

INVESTOR PRESENTATION | Q2FY16

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5. PROJECT PORTFOLIO & UPDATE
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7. RECEIVABLES PROFILE
8. GUIDENCE vs ACHIEVED

64

Ongoing Projects
spanning
Over 65.45 Mnsf of
Area

ICRA A+
Credit rating
by ICRA



Diversified Cash
Flows from
Various Segments

Over **28** Years
of Legacy

191

Completed projects
spanning across 64.06
Mnsf of Developed
Area

CRISIL DA1
rated Developer
by CRISIL



Strong
Associations with
Various Banks &
Fls

ABOUT PRESTIGE



IPO

In FY 2011



One of the Most
Trusted Developers
by Land Owners and
Customers



Stable Cash Flows by
way of Annuity
Income



Excellence across
all Real Estate
Classes, i.e.
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 -
CapitaLand,
RedFort , etc

BUSINESS SEGMENTS



RESIDENTIAL

Apartments

Villas

**Integrated
Townships**

**Plotted
Developments**



COMMERCIAL

Office Space

**Built to suit
Campuses**

SEZs

IT Parks



RETAIL

Malls



HOSPITALITY

Resorts

**Serviced
Apartments**

Hotels

Food Courts



SERVICES

**Sub leasing &
fit out services**

**Interior Design
& Execution**

**Facilities &
Property Mgmt**

**Project & Construction
Mgmt Services**

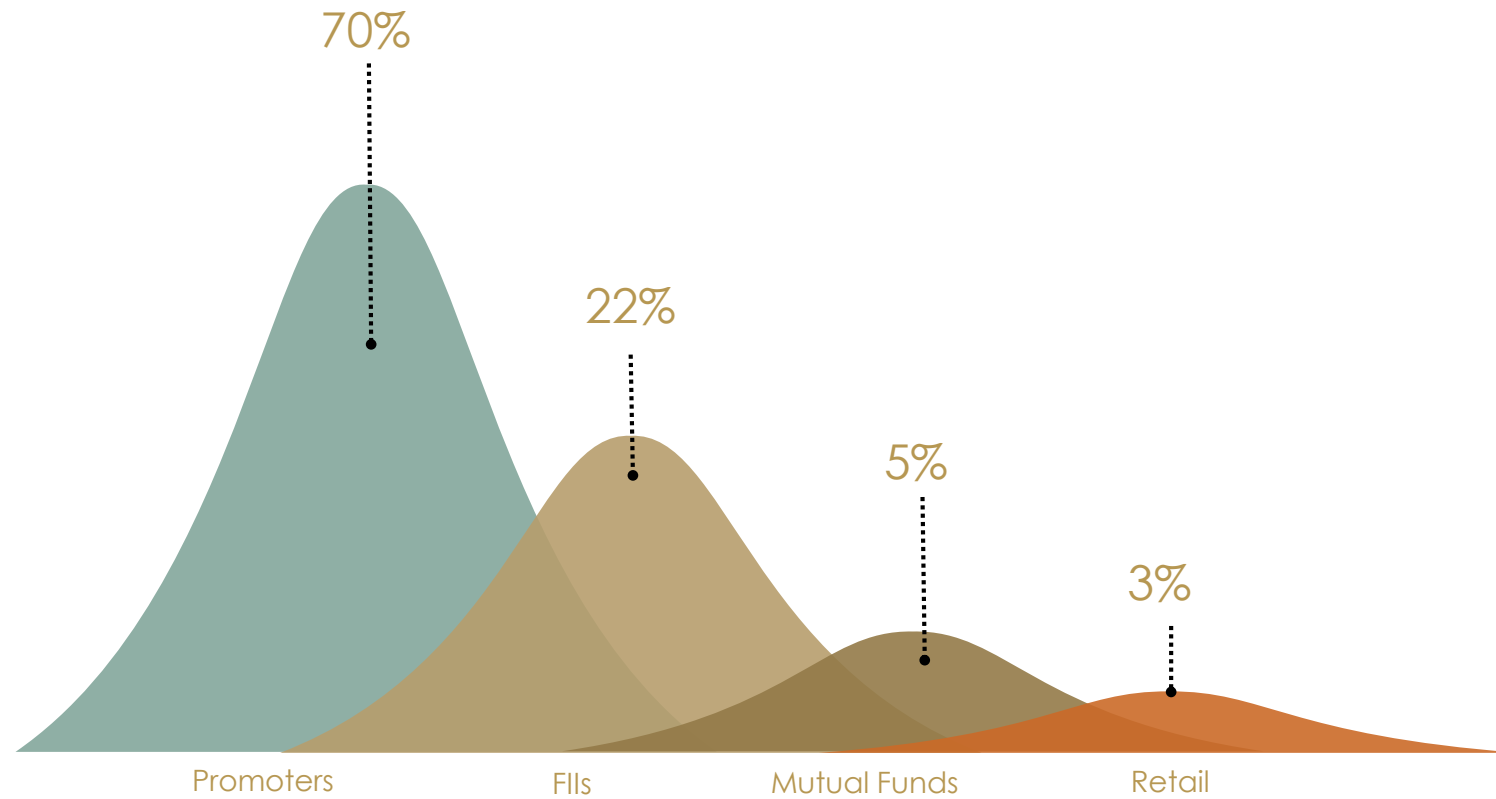
SCALE OF OPERATION

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	71	21.32	100	29.15	6	4.81	6	1.37	8	7.42	191	64.06
Ongoing	50	56.60	5	4.32	6	2.78	3	1.75	0	0.00	64	65.45
Upcoming*	24	28.96	7	9.97	2	1.78	0	0.00	0	0.00	33	40.71
Land Bank*												51.05
TOTAL	145	106.88	112	43.43	14	9.37	9	3.12	8	7.42	288	221.27

SHAREHOLDING PATTERN

As on 30 September 2015



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 OFFICE



Nayeem Noor
Executive Director-
Government Relations

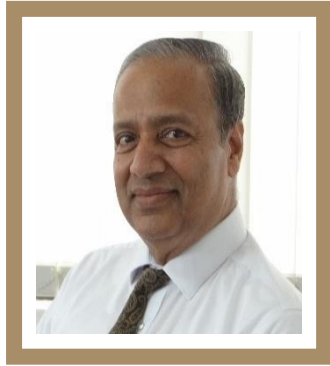


Omer Bin Jung
Executive Director-
Hospitality



V. Gopal
Executive Director-
Projects & Planning

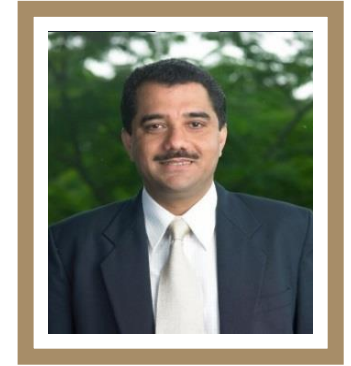
EXECUTIVE MANAGEMENT



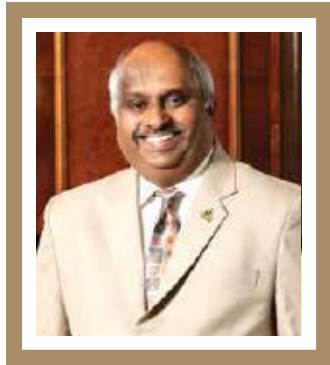
Ravinda Jain
Executive Director-
Contracts



Suresh Singaravelu
Executive Director-
Retail, Hospitality &
Business Expansion



Swaroop Anish
Executive Director-
Business Development



Arvind Pai
Executive Director-
Legal



Venkat K Narayan
Executive Director-
Finance & CFO



Asha Vasan
Executive Director-
Commercial Sales &
Collections

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OPERATIONAL HIGHLIGHTS

Particulars		Q2 FY16	Q2 FY15	Q1 FY16	H1 FY16	H1 FY15
TOTAL	Presales (₹. Mn)	7,091	14,859	6,112	13,203	28,932
	Area (Mnsf)	1.16	2.45	0.92	2.08	4.72
	Avg Realization/Sft (₹)	6,113	6,065	6,643	6,348	6,130
	Collections (₹ Mn)	9,413	9,612	10,373	19,786	18,479
	Leasing (Mnsf)	0.43	1.27	0.26	0.69	1.96
	Area Delivered (Mnsf)	1.69	2.94	0.12	1.81	6.75
	Launches (Mnsf)	2.28	2.78	-	2.28	7.38
PRESTIGE SHARE	Presales (₹ Mn)	6,051	12,893	5,266	11,317	25,966
	Area (Mnsf)	1.02	2.16	0.80	1.82	4.24
	Collections (₹ Mn)	7,755	8,101	8,445	16,200	15,708
	Leasing (Mnsf)	0.05	0.15	0.08	0.13	0.16
	Rental Income (₹. Mn)	1,002	749	990	1,992	1,495
	Unrecognized Revenue (₹ Mn)	74,248	81,263	78,122	74,248	81,263

