

PRESTIGE ESTATES PROJECTS LTD

Q3 FY23

INVESTOR PRESENTATION

AGENDA

Q3 FY23



01

KEY HIGHLIGHTS

- Our Presence
- Scale of Operations
- Key Highlights 9M | Q3
- Operational Highlights
- Financial Highlights
- Debt Profile



02

SEGMENT ANALYSIS

- Residential
- Commercial
- Retail
- Hospitality
- Property Management



03

MUMBAI PROJECTS

- Residential
- Commercial



04

MANAGEMENT

- Board of Directors
- Leadership Team

PRESENCE IN 12+ CITIES AND EXPANDING

36

YEARS
OF LEGACY

278

PROJECTS
DELIVERED
(165 mn sft)

55

ONGOING
PROJECTS
(75 mn sft)

43

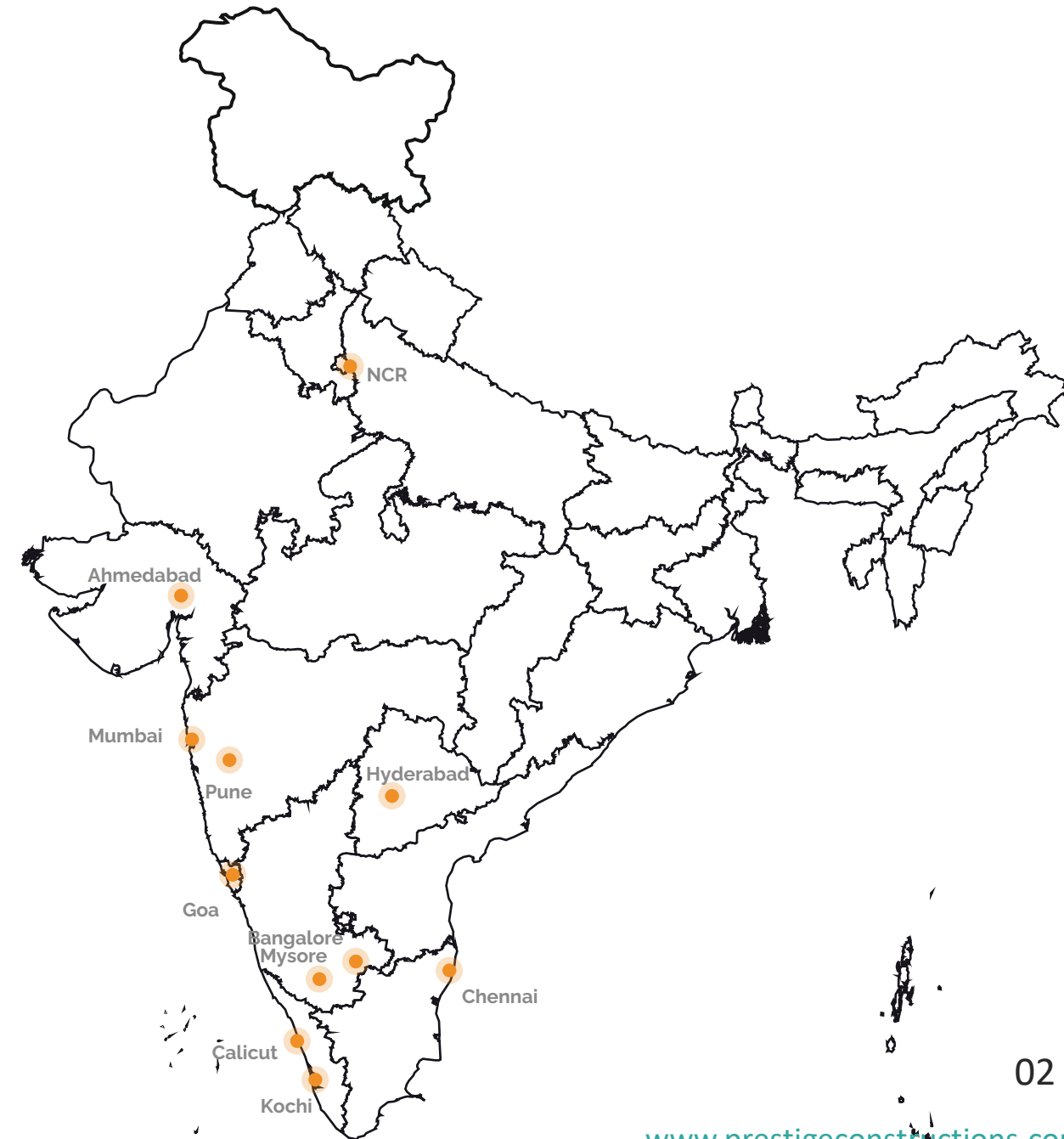
UPCOMING
PROJECTS
(93 mn sft)

DA1+

CRISIL
GRADING

A+

STABLE
ICRA
RATING



SCALE OF OPERATIONS – AS ON Q3 FY23



COMPLETED PROJECTS

RESIDENTIAL
138 113 mn sft

COMMERCIAL
119 40 mn sft

RETAIL
12 9 mn sft

HOSPITALITY
9 4 mn sft

TOTAL COMPLETED
278 165 mn sft

ONGOING PROJECTS

RESIDENTIAL
35 44 mn sft

COMMERCIAL
13 26 mn sft

RETAIL
2 2 mn sft

HOSPITALITY
5 3 mn sft

TOTAL ONGOING
55 75 mn sft

UPCOMING PROJECTS

RESIDENTIAL
27 73 mn sft

COMMERCIAL
10 15 mn sft

RETAIL
4 5 mn sft

HOSPITALITY
2 1 mn sft

TOTAL UPCOMING
43 93 mn sft

LAND BANK: 612 ACRES (471 ACRES PRESTIGE SHARE)

Key Highlights 9M & Q3 FY23

- Registered highest 9M sales of ₹90,421 mn (up by 27% yoy)
- Registered highest 9M Collections of ₹70,422 mn (up by 41% yoy)
- Sold 7200+ units overall in 9M FY23
- Mumbai region sales for 9M stood at ₹16,620 mn
- Calicut registered sales of ₹2,025 mn in Q3 FY23 within few days of launch, indicating strong brand presence and customer trust in newly launched geography
- Steady uptrend growth in Average Realization to ₹ 9,371 psf (up by 17% qoq)
- Strong traction for newly launched projects continue: 81% of the inventory sold for projects launched in last 12 months.
- Growth in Revenue to ₹ 23,475 mn up by 59% qoq and EBITDA to ₹ 6,047 mn up by 45% qoq
- Hospitality rebounds with growth in ARR to ~₹ 12,800 up by 13% qoq; RevPAR up by 8% qoq
- Overwhelming response of newly opened Forum Falcon City Mall, with 1Mn footfalls in the first month and clocking 100,000 visitors per day on weekends.



Prestige Jasdan Classic, Mumbai

Shot At Location

OPERATIONAL HIGHLIGHTS

Q3 FY23 | 9M FY23

OPERATIONAL HIGHLIGHTS – Q3 FY23

25,190

Sales

INR Mn

PG Share: 21,502

22,929

Collections

INR Mn

PG Share: 19,980

4.06

Launches

mn sft

Resi/ Comm Sales: 2.49
Capex Projects: 1.57

11.04

Completions

mn sft

2.91

Area Sold

mn sft

PG Share: 2.32

9,371

**Average
Realization**

₹ psf

(for Apt/ Villas/
Commercial Sales)

4,148

**Average
Realization**

₹ psf

(for Plot Sales)

