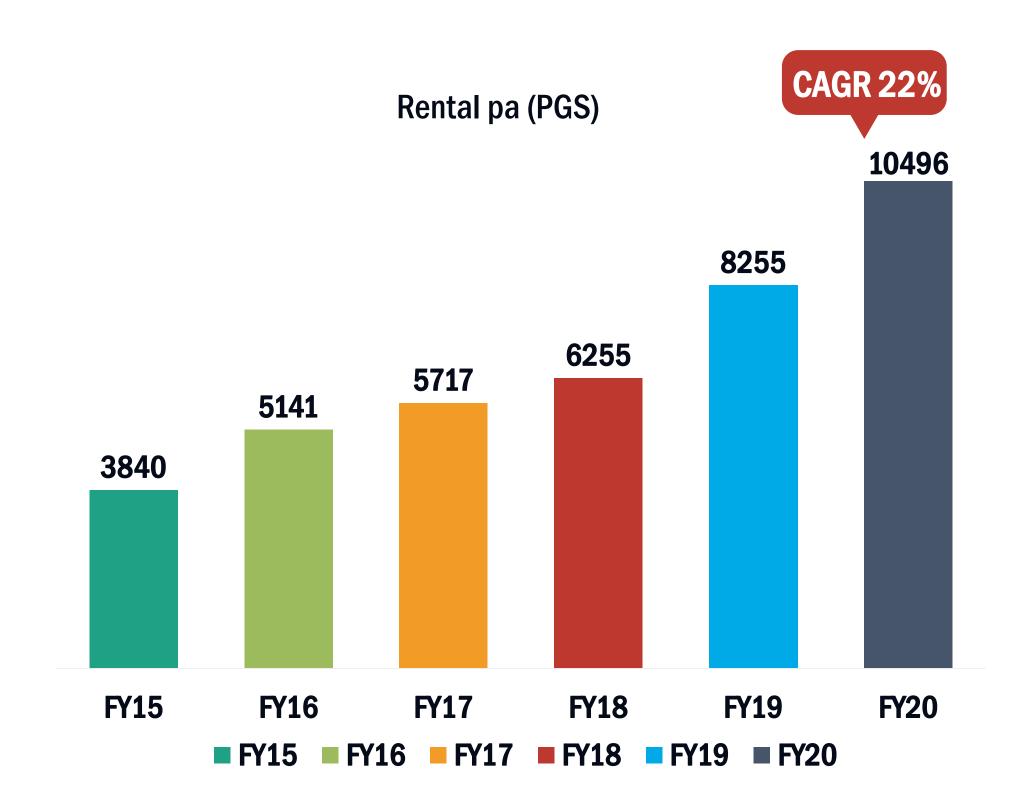
Launch and Completion Trend







Annuity Portfolio – Exit rental growth



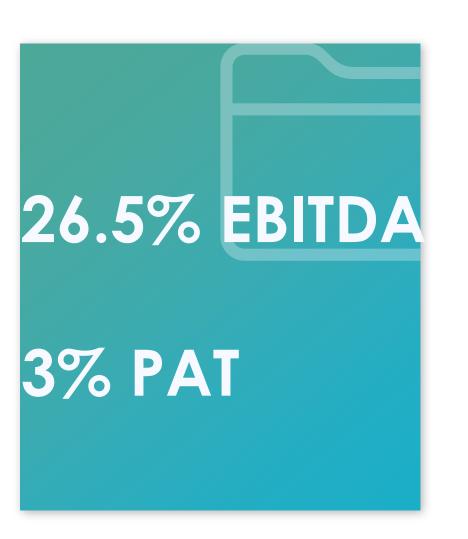


Q4FY20 Financial Highlights



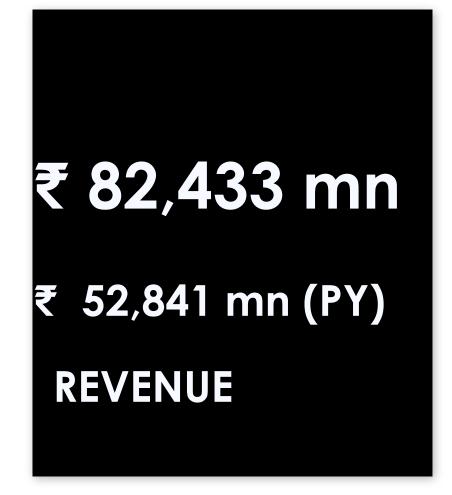






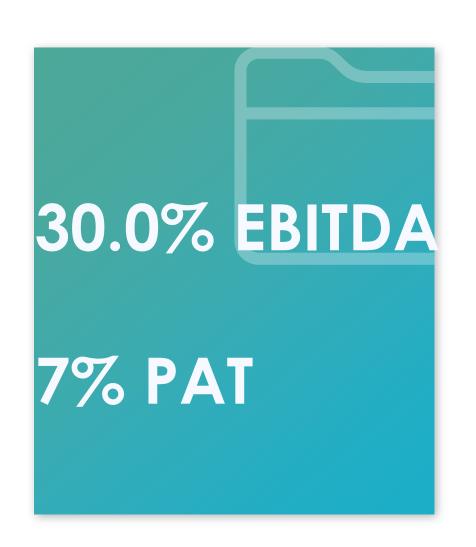


FY20 Financial Highlights





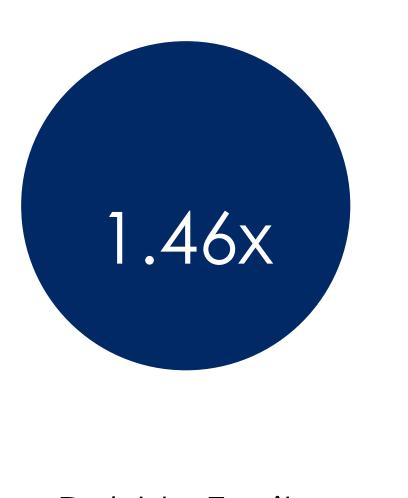


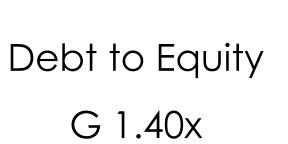




Guidance vs Achieved-FY20









Collections

G ₹ 45,000 to 50,000

74%

1.49 mn sf

Leasing

G 2 to 2.5 mn sf





Launch

G 10 to 12 mn sf







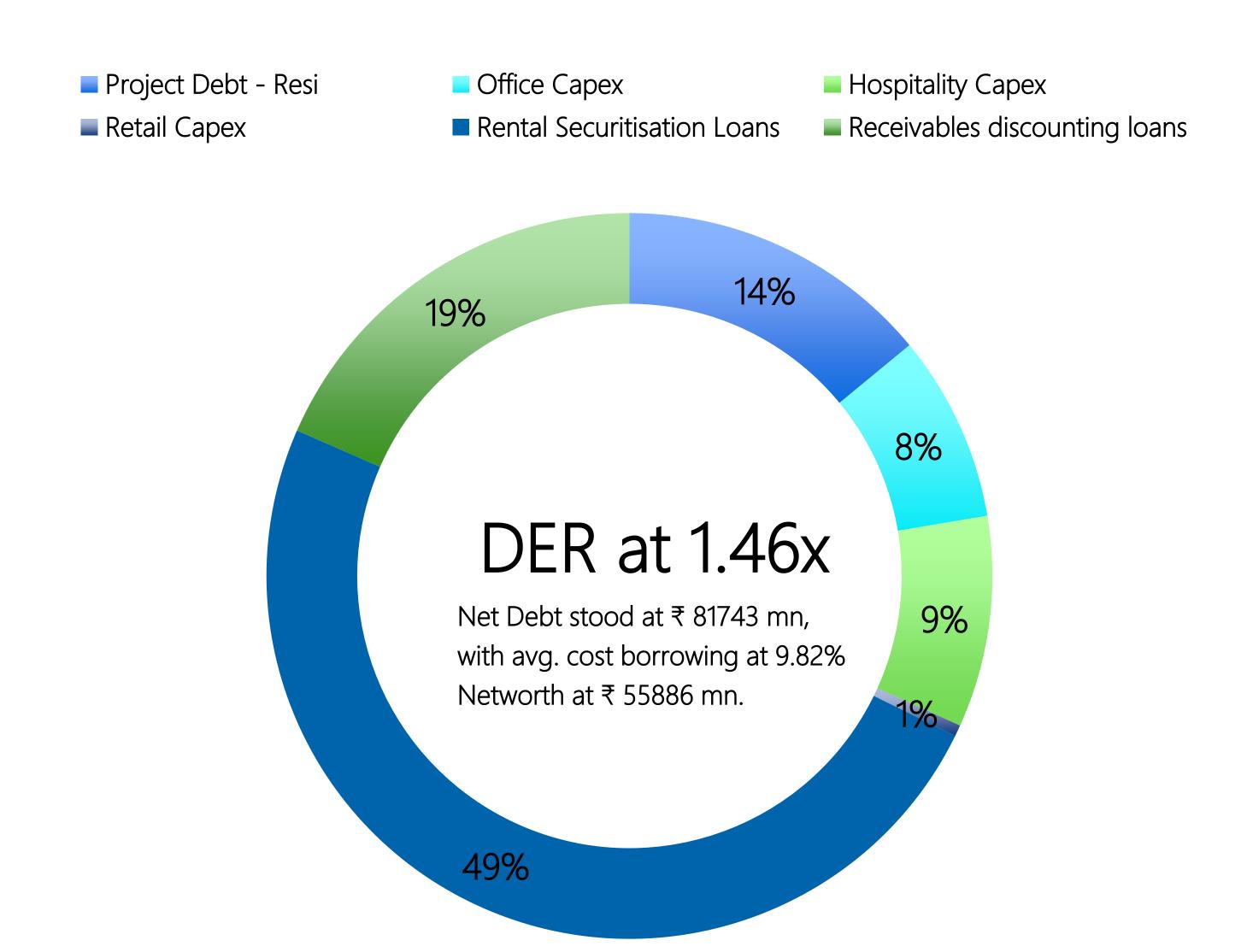
Completions G 10 to 12 mn sf



Turnover G ₹ 50,000 to 60,000 mn sf



Debt Profile



Business Vertical Review



EV 0010 00	Off:	D. L. 'I		C a m i a a a	De siste a li sul		T - 1 - 1
FY 2019-20	Office	Retail	Hospitality	Services	Residential	Others	Total
Revenue	6,816	5,228	4,149	5,589	57,155	-	78,937
EBITDA	6,219	2,522	1,252	1,027	10,055	_	21,075
EBITDA %	91%	48%	30%	18%	18%		27%
Depreciation	1,621	998	1,418	76	205	_	4,318