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FINANCIAL HIGHLIGHTS | Q2FY16 | STANDALONE

PARTICULARS	Q2 FY16	Q2 FY15	Q1 FY16	H1 FY16	H1 FY15
Turnover (₹ Mn)	6,789	5,843	8,182	14,971	11,999
EBIDTA (₹ Mn)	1,843	1,961	2,118	3,961	3,856
EBIDTA %	27%	34%	26%	26%	32%
PAT (₹ Mn)	1,089	968	1,282	2,371	2,009
PAT %	16%	17%	16%	16%	17%
D/E Ratio	0.52	0.27	0.51	0.52	0.27

FINANCIAL | STANDALONE

BALANCE SHEET AS AT 30TH SEPTEMBER 2015

Values are in Million ₹

PARTICULARS	30-SEP-15	30-JUN-15	31-MAR-15
I. EQUITY AND LIABILITIES			
(1) Shareholders' funds			
(a) Share capital	3,750	3,750	3,750
(b) Reserves and surplus	37,538	36,470	35,195
	41,288	40,220	38,945
(2) Non-current liabilities			
(a) Long-term borrowings	8,496	3,377	3,363
(b) Deferred tax liabilities (Net)	10	13	13
(c) Other Long-term liabilities	1,130	862	882
(d) Long-term provisions	73	64	59
	9,709	4,316	4,317
(3) Current liabilities			
(a) Short-term borrowings	20,090	21,016	19,932
(b) Trade payables	5,208	4,297	4,719
(c) Other current liabilities	14,374	14,846	16,598
(d) Short-term provisions	1,430	1,430	1,482
	41,102	41,589	42,731
Total	92,099	86,125	85,993

FINANCIAL | STANDALONE

BALANCE SHEET AS AT 30TH SEPTEMBER 2015

Values are in Million ₹

PARTICULARS	30-SEP-15	30-JUN-15	31-MAR-15
II. ASSETS			
(1) Non-current assets			
(a) Fixed assets			
(i) Tangible assets	5,608	5,697	5,266
(ii) Intangible assets	25	25	25
(iii) Capital work-in-progress	3,210	2,992	2,813
	8,843	8,714	8,104
(b) Non-current investments	10,824	10,699	10,644
(c) Deferred tax assets (Net)	-	-	-
(c) Long-term loans and advances	17,941	15,518	15,229
(d) Other non-current assets	1,008	808	696
	38,616	35,739	34,673
(2) Current assets			
(a) Current investments	1,700	1,700	1,700
(b) Inventories	26,639	25,003	25,608
(c) Trade receivables	8,534	8,211	7,413
(d) Cash and Bank balances	5,363	2,568	3,315
(e) Short-term loans and advances	10,854	12,509	12,933
(f) Other current assets	393	395	351
	53,483	50,386	51,320
Total	92,099	86,125	85,993

FINANCIAL | STANDALONE

PROFIT & LOSS ACCOUNT AS ON 30TH SEPTEMBER 2015

Values are in Million ₹

PARTICULARS	QUARTER ENDED			SIX MONTHS		YEAR ENDED
	30-SEP-15	30-JUN-15	30-SEP-14	30-SEP-15	30-SEP-14	31-MAR-15
(I) Revenue from Operations	6,445	7,915	5,474	14,360	11,362	24,496
(II) Other Income	344	267	369	611	637	1,234
(III) Total Revenue - (I+II)	6,789	8,182	5,843	14,971	11,999	25,730
(IV) Expenses						
Purchases of Stock of units	-	-	350	-	410	569
Cost of sales on projects	3,742	4,942	2,654	8,684	5,796	12,879
Property and Facilities operating expenses	532	495	355	1,027	684	1,610
Employee benefits expense	368	335	334	703	666	1,308
Finance costs	548	539	468	1,087	848	1,883
Depreciation and amortization expense	127	119	95	246	187	422
Other expenses	304	292	189	596	587	1,154
Total Expenses	5,621	6,722	4,445	12,343	9,178	19,825
(V) Profit before tax (III-IV)	1,168	1,460	1,398	2,628	2,821	5,905
(VI) Tax expense	79	178	430	257	812	1,763
VII. Profit (Loss) for the period	1,089	1,282	968	2,371	2,009	4,142

FINANCIAL | KEY RATIOS | STANDALONE

Values are in Million ₹

SL. NO.	PARTICULARS	QUARTER ENDED						YEAR ENDED	
		30-SEP-15	RATIO/%	30-JUN-15	RATIO/%	30-SEP-14	RATIO/%	31-MAR-15	RATIO/%
		(UNAUDITED)		(UNAUDITED)		(UNAUDITED)		(AUDITED)	
1	Sale of Projects & Property Income	6,445		7,915		5,474		24,496	
2	Other Income	344		267		369		1,234	
3	Total Income	6,789		8,182		5,843		25,730	
4	Cost of project sold and property expenses	4,274		5,437		3,359		15,058	
5	Gross Margin	2,171	34%	2,478	31%	2,115	39%	9,438	39%
6	Admin, Employee and Selling cost	672		627		523		2,462	
7	EBIDTA	1,843	27%	2,118	26%	1,961	34%	8,210	32%
8	Financial Expenses	548		539		468		1,883	
9	Depreciation	127		119		95		422	
10	Total Expenses	5,621		6,722		4,445		19,825	
11	PBT	1,168	17%	1,460	18%	1,398	24%	5,905	23%
12	Tax	79		178		430		1,763	
13	PAT	1,089	16%	1,282	16%	968	17%	4,142	16%
14	EPS (Annualized) (In ₹)	11.62		13.67		10.60		11.32	
15	Market Price per share	215.50		247.20		219.90		268.50	
16	PE Ratio	19		18		21		24	
17	Market Cap	80,813		92,700		82,463		1,00,688	
18	Net Worth	41,288		40,221		37,563		38,945	
19	Book Value per share	110		107		100		104	
20	Price to Book Value	1.96		2.30		2.20		2.59	

FINANCIAL HIGHLIGHTS | Q2FY16 | CONSOLIDATED

PARTICULARS	Q2FY16	Q1FY16	H1FY16
Turnover (₹ Mn)	12,311	13,601	25,912
EBIDTA (₹ Mn)	2,978	3,399	6,377
EBIDTA %	24%	25%	25%
PAT (₹ Mn)	1,096	1,404	2,500
PAT %	9%	10%	10%
D/E Ratio	0.81	0.79	0.81
Average Cost of Debt	11.93%	12.29%	11.93%

FINANCIAL | CONSOLIDATED

BALANCE SHEET AS AT 30TH SEPTEMBER 2015

Values are in Million ₹

PARTICULARS	30-SEP-15	30-JUN-15	31-MAR-15
I. EQUITY AND LIABILITIES			
(1) Shareholders' funds			
(a) Share capital	3,750	3,750	3,750
(b) Reserves and surplus	36,024	35,039	33,757
(c) Capital reserve arising on consolidation	699	699	699
	40,473	39,488	38,206
(2) Minority interest	3,907	3,833	3,975
(3) Non-current liabilities			
(a) Long-term borrowings	23,386	17,810	17,162
(b) Deferred tax liabilities (Net)	19	21	21
(c) Other Long-term liabilities	2,036	1,862	1,962
(d) Long-term provisions	109	96	90
	25,550	19,789	19,235
(4) Current liabilities			
(a) Short-term borrowings	21,138	22,264	21,366
(b) Trade payables	7,152	6,528	7,211
(c) Other current liabilities	26,090	28,914	31,308
(d) Short-term provisions	2,594	2,525	2,257
	56,974	60,231	62,142
Total	1,26,904	1,23,341	1,23,558

