



Investor Presentation

Half year results for six months ended 30th September, 2019

PRESTIGE GROUP

Index

Results for the six months ended 30th September, 2019

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01 Key Highlights

- 1. Residential
- 2. Office
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- 4. Hospitality
- 5. Property Management

02 Segment Review

- 1. Scale
- 2. Business Model
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- 4. Shareholding

03 About Prestige

Operational Highlights

Q2FY20

₹10,263 Mn

From 1.46 mn sf.
PG share is ₹ 8,382 mn,
from 1.18 mn sf up 5%

₹10,785 Mn

Collections up 5% yoy
PG share is ₹8,679 mn

₹2,227 Mn

Rental Income/quarter
up 23% yoy
(PG share)

1.52 mn sf

Delivered

1.31 mn sf

Launched

0.31 Mn sf

Leased

Operational Highlights

H1FY20

₹20,425 Mn

From 2.86 mn sf. Up 2% yoy
PG share is ₹ 16,996 mn, from
2.40 mn sf Up 9%

₹22,036 Mn

Collections up 10% yoy
₹17,736 mn (PG share)

11.85 Mn sf

Delivered in H1F20

7.88 Mn sf

Launched, up 392% yoy

11.85 Mn Sf Delivered

H1F20

S.No	Project Completed	Location	Segment	Developable Area (Mnsf)	Economic Interest (%)	Prestige Share (Mnsf)
1	Prestige Bagamane Temple Bells	Bengaluru	Residential	1.73	70.00	1.21
2	Prestige Falcon City	Bengaluru	Residential	6.08	42.16	2.56
3	Prestige Gulmohar	Bengaluru	Residential	0.84	51.00	0.43
4	Prestige Technostar	Bengaluru	Commercial	1.68	80.00	1.34
Q1 Total				10.33		5.55

S.No	Project Completed	Location	Segment	Developable Area (Mnsf)	Economic Interest (%)	Prestige Share (Mnsf)
1	Prestige Boulevard	Bengaluru	Residential	0.24	100.00	0.24
2	Prestige déjà vu	Bengaluru	Residential	0.16	48.00	0.08
3	Prestige Pinewood	Bengaluru	Residential	0.62	44.00	0.27
4	Prestige Woodside	Bengaluru	Residential	0.41	30.60	0.13
5	Prestige Cube	Bengaluru	Commercial	0.09	28.61	0.03
Q2 Total				1.52		0.74

Total H1F20				11.85		6.29
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7.88 Mn Sf Launched

H1F20

S.No	Project Launched	Location	Segment	Developable Area (Mnsf)	Economic Interest (%)	Prestige Share (Mnsf)
1	Prestige Palm Residences	Mangaluru	Residential	0.35	75.00	0.26
2	Prestige Tech Cloud	Bengaluru	Commercial	4.65	86.00	4.00
3	Tech Park IV	Bengaluru	Commercial	1.58	90.00	1.42
Q1 TOTAL				6.57		5.68

S.No	Project Launched	Location	Segment	Developable Area (Mnsf)	Economic Interest (%)	Prestige Share (Mnsf)
1	Prestige Elysian	Bengaluru	Residential	1.11	30.60	0.34
2	Forum Rex Walk	Bengaluru	Retail	0.19	34.41	0.07
Q2 TOTAL				1.31		0.41

H1F20				7.88		6.08
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18.9 Mn Sf

Major Upcoming Launches

H1F20

SLN	Projects Name	Location	Developable Area mn sf
1	Prestige Smart City	Sarjapura, Bengaluru	10.9
2	Prestige Finsbury Park	North Bengaluru	3.4
3	Prestige Tranquill	Hyderabad	1.6
4	Sector 150	Noida	2.5
5	Prestige Jasdan Classic	Byculla, Mumbai	0.5
Total			18.9

And many more....



