

INVESTOR PRESENTATION

Q3/9MFY22

INDEX.

Timeline

- 01 Operational Highlights
- 02 Financial Highlights
- 03 DER Profile
- 04 Segment Review
- 05 About Prestige

OPERATIONAL HIGHLIGHTS - Q3F22.



Sales

₹42,676 Mn

From 5.58 Mn. Sft, ARPS ₹ 7,642
+111% from ₹ 20260 Mn (PY),
+102% from ₹ 21119 Mn (PQ)
PG Share ₹ 34,481 Mn from 4.93
Mn. Sft.



Collections

₹24,316 Mn

+70% from ₹ 14303 Mn (PY),
+57% from ₹ 15515 Mn (PQ)
PG Share ₹16035 Mn



Launches

8.27 Mn. Sft

Prestige Avalon Park
Prestige Jasdan Classic
Prestige Beverly Hills
Prestige Eden Park
Prestige Aspen Greens



Completions

1.02 Mn. Sft

Prestige Courtyards

OPERATIONAL HIGHLIGHTS - 9MFY22.



Sales

₹71,134 Mn

From 10.22 Mn. Sft, ARPS ₹6961
+97% from ₹ 36103 Mn (PY),
PG Share ₹ 57413Mn



Collections

₹50,054 Mn

+51% from ₹ 33076 (PY),
PG Share ₹ 36213 Mn



Launches

11.76 Mn. Sft



Completions

9.30 Mn. Sft

FINANCIAL HIGHLIGHTS - Q3F22.



Revenue

₹13,960 Mn

₹ 13,923 Mn (PQ)



EBIDTA

₹4,220 Mn

₹ 4,396 Mn (PQ)



PAT

₹990 Mn

₹ 937 Mn (PQ)



MARGINS

EBIDTA 30.23%

PAT 7.09%

FINANCIAL HIGHLIGHTS – 9MF22.



Revenue
₹42,617 Mn



EBIDTA
₹12,647 Mn



PAT
₹2,853 Mn



MARGINS
EBIDTA 29.68%
PAT 6.69%

BUSINESS SEGMENT REVIEW – 9MF22.

9M 2021-22	Office	Retail	Hospitality	Services	Residential	Others	Total
Revenue	1,366	415	1,217	4,032	30,394	3,955	41,379
EBITDA (excluding other income)	1,113	258	104	687	5,638	3,609	11,409
EBITDA %	81%	62%	9%	17%	19%	91%	28%
Depreciation	408	40	806	72	259	1,820	3,405
EBIT (excluding other income)	705	218	(702)	615	5,379	1,789	8,004
EBIT %	52%	53%	-58%	15%	18%	45%	19%
Interest Expenses (Net of other income)	148	47	404	8	1,071	1,780	3,458
PBT before JV Share of loss / (profit)	557	171	(1,106)	607	4,308	9	4,546
PBT %	41%	41%	-91%	15%	14%	0%	11%
Joint Venture share of loss / (profit)	-	-	-	-	-	-	222
PBT after JVshare of loss / (profit)	557	171	(1,106)	607	4,308	9	4,324
Tax	140	43	(278)	212	1,351	3	1,471
PAT	417	128	(828)	395	2,957	6	2,853

BUSINESS SEGMENT REVIEW – 9MF22.

9M 2021-22 Capital Employed		Office	Retail	Hospitality	Services	Residential	Others	Total
Equity	A	34,271	6,839	18,358	538	19,808	-11,396	68,418
Debt (including ongoing capex)	B	12,751	2,849	9,630	-	24,801		50,031
Debt taken for ongoing capex project	C	10,148	2,286	2,982	-	-	-	15,417
Debt (excluding ongoing capex)	D=(B-C)	2,603	563	6,648	-	24,801	-	34,614
Capital Employed	E=(A+B)	47,022	9,688	27,988	538	44,609	-11,396	1,18,449
Capital employed on Ongoing capex projects	F	42,241	6,869	9,808	-	27		58,945
Capital Employed (excluding ongoing capex projects)	G=E-F	4,781	2,819	18,180	538	44,582		59,504
Debt (excluding ongoing capex)	D	2,603	563	6,648	-	24,801		34,614
Equity	G-D	2,178	2,256	11,533	538	19,781		36,286
ROCE (ANNUALISED)		31%	12%	1%	170%	17%		26%
ROE (ANNUALISED)		59%	12%	-3%	168%	31%		29%

Impact of IND AS 116 and Net results attributable to Assets Held for sale has been considered under "Others"

1. ROCE - EBITDA/ CAPITAL EMPLOYED

2. ROE - PBT +DEPRECIATION/ CAPITAL EMPLOYED

MUMBAI PROJECTS ₹ 409,507 Mn aprox.

