Prestige GROUP

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INVESTOR PRESENTATION

QIII FY 2013 -14

Index

HIGHLIGHTS OF QIII FY 2013-14

Highlights of QIII FY 2013-14

Financial Highlights

Particulars	Quarter III FY 13-14	Quarter III FY 12-13	Quarter II FY 13-14	9 Months FY 13 -14	9 Months FY 12-13
Turnover (Rs. Mn)	4600	5116	5041	14934	10189
EBIDTA (Rs. Mn)	1614	1619	1476	4689	3514
EBIDTA %	35%	32%	29%	31%	34%
PAT (Rs. Mn)	807	920	778	2449	1870
PAT %	18%	18%	15%	16%	18%
WACC	12.86%	13.45%	12.87%	12.86%	13.45%
D/E Ratio (Standalone)	0.42	0.43	0.40	0.42	0.43
D/E Ratio (Consolidated)	0.70	0.72	0.69	0.70	0.72

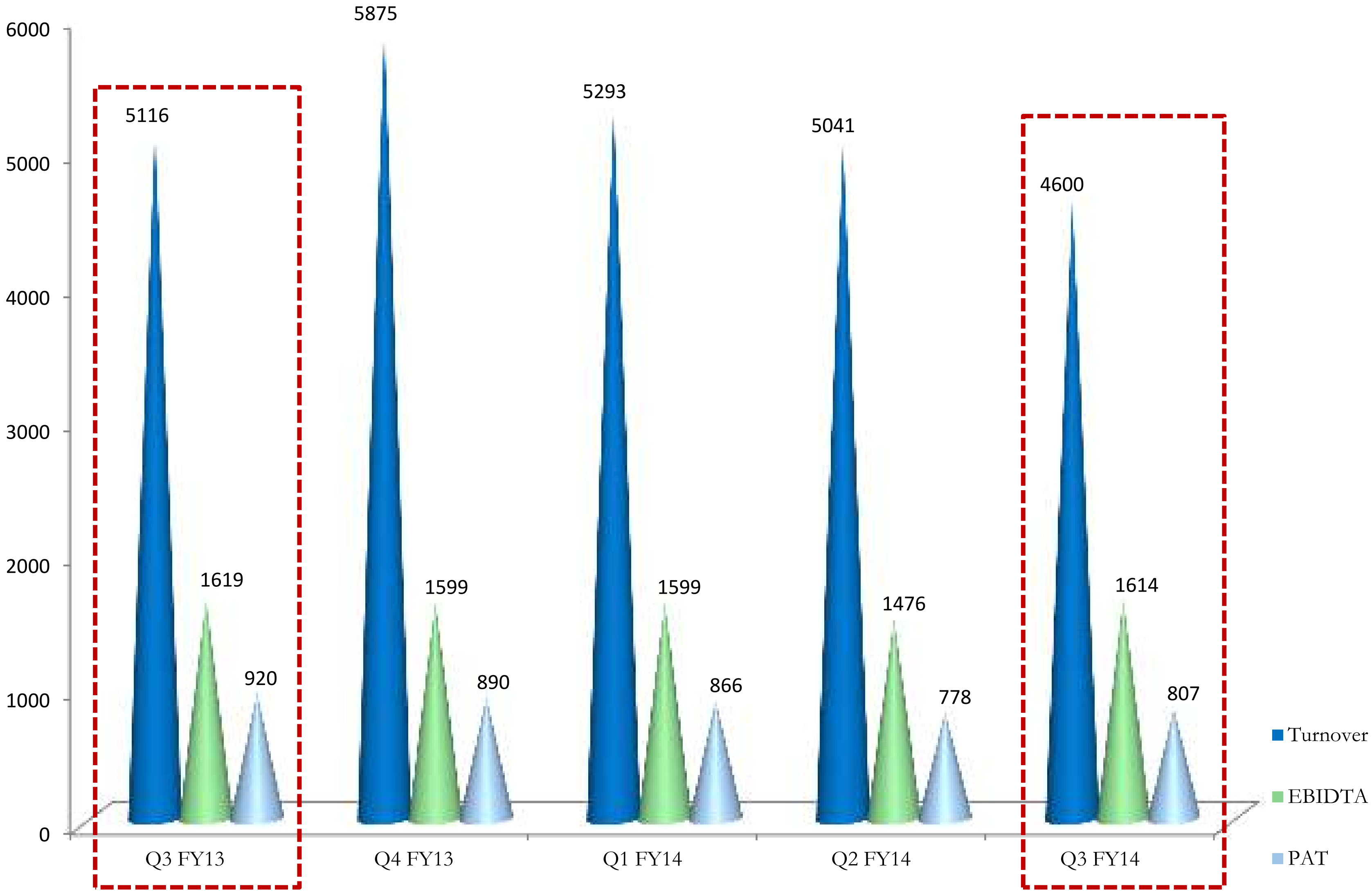
Highlights of QIII FY 2013-14

Operational Highlights

Particulars	Quarter III FY 13-14	Quarter III FY 12-13	Quarter II FY 13-14	9 Months FY 13 -14	9 Months FY 12-13
New Sales - Total					
Amount (Rs. Mn)	12620	8739	11497	35560	30767
Area (Mnsf)	2.08	1.69	1.96	6.01	6.06
Avg Realization/Sft (Rs)	6080	5171	5876	5916	5077
New Sales - Prestige Share					
Amount (Rs. Mn)	9402	7540	10685	30316	25801
Area (Mnsf)	1.55	1.44	1.83	5.15	5.10
Collections (Rs. Mn)					
Total Collections	7133	5335	7159	21618	14991
Prestige Share	5923	5076	6198	18195	14367
New Leasing					
Total (Mnsf)	0.86	0.85	0.79	2.09	1.85
Prestige Share (Mnsf)	0.30	0.24	0.48	0.94	0.37
Rental Income - Prestige Share (Rs. Mn)	615	562	592	1779	1560
Area Delivered (Mnsf)	0.37	1.78	0	2.85	1.78
Launches (Mnsf)	2.79	1.64	5.98	12.86	10.09

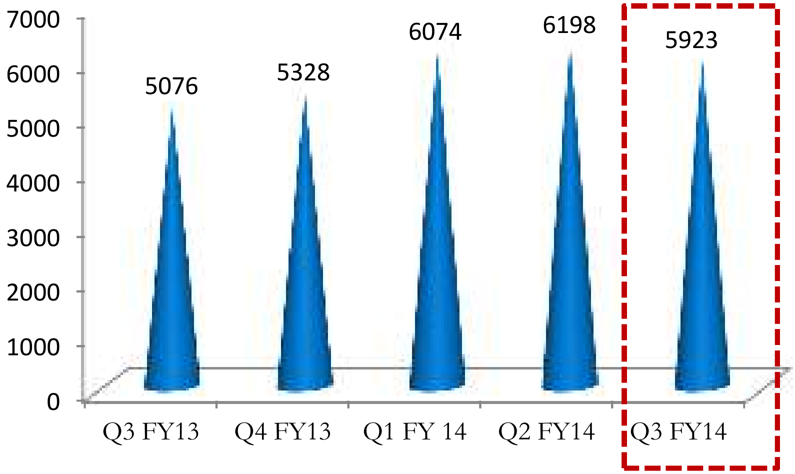
Highlights of QIII FY 2013-14

Turnover, EBIDTA & PAT (Rs. Mn)

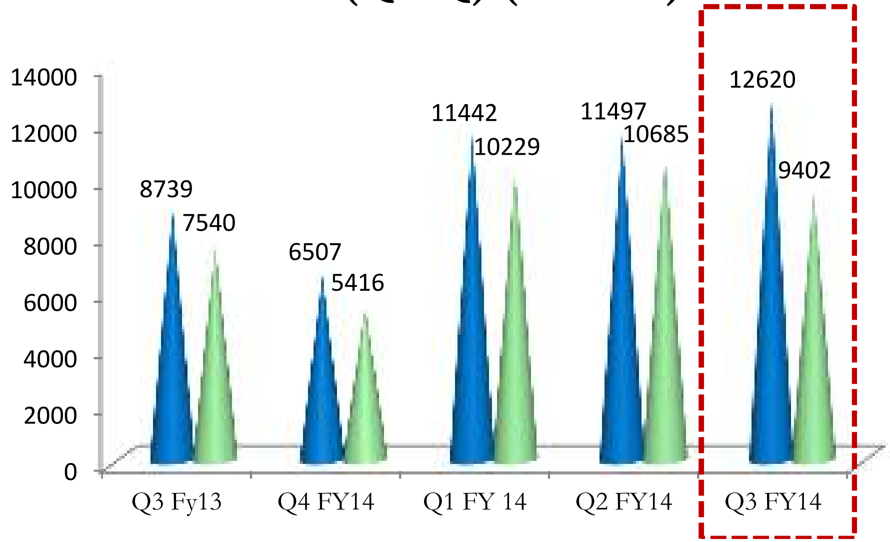


Highlights of QIII FY 2013-14

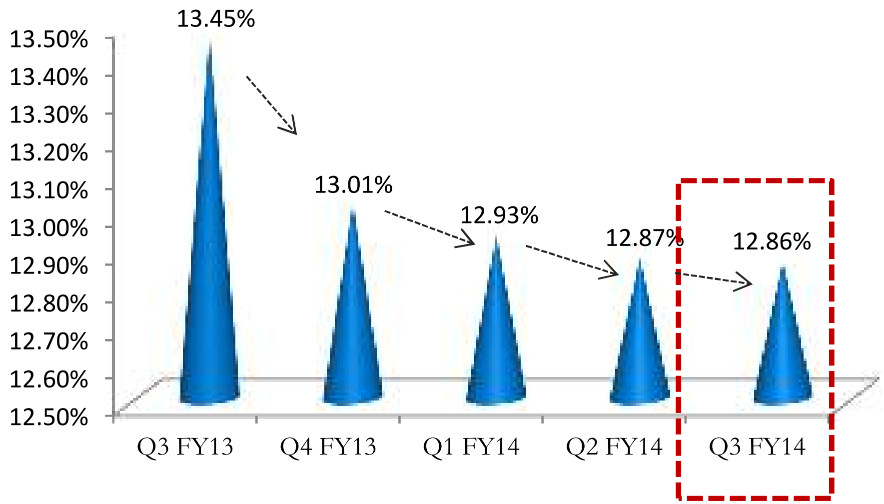
Collections (Rs. Mn)



