

Prozone Realty Limited

(Formerly known as 'Prozone Intu Properties Limited' till 24th May 2023)

Dated: 14th August 2025

To,

National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex, Bandra (E),
Mumbai 400 051
Scrip: PROZONER

BSE Limited
Listing Department,
P.J. Towers, Dalal Street, Fort,
Mumbai 400 001
Scrip: 534675

Subject: Investor presentation- Q1 FY 2025-26.

Dear Sir/Madam,

Pursuant to Reg. 30(6) read with Para-A of Part-A of Schedule III of SEBI (LODR), Regulations 2015, we enclose herewith a copy of the Investor Presentation to be shared with Analyst/Institutional Investors.

Further, in compliance with Reg. 46(2)(o) of SEBI (LODR) Regulations 2015, the aforesaid information shall also be hosted on the website of the company at www.prozonerealty.com.

Please take the same on your record.

Thanking you,

Yours truly,
For Prozone Realty Limited



Ajayendra Pratap Jain
CS and Chief Compliance Officer



PROZONE REALTY LIMITED

Regd. Office : Unit-A, 2nd Floor, South Tower, Hotel Sahara Star, Opposite Domestic Airport, Vile Parle (East), Mumbai 400 099

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Email: investorservice@prozonerealty.com | Website: www.prozonerealty.com