1,432

**Units
Sold**

In Q3 FY23

OPERATIONAL HIGHLIGHTS – 9M FY23

90,421

Sales
INR Mn

PG Share: 81,385

70,422

Collections
INR Mn

PG Share: 62,751

21.12

Launches
mn sft

Resi/ Comm Sales: 11.19
Capex Projects: 9.93

14.40

Completions
mn sft

11.09

Area Sold
mn sft

PG Share: 9.83

8,553

**Average
Realization**
₹ psf
(for Apt/ Villas/
Commercial Sales)

4,134

**Average
Realization**
₹ psf
(for Plot Sales)

7,205

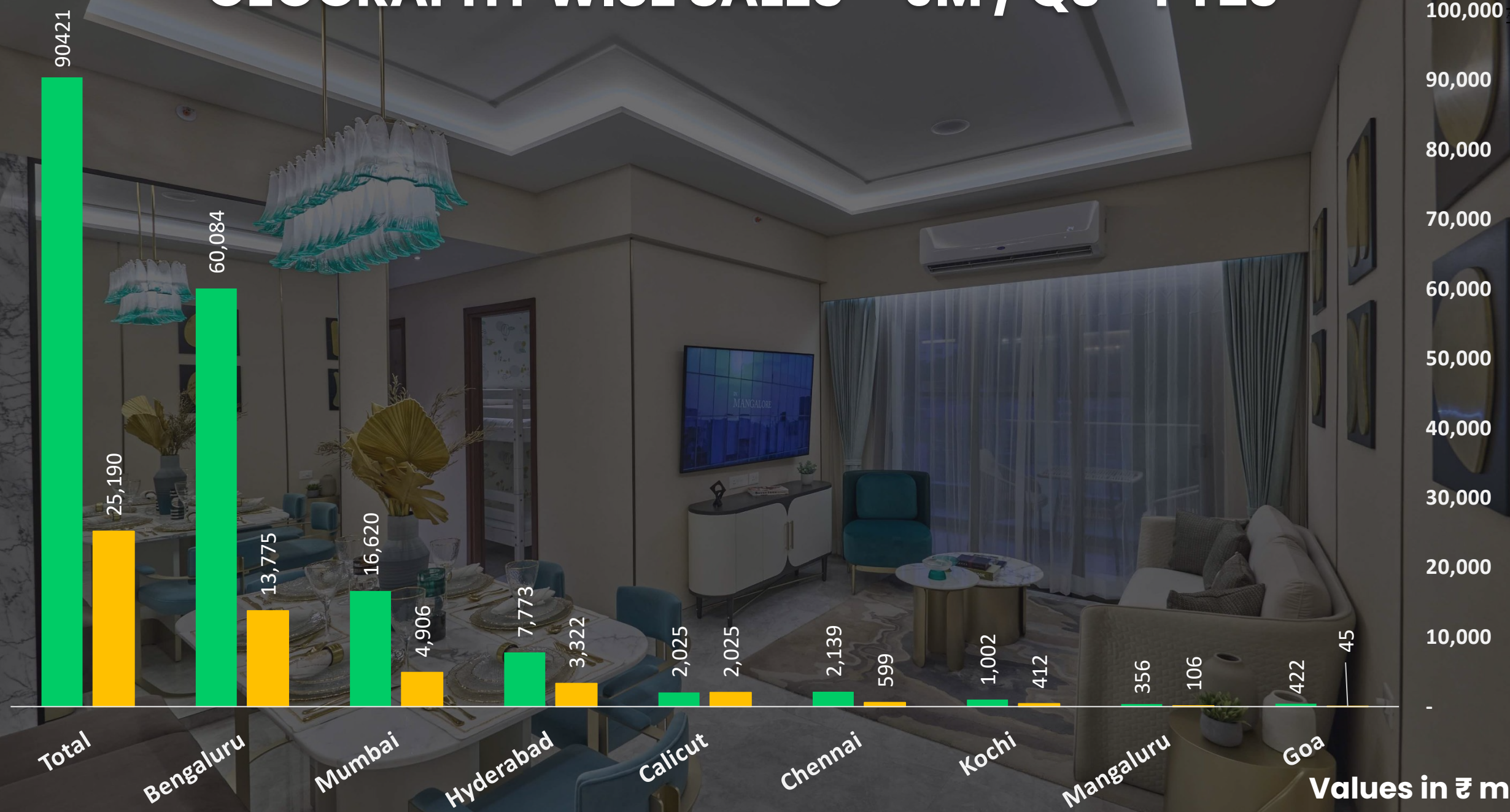
**Units
Sold**
In 9M FY23

Artist's Impression



Prestige Daffodils, Mumbai

GEOGRAPHY WISE SALES – 9M / Q3 – FY23



Values in ₹ mn

LAUNCHES – Q3 & 9M FY23

Residential/ Commercial Sales

Q3

Project Launched	Location	TDA (Mnsf)
Prestige Ocean Pearl	Calicut	1.50
Prestige Daffodils	Mumbai	0.15
Prestige Sanctuary	Bangalore	0.42
Prestige Siesta Mulund	Mumbai	0.41
Total Q3		2.49

Q2

Meridian Park Ph III @ TPC	Bengaluru	1.81
Prestige Parkdrive Ph III	Bengaluru	0.09
Prestige Orchards	Hyderabad	1.11
Bellanza @ TPC Mulund Ph II	Mumbai	0.28
Total Q2		3.29

Q1

Meridian Park Ph II @ TPC	Bengaluru	2.34
Bellanza @ TPC Mulund Ph I	Mumbai	3.08
Total Q1		5.42
Total Resi/Comm Sales 9M		11.19

Capex Projects

Project Launched	Location	Segment	TDA (Mnsf)
Prestige 13o North Commercial	Bangalore	Commercial	0.14
W Hotel - Prestige 13o North	Bangalore	Hospitality	0.34
Forum 13o North	Bangalore	Retail	1.09
Total Q3			1.57

Prestige Liberty Towers	Mumbai	Commercial	4.10
Total Q2			4.10

Prestige Tech Forest	Bengaluru	Commercial	3.71
Prestige Waterfront	Bengaluru	Commercial	0.54
Total Q1			4.25
Total Capex Projects 9M			9.92

Completion – Q3 & 9M FY23

Residential/ Commercial Sales

Q3

Project Completion	Location	TDA (Mnsf)
Prestige Jindal City	Bangalore	6.12
Prestige Willow Tree	Bangalore	0.91
Prestige Hillside Gateway	Kochi	1.46
Adobe Block - PTP IV	Bangalore	0.59
Total Q3		9.09

Q2

Prestige Park Drive	Bengaluru	0.66
Prestige Minsk Square	Bengaluru	0.58
Total Q2		1.24

Q1

Prestige Woodland Park	Bengaluru	0.38
Total Q1		0.38

Total Resi/Comm Sales 9M	10.70
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Capex Projects

Project Completion	Location	Segment	TDA (Mnsf)
Prestige Cyber Green	Kochi	Commercial	0.90
Tech Park IV	Bangalore	Commercial	1.05
Total Q3			1.95

Forum Falcon City	Bengaluru	Retail	1.34
Total Q2			1.34

Prestige D'Art	Bengaluru	Commercial	0.01
Prestige Metropolitan	Chennai	Commercial	0.39
Total Q1			0.40

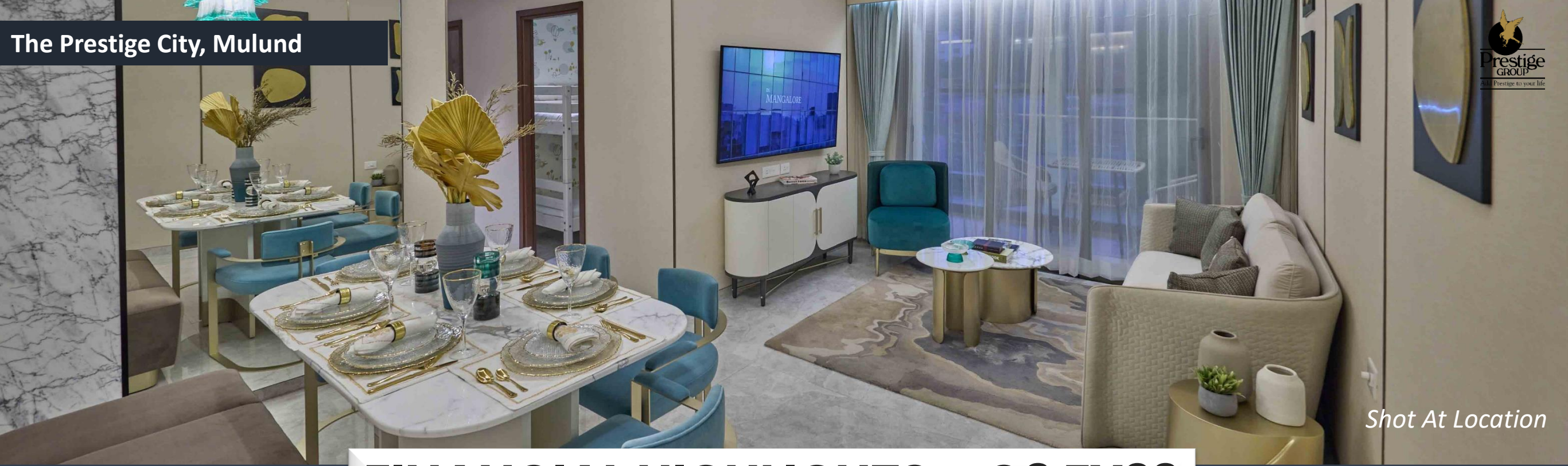
Total Capex Projects 9M	3.69
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Shot At Location