10 mn sf

Total Leased Office space

10

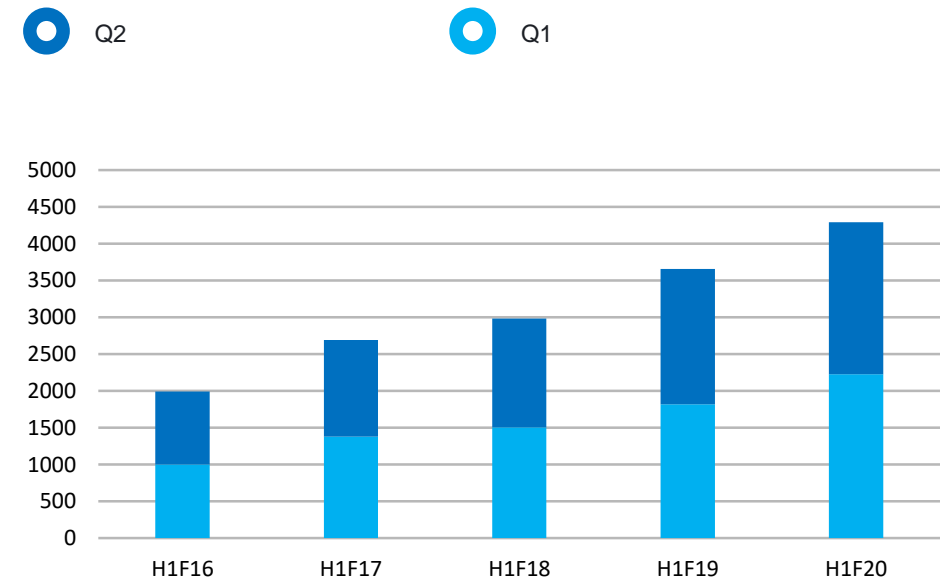
Shopping Malls

Across geographies

22%

Rental CAGR yoy
(F16-20)

Rental Income Growth



Financial Highlights

Q2F20

₹19,627 Mn

REVENUE

₹6,497 Mn

EBITDA

₹1,572 Mn

PAT*

EBITDA 33%

PAT 8%

Financial Highlights

H1F20

₹35,301 Mn

REVENUE

₹12,061 Mn

EBITDA

₹2,811 Mn

PAT*

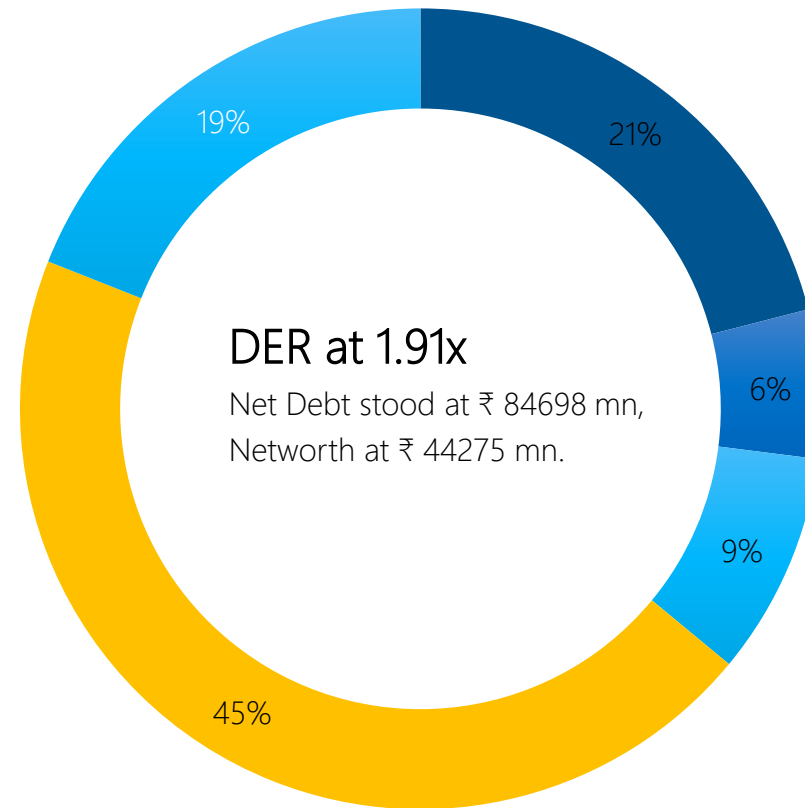
EBITDA 34%

PAT 8%

Debt Profile

H1F20

- Project Debt - Resi
- Office Capex
- Hospitality Capex
- Rental Securitisation Loans
- Receivables discounting loans



In Q1F19, due to IND AS 115, Revenue has been reversed to the extent of ₹ 74,656 Mn with consequential reduction in retained earnings as at the said date by ₹10,119 mn. Unrecognized revenue stood at Rs 120,000 mn approx.