Upward
And Forward

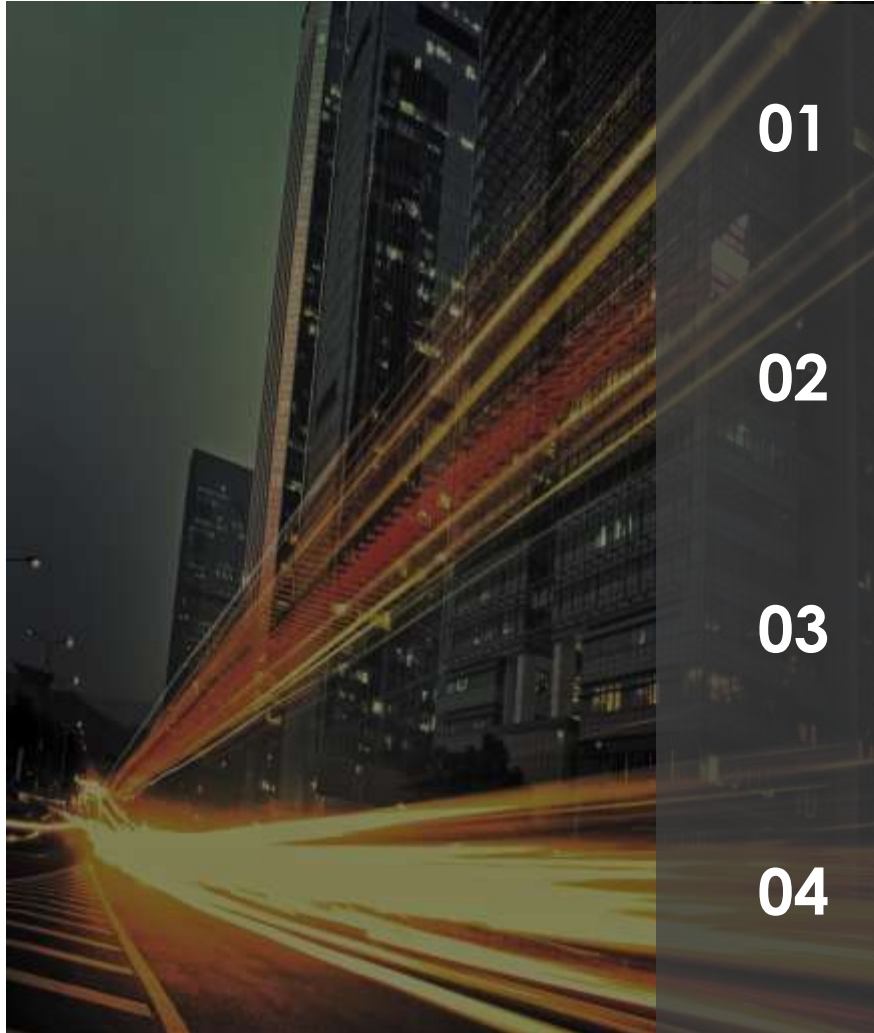


PROZONE REALTY LIMITED

*Q1 FY26 RESULTS
UPDATE PRESENTATION*

Aug 2025





01

Operating Assets

02

Development Assets

03

Financial Result

04

Annexure

Ch Sambhaji Nagar Mall



Coimbatore Mall



Retailer sales of Rs 1.91 bn achieved in Q1 FY26

Footfall of over 4.9mn recorded in Q1 FY26 viz. 12% up from Q1 FY25

Six new stores with GLA of over 14,154 sq ft opened in Q1 FY26

14 new stores signed /under fitout for over 74,397 sq ft.

Prozone Mall, Ch Sambhaji Nagar

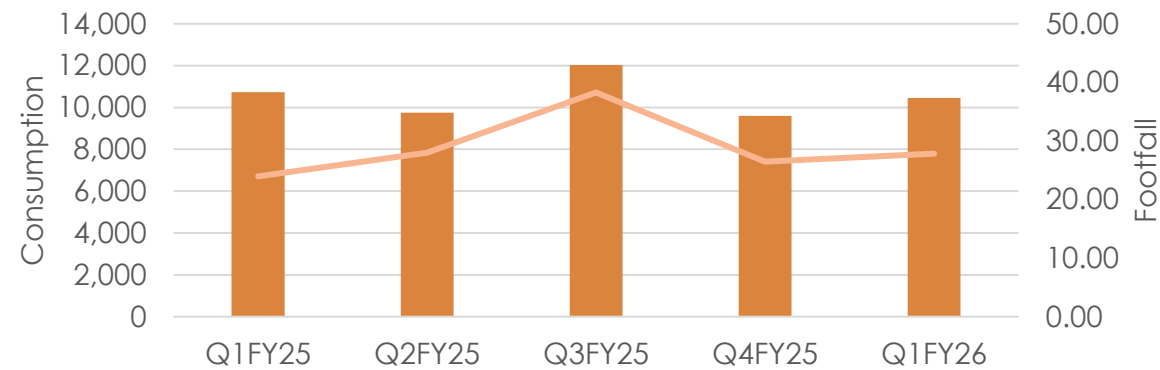
- Ch Sambhaji Nagar mall footfall rose 16.2% YoY in Q1 FY26.
- Three new stores spread over 8724 sq ft GLA commenced operations, including Snitch, Asics & The Sleep company.
- 60,373 sq ft GLA is signed/under fit-out with 11 brands, including Kraus, Levis & Reebok amongst others.

Prozone Mall Coimbatore

- Footfall in Coimbatore mall was up 6.2% as compared to Q1 of FY25.
- Three new stores spread over 5430 sq ft GLA commenced operations, including Intune, Asus & Acer and The Sleep company.
- GLA of 14,024 sq ft is signed/ under fit out with Yousta, Lenseamaker and Palmonas



Consumption & Footfall Trend (in lakhs)

