

# Investor Presentation

Half year results for six months ended 30th September, 2020



## RESIDENTIAL SEGMENT

Townships, Apartments,  
Luxury villas,  
Mansions,  
Row houses &  
Golf course



## SHOPPING MALLS

Under the brand "Forum"

## GRADE A OFFICE

Smart office  
spaces in prime localities



## LUXURY HOTELS

Collaboration with the  
top brand such as  
Marriott, Sheraton,  
Oakwood and Hilton  
Group



# Presentation Index

Q2FY2021

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- 3.Shareholding
- 4.Board & Management







Pictures shot at location, Prestige Group Development

## OPERATIONAL HIGHLIGHTS | Q2FY21

**₹11,233  
Mn**

### SALES VALUE

Volume- 1.77 mn sf  
PG share- ₹ 8,381 mn

**3.95  
Mn sf**

### Launch

*Prestige Primrose Hills  
Prestige Waterford  
Prestige Ocean Crest*

**₹11,464  
Mn**

### COLLECTIONS

PG share- ₹ 9,104 mn

**₹2,208  
Mn**

### Rental Income,PG

Leased- 0.73 mn sf



Pictures shot at location, Prestige Group Development

# OPERATIONAL HIGHLIGHTS | H1FY21

**₹15,844  
Mn**

## SALES VALUE

Volume- 2.42 mn sf  
PG share- ₹ 12,363 mn

**3.95  
Mn sf**

## Launch

*Prestige Primrose Hills  
Prestige Waterford  
Prestige Ocean Crest*

**₹18,773  
Mn**

## COLLECTIONS

PG share- ₹ 14,856 mn

**₹4,044  
Mn**

## Rental Income

Leased- 0.73 mn sf

## FINANCIAL HIGHLIGHTS | Q2FY21



Pictures shot at location, Prestige Group Development

**₹19,167  
Mn**

### REVENUE

Up 48%  
(PQ ₹ 12963 mn)

**₹5,768  
Mn**

### EBITDA

Up 25%  
(PQ ₹ 4617 mn)

**₹938  
Mn**

### PAT

Up 369%  
(PQ ₹ 200 mn)