FINANCIAL | CONSOLIDATED

BALANCE SHEET AS AT 30TH SEPTEMBER 2015

Values are in Million ₹

PARTICULARS	30-SEP-15	30-JUN-15	31-MAR-15
II. ASSETS			
(1) Non-current assets			
(a) Fixed assets			
(i) Tangible assets	24,989	25,226	25,033
(ii) Intangible assets	29	30	28
(iii) Capital work-in-progress	8,750	8,130	7,756
	33,768	33,386	32,817
(b) Goodwill (arising on consolidation)	5,040	5,040	5,040
(c) Non-current investments	1,085	1,156	1,087
(d) Deferred tax assets (net)	10	10	9
(e) Long-term loans and advances	13,029	12,207	11,924
(f) Other non-current assets	458	377	368
	53,390	52,176	51,245
(2) Current assets			
(a) Current investments	1,700	1,700	1,700
(b) Inventories	42,190	41,056	42,598
(c) Trade receivables	9,696	9,957	8,840
(d) Cash and Bank balances	7,355	5,105	5,368
(e) Short-term loans and advances	11,539	12,252	12,788
(f) Other current assets	1,034	1,095	1,019
	73,514	71,165	72,313
Total	1,26,904	1,23,341	1,23,558

FINANCIAL | CONSOLIDATED

PROFIT & LOSS ACCOUNT AS ON 30TH SEPTEMBER 2015

Values are in Million ₹

PARTICULARS	QUARTER ENDED		SIX MONTHS ENDED	YEAR ENDED
	30-SEP-15	30-JUN-15	30-SEP-15	31-MAR-15
(I) Revenue from Operations	12,043	13,425	25,468	34,198
(II) Other Income	268	176	444	986
(III) Total Revenue - (I+II)	12,311	13,601	25,912	35,184
(IV) Expenses				
Cost of sales on projects	7,264	7,953	15,217	15,862
Cost of contractual projects	32	86	118	489
Property and Facilities operating expenses	953	1,142	2,095	3,914
Employee benefits expense	638	597	1,235	2,290
Finance costs	882	872	1,754	3,214
Depreciation and amortization expense	378	367	745	1,397
Other expenses	446	424	870	1,704
Total Expenses	10,593	11,441	22,034	28,870
(V) Profit before tax (III-IV)	1,718	2,160	3,878	6,314
(VI) Tax expense	622	756	1,378	2,647
VII. Profit (Loss) for the year	1,096	1,404	2,500	3,667
Share of profit / (loss) from associates (Net) (VIII)	(22)	(25)	(47)	7
Profit after tax (before adjustment for Minority interest) (IX = VII - VIII)	1,074	1,379	2,453	3,674
Share in (profit) / loss to Minority interest (X)	(68)	(91)	(159)	(351)
Profit after tax and Minority interest (VIII - X)	1,006	1,288	2,294	3,323

FINANCIAL | CONSOLIDATED | KEY RATIOS

Values are in Million ₹

SL. NO.	PARTICULARS	QUARTER ENDED				YEAR ENDED	
		30-SEP-15	RATIO/%	30-JUN-15	RATIO/%	31-MAR-15	RATIO/%
		(UNAUDITED)		(UNAUDITED)		(AUDITED)	
1	Sale of Projects & Property Income	12,043		13,425		34,198	
2	Other Income	268		176		986	
3	Total Income	12,311		13,601		35,184	
4	Cost of project sold and property expenses	8,249		9,181		20,265	
5	Gross Margin	3,794	32%	4,244	32%	13,933	41%
6	Admin, Employee and Selling cost	1,084		1,021		3,994	
7	EBIDTA	2,978	24%	3,399	25%	10,925	31%
8	Financial Expenses	882		872		3,214	
9	Depreciation	378		367		1,397	
10	Total Expenses	10,593		11,441		28,870	
11	PBT	1,718	14%	2,160	16%	6,314	18%
12	Tax	622		756		2,647	
13	PAT	1,096	9%	1,404	10%	3,667	10%

FINANCIAL | CONSOLIDATED | KEY RATIOS

Values are in Million ₹

SL. NO.	PARTICULARS	QUARTER ENDED		YEAR ENDED
		30-SEP-15	30-JUN-15	31-MAR-15
		(UNAUDITED)	(UNAUDITED)	(AUDITED)
14	Share of profit / (loss) from associates	(22)	(25)	7
15	Minority	(68)	(91)	(351)
16	Profit after tax	1,006	1,288	3,323
17	EPS (Annualized) (In ₹)	10.73	13.74	9.09
18	Market Price per share	215.50	247.20	268.50
19	PE Ratio	20	18	30
20	Market Cap	80,813	92,700	1,00,688
21	Net Worth	40,473	39,488	38,206
22	Book Value per share	108	105	102
23	Price to Book Value	2.00	2.35	2.64

BUSINESS PERFORMANCE | LAUNCH/PRE-LAUNCH | COMPLETIONS

Sl.No	Launched Project	Location	Segment	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Song of South	Bengaluru	Residential	2.28	69%	1.57
	Total			2.28		1.57
Sl.No	Completed Project	Location	Segment	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Park View	Bengaluru	Residential	0.93	71%	0.66
2	Prestige West Holmes	Mangaluru	Residential	0.06	65%	0.04
3	Prestige Silver Crest	Bengaluru	Residential	0.25	92%	0.23
4	Prestige Trinity Centre	Bengaluru	Commercial	0.45	23%	0.10
	Total			1.69		1.03

SALES SUMMARY | PRESTIGE SHARE

Values are in Million ₹

Particulars	Q2 FY2016			Q1 FY2016			Q2 FY2015			H1 FY2016			H1 FY2015		
	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value
Residential															
Mid Income Segment	0.85	567	4,690	0.64	372	4,320	1.82	1223	10,345	1.49	939	9,010	3.74	2379	22,164
Premium Segment	0.12	52	1,063	0.06	17	701	0.12	37	1,196	0.18	69	1,764	0.24	75	2,257
TOTAL	0.97	619	5,753	0.70	389	5,021	1.94	1260	11,541	1.67	1008	10,774	3.98	2454	24,421
Commercial	0.05	0	298	0.10	0	245	0.21	0	1,353	0.15	0	543	0.25	0	1,546
GRANDTOTAL	1.02	619	6,051	0.80	389	5,266	2.15	1260	12,894	1.82	1008	11,317	4.23	2454	25,967
Realisation per sft (Sale Value/Area)			5,921			6,583			5,997			6,218			6,139

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)
- Overall unrecognized revenue in the books of accounts from all the projects as on 30/09/2015 (Sales made and yet to come for recognition) based on POC is approximately ₹ 74,248 million.
- 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).

UNRECOGNIZED REVENUE | FROM PROJECTS UNDER CONSTRUCTION

Values are in Million ₹

Sl.No	Projects	Total sales value of unit sold as at 30-Sep-2015	Cumulative turnover declared upto 30-Sep-2015	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
1	Prestige Bellavista	10,145	9,701	444	
2	Prestige Tranquility	9,636	7,805	1,831	
3	Prestige White Meadows-1&2	7,165	6,174	991	
4	Prestige Kingfisher Towers	5,841	3,664	2,177	
5	Prestige Golf Shire	5,175	3,700	1,475	
6	Prestige Sunny Side	3,222	2,869	353	
7	Prestige Parkview	1,817	1,769	48	
8	Prestige Royal wood	1,257	1,070	188	
9	Prestige Garden Bay	1,364	979	385	
10	Prestige Casabella	754	439	314	
11	Prestige Edwardian	400	253	147	
12	Prestige West Holmes	148	118	30	
13	Prestige Ferns Residency	5,463	3,226	2,237	
14	Prestige Mayberry	2,252	1,589	663	
15	Prestige Glen Wood	940	803	137	
16	Prestige Westwoods	3,377	1,260	2,116	
17	Prestige Ivy Terraces	1,428	647	781	
18	Prestige Downtown	973	622	351	
19	Prestige Augusta Golf Village	5,787	1,964	3,823	
20	Prestige Misty Waters	3,983	2,493	1,489	
21	Prestige Silver Spring	1,702	456	1,247	
22	Prestige Silver Crest	804	786	18	
23	Prestige Summer Fields	1,252	857	395	
24	Prestige Jade Pavilion	2,133	1,284	849	
25	Prestige Silver Sun	327	295	32	