EBIT	4,598	1,524	(166)	951	9,850		16,757
EBIT %	67%	29%	-(4%)	17%	17%		21%
Interest Expenses	2,211	1,127	959	(4)	3,568		7,861
PBT	2,387	397	(1,125)	955	6,282		8,896
PBT %	35%	8%	-(27%)	17%	11%		11%
Exceptional Items	-	_	-	_	-	380	380
PBT after Exceptional Items	2,387	397	(1,125)	955	6,282	380	9,276
Tax	621	112	(293)	334	2,264	95	3,133
Joint Venture share of loss / (profit)	-	70	-	54	43	-	167
PAT	1,766	214	(832)	567	3,975	285	5,976

Capital Employed - (Excluding Underconstructi	ion)					
Equity	8,083	7,840	11,879	1,408	8,835	38,045
Debt	31,405	17,770	9,925	132	26,106	85,336
Capital Employed	39,488	25,610	21,804	1,540	34,941	1,23,382
ROCE (ANNUALISED)	15.75%	9.85%	5.74%	66.70%	28.78%	17.08%
ROE (ANNUALISED)	49.59%	17.78%	2.47%	73.22%	73.43%	34.73%

^{1.} ROCE - EBIDTA/ CAPITAL EMPLOYED

^{2.} ROE - PBT +DEPRECIATION/ CAPITAL EMPLOYED

^{3.} Capital employed excludes amount spent on ongoing capex projects and related debt - Rs.22,936 million and Rs.7,379 million respectively

^{4.} The impact of IND AS 116 has not been considered.



