

INVESTOR PRESENTATION

Q3FY21 / 9MFY21



Pictures shot at location, Prestige Song of the south

INDEX

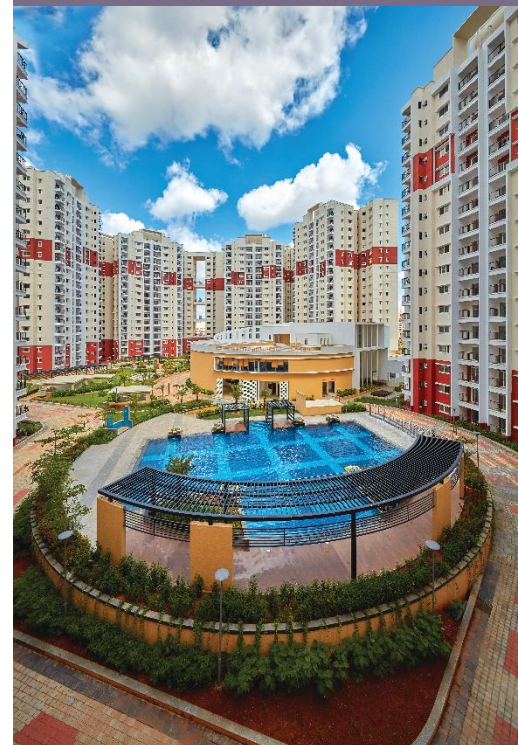
KEY HIGHLIGHTS

Q3/9MFY21



SEGMENT REVIEW

RESIDENTIAL | OFFICE | MALLS
HOTELS | PROPERTY MGT.



ABOUT PRESTIGE

SCALE | BOARD | BUSINESS MODEL





Pictures shot at location, Prestige Falcon City

OPERATIONAL HIGHLIGHTS | Q3FY21

₹20,260
Mn

SALES VALUE

Volume- 2.98 mn sf
Avg. Realization- ₹6,790
PG share- ₹ 15,752 mn

3.15
Mn sf

Launch

*Prestige Tranquil
Prestige Windsor Park*

₹14,303
Mn

COLLECTIONS

PG share- ₹ 11,278 mn

₹2,172
Mn

Rental Income

Leased- 0.02 mn sf



Pictures shot at location, Prestige Fintech

OPERATIONAL HIGHLIGHTS | 9MFY21

**₹36103
Mn**

SALES VALUE

Volume- 5.04 mn sf
Avg. Realization- ₹6,682
PG share- ₹ 28,116 mn

**7.11
Mn sf**

Launch

*Prestige Tranquil
Prestige Windsor Park
Prestige Primrose Hills
Prestige Waterford
Prestige Ocean Crest*

**₹33,076
Mn**

COLLECTIONS

PG share- ₹ 26,133 mn

**₹6216
Mn**

Rental Income

Leased- 0.75 mn sf



Pictures shot at location, Prestige Sunrise Park

FINANCIAL HIGHLIGHTS | Q3FY21

₹19,282
Mn

REVENUE

₹5,282
Mn

EBITDA

₹878
Mn

PAT

27.39%
EBITDA

Margins

4.55%
PAT



Pictures shot at location, Prestige Whitemedows

FINANCIAL HIGHLIGHTS | 9MFY21

₹51,412
Mn

REVENUE

₹15,667
Mn

EBITDA

₹2,016
Mn

PAT

30.47%
EBITDA

3.92%
PAT

Margins

Business Vertical Review

9M 2020-21	Office	Retail	Hospitality	Services	Residential	Total
Revenue	5,544	1,815	664	3,976	35,889	47,888
EBITDA	5,177	764	(197)	979	5,358	12,081
EBITDA %	93%	42%	-30%	25%	15%	25%
Depreciation	1,240	565	1,108	55	1	2,969
EBIT	3,937	199	(1,305)	924	5,357	9,112
EBIT %	71%	11%	-197%	23%	15%	19%
Interest Expenses	1,342	719	591	(28)	2,421	5,045
PBT	2,595	(519)	(1,896)	952	2,936	4,068
PBT %	47%	-29%	-286%	24%	8%	8%
Joint Venture share of loss / (profit)	350	-	8	-	(95)	263
PBT after Joint Venture share of loss / (profit)	2,245	(519)	(1,904)	952	3,031	3,805
Tax	653	(132)	(477)	333	1,105	1,482
PAT	1,592	(387)	(1,427)	619	1,926	2,323