Values in ₹ Mn
Area in mn.sft

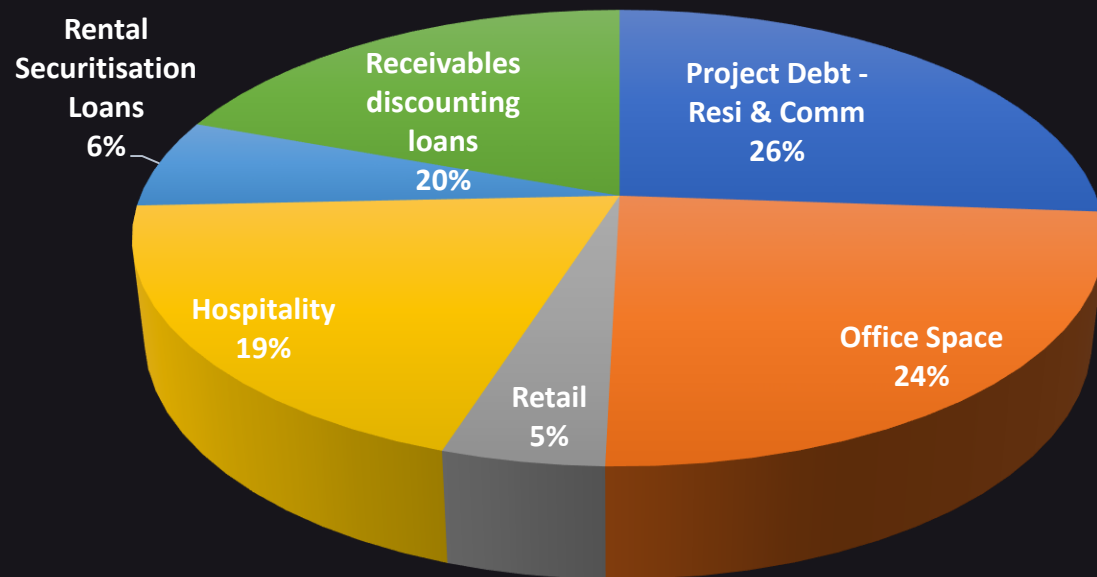
S.No. A+B A	Project	Salable Area	Expected Selling Price on salable area	Total Sale value Rs In Mn	PEPL %	PEPL Share of Sales Value In Mn
1	Prestige Jasdan Classic, Byculla	0.59	25,000	14,845	100	14,845
	<u>Upcoming Resi</u>					
1	The Prestige City at Mulund	7.93	14,000	1,10,981	68	75,779
2	Prestige Daffodils, Pali Hill	0.12	70,000	8,201	65	5,330
3	Prestige Ocean Towers, Marine Lines	0.80	55,000	44,000	50	22,000
Total A		9.44		1,78,026		1,17,954

Upcoming Commercial

S.No.	Project	Total Leasable area	Expected Selling Price	Total Sale value Rs In Mn	PEPL %	PEPL Share of Sales Value In Mn	Projected Rent per sqft	PEPL Projected Rental PA (in case of leasing)
1	Prestige 101, BKC	2.60	30,000	78,000	50	39,000	300	4,680
2	Prestige 102, BKC	2.20	30,000	66,000	50	33,000	300	3,960
3	Prestige Liberty Towers, Worli	2.50	35,000	87,481	50	43,741	300	4,499
	Total	7.30		2,31,481		1,15,741		13,139
	Grand Total	16.74		4,09,507		2,33,695		

* Excludes Jeejamata Nagar Project

DEBT PROFILE



DER at 0.57x

1. Net Debt stood at ₹41,715 mn (PQ ₹ 30,884 mn)
2. Avg. cost borrowing at 9.38%
3. Networth at ₹ 73274 mn (PQ ₹ 72,126 mn.)

RESIDENTIAL SEGMENT

ACROSS 12 LOCATIONS

126

Completed Projects

Across 99.70 Mn. Sft.