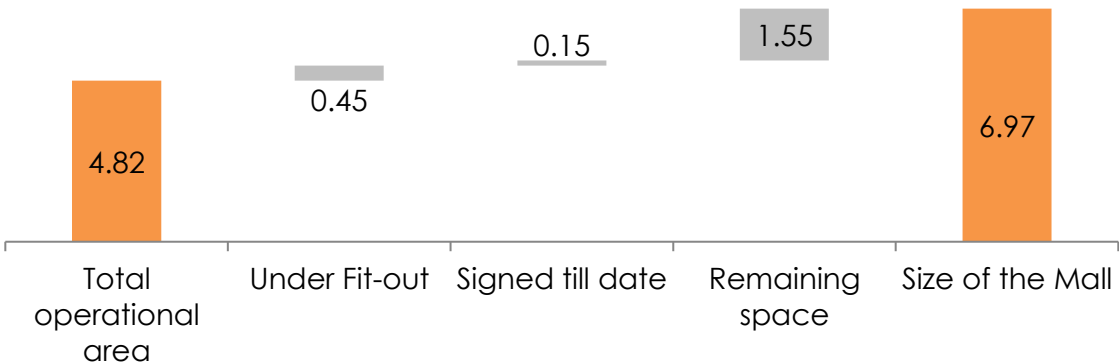


Key Operating Parameters

Q1 FY26

Total Operational Area (lakh sq.ft.)	4.82
Total Leased Area (lakh sq.ft.)	5.43
Current Leasing Status	78%
Number of Stores Leased	118
New Stores Opened in quarter	3
Number of Stores Under fit out	7

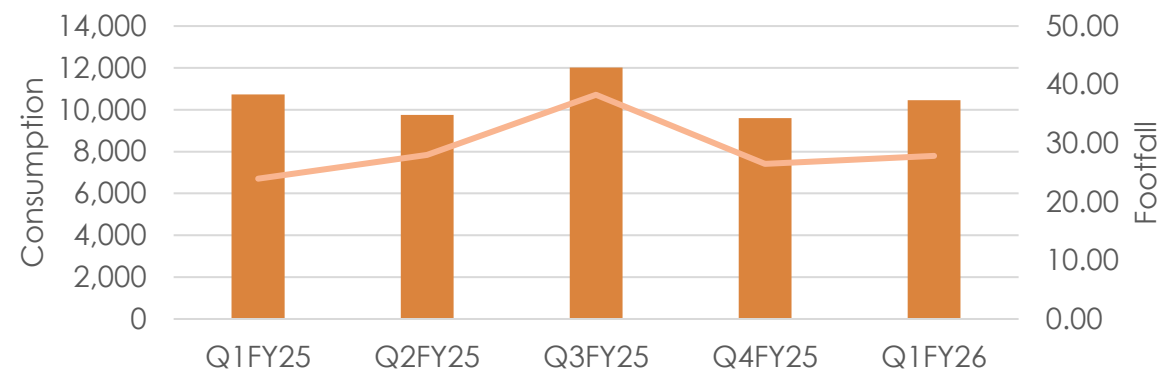
Occupancy (in lakhs)



RETAIL – Ch Sambhaji Nagar MALL UPDATE
(excluding Lower Ground Floor)



Consumption & Footfall Trend (in lakhs)

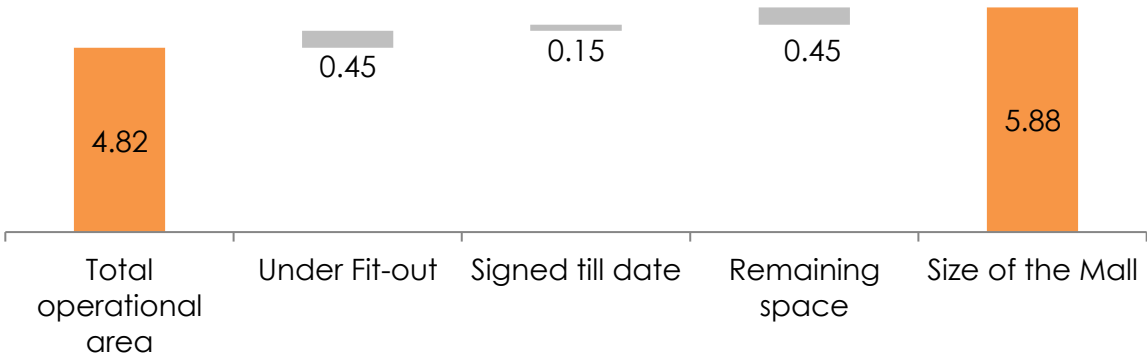


Key Operating Parameters

Q1 FY26

Total Operational Area (lakh sq.ft.)	4.82
Total Leased Area (lakh sq.ft.)	5.43
Current Leasing Status	92%
Number of Stores Leased	118
New Stores Opened in quarter	3
Number of Stores Under fit out	7

Occupancy (in lakhs)



Note: Above excludes details of Lower Ground Floor area as the same is largely a warehousing/non retail space.