SEGMENT REVIEW

Diversifies price points across mid/luxury segment Now in 11 locations

118 Projects 89 mn sf

COMPLETED

28 Projects
32 mn sf

ONGOING

17 Projects
31 mn sf

UNDER PLANNING





CRISIL DA 1

Graded Projects

HDFC
Capital
Development

Platform

FCF of Rs 127,391 mn

With Low Inventory of 27%





S.No.	Project	City/State	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
1	Prestige Botanique	Bengaluru	0.10	55	0.06
2	Prestige Dolce Vita	Bengaluru	0.16	60	0.10
3	Prestige Elysian	Bengaluru	1.11	31	0.34
4	Prestige Fairfield	Bengaluru	0.54	27	0.15
5	Prestige Finsbury Park- Regent	Bengaluru	1.81	36	0.65
6	Prestige Finsbury Park- Hyde	Bengaluru	2.77	36	1.00
7	Prestige Fontaine Bleau	Bengaluru	0.12	60	0.07
8	Prestige Glenbrook	Bengaluru	0.50	100	0.50
9	Prestige Jindal City	Bengaluru	6.12	37	2.28
10	Prestige Kenilworth	Bengaluru	0.20	40	0.08
11	Prestige Lake Ridge- Phase I	Bengaluru	1.58	67	1.05
12	Prestige Leela Residences	Bengaluru	0.53	60	0.32
13	Prestige MSR	Bengaluru	0.09	45	0.04
14	Prestige Northpoint	Bengaluru	0.40	51	0.20
15	Prestige Park Square	Bengaluru	1.19	42	0.50
16	Prestige Song of the South- Phase II	Bengaluru	1.26	69	0.87
17	Prestige Vista Towers	Bengaluru	0.26	51	0.13
18	Prestige Willow Tree	Bengaluru	0.91	62	0.57
19	Prestige Woodland Park	Bengaluru	0.38	50	0.19
20	Prestige Cityscape	Kochi	0.30	50	0.15
21	Prestige Courtyards	Chennai	1.02	70	0.71
22	Prestige High Fields	Hyderabad	5.89	68	4.02
23	Prestige Hillcrest	Ooty	0.11	50	0.05
24	Prestige Hillside Gateway	Kochi	1.46	72	1.05
25	Prestige Panorama	Kochi	0.29	50	0.15
26	Prestige Palm Residences	Mangaluru	0.35	75	0.26
27	Prestige Valley Crest	Mangaluru	1.01	70	0.71
28	Prestige Nirvana	Hyderabad	1.04	100	1.04
	Total		31.50		17.24
					16

₹75,991 Mn FCF from Under construction Projects



Particulars	Area in Mn Sft	₹Mn	%
Total Developable Area	88.20		
Car Park Area	23.89		
Total Saleable Area	64.32		
PG area share	50.35		
Estimated Value		3,31,721	
Sold	36.82	2,39,730	73
Collections		1,94,994	
Balance to collect		44,736	
Stock	13.53	91,991	27
Recovery from Land Owner		-	
Refundable Deposit		3,841	
Projectable Inflow-A		1,40,568	
Cost of Development		2,19,529	
Incurred as of Q4F20		1,54,952	
Balance to Spend-B		64,577	
Free Cash flow (A-B)		75,991	_

Stock Category	Area	Value
Premium & Luxury Projects	0.03	598
Mid Income Projects	7.96	47,686
Commercial Projects	1.56	9,365
Completed Projects	3.98	34,342
Total	13.53	91,991

FY2021 Upcoming Launch Pipeline



Prestige Share (Mnsft)	Economic Interest	TDA in Mn Sft	State/City	FY21 Launch - Project	S.No.
0.56	60	0.93	Bengaluru	Prestige Green Gables	1
1.29	68	1.90	Bengaluru	Prestige Primrose Hills	2
6.05	60	10.08	Bengaluru	Prestige Smart City Apt	3
1.3	60	2.17	Bengaluru	Prestige Waterford	4
2.18	72	3.02	Noida	Prestige Bougainvillea Gardens	5
0.72	73.1	0.98	Mumbai	Prestige Jasdan Classic	6
0.16	50	0.32	Goa	Prestige Ocean Crest	7
2.17	100	2.17	Hyderabad	Prestige Tranquil	8
0.57	68.5	0.83	Chennai	Prestige Windsor Park	9
0.27	40	0.67	Bengaluru	Prestige Park Drive	10
1.05	60	1.75	Bengaluru	Prestige Smart City- Plots	11
0.35	66.7	0.53	Bengaluru	Prestige Lake Ridge- Phase II	12
16.67		25.35		Total A	
				<u>Launch Beyond FY21</u>	
0.25	62	0.4	Bengaluru	Prestige Misty Waters- Phase III	1
0.23	100	0.23	Bengaluru	Prestige Roshanara	2
3.36	78	4.3	Chennai	Prestige Highline	3
0.1	68	0.14	Mangaluru	Prestige Padil	4
0.2	70	0.29	Mangaluru	Prestige Verdant Vistas	5
4.14		5.36		Total B	
20.81		30.71		Grand Total	





Particulars	Area in Mn Sft	₹Mn
Total Developable Area	30.71	
Car Park Area	4.93	
Total Saleable Area	25.79	
PG area share	21.82	
Estimated Value-A		1,22,608
Cost of Development		86,184
Incurred as of Q4F20		12,343
Balance to spend-B		73,841
RD Paid-C		2,633
Free Cash flow (A-B+C)		51,400