32

Ongoing Projects

Across 40 Mn. Sft.

21

Under planning Projects

Across 43 Mn. Sft.

**CRISIL
DA1+**

Graded Projects

OFFICE SEGMENT

112

Completed Projects

Across 36 Mn. Sft.

13

Ongoing Projects

Across 19 Mn. Sft.

13

Under planning Projects

Across 25 Mn. Sft.

GRADE A

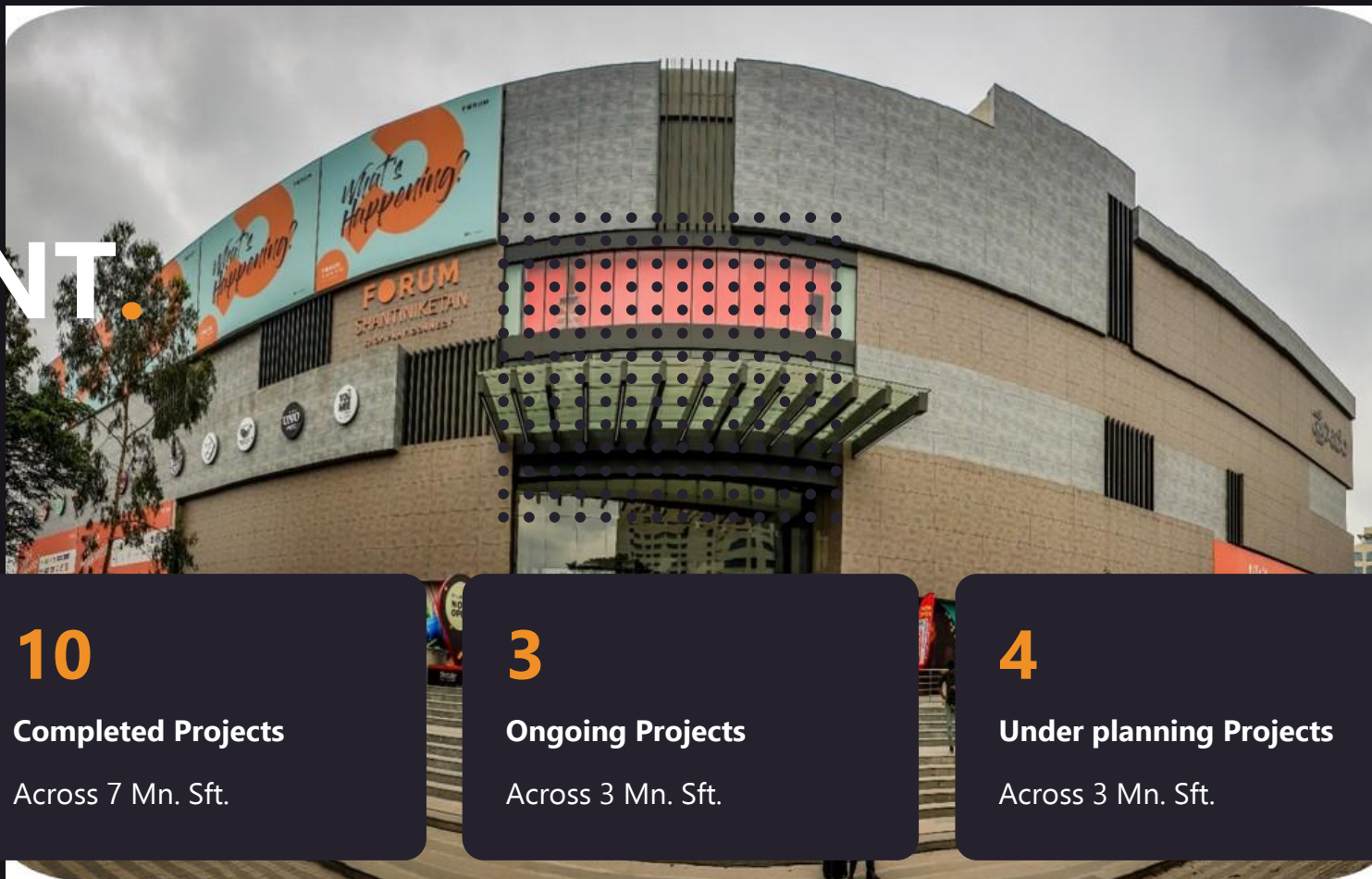
₹2,551 Mn

exit rent pa

₹25,000+ Mn

**Incremental
Projected Rent pa**

RETAIL SEGMENT.