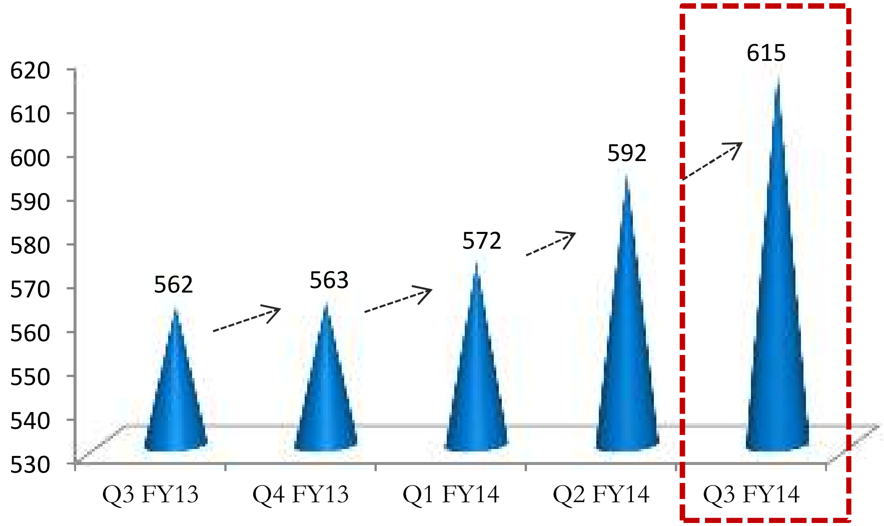
Sales (QOQ) (Rs. Mn)



WACC (QOQ)



Rental Income (QOQ) (Rs. Mn)



Highlights of QIII FY 2013 - 14

Business Performance

Launches/Pre Launches during QIII FY14

Sl.No	Project	Location	Segment	Developable Area (Mnsf)	Economic Interest	No. of Units (Total)	No. of Units (PEPL Share)
Quarter I							
1	Prestige West Woods	Bangalore	Residential	1.02	60.00%	567	341
2	Prestige Augusta Golf Village	Bangalore	Residential	1.38	67.00%	460	308
3	Prestige Sunrise Park - Phase I	Bangalore	Residential	1.69	100.00%	1,046	1,046
	Sub-Total - Quarter I			**4.09**		**2,073**	**1,695**
Quarter II							
1	Prestige Royale Gardens - Phase II	Bangalore	Residential	2.46	68.50%	1,312	905
2	Prestige Sunrise Park - Phase II	Bangalore	Residential	1.58	100.00%	864	864
3	Prestige Silver Spring	Chennai	Residential	0.49	27.54%	125	34
4	Prestige Down Town	Chennai	Residential	0.21	100.00%	84	84
5	Prestige Ivy Terraces	Bangalore	Residential	0.57	62.00%	315	195
6	Prestige Jade Pavilion	Bangalore	Residential	0.68	46.91%	266	125
	Sub-Total - Quarter II			**5.98**		**2,966**	**2,207.00**
Quarter III							
1	Prestige Lakeside Habitat- Phase I	Bangalore	Residential	2.79	70.00%	1,277	894
	Sub-Total- Quarter III			**2.79**		**1,277**	**894**
	Grand Total (QI & QII)			**12.86**		**6,316**	**4,796**

Highlights of QIII FY 2013 - 14

Business Performance

Completions during QIII FY 13-14

Project	Location	Segment	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
Quarter I					
Forum Vijaya Mall	Chennai	Retail	1.16	50.00%	0.58
Forum Vijaya - Commercial	Chennai	Commercial	0.55	50.00%	0.28
Cessna Business Park - B7	Bangalore	Commercial	0.77	85.00%	0.65
Sub Total QI			**2.48**		**1.51**
Quarter II					
Quarter QIII					
Forum Value Mall - Service Apts	Bangalore	Hospitality	0.37	35.00%	0.13
Sub Total QIII			**0.37**		**0.13**
Grand Total			2.85		1.64

Highlights of QIII FY 2013 - 14

Business Performance

Area Leased during QIII FY 13-14

Segment	Quarter III FY 13-14		As on 31 December, 2013 (Cumulative)		Current Rental Yielding Area	Area Yet to Yield
	Total	Prestige Share	Total	Prestige Share		
Office	0.24	0.08	8.91	5.02	4.23	0.79
Retail	0.61	0.22	3.24	1.40	0.70	0.70
Total	**0.85**	**0.30**	**12.15**	**6.42**	**4.93**	**1.49**

FINANCIALS UPDATE

Financials

Balance Sheet as at 31st December, 2013

Rs. Mn

Particulars	As at 31-Dec-13	As at 30-Sep-13	As at 31-Mar-13
I. EQUITY AND LIABILITIES			
(1) Shareholders' funds			
(a) Share capital	3,500	3,500	3,500
(b) Reserves and surplus	26,033	25,227	23,584
	29,533	**28,727**	**27,084**
(2) Non-current liabilities			
(a) Long-term borrowings	2,133	1,560	1,694
(b) Deferred tax liabilities (Net)	138	133	119
(c) Other Long-term liabilities	452	385	308
(d) Long-term provisions	40	41	41
	2,763	**2,119**	**2,162**
(3) Current liabilities			
(a) Short-term borrowings	14,021	14,645	13,559
(b) Trade payables	3,655	2,720	3,319
(c) Other current liabilities	16,831	16,220	13,687
(d) Short-term provisions	560	812	1,098
	35,067	**34,397**	**31,663**
Total	**67,363**	**65,243**	**60,909**
II. ASSETS			
(1) Non-current assets			
(a) Fixed assets			
(i)Tangible assets	4,208	4,113	4,231
(ii)Intangible assets	8	9	4
(iii)Capital work-in-progress	2,098	2,015	1,601
	6,314	**6,137**	**5,836**
(b) Non-current investments	9,950	9,949	9,891
(c) Long-term loans and advances	12,667	12,126	8,503
(d) Other non-current assets	407	407	261
	29,338	**28,619**	**24,491**
(2) Current assets			
(a) Current investments	1,966	1,913	854
(b) Inventories	17,038	14,999	14,905
(c) Trade receivables	7,024	7,148	7,653
(d) Cash and Bank balances	1,563	2,304	3,783
(e) Short-term loans and advances	10,158	9,921	8,765
(f) Other current assets	276	339	458
	38,025	**36,624**	**36,418**
Total	**67,363**	**65,243**	**60,909**

Financials

Profit & Loss Account for the period ended 31st December, 2013

Rs. Mn

Particulars	Quarter ended			Period ended		Year ended
	31-Dec-13	30-Sep-13	31-Dec-12	31-Dec-13	31-Dec-12	31-Mar-13
(I) Revenue from Operations	4,305	4,753	4,921	14,040	9,527	15,124
(II) Other Income	295	288	195	893	662	939
(III) Total Revenue - (I+II)	**4,600**	**5,041**	**5,116**	**14,933**	**10,189**	**16,063**
(IV) Expenses						
Purchases of Stock of units	-	13	33	13	90	57
Cost of sales on projects	2,191	2,758	2,946	7,973	5,091	8,656
Property and Facilities operating expenses	305	286	229	879	649	914
Employee benefits expense	258	257	163	749	499	836
Finance costs	348	265	209	870	639	897
Depreciation and amortization expense	85	83	83	248	242	330
Other expenses	232	251	126	632	345	486
Total Expenses	**3,419**	**3,913**	**3,789**	**11,364**	**7,555**	**12,176**
(V) Profit before tax (III-IV)	**1,181**	**1,128**	**1,327**	**3,569**	**2,634**	**3,887**
(VI) Tax expense :						
(1). Current tax	369	346	398	1,102	754	1,135
(2). Income tax pertaining to earlier years	-	-	-	-	(3)	(4)
(3). Deferred tax	5	4	9	19	12	(6)
Total	**374**	**350**	**407**	**1,121**	**763**	**1,125**
(VII) Profit for the Quarter (V-VI)	**807**	**778**	**920**	**2,448**	**1,871**	**2,761**