OFFICE PORTFOLIO

111 Projects
36 mn sf

COMPLETED

12 Projects15 mn sf

ONGOING

12 Projects22 mn sf

UNDER PLANNING



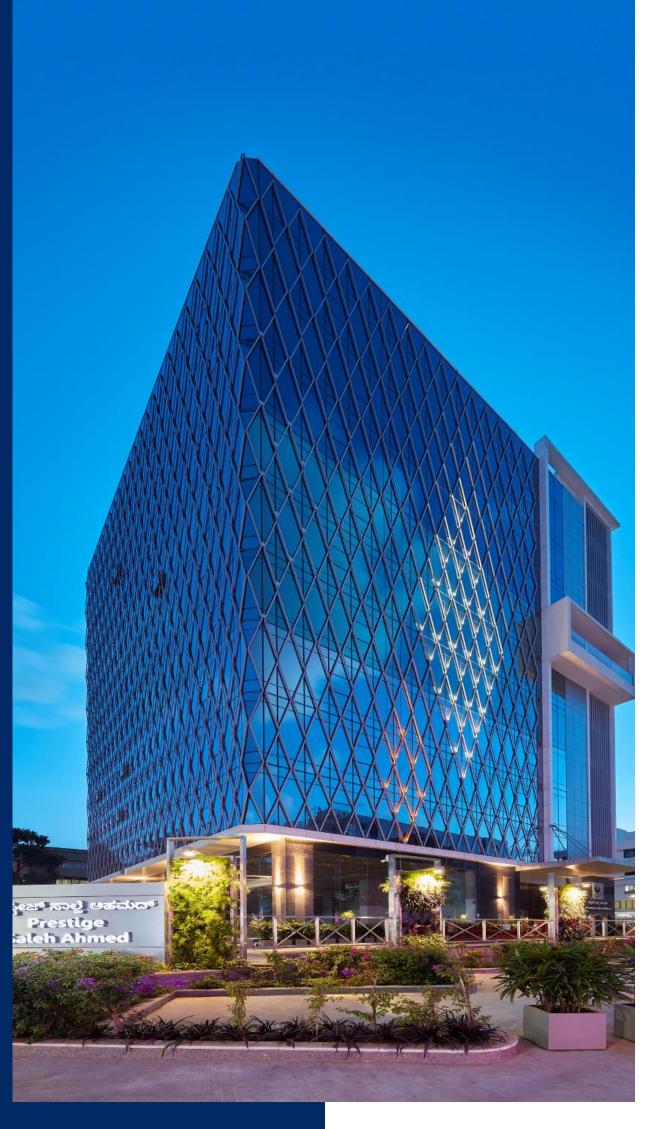
Yielding portfolio

₹15,311 Mn

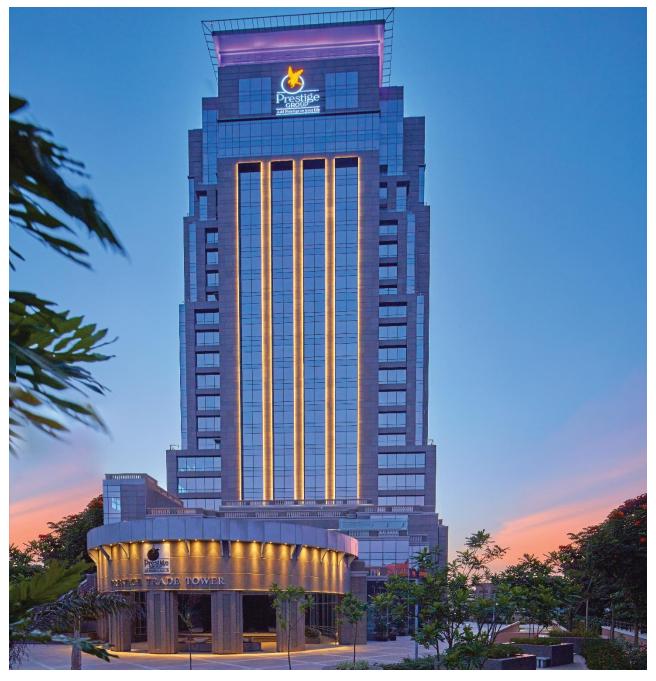
Incremental rental near term

₹22,451 Mn

Total rental pa By 2024/25











S.No.	Project Name	Segment	Leasable Area	Interest (%)	Prestige Share	Rent P.A.
1	Cessna (B1 to B9 & B11)	Commercial	3.68	85.00	3.13	2,211
2	Cessna (B10)	Commercial	0.43	85.00	0.36	353
3	Exora Business Park -Phase I-III	Commercial	2.14	100.00	2.14	1,705
4	Prestige Logistic Centre	Commercial	0.38	100.00	0.38	82
5	Prestige Polygon	Commercial	0.33	100.00	0.33	352
6	West Palm Developers Pvt Ltd	Commercial	0.32	61.00	0.20	98
7	SKN Commercial	Commercial	0.24	100.00	0.24	190
8	Forum Vijaya-Commercial	Commercial	0.19	50.00	0.10	57
9	Presitge Estates Projects Ltd.	Commercial	1.47	100.00	1.47	578
10	Prestige Trade Tower	Commercial	0.50	33.80	0.17	305
11	Prestige Cybertower	Commercial	0.26	100.00	0.26	87
12	Prestige TMS Square	Commercial	0.22	58.00	0.13	83
13	Prestige Central Street	Commercial	0.13	45.61	0.06	78
14	Prestige Technopolis	Commercial	0.10	100.00	0.10	73
15	Prestige Saleh Ahmed	Commercial	0.07	44.25	0.03	43
16	Prestige Cube	Commercial	0.03	100.00	0.03	35
17	Prestige Star Tech	Commercial	1.36	51.00	0.69	749
18	Prestige Phoenix	Commercial	0.05	50.00	0.02	16
19	Cessna (B10)	Commercial	0.05	85.00	0.05	44
	Total		11.94		9.87	7,140



Ongoing Projects- 15 mn sf TDA

Projects	Location	TDA	PGS%	PGS
Prestige Tech Cloud	Bengaluru	4.65	86.00	4.00
Prestige Sky Tech	Hyderabad	2.71	67.00	1.82
Prestige Tech Pacific Park	Bengaluru	1.65	62.95	1.04
Prestige Tech Park IV	Bengaluru	1.58	100.00	1.58
Prestige Alpha Tech	Pune	1.17	66.75	0.78
Prestige Cyber Green- Phase I	Kochi	0.90	100.00	0.90
DIAL (Aerocity)	Delhi	0.64	50.00	0.32
Prestige Minsk Square	Bengaluru	0.58	55.00	0.32
Prestige Fin-Tech	Ahmedabad	0.43	100.00	0.43
Prestige Metropolitan	Chennai	0.39	45.00	0.18
Prestige Summit	Bengaluru	0.19	50.00	0.09
Prestige Cosmopolitan	Chennai	0.12	100.00	0.12
Total		15.01		11.57



Upcoming Projects- 22 mn sf TDA

Projects	Location	TDA	PGS%	PGS
Prestige Tech Habitat	Bengaluru	4.24	68.00	2.88
Prestige Beta	Bengaluru	4.07	80.00	3.25
Prestige Tech Forest	Bengaluru	2.75	68.00	1.87
Prestige Tech Hills	Hyderabad	2.29	100.00	2.29
BKC	Mumbai	2.16	50%	1.08
Prestoge Techzone	Bengaluru	1.90	67.00	1.27
Prestige Southwark	Bengaluru	1.64	69.70	1.14
Prestige Tech Hub	Bengaluru	1.45	60.00	0.87
Prestige Cyber Green- Phase II	Kochi	0.62	100.00	0.62
Prestige Waterfront	Bengaluru	0.50	60.00	0.30
Prestige Battersea Park	Bengaluru	0.28	65.00	0.18
Prestige Kent	Bengaluru	0.16	65.00	0.11

Total 22.06 15.87



SHOPPING MALLS

SEGMENT REVIEW

Foot Falls Of Over 75 Mn During Fy20 Good tenant mix with consistent trading density

10 Projects7 mn sf

COMPLETED

3 Projects 3 mn sf

ONGOING

4 Projects 4 mn sf

UNDER PLANNING

₹3,356 Mn

Yielding portfolio

₹2,676 Mn

Incremental rental near term

₹6,032 Mn

Total rental pa By 2024/25



Operating Assets

S.No.	Project Name	Segment	Leasable Area	Interest (%) Pres	tige Share	Rent P.A.
1	Forum Sujana Mall Hyderabad	Retail	0.82	100.00	0.82	978
2	Forum Fiza Mall	Retail	0.67	68.00	0.46	145
3	Forum Vijaya Mall	Retail	0.64	50.00	0.32	419
4	Forum Mall Shantiniketan	Retail	0.62	64.90	0.40	401
5	Forum Celebration Mall	Retail	0.39	100.00	0.39	232
6	Forum Mall Bengaluru	Retail	0.35	79.90	0.28	479
7	Forum Centre City Mall	Retail	0.31	100.00	0.31	201
8	The Forum Neighbourhood Mall	Retail	0.29	100.00	0.29	307
9	UB City Retail	Retail	0.10	45.00	0.05	172
10	Prestige Mysore Central	Retail	0.06	65.00	0.04	15
11	Prestige Mysore Central	Retail	0.02	65.00	0.02	7
	Total		4.28		3.38	3,355