10

Completed Projects

Across 7 Mn. Sft.

3

Ongoing Projects

Across 3 Mn. Sft.

4

Under planning Projects

Across 3 Mn. Sft.

THE
FORUM
BRAND

₹1,034 Mn

exit rent pa

₹3,000 Mn

Incremental
Projected Rent pa

LUXURY HOTELS

1,071 KEYS

Operational

1,076 KEYS

Ongoing

Across 3 Mn. Sft.

367 KEYS

Under planning

₹5596+ Mn

Projected Rent pa
(₹2,638 Mn Yielding)

PROPERTY MANAGEMENT.

256

Completed Projects

Across 146 Mn. Sft.

92+

Pipeline Projects

Across 165 Mn. Sft.

₹5,300+ Mn

Revenue pa

₹ 10,000+ Mn

incremental revenue pa



34+ Years
Of trust...

Residential | Office | Shopping Malls | Hospitality | Property Management



256 Projects
across 146 mn sf
Completed *since inception*

CRISIL DA1+

Residential | Office | Shopping Malls |
Warehousing And Logistics | 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	118	92.32	112	36.22	10	7.08	8	2.56	8	7.42	256	145.60
Ongoing Projects	30	36.03	13	18.85	4	2.56	2	3.90	2	4.14	51	65.48
Upcoming Projects	19	39.98	13	24.60	4	3.30	4	0.61	2	2.67	42	71.16
Land Bank/Deal pipeline	-	-	-	-	-	-	-	-	-	-	-	27.00
TOTAL	167	168	138	80	18	13	14	7	12	14	349	309.24

BOARD



Irfan Razack
Chairman & Managing Director



Dr. 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



Jagdeep Singh Marwaha
CEO –Prestige Office Ventures



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



Amit Mor
Chief Financial Office

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.

Annexure

RESIDENTIAL - ONGOING PROJECTS

S.No.	Project	State/City	Developable Area (Mnsf)	Economic Interest (%)	Prestige Share (Mnsf)
Residential:					
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 Northpoint	Bengaluru	0.40	51.00	0.20
10	Prestige Park Square	Bengaluru	1.19	42.00	0.50
11	Prestige Primrose Hills	Bengaluru	1.90	68.00	1.29
12	Prestige Song of the South- Phase II	Bengaluru	1.26	69.04	0.87
13	Prestige Vista Towers	Bengaluru	0.26	51.00	0.13
14	Prestige Waterford	Bengaluru	1.75	60.00	1.05

RESIDENTIAL - ONGOING PROJECTS

S.No.	Project	City/State	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
15	Prestige Willow Tree	Bengaluru	0.91	62.00	0.57
16	Prestige Woodland Park	Bengaluru	0.38	50.00	0.19
17	Prestige Cityscape	Kochi	0.30	50.00	0.15
18	Prestige Hillcrest	Ooty	0.11	50.00	0.05
19	Prestige Hillside Gateway	Kochi	1.46	72.00	1.05
20	Prestige Ocean Crest	Goa	0.30	50.00	0.15
21	Prestige Panorama	Kochi	0.29	50.00	0.15
22	Prestige Palm Residences	Mangaluru	0.35	75.00	0.26
23	Prestige Tranquil	Hyderabad	2.24	73.00	1.64
24	Prestige Valley Crest	Mangaluru	1.01	70.00	0.71
25	Prestige Windsor Park	Chennai	0.91	68.50	0.62
26	Prestige Jasdan Classic	Mumbai	0.81	100.00	0.81
27	Prestige Beverly Hills	Hyderabad	2.24	73.00	1.63
28	The Prestige City - Aspen Greens	Bengaluru	0.50	60.00	0.30
29	The Prestige City - Avalon Park	Bengaluru	2.03	60.00	1.22
30	The Prestige City - Eden Park	Bengaluru	2.69	60.00	1.61
31	Prestige Park Drive	Bengaluru	0.66	45.00	0.30
32	Great Acres @ The Prestige City	Bengaluru	3.49	60.00	2.0
Total			40.18		22.19