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

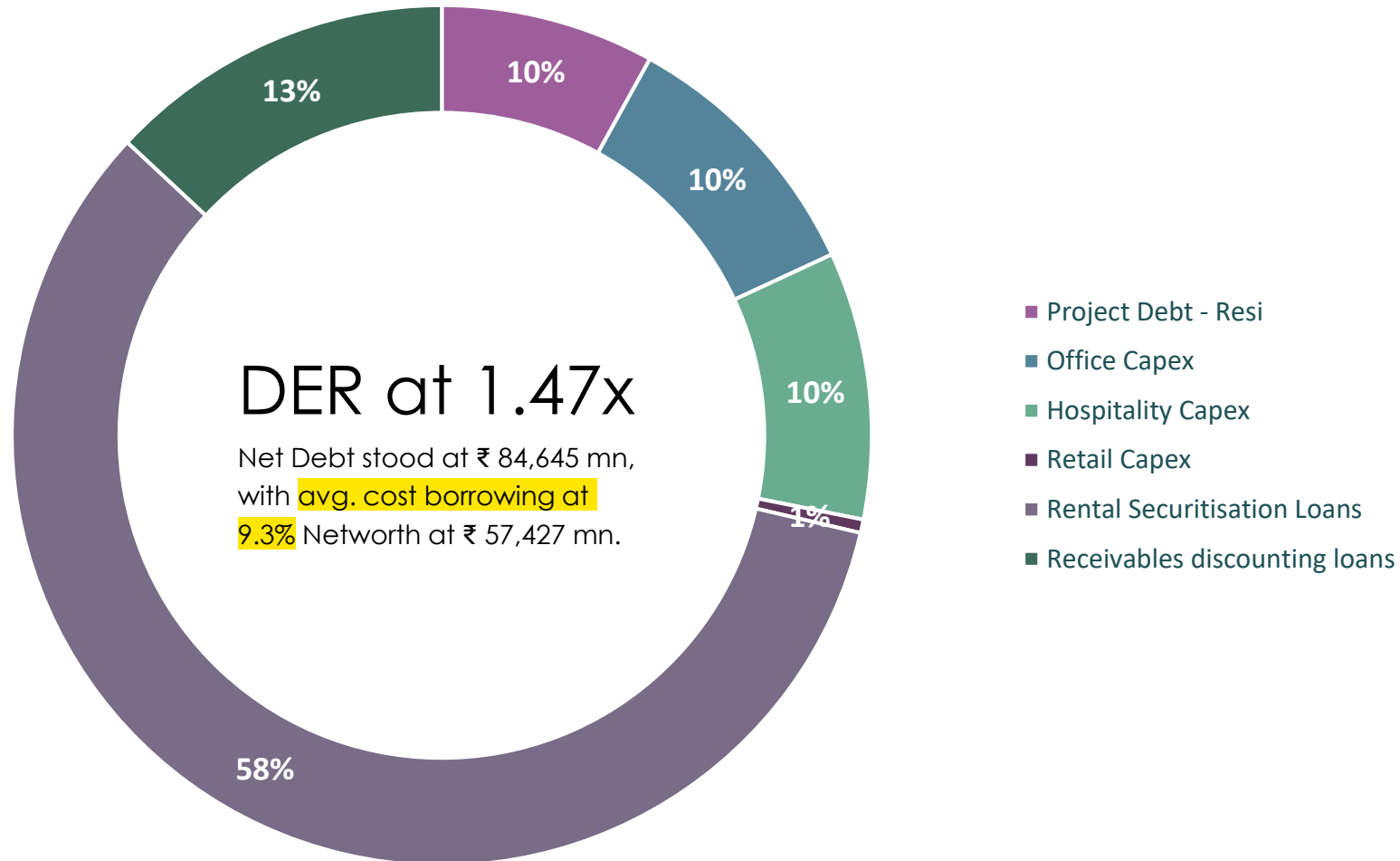
Capital Employed - (Excluding Underconstruction)						
Equity	8,488	5,218	11,254	1,260	10,204	36,424
Debt	36,247	17,464	10,838	108	21,007	85,664
Capital Employed	44,735	22,682	22,092	1,368	31,211	1,22,088
ROCE (ANNUALISED)	15.43%	4.49%	-1.19%	95.42%	22.89%	13.19%
ROE (ANNUALISED)	60.24%	1.16%	-9.34%	106.56%	38.38%	25.76%

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.26,684 million and Rs.8,309 million respectively

Debt Profile



Residential Segment

119 Projects
89 mn sf

CRISIL DA1
Graded Projects

COMPLETED

31 Projects
38 mn sf

ONGOING

12 Projects
31 mn sf

UNDER PLANNING

Cash flow of
Rs 136,128 mn

HDFC
Capital
Development
Platform



Ongoing Projects

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 MSR	Bengaluru	0.09	45.00	0.04
12	Prestige Northpoint	Bengaluru	0.40	51.00	0.20
13	Prestige Park Square	Bengaluru	1.19	42.00	0.50
14	Prestige Primrose Hills	Bengaluru	1.90	68.00	1.29
15	Prestige Song of the South- Phase II	Bengaluru	1.26	69.04	0.87

