

INVESTOR PRESENTATION

HALF YEAR RESULTS
SIX MONTHS ENDED
30TH SEPTEMBER 2017



Prestige Trade Tower, Shot at site

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1. **ABOUT PRESTIGE**
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4. PROJECT PORTFOLIO & UPDATE
5. RECEIVABLES PROFILE
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7. PROJECT STATUS
8. GUIDANCE vs ACHIEVED

210



Completed projects spanning across 80Mnsf of Developed area

35



Upcoming Projects spanning Over 48 Mnsf of developable area

8.5+ mn sft

GLA of Operational Rental portfolio (PG share)

12+ mn sft

GLA Under construction & Planning (PG share)

Over **30** Years of Legacy

53



Ongoing Projects spanning Over 54 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 - CapitaLand, 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 143 mn sqft

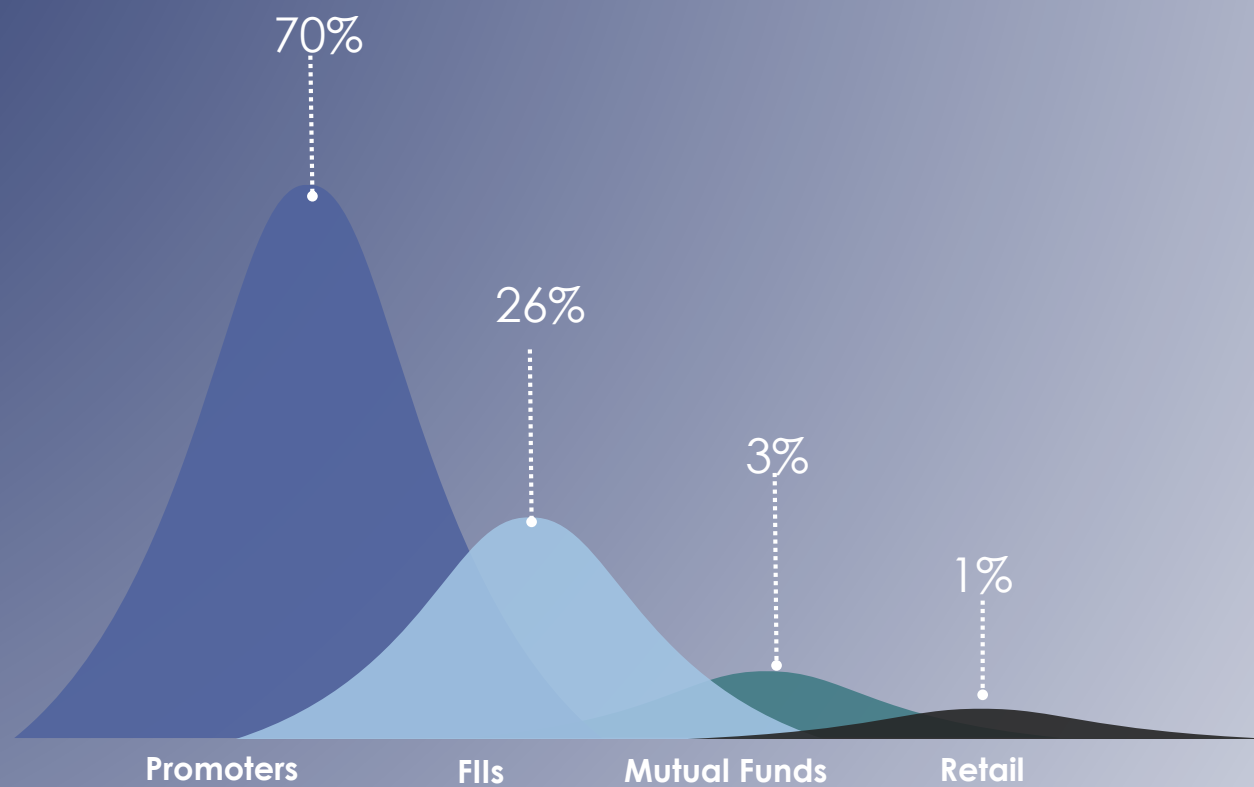
Areas are in Million Sqft

PARTICULARS	Residential		Commercial		Retail		Hospitality		Plotted Development		Total	
	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area
Completed Projects	90	36.96	100	29.15	6	4.81	6	1.37	8	7.42	210	79.70
Ongoing Projects	37	43.97	7	4.91	6	3.04	3	2.07	0	0.00	53	53.99
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	150	111.24	117	49.76	14	9.62	9	3.44	8	7.42	298	223.01

*Estimated

SHAREHOLDING PATTERN

As on 30th September 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



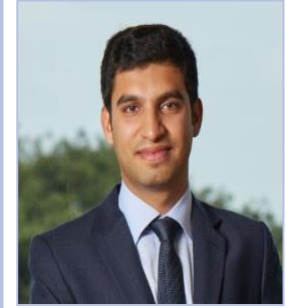
Faiz Rezwan
Executive Director-
Contracts & Projects



Zaid Sadiq
Executive Director-
Liasion & Hospitality



Anjum Jung
Executive Director- Interior
Design



Zayd Noaman
Executive Director- CMD's
OFFICE



Omer Bin Jung
Executive Director-
Hospitality



Nayeem Noor
Executive Director-
Government Relations



Zackria Hashim
Executive Director- Land
Acquisition



Venkat K Narayan
Chief Executive Officer

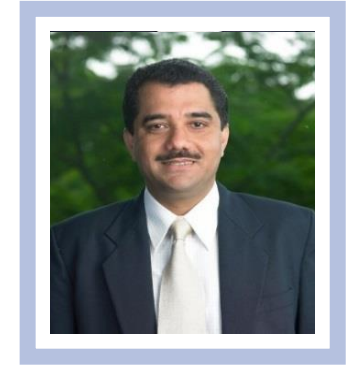
EXECUTIVE MANAGEMENT



Arvind Pai
Executive Director- Legal



Suresh Singaravelu
Executive Director- Retail,
Hospitality & Business
Expansion



Swaroop Anish
Executive Director- Business
Development



V. Gopal
Executive Director-
Projects & Planning



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



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

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OPERATIONAL HIGHLIGHTS

Value in ₹ Million
Volume in Mnsqft

	Particulars	Q2FY18	Q2FY17	Q1FY18	H1FY18	H1FY17
TOTAL	New Sales Value	8,035	7,569	5,952	13,987	13,938
	New Sales Volume	1.16	1.21	0.92	2.07	2.23
	Avg Realization/Sft	6,934	6,246	6,505	6,745	6,244
	Collections	7,980	8,220	12,260	20,240	20,010
	Leasing Volume	0.39	0.21	0.11	0.50	0.36
	Area Delivered	-	3.52	6.24	6.24	10.26
	Area Launched	-	-	-	-	1.98
PRESTIGE SHARE	New Sales value	5,278	5,988	4,510	9,788	11,086
	New Sales Volume	0.80	0.97	0.69	1.48	1.79
	Collections	6,588	6,880	10,050	16,637	16,914
	Leasing Volume	0.27	0.02	0.10	0.37	0.06
	Rental Income	1,504	1,379	1,480	2,983	2,691