NEW STORES AT Ch Sambhaji Nagar MALL

Snitch



The Sleep Company



Asics



SOME OF THE BRAND PARTNERS AT Ch Sambhaji Nagar MALL



World Autism Day



India Ke Super Hero Meet & Greet



End of Season Sale 50% Off

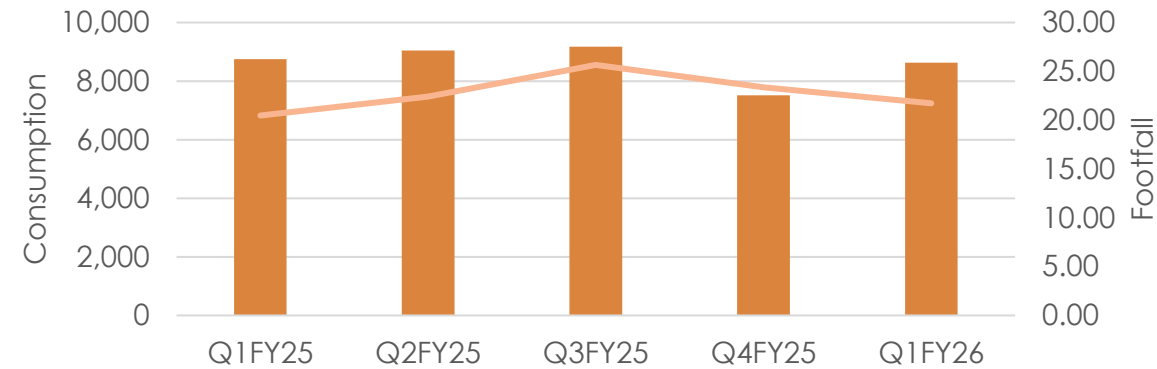


Old Cloth Collection CSR Activity





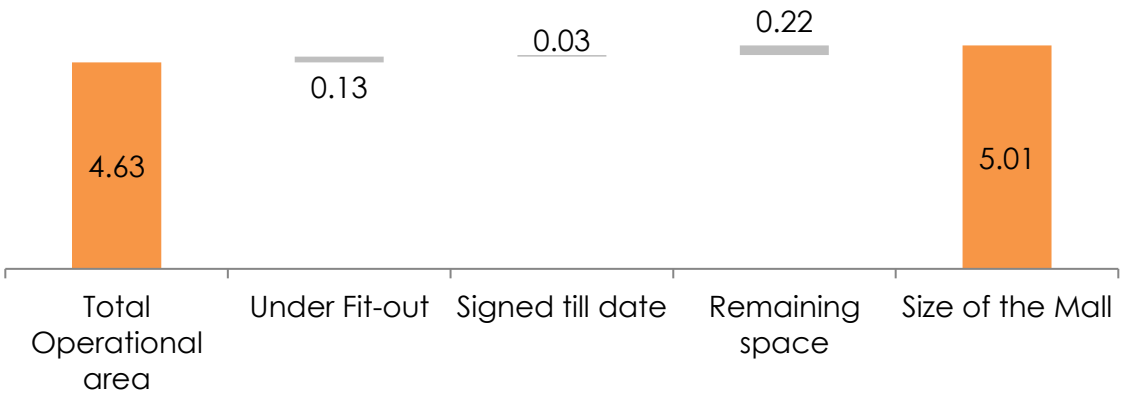
Consumption & Footfall Trend (in lakhs)



Key Operating Parameters Q1 FY26

Total Operational Area (lakh sq.ft.)	4.63
Total Leased Area (lakh sq.ft.)	4.79
Current Leasing Status	96%
Number of Stores Leased	107
New Stores Opened in quarter	5
Number of Stores Under fit out	2