Financials

Key Ratios

Rs. Mn

Sl. No.	Particulars	Quarter Ended						Year Ended	
		31-Dec-13 (Unaudited)	Ratio/%	30-Sep-13 (Unaudited)	Ratio/%	31-Dec-12 (Unaudited)	Ratio/%	31-Mar-13 (Audited)	Ratio/%
1	Sale of Projects & Property Income	4,305		4,753		4,921		15,124	
2	Other Income	295		288		195		939	
3	**Total Income**	**4,600**		**5,041**		**5,116**		**16,063**	
4	Cost of project sold and property expenses	2,496		3,057		3,208		9,627	
5	**Gross Margin**	**1,809**	**42%**	**1,696**	**36%**	**1,713**	**35%**	**5,497**	**36%**
6	Admin, Employee and Selling cost	490		508		289		1,322	
7	**EBIDTA**	**1,614**	**35%**	**1,476**	**29%**	**1,619**	**32%**	**5,114**	**32%**
8	Financial Expenses	348		265		209		897	
9	Depreciation	85		83		83		330	
10	**Total Expenses**	**3,419**		**3,913**		**3,789**		**12,176**	

Financials

Key Ratios

Rs. Mn

Sl. No.	Particulars	Quarter Ended						Year Ended	
		31-Dec-13 (Unaudited)	Ratio/%	30-Sep-13 (Unaudited)	Ratio/%	31-Dec-12 (Unaudited)	Ratio/%	31-Mar-13 (Audited)	Ratio/%
11	**PBT**	**1,181**	**26%**	**1,128**	**22%**	**1,327**	**26%**	**3,887**	**24%**
12	Tax	374		350		407		1,125	
13	**PAT**	**807**	**18%**	**778**	**15%**	**920**	**19%**	**2,762**	**17%**
14	EPS (Annualized) (In Rs)	9.33		9.40		11.24		8.32	
15	Market Price per share	162.45		117.45		179.40		163.55	
16	PE Ratio	17		13		16		20	
17	Market Cap	56,858		41,108		58,856		57,243	
18	Net Worth	29,533		28,727		23,141		27,084	
19	Book Value per share	84		82		71		77	
20	Price to Book Value	1.93		1.43		2.54		2.11	

SALES SUMMARY

Sales Summary

Area in Mnsf
Rs. Mn

Prestige Share

	Q1 FY 2014			Q2 FY 2014			Q3 FY 2014			9 Months FY14			FY 13		
	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value
Residential	1.76	1,132	10,106	1.72	1,105	10,269	1.53	904	9,258	5.00	3,141	29,633	4.90	2,799	26,146
Commercial	0.02	0	122	0.11	0	416	0.03	0	145	0.15	0	683	1.09	0	5,075
GRANDTOTAL	**1.77**	**1,132**	**10,229**	**1.83**	**1,105**	**10,685**	**1.55**	**904**	**9,402**	**5.15**	**3,141**	**30,316**	**5.99**	**2,799**	**31,221**
Realisation per sft			**5773**			**5845**			**6056**			**5884**			**5212**

Note:

1)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)

2)Overall unrecognized revenue in the books of accounts from all the projects as on 31/12/2013 (Sales made and yet to come for recognition) based on POC is approximately Rs. 67,021million.

3) 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

Rs. Mn

Sl.No	Projects	Total sales value of unit sold as at 31.12.2013	Cumulative turnover declared upto 31.12.13	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
A	**Residential Projects**				
1	Prestige Bella Vista	9,727	4,343	5,384	
2	Prestige Tranquility	9,417	4,378	5,039	
3	Prestige White Meadows-1&2	7,769	3,201	4,568	
4	Kingfisher Towers	5,841	1,836	4,005	
5	Prestige Golfshire	5,263	3,652	1,611	
6	Prestige Sunny Side	3,205	1,963	1,241	
7	Prestige Park View	1,798	918	880	
8	Prestige Royal Woods	1,150	344	805	
9	Prestige Garden Bay	1,083	277	805	
10	Prestige Casabella	758	207	552	
11	Prestige Edwardian	400	221	179	
12	Prestige Westholme	119	38	81	
13	Prestige Silver Oak	1,649	1,234	416	
14	Prestige Silver Crest	786	502	284	
15	Prestige Ferns Residency	4,570		4,570	FY 14
16	Prestige Mayberry 1	591		591	FY 14
17	Prestige Mayberry 2	1,525		1,525	FY 14
18	Prestige Glen Wood	926		926	FY 14
19	Prestige Royale Garden-Phase I & Phase II	1,809		1,809	FY 15
20	Prestige Brooklyn Heights	775		775	FY 15

Unrecognized Revenue From Projects Under Construction

Rs. Mn

Sl.No	Projects	Total sales value of unit sold as at 31.12.2013	Cumulative turnover declared upto 31.12.13	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
A	**Residential Projects**				
21	Prestige Jade Pavilion	589		589	FY 15
22	Prestige Summer Fields	469		469	FY 15
23	Prestige Silver Sun	316		316	FY 15
24	Prestige Tech Vista	121		121	FY 15
25	Prestige Augusta Golf Village	4,705		4,705	FY 15
26	Prestige West Woods	3,011		3,011	FY 15
27	Prestige Misty Waters	2,831		2,831	FY 15
28	Ivy Terraces	1,265		1,265	FY 15
29	Prestige Silver Spring (Sea Shore)	619		619	FY 15
30	Prestige Spencer Heights	526		526	FY 15
31	Prestige Down Town	496		496	FY 15
32	Prestige Lakeside Habitat	6,173		6,173	FY 16
33	Prestige Sunrise Park - Phase I & Phase II	6,184		6,184	FY 16
	Sub Total - A	**86,466**	**23,115**	**63,350**	
B	**Commercial Projects**				
1	Prestige Khoday Tower	417	355	62	
2	Prestige Technology Park Phase 3	3,621	2,661	960	
3	Prestige Technopolis	568	-	568	FY 14
4	Prestige Platina	2,081	-	2,081	FY 15
	Sub Total - B	**6,687**	**3,017**	**3,671**	
	GRAND TOTAL - A+B	**93,153**	**26,132**	**67,021**	

Project Debtors Summary

Rs. Mn

Rs in Mn

Name of the Project	Opening Balance as at 01.10.2013	New Sales / Adjustment	Amount Realised	Closing Balance as at 31.12.2013
Completed Projects				
Prestige Cyber Towers	354	(150)	2	202
Prestige Oasis	603	76	86	593
Prestige Shantiniketan	1,338	161	271	1,228
Prestige Southridge	27	10	17	20
Prestige Wellington Park	2	1	3	-
Prestige Neptune Couryard	122	47	74	94
Prestige Atrium	34	-	-	34
Others	5	1	1	5
Sub Total - A	**2,485**	**146**	**453**	**2,176**

Note: In addition to the above, there are Land Owner dues to the extent of Rs. 920 mn.

Name of the Project	Opening Balance as at 01.10.2013	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 31.12.2013
Ongoing Projects					
Prestige Edwardian	102	-	-	6	96
Prestige Golfshire	1,884	5	(139)	245	1,783
Prestige Khoday Towers	176	36	5	-	207
Prestige Tech Park III	322	399	185	133	403
Prestige White Meadows	343	583	179	236	511
Prestige Kingfisher Towers	248	130	(47)	142	283
Prestige Parkveiw	1	75	(67)	142	1
Prestige Sunnyside	42	216	(55)	286	27
Prestige Tranquility	17	628	135	487	23
Prestige Bellavista	130	816	(38)	880	104
Prestige Westholme	2	4	(8)	14	-
Prestige Royalwoods	26	50	(20)	75	21
Prestige Casabella	-	207	166	40	1
Prestige Garden Bay	-	277	179	86	12
Sub Total - B	**3,293**	**3,426**	**475**	**2,772**	**3,472**

Project Debtors Summary

Rs. Mn

Name of the Project	Opening Balance as at 01.04.2013	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 31.12.2013
Other Ongoing Projects					
Prestige Technopolis	-	-	-	58	-
Prestige Polygon	-	-	-	50	-
Prestige Glenwood	-	-	-	116	-
Prestige Mayberry 1	-	-	-	37	-
Prestige Mayberry 2	-	-	-	112	-
Prestige Silver Oak	-	-	-	108	-
Prestige Silver Crest	-	-	-	94	-
Prestige Silver Sun	-	-	-	37	-
Prestige Summer Fields	-	-	-	20	-
Prestige Jade Pavilion	-	-	-	48	-
Prestige Ferns Residency	-	-	-	374	-
Prestige Misty Water	-	-	-	197	-
Prestige Techvista	-	-	-	3	-
Prestige Platina	-	-	-	15	-
Prestige Trade Tower	-	-	-	8	-
Prestige Augusta Golf Village	-	-	-	279	-
Prestige Brooklyn Heights	-	-	-	59	-
Prestige Ivy Terraces	-	-	-	33	-
Prestige Spencer Heights	-	-	-	23	-
Prestige Sunrise Park	-	-	-	255	-
Prestige Westwoods	-	-	-	32	-
Prestige Silversprings	-	-	-	24	-
Prestige Downtown	-	-	-	2	-
Prestige Philadelphia	-	-	-	-	-
Prestige Lakeside Habitat	-	-	-	635	-
Prestige Royale Garden	-	-	-	80	-
Sub Total - C	-	-	-	2,698	-
Total (A+B+C)	**5,778**	**3,572**	**475**	**5,923**	**5,648**