SALES SUMMARY | PRESTIGE SHARE

Areas are in Million Sqft
Values are in Million ₹



Particulars	Q2FY18			Q1FY18			H1FY18			H1FY17		
	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value
Residential												
Mid Income Segment	0.74	475	4,821	0.46	298	2,721	1.20	773	7,542	1.43	936	8,646
Premium Segment	0.04	9	350	0.15	58	1,375	0.19	68	1,726	0.17	38	1,241
TOTAL	0.78	484	5171	0.61	356	4096	1.39	840	9,267	1.60	974	9,887
Commercial	0.02	0	106	0.08	0	415	0.10	0	521	0.19	0	1,199
GRANDTOTAL	0.80	484	5278	0.69	356	4510	1.48	840	9,788	1.79	974	11,086
Realisation per sft			6,626			6,564			6,597			6,193

NOTE

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

STRATEGIC ACQUISITION

1. Acquisition of 49% stake in a Firm 'Prestige Pallavaram Ventures' (100% stake – post acquisition)

- -Prestige Pallavaram Ventures (earlier, Prestige Rattha Holdings) is developing a residential project with total development potential of 3.8 Mn Sft with over 2,000 units (Economic interest 78%)
- -Project is strategically located at Pallavaram, Chennai and is currently under approval stage.
- -PEPL currently owns 51% stake in the SPV and with this acquisition the holding of PEPL will be 100%

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FINANCIAL HIGHLIGHTS | Q2FY18 | STANDALONE

Values are in Million ₹

Particulars	Q2FY18	Q2FY17	Q1FY18	H1FY18	H1FY17
Turnover (Rs. Mn)	6163	5120	6550	12713	11287
EBIDTA (Rs. Mn)	1224	1334	1248	2472	3236
EBIDTA %	20%	26%	19%	19%	29%
PAT (Rs. Mn)	509	668	630	1139	2039
PAT %	8%	13%	10%	9%	18%

BALANCE SHEET AS OF 30th September, 2017 | STANDALONE

Values are in Million ₹

Particulars	As at 30-Sep-17	As at 31-Mar-17
A. ASSETS		
(1) Non-current assets		
(a) Property, plant and equipment	1,159	1,230
(b) Capital work-in-progress	2,195	1,756
(c) Investment properties	2,547	2,610
(d) Other intangible assets	437	524
(e) Financial assets	40,688	40,171
(f) Deferred tax assets (net)	762	718
(g) Income tax assets (net)	1,417	1,271
(h) Other non-current assets	3,386	2,398
	52,591	50,678
(2) Current assets		
(a) Inventories	47,555	45,503
(b) Financial assets	23,215	23,262
(c) Other current assets	4,788	4,323
	75,558	73,088
Total	1,28,149	1,23,766

BALANCE SHEET AS OF 30th September, 2017 | STANDALONE

Values are in Million ₹

Particulars	As at 30-Sep-17	As at 31-Mar-17
B. EQUITY AND LIABILITIES		
(1) Equity		
(a) Equity share capital	3,750	3,750
(b) Other Equity	44,311	43,622
	48,061	47,372
(2) Non-current liabilities		
(a) Financial Liabilities	6,925	6,533
(b) Provisions	76	66
(c) Other non current liabilities	85	62
(d) Deferred tax liabilities (Net)	-	-
	7,086	6,661
(3) Current liabilities		
(a) Financial Liabilities	42,859	39,302
(b) Provisions	744	1,670
(c) Other current liabilities	29,399	28,761
	73,002	69,733
Total	1,28,149	1,23,766

STANDALONE | P & L ACCOUNT AS ON 30th September, 2017

Values are in Million ₹

Particulars	Quarter ended			Six months ended		Year ended
	30-Sep-17	30-Jun-17	30-Sep-16	30-Sep-17	30-Sep-16	31-Mar-17
(I) Revenue from Operations	5,996	6,269	4,824	12,265	10,624	21,764
(II) Other Income	167	281	296	448	663	1,245
(III) Total Revenue - (I+II)	6,163	6,550	5,120	12,713	11,287	23,009
(IV) Expenses						
Cost of sales on projects	3,700	3,782	2,594	7,482	5,536	12,069
Property and Facilities operating expenses	592	616	585	1,208	1,193	2,417
Employee benefits expense	365	376	389	741	784	1,615
Finance costs	483	436	444	919	938	1,913
Depreciation and amortization expense	131	127	173	258	335	698
Other expenses	282	528	218	810	538	1,215
Total Expenses	5,553	5,865	4,403	11,418	9,324	19,927
(V) Profit before tax (III-IV)	610	685	717	1,295	1,963	3,082
(VI) Tax expense	101	55	49	156	(76)	(187)
(VII) Profit (Loss) for the period	509	630	668	1,139	2,039	3,269
(VIII) Other Comprehensive loss/(Income)	2	(2)	-	-	(1)	(3)
(IX) Total Comprehensive Income (VII-VIII)	511	628	668	1,139	2,038	3,266
(X) Exceptional items	-	-	-	-	-	2,634
(IX) Total Comprehensive Income after exceptional items	511	628	668	1,139	2,038	5,900

STANDALONE | KEY RATIOS

Values are in Million ₹

Sl. No.	Particulars	Quarter ended					
		30-Sep-17	Ratio/%	30-Jun-17	Ratio/%	30-Sep-16	Ratio/%
1	Sale of Projects & Property Income	5,996		6,269		4,824	
2	Other Income	167		281		296	
3	Total Income	6,163		6,550		5,120	
4	Cost of project sold and property expenses	4,292		4,398		3,179	
5	Gross Margin	1,704	28%	1,871	30%	1,645	34%
6	Admin, Employee and Selling cost	647		904		607	
7	EBIDTA	1,224	20%	1,248	19%	1,334	26%
8	Financial Expenses	483		436		444	
9	Depreciation	131		127		173	
10	Total Expenses	5,553		5,865		4,403	
11	PBT	610	10%	685	10%	717	14%
12	Tax	101		55		49	
13	PAT	509	8%	630	10%	668	13%
14	Other Comprehensive loss/(Income)	2		(2)		-	
15	Total Comprehensive Income	511	8.29%	628	10%	668	13%
16	Exceptional items	-		-		-	
17	Profit after tax	511		628		668	
16	EPS (Annualized) (In Rs)	5.45		6.70		7.13	
17	Market Price per share	273.25		218.10		185.30	
18	PE Ratio	50		33		26	
19	Market Cap	1,02,469		81,788		69,488	