Occupancy (in lakhs)



NEW STORES AT COIMBATORE MALL

Asus



The Sleep Company



Acer



Kingdom of White



Intune



BRAND PARTNERS AT COIMBATORE MALL



The Picnic Carnival



Summerholics



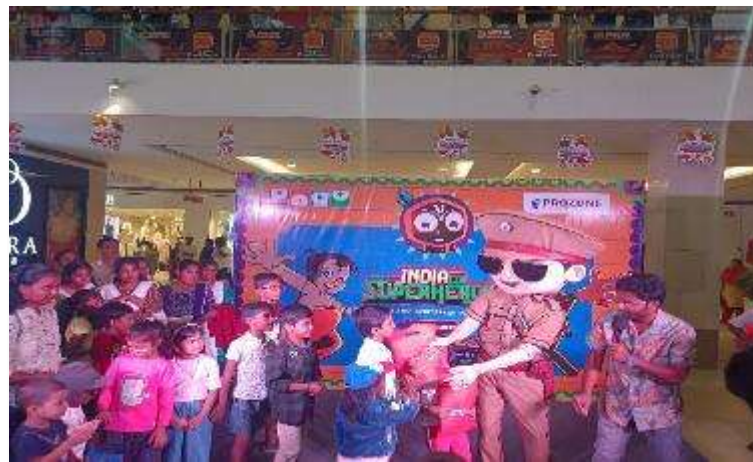
International Labour Day



Next Gen Grand Master Chess Event



Pogo India Ke Superheroes



Kovai Kings Meet & Greet



Coimbatore Residential



Nagpur Residential



Coimbatore Residential (CGI)



- ~1.9 m sqft of residential

- 7 towers of 18 floors comprising 1,152 apartments

- 3 towers of 18 floors comprising 540 apartments planned in phase 1.

- **29 new bookings** were received in Q1FY26.

- Rs 974.9 mn were collected in Q1FY26.

- Handover of Splendour tower started.

- **Amenities:**

Club house, swimming pool
tennis court, amphitheatre, squash
court, gymnasium

RESIDENTIAL UPDATE



Project Status as on Mar 25



Project Status as on June 25



Swimming Pool



Club House



Tennis & Basketball Court



Kids Play Area



- **0.5m** sqft of retail space under advanced stage of approvals
- **0.39m** additional development potential
- **4.5m** catchment population
- **15.7 acres** of residential under development
- **4** towers of 14 floors comprising 336 apartments completed and Part OC has been obtained for 242 units upto 11 floors.
- Till date 200 units have been handed over, balance units handover in process.



RESIDENTIAL UPDATE

Units Launched	Units Sold	Sale Value	Collection
336 Units	268 units	Rs. 1804 mn	Rs. 1,675 mn