Ongoing Projects- 3 mn sf TDA

Total

Projects	Location	TDA	PGS%	PGS
Falcon City Forum Mall	Bengaluru	1.27	35.70	0.45
Forum Thomsun	Kochi	1.06	50.00	0.53
Forum Rex Walk	Bengaluru	0.24	34.41	0.08

2.56

1.06

Upcoming Projects- 4 mn sf TDA

Projects	Location	TDA	PGS%	PGS
Forum One OMR	Chennai	1.45	47.60	0.69
Forum Neighbourhood Mall	Kochi	0.52	70.00	0.36
Forum 13o North	Bengaluru	1.20	100.00	1.20
Prestige Smart City	Bengaluru	0.53	60.00	0.32
Total		3.69		2.57



Luxury Hotels & Resorts

1262 Keys

COMPLETED

1229 Keys

ONGOING

567

Keys

UNDER PLANNING



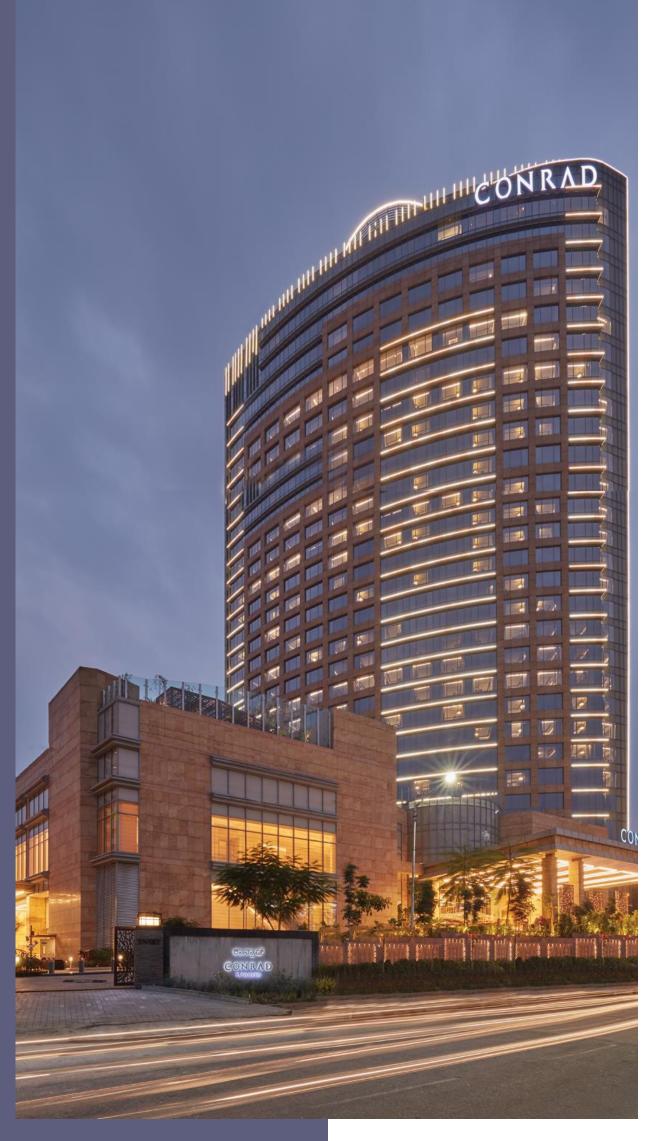
Yielding portfolio

₹2,506 Mn

Incremental rental near term

₹5,781 Mn

Total rental pa By 2024/25









Ongoing Projects- 3 mn sf TDA

<u>Projects</u>	Location	Keys	PGS%	PGS
JW Marriott Hotel	Bengaluru	297	100.00	297
DIAL	Delhi	932	50.00	466
Total D		1229		763

Upcoming Projects- 4 mn sf TDA

Projects	Location	Keys	PGS%	PGS
Prestige Hillside Retreat- Tribute	Bengaluru	102	100.00	102
Moxy Bengaluru Sarjapur	Bengaluru	200	60.00	120
MOXY Chennai OMR	Chennai	125	70.00	88
Tribute Portfolio- Kochi	Kochi	32	50.00	16
Prestige 13 North (W Hotel)	Bengaluru	108	100.00	108
Total D		567		434