FINANCIAL HIGHLIGHTS

Q3 FY23 | 9M FY23



FINANCIAL HIGHLIGHTS – Q3 FY23

23,475

Revenue
INR Mn

6,047

EBITDA
INR Mn

1,620

PAT
INR Mn

25.76%

EBITDA
%

6.90%

PAT
%



Shot At Location

FINANCIAL HIGHLIGHTS – 9M FY23

58,340

Revenue
INR Mn

15,553

EBITDA
INR Mn

5,623

PAT
INR Mn

26.66%

EBITDA
%

9.64%

PAT
%

SEGMENT WISE RESULTS AND CAPITAL EMPLOYED

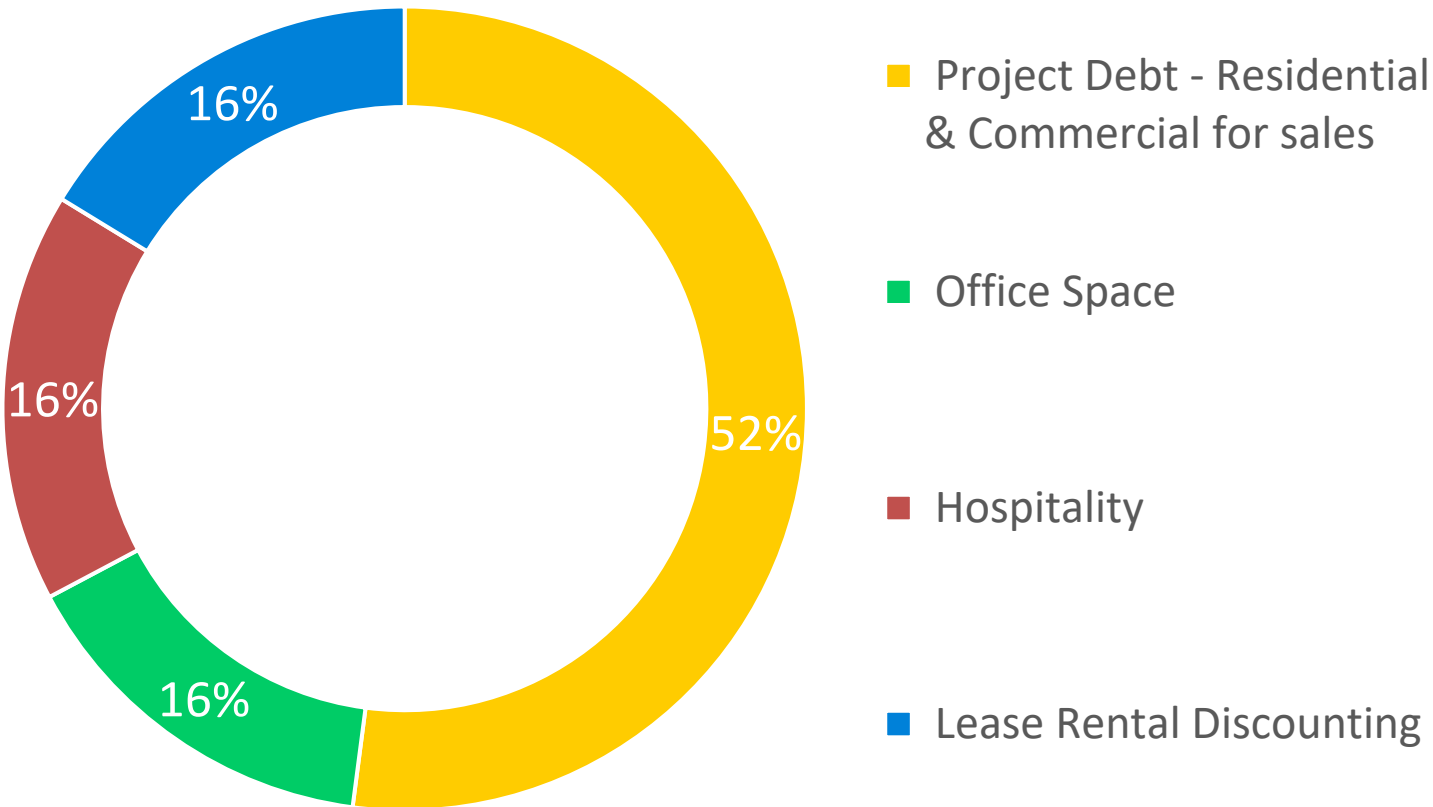
							(in Mn)
9M 2022-23	Office	Retail	Hospitality	Services	Residential	Others (Note 1)	Total
Revenue	1,492	418	4,715	5,386	41,758	3,063	56,832
EBITDA (excluding other income)	940	217	1,684	727	7,414	3,063	14,045
EBITDA %	63%	52%	36%	13%	18%	100%	25%
Depreciation	461	507	1,285	87	272	2,180	4,792
EBIT (excluding other income)	480	(290)	399	640	7,142	882	9,253
EBIT %	32%	-69%	8%	12%	17%	29%	16%
Interest Expenses (net of interest and other income)	2	243	633	26	2,354	953	4,211
PBT before JV Share of loss / (profit)	478	(533)	(234)	614	4,788	(71)	5,042
PBT %	32%	-128%	-5%	11%	11%	-2%	9%
Joint Venture share of loss / (profit)	-	-	-	-	-	-	63
PBT after Joint Venture share of loss / (profit)	478	(533)	(234)	614	4,788	(71)	4,979
Exceptional Items	-	-	-	-	-	2,960	2,960
PBT after Exceptional Items	478	(533)	(234)	614	4,788	2,889	7,939
Tax	120	(134)	(59)	215	1,605	578	2,325
PAT	358	(399)	(175)	399	3,183	2,311	5,614

Note 1 : Impact of IND AS 116 and exceptional items has been considered under "Others"

SEGMENT WISE RESULTS AND CAPITAL EMPLOYED

(in Mn)								
9M 2022-23		Office	Retail	Hospitality	Services	Residential	Others (Note 1)	Total
Capital Employed								
Equity	A	38,680	8,728	20,439	872	26,368	-	95,087
Debt (including ongoing capex)	B	13,352	5,439	9,479	-	34,916	-	63,186
Debt taken for ongoing capex project	C	7,968	-	-	-	-	-	7,968
Debt (completed projects)	D=(B-C)	5,384	5,439	9,479	-	34,916	-	55,218
Capital Employed	E=(A+B)	52,032	14,167	29,918	872	61,284	-	158,273
Capital employed on Ongoing capex projects	F	43,916	1,427	5,311	-	131	-	50,785
Capital Employed (completed projects)	G=E-F	8,116	12,740	24,607	872	61,153	-	107,488
Debt (completed projects)	D	5,384	5,439	9,479	-	34,916	-	55,218
Equity	G-D	2,732	7,301	15,128	872	26,237	-	52,271
ROCE (ANNUALISED)		15.45%	2.27%	9.12%	111.16%	16.16%	-	17.42%
ROE (ANNUALISED)		45.80%	-0.47%	9.26%	107.19%	25.71%	-	25.08%
1. ROCE - EBIDTA/ CAPITAL EMPLOYED								
2. ROE - PBT +DEPRECIATION/ CAPITAL EMPLOYED								
Note – Retail Segment EBITDA margin, ROCE, ROC is not comparable as Forum Falcon City Mall has been operational from December 2022; considering stabilized rentals, the revised EBITDA margin, ROCE, ROC will be 79%, 12%, 16%, respectively								

DEBT PROFILE – Q3 FY23



0.42

DEBT EQUITY RATIO



₹41,699 mn

NET DEBT



9.73%

AVERAGE BORROWING
COST



Segment Analysis

RESIDENTIAL PORTFOLIO

COMPLETED

138

113 mn sft

ONGOING

35

44 mn sft

UPCOMING

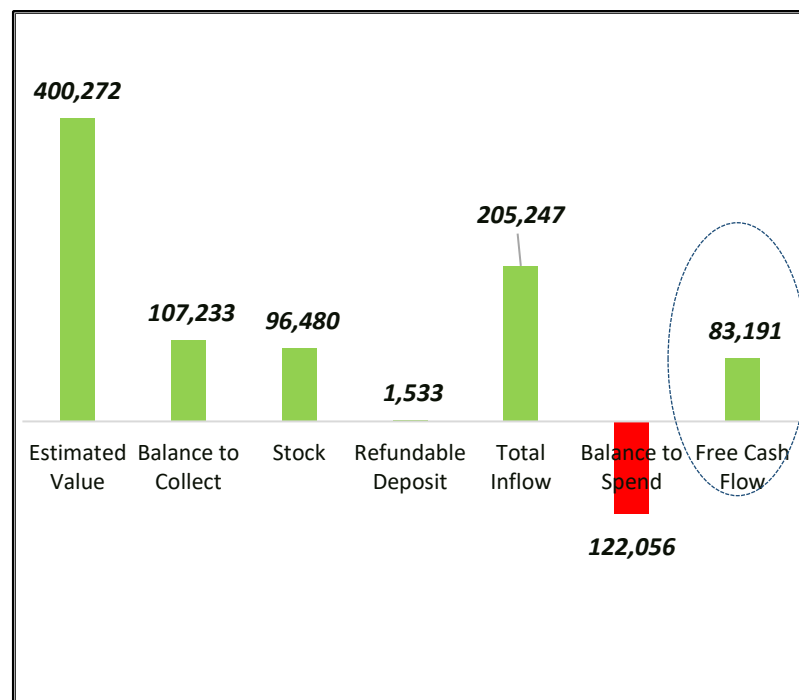
27

73 mn sft

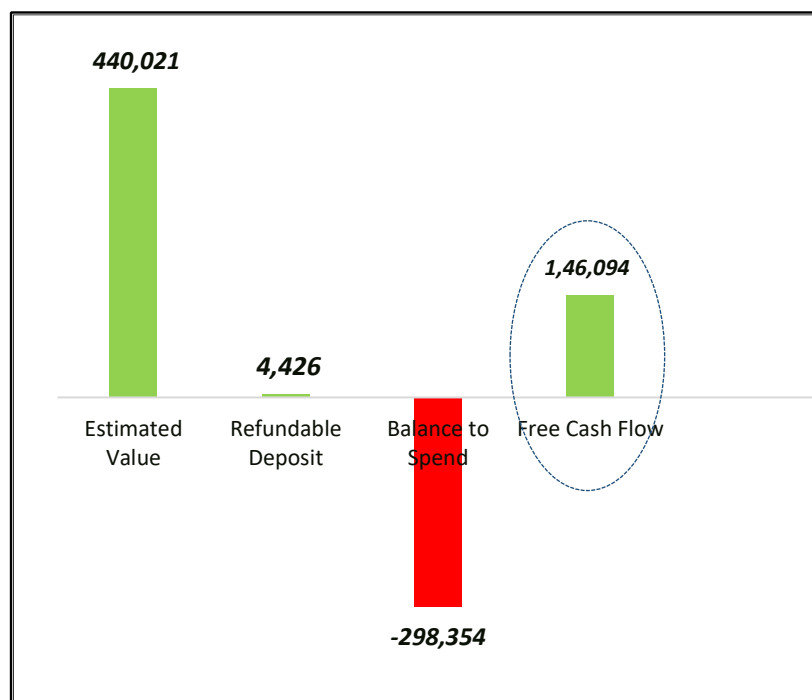
STOCK BREAKUP

Category	Area	Value(₹mn)
Ongoing-Premium & Luxury Projects	0.695	21,407
Ongoing-Mid Income Projects	5.426	62,271
Ongoing Commercial Projects	1.268	8,568
Completed Projects	0.458	4,235
Total	7.847	96,480

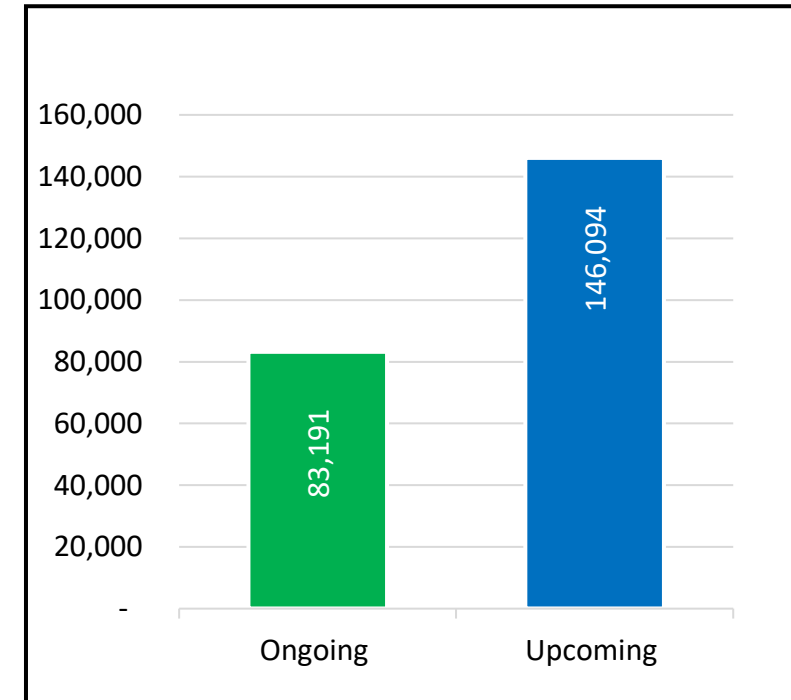
CASH FLOW (₹ mn) : ONGOING + COMPLETED PROJECTS