FINANCIAL HIGHLIGHTS | Q2FY18 | CONSOLIDATED

Values are in Million ₹

Particulars	Q2FY18	Q2FY17	Q1FY18	H1FY18	H1FY17
Turnover (Rs. Mn)	11129	11735	13018	24147	21449
EBIDTA (Rs. Mn)	2561	2607	2864	5425	4578
EBIDTA %	23.1%	22.3%	22.1%	22.5%	21.3%
PAT (Rs. Mn)	861	862	1135	1996	1551
PAT %	8.0%	7.4%	8.7%	8.3%	7.2%
Avg Cost of debt	9.51%	10.73%	9.91%	9.51%	10.73%

BALANCE SHEET AS OF 30th September, 2017 | CONSOLIDATED

Values are in Million ₹

	As at 30-Sep-17	As at 31-Mar-17
Particulars		
A. ASSETS		
(1) Non-current assets		
(a) Property, plant and equipment	5,732	6,077
(b) Capital work-in-progress	20,212	17,952
(c) Investment properties	26,789	27,030
(d) Goodwill (arising on consolidation)	3,069	3,069
(e) Other intangible assets	39	47
(f) Financial assets	14,019	13,965
(g) Deferred tax assets (net)	1,135	1,014
(h) Current tax assets (net)	3,646	3,233
(i) Other non-current assets	4,698	3,220
	79,339	75,607
(2) Current assets		
(a) Inventories	68,664	66,919
(b) Financial assets	22,568	20,421
(c) Other current assets	9,048	7,567
	1,00,280	94,907
Total	1,79,619	1,70,514

BALANCE SHEET AS OF 30th September, 2017 | CONSOLIDATED

Values are in Million ₹

Particulars	As at 30-Sep-17	As at 31-Mar-17
B. EQUITY AND LIABILITIES		
(1) Equity		
(a) Equity share capital	3,750	3,750
(b) Other Equity	41,712	40,398
(c) Non controlling interest	1,537	2,027
	46,999	46,175
(2) Non-current liabilities		
(a) Financial Liabilities	39,029	36,652
(b) Long-term provisions	119	121
(c) Deferred tax liabilities (Net)	2,685	2,736
	41,833	39,509
(3) Current liabilities		
(a) Financial Liabilities	43,532	37,879
(b) Short-term provisions	1,281	2,003
(c) Current tax liabilities	2,123	1,533
(d) Other current liabilities	43,851	43,415
	90,787	84,830
Total	1,79,619	1,70,514

CONSOLIDATED I P & L as on 30th September, 2017

Values are in Million ₹

Particulars	Quarter ended			Six months ended		Year ended
	30-Sep-17	30-Jun-17	30-Sep-16	30-Sep-17	30-Sep-16	31-Mar-17
(I) Revenue from Operations	10,981	12,796	11,518	23,777	20,967	47,745
(II) Other Income	148	222	217	370	482	872
(III) Total Revenue - (I+II)	11,129	13,018	11,735	24,147	21,449	48,617
(IV) Expenses						
Cost of sales on projects	6,024	7,320	6,600	13,344	11,849	28,284
Property and Facilities operating expenses	1,219	1,362	1,367	2,581	2,641	5,257
Employee benefits expense	733	749	716	1,482	1,436	2,933
Finance costs	874	820	771	1,694	1,561	3,160
Depreciation and amortization expense	379	376	472	755	808	1,637
Other expenses	592	723	445	1,315	945	2,073
Total Expenses	9,821	11,350	10,371	21,171	19,240	43,344
(V) Profit before tax (III-IV)	1,308	1,668	1,364	2,976	2,209	5,273
(VI) Tax expense	447	533	502	980	658	1,660
VII. Profit (Loss) for the year	861	1,135	862	1,996	1,551	3,613
Share of profit / (loss) from associates (Net) (VIII)	46	56	35	102	38	121
Profit after tax (before adjustment for Minority interest) (IX = VII - VIII)	907	1,191	897	2,098	1,589	3,734
Share in profit / (loss) to Minority interest (X)	98	252	264	350	491	1,085
Profit after tax and Minority interest (VIII - X)	809	939	633	1,748	1,098	2,649
Other Comprehensive Income	3	(2)	(7)	1	(15)	(10)
Profit after Other Comprehensive Income	812	937	626	1,749	1,083	2,639

FINANCIALS | CONSOLIDATED | KEY RATIOS

Values are in Million ₹

Sl. No.	Particulars	Quarter ended					
		30-Sep-17	Ratio/%	30-Jun-17	Ratio/%	30-Sep-16	Ratio/%
1	Sale of Projects & Property Income	10,981		12,796		11,518	
2	Other Income	148		222		217	
3	Total Income	11,129		13,018		11,735	
4	Cost of project sold and property expenses	7,243		8,682		7,967	
5	Gross Margin	3,738	34%	4,114	32%	3,551	31%
6	Admin, Employee and Selling cost	1,325		1,472		1,161	
7	EBIDTA	2,561	23%	2,864	22%	2,607	22%
8	Financial Expenses	874		820		771	
9	Depreciation	379		376		472	
10	Total Expenses	9,821		11,350		10,371	
11	PBT	1,308	12%	1,668	13%	1,364	12%
12	Tax	447		533		502	
13	PAT	861	8%	1,135	9%	862	7%
14	Share of profit / (loss) from associates	46		56		35	
15	Minority	(98)		(252)		(264)	
16	Other Comprehensive Income	3		(2)		(7)	
17	Profit after tax	812		937		626	
18	EPS (Annualized) (In Rs)	8.66		9.99		6.68	
19	Market Price per share	273.25		218.10		185.30	
20	PE Ratio	32		22		28	
21	Market Cap	1,02,469		81,788		69,488	

UNRECOGNIZED REVENUE

Values are in Million ₹

Sl.No	Projects	Total sales value of unit sold as at 30-Sep-2017	Cumulative turnover declared upto 30-Sep-2017	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
1	Prestige White Meadows-1&2	6,695	6,490	205	
2	Prestige Kingfisher Towers	8,688	7,176	1,512	
3	Prestige Golf Shire	7,421	6,301	1,120	
4	Prestige Royal wood	2,220	2,097	123	
5	Prestige Ferns Residency	9,209	9,046	163	
6	Prestige Westwoods	4,970	4,017	953	
7	Prestige Ivy Terraces	1,965	1,788	178	
8	Prestige Augusta Golf Village	7,621	5,710	1,911	
9	Prestige Silver Spring	2,714	2,282	433	
10	Prestige Sunrise Park - Phase I & Phase II	10,622	9,251	1,371	
11	Prestige Lakeside Habitat Phase I & II	23,390	15,852	7,538	
12	Prestige Royale Garden-Phase I & Phase II	4,882	3,020	1,863	
13	Prestige Bagmane Temple Bells	5,190	3,653	1,537	
14	Prestige Spencer Heights	697	-	697	
15	Prestige Hermitage	1,009	376	633	
16	Prestige Hillside Retreat	205	187	18	
17	Prestige Falcon Towers	693	383	310	
18	Prestige Trade Tower	1,091	1,091	-	
19	Prestige Saleh Ahmed	151	112	40	
20	TMS Square - Cochin	306	191	116	
21	Prestige Mysore Central	73	49	24	
22	Prestige Falcon City- Phase I & II	18,758	11,386	7,372	
23	Prestige Falcon City Buy Back	1,967	1,134	833	
24	Prestige Falcon City Buy Back 2	568	337	231	
25	Prestige Gulmohar	2,570	1,334	1,236	
26	Prestige Ivy League	2,661	1,056	1,605	
27	Prestige Leela Residences	3,232	1,367	1,865	
28	Prestige Pine Wood	1,753	-	1,753	FY 18
29	Prestige déjà vu	675	-	675	FY 18
30	Prestige Kenilworth	1,424	-	1,424	FY 18
31	Presige Woodside	1,031	-	1,031	FY 18
32	Prestige Woodland Park	1,705	-	1,705	FY 18