Ongoing Projects

S.No.	Project	City/State	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
16	Prestige Vista Towers	Bengaluru	0.26	51.00	0.13
17	Prestige Waterford	Bengaluru	1.75	60.00	1.05
18	Prestige Willow Tree	Bengaluru	0.91	62.00	0.57
19	Prestige Woodland Park	Bengaluru	0.38	50.00	0.19
20	Prestige Cityscape	Kochi	0.30	50.00	0.15
21	Prestige Courtyards	Chennai	1.02	70.00	0.71
22	Prestige High Fields	Hyderabad	5.89	68.34	4.02
23	Prestige Hillcrest	Ooty	0.11	50.00	0.05
24	Prestige Hillside Gateway	Kochi	1.46	72.00	1.05
25	Prestige Ocean Crest	Goa	0.30	50.00	0.15
26	Prestige Panorama	Kochi	0.29	50.00	0.15
27	Prestige Palm Residences	Mangaluru	0.35	75.00	0.26
28	Prestige Tranquil	Hyderabad	2.24	100.00	2.24
29	Prestige Valley Crest	Mangaluru	1.01	70.00	0.71
30	Prestige Windsor Park	Chennai	0.91	68.50	0.62
31	Prestige Nirvana	Hyderabad	1.04	100.00	1.04
TOTAL			38.11		22.13

₹69,171 Mn cash flow from Under construction Projects

Particulars	Area in Mn Sft	₹ Mn	%
Total Developable Area	85.06		
Car Park Area	22.95		
Total Saleable Area	62.10		
PG area share	48.00		
Estimated Value		3,23,306	
Sold	34.57	2,36,154	72
Collections		1,88,983	
Balance to collect		47,172	
Stock	13.42	87,152	28
Recovery from Land Owner		-	
Refundable Deposit		4,597	
Projectable Inflow-A		1,38,921	
Cost of Development		2,17,040	
Incurred as of Q3F21		1,47,291	
Balance to Spend-B		69,750	
Free Cash flow (A-B)		69,171	

Stock Category	Area	Value
Ongoing-Premium & Luxury Projects	0.003	80
Ongoing-Mid Income Projects	9.51	56,127
Commercial Projects	1.45	8,711
Completed Projects	2.45	22,235
Total	13.42	87,152

Projects Under Planning – 31 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	12.98	60.00	7.79
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	Jeejamata Nagar	Mumbai	4.98	50.00	2.49
11	Prestige Park Drive	Bengaluru	0.67	40.00	0.27
12	Prestige Smart City- Plotted Development	Bengaluru	1.85	60.00	1.11
TOAL			30.92		19.53

₹66,957 Mn cash flow from Under Planning Projects

Particulars	Area in Mn Sft	₹ Mn
Total Developable Area	30.92	
Car Park Area	6.51	
Total Saleable Area	24.41	
PG area share	20.07	
Estimated Value-A		1,61,752
Cost of Development		1,06,178
Incurred as of Q3F21		10,458
Balance to spend-B		95,720
RD Paid-C		925
Free Cash flow (A-B+C)		66,957

OFFICE PORTFOLIO



01

Projects Completed

112 Projects

36.22 mn sft

02

Under construction

11 Projects

14.65 mn sft

03

Under Planning

14 Projects

22.29 mn sft

04

Annuity income pa

₹ 31,319 mn Potential

₹ 7,234 mn from yielding

Operating Assets

S.No.	Project Name	Leasable Area	Interest (%)	PG Interest (MnSf)	Rent P.A.
1	Cessna (B1 to B9 & B11)	3.68	85.00	3.13	2,211
2	Cessna (B10)	0.48	85.00	0.41	397
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	293
6	West Palm Developers Pvt Ltd	0.32	61.00	0.20	98
7	SKN Commercial	0.22	100.00	0.22	186
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	81
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	1.36	51.00	0.69	749
18	Prestige Phoenix	0.05	50.00	0.02	16
19	Prestige Fin-Tech	0.38	100.00	0.38	158
Total		12.29		10.23	7,234

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	1.65	100.00	1.65
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 Metropolitan	Chennai	0.39	45.00	0.18
11	Prestige Sky Tech	Hyderabad	2.71	67.00	1.82
Total			14.65		11.21

Upcoming Projects- 29 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 Smart City	Bengaluru	0.53	60.00	0.32
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 Waterfront	Bengaluru	0.50	60.00	0.30
10	Prestige Cyber Green- Phase II	Kochi	0.62	100.00	0.62
11	Prestige Tech Hub	Bengaluru	1.45	60.00	0.87
12	BKC	Mumbai	3.44	50.00	1.72
13	BKC II	Mumbai	3.36	50.00	1.68
14	Turf View	Mumbai	2.34	50.00	1.17
Total B			29.29		19.50