Actual



Actual



Actual



Actual

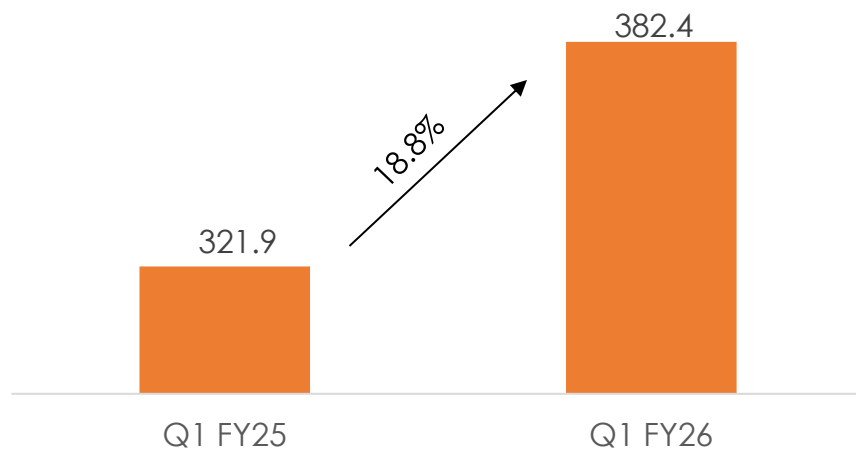


- **1.9m** city population
- Prominent business and industrial centre in Madhya Pradesh
- **43.5acres** comprising residential township with 5 acres for commercial to be developed in phases
- **Phase 1A,1B & 1C** is for plotted development of about 200 units for better monetization.
- **Completion cert. received for Phase 1A of 74 plots.**
- **Approvals obtained & sales started for Phase1B having 75 plots.**
- EOI received for 54 plots in Ph1B.
- **Amenities:**
Club house, swimming pool
tennis court, amphi theatre, cricket court, meditation centre, gymnasium