Business Vertical Review

Values in mn

As of H1F20

H1FY19	Office	Retail	Hospitality	Services	Residential	Others	Total
Revenue	3,255	2,336	2,134	2,821	22,932	-	33,478
EBITDA	2,943	1,482	655	571	4,541	-	10,192
EBITDA %	90%	63%	31%	20%	20%	-	30%
Depreciation	790	509	700	29	54	-	2,082
EBIT	2,153	973	-45	542	4,487	-	8,110
EBIT %	66%	42%	-2%	19%	20%	-	24%
Interest Expenses	927	561	498	15	1,816	-	3,817
PBT	1,226	412	-543	527	2,671	-	4,293
PBT %	38%	18%	-25%	19%	12%	-	13%
Exceptional Items	-	-	-	-	-	380	380
PBT after Exceptional Items	1,226	412	-543	527	2,671	380	4,673
Tax	319	129	-141	184	1,010	95	1,596
PAT	907	283	-402	343	1,661	285	3,077
	-	-	-	-	-	-	-
Capital Employed - (Excluding Under construction)							
Equity	7,577	6,132	9,329	966	8,321	-	32,325
Debt	28,857	16,395	9,409	223	31,357	-	86,241
Capital Employed	36,434	22,527	18,738	1,189	39,678	-	1,18,566
ROCE (ANNUALISED)	16.16%	13.16%	6.99%	96.05%	22.89%	-	17.19%
ROE (ANNUALISED)	53.22%	30.04%	3.37%	115.12%	65.50%	-	39.44%

1. ROCE - EBITDA/ CAPITAL EMPLOYED

2. ROE - PBT +DEPRECIATION/ CAPITAL EMPLOYED

3. Capital employed excludes amount spent on ongoing capex projects and related debt - Rs.19,556 million and Rs.8,036 million respectively

5. The impact of IND AS 116 has not been considered.

Guidance vs Achieved

As of H1F20

Values in mn

Particulars	Target for Full Year FY20	H1F20	%
New Sales Value	50,000 to 60,000	20,425	41%
Turnover	50,000 to 55,000	35,377	71%
Collections	45,000 to 50,000	22,036	49%
Launch Volume	10 to 12	7.88	79%
Completions	10 to 12	11.85	119%
Leasing Volume	2 to 2.5	0.62	31%
Exit Rental Income	9,500 to 10,000	9,769	103%
Debt Equity Ratio			
Consolidated	1.40	1.91	