CASH FLOW (₹ mn) : UPCOMING PROJECTS

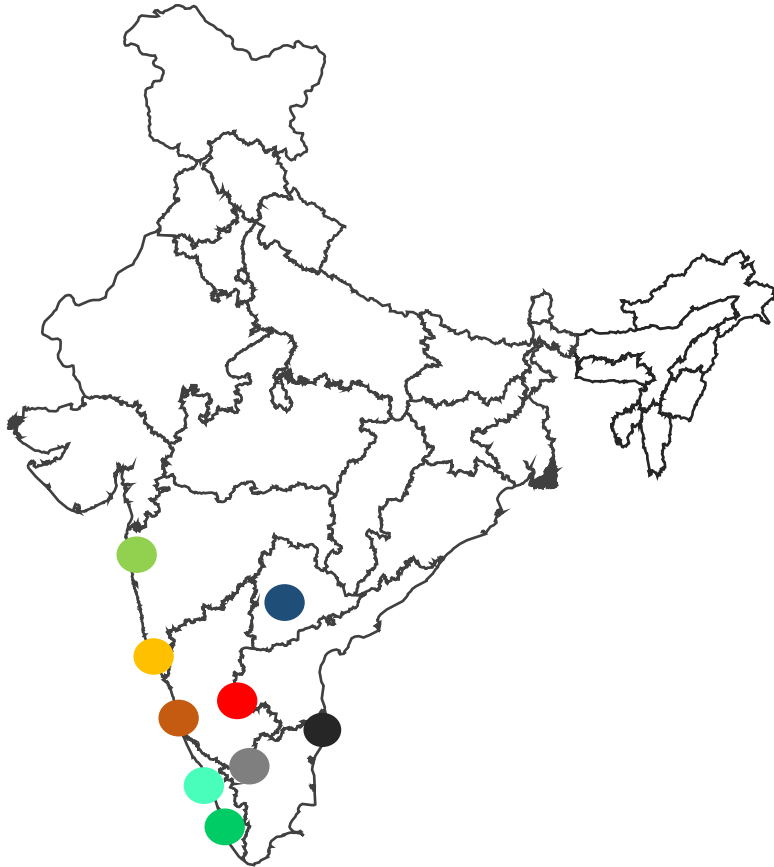


FREE CASH FLOWS (₹ mn) : 229,285



Ongoing Residential

35 Projects 44 mn sft



● Bengaluru

1	Prestige Elysian	1.11	31%	0.34	FY 24
2	Prestige White Meadows	0.52	100%	0.52	FY 24
3	Prestige Fairfield	0.54	27%	0.15	FY 24
4	Prestige Finsbury Park- Regent	1.81	60%	1.09	FY 24
5	Prestige Finsbury Park- Hyde	2.77	60%	1.66	FY 24
6	Prestige Primrose Hills	1.90	68%	1.29	FY 25
7	Prestige Waterford	1.75	60%	1.05	FY 24
8	The Prestige City - Aspen Greens	0.50	60%	0.30	FY 26
9	The Prestige City - Avalon Park	2.03	60%	1.22	FY 26
10	The Prestige City - Eden Park	2.69	60%	1.61	FY 26
11	The Prestige City - Meridian Park Ph I	1.82	60%	1.09	FY 26
12	The Prestige City - Meridian Park Ph II	2.34	60%	1.40	FY 26
13	The Prestige City - Meridian Park Ph III	1.81	60%	1.09	FY 26
14	Prestige Green Gables	0.71	62%	0.44	FY 26
15	Prestige Sanctuary	0.43	100%	0.43	FY 26
16	Great Acres @ The Prestige City	3.49	60%	2.09	FY 23
17	Prestige Marigold	1.17	51%	0.60	FY 24
18	Prestige Parkdrive Ph III	0.09	40%	0.03	FY 23
Total		27.49		16.41	

● Mumbai

1	Prestige Jasdan Classic	0.81	100%	0.81	FY 26
2	Bellanza @ TPC Mulund	1.70	100%	1.70	FY 27
3	Bellanza Ph II @ TPC Mulund	1.68	100%	1.68	FY 27
4	Siesta @ The Prestige City Mulund	1.37	100%	1.37	FY 25
5	Prestige Daffodils	0.21	64%	0.13	FY 27
Total		5.77		5.69	

● Goa

1	Prestige Ocean Crest	0.30	50%	0.15	FY 24
Total		0.30		0.15	

● Hyderabad

1	Prestige Tranquil	2.24	73%	1.64	FY 25
2	Prestige Beverly Hills	2.24	73%	1.63	FY 25
3	Prestige Orchards	1.11	19%	0.21	FY 24
Total		5.59		3.48	

● Chennai

1	Prestige Windsor Park	0.91	69%	0.62	FY 24
Total		0.91		0.62	

● Kochi

1	Prestige Cityscape	0.30	50%	0.15	FY 25
2	Prestige Panorama	0.29	50%	0.15	FY 25
3	Prestige Eden Garden	0.30	100%	0.30	FY 25
Total		0.89		0.60	

● Calicut

1	Prestige Ocean Pearl	1.50	72%	1.08	FY 26
Total		1.50		1.08	

● Mangaluru

1	Prestige Palm Residences	0.35	75%	0.26	FY 24
2	Prestige Valley Crest	1.01	70%	0.71	FY 24
Total		1.36		0.97	

● Ooty

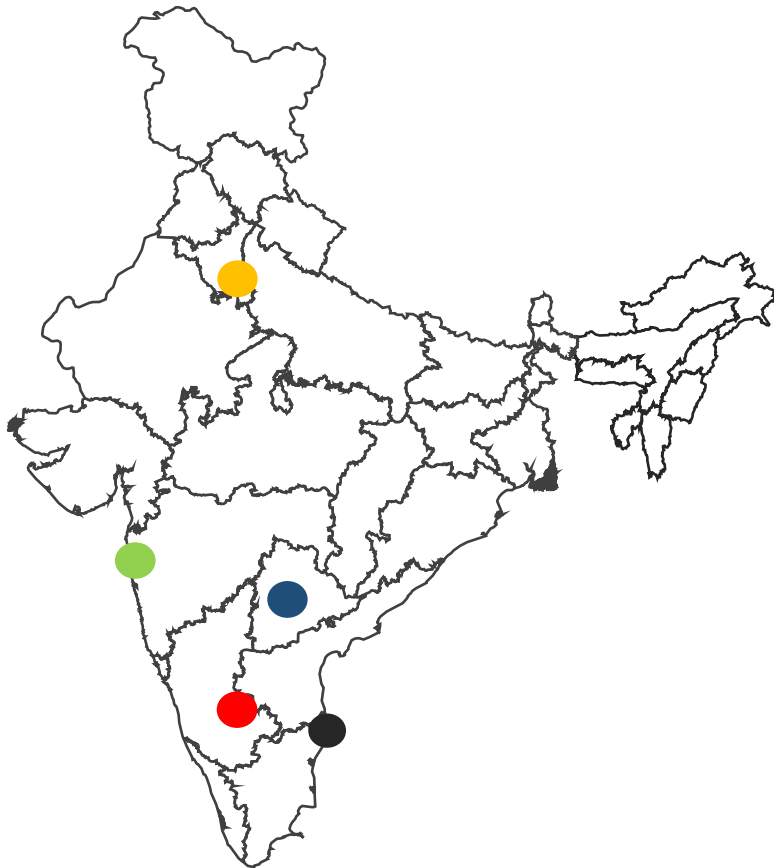
1	Prestige Hillcrest	0.11	50%	0.05	FY24
Total		0.11		0.05	

Table Header

Developable Area (Mn sft)	Economic Interest (%)	Prestige Share (Mn sft)	Completion (Yr)
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Upcoming Residential

27 Projects 73 mn sft



● Bengaluru

1	Prestige Glenbrook	0.66	100%	0.66	FY 24
2	Prestige Maple Heights Prestige Misty Waters- Phase III	0.28	65%	0.18	FY 24
3	Prestige Roshanara	0.20	32%	0.06	FY 24
4	The Prestige City - Aston Park	0.21	100%	0.21	FY 24
5	Prestige Serenity Shores	1.35	60%	0.81	FY 23
6	Prestige Lavender Fields	1.53	70%	1.07	FY 23
7	Prestige Park Grove - Apartments	3.12	90%	2.82	FY 23
8	Prestige Park Grove-Villas	8.99	50%	4.49	FY 23
9	Prestige Elm Park	0.24	50%	0.12	FY 24
10	Prestige Dew Drops	0.54	65%	0.35	FY 23
11	Prestige Southern Star (Begur)	0.11	100%	0.11	FY 23
12	Prestige Park Ridge	8.55	48%	4.12	FY 24
13	Varthur Project	2.43	69%	1.67	FY 24
14	Marigold Ph II	4.66	100%	4.66	FY 24
15	Prestige King's County (Rajapura)	1.35	51%	0.69	FY 24
16	Prestige Sunset Park	1.77	44%	0.79	FY 24
17		0.31	26%	0.08	FY 24
Total		36.32		22.90	