UNRECOGNIZED REVENUE | FROM PROJECTS UNDER CONSTRUCTION

Values are in Million ₹

Sl.No	Projects	Total sales value of unit sold as at 30-Sep-2015	Cumulative turnover declared upto 30-Sep-2015	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
26	Prestige Sunrise Park - Phase I & Phase II	9,789	4,660	5,129	
27	Prestige Lakeside Habitat Phase I & II	13,132	3,283	9,849	
28	Prestige Royale Garden-Phase I & Phase II	2,687	-	2,687	FY 16
29	Prestige Brooklyn Heights	770	-	770	FY 16
30	Prestige Tech Vista	165	-	165	FY 16
31	Prestige Spencer Heights	686	-	686	FY 16
32	Prestige Falcon City- Phase I & II	14,380	-	14,380	FY 16
33	Prestige Falcon City Buy Back	1,448	-	1,448	FY 16
34	Prestige Falcon City Buy Back 2	570	-	570	FY 16
35	Prestige Bagmane Temple Bells	3,548	-	3,548	FY 16
36	Prestige Hermitage	60	-	60	FY 16
37	Prestige Gulmohar	2,143	-	2,143	FY 17
38	Prestige Leela Residences	1,849	-	1,849	FY 17
39	Prestige déjà vu	452	-	452	FY 17
40	Prestige Kenilworth	672	-	672	FY 17
41	Presige Woodside	127	-	127	FY 17
42	Prestige Pine Wood	782	-	782	FY 17
43	Prestige Woodland Park	1,271	-	1,271	FY 17
44	Prestige High Fields_Phase I	677	-	677	FY 17
45	Prestige Ivy League	543	-	543	FY 17
46	Prestige Bougainvillea - II	-	-	-	FY 17
47	Prestige MSR	231	-	231	FY 17
48	Prestige Northpoint	1,537	-	1,537	FY 17
49	Prestige Song of South	2,150	-	2,150	FY 18
Total		1,37,017	62,768	74,248	

PROJECT DEBTORS SUMMARY

Values are in Million ₹

Name of the Project	Opening Balance as at 01-Jul-2015	New Sales / Adjustment	Amount Realised	Closing Balance as at 30-Sep-2015
<u>Completed Projects</u>				
Prestige Oasis	261	38	180	119
Prestige Shantiniketan	152	170	256	66
Prestige Neptunes Court Yard	19	113	91	41
Prestige Tech Park Phase - III	109	54	86	77
Prestige Technopolis	50	(6)	3	41
Prestige Khoday Tower	280	0	-	280
Prestige Silver Oak	230	100	149	181
Prestige Philadelphia	37	7	-	44
Prestige Plaza	140	(1)	-	139
Prestige Star	81	9	-	90
Prestige Tech Platina	1,323	705	752	1,276
Prestige Trinity Centre	20	29	5	44
Others	17	-	-	17
Sub Total - A	2719	1221	1522	2418

Note: In addition to the above, there are Land Owner dues to the extent of ₹ 896 mn.

PROJECT DEBTORS SUMMARY

Values are in Million ₹



Ongoing Project	Opening Balance as at 01-Jul-2015	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 30-Sep-2015
Prestige Edwardian	79	(3)	(1)	-	77
Prestige Golfshire	646	92	(42)	235	546
Prestige White Meadows	1,066	293	270	31	1,058
Prestige Kingfisher Towers	747	338	120	33	932
Prestige Parkview	9	154	93	19	51
Prestige Sunny Side	72	119	132	10	48
Prestige Tranquility	101	492	419	33	141
Prestige Bellavista	253	368	83	192	346
Prestige West Holmes	1	30	3	21	7
Prestige Royal Wood	108	121	37	20	171
Prestige Casabella	2	55	19	34	3
Prestige Garden Bay	14	161	109	44	22
Prestige Glen wood	8	96	59	16	29
Prestige Mayberry	33	34	(36)	68	35
Prestige Ferns Residency	81	513	147	353	94
Prestige Ivy Terraces	7	137	65	68	11
Prestige Westwoods	45	227	(27)	228	72
Prestige Downtown	340	45	(2)	175	212
Prestige Augusta Golf Village	9	319	58	252	18
Prestige SilverCrest	34	(0)	(9)	12	30
Prestige Misty Waters	44	213	(169)	361	65
Prestige Silversprings	38	138	(41)	149	67
Prestige Sunrise Park	75	745	107	609	104
Prestige Lakeside Habitat	-	3,283	2,353	898	33
Prestige Silver Sun	44	16	1	23	35
Prestige Summerfields	45	87	(33)	125	40
Prestige Jade Pavilion	74	397	109	266	97
Sub Total - B	3,974	8,468	3,823	4,276	4,343

PROJECT DEBTORS SUMMARY

Values are in Million ₹

Name of the Project	Opening Balance as at 01-Jul-2015	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 30-Sep-2015
Other Ongoing Projects					
Prestige Techvista	-	-	-	5	-
Prestige Brooklyn Heights	-	-	-	32	-
Prestige Spencer Heights	-	-	-	1	-
Prestige Royale Gardens	-	-	-	144	-
Prestige Falcon City	-	-	-	600	-
Prestige Alta Vista Falcon City				128	
Prestige High Fields	-	-	-	40	-
Prestige Ivy League	-	-	-	39	-
Prestige Leela Residences	-	-	-	103	-
Prestige déjà vu	-	-	-	15	-
Prestige Woodland Park				38	
Prestige Pinewood	-	-	-	30	-
Prestige MSR	-	-	-	10	-
Prestige North Point	-	-	-	25	-
Prestige Wood Side	-	-	-	11	-
Prestige Bagmane Temple Bells	-	-	-	326	-
Prestige Gulmohar	-	-	-	176	-
Prestige Song of the south	-	-	-	234	-
Sub Total - C	-	-	-	1,957	-
Total (A+B+C)	6,693	9,689	3,823	7,755	6,760

DEBT PROFILE AS ON 30 SEPTEMBER 2015

Values are in Million ₹

Particulars	Standalone	%	Consolidated Loan *	%
Debt as on 30.09.2015				
Secured Loan	28,234	100%	43,793	100%
a. Project Debt - Resi & Comm	15,966	57%	18,898	43%
b. Capex Loans	-		-	
- Office Space	1,957	7%	1,957	4%
- Retail	-	-	613	1%
- Hospitality	2,420	9%	4,412	10%
c. Rental Securitisation Loans	1,763	6%	11,784	27%
d. Receivables discounting loans	6,129	22%	6,129	14%
Gross Debt	28,234	100%	43,793	100%
Less: Cash & Bank Balances	6,641		7,627	
Net Debt	21,593		36,167	
Networth	41,288		44,380	
Debt Equity Ratio	0.52		0.81	

Note: There is an increase of ₹ 15,559 Mn in the secured loan amount due to consolidation of the subsidiary companies. However, we should note that since consolidation is done based on line by line basis as per Accounting Standard 21, 100% of the loan amounts in subsidiaries are added up to standalone loan outstanding. If we consider only proportionate PEPL holding in the subsidiaries the net loan balance will amount to ₹ 12,391 Mn as against ₹ 15,559 Mn, resulting in the overall net debt of ₹ 32,999 mn (₹ 28,234 + ₹ 12,391 – ₹ 7,627) on a consolidated basis resulting in an effective D/E Ratio of 0.74 (₹ 32,999 / ₹44,379).

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 (₹)	Rent P.A (Annualised) (₹ Mn)
Existing Rental Income as on 30 September 2015							
1	Prestige Estates Projects Limited	Commercial	1.93	1.93	1.93	38.00	880
2	West Palm Developers Pvt Ltd	Commercial	0.32	0.19	0.19	34.69	80
3	Prestige Valley View Estates Pvt Ltd	Commercial	0.01	0.01	0.01	234.70	23
4	Exora Business Park - Phase I-III	Commercial	2.16	0.70	0.70	50.00	420
5	ICBI India Pvt Ltd	Commercial	0.05	0.04	0.04	89.00	40
6	Cessna (B1 to B8)	Commercial	2.77	2.35	2.35	43.38	1224
7	Prestige Polygon	Commercial	0.22	0.22	0.22	65.00	175
8	Forum Vijaya- Commercial	Commercial	0.17	0.08	0.08	40.00	40
9	Forum Mall	Retail	0.35	0.24	0.24	106.00	299
10	UB City Retail	Retail	0.13	0.06	0.06	250.00	169
11	Forum Value Mall	Retail	0.29	0.15	0.15	45.00	79
12	Forum Vijaya- Retail	Retail	0.66	0.33	0.33	75.00	298
13	Forum Mall Sujana Hyderabad	Retail	0.85	0.21	0.20	75.00	177
14	Forum Mall Mangalore	Retail	0.69	0.24	0.24	50.00	143
Total annualised rentals as on 30 September 2015			10.58	6.74	6.73		4,048