UNRECOGNIZED REVENUE

Values are in Million ₹

Sl.No	Projects	Total sales value of unit sold as at 30-Sep-2017	Cumulative turnover declared upto 30-Sep-2017	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
33	Prestige High Fields_Phase I	5,560	-	5,560	FY 18
34	Prestige Bougainvillea - II	195	-	195	FY 18
35	Prestige Song of South	6,173	-	6,173	FY 18
36	Hillside Gateway	2,126	-	2,126	FY 18
37	Prestige Technostar	3,997	-	3,997	FY 18
38	Prestige MSR	335	-	335	FY 19
39	Prestige Lake Ridge	2,071	-	2,071	FY 19
40	Prestige Northpoint	1,487	-	1,487	FY 19
41	Prestige Kew Gardens	5,266	-	5,266	FY 18
42	Prestige Fairfield	1,833	-	1,833	FY 19
43	Prestige Boulevard	861	-	861	FY 19
44	Prestige Misty Waters (Phase 2)	147	-	147	FY 19
45	Prestige Valley Crest	805	-	805	FY 19
GRAND TOTAL		1,67,012	95,684	71,328	

PROJECT DEBTORS SUMMARY

Values are in Million ₹



Completed Project	Opening Balance as at 30-Jun-2017	New Sales	Adjustment	Amount Realised	Closing Balance as at30-Sep-2017	
Prestige Oasis	30	30	29	25	6	
Prestige Shantiniketan	92	-	6	84	2	
Prestige Neptunes Court Yard	20	-	-	10	3	
Prestige Tech Park Phase - III	19	43	42	-	19	
Prestige Technopolis	10	-	-	-	10	
Prestige Khoday Tower	250	50	33	4	263	
Prestige Silver Oak	257	67		113	211	
Prestige Philadelphia	44	-	-	-	44	
Prestige Plaza	113	-	-	59	55	
Prestige Star	22	-	5	-	17	
Prestige Tech Platina	1	1	-	-	1	
Prestige West Holmes	2	-	-	7	0	
Prestige SilverCrest	7	-	-	5	3	
Prestige Summerfields	285	125		152	258	
Prestige Parkview	16	11	-	12	15	
Prestige Sunny Side	56	23	22	39	18	
Prestige Garden Bay	77	-	3	29	45	
Prestige Glen wood	48	55	-	54	77	
Prestige Techvista	36	19		9	46	
Prestige Casabella	96	30	-	13	105	
Prestige Mayberry	138	-	2	-	165	
Prestige Tranquility	123	33	(37)	173	19	
Prestige Bellavista	185	92		42	235	
Prestige Jade Pavilion	76	21	-	83	14	
Prestige Edwardian	234	83	(17)	98	236	
Prestige Downtown	44	-		-	44	
Others	18	-	-	-	18	
Sub Total - A	2,299	680	-	66	1,116	1,929

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 30-Jun-2017	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 30-Sep-2017
Prestige Golfshire	332	235	98	153	317
Prestige White Meadows	829	50	(99)	199	780
Prestige Kingfisher Towers	850	47	(10)	334	573
Prestige Royal Wood	86	19	(3)	28	80
Prestige Ferns Residency	242	328	21	334	215
Prestige Ivy Terraces	68	98	12	60	94
Prestige Westwoods	316	64	6	106	268
Prestige Augusta Golf Village	54	268	215	39	67
Prestige Misty Waters	199	270	107	133	229
Prestige Silversprings	98	174	106	13	153
Prestige Sunrise Park	94	303	103	180	114
Prestige Lakeside Habitat	220	1,219	326	860	253
Prestige Brooklyn Heights	49	99	24	17	107
Prestige Royale Gardens	33	265	167	99	32
Prestige Gulmohar	5	133	(48)	180	5
Prestige Bagamane Temple Bells	25	176	(121)	294	27
Prestige Falcon City	213	794	(110)	775	343
Prestige Leela Residences	-	1,367	1,132	27	209
Prestige Ivy League	-	1,056	682	124	250
Sub Total - B	3,714	6,966	2,608	3,957	4,115

PROJECT DEBTORS SUMMARY

Values are in Million ₹



Name of the Project	Opening Balance as at 30-Jun-2017	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 30-Sep-2017
Other Ongoing Projects					
Prestige Spencer Heights	-	-	-	10	-
Prestige Kenil Worth	-	-	-	33	-
Prestige High Fields	-	-	-	279	-
Prestige Pine Wood	-	-	-	45	-
Prestige Wood Side	-	-	-	26	-
Prestige Song of the south	-	-	-	399	-
Prestige Hermitage	-	-	-	4	-
Prestige Hillside Gateway	-	-	-	102	-
Prestige Boulevard	-	-	-	75	-
Prestige Kew Gardens	-	-	-	222	-
Prestige Fair Field	-	-	-	0	-
Prestige Techno Star	-	-	-	209	-
Prestige Lake Ridge	-	-	-	98	-
Prestige Valley Crest	-	-	-	3	-
Sub Total - C	-	-	-	1,505	-
Total (A+B+C)	6,013	7,646	2,608	6,579	6,044

DEBT PROFILE

VALUE IN ₹ Mn

Particulars	Standalone	%	Consolidated Loan *	%
Debt as on 30.09.2017				
Secured Loan	28,020	100.00%	60,454	100.00%
a. Project Debt - Resi & Comm	14,639	52.20%	17,166	28.40%
b. Capex Loans				
- Office Space	1,970	7.00%	3,612	6.00%
- Retail	-	0.00%	992	1.60%
- Hospitality	-	0.00%	7,413	12.30%
c. Rental Securitisation Loans	1,121	4.00%	20,981	34.70%
d. Receivables discounting loans	10,290	36.70%	10,290	17.00%
Gross Debt	28,020	100.00%	60,454	100.00%
Less: Cash & Bank Balances	2,576		4,453	
Net Debt	25,445		56,001	
Networth	48,061		46,999	
Debt Equity Ratio	0.53		1.19	