● Mumbai

1	Jijamata Nagar	4.98	50%	2.49	FY 25
2	The Prestige City @ Mulund	4.37	100%	4.37	FY 25
3	Prestige Ocean Towers	1.68	60%	1.01	FY 24
4	Prestige Nautilus	0.90	42%	0.38	FY 24
Total		11.92		8.24	

● Noida

1	Prestige Bougainvillea Gardens	3.10	72%	2.23	FY 24
Total		3.10		2.23	

● Hyderabad

1	Prestige Rock Cliff	0.71	55%	0.39	FY 24
2	Prestige Clairmont - Kokapet	3.26	100%	3.26	FY 23
3	The Prestige City @ Hyd - Apt	11.83	30%	3.55	FY 23
4	The Prestige City @ Hyd - Villa	0.82	30%	0.24	FY 23
Total		16.61		7.44	

● Chennai

1	Prestige Pallava Gardens	4.56	78%	3.56	FY 24
Total		4.56		3.56	

Table Header

Developable Area (Mn sft)	Economic Interest (%)	Prestige Share (Mn sft)	Launch (Yr)
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COMMERCIAL PORTFOLIO

COMPLETED

119

40 mn sft

ONGOING

13

26 mn sft

UPCOMING

10

15 mn sft

TENANTS

400+

WORKFORCE

450, 000

EXIT RENTALS

₹1,685 mn

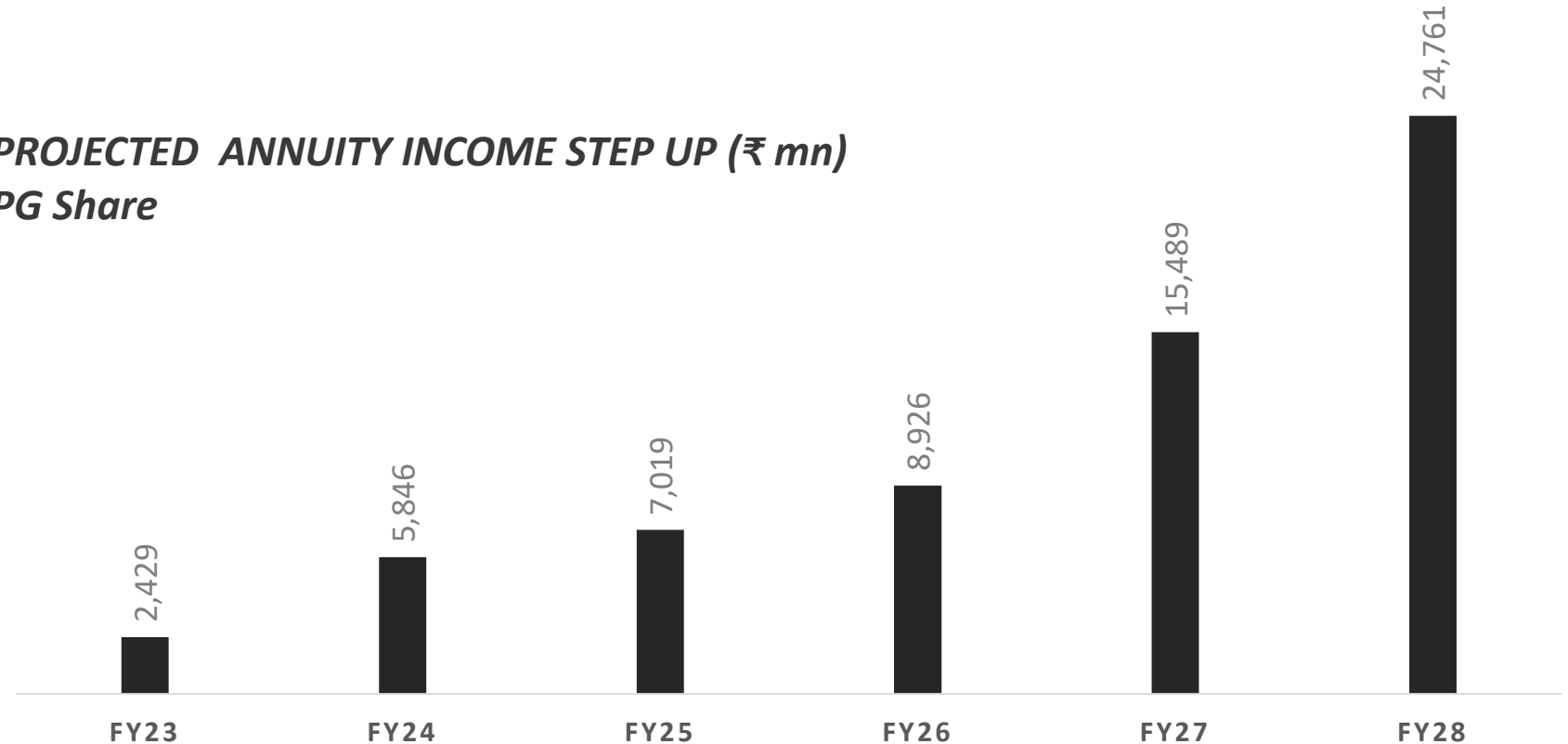
INCREMENTAL RENTALS FY23

₹680 mn

ANNUITY INCOME FY28

₹24,761 mn

PROJECTED ANNUITY INCOME STEP UP (₹ mn)
PG Share



Commercial Capex & Balance to Spend

BALANCE TO SPEND (PG SHARE)

ONGOING COMMERCIAL

₹64,990 mn

UPCOMING COMMERCIAL

₹63,310 mn

TOTAL

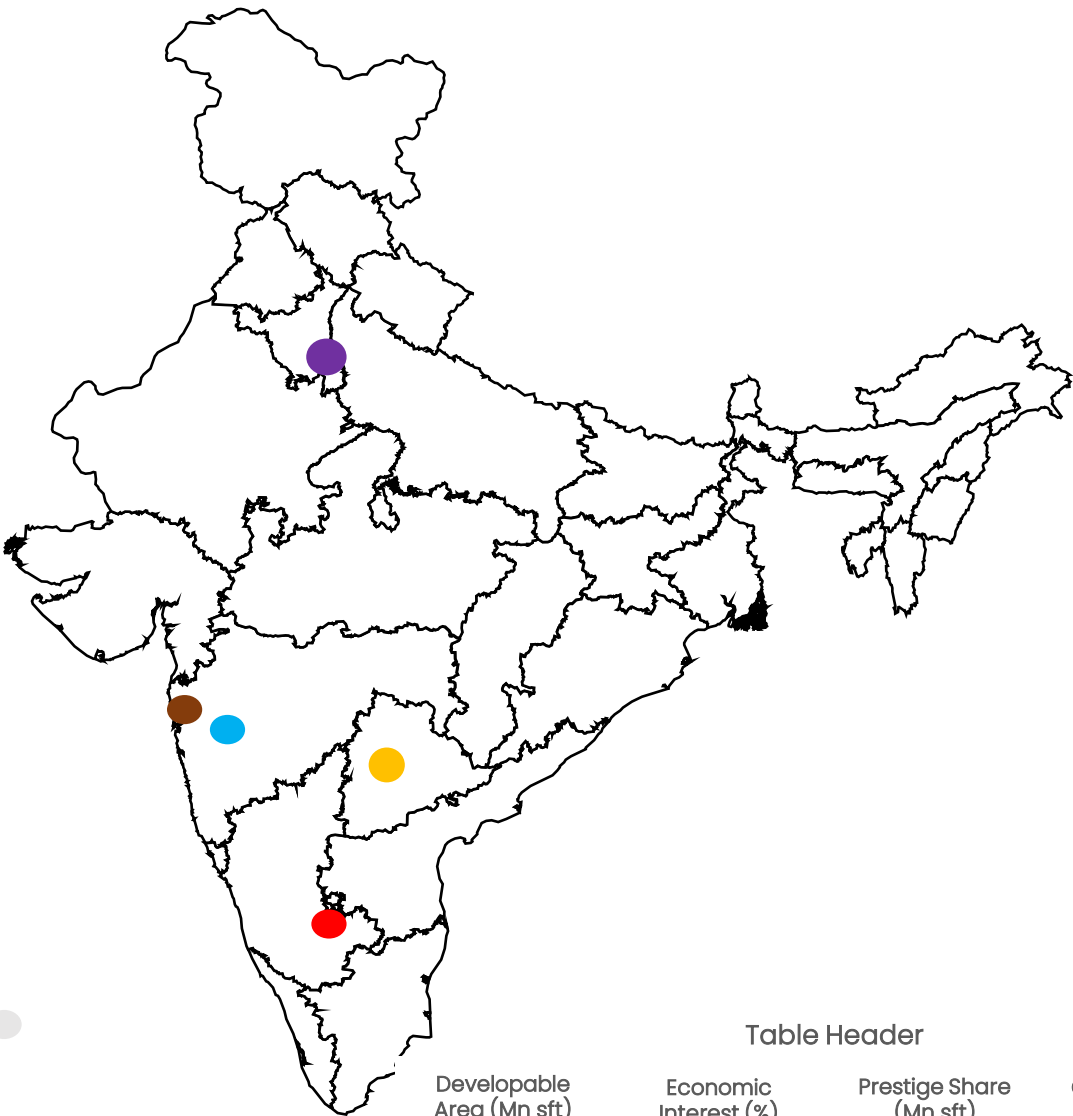
₹128,300 mn

PARTICULARS	Total COC	Total COC (PG)	Balance COC	Balance COC (PG)
Ongoing Commercial Capex	85,240	76,000	71,600	64,990
Upcoming Commercial Capex	69,350	64,330	68,260	63,310
Total Capex (Ongoing & Upcoming)	154,590	140,330	139,850	128,300