Debt Profile

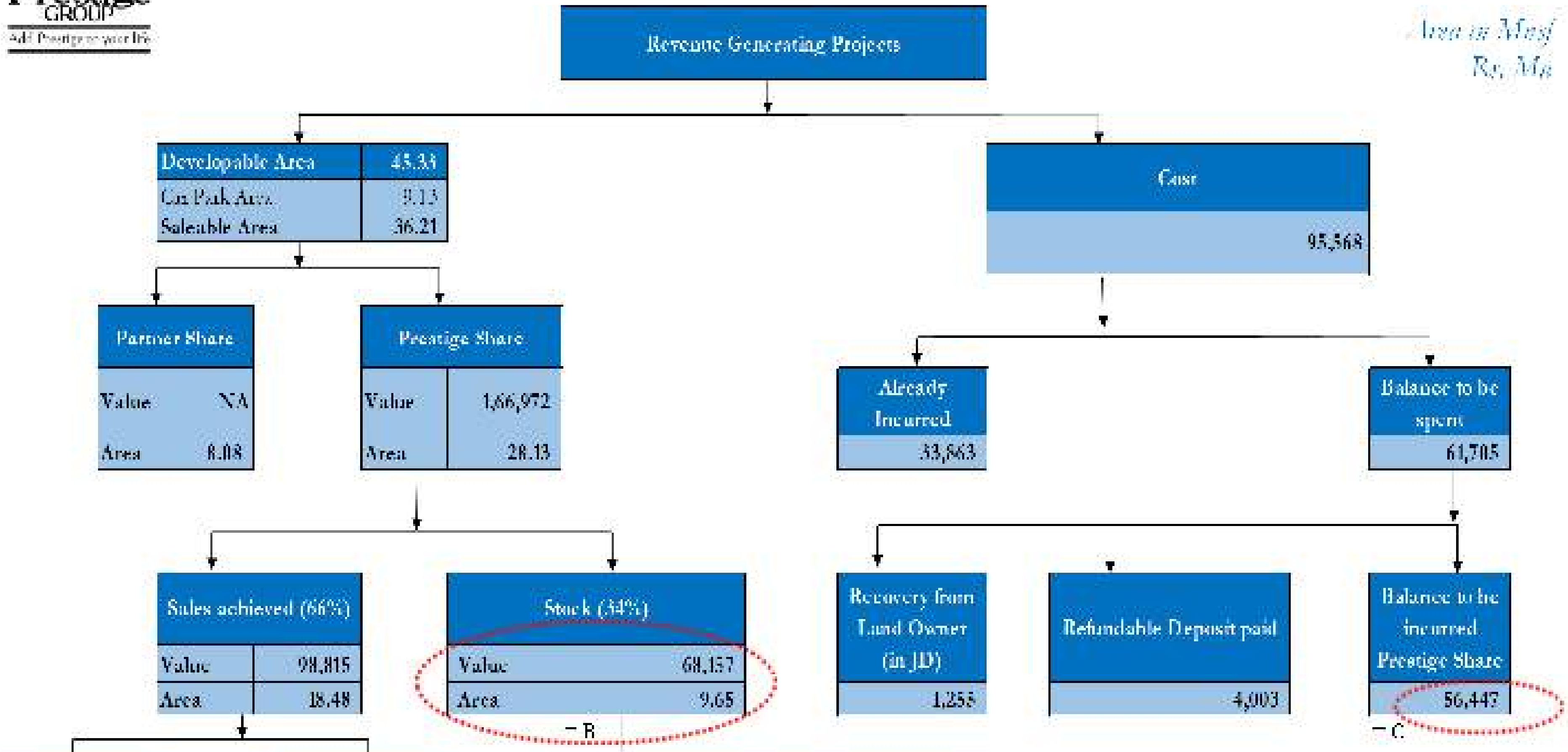
Rs. Mn

Particulars	Standalone	%	Consolidated Loan *	%
Debt as on 31.12.2013				
Secured Loan	16,030	100%	27,026	100%
a. Project Debt - Resi & Comm	11,691	73%	13,863	51%
b. Capex Loans				
- Office Space	779	5%	3,787	14%
- Retail	-	-	715	3%
- Hospitality	1,604	10%	2,384	9%
c. Rental Securitisation Loans	1,303	8%	5,625	21%
d. Receivables discounting loans	653	4%	653	2%
Unsecured Loan	-	0%	-	0%
Gross Debt	16,030	100%	27,026	100%
Less: Cash & Bank Balances	3,627		4,156	
Net Debt	**12,403**		**22,871**	
Networth	**29,533**		**32,487**	
Debt Equity Ratio	0.42		0.70	

Note: There is an increase of Rs 10,996 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 Rs 9,248 Mn as against Rs. 10,996 Mn, resulting in the overall net debt of Rs 21,123 mn (Rs 16,030 + Rs 9,248 – Rs. 4,156) on a consolidated basis resulting in an effective D/E Ratio of 0.65(Rs. 21,123/ Rs.32,487).

Receivables Profile

Area in Msf
Rs, Mn

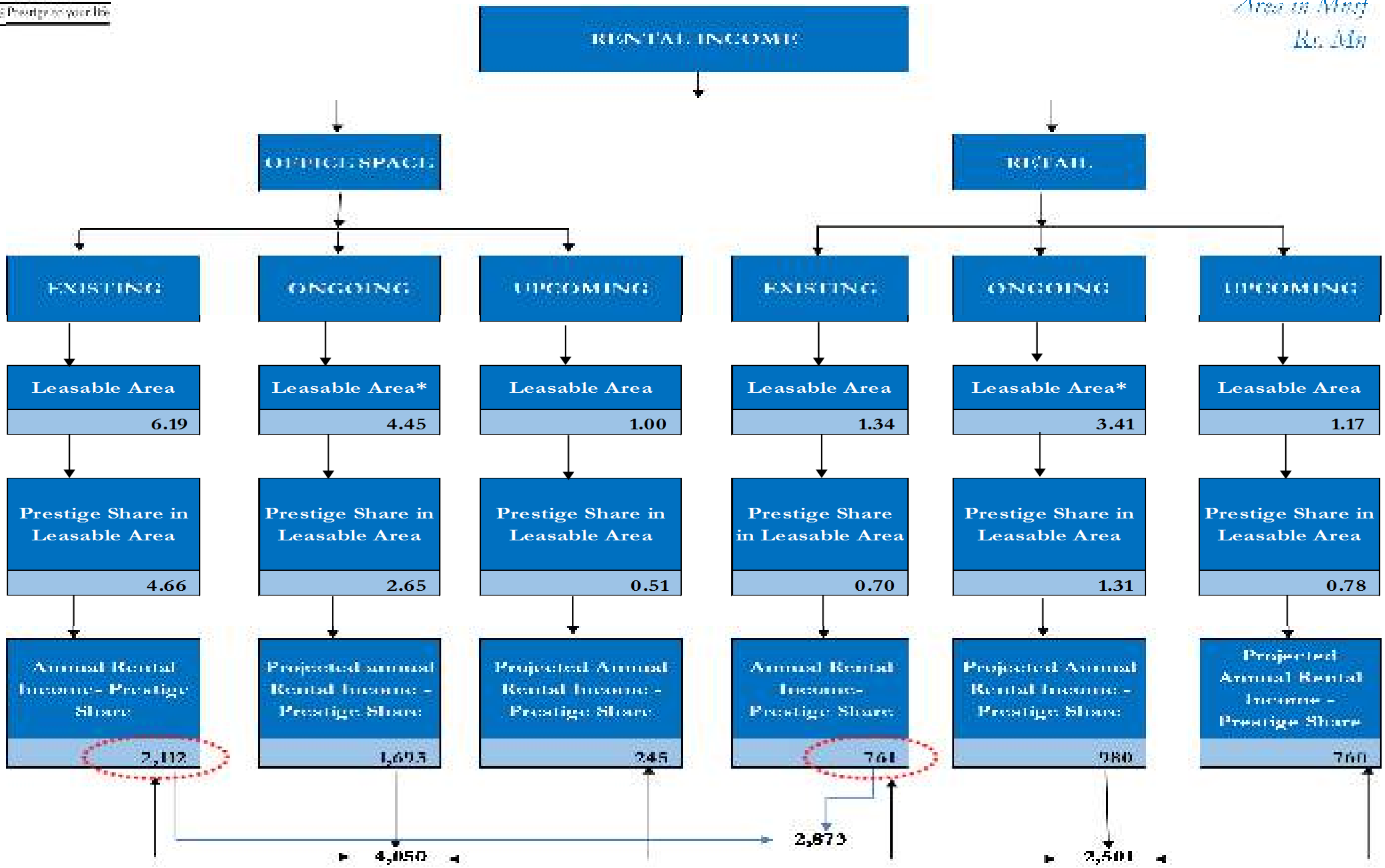


Category	Area	Value
Premium & Luxury Projects	3.40	32,825
Mid Income Projects	5.15	28,968
Commercial Projects	0.44	2,431
Completed Projects	0.66	3,933
Total	9.65	68,157

Net Cash Flows of Ongoing Projects: 66,706 = (A+B-C)