Residential Segment Review

H1FY20

Bengaluru | Chennai | Hyderabad | Kochi | Mangaluru

Pune | Goa | Mumbai | NCR | Ooty | Udaipur | Mysuru

300+ Awards

Pictures Shot at Location

107 Projects

Across 75 mn sf **Completed**

28 Projects

Across 32 mn sf
Under construction

22 Projects

Across 40 mn sf
Under Planning

**₹ 131,946 mn FCF
+ Development
Platform, *Annexed***

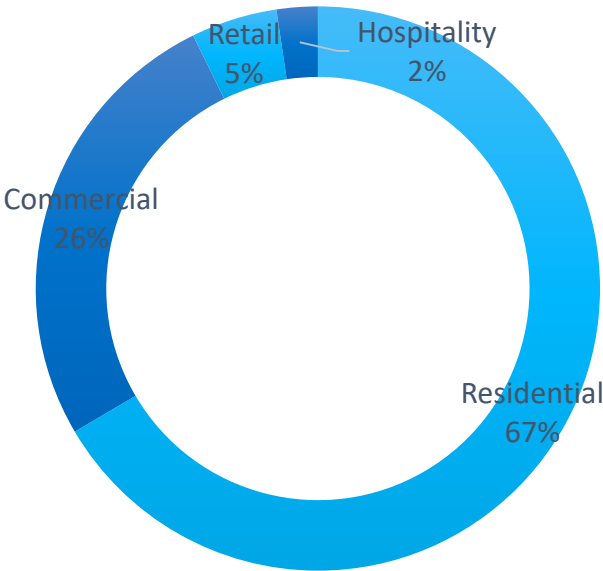
CRISIL DA1

Graded Developer

Ongoing Project Profile

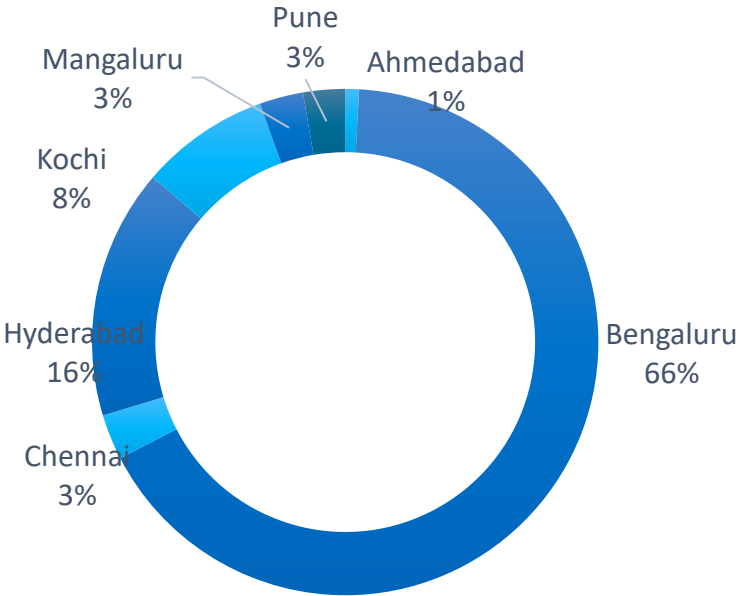
H1F20

Residential Commercial Retail Hospitality



Segment	No. of Projects	Developable Area (Mnsf)
Residential	28	32.39
Commercial	12	12.51
Retail	4	2.53
Hospitality	1	1.11
Total	45	48.54

Ahmedabad Bengaluru Chennai Hyderabad Kochi Mangaluru Pune

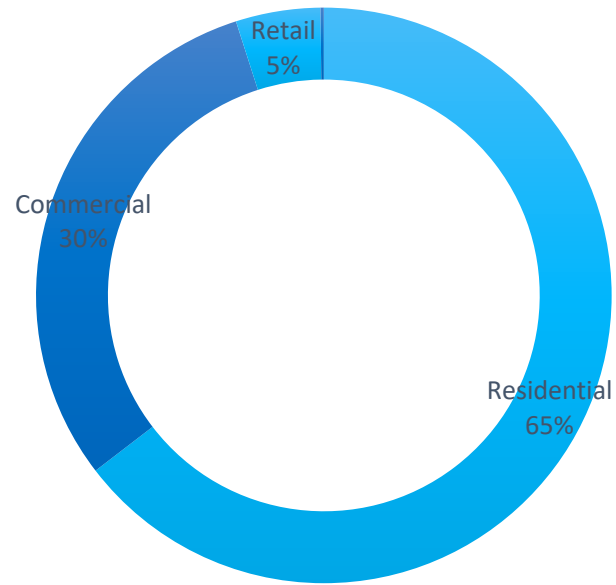


State/City	No. of Projects	Developable Area (Mnsf)
Ahmedabad	1	0.43
Bengaluru	30	32.30
Chennai	3	1.41
Hyderabad	3	7.74
Kochi	5	4.01
Mangaluru	2	1.36
Pune	1	1.30
Total	45	48.54