PROPERTY MANAGEMENT PORTFOLIO

₹ 5826 Mn Revenue

Per Annum

11 Locations

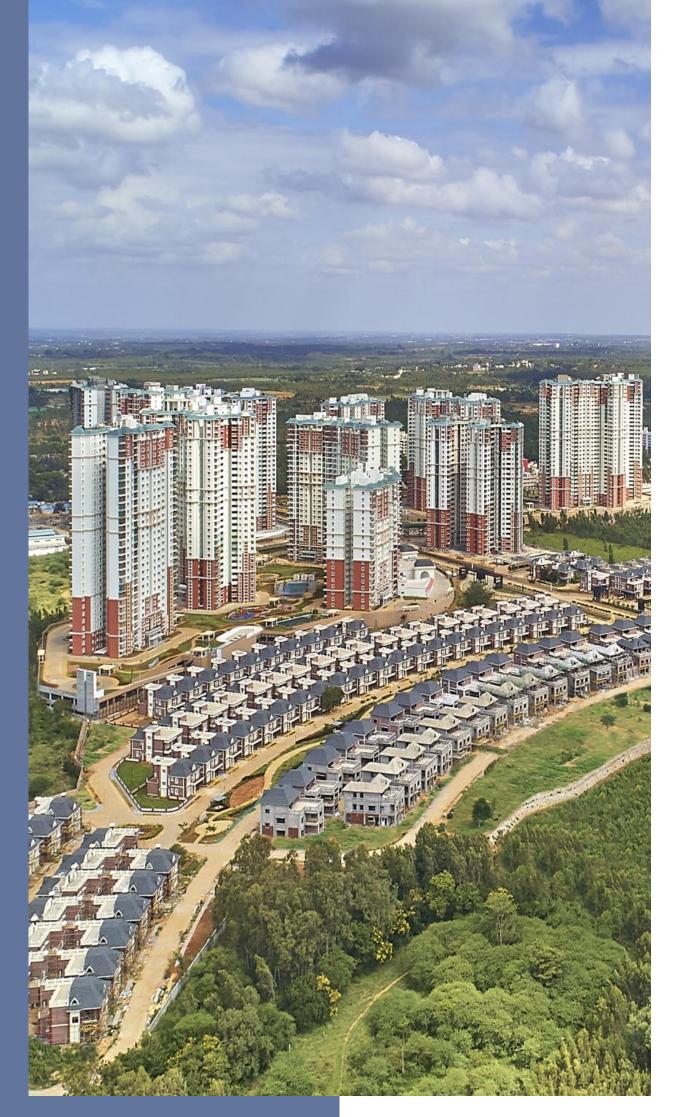
Across Asset class and services

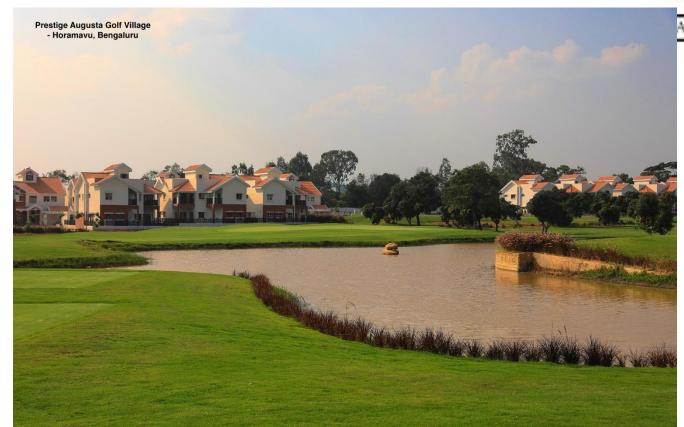
₹ 10,000Mn Incremental Revenue

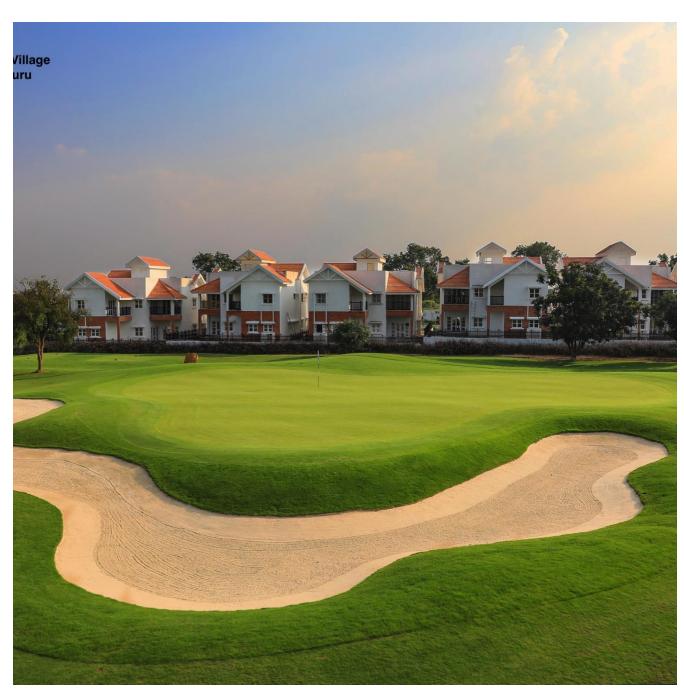
Per Annum

271 mn sft

Total Area manageme nt near term







Summary & Growth Trajectory- ₹ 34,264 Mn rental pa, near term

Prestige GROUP

1. OFFICE

Value in ₹ Million

Values Based on current rental rates

And excludes rentals from property mgt portfolio

Area in Mnsqft

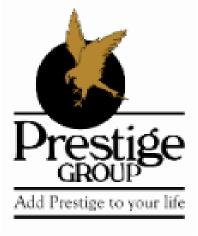
		UNDER		TOT. 1
Value in ₹ Million	OPERATING	CONSTRUCTION	UPCOMING	TOTAL
GLA	11.97	7.16	16.55	35.69
Economic Interest	9.87	5.09	11.53	26.49
Rentals p.a. ₹	9,312	6,972	17,049	33,333
Economic Interest ₹	7,140	4,751	10,559	22,451
				,

2.RETAIL

		UNDER		
Value in ₹ Million	OPERATING	CONSTRUCTION	UPCOMING	TOTAL
GLA	4.28	1.78	2.83	8.90
Economic Interest	3.38	0.73	1.97	6.08
Rentals p.a. ₹	4,403	2,660	2,234	9,297
Economic Interest ₹	3,356	1,067	1,609	6,032

3.HOSPITALITY

		UNDER		
Value in ₹ Million	OPERATING	CONSTRUCTION	UPCOMING	TOTAL
Total Keys	1,262	1,229	567	3,058
Economic Interest	1,123	763	434	2,319
Total Revenue p.a. ₹	3,590	3,018	931	7,539
Economic Interest ₹	3,275	1,794	712	30 5,781



Land Bank

CNA	Fatit. Name		(4 2222)	lusta na at	Chana (Aana)
S.No.	Entity Name	Location	(Acres)	Interest	Share (Acres)
1	Prestige Bidadi Holdings Pvt Ltd	Bidadi,Bengaluru	143	100%	143
2	Village De Nandi Pvt Ltd	Bengaluru	25	100%	25
3	Eden Investments	Goa	74	78%	58
4	Prestige Estates Projects Ltd	Zenith,Perumbakam/Chennai	20	66%	13
	Total		262		239

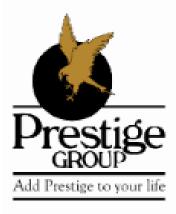
Potential Developable area of 27 mn sft (PG share 24 mn sft)



32+ Years
Of trust...