Rental Income

Area in Msf
Rs. Mn



* Of the above mentioned 4.45 mn sft of leasable area in office space of ongoing projects & 3.41 mn sft of Retail space, we have already leased/ tied up with various tenants for an area of 2.96 mn sft in office space & 1.81 mn in retail space as on 31.12.2015

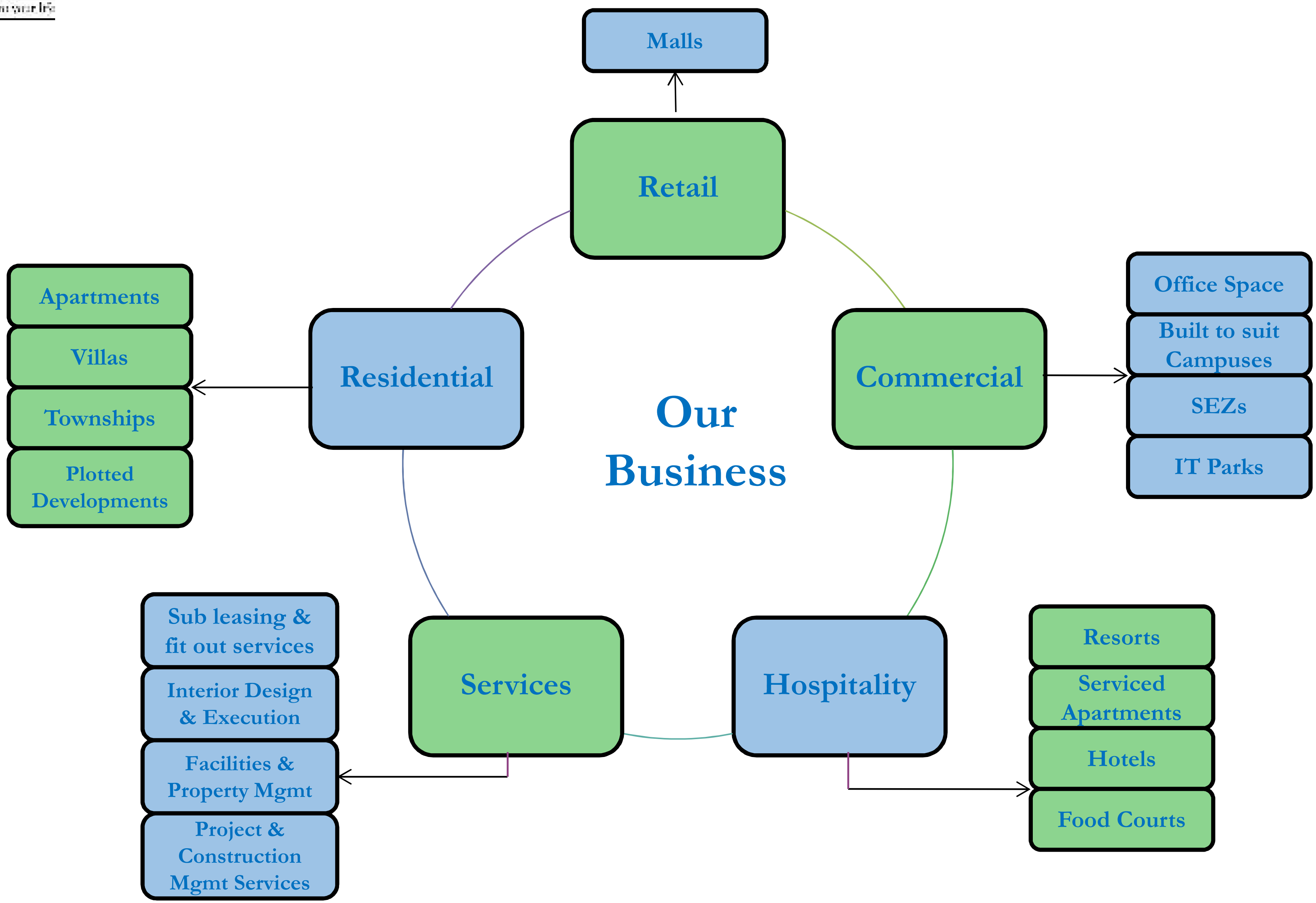
Annualised Projected Exit Rentals for Area Leased

Area in Mnsf
Rs. Mn

Sl. No	Project Name	Segment	Total Leasable Area	PEPL Share of Leasable Area	Area Leased - Prestige Share	Rent Per Sft	Rent P.a (Annualised)
Existing Rental Income as on 31 December,2013							
1	Prestige Estates Projects Ltd	Commercial	1.62	1.62	1.62	36.97	720
2	Cessna Business Park - B1 to B6	Commercial	1.78	1.51	1.51	39.40	715
3	West Palm Developers	Commercial	0.32	0.20	0.20	29.03	68
4	Prestige Valley View	Commercial	0.01	0.01	0.01	166.67	10
5	ICBI India	Commercial	0.05	0.04	0.04	68.33	34
6	Forum Mall	Retail	0.35	0.24	0.24	104.17	300
7	Forum Value Mall	Retail	0.29	0.10	0.10	45.16	55
8	UB City Mall	Retail	0.04	0.04	0.04	225.00	108
9	Exora Business Park - B1	Commercial	0.71	0.23	0.23	48.89	134
10	Exora Business Park - B3	Commercial	0.70	0.23	0.23	46.74	129
11	Prestige Shantiniketan	Commercial	0.34	0.18	0.05	25.50	15
12	Prestige Polygon	Commercial	0.05	0.05	0.05	60.00	36
13	Cessna Business Park B7	Commercial	0.53	0.45	0.45	44.00	238
14	Forum Vijaya (Retail)	Retail	0.64	0.32	0.31	75.00	286
Total annualised rentals as on December 2013			**7.43**	**5.21**	**5.08**		**2,849**
Rental Income by March 2014							
1	Prestige Polygon	Commercial	0.28	0.28	-	60.00	202
2	Excelsior - Exora	Commercial	0.24	0.05	-	45.00	28
3	Forum Vijaya (Commercial)	Commercial	0.19	0.10	-	45.00	51
4	Forum Mangalore	Retail	0.67	0.23	0.19	55.00	151
5	Forum Sujana	Retail	0.85	0.21	0.15	75.00	188
6	Cyber Towers	Commercial	0.22	0.22	0.09	22.00	58
Incremental rentals in FY 13-14			**2.45**	**1.08**	**0.43**		**678**
Total annualised rentals by March 2014			**9.88**	**6.30**	**5.51**		**3,527**

PROJECT PORTFOLIO & UPDATE

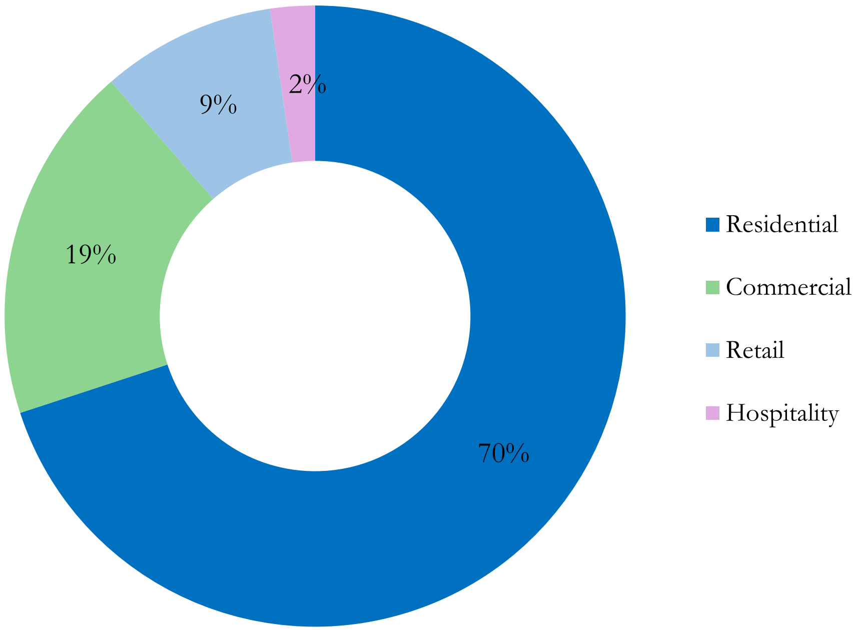
Business Segments



Product Mix – Segment Wise

Ongoing Projects

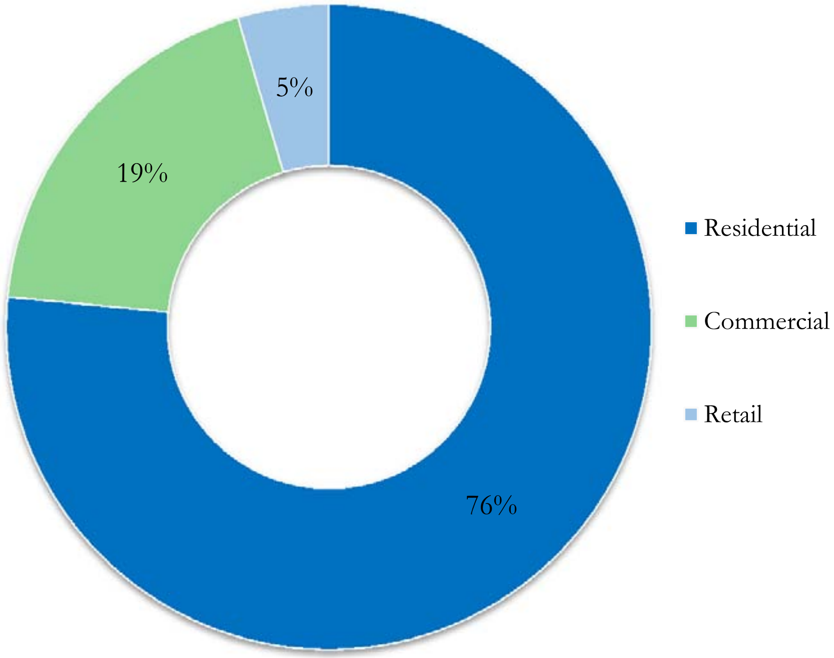
Total Area – 56.94 Mnsf



Segment	No. of Projects	Developable Area (Mnsf)
Residential	41	39.84
Commercial	14	10.62
Retail	7	5.17
Hospitality	3	1.32
Total	**65**	**56.94**