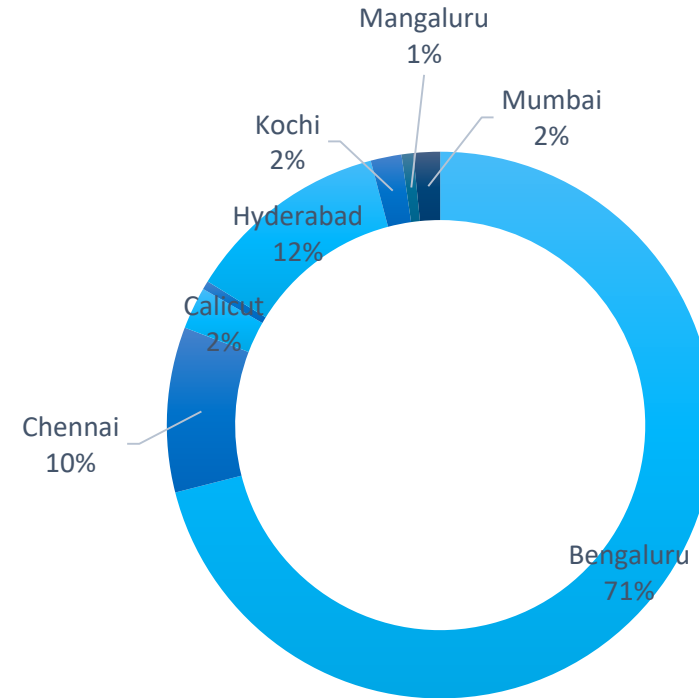
Upcoming Project Profile

■ Bengaluru ■ Chennai ■ Calicut ■ Goa ■ Hyderabad ■ Kochi ■ Mangaluru ■ Mumbai

■ Residential ■ Commercial ■ Retail ■ Hospitality



Segment	No. of Projects	Developable Area (Mnsf)
Residential	22	38.87
Commercial	13	23.32
Retail	3	2.69
Hospitality	1	0.12
Total	39	64.99



State/City	No. of Projects	Developable Area (Mnsf)
Bengaluru	26	48.34
Chennai	3	6.10
Goa	1	0.32
Hyderabad	3	7.56
Kochi	2	1.14
Mangaluru	2	0.43
Mumbai	1	0.98
Ooty	1	0.11
Total	39	64.99

Land Bank

S.No.	Entity Name	Location	(Acres)	Interest	Share (Acres)
1	Prestige Bidadi Holdings Pvt Ltd	Bidadi,Bengaluru	143	100%	143
2	Prestige Estates Projects Ltd	Bengaluru	2	100%	2
3	Village De Nandi Pvt Ltd	Bengaluru	25	100%	25
4	Eden Investments	Goa	74	78%	58
5	Perumbakam/Chennai	Chennai	20	66%	13
6	Prestige Beta	Bengaluru	20	80%	16
Total			284		257

Potential Developable area of 29 mn sft (PG share 26 mn sft)

₹75,707 Mn FCF from Under construction Projects

Particulars	Area in Mn Sft	₹ Mn	%
Total Developable Area	81.81		
Car Park Area	22.66		
Total Saleable Area	59.15		
PG area share	45.46		
Estimated Value		3,02,462	
Sold	33.82	2,18,179	74
Collections		1,75,998	
Balance to collect		42,181	
Stock	11.63	84,283	26
Recovery from Land Owner		-	
Refundable Deposit		4,058	
Free Cash flow to spend-A		1,30,523	
Cost of Development		1,97,490	
Incurred as of Q2F20		1,42,674	
Balance to incur -B		54,816	
Net Cash flow (A-B)		75,707	

Stock Breakup

Category	Area	Value
Premium & Luxury Projects	0.92	9,754
Mid Income Projects	5.22	33,388
Commercial Projects	1.78	10,693
Completed Projects	3.72	30,449
Total	11.63	84,283

* Inc closed project area

₹56239 Mn FCF from Under Planning Projects

Particulars	Area in Mn Sft	₹ Mn
Total Developable Area	38.87	
Car Park Area	10.58	
Total Saleable Area	28.29	
PG area share	24.01	
Estimated Value -A		1,37,445
Cost of Development		92,546
Incurred as of Q2F20		9,037
Balance to spend -B		83,509
RD Paid -C		2,303
Net Cash flow (A-B+C)		56,239