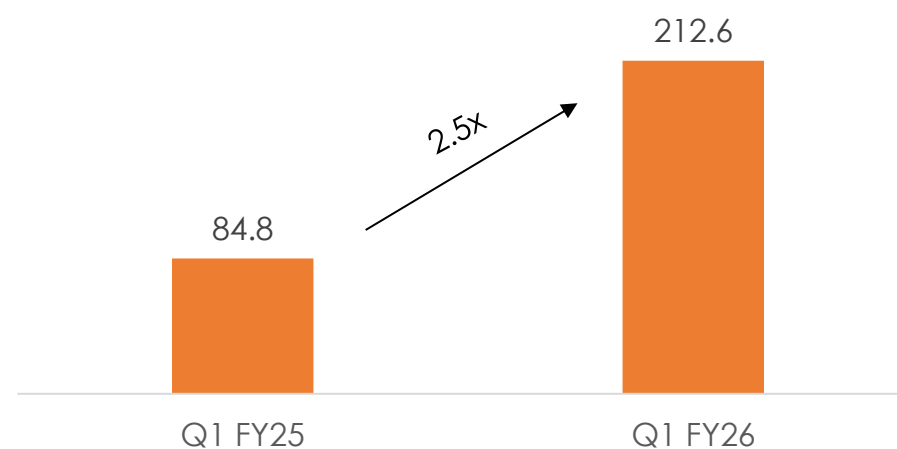




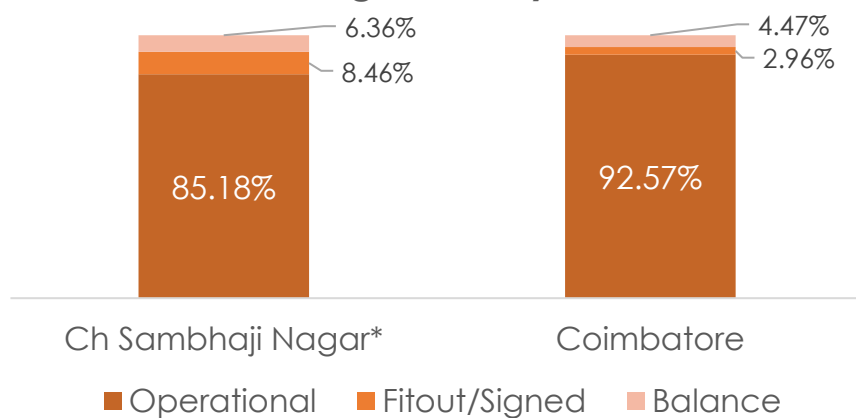
Operating Income



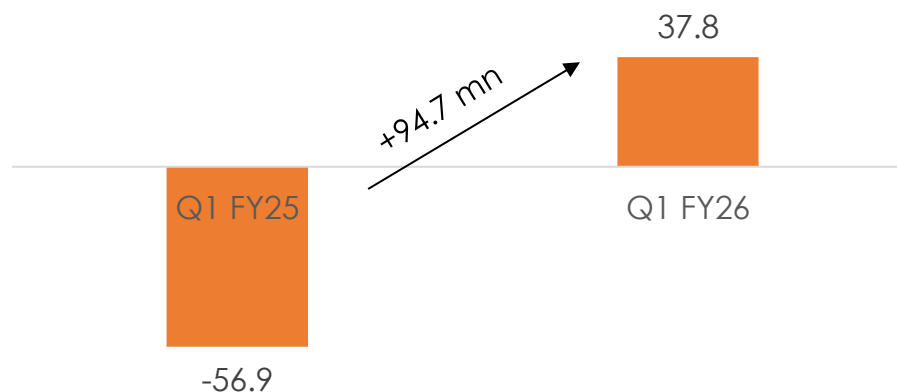
EBITDA



Leasing Status by Mall



PAT





01 Operations income stood at Rs 382.4 mn for Q1 FY26

- Q1 FY26 operating Income from Real Estate stands at Rs 74.1 mn which is up 222.7% from Rs 23 mn in Q1 FY25.
- Total operating income for Q1 FY26 stood at Rs 382.4 mn, reflecting a 18.8% increase from Rs 321.9 mn in Q1 FY25.



02 EBITDA stood at Rs 212.6 mn for Q1 FY 26

- Q1 FY26 EBITDA for Q1 FY 26 is at Rs 212.6 mn reflecting a 150.7% increase from Rs 84.8mn Q1 FY25.
- Margin improvement reflects a stronger retail mix and lower residential drag.



03 Profit After Tax for Q1 FY 26 stood at Rs 37.8 mn

- PAT turned positive at Rs 37.8 mn in Q1 FY26 (vs a loss of Rs 56.9mn in Q1 FY25), driven by a higher proportion of stable retail leasing in the revenue mix.



04 Strong Operating Parameters

- Leasing of 96% at Coimbatore Mall & 94%* at Ch Sambhaji Nagar Mall.
- Retailer traction continue for Prozone malls. Around 74,397 sq ft signed or under fit out in Ch Sambhaji Nagar & Coimbatore mall.

FINANCIAL RESULTS: CONSOLIDATED INCOME STATEMENT



Rs. Mn.	Q1 FY26	Q4 FY25	Q1 FY25	FY25
Revenue from Real Estate Projects	74.1	228.4	23.0	583.4
Lease Rental & Related Income	308.2	299.9	299.0	1,203.8
Total Income from operations	382.4	528.3	321.9	1,787.3
Other Income	29.1	67.0	14.9	124.9
Total Income including other income	411.5	595.3	336.8	1,912.2
EBITDA w/o Other Income	183.5	60.7	69.9	451.3
EBITDA	212.6	127.7	84.8	576.2
EBITDA w/o Other income Margin	48.0%	11.5%	21.7%	25.2%
EBITDA Margin	55.6%	24.2%	26.3%	32.2%
Depreciation	57.7	58.6	53.9	229.9
Interest	88.8	90.6	87.8	376.8
Profit before tax	68.2	-18.6	-55.4	-22.5
Profit after tax	37.8	-529.5*	-56.9	-543.6*
PAT after minority interest	7.3	-328.1	-45.8	-379.2

^ Revenue from Real Estate Projects include revenue recognized from Nagpur Residential & Indore plotted development.

* The enacted Finance Act, 2024 has revised the tax rate on Long-Term Capital Gain (LTCG) to 12.5% without indexation benefit in relation to transfer of a long-term capital asset. The Group has remeasured its deferred taxes and the impact of the same has been accounted for in the Statement of Profit & Loss during the Quarter and Year ending Mar25.

Note-

- Lease Rental & Related income and CAM Income are received from Ch Sambhaji Nagar Mall and Coimbatore Mall.; Revenue from Real Estate Projects represent Revenues recognized from the Build & Sell model.
- Other Income represents Interest & Dividend Income on Investments etc

Generic Disclaimer

The following is a general overview of Prozone Realty Limited (the “Company”) and is qualified in its entirety by reference to the applicable offering memorandum, memorandum and articles of association or other constitutional documents and subscription agreement (together the “Investment Documents”) relating to the purchase of interests in the Company, all of which will be available upon request from the Company’s administrator and should be reviewed carefully prior to making an investment decision. This overview is being furnished on a confidential basis for discussion purposes only to a limited number of persons who may be interested in this type of investment. Neither the information nor any opinion expressed herein constitutes a solicitation or recommendation by anyone of the purchase or sale of any securities or other financial instruments. Any reproduction or distribution of this overview, in whole or in part, or the disclosure of its contents, without prior written consent is prohibited.