ANNUALIZED PROJECTED EXIT RENTALS FOR AREA LEASED

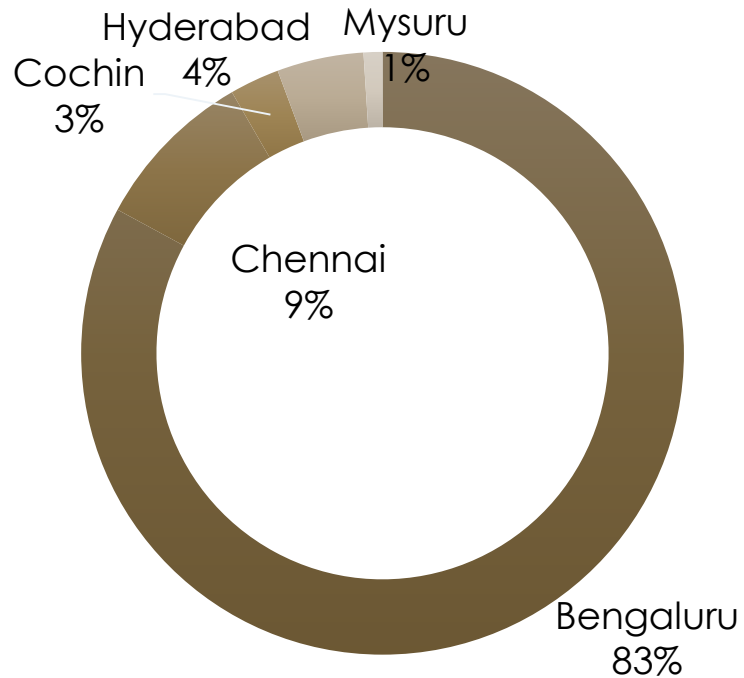
Sl. No	Project Name	Segment	Total Leasable Area (Mnsqft)	Economic Interest (Mnsqft)	Area Leased Prestige Share (Mnsqft)	Rent Per Sft (₹)	Rent P.A (Annualised) (₹ Mn)
Rental Income by March 2016							
1	SKN Commercial	Commercial	0.41	0.41	0.00	32.00	157
2	Prestige Polygon	Commercial	0.11	0.11	0.00	65.00	86
3	Forum Vijaya- Commercial	Commercial	0.02	0.01	0.00	40.00	5
4	Mysore Central	Retail	0.06	0.04	0.04	60.00	29
5	Trade Towers	Commercial	0.45	0.20	0.00	85.00	207
6	Prestige Falcon Towers	Commercial	0.39	0.18	0.00	85.00	179
Incremental rentals in FY 15-16			1.44	0.95	0.04		663
Total annualised rentals by March 2016			12.02	7.69	6.77		4711

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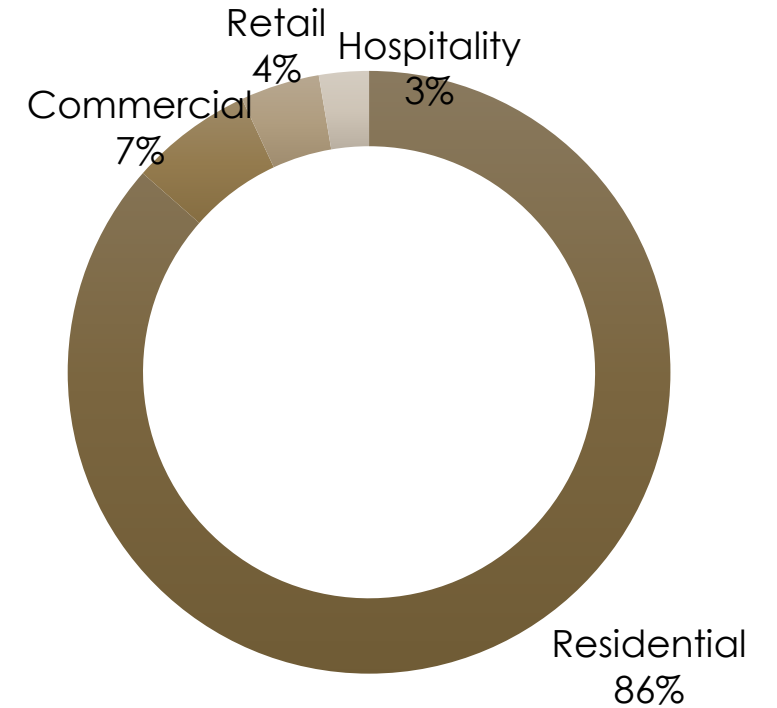
PRODUCT MIX | ONGOING PROJECTS*

GEOGRAPHY WISE



City	No. of Projects	Developable Area (Mnsf)
Bengaluru	52	54.26
Chennai	3	5.74
Cochin	4	1.75
Hyderabad	3	3.04
Mysuru	2	0.66
Total	64	65.45

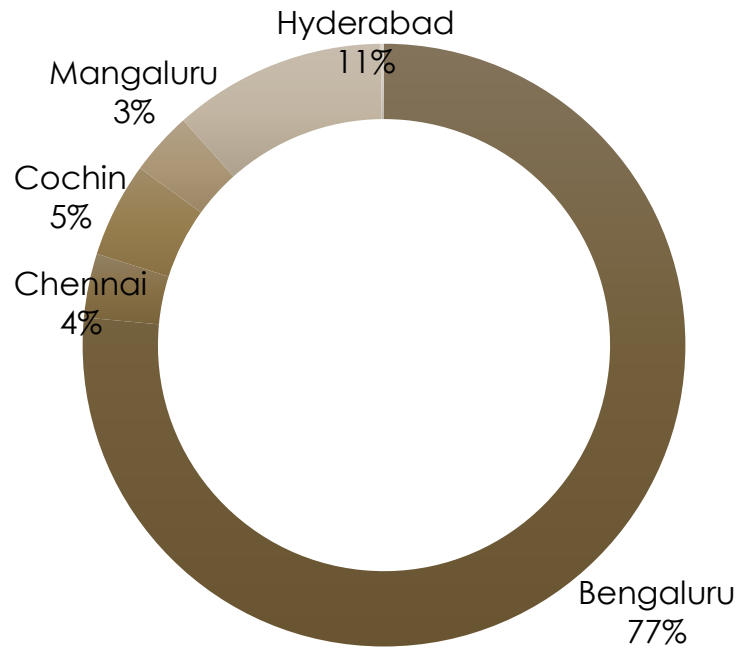
SEGMENT WISE



Segment	No. of Projects	Developable Area (Mnsf)
Residential	50	56.60
Commercial	5	4.32
Retail	6	2.78
Hospitality	3	1.75
Total	64	65.45

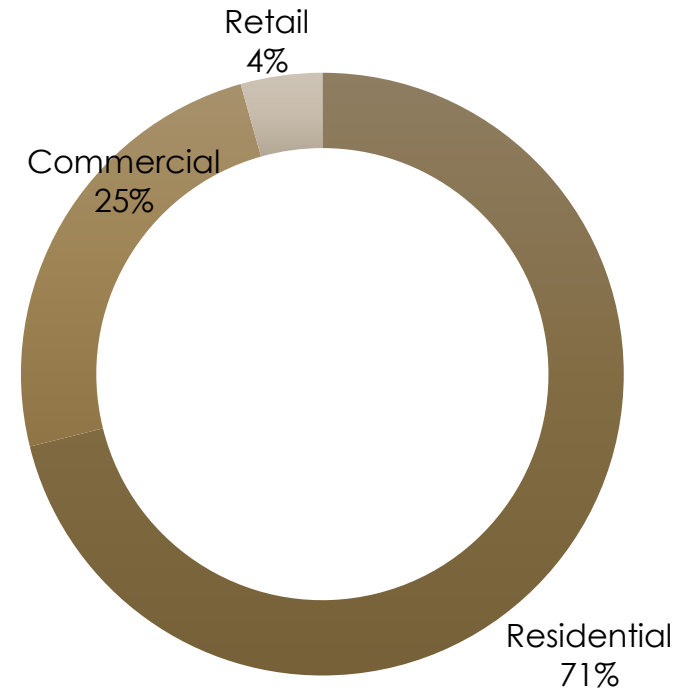
PRODUCT MIX | UPCOMING PROJECTS*

GEOGRAPHY WISE



City	No. of Projects	Developable Area (Mnsf)
Bengaluru	23	31.13
Chennai	2	1.40
Cochin	2	2.07
Mangaluru	2	1.39
Hyderabad	2	4.65
Ooty	2	0.07
Total	33	40.71