Office Portfolio Review

H1FY20

Bengaluru | Chennai | Hyderabad | Kochi | Pune | Mumbai
| Ahmedabad | NCR

300+ Awards

Pictures Shot at Location

108 Projects

Across 33 mn sf **Completed**

12 Projects

Across 13 mn sf
Under Construction

13 Projects

Across 23 mn sf
Under Planning

₹ 20318 Mn

Rentals/annum near term
₹6101 mn Yielding
PG share

~5,00,000

Employee Workspace

20

* Current rental rate

₹6104 mn

Exit Rental Breakup | Office

S.No.	Project Name	Segment	Leasable Area	Interest (%)	Interest (MnSf)	Prestige Share	Rent P.A. (Rs mn)
1	Prestige Estates Projects Limited	Commercial	2.07	100.00	2.07	2.07	992
2	West Palm Developers Pvt Ltd	Commercial	0.32	61.00	0.20	0.20	98
3	Prestige Valley View Estates LLP	Commercial	0.03	51.05	0.02	0.02	15
4	Exora Business Park -Blocks 1 to 3	Commercial	2.18	100.00	2.18	2.18	1,697
5	ICBI India Pvt Ltd	Commercial	0.06	82.57	0.05	0.05	57
6	Cessna (B1 to B9 & B11)	Commercial	3.70	85.00	3.15	3.15	2,144
7	Prestige Polygon	Commercial	0.33	100.00	0.33	0.33	344
8	Forum Vijaya-Commercial	Commercial	0.19	50.00	0.10	0.10	57
9	SKN Commercial	Commercial	0.24	100.00	0.24	0.24	200
10	Prestige Central Street	Commercial	0.13	45.61	0.06	0.06	78
11	Prestige Trade Tower	Commercial	0.50	33.80	0.17	0.17	305
12	Prestige Logistic Centre	Commercial	0.38	100.00	0.38	0.38	81
13	Prestige Cube	Commercial	0.03	100.00	0.03	0.03	35
Total			10.16		8.96	8.96	6,104

₹367 mn Incremental Exit Rental Breakup | Office

S.No.	Project Name	Segment	Leasable Area	Interest (%)	Interest (MnSf)	Prestige Share	Rent P.A.
1	Cessna Business Park B10	Commercial	0.48	85	0.41	0.41	367
Incremental rental in F20 Total			0.48	85	0.41	0.41	367

Shopping Malls Segment Review

H1F20

Bengaluru | Chennai

| Hyderabad | Kochi | Mangaluru

FORUM
SHANTINIKETAN

10 Malls
Operational

7 Malls
In the Pipeline

70+ mn
Foot falls pa

900+
Stores

1200/sf
Trading Density

₹ 5621 Mn

Rentals/annum near term
₹3219 mn Yielding
PG share

* Current rental rate

₹ 3299 mn

Exit Rental Breakup | Retail

Area in Mnsqft
Value in ₹ Million
Values Based on current rental rates

S.No.	Project Name	Segment	Leasable Area	Interest (%)	Interest (MnSf)	Prestige Share	Rent P.A. (Rs mn)
1	Forum Celebration Mall, Udaipur	Retail	0.39	100.00	0.39	0.39	229
2	Forum Mall Bengaluru, Koramangala, Bengaluru	Retail	0.35	79.90	0.28	0.28	458
3	UB City Retail, Bengaluru	Retail	0.10	45.00	0.04	0.04	198
4	The Forum Neighbourhood Mall, Whitefield	Retail	0.29	100.00	0.29	0.29	261
5	Forum Vijaya Mall, Chennai	Retail	0.64	50.00	0.32	0.32	461
6	Forum Sujana Mall, Hyderabad	Retail	0.81	100.00	0.81	0.81	926
7	Forum Fiza Mall, Mangaluru	Retail	0.66	68.00	0.45	0.45	160
8	Forum Centre City Mall, Mysuru	Retail	0.34	100.00	0.34	0.34	183
9	Prestige Mysore Central, Mysuru	Retail	0.06	65.00	0.04	0.04	22
10	Forum Mall Shantiniketan, Whitefield	Retail	0.64	64.00	0.41	0.41	390
Total annualised rentals			4.28		3.37	3.37	3,289