Upcoming Projects

Total Area – 31.15 Mnsf

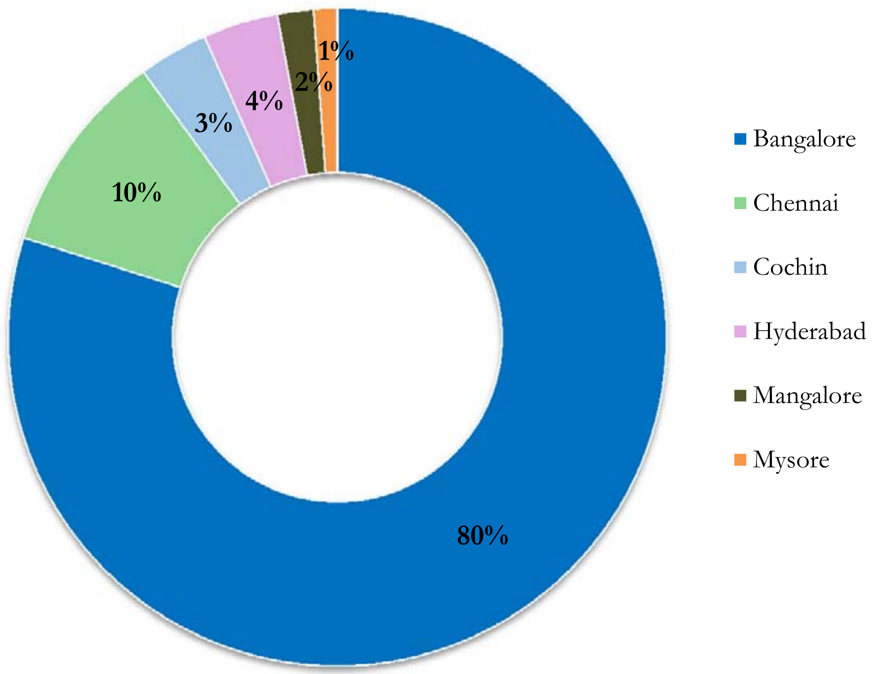


Segment	No. of Projects	Developable Area (Mnsf)
Residential	22	23.82
Commercial	4	5.91
Retail	2	1.42
Total	**28**	**31.15**

Product Mix – Geography Wise

Ongoing Projects

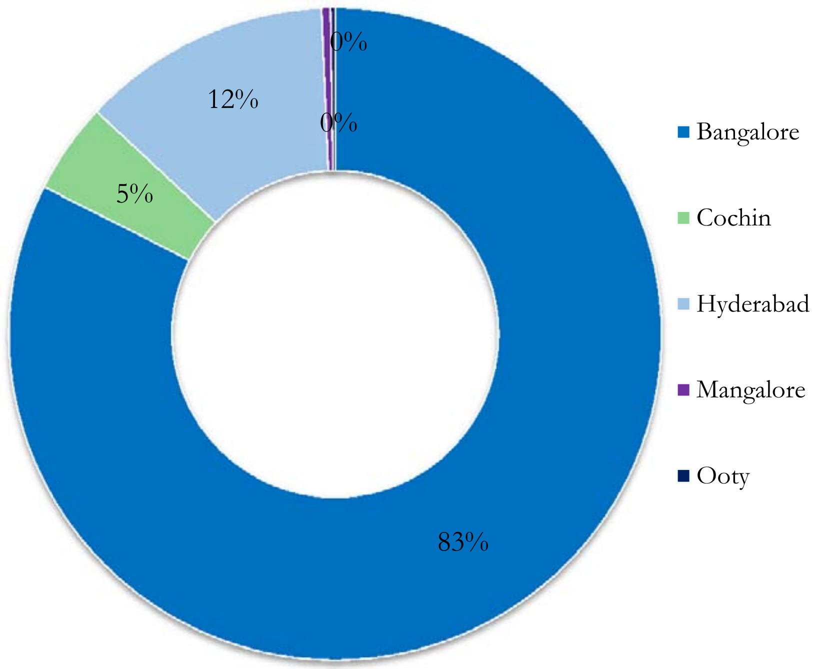
Total Area – 56.94 Mnsf



City	No. of Projects	Developable Area (Mnsf)
Bangalore	51	45.49
Chennai	3	5.73
Cochin	5	1.95
Hyderabad	2	2.10
Mangalore	2	1.01
Mysore	2	0.66
Total	**65**	**56.94**

Upcoming Projects

Total Area –31.15 Mnsf



City	No. of Projects	Developable Area (Mnsf)
Bangalore	21	25.68
Cochin	3	1.40
Hyderabad	2	3.86
Mangalore	1	0.14
Ooty	1	0.07
Total	**28**	**31.15**

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	Bangalore	1.75	100.00%	1.75	228	228
2	Prestige White Meadows -1	Bangalore	1.07	100.00%	1.07	163	163
3	Prestige White Meadows -2	Bangalore	1.16	62.50%	0.73	191	119
4	Kingfisher Towers	Bangalore	1.09	45.51%	0.50	83	42
5	Prestige Royal Woods	Hyderabad	0.63	50.00%	0.32	152	76
6	Prestige Oasis - Phase 2	Bangalore	0.09	100.00%	0.09	16	16
7	Prestige Edwardian	Bangalore	0.07	100.00%	0.07	12	12
8	Prestige Hermitage	Bangalore	0.23	50.00%	0.12	26	13
9	Prestige Tranquility	Bangalore	4.57	100.00%	4.57	2,368	2,368
10	Prestige Park View	Bangalore	0.93	71.00%	0.66	376	269
11	Prestige Silver Oak	Bangalore	0.66	33.46%	0.22	178	60
12	Prestige Bella Vista	Chennai	5.04	60.00%	3.02	2,613	1,568
13	Prestige Sunny Side	Bangalore	0.98	100.00%	0.98	395	395
14	Prestige Garden Bay	Bangalore	0.64	72.00%	0.46	184	133
15	Prestige Glen Wood	Bangalore	0.32	65.00%	0.21	116	75
16	Prestige Mayberry-1	Bangalore	0.12	66.61%	0.08	40	27
17	Prestige Mayberry-2	Bangalore	0.39	60.39%	0.24	126	76
18	Prestige Silver Crest	Bangalore	0.25	100.00%	0.25	122	122
19	Prestige Summer Fields	Bangalore	0.31	50.85%	0.16	83	42
20	Prestige Silver Sun	Bangalore	0.21	33.60%	0.07	102	34
21	Prestige Hillside Retreat	Bangalore	0.11	75.00%	0.08	58	44
22	Prestige Philadelphia	Bangalore	0.03	45.00%	0.01	8	4

Ongoing Projects

Residential

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
23	Prestige Ferns Residency	Bangalore	3.29	62.00%	2.04	1,324	821
24	Prestige Misty Waters	Bangalore	1.02	51.00%	0.52	558	285
25	Prestige West Holmes	Mangalore	0.06	65.00%	0.04	20	13
26	Prestige Tech Vista	Bangalore	0.12	60.00%	0.07	30	18
27	Prestige Brooklyn Heights	Bangalore	0.27	62.00%	0.16	94	59
28	Prestige Spencer Heights	Bangalore	0.11	100.00%	0.11	34	34
29	Prestige Royale Garden - Phase I	Bangalore	0.43	68.50%	0.29	384	263
30	Prestige Sunrise Park - Phase I	Bangalore	1.69	100.00%	1.69	1,046	1,046
31	Prestige West Woods	Bangalore	1.02	60.00%	0.61	574	341
32	Prestige Augusta Golf Village	Bangalore	1.38	67.00%	0.92	460	308
33	Prestige Casabella	Bangalore	0.48	75.00%	0.36	210	158
34	Prestige Jade Pavilion	Bangalore	0.68	46.91%	0.32	266	125
35	Prestige Royale Gardens - Phase II	Bangalore	2.46	68.50%	1.69	1312	905
36	Prestige Sunrise Park - Phase II	Bangalore	1.58	100.00%	1.58	864	864
37	Prestige Silver Spring	Chennai	0.49	27.54%	0.14	125	34
38	Prestige Down Town	Chennai	0.21	100.00%	0.21	84	84
39	Prestige Thomson	Cochin	0.55	25.00%	0.14	-	-
40	Prestige Ivy Terraces	Bangalore	0.57	62.00%	0.35	315	195
41	Prestige Lakeside Habitat	Bangalore	2.79	70.00%	1.95	1277	894
	Total - A		**39.84**		**28.85**	**16,617**	**12,332**