**30.09%  
EBITDA**

### Margins

PAT- 4.89%



## FINANCIAL HIGHLIGHTS | H1 FY21



*Pictures shot at location, Prestige Group Development*

**₹32130  
Mn**

REVENUE

**₹10385  
Mn**

EBITDA

**₹1138  
Mn**

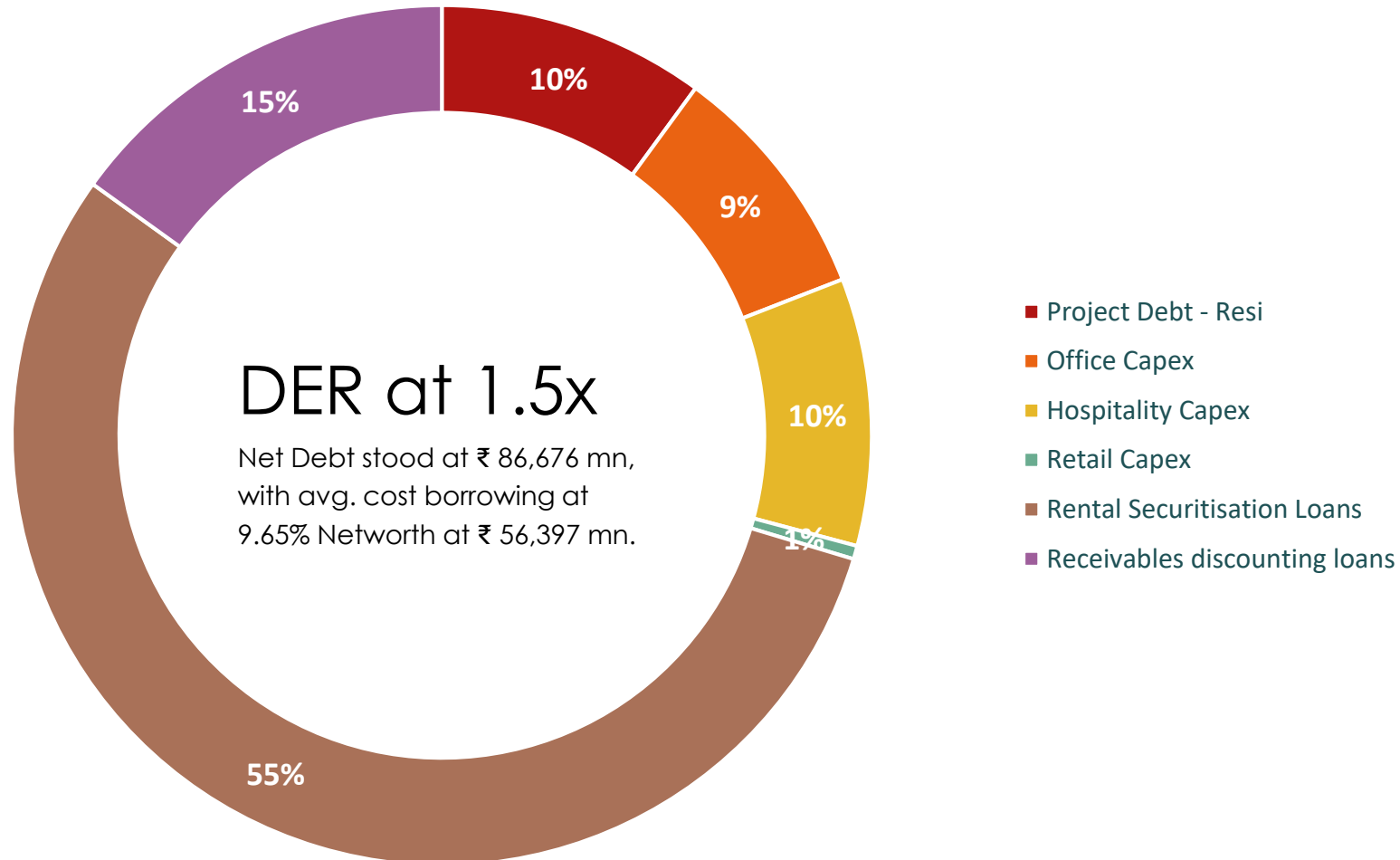
PAT

**32%  
EBITDA**

Margins

PAT- 3.5%

# Debt Profile



# Business Vertical Review

H1 2020-21	Office	Retail	Hospitality	Services	Residential	Total
Revenue	3,787	1,028	265	2,448	22,603	30,131
EBITDA	3,350	435	(191)	635	4,118	8,347
EBITDA %	88%	42%	-72%	26%	18%	28%
Depreciation	863	452	733	34	42	2,123
EBIT	2,487	(16)	(924)	601	4,076	6,224
EBIT %	66%	-2%	-349%	25%	18%	21%
Interest Expenses	1,027	444	403	2	1,825	3,701
PBT	1,460	(460)	(1,327)	599	2,251	2,524
PBT %	39%	-45%	-501%	24%	10%	8%
Joint Venture share of loss / (profit)	101	-	3	-	32	136
PBT after Joint Venture share of loss / (profit)	1,359	(460)	(1,330)	599	2,219	2,388
Tax	368	(117)	(334)	209	864	990
PAT	991	(343)	(996)	390	1,355	1,398

The impact of IND AS 116 has not been considered in above segment results

Capital Employed - (Excluding Underconstruction)						
Equity	8,196	5,228	12,324	1,324	10,422	37,494
Debt	33,936	18,406	10,734	108	23,233	86,417
Capital Employed	42,132	23,634	23,058	1,432	33,655	1,23,911
ROCE (ANNUALISED)	15.90%	3.68%	-1.66%	88.69%	24.47%	13.47%
ROE (ANNUALISED)	56.69%	-0.31%	-9.64%	95.62%	44.00%	24.79%

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.24,203 million and Rs.7,483 million respectively