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THANK YOU



Email: info@prozonerealty.com

Website: <https://prozointu.com/>



BUSINESS OVERVIEW

- Prozone Realty Ltd (Prozone) is set up to create, develop and manage world-class regional shopping centres and associated mixed-use developments Pan-India.
- Prozone strategy is to participate and dominate in the retail space in Tier 2 and 3 cities in which robust urbanization is expected, which will result in growth of consuming middle class from 300 to 500 million in next 5 years
- Key Business Strategy - Develop Large scale Land Parcels for Mixed Use development with 75% of the Land to be developed as Residential & Commercial – Build & Sell model whereas 25% of the Land to be developed as Retail – Build & Lease Model

STRONG PEDIGREE

- The Promoters holds 51.51%, FPI holds 3.02% and balance is held by public¹
- At Company level, Prozone has secured investment from Intu Properties , one of UK's Largest Retail Real Estate Company.
- At SPV level company has secured investment from Old Mutual, South Africa and Lewis Trust Group (LTG), UK.

FULLY PAID UP LAND BANK & ROBUST BALANCE SHEET

- The Company has 15.54 mn sq. ft. of fully paid-up land bank in prime locations with 2.10 mn developed till date and more than 13.44 mn sq. ft. balance to be monetized which is being developed in different phases .
- Robust Balance sheet with Low Leverage.

1: As on 30th Jun 2025

Business Strategy

- Develop Large scale Land Parcels for Mixed Use development.
- 75% of the Land to be developed as Residential & Commercial – Build & Sell model
- 25% of the Land to be developed as Retail – Build & Lease Model
- The Company follows this model so that the Cash Flows from Build & Sell portfolio facilitate the Build & lease model, Thus resulting into Debt Free Annuity Assets and free cash flows for future developments.

Residential Projects - Strategy

- The Company invests and develops the entire Clubhouse and Site Infrastructure for the project upfront before the Launch of the Project.
- It provides credibility to the business and accelerates the sale of the project, resulting into better cash flows.
- Due to this, the Company emerges as the strongest and the most credible player in the region. E.g., In Nagpur, Company has received an overwhelming response as compared to the other established players in the region.

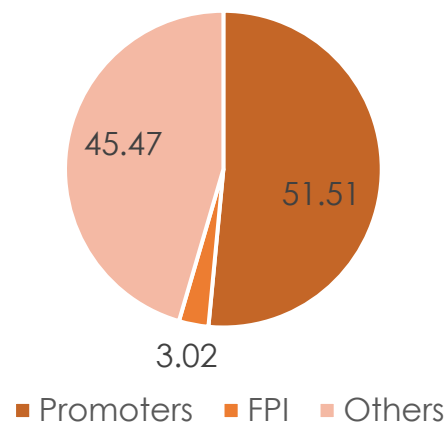
Mall Development - Strategy

- Dominant regional shopping and leisure destination
- Design-G + 1 Mall horizontal model with racetrack circulation
- Infrastructure-Large parking spaces planned to cater for future growth
- Tenant Mix- Well planned tenant mix with category focus to aggregate consumption



- Locations selected in high growth corridors within city limits
- Execute high quality retail assets at the right price and the right time
- Develop and sell mixed-use assets to facilitate retail investments

Shareholding in % – Jun 25



Note: Open Offer was concluded in last quarter resulting in increase in Promoter Share holding to 51.51%.

Key Investors	Holding (%)
ACACIA Group	3.01%
Radhakishan Damani & Family	0.92%
Sandeep Raheja & Family	1.40%