SEGMENT WISE



Segment	No. of Projects	Developable Area (Mnsf)
Residential	24	28.96
Commercial	7	9.97
Retail	2	1.78
Total	33	40.71

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- Villas	Bengaluru	1.75	100.00%	1.75	228	228
2	Prestige White Meadows -1	Bengaluru	1.07	100.00%	1.07	163	163
3	Prestige White Meadows -2	Bengaluru	1.16	62.50%	0.73	191	119
4	Prestige Royal Woods	Hyderabad	0.63	50.00%	0.32	152	76
5	Prestige Edwardian	Bengaluru	0.07	100.00%	0.07	12	12
6	Prestige Bella Vista	Chennai	5.04	60.00%	3.02	2,613	1,567
7	Prestige Garden Bay	Bengaluru	0.64	72.00%	0.46	184	133
8	Prestige Mayberry-1	Bengaluru	0.12	75.00%	0.09	40	30
9	Prestige Mayberry-2	Bengaluru	0.39	60.39%	0.24	126	76
10	Prestige Down Town	Chennai	0.21	100.00%	0.21	84	84
11	Prestige Hermitage	Bengaluru	0.23	50.00%	0.12	26	13
12	Prestige Summer Fields	Bengaluru	0.31	50.85%	0.16	83	42
13	Prestige Casabella	Bengaluru	0.48	75.00%	0.36	210	158
14	Kingfisher Towers	Bengaluru	1.09	45.51%	0.50	82	42
15	Prestige Silver Sun	Bengaluru	0.21	33.60%	0.07	102	34
16	Prestige Hillside Retreat	Bengaluru	0.11	75.00%	0.08	58	44
17	Prestige Ferns Residency	Bengaluru	3.29	62.00%	2.04	1,483	920
18	Prestige Misty Waters	Bengaluru	1.02	51.00%	0.52	558	285
19	Prestige Brooklyn Heights	Bengaluru	0.27	62.00%	0.16	94	59
20	Prestige Spencer Heights	Bengaluru	0.11	100.00%	0.11	34	34
21	Prestige Royale Garden - Phase I	Bengaluru	0.43	68.50%	0.29	384	263
22	Prestige Sunrise Park - Phase I	Bengaluru	1.69	99.00%	1.67	1,046	1,036
23	Prestige West Woods	Bengaluru	1.02	60.00%	0.61	574	341
24	Prestige Augusta Golf Village	Bengaluru	1.38	67.00%	0.92	460	308
25	Prestige Jade Pavilion	Bengaluru	0.68	46.91%	0.32	266	125

ONGOING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
26	Prestige Royale Gardens - Phase II	Bengaluru	2.46	68.50%	1.69	1312	905
27	Prestige Sunrise Park - Phase II	Bengaluru	1.58	99.00%	1.56	864	864
28	Prestige Silver Spring	Chennai	0.49	27.54%	0.14	125	34
29	Prestige Thomson	Cochin	0.55	25.00%	0.14	238	60
30	Prestige Ivy Terraces	Bengaluru	0.57	62.00%	0.35	315	195
31	Prestige Lakeside Habitat- Phase I & II	Bengaluru	5.60	69.30%	3.88	2488	1742
32	Prestige Falcon City Phase I	Bengaluru	4.57	51.00%	2.33	1890	964
33	Prestige Bagmane Temple Bells	Bengaluru	1.55	70.00%	1.09	968	678
34	Prestige Gulmohar	Bengaluru	0.87	51.00%	0.44	404	206
35	Prestige Leela Residences	Bengaluru	0.36	60.00%	0.22	88	54
36	Prestige Ivy League	Hyderabad	0.86	60.00%	0.52	349	209
37	Prestige High Fields_Phase I	Hyderabad	1.55	68.34%	1.06	665	454
38	Prestige North Point	Bengaluru	0.40	51.00%	0.21	184	94
39	Prestige Pine Wood	Bengaluru	0.62	44.00%	0.27	256	113
40	Prestige Woodland Park	Bengaluru	0.38	50.00%	0.19	166	83
41	Prestige Woodside	Bengaluru	0.42	60.00%	0.25	138	83
42	Prestige MSR	Bengaluru	0.19	65.00%	0.12	100	65
43	Prestige Bougainvillea Platinum	Bengaluru	0.13	60.00%	0.08	22	13
44	Prestige Falcon City Phase II	Bengaluru	1.52	35.70%	0.54	630	225
45	Prestige Déjà vu	Bengaluru	0.15	48.00%	0.07	40	23
46	Prestige Kenilworth	Bengaluru	0.19	40.00%	0.08	42	18
47	Prestige Song of South	Bengaluru	2.28	69.04%	1.57	1,117	771
48	Prestige Tranquility	Bengaluru	4.57	100.00%	4.57	2,368	2368
49	Prestige Sunny Side	Bengaluru	0.98	100.00%	0.98	395	395
50	Prestige Glen Wood	Bengaluru	0.37	65.00%	0.24	116	75
Total - A			56.60		38.49	24,533	16,882

ONGOING PROJECTS | COMMERCIAL

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Trade Towers	Bengaluru	0.61	45.00%	0.27
2	Cessna Business Park B9-B11	Bengaluru	2.94	85.00%	2.50
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
Total - B			4.32		3.15

ONGOING PROJECTS- RETAIL

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Forum Shantiniketan	Bengaluru	1.06	65.00%	0.69
2	Forum Mysuru	Mysuru	0.55	50.99%	0.28
3	Prestige Mysuru Central	Mysuru	0.11	65.00%	0.07
4	Prestige TMS Square	Cochin	0.12	58.00%	0.07
5	Forum Thomsun	Cochin	0.91	25.00%	0.23
6	Prestige Cube	Bengaluru	0.03	100.00%	0.03
Total - C			2.78		1.37

ONGOING PROJECTS | HOSPITALITY

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No. of Keys
1	Conrad (Hilton)	Bengaluru	0.45	100.00%	0.45	285
2	Sheraton Hotel & Convention Center	Bengaluru	0.72	100.00%	0.72	365
3	Marriott Hotel & Convention Centre	Bengaluru	0.58	100.00%	0.58	307
	Total - D		1.75		1.75	957
	GRAND TOTAL		65.45		44.75	

UPCOMING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Hillside Gateway (Kakanad)	Cochin	1.55	70.00%	1.09
2	Prestige Greenmoor	Bengaluru	0.67	25.00%	0.17
3	Prestige Hillcrest	Ooty	0.07	50.00%	0.04
4	Prestige Lakeside Habitat Phase III	Bengaluru	2.80	69.30%	1.94
5	Prestige Primerose Hills	Bengaluru	2.02	62.00%	1.25
6	Prestige Park Square	Bengaluru	1.10	35.70%	0.39
7	Roshanara Property	Bengaluru	0.22	100.00%	0.22
8	Mangaluru Villas	Mangaluru	0.14	68.00%	0.09
9	Prestige Kew Gardens	Bengaluru	1.71	60.00%	1.03
10	Prestige Avalon	Bengaluru	0.09	40.00%	0.03
11	Prestige Fountain Blue	Bengaluru	0.20	60.00%	0.12
12	Prestige Dolce Vita	Bengaluru	0.22	60.00%	0.13
13	Prestige Courtyards	Chennai	0.90	70.00%	0.63
14	Prestige Lake ridge	Bengaluru	2.03	66.70%	1.35
15	Prestige Cosmopoliton	Chennai	0.18	100.00%	0.18
16	Prestige Bejai Property	Mangaluru	0.96	70.00%	0.67
17	Prestige Jindal Property	Bengaluru	4.65	73.00%	3.40
18	Kadri Mangalore Property	Mangaluru	0.29	60.00%	0.17
19	Prestige High Fields Phase II	Hyderabad	4.65	68.34%	3.18
20	Bannerghatta Property	Bengaluru	1.22	51.00%	0.62
21	Dollars Colony Property	Bengaluru	0.54	60.00%	0.32
22	Sond Of south Ph II	Bengaluru	2.28	69.04%	1.57
23	Prestige Botanique	Bengaluru	0.14	55.00%	0.08
24	Prestige Boulevard	Bengaluru	0.33	100.00%	0.33
Total - A			28.96		19.02