# RESIDENTIAL

## SEGMENT REVIEW

Diversifies price points across mid/luxury segment

Now in 11 locations

118 Projects  
89 mn sf

COMPLETED

30 Projects  
35 mn sf

ONGOING

13 Projects  
28 mn sf

UNDER PLANNING

CRISIL  
DA 1  
Graded  
Projects

HDFC  
Capital  
Development  
Platform

Cash flow of  
Rs 11,4481 mn  
With Low  
Inventory of 29%



*Pictures shot at location, Prestige Group Development*

# Ongoing Projects- 35 mn sf TDA

S.No.	Project	City/State	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
1	Prestige Botanique	Bengaluru	0.10	55.00	0.06
2	Prestige Dolce Vita	Bengaluru	0.16	60.00	0.10
3	Prestige Elysian	Bengaluru	1.11	30.60	0.34
4	Prestige Fairfield	Bengaluru	0.54	27.03	0.15
5	Prestige Finsbury Park- Regent	Bengaluru	1.81	36.00	0.65
6	Prestige Finsbury Park- Hyde	Bengaluru	2.77	36.00	1.00
7	Prestige Fontaine Bleau	Bengaluru	0.12	60.00	0.07
8	Prestige Jindal City	Bengaluru	6.12	37.23	2.28
9	Prestige Kenilworth	Bengaluru	0.20	40.00	0.08
10	Prestige Lake Ridge	Bengaluru	2.11	66.70	1.41
11	Prestige Leela Residences	Bengaluru	0.53	60.00	0.32
12	Prestige MSR	Bengaluru	0.09	45.00	0.04
13	Prestige Northpoint	Bengaluru	0.40	51.00	0.20
14	Prestige Park Square	Bengaluru	1.19	42.00	0.50
15	Prestige Primrose Hills	Bengaluru	1.90	68.00	1.29
16	Prestige Song of the South- Phase II	Bengaluru	1.26	69.04	0.87
17	Prestige Vista Towers	Bengaluru	0.26	51.00	0.13
18	Prestige Waterford	Bengaluru	1.75	60.00	1.05
19	Prestige Willow Tree	Bengaluru	0.91	62.00	0.57
20	Prestige Woodland Park	Bengaluru	0.38	50.00	0.19
21	Prestige Cityscape	Kochi	0.30	50.00	0.15
22	Prestige Courtyards	Chennai	1.02	70.00	0.71
23	Prestige High Fields	Hyderabad	5.89	68.34	4.02
24	Prestige Hillcrest	Ooty	0.11	50.00	0.05
25	Prestige Hillside Gateway	Kochi	1.46	72.00	1.05
26	Prestige Ocean Crest	Goa	0.30	50.00	0.15
27	Prestige Panorama	Kochi	0.29	50.00	0.15
28	Prestige Palm Residences	Mangaluru	0.35	75.00	0.26
29	Prestige Valley Crest	Mangaluru	1.01	70.00	0.71
30	Prestige Nirvana	Hyderabad	1.04	100.00	1.04
<b>Total</b>			<b>35.48</b>		<b>19.58</b>

## ₹67,795 Mn cash flow from Under construction Projects

Particulars	Area in Mn Sft	₹ Mn	%
Total Developable Area	83.19		
Car Park Area	22.44		
Total Saleable Area	60.76		
PG area share	46.43		
Estimated Value		3,13,746	
Sold	33.06	2,24,751	71
Collections		1,83,669	
Balance to collect		41,082	
Stock	13.37	88,994	29
Recovery from Land Owner		-	
Refundable Deposit		4,735	
Projectable Inflow-A		1,34,812	
Cost of Development		2,11,494	
Incurred as of Q2F21		1,44,476	
Balance to Spend-B		67,017	
<b>Free Cash flow (A-B)</b>		<b>67,795</b>	

Stock Category	Area	Value
Ongoing-Premium & Luxury Projects	0.02	519
Ongoing-Mid Income Projects	8.90	53,341
Commercial Projects	1.45	8,711
Completed Projects	3.00	26,424
<b>Total</b>	<b>13.37</b>	<b>88,994</b>