Value in ₹ mn

Ongoing Commercial

13 Projects 26 mn sft



Bengaluru

1	Prestige Tech Cloud	4.65	86%	4.00	FY 24
2	Prestige Tech Hub	1.23	60%	0.74	FY 26
3	Prestige Summit	0.19	50%	0.09	FY 23
4	Prestige Tech Pacific Park	1.65	63%	1.04	FY 24
5	Prestige Tech Park Iv Block 3	0.15	50%	0.07	FY 24
6	Prestige Lake Shore Drive Ph I	4.02	40%	1.61	FY 25
7	Prestige Tech Forest	3.71	68%	2.52	FY 26
8	Prestige Waterfront	0.54	60%	0.32	FY 26
9	13O North Commercial	0.14	100%	0.14	FY 26
Total		16.26		10.53	

Pune

1	Prestige Alpha Tech	1.17	88%	1.03	FY 24
Total		1.17		1.03	

Mumbai

1	The Prestige (Liberty Towers)	4.01	45%	1.79	FY 27
Total		4.01		1.79	

Hyderabad

1	Prestige Sky Tech	3.47	67%	2.32	FY 24
Total		3.47		2.32	

Delhi

1	Dial (Aerocity)	0.80	50%	0.40	FY 24
Total		0.80		0.40	



Table Header

Developable Area (Mn sft) Economic Interest (%) Prestige Share (Mn sft) Completion (Yr)

Upcoming Commercial

10 Projects 15 mn sft

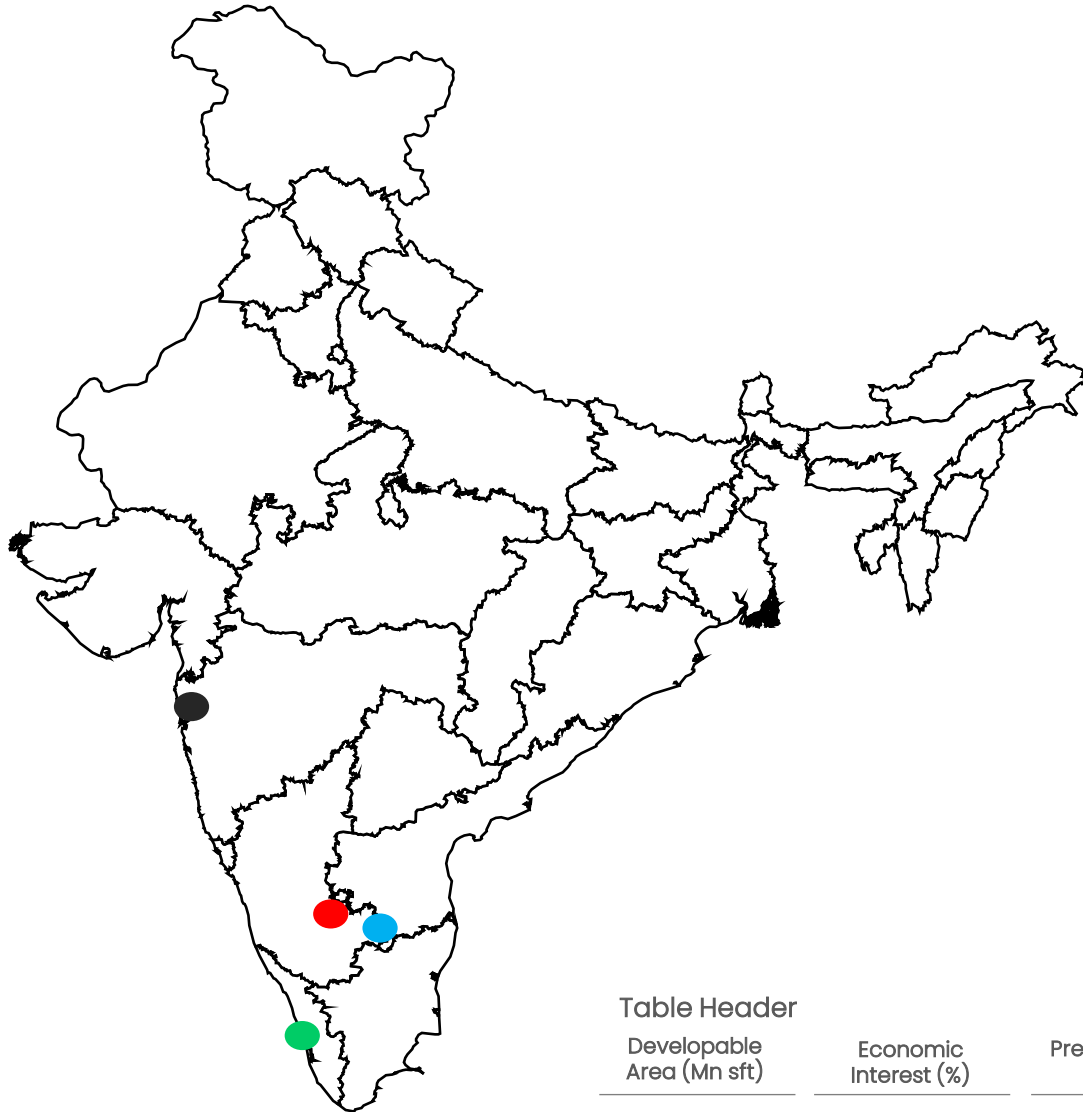


Table Header

Developable
Area (Mn sft)

Economic
Interest (%)

Prestige Share
(Mn sft)

Completion
(Yr)

● Bengaluru

1	Prestige Capital Square	0.17	65%	0.11	FY 27
2	Prestige Techzone	1.78	67%	1.19	FY 27
3	Prestige Tech park 5	0.13	100%	0.13	FY 27
4	Prestige Landmark	2.93	50%	1.46	FY 27
5	Prestige Tech Habitat	0.92	74%	0.68	FY 27
Total		5.93		3.58	

● Mumbai

1	Prestige 101 X Axis	3.06	50%	1.53	FY 27
2	Prestige 101 Y Axis	2.70	50%	1.35	FY 27
Total		5.76		2.88	

● Kolar

1	Shipco	2.12	70%	1.49	FY 27
Total		2.12		1.49	

● Kochi

1	Prestige Cyber Green- Phase II	0.62	100%	0.62	FY 27
2	Prestige Vantage Point	0.26	60%	0.16	FY 27
Total		0.88		0.78	

RETAIL PORTFOLIO

COMPLETED

12

9 mn sft

ONGOING

2

2 mn sft

UPCOMING

4

5 mn sft

EXIT RENTALS

₹1,865_{mn}

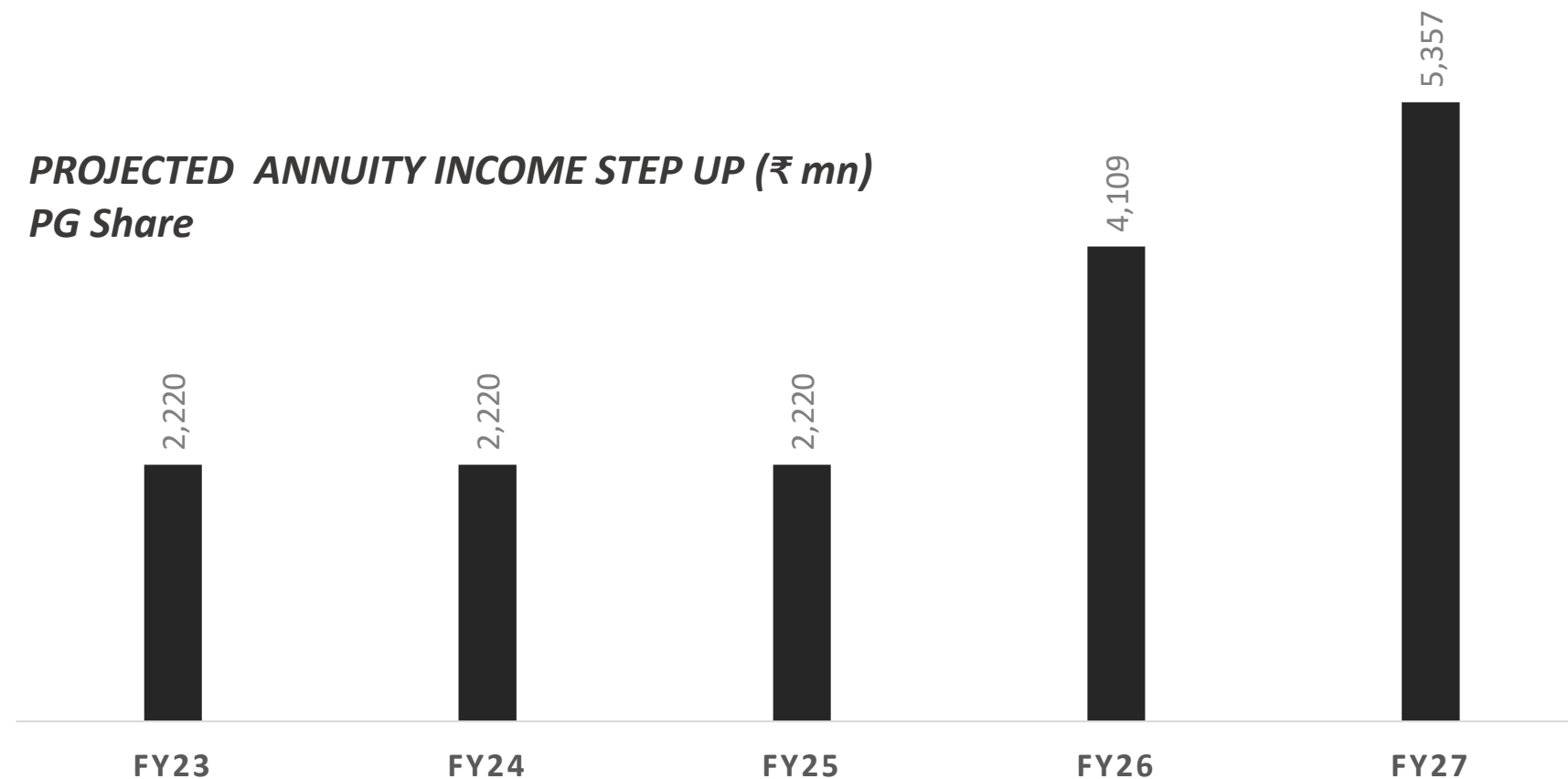
INCREMENTAL RENTALS FY23

₹355_{mn}

ANNUITY INCOME FY27

₹5,357_{mn}

*PROJECTED ANNUITY INCOME STEP UP (₹ mn)
PG Share*



Retail Capex & Balance to Spend

BALANCE TO SPEND (PG SHARE)