₹87,551+ Mn CASH FLOW FROM ONGOING & COMPLETED PROJECTS &

Particulars	Area in Mn Sft	₹ Mn	%
Total Developable Area	75.12		
Car Park Area	20.57		
Total Saleable Area	54.54		
PG area share	43.62		
Estimated Value		3,11,463	
Sold	33.02	2,32,859	76
Collections		1,55,268	
Balance to collect		77,591	
Stock	10.60	78,603	24
Recovery from Land Owner		-	
Refundable Deposit		2,978	
Projectable Inflow-A		1,59,172	
Cost of Development		1,97,668	
Cost Incurred		1,26,046	
Balance to Spend-B		71,622	
Free Cash flow (A-B)		87,551	

Category	Area	Value
Ongoing-Premium & Luxury Projects	0.224	9,680
Ongoing-Mid Income Projects	6.382	39,749
Commercial Projects	1.454	8,726
Completed Projects	2.544	20,449
Total	10.60	78,603

RESIDENTIAL - UNDER PLANNING

S.No.	Project	City	Developable Area (Mnsf)	Economic Interest (%)	Prestige Share (Mnsf)
Residential:					
1	Prestige Glenbrook	Bengaluru	0.56	100.00	0.56
2	Prestige Green Gables	Bengaluru	0.71	60.00	0.42
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	The Prestige City - Aston Park	Bengaluru	1.35	60.00	0.81
7	The Prestige City - Meridian Park Ph I	Bengaluru	1.82	60.00	1.09
8	The Prestige City - Meridian Park Ph II	Bengaluru	2.34	60.00	1.40
9	The Prestige City - Meridian Park Ph III	Bengaluru	1.81	60.00	1.09
10	Prestige Bougainvillea Gardens	Noida	3.10	72.00	2.23
11	Prestige Highline	Chennai	4.54	78.00	3.54
12	Jeejamata Nagar	Mumbai	4.98	50.00	2.49
13	The Prestige City at Mulund	Mumbai	10.78	68.28	7.36

RESIDENTIAL - UNDER PLANNING

S.No.	Project	City	Developable Area (Mnsf)	Economic Interest (%)	Prestige Share (Mnsf)
Residential:					
14	Prestige Daffodils	Mumbai	0.24	65.00	0.16
15	Prestige Lakeside Habitat - Serenity Shores	Bengaluru	1.31	70.00	0.91
16	Prestige Eden Garden	Kochi	0.30	100.00	0.30
17	Prestige Ocean Pearl	Calicut	1.53	50.00	0.76
18	Prestige Rock Cliff	Hyderabad	0.71	55.00	0.39
19	Kokapet	Hyderabad	2.99	100.00	2.99
Plotted Development:					
20	Prestige Marigold	Bengaluru	0.96	51.00	0.49
21	Prosperity Enclave	Bengaluru	1.71	45.00	0.77
Total			43		28

₹83,871+ Mn CASH FLOW FROM UPCOMING PROJECTS

Particulars	Area in Mn Sft	₹ Mn
Total Developable Area	42.70	
Car Park Area	8.14	
Total Saleable Area	34.56	
PG area share	25.11	
Estimated Value-A		2,49,004
Cost of Development		1,80,674
Cost Incurred		14,666
Balance to spend-B		1,66,009
RD Paid-C		875
Free Cash flow (A-B+C)		83,871

OFFICE SEGMENT – Exit rental of ₹ 2,551 mn

S.No.	Project Name	Leasable Area	Interest (%)	Interest (MnSf)	Rent P.A.
1	Prestige Logistic Centre	0.39	100.00	0.39	83
2	Prestige Polygon	0.33	100.00	0.33	342
3	West Palm Developers Pvt Ltd	0.32	61.00	0.20	101
4	SKN Commercial	0.21	100.00	0.21	179
5	Forum Vijaya-Commercial	0.19	50.00	0.10	57
6	Presitge Estates Projects Ltd.	1.57	100.00	1.57	618
7	Prestige Cybertower	0.36	100.00	0.36	87
8	Prestige TMS Square	0.22	58.00	0.13	85
9	Prestige Central Street	0.13	45.61	0.06	64
10	Prestige Technopolis	0.20	100.00	0.20	74
11	Prestige Saleh Ahmed	0.07	44.25	0.03	43
12	Prestige Cube	0.03	100.00	0.03	35
13	Prestige Star Tech	1.37	51.00	0.70	767
14	Prestige Phoenix	0.05	50.00	0.02	16
	Total	5.42		4.31	2,551