Ongoing Projects

Commercial

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Cessna Business Park B8 - B11	Bangalore	3.56	85.00%	3.03
2	Prestige Khoday Towers	Bangalore	0.26	48.53%	0.13
3	Exora Business Park - Block 2	Bangalore	1.02	32.46%	0.33
4	Prestige Technopolis	Bangalore	0.47	56.80%	0.27
5	Prestige TechPark III	Bangalore	1.55	100.00%	1.55
6	Excelsior	Bangalore	0.23	21.75%	0.05
7	Prestige Trade Towers	Bangalore	0.61	45.00%	0.27
8	Prestige Tech Platina	Bangalore	1.43	66.66%	0.95
9	Prestige Star I	Bangalore	0.04	64.00%	0.03
10	Prestige TMS Square	Cochin	0.17	58.00%	0.10
11	Forum Thomsun	Cochin	0.20	25.00%	0.05
12	Prestige Trinity Centre	Bangalore	0.45	26.84%	0.12
13	Prestige Falcon Towers	Bangalore	0.49	45.00%	0.22
14	Prestige Star II	Bangalore	0.08	64.00%	0.05
	Total - B		**10.56**		**7.15**

Ongoing Projects

Retail

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Forum Sujana	Hyderabad	1.47	24.50%	0.36
2	Forum Shantiniketan	Bangalore	1.06	65.00%	0.69
3	Forum Mysore	Mysore	0.55	50.99%	0.28
4	Forum Mangalore	Mangalore	0.95	34.00%	0.32
5	Prestige TMS Square	Cochin	0.12	58.00%	0.07
6	Forum Thomsun	Cochin	0.91	25.00%	0.23
7	Prestige Mysore Central	Mysore	0.11	65.00%	0.07
	Total - C		**5.17**		**2.02**

Hospitality

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No. of Keys
1	Aloft	Bangalore	0.29	85.00%	0.25	202
2	Hilton	Bangalore	0.45	100.00%	0.45	285
3	Marriott Hotel + Convention Centre	Bangalore	0.58	100.00%	0.58	307
	Total - D		**1.32**		**1.28**	**794**
	GRAND TOTAL - A+B+C+D		**56.89**		**39.30**	

Upcoming Projects

Residential

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Leela Residences	Bangalore	0.36	60.00%	0.22
2	Kakanad Property	Cochin	0.80	70.00%	0.56
3	Prestige Greenmoor	Bangalore	0.39	25.00%	0.10
4	Prestige South Woods	Bangalore	1.28	67.00%	0.86
5	Prestige Hillcrest	Ooty	0.07	50.00%	0.04
6	Prestige Lakeside Habitat	Bangalore	5.61	70.00%	3.93
7	Prestige Primerose Hills	Bangalore	2.04	62.00%	1.26
8	New Airport Road Property, Bellary Road	Bangalore	2.72	100.00%	2.72
9	Prestige Park Square	Bangalore	0.65	35.70%	0.23
10	Prestige Bougainvillea - II	Bangalore	0.12	60.00%	0.07
11	Prestige Ivy League	Hyderabad	0.86	60.00%	0.52
12	Roshanara Property	Bangalore	0.22	100.00%	0.22
13	Temple Bell - Bangalore South Property	Bangalore	1.55	70.00%	1.09
14	Mangalore Villas	Mangalore	0.14	68.00%	0.09
15	Prestige Gulmohar	Bangalore	0.87	51.00%	0.44
16	Prestige Northpoint, Kammanahalli	Bangalore	0.40	51.00%	0.20
17	Prestige Kew Gardens	Bangalore	2.00	60.00%	1.20
18	Prestige High Fields	Hyderabad	3.00	68.34%	2.05
19	déjà vu, Promnade Road	Bangalore	0.15	48.00%	0.07
20	Kenilworth, Cunningham Road	Bangalore	0.17	40.00%	0.07
21	Fountain Blue	Bangalore	0.20	60.00%	0.12
22	Dolce Vita	Bangalore	0.22	60.00%	0.13
	Total - A		**23.82**		**16.19**

Upcoming Projects

Commercial

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Kakanad Property	Cochin	0.20	70.00%	0.14
2	Prestige Technostar	Bangalore	1.65	51.00%	0.84
3	Jacobs Land - IT Park	Bangalore	2.81	73.93%	2.08
4	Prestige Tech Park IV	Bangalore	1.25	90.00%	1.13
	Total - B		**5.91**		**4.19**

Retail

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Kakanad Property	Cochin	0.40	76.50%	0.31
2	Forum Mall - ORR	Bangalore	1.02	62.95%	0.64
	Total - C		**1.42**		**0.95**
	GRAND TOTAL - A+B+C		**31.15**		**21.33**

Land Bank & Projects Under Planning

Sl. No	Entity Name	Location	Land Area (Acres)	Economic Interest	PEPL Share (Acres)
1	Prestige Bidadi Holdings Pvt Ltd	Bidadi	142.74	100.00%	142.74
2	Prestige Projects Pvt Ltd	Bangalore	168.00	32.68%	54.90
3	Prestige Garden Resorts Pvt Ltd	Bangalore	7.00	100.00%	7.00
4	Eden Investments	Goa	74.13	77.50%	57.45
5	Prestige Estates Projects Ltd	Bangalore	112.91	69.41%	78.37
6	KRPL Techpark	Mysore	15.61	31.00%	4.84
7	Village D Nandi Pvt Ltd	Bangalore	22.95	100.00%	22.95
8	Prestige Nottinghill Investments	Bangalore	67.66	32.46%	21.96
	Total		**611.00**		**390.22**

ABOUT PRESTIGE

ADVANTAGE PRESTIGE

Iconic developments like 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

Awarded with financial rating of A- by ICRA

Legacy Spanning over 26 years

One of South India's Leading Developers

169 completed projects

Over 51.37 Mnsf of Developed Area

65 Ongoing Projects spanning over 56.94 Mnsf of Area

Excellence across all Real Estate Classes, i.e. Residential, Commercial, Retail & Hospitality

Only CRISIL DA1* rated Developer in India

Stable Cash Flows by way of Annuity Income & Diversified Cash Flows from Various Segments

One of the Most Trusted Developers by Land Owners and Customers

Strong Joint Venture partners like CapitaLand, RedFort , etc & Strong Associations with Various Banks & FIs

Strong Presence Across All South Indian States

Karnataka
- Bangalore
- Mysore
- Mangalore

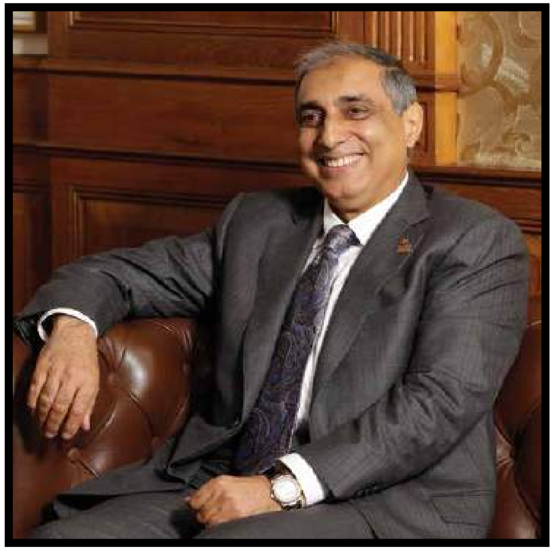
Tamil Nadu
- Chennai
- Ooty

Kerala
- Kochi

Andhra Pradesh
- Hyderabad

Goa

Board of Directors



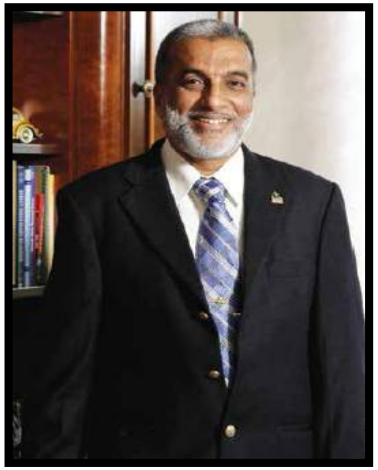
Irfan Razack
Chairman & Managing Director

Rezwan Razack
Joint Managing Director

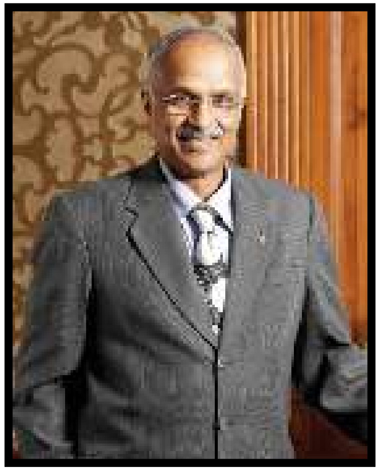
Noaman Razack
Wholetime Director

Jagdeesh K. Reddy
Independent Director

B.G. Koshy
Independent Director



Noor Ahmed Jaffer
Independent Director



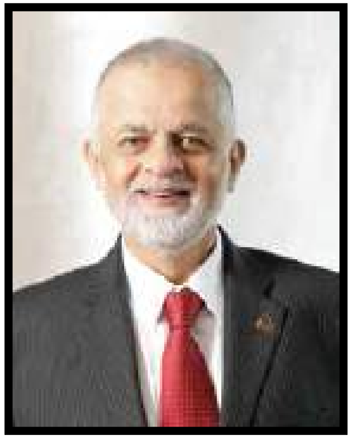
Dr. Pangal Ranganath Nayak
Independent Director

Executive Management

Faiz Rezwan
Executive Director
Contracts & Projects

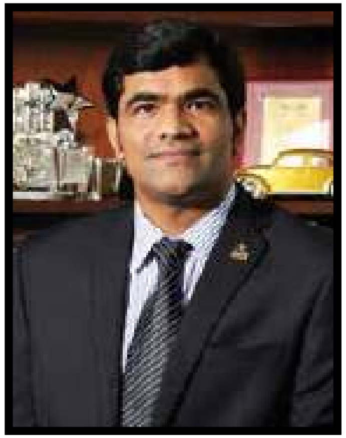
Uzma Irfan
Executive Director
Corporate Comm.