Residential | Office | Shopping Malls | Hospitality | Property Management





247 Projects
across 134 mn sf
Completed since inception

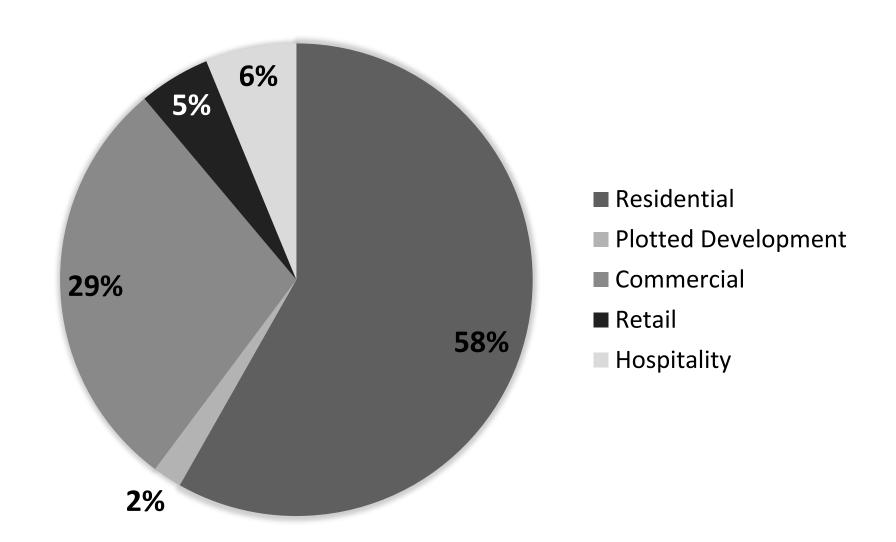
300+ Awards

Residential | Office | Shopping Malls | Hospitality | Property Management

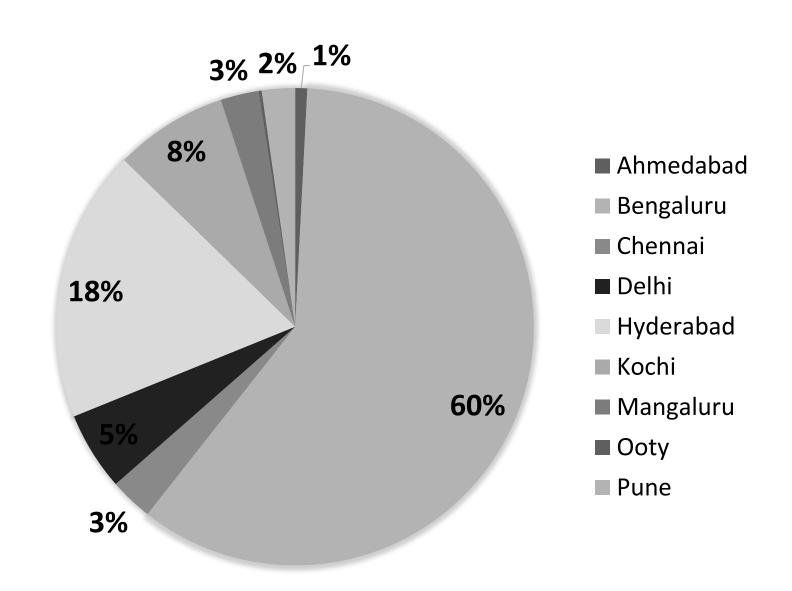








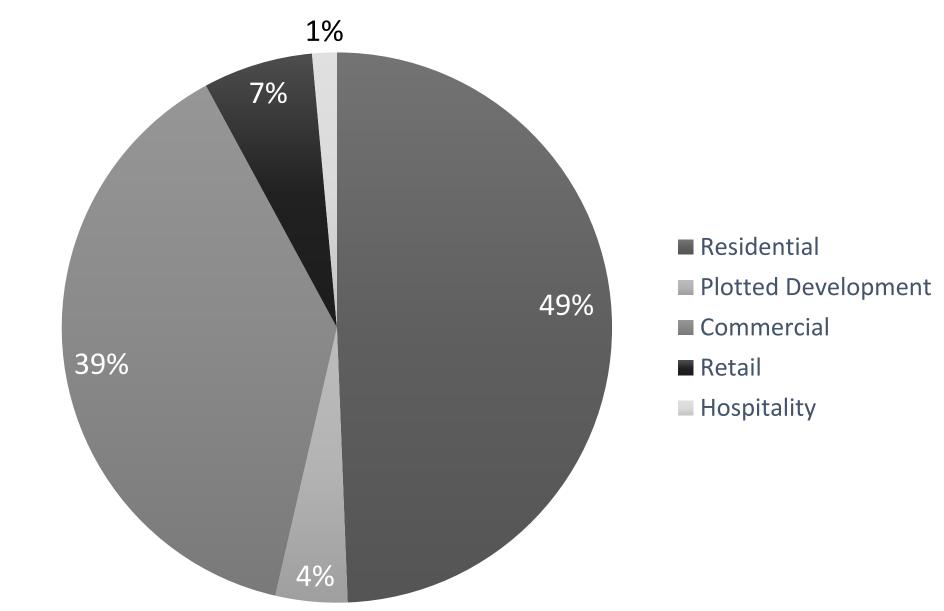
Segment	No. of Projects	Developable Area (Mnsf)
Residential	27	30.46
Plotted Development	1	1.04
Commercial	12	15.01
Retail	3	2.56
Hospitality	2	3.25
Total	45	52.33



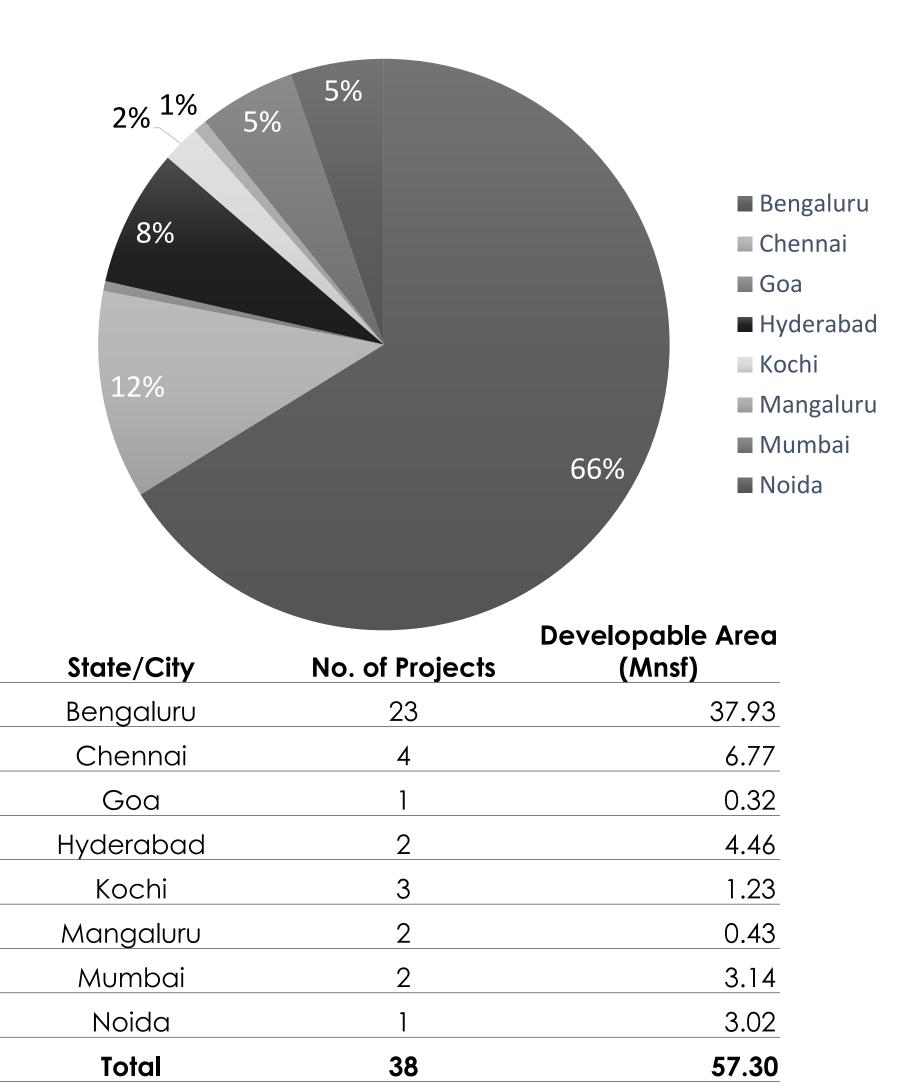
State/City	No. of Projects	Developable Area (Mnsf)
Ahmedabad	1	0.43
Bengaluru	27	31.29
Chennai	3	1.53
Delhi	2	2.79
Hyderabad	3	9.64
Kochi	5	4.01
Mangaluru	2	1.36
Ooty	1	0.11
Pune	1	1.17
Total	45	52.33