# Projects Under Planning – 26 mn sf TDA

S.No.	Project	State/City	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
1	Prestige Glenbrook	Bengaluru	0.58	100.00	0.58
2	Prestige Green Gables	Bengaluru	0.72	60.00	0.43
3	Prestige Maple Heights	Bengaluru	0.28	65.00	0.18
4	Prestige Misty Waters- Phase III	Bengaluru	0.40	62.00	0.25
5	Prestige Roshanara	Bengaluru	0.23	100.00	0.23
6	Prestige Smart City	Bengaluru	12.43	60.00	7.46
7	Prestige Bougainvillea Gardens	Noida	2.90	72.00	2.09
8	Prestige Highline	Chennai	4.50	78.00	3.51
9	Prestige Jasdan Classic	Mumbai	0.83	73.10	0.60
10	Prestige Tranquil	Hyderabad	2.24	100.00	2.24
11	Prestige Windsor Park	Chennai	0.91	68.50	0.62
<b>Total</b>			<b>26.03</b>		<b>18.20</b>

## ₹46,686 Mn cash flow from Under Planning Projects

Particulars	Area in Mn Sft	₹ Mn
Total Developable Area	28.46	
Car Park Area	6.52	
Total Saleable Area	21.94	
PG area share	19.45	
Estimated Value-A		1,08,864
Cost of Development		74,034
Incurred as of Q2F21		10,991
Balance to spend-B		63,043
RD Paid-C		865
<b>Free Cash flow (A-B+C)</b>		<b>46,686</b>

# OFFICE PORTFOLIO

111 Projects  
36 mn sf

COMPLETED

₹7,146 Mn

Yielding  
portfolio

12 Projects  
15 mn sf

ONGOING

₹16,697 Mn

Incremental  
rental near  
term

11 Projects  
22 mn sf

UNDER  
PLANNING

₹23,843 Mn

Total rental  
pa



*Pictures shot at location, Prestige Group Development*



# Operating Assets

S.No.	Project Name	Leasable Area	PG Interest (%)	PG Area (MnSf)	PG Rent P.A.
1	Cessna (B1 to B9 & B11)	3.68	85.00	3.13	2,211
2	Cessna (B10)	0.43	85.00	0.36	353
3	Exora Business Park -Phase I-III	2.14	100.00	2.14	1,706
4	Prestige Logistic Centre	0.38	100.00	0.38	83
5	Prestige Polygon	0.33	100.00	0.33	352
6	West Palm Developers Pvt Ltd	0.32	61.00	0.20	98
7	SKN Commercial	0.22	100.00	0.22	191
8	Forum Vijaya-Commercial	0.19	50.00	0.10	57
9	Presitge Estates Projects Ltd.	1.47	100.00	1.47	578
10	Prestige Trade Tower	0.50	33.80	0.17	305
11	Prestige Cybertower	0.26	100.00	0.26	87
12	Prestige TMS Square	0.22	58.00	0.13	85
13	Prestige Central Street	0.13	45.61	0.06	78
14	Prestige Technopolis	0.10	100.00	0.10	73
15	Prestige Saleh Ahmed	0.07	44.25	0.03	43
16	Prestige Cube	0.03	100.00	0.03	35
17	Prestige Star Tech	0.67	51.00	0.34	367
<b>Total</b>		<b>11.13</b>		<b>9.43</b>	<b>6,704</b>

# Ongoing Projects – 15 mn sf TDA

S.No.	Project	State/City	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
1	Prestige Tech Cloud	Bengaluru	4.65	86.00	4.00
2	Prestige Minsk Square	Bengaluru	0.58	55.00	0.32
3	Prestige Summit	Bengaluru	0.19	50.00	0.09
4	Prestige Tech Pacific Park	Bengaluru	1.65	62.95	1.04
5	Prestige Tech Park IV	Bengaluru	1.58	100.00	1.58
6	Prestige Alpha Tech	Pune	1.17	66.75	0.78
7	Prestige Cosmopolitan	Chennai	0.12	100.00	0.12
8	Prestige Cyber Green- Phase I	Kochi	0.90	100.00	0.90
9	DIAL (Aerocity)	Delhi	0.64	50.00	0.32
10	Prestige Fin-Tech	Ahmedabad	0.43	100.00	0.43
11	Prestige Metropolitan	Chennai	0.39	45.00	0.18
12	Prestige Sky Tech	Hyderabad	2.71	67.00	1.82
<b>Total</b>			<b>15.01</b>		<b>11.57</b>