ONGOING RETAIL

₹3,860 mn

UPCOMING RETAIL

₹12,270 mn

TOTAL

₹16,130 mn

PARTICULARS	Total COC	Total COC (PG)	Balance COC	Balance COC (PG)
Ongoing Retail Capex	8,570	6,100	4,260	3,860
Upcoming Retail Capex	14,980	12,300	14,950	12,270
Total Capex (Ongoing & Upcoming)	23,550	18,400	19,210	16,130

Value in ₹ mn

Ongoing Retail

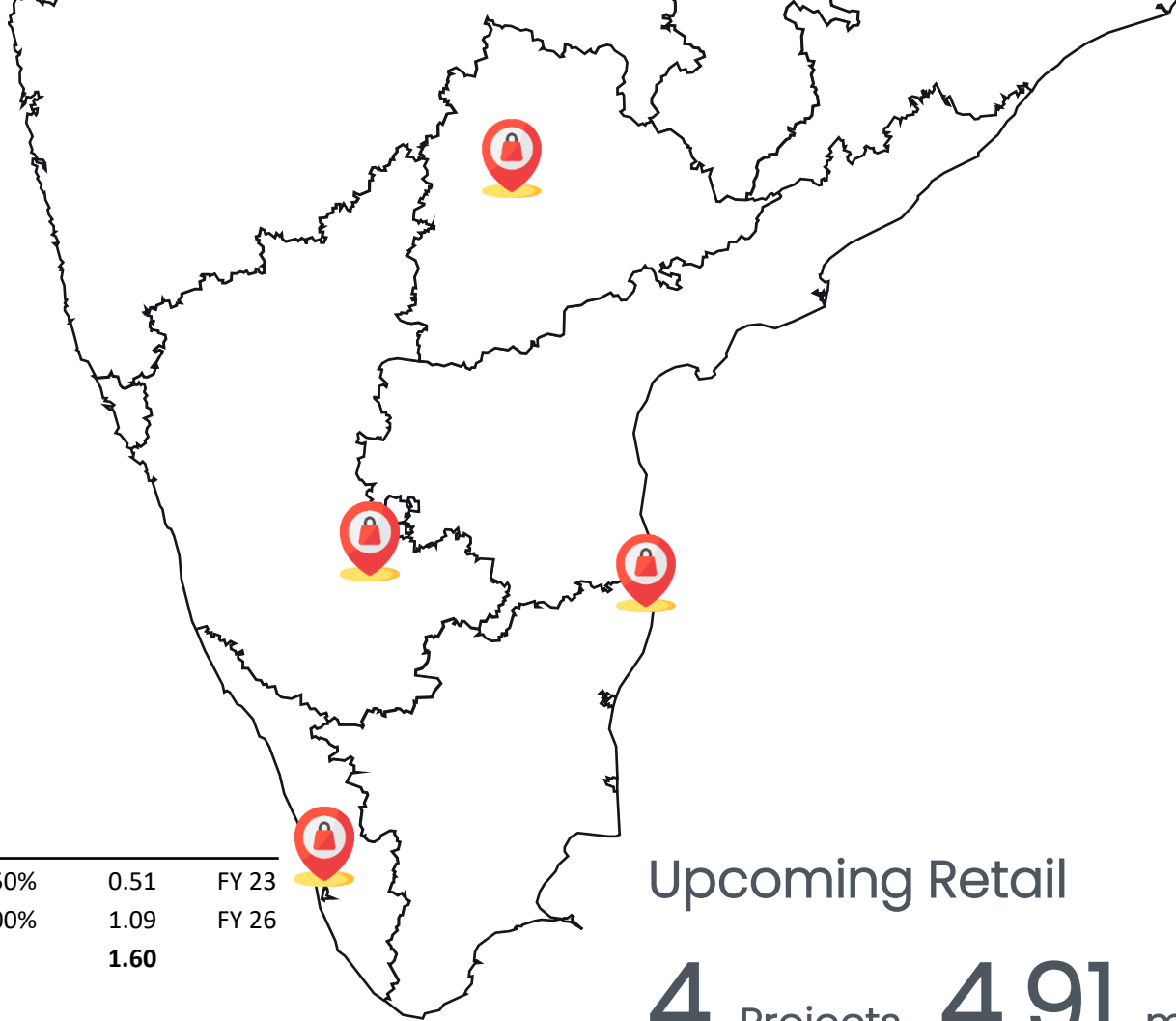
2 Projects 2.11 mn sft

Kochi | Bengaluru

1	Forum Thomsun	Kochi	1.02	50%	0.51	FY 23
2	Forum 13° North	Bengaluru	1.09	100%	1.09	FY 26
Total			2.11		1.60	

Table Header

Developable Area (Mn sft)	Economic Interest (%)	Prestige Share (Mn sft)	Completion (Yr)
---------------------------	-----------------------	-------------------------	-----------------



Upcoming Retail

4 Projects 4.91 mn sft

Bengaluru | Hyderabad | Chennai | Kochi

1	Forum One OMR	Chennai	1.96	85%	1.66	FY 27
2	Forum Neighbourhood Mall	Kochi	0.69	70%	0.48	FY 26
3	Forum TPC Bengaluru	Bengaluru	1.27	60%	0.76	FY 26
4	Forum TPC Hyderabad	Hyderabad	1.00	30%	0.30	FY 26
Total			4.91		3.20	

HOSPITALITY PORTFOLIO (2935 KEYS)

COMPLETED

9

1368 KEYS

ONGOING

5

1217 KEYS

UPCOMING

2

350 KEYS



297 KEYS, BENGALURU

CONRAD
HOTELS & RESORTS™

285 KEYS, BENGALURU



ST REGIS

221 KEYS, NEW DELHI



558 KEYS, NEW DELHI



200 KEYS, MUMBAI (BKC)



360 KEYS, BENGALURU



ANGSANA
Hotels & Resorts
79 KEYS, BENGALURU



128 KEYS,
BENGALURU

**TRIBUTE
PORTFOLIO**

102 KEYS | 32 KEYS,
BENGALURU | KOCHI



150 KEYS, CHENNAI



178 KEYS, BENGALURU



24 KEYS, BENGALURU



176 KEYS,
BENGALURU

HOSPITALITY REVENUE POTENTIAL (2935 KEYS)

COMPLETED

9

1368 KEYS

ONGOING

5

1217 KEYS

UPCOMING

2

350 KEYS

	OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Total Keys	1,368	1,217	350	2,935
Keys (PG Share)	1,211	812	227	2,249
Total Revenue p.a.	7,681	7,522	2,409	17,612
Revenue p.a. (PG Share)	7,585	4,932	1,432	13,949

Value (in ₹ Mn)

Hospitality Capex & Balance to Spend

BALANCE TO SPEND (PG SHARE)

ONGOING HOSPITALITY

₹9,880 mn

UPCOMING HOSPITALITY

₹3,070 mn

TOTAL

₹12,950 mn

PARTICULARS	Total COC	Total COC (PG)	Balance COC	Balance COC (PG)
Ongoing Hospitality Capex	22,370	13,460	16,200	9,880
Upcoming Hospitality Capex	5,070	3,310	5,070	3,070
Total Capex (Ongoing & Upcoming)	27,440	16,760	21,270	12,950

Value in ₹ mn

OPERATING HOTELS PERFORMANCE (1161 KEYS)