OFFICE | ONGOING PROJECTS- 19 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 Tech Park IV (Adobe)	Bengaluru	0.59	100.00	0.59
3	Prestige Minsk Square	Bengaluru	0.62	55.00	0.34
4	Prestige Summit	Bengaluru	0.19	50.00	0.09
5	Prestige Tech Pacific Park	Bengaluru	1.65	62.95	1.04
6	Prestige Tech Park IV	Bengaluru	1.05	100.00	1.05
7	Prestige Alpha Tech	Pune	1.17	77.00	0.90
8	Prestige Cosmopolitan	Chennai	0.12	100.00	0.12
9	Prestige Cyber Green- Phase I	Kochi	0.90	100.00	0.90
10	DIAL (Aerocity)	Delhi	0.78	50.00	0.39
11	Prestige Metropolitan	Chennai	0.39	45.00	0.18
12	Prestige Sky Tech	Hyderabad	2.71	67.00	1.82
13	Prestige Lake Shore Drive	Bengaluru	4.02	90.00	3.62
Total			18.85		15.04

OFFICE | UPCOMING PROJECTS – 25 MN SF TDA

S.No.	Project	State/City	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
1	Prestige Capital Square	Bengaluru	0.17	65.00	0.11
2	Prestige Tech Forest	Bengaluru	3.71	68.00	2.52
3	Prestige Techzone	Bengaluru	1.90	67.00	1.27
4	Prestige Tech Habitat	Bengaluru	4.24	68.00	2.88
5	Prestige Waterfront	Bengaluru	0.70	60.00	0.42
6	Prestige Cyber Green- Phase II	Kochi	0.62	100.00	0.62
7	Prestige 101	Mumbai	2.16	50.00	1.08
8	Prestige 102	Mumbai	2.16	50.00	1.08
9	Prestige Liberty Towers	Mumbai	3.25	50.00	1.62
10	Prestige Tech park 5	Bengaluru	0.13	100.00	0.13
11	Shipco	Kolar	2.12	70.00	1.49
12	Prestige Landmark	Bengaluru	2.21	50.00	1.11
13	Prestige Tech Hub	Bengaluru	1.23	60.00	0.74
Total			24.60		15.07

RETAIL

ONGOING PROJECTS- 3 MN SF TDA

Projects	Location	TDA	PGS%	PGS
Falcon City Forum Mall	Bengaluru	1.27	62.00	0.79
Forum Thomsun	Kochi	1.06	50.00	0.53
Forum Rex Walk	Bengaluru	0.24	34.41	0.08
Total		2.56		1.40

RETAIL

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
The Prestige City	Bengaluru	0.13	60.00	0.08
Total		3.30		2.33

RETAIL | OPERATING ASSETS – Exit rental of ₹ 1,034 mn

S.No.	Project Name	Leasable Area	Interest (%)	Interest (MnSf)	Rent P.A.
1	Forum Sujana Mall Hyderabad	0.81	15.00	0.12	149
2	Forum Fiza Mall	0.66	10.20	0.07	31
3	Forum Vijaya Mall	0.64	50.00	0.32	412
4	Forum Mall Shantiniketan	0.64	9.74	0.06	58
5	Forum Celebration Mall	0.39	15.00	0.06	34
6	Forum Mall Bengaluru	0.35	10.79	0.04	74
7	Forum Centre City Mall	0.31	15.00	0.05	58
8	The Forum Neighbourhood Mall	0.29	15.00	0.04	47
9	UB City Retail	0.10	45.00	0.05	148
10	Prestige Mysore Central	0.08	65.00	0.05	24
TOTAL		4.27		0.85	1,034

HOTELS

ONGOING PROJECTS- 1076 KEYS

Projects	Location	Keys	PGS%	PGS
JW Marriott Hotel	Bengaluru	297	100.00	297
DIAL	Delhi	779	50.00	390
Total		1076		687

HOTELS

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

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
Total			262		239

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



THANK YOU

For any queries Please contact,

E: investors@prestigeconstructions.com

Registered Office- No. 19, Brunton Road,(Off M.G Road)

Bangalore 560 025

Landmark- Trinity Metro Station

T: +91 -80 -25001 248,

F: + 91 -80 -25591945,

Website: www.prestigeconstructions.com