Sana Rezwan
Executive Director
Retail



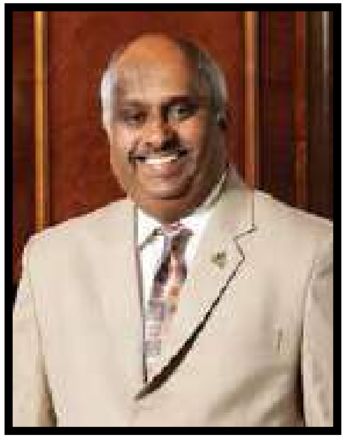
Zackria Hashim
Executive Director
Land Acquisition

Zaid Sadiq
Executive Director
Liasioning & Hospitality

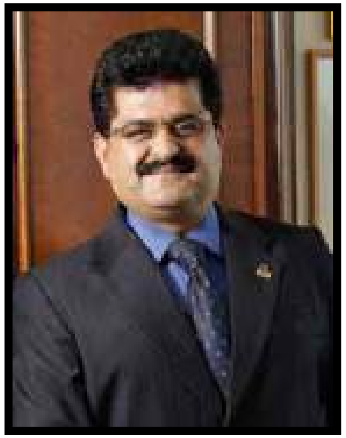


Venkat K Narayan
Executive Director
Finance & CFO

V. Gopal
Executive Director
Projects & Planning



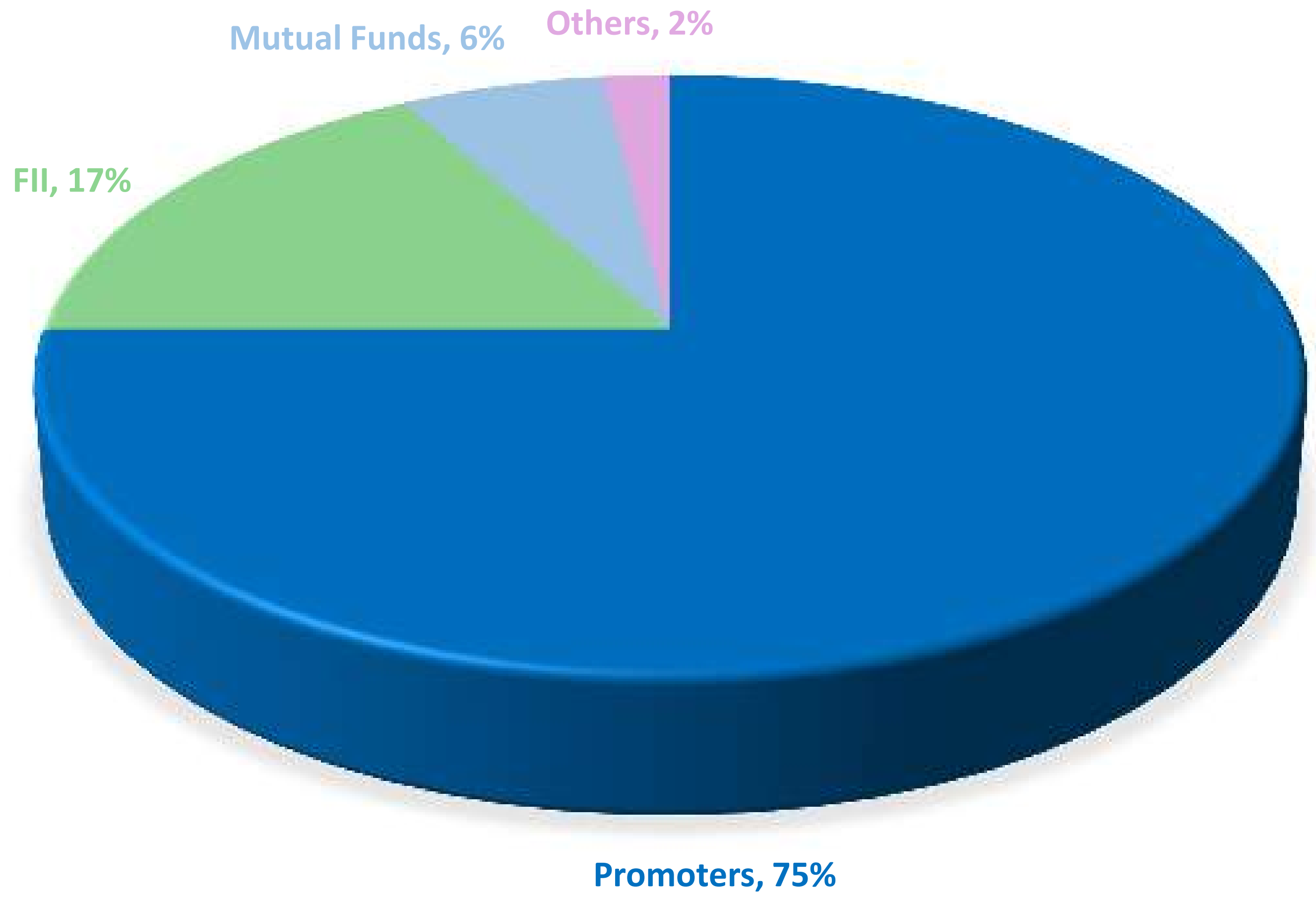
Arvind Pai
Executive Director
Legal



Nayeem Noor
Executive Director
Public Relations

Asha Vasan
Executive Director
Business Development

Shareholding Pattern



As on 31 December, 2013

AWARDS & RECOGNITION

Awards & Recognition

External
Financial rating
of A- by ICRA

Prestige Estates Projects Limited has been awarded with external financial rating of A- by ICRA

Awards & Recognition

CNBC Real Estate Awards 2013 for Prestige Notting Hill-Best Residential Project under Mid-Segment in Bengaluru city.

Awards & Recognition

CNBC Real Estate Awards 2013 for Prestige White Meadows – Best Residential Project under Ultra Luxury Segment in Bengaluru City – 50% complete

Prestige GROUP

Add Prestige to your life

PROJECT SNAPSHOT

A Virtual Tour

Project Snapshots - New Launches during the quarter

Prestige Lakeside Habitat

Perspective

Project Snapshots - New Launches during the quarter

Prestige Lakeside Habitat

Perspective

Project Snapshots – Residential Projects

Current Construction Progress

Prestige Ferns Residency

Prestige Park View

Prestige Bella Vista

Prestige Casabella

Project Snapshots – Residential Projects

Current Construction Progress

Prestige White Meadows

Prestige Royal Woods

Prestige Edwardian

Prestige Garden Bay

Project Snapshots – Residential Projects

Current Construction Progress

Prestige Glenwood

Prestige Hermitage

Prestige Mayberry

Kingfisher Towers

Project Snapshots – Commercial Projects

Current Construction Progress

Prestige Tech Park III

Exora Business Park – B2

Cessna Business Park – B8

Prestige Khoday Tower

Project Snapshots – Retail Projects

Current Construction Progress

Forum Sujana Mall

Forum Mangalore Mall

Mysore Central Mall

Forum Mysore Mall

Project Snapshots – Hospitality Projects

Current Construction Progress

Aloft

Hilton

Prestige
GROUP
Add Prestige to your life

GUIDANCE VS ACHIEVED

Guidance Vs Achieved

Particulars	Target for Full Year (FY 13-14)	Cumulative-9 months ended 31.12.2013	% Achieved
Sales (Rs. Mn)	43,000	35,560	83%
Turnover (Rs Mn)	20,000	14,934	75%
Collections (Rs. Mn)	23,000	21,618	94%
Launches (Mnsf)	14.00	12.86	92%
Leasing (Mnsf)	2.00	2.09	104%
Exit Rental Income (Rs. Mn)	3,200	2,849	89%
Debt Equity Ratio			
Consolidated	0.70	0.70	
Standalone	0.45	0.42	

** The Sales guidance given for FY 13-14 is for Total Sales. Out of the total sales guidance of Rs. 43,000 million given for FY 13-14, PEPL Share would tentatively be around Rs. 37,000 million.*

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

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