# Upcoming Projects- 22 mn sf TDA

S.No.	Project	State/City	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
1	Prestige Beta	Bengaluru	4.07	80.00	3.25
2	Prestige Capital Square	Bengaluru	0.16	65.00	0.11
3	Prestige Waterfront	Bengaluru	0.50	60.00	0.30
4	Prestige Southwark	Bengaluru	1.64	69.70	1.14
5	Prestige Tech Forest	Bengaluru	2.75	68.00	1.87
6	Prestige Tech Hills	Hyderabad	2.29	100.00	2.29
7	Prestige Techzone	Bengaluru	1.90	67.00	1.27
8	Prestige Tech Habitat	Bengaluru	4.24	68.00	2.88
9	Prestige Cyber Green- Phase II	Kochi	0.62	100.00	0.62
10	Prestige Tech Hub	Bengaluru	1.45	60.00	0.87
11	BKC	Mumbai	2.16	50.00	1.08
<b>Total</b>			<b>21.78</b>		<b>15.69</b>



# SHOPPING MALLS

## SEGMENT REVIEW

Foot Falls Of Over 75 Mn During FY20

Good tenant mix with consistent trading density

10 Projects  
7 mn sf

COMPLETED

3 Projects  
3 mn sf

ONGOING

4 Projects  
4 mn sf

UNDER  
PLANNING

₹3,389 Mn

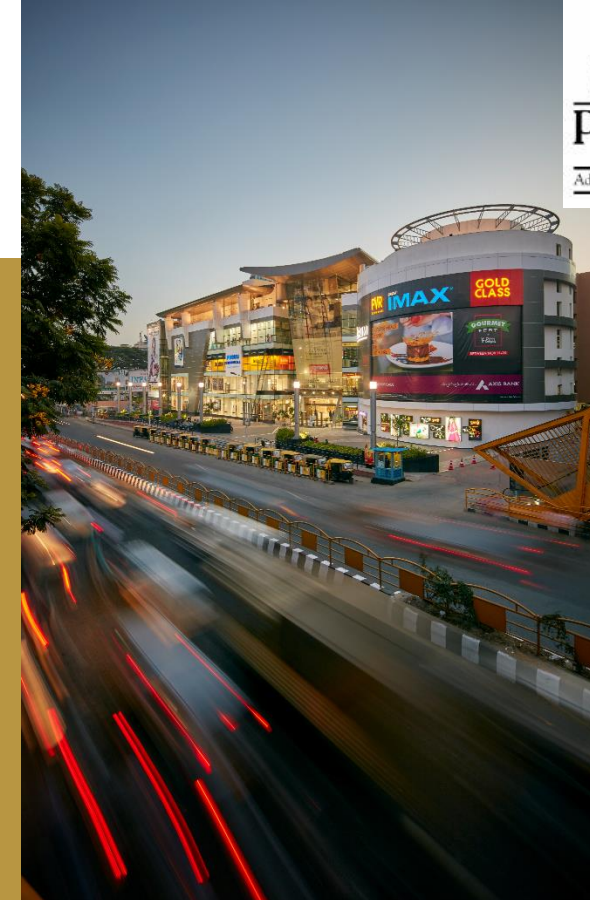
Yielding  
portfolio

₹2,676 Mn

Incremental  
rental near  
term

₹6,065 Mn

Total rental  
pa near  
term



*Pictures shot at location, Prestige Group Development*

# Operating Assets

S.No.	Project Name	TLA	PG Interest	PG TLA	PG Rent PA
1	Forum Sujana Mall Hyderabad	0.81	100.00	0.82	992
2	Forum Fiza Mall	0.66	68.00	0.46	204
3	Forum Vijaya Mall	0.64	50.00	0.32	413
4	Forum Mall Shantiniketan	0.64	64.90	0.40	387
5	Forum Celebration Mall	0.39	100.00	0.39	228
6	Forum Mall Bengaluru	0.35	71.92	0.25	495
7	Forum Centre City Mall	0.31	100.00	0.31	188
8	The Forum Neighbourhood Mall	0.29	100.00	0.29	311
9	UB City Retail	0.10	45.00	0.05	148
10	Prestige Mysore Central	0.06	65.00	0.04	16
<b>Total</b>		<b>4.26</b>		<b>3.33</b>	<b>3,381</b>