ANNUALIZED PROJECTED EXIT RENTALS FOR AREA LEASED

Sl. No	Project Name	Segment	Total Leasable Area (Mnsqft)	Economic Interest (Mnsqft)	Area Leased Prestige Share (Mnsqft)	Rent P.A (Annualised) (Rs Mn)
1	Prestige Estates Projects Limited	Commercial	1.90	1.90	1.90	866
2	West Palm Developers Pvt Ltd	Commercial	0.32	0.19	0.19	82
3	Prestige Valley View Estates Pvt Ltd	Commercial	0.03	0.019	0.019	14
4	Exora Business Park - Phase I-III	Commercial	2.14	2.18	2.18	1,541
5	ICBI India Pvt Ltd	Commercial	0.06	0.05	0.05	48
6	Cessna (B1 to B8)	Commercial	2.73	2.35	2.35	1,325
7	Prestige Polygon	Commercial	0.33	0.33	0.30	300
8	Forum Vijaya- Commercial	Commercial	0.19	0.10	0.10	50
9	SKN Commercial	Commercial	0.29	0.29	0.29	144
10	Prestige Trade Tower	Commercial	0.50	0.22	0.20	344
11	Forum Mall	Retail	0.35	0.28	0.28	466
12	UB City Retail	Retail	0.10	0.04	0.04	169
13	Forum Value Mall	Retail	0.29	0.15	0.15	131
14	Forum Vijaya- Retail	Retail	0.64	0.32	0.32	343
15	Forum Mall Sujana Hyderabad	Retail	0.81	0.20	0.20	201
16	Forum Mall Mangalore	Retail	0.66	0.23	0.23	86
Total annualised rentals			11.34	8.85	8.80	6,110

INCREMENTAL EXIT RENTALS

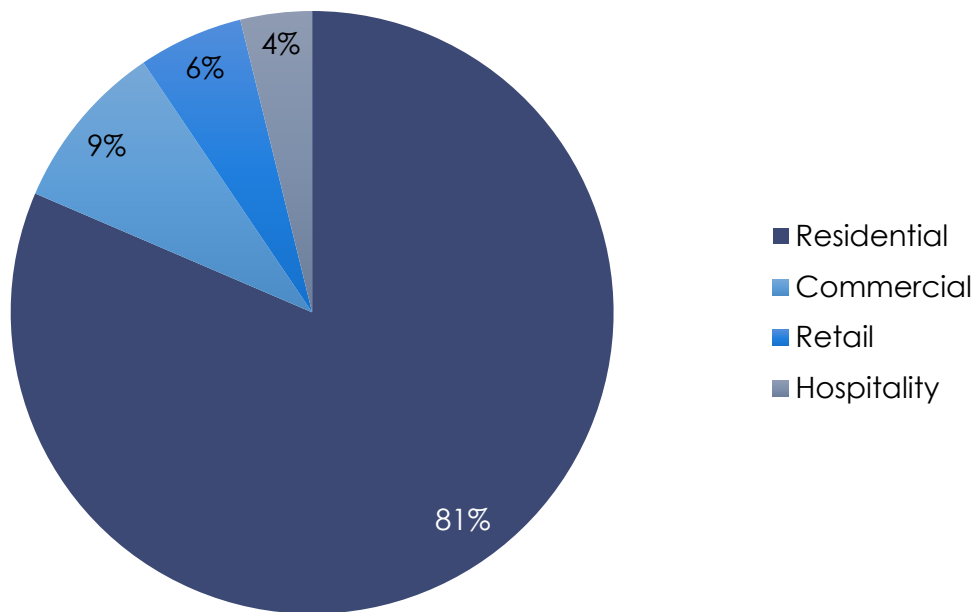
SLN	Project Name	Segment	Total Area available for lease (Mnsqft)	Economic Interest Area to be leased during the FY (Mnsqft)	Rent P.A (Annualised) (Rs Mn)
Rental Income by 31st March 2018					
1	Prestige Polygon	Commercial	0.03	0.03	29
2	Prestige Trade Tower	Commercial	0.08	0.02	33
3	Cessna Business Park B9	Commercial	0.49	0.42	378
4	TMS Square - Commercial	Commercial	0.12	0.07	43
5	Prestige Saleh Ahmed	Commercial	0.08	0.04	47
6	Forum Mall Mysore	Retail	0.32	0.16	87
7	TMS Square - Retail	Retail	0.09	0.05	38
8	Forum Mall Shantiniketan	Retail	0.64	0.41	345
9	Prestige Mysore Central	Retail	0.08	0.05	36
Incremental rentals in FY18			1.93	1.26	1,036
Total annualised rentals by March 2018					7,146

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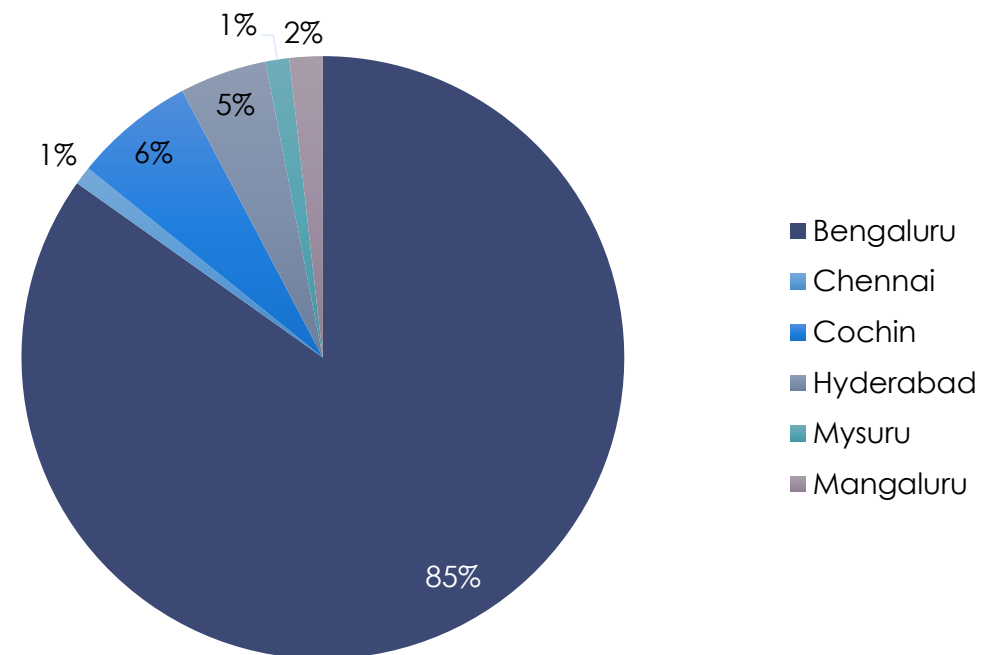
PRODUCT MIX | ONGOING PROJECTS

SEGMENT



Segment	No. of Projects	Developable Area (Mnsf)
Residential	37	43.97
Commercial	7	4.91
Retail	6	3.04
Hospitality	3	2.07
Total	53	53.99