Incremental rental F20

1	Prestige Mysore Central	Retail	0.02	65	0.02	0.02	10
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Total rental F20

3299

Hospitality Portfolio Review

H1F20

Managed by Conrad | Sheraton | Oakwood

Pictures Shot at Location

8 Hotels

1262 Keys Operational

297

Key under Construction

₹ 4503 mn

Revenue potential near term

₹3854 mn

Yielding

Property Management Portfolio Review

Pictures Shot at Location

₹12,000+ mn

Revenue Potential

₹5640 mn

Yielding

Incremental
143 mn sf

Potential area management

11

Locations

Residential
Office,
Retail,
Hospitality

Summary & Growth Trajectory

Area in Mnsqft
Value in ₹ Million
Values Based on current rental rates

1. OFFICE

Value in ₹ Million	OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
GLA	10.31	5.65	17.07	33.03
Economic Interest	8.94	4.12	12.48	25.54
Rentals p.a. ₹	7,479	5,564	14,363	27,405
Economic Interest ₹	6,101	3,814	10,403	20,318

2. RETAIL

Value in ₹ Million	OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
GLA	4.31	1.79	2.06	8.16
Economic Interest	3.40	0.74	1.55	5.69
Rentals p.a. ₹	4,302	2,668	1,709	8,679
Economic Interest ₹	3,219	1,076	1,326	5,621

3. HOSPITALITY

Value in ₹ Million	OPERATING	UNDER CONSTRUCTION	Upcoming	TOTAL
Total Keys	1,262	297	58	1,617
Economic Interest	1,123	297	58	1,478
Total Revenue p.a. ₹	4,224	569	79	4,873
Economic Interest ₹	3,854	569	79	4,503



—
32+ Years
Of trust...

Residential | Office | Shopping Malls | Hospitality | Property Management



241 Projects
across 125 mn sf
Completed *since inception*

300+ Awards

Residential | Office | Shopping Malls |
Hospitality | Property Management



Scale of operation | Summary

Area In mn sf

Area in mn sf	Residential		Commercial		Retail		Hospitality		Plotted Development		Total	
Particulars	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area
Completed Projects	107	74.72	108	33.24	10	7.12	8	2.51	8	7.42	241	125.01
Ongoing Projects	28	32.39	12	12.51	4	2.53	1	1.11	-	-	45	48.54
Upcoming Projects	22	39.60	13	23.15	3	2.69	1	0.12	-	-	39	65.56
Land Bank/Deal pipeline	-	-	-	-	-	-	-	-	-	-	-	29.00
TOTAL	157	147	133	69	17	12	10	4	8	7	325	268.11

Shareholding

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

RESEARCH COVERAGE

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

| 300+ Awards & Recognitions



250+
AWARDS



TOP INDIAN
REAL ESTATE
COMPANY



CERTIFICATE OF
EXCELLENCE



MOST ADMIRERD
SHOPPING
CENTER



BEST
RESIDENTIAL
PROJECTS



BUILDER OF THE
YEAR



DEVELOPER OF
THE YEAR



ADMIRERD
BRAND OF ASIA



BEST RETAIL
PROJECTS



MOST
PROMISING
BRAND ...AND MANY MORE
32

Board



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

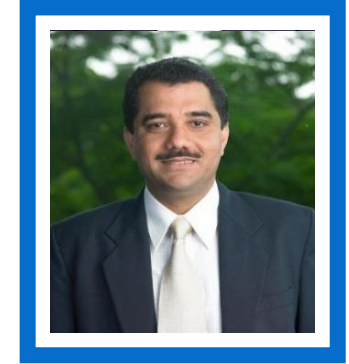
Executive Management



Arvind Pai
Executive Director- Legal



Suresh Singaravelu
Executive Director- Retail,
Hospitality



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

DISCLAIMER

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Thank You

WE HAVE MOVED TO OUR NEW OFFICE

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