# Ongoing Projects- 3 mn sf TDA

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
<b>Total</b>		<b>2.56</b>		<b>1.06</b>

# 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 13* North	Bengaluru	1.20	100.00	1.20
Prestige Smart City	Bengaluru	0.53	60.00	0.32
<b>Total</b>		<b>3.69</b>		<b>2.57</b>

# Luxury Hotels & Resorts

1262 Keys	1229 Keys	367 Keys
COMPLETED	ONGOING	UNDER PLANNING
₹3,275 Mn	₹2,538 Mn	₹5,813 Mn
Yielding portfolio	Incremental rental near term	Total revenue pa near term





## Ongoing Projects- 1229 Keys

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

## Upcoming Projects- 367 Keys

Projects	Location	Keys	PGS%	PGS
Prestige Hillside Retreat- Tribute Portfolio	Bengaluru	102	100.00	102
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
<b>Total</b>		<b>367</b>		<b>314</b>

# PROPERTY MANAGEMENT PORTFOLIO

₹ 5,000+ Mn  
Revenue  
Per Annum

₹ 10,000Mn  
Incremental  
Revenue  
Per Annum

11 Locations

250+ mn sft

Across Asset  
class and  
services

Total Area  
management  
near term



# Summary of Annuity Portfolio

Area in Mnsqft  
Value in ₹ Million  
Values Based on current rental rates  
And excludes rentals from property mgt portfolio

## 1. OFFICE

Value in ₹ Million	OPERATING	ONGOING	UPCOMING	TOTAL
GLA	11.96	7.17	16.34	35.46
Economic Interest	9.85	5.10	11.73	26.68
Rentals p.a. ₹	9,319	8,148	16,854	34,321
Economic Interest ₹	7,146	5,346	11,350	23,843

## 2. RETAIL

Value in ₹ Million	OPERATING	ONGOING	UPCOMING	TOTAL
GLA	4.28	1.78	2.83	8.90
Economic Interest	3.35	0.73	1.97	6.04
Rentals p.a. ₹	4,499	2,660	2,234	9,393
Economic Interest ₹	3,389	1,067	1,609	6,065

## 3. HOSPITALITY

Value in ₹ Million	OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Total Keys	1,262	1,229	367	2,858
Economic Interest	1,123	763	314	2,199
Total Revenue p.a. ₹	3,590	3,478	603	7,670
Economic Interest ₹	3,275	2,023	515	5,813

# Land Bank

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	Chennai	20	66%	13
<b>Total</b>			<b>262</b>		<b>239</b>

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





—  
34+ 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



# 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	110	81.44	111	35.80	10	7.08	8	2.56	8	7.42	247	134.30	
Ongoing Projects	29	34.44	12	15.01	3	2.56	2	3.25	1	1.04	47	56.31	
Upcoming Projects	11	26.03	11	21.78	4	3.69	4	0.61	2	2.43	32	54.54	
Land Bank/Deal pipeline	-	-	-	-	-	-	-	-	-	-	-	27.00	
TOTAL	150	142	134	73	17	13	14	6	11	11	326	272.15	

# Board



Irfan Razack  
Chairman & Managing Director



Rezwan Razack  
Joint Managing Director



Noaman Razack  
Whole-time Director



Uzma Irfan  
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



# Executive Management



Faiz Rezwana  
Executive Director-  
Contracts & Projects



Zaid Sadia  
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

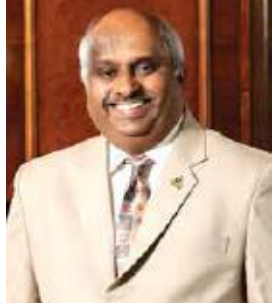


Zackria Hashim  
Executive Director- Land  
Acquisition



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

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# Thank You

WE HAVE MOVED TO OUR NEW OFFICE

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