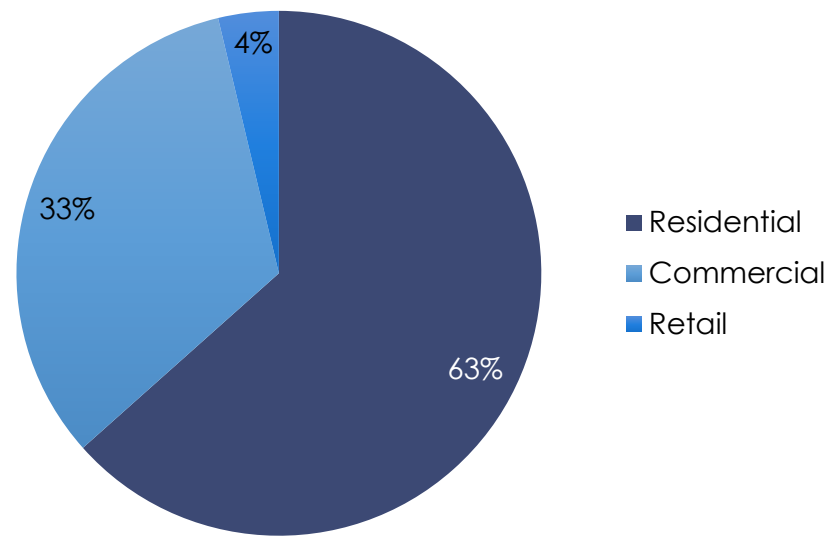
GEOGRAPHY



City	No. of Projects	Developable Area (Mnsf)
Bengaluru	42	45.79
Chennai	1	0.53
Cochin	5	3.50
Hyderabad	2	2.52
Mysuru	2	0.69
Mangaluru	1	0.96
Total	53	53.99

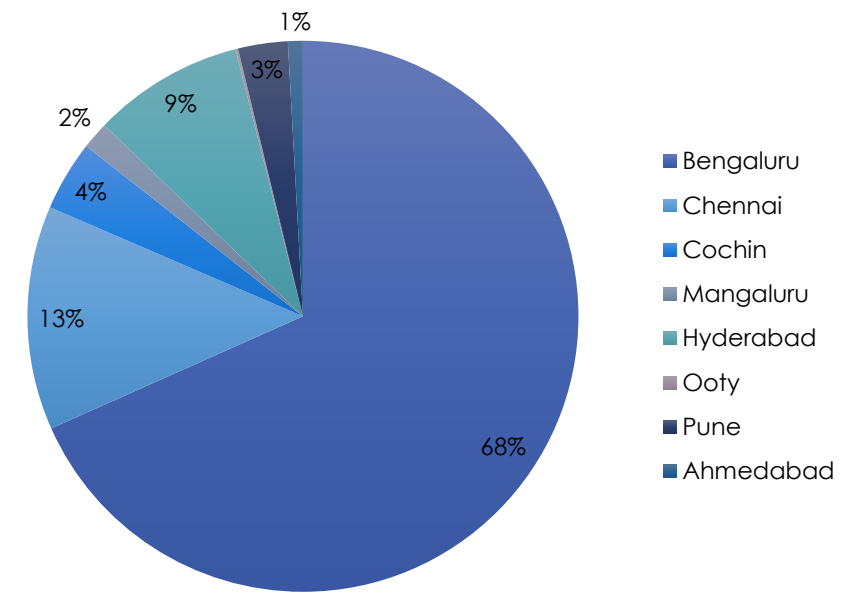
PRODUCT MIX | UPCOMING PROJECTS

SEGMENT



Segment	No. of Projects	Developable Area (Mnsf)
Residential	23	30.56
Commercial	10	15.70
Retail	2	1.78
Total	35	48.04

GEOGRAPHY



City	No. of Projects	Developable Area (Mnsf)
Bengaluru	21	32.83
Chennai	5	6.32
Cochin	2	1.98
Mangaluru	3	0.77
Hyderabad	1	4.26
Ooty	1	0.07
Pune	1	1.40
Ahmedabad	1	0.42
Total	35	48.04

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 Spencer Heights	Bengaluru	0.11	100.00%	0.11	34	34
6	Prestige Royale Garden - Phase I & II	Bengaluru	3.15	68.50%	2.16	1,696	1,162
7	Prestige Sunrise Park - Phase I	Bengaluru	1.69	99.00%	1.67	1,046	1,036
8	Prestige West Woods	Bengaluru	1.34	60.00%	0.80	567	340
9	Prestige Augusta Golf Village	Bengaluru	1.38	67.00%	0.92	460	308
10	Prestige Sunrise Park - Phase II	Bengaluru	1.58	99.00%	1.56	864	855
11	Prestige Silver Spring	Chennai	0.53	27.54%	0.15	121	33
12	Prestige Thomson	Cochin	0.60	25.00%	0.15	238	60
13	Prestige Ivy Terraces	Bengaluru	0.64	62.00%	0.40	315	195
14	Prestige Lakeside Habitat- Phase I & II	Bengaluru	5.60	69.30%	3.88	2,488	1,724
15	Prestige Falcon City Phase I	Bengaluru	4.98	42.84%	2.13	1,890	810
16	Prestige Bagmane Temple Bells	Bengaluru	1.73	70.00%	1.21	968	678
17	Prestige Gulmohar	Bengaluru	0.87	51.00%	0.44	404	206
18	Prestige Leela Residences	Bengaluru	0.53	60.00%	0.32	88	53
19	Prestige Ivy League	Hyderabad	0.97	60.00%	0.58	349	209
20	Prestige High Fields_Phase I	Hyderabad	1.55	68.34%	1.06	665	454
21	Prestige North Point	Bengaluru	0.40	51.00%	0.21	184	94
22	Prestige Pine Wood	Bengaluru	0.62	44.00%	0.27	256	113

ONGOING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
23	Prestige Woodland Park	Bengaluru	0.38	50.00%	0.19	166	83
24	Prestige Woodside	Bengaluru	0.41	60.00%	0.25	132	79
25	Prestige MSR	Bengaluru	0.15	65.00%	0.10	66	43
26	Prestige Bougainvillea Platinum	Bengaluru	0.13	60.00%	0.08	22	13
27	Prestige Falcon City Phase II	Bengaluru	1.52	35.70%	0.54	630	225
28	Prestige Déjà vu	Bengaluru	0.15	56.00%	0.08	40	22
29	Prestige Kenilworth	Bengaluru	0.19	40.00%	0.08	42	17
30	Prestige Song of the South	Bengaluru	2.28	69.04%	1.57	1,117	771
31	Prestige Hillside Gateway	Cochin	1.55	70.00%	1.09	629	440
32	Prestige Kew Gardens	Bengaluru	1.71	60%	1.03	979	587
33	Prestige Fairfield (Dollars Colony)	Bengaluru	0.54	27.03%	0.15	165	45
34	Prestige Boulevard	Bengaluru	0.26	100%	0.26	144	144
35	Prestige Misty Waters (Phase 2)	Bengaluru	0.41	51.00%	0.21	198	101
36	Prestige Lake ridge	Bengaluru	1.02	66.70%	0.68	560	374
37	Prestige Valley Crest	Mangaluru	0.96	70.00%	0.67	510	357
Total - A			43.97		28.39	18,553	12,125