UPCOMING PROJECTS | COMMERCIAL

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Technostar	Bengaluru	1.60	51.00%	0.82
2	Prestige Tech Cloud	Bengaluru	2.81	73.93%	2.08
3	Prestige Tech Park IV	Bengaluru	1.55	90.00%	1.40
4	Prestige Tech Pacifica Park (ORR)	Bengaluru	1.64	62.95%	1.03
5	Prestige Central Street	Bengaluru	0.23	55.00%	0.13
6	Mount road Chennai	Chennai	0.32	45.00%	0.14
7	Prestige Star Tech	Bengaluru	1.82	51.00%	0.93
Total - B			9.97		6.53

UPCOMING PROJECTS | 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			40.71		26.36

LAND BANK

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	Bengaluru	168	33%	55
3	Prestige Garden Resorts Pvt Ltd	Bengaluru	7	100%	7
4	Prestige Estates Projects Ltd	Bengaluru/Chennai	87	60%	53
5	Village D Nandi Pvt Ltd	Bengaluru	23	100%	23
6	Prestige Nottinghill Investments	Bengaluru	19	51%	10
7	Eden Investments	Goa	74	78%	57
Total			521		347

Potential Developable area of 51.05 Mnsqft (Prestige Share 34.05 Mnsqft)

PROJECT SNAPSHOTS | RESIDENTIAL PROJECTS

Prestige Ferns Residency



Prestige Park View



Prestige White Meadows



Prestige Bella Vista



Prestige Casabella



Prestige Edwardian



PROJECT SNAPSHOTS | RESIDENTIAL PROJECTS

Prestige Lakeside Habitat



Prestige Glenwood



Prestige Downtown



Prestige Garden Bay



Prestige Mayberry



Prestige Sunny Side



PROJECT SNAPSHOTS

Prestige Hermitage



Kingfisher Towers



Prestige Trade Towers



Prestige Falcon Tower



Conrad Hotel



Sheraton Hotel



RESIDENTIAL PROJECTS

COMMERCIAL PROJECTS

HOSPITALITY PROJECTS

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Q2FY16 AWARDS & RECOGNITION

NATIONAL AWARDS FOR MARKETING EXCELLENCE

1. Marketing campaign of the year-

Prestige Lakeside Habitat



2. Best in house magazine-

Falcon News



CONSTRUCTION WEEK AWARDS 2015

3. High-Rise Project of the Year-

Prestige White Meadows



Q2FY16 AWARDS & RECOGNITION

FKCCI - M VISWESHWARIAH AWARD 2015

Sir M Vishveshwariah Award 2015 was Conferred to Mr. Irfan Razack for his outstanding contribution for the growth of Karnataka through building projects.

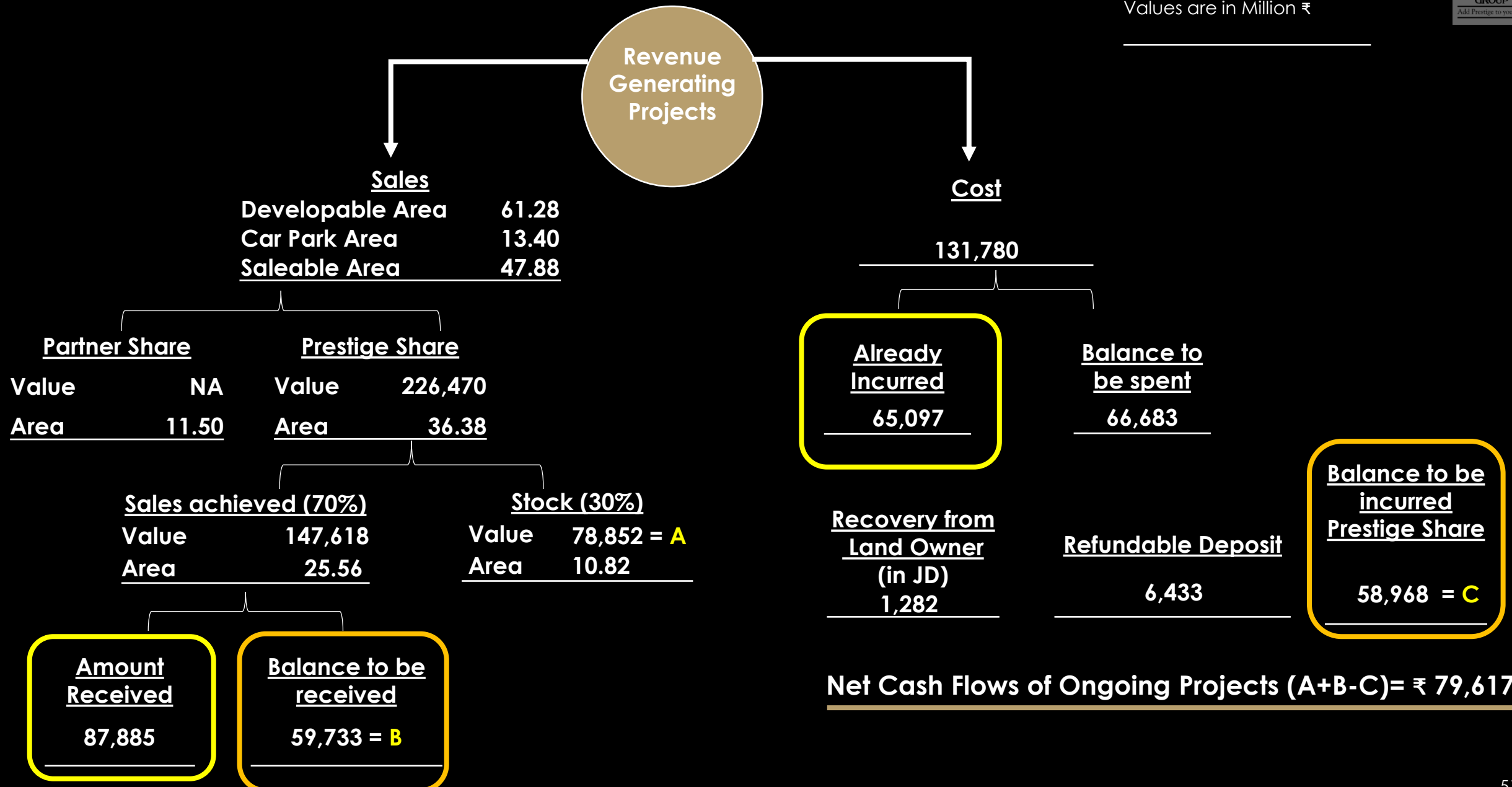


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RECEIVABLES PROFILE | ONGOING PROJECTS

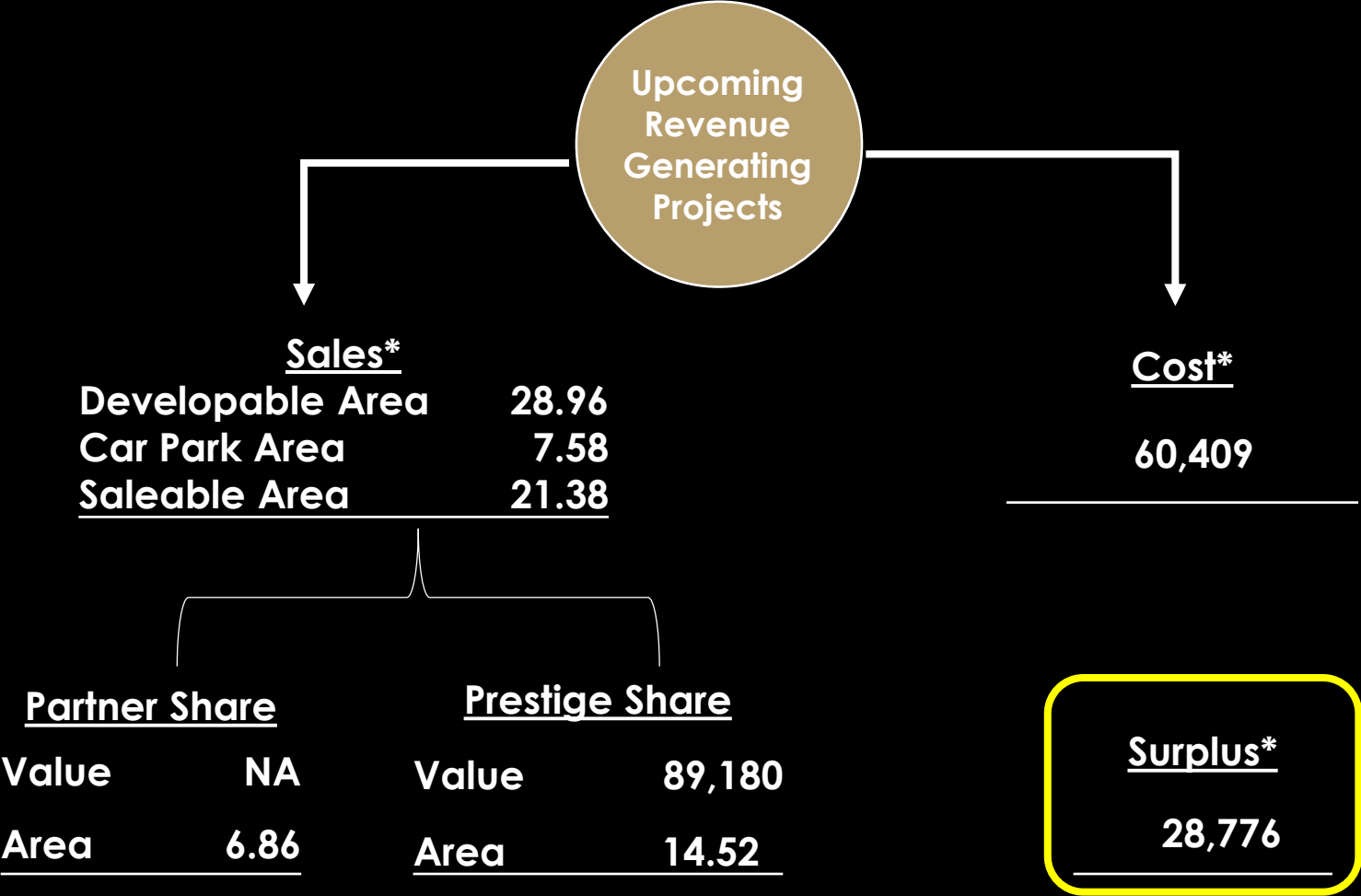
As on September 30, 2015
Areas are in Million Sqft
Values are in Million ₹