Segment	No. of Projects	Developable Area (Mnsf)
Residential	15	28.29
Plotted Development	2	2.42
Commercial	12	22.06
Retail	4	3.69
Hospitality	5	0.83
Total	38	57.30



Scale of operation | Summary



Area In mn sf

Area in mn sf	Resident	tial	Commer	cial	Retail		Hospita	ality	Plotted Dev	velopment	Tota	al
Particulars	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area
Completed Projects	110	81.44	111	35.80	10	7.08	8	2.56	8	7.42	247	134.30
Ongoing Projects	27	30.46	12	15.01	3	2.56	2	3.25	1	1.04	45	52.33
Lla a a vais a Duais ata	1 5	00.00	1.0	00.07		2 (0	_	0.00		0.40	20	F7 20
Upcoming Projects	15	28.29	12	22.06	4	3.69	5	0.83	2	2.42	38	57.30
Land Bank/Deal pipeline	_	-	-	-	_	-	_	-	_	-	-	27.00
TOTAL	152	140	135	73	17	13	15	7	11	11	330	270.92



Shareholding

Promoters	65.48%
FIIs	30.47%
DIIs	2.81%
Retail	1.24%

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
		15 Deutsche Bank & More

Prestige GROUP Add Prestige to your life

300+ Awards & Recognitions





Prestige Foundation – COVID-19 Relief activities



With the nationwide lockdown lakhs of people

were suffering from hunger and there was an

urgent requirement of safe and nutritious food,

Prestige Group together with various local

authorities collaborated to help the most

vulnerable families across Bengaluru,

Hyderabad, Chennai, Kochi & Mysuru by

providing cooked food and dry ration.











The Group through its foundation has provided over 2.2 million cooked meals and dry ration to labourers and migrants workers across Bengaluru, Hyderabad, Chennai, Kochi, & Mysuru.

2.2 million
Meals and dry
Ration
provided
during the
lockdown

Hyderabad
Chennai
Mysuru & Kochi

Provided
Safety kits,
gloves, masks,
Soaps,
Sanitizers &
Other
essentials





Board



<u>Irfan Razack</u> Chairman & Managing Director



Rezwan Razack
Joint Managing Director



Noaman Razack
Whole-time Director



<u>Uzma Irfan</u> Whole-time Director



Jagdeesh K. Reddy Independent Director



B.G. Koshy Independent Director



Noor Ahmed Jaffer
Independent
Director



Dr. Pangal Ranganath Nayak Independent Director



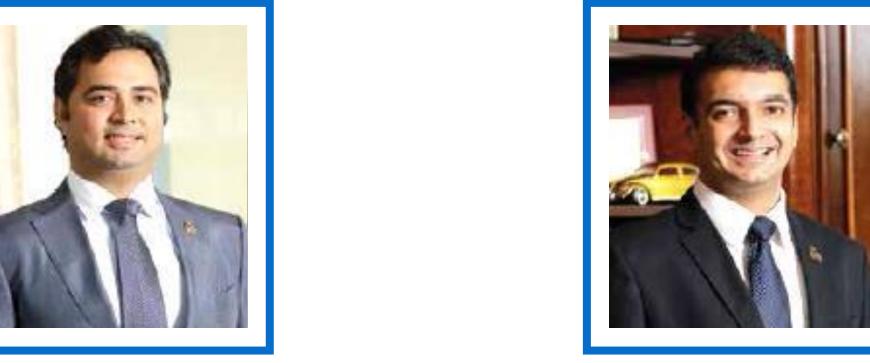
Neelam Chhiber
Independent
Director

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Executive Management



Faiz Rezwan Executive Director-Contracts & Projects



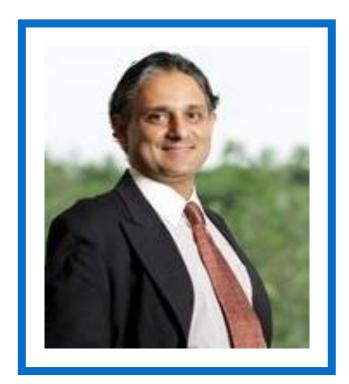
Zaid Sadia Executive Director-Liasion & Hospitality



<u>Anjum Jung</u> Executive Director-Interior Design



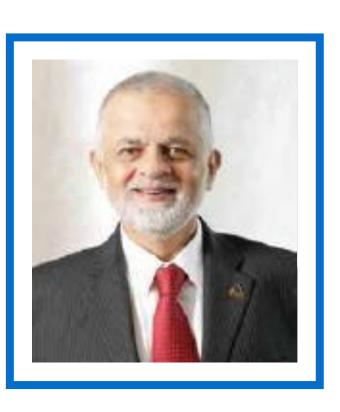
Zayd Noaman Executive Director- CMD's Office



Omer Bin Jung Executive Director- Hospitality



Nayeem Noor Executive Director- Government Relations

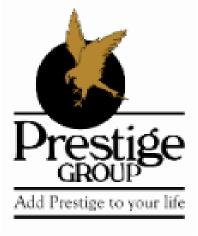


Zackria Hashim Executive Director- Land Acquisition



<u>Venkat K Narayan</u> Chief Executive Officer

Executive Management





<u>Arvind Pai</u> Executive Director- Legal



Suresh Singaravelu Executive Director- Retail, Hospitality



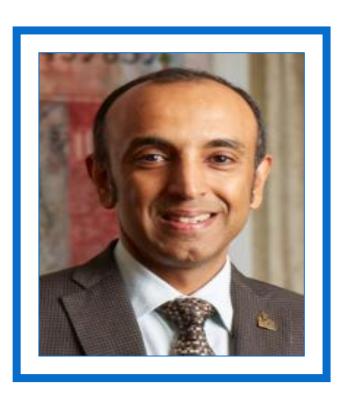
Swaroop Anish Executive Director- Business Development



V. Gopal
Executive DirectorProjects & Planning



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



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



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THANK YOU

WE HAVE MOVED TO OUR NEW OFFICE

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