ONGOING PROJECTS

Office

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

Retail

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Forum Shantiniketan	Bengaluru	1.08	64.00%	0.69
2	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			53.99		35.75	

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
17	Song of the 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,	Bengaluru	1.09	30.60%	0.33
22	Prestige Falcon City- Phase II	Bengaluru	1.59	35.70%	0.57
23	Prestige Highline	Chennai	3.79	78%	2.96
Total - A			30.56		18.07

UPCOMING PROJECTS | COMMERCIAL

Office	Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
	1	Prestige Tech Cloud	Bengaluru	4.48	86.00%	3.85
	2	Prestige Tech Park IV	Bengaluru	1.55	90.00%	1.40
	3	Prestige Tech Pacifica Park (ORR)	Bengaluru	1.65	62.95%	1.04
	4	Mount road Chennai	Chennai	0.32	45.00%	0.14
	5	Prestige Strar Tech	Bengaluru	1.82	51.00%	0.93
	6	Kharadi, Pune Property	Pune	1.40	66.75%	0.93
	7	Gift City (Ahmedabad)	Ahmedabad	0.42	100.00%	0.42
	8	Cyber Green (Kochi Smart City)	Cochin	1.46	100.00%	1.46
	9	Prestige Retreat	Bengaluru	1.48	100.00%	1.48
	10	Prestige First World, Omr, Chennai	Chennai	1.13	47.600%	0.54
	Total - B			15.70	7.49	12.19
Retail	Retail					
	Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
	1	Prestige Hillside Gateway (Kakanad)	Cochin	0.52	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			48.04		31.07

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	Sarjapur/Bengaluru	182	33%	59
3	Prestige Estates Projects Ltd	Bengaluru	2	100%	2
4	Village D Nandi Pvt Ltd	Bengaluru	23	100%	23
5	Eden Investments	Goa	74	78%	57
Total			424		284

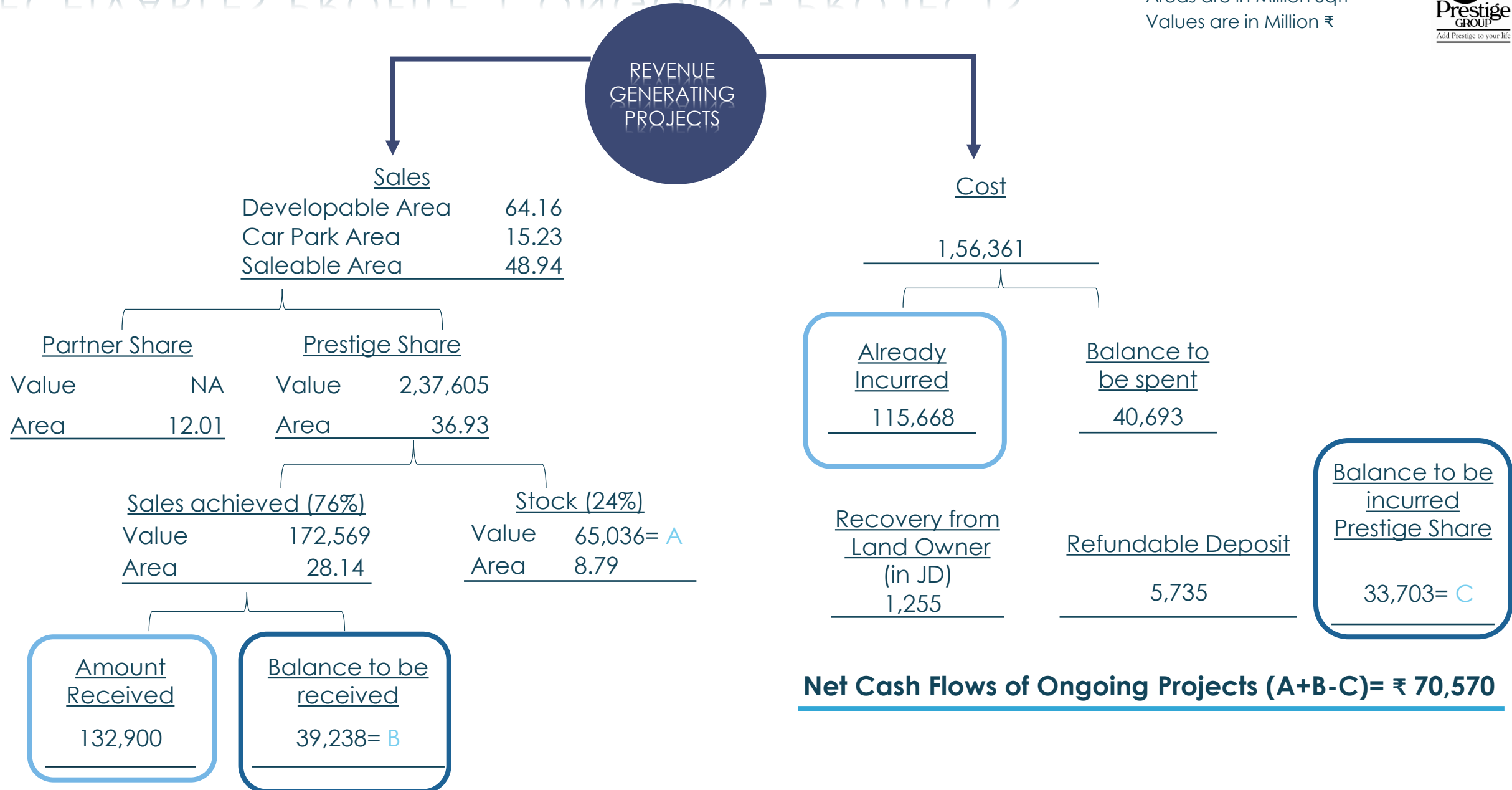
Potential Developable area of 42 mn sft (Prestige Share 28 Mn sqft)

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RECEIVABLES PROFILE | ONGOING PROJECTS