STOCK BREAKUP

Category	Area	Value
Premium & Luxury Projects	2.38	25,596
Mid Income Projects	7.88	48,953
Completed Projects	0.57	4,303
Total	10.82	78,852

RECEIVABLES PROFILE | UPCOMING PROJECTS



RENTAL INCOME

As on September 30, 2015
Areas are in Million Sqft
Values are in Million ₹

Office Space				
<u>Operating</u>	<u>Under Construction</u>	<u>Upcoming</u>		<u>Total</u>
Leasable Area 8.16	Leasable Area 2.56	Leasable Area 7.52	=	18.24
Prestige Share Leasable Area 6.06	Prestige Share Leasable Area 1.77	Prestige Share Leasable Area 4.97	=	12.80
Gross Rental Income p.a 4,331	Gross Rental Income p.a 2,003*	Gross Rental Income p.a 4,892*	=	11,226
Prestige Share- Income p.a 3,123	Prestige Share- Income p.a 1,276*	Prestige Share Income p.a 3,148*	=	7,547

*Estimated

RENTAL INCOME

As on September 30, 2015
Areas are in Million Sqft
Values are in Million ₹

Retail				
<u>Operating</u>	<u>Under Construction</u>	<u>Upcoming</u>		<u>Total</u>
Leasable Area 2.96	Leasable Area 1.76	Leasable Area 1.34	=	6.06
Prestige Share Leasable Area 1.22	Prestige Share Leasable Area 0.84	Prestige Share Leasable Area 0.61	=	2.67
Gross Rental Income p.a 2,748	Gross Rental Income p.a 1,534*	Gross Rental Income p.a 1,145*	=	5,427
Prestige Share Income p.a 1,176	Prestige Share Income p.a 697*	Prestige Share Income p.a 489*	=	2,362

*Estimated

HOSPITALITY INCOME

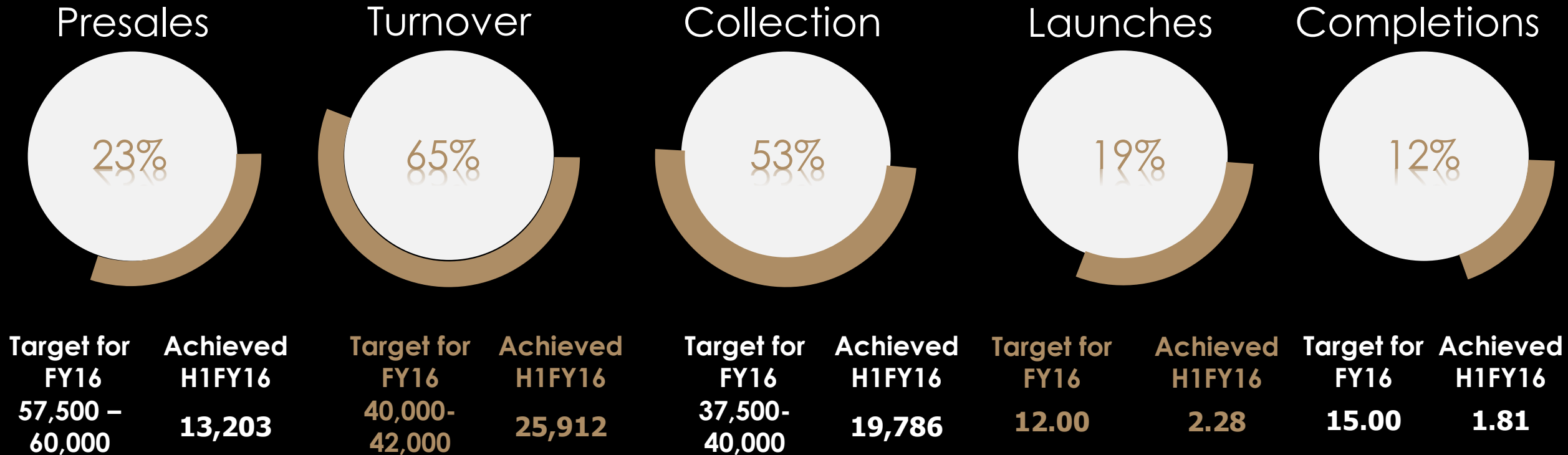
As on September 30, 2015
Values are in Million ₹

Hospitality		
<u>Operating</u>	<u>Under Construction</u>	<u>Total</u>
Total Keys 617	Total Keys 942	= 1,559
Prestige Share Keys 405	Prestige Share Keys 942	= 1,347
Gross Operating Income p.a 1,219	Gross Operating Income p.a 2,119*	= 3,337
Prestige Share Income p.a 833	Prestige Share Income p.a 2,119*	= 2,952

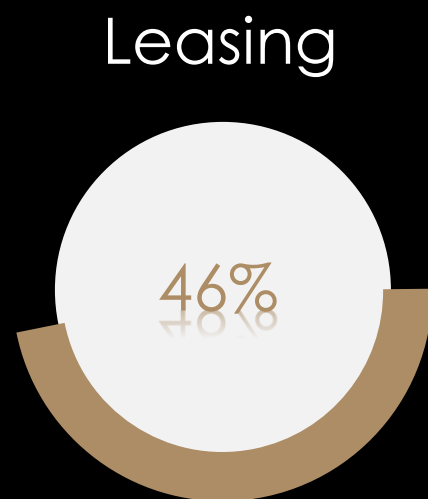
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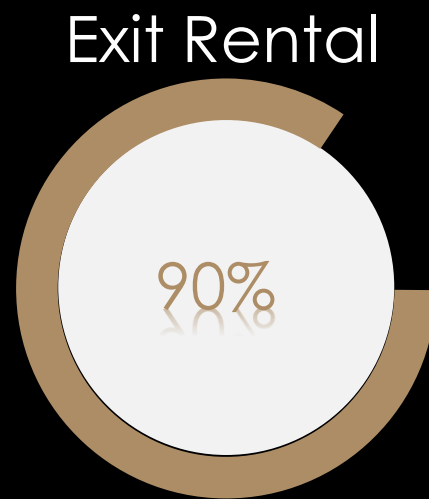
Guidance Vs Achieved



Guidance Vs Achieved



Target for FY16	Achieved H1FY16
1.5-2.0	0.69



Target for FY16	Achieved H1FY16
4,500- 5,000	4,048

DER (Consol.)



Target for FY16	As of H1FY16
0.75-0.85	0.81

DER (SA)



Target for FY16	As of H1FY16
0.50- 0.60	0.52

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.

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THANK YOU

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Prestige Oakwood, Bengaluru (Shot at site)