RETAIL PORTFOLIO



01

Projects Completed

10 Projects

7.08 mn sft

02

Under construction

3 Projects

2.56 mn sft

03

Under Planning

3 Projects

3.17 mn sft

04

Annuity income pa

₹ 5904 mn Potential

₹ 3389 mn from yielding

Operating Assets

S.No.	Project Name	Leasable Area	Interest (%)	PG Interest (MnSf)		Rent P.A.
1	Forum Sujana Mall Hyderabad	0.81	100.00	0.81	0.81	992
2	Forum Fiza Mall	0.66	68.00	0.45	0.45	204
3	Forum Vijaya Mall	0.64	50.00	0.32	0.32	413
4	Forum Mall Shantiniketan	0.64	64.90	0.42	0.42	387
5	Forum Celebration Mall	0.39	100.00	0.39	0.39	228
6	Forum Mall Bengaluru	0.35	71.92	0.25	0.25	495
7	Forum Centre City Mall	0.31	100.00	0.31	0.31	188
8	The Forum Neighbourhood Mall	0.29	100.00	0.29	0.29	311
9	UB City Retail	0.10	45.00	0.05	0.05	148
10	Prestige Mysore Central	0.08	65	0.05	0.05	23.51
Total		4.28		3.35		3,389

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
Total		2.56		1.06

Upcoming Projects- 3 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 13o North	Bengaluru	1.20	100.00	1.20
Total C		3.17		2.25



01

Projects Completed

8 Projects
1,262 KEYS

02

Projects under construction

2 Projects
1,229 KEYS

03

Projects under planning

4 Projects
367 KEYS

04

Income Potential

Rs 5,813 mn PGS
Yielding Rs 3,275 mn PGS

2,858 KEYS,

Hospitality Segment

Ongoing Projects- 1229 Keys

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

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
Total		367		314

PROPERTY MANAGEMENT PORTFOLIO

₹ 4500+ 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



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
Total			262		239

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

Summary of Annuity Portfolio

1. OFFICE

*Values Based on current rental rates
And excludes rentals from property mgt
portfolio*

Value in ₹ Million	OPERATING	ONGOING	UPCOMING	TOTAL
GLA	12.33	6.87	22.15	41.35
Economic Interest	10.23	4.79	14.68	29.70
Rentals p.a. ₹	9,403	8,074	31,727	49,204
Economic Interest ₹	7,234	5,272	18,814	31,319

2.RETAIL

Value in ₹ Million	OPERATING	ONGOING	UPCOMING	TOTAL
GLA	4.28	1.78	2.43	8.49
Economic Interest	3.35	0.73	1.72	5.80
Rentals p.a. ₹	4,493	2,660	1,966	9,119
Economic Interest ₹	3,388	1,067	1,448	5,904

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



34+ Years
Of trust...

Residential | Office | Shopping Malls | Hospitality | Property Management



249 Projects
across 135 mn sf
Completed *since inception*

CRISIL DA1

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	111	81.97	112	36.22	10	7.08	8	2.56	8	7.42	249	135.25
Ongoing Projects	30	37.07	11	14.65	3	2.56	2	3.25	1	1.04	47	58.58
Upcoming Projects	10	28.40	14	29.29	3	3.17	4	0.61	2	2.52	33	63.99
Land Bank/Deal pipeline												27.00
TOTAL	151	147	137	80	16	13	14	6	11	11	329	284.82

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 Rezwan
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

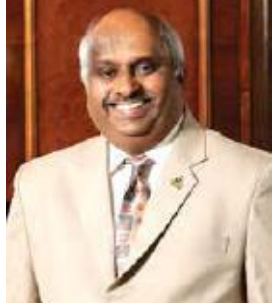


Zackria Hashim
Executive Director- Land
Acquisition



Venkat K Narayan
Chief Executive Officer

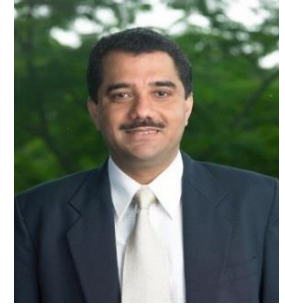
Executive Management



Arvind Pai
Executive Director- Legal



Suresh Singaravelu
Executive Director- Retail,
Hospitality



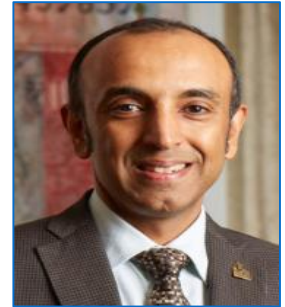
Swaroop Anish
Executive Director- Business
Development



V. Gopal
Executive Director-
Projects & Planning



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



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

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.

Pictures shot at location, Prestige Song of the south

Thank You

WE HAVE MOVED TO OUR NEW OFFICE

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