Areas are in Million Sqft
Values are in Million ₹



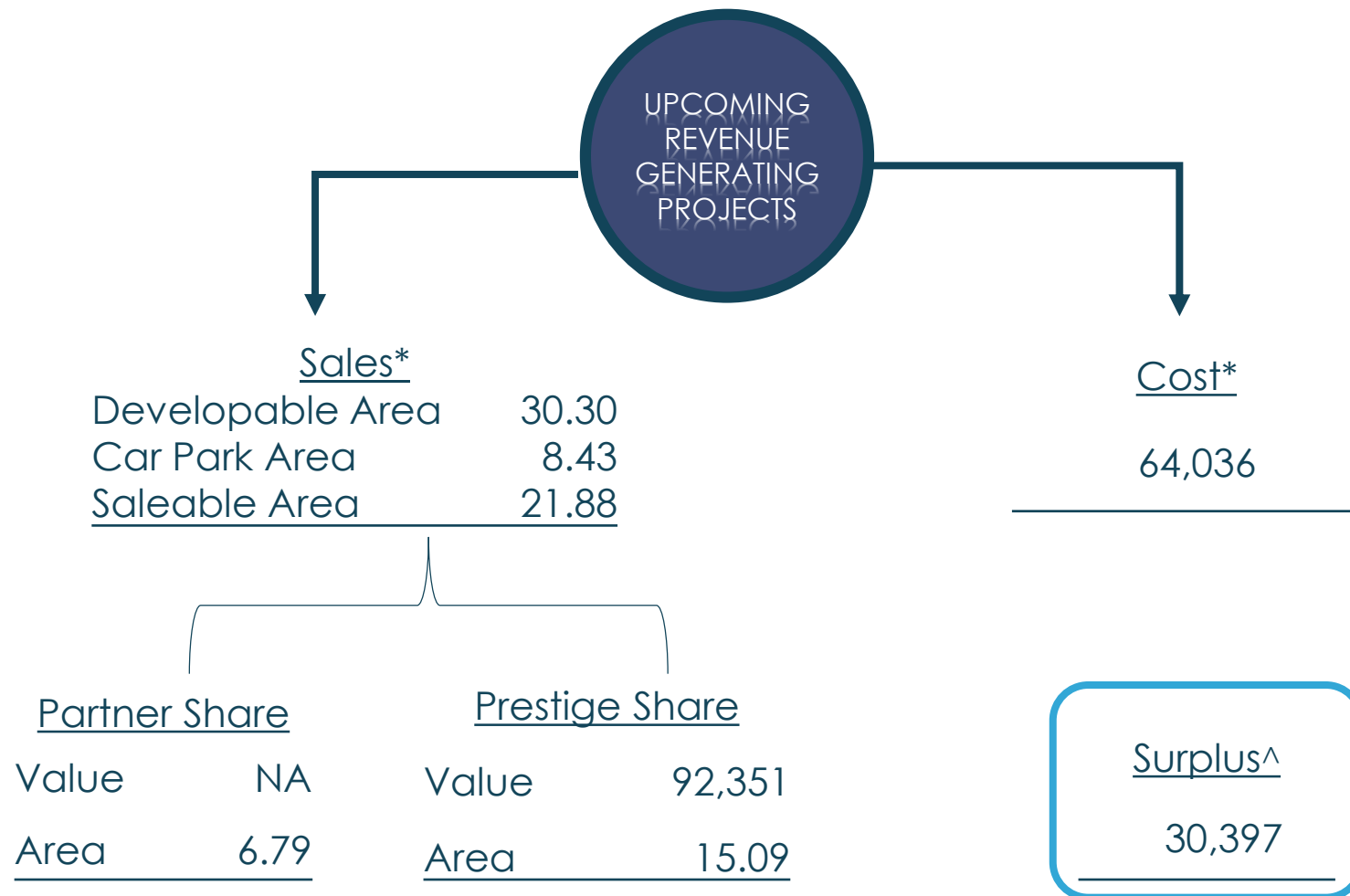
STOCK BREAKUP

Areas are in Million Sqft
Values are in Million ₹

Category	Area	Value
Premium & Luxury Projects	2.01	20,676
Mid Income Projects	4.68	29,096
Commercial Projects	0.37	2,394
Completed Projects	1.73	12,870
TOTAL	8.79	65,036

RECEIVABLES PROFILE | UPCOMING PROJECTS

Areas are in Million Sqft
Values are in Million ₹



*Estimated, ^Includes RD

OFFICE SPACE

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

*Estimated

RETAIL			
<u>OPERATING</u>	<u>UNDER CONSTRUCTION</u>	<u>UPCOMING</u>	<u>TOTAL</u>
Leasable Area 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		
<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 Revenue p.a 1,294	Gross Revenue Income p.a 2,134*	= 3,428
Prestige Share Income p.a 878	Prestige Share Income p.a 2,134*	= 3,012

**Estimated*

PROPERTY MANAGEMENT & OTHER SERVICES

Values are in Million ₹

Property Management Services

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

**Estimated*

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Q2FY18 AWARDS & RECOGNITION

1	CONSTRUCTION WEEK INDIA AWARDS	Hall of Fame	Mr. Irfan Razack, CMD , Prestige Group
2	CREDAI CARE AWARD	Award for Dwellings below 1500 sqft	Prestige Tranquility
3	TIMES NETWORK	SHOPPING CENTRE OF THE YEAR (SOUTH)	Forum Koramangala
4	TIMES NETWORK	Most Admired Marketing Campaign of the Year	Forum Vijaya Mall
5	TIMES NETWORK	Best Innovative Shopping centre	Forum Neighbourhood Mall
6	TIMES NETWORK	Best Thematic Decoration - Shopping center	UB City
7	WORLD CONSULTING & RESEARCH CORPORATION	Asia'ss most promising brand	Prestige Group (Real Estate Category)
8	INDIAN CONCRETE INSTITUTE	Outstanding concrete structure of Karntaka building category -2017	Kingfisher Towers

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PROJECT SNAPSHOTS | RESIDENTIAL PROJECTS

PRESTIGE SUNRISE PARK



KINGFISHER TOWERS



PRESTIGE AUGUSTA GOLF VILLAGE



PRESTIGE PINE WOOD



PRESTIGE WEST WOODS



PRESTIGE ROYAL GARDENS



PROJECT SNAPSHOTS | RESIDENTIAL PROJECTS

PRESTIGE LAKESIDE HABITAT



PRESTIGE FALCON CITY



PRESTIGE IVY TERRACES



PRESTIGE GULMOHAR



PROJECT SNAPSHOTS

PRESTIGE SONG OF THE SOUTH



PRESTIGE HIGH FIELDS



FORUM SHANTINIKETAN MALL



CESSNA- B9



CESSNA- B11



FORUM MYSORE MALL



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GUIDANCE VS ACHIEVED

Value in ₹ Million
Volume in Mnsqft

Particulars	Target for Full Year	Achieved As of H1FY18	% Achieved
New Sales Value	35,000	13,987	40%
Turnover	45000-50000	24,147	54%
Collections	42,500	20,240	48%
Launch Volume	10	0.00	0%
Completions	12	6.24	52%
Leasing Volume	2.50	0.50	20%
Exit Rental Income	6,750-7,000	6,110	91%
<u>Debt Equity Ratio</u>			
Consolidated	1.15	1.19	
Standalone	0.56	0.53	

DISCLAIMER

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

THANK YOU

Dilip Kumar
Investor Relations - CEO's Office
Phone: +91 -80 -25001280
E-mail: investors@prestigeconstructions.com

Registered Office
Prestige Estates Projects Limited
The Falcon House,
No. 1, Main Guard Cross Road,
Bangalore -560 001
Phone: +91 -80 -25591080, Fax: + 91 -80 -25591945
Website: www.prestigeconstructions.com