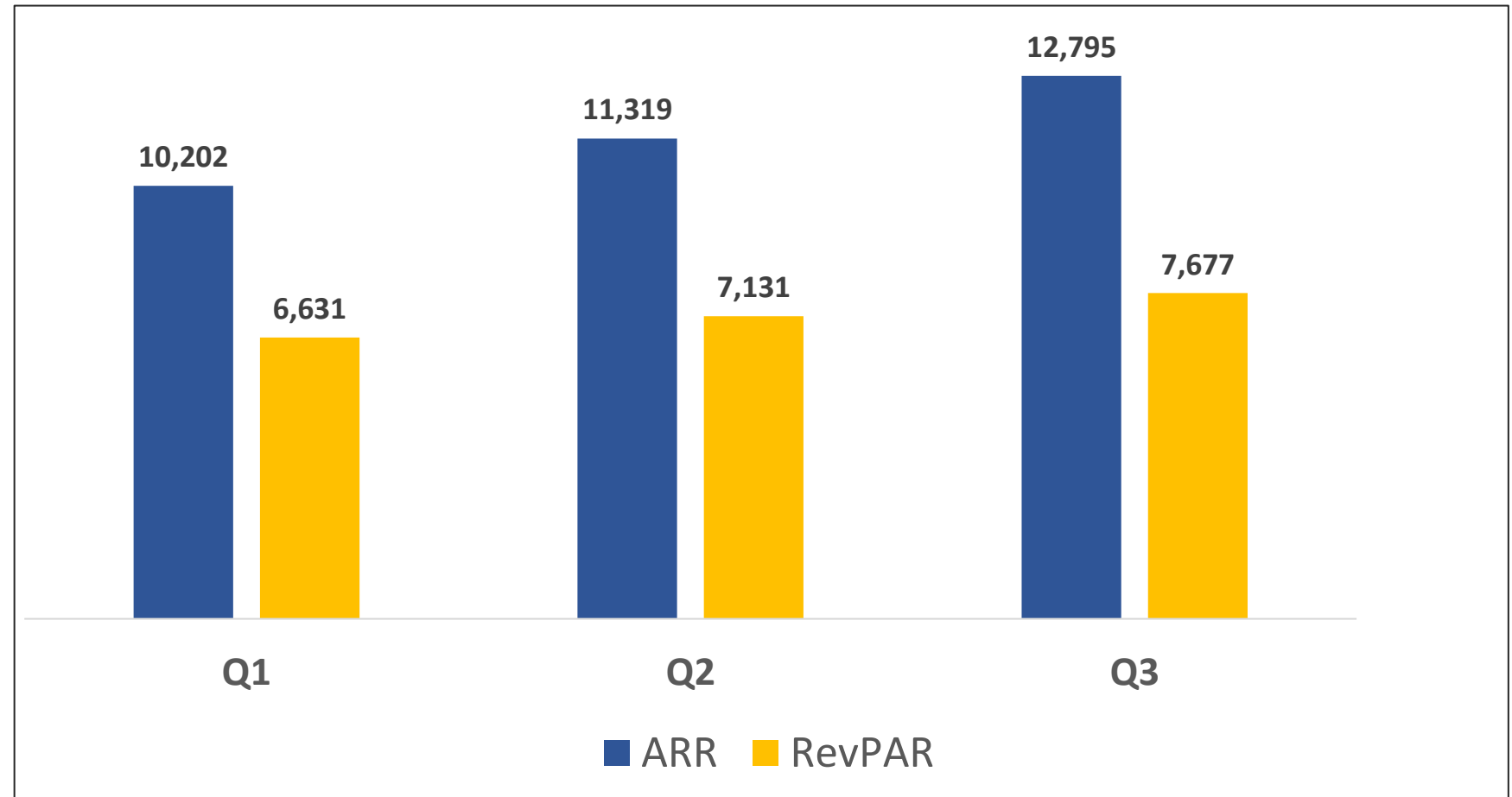
9MFY23



CONRAD
HOTELS & RESORTS™



- Data includes hotel performance of JW Marriott, Conrad by Hilton, Sheraton Grand, Oakwood and Angsana
- QoQ growth for both ARR and RevPAR
- Robust demand expected from Hospitality sector, early signs visible
- High growth observed in both business and leisure hotels
- MICE business, staycations, destination weddings to be major demand drivers



Cashflows 9M & Q3 FY23

(INR mn)

	Q3 FY23	9M FY 23
OPERATIONAL ACTIVITIES		
<u>Inflow</u>		
Residential Collection/ Commercial & Retail Rentals / Property Maintenance / Mall Operations/ Others	26,290	78,730
<u>Outflow</u>		
Construction Cost- Residential	9,580	31,240
LO Payments /Sales/ Marketing / Administrative Overheads & Taxes	7,020	19,900
Sub Total	16,590	51,140
Net Cashflow from Operations	9,690	27,590

	Q3 FY23	9M FY 23
INVESTMENTS		
<u>Outflow</u>		
Construction Cost (Retail/Commercial/Hospitality)	4,190	13,360
Investment in Land/TDR/Refundable Deposit/buyback of stakes	6,530	25,010
Fixed Assets	130	210
Total Investments	(10,850)	(38,580)



180

**PROJECTS UNDER
MAINTENANCE**

115 MN SFT

101

**PROJECTS IN
PIPELINE**

151 MN SFT



₹ 1,463 mn
**Q3 FY23
GROSS REVENUE**

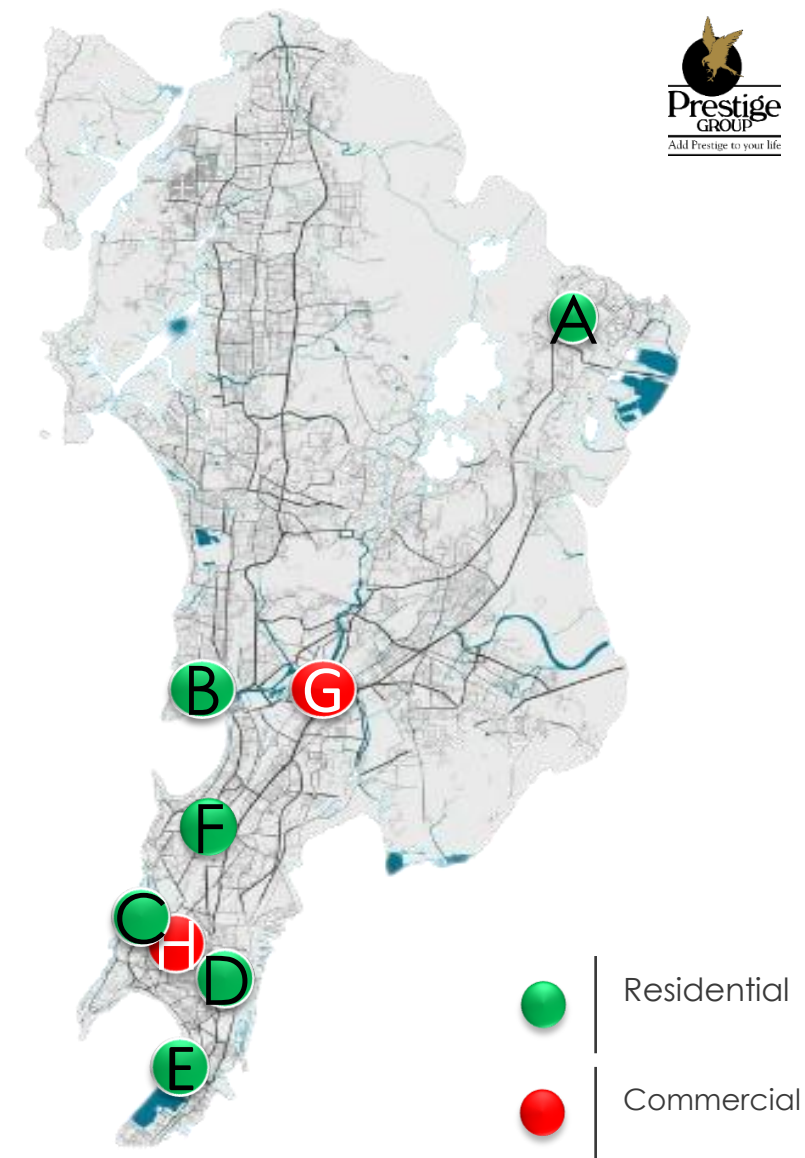
₹ 10,000 mn
FUTURE POTENTIAL



PROPERTY MANAGEMENT



- | | |
|---|-------------------------------|
| A | The Prestige City, Mulund |
| B | Prestige Daffodils |
| C | Jijamata Nagar |
| D | Prestige Jasdan Classic |
| E | Prestige Ocean Towers |
| F | Prestige Nautilus |
| G | Prestige 101 (BKC) |
| H | The Prestige (Liberty Towers) |



MUMBAI PRESENCE

RESIDENTIAL – MUMBAI PROJECTS

S.No.	Project	Carpet Area Mn sf	Expected Selling Price	Total Sale value In Mn	PEPL %	PEPL Share of Sales Value In Mn
Ongoing Residential						
1	Prestige Jasdan Classic	0.33	45,100	14,660	100	14,660
2	The Prestige City Mulund Bellanza + Siesta	2.12	23,000	48,760	100	48,760
Upcoming Residential						
3	The Prestige City Mulund	1.87	26,000	48,620	100	48,620
4	Prestige Daffodils	0.12	1,05,500	12,359	65	8,034
5	Prestige Ocean Towers	0.45	75,000	33,675	60	20,206
6	Prestige Nautilus	0.90	65,000	58,500	42	24,570
Total		5.79		216,574		1,64,850

COMMERCIAL – MUMBAI PROJECTS

S.No.	Project	Total Leasable Area Mn sf	Expected Selling Price	Total Sale value In Mn	PEPL %	PEPL Share of Sales Value In Mn	Projected Rent/Sf	PEPL Projected Rental PA (in case of leasing) In Mn
Ongoing Commercial								
1	The Prestige (Liberty Towers)	2.74	35,000	95,781	50	47,890	300	4,926
Upcoming Commercial								
2	Prestige 101 (X)	2.37	30,000	70,990	50	35,495	300	4,259
3	Prestige 101 (Y)	2.09	30,000	62,625	50	31,313	300	3,758
Total		7.19		2,29,396		1,14,698		12,943



LAND BANK

#	Entity Name	Location	Land Area (Acres)	Economic Interest	Prestige Share (Acres)
1	Prestige Bidadi Holdings Pvt Ltd	Bidadi, Bengaluru	143	100%	143
2	Eden Investments	Goa	74	78%	58
3	Prestige Estates Projects Ltd	Perumbakam, Chennai	20	66%	13
4	The QS Company	Padil, Mangalore	17	100%	17
5	Prestige Warehousing And Cold Storage Services Pvt Ltd	Dobaspet, Bengaluru	50	100%	50
6	Prestige Sterling Infra Projects Pvt Ltd	ORR, Bengaluru	30	90%	27
7	Prestige Estates Projects Ltd	Sonenahalli, Bengaluru	41	100%	41
8	Prestige Projects Pvt Ltd	Segehalli, Bengaluru	4	60%	2
9	Prestige Acres Pvt Ltd	Goa	224	51%	114
10	Prestige Estates Projects Ltd	Whitefield, Bengaluru	10	60%	6
Total			612		471

MANAGEMENT TEAM

- Board of Directors
- Leadership Team

PRESTIGE TECH PACIFIC

Bengaluru



Artist's Impression

www.prestigeconstructions.com

BOARD OF DIRECTORS



Irfan Razack
Chairman and Managing Director



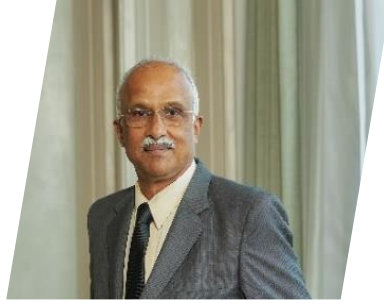
Rezwan Razack
Joint Managing Director



Noaman Razack
Whole-time Director



Uzma Irfan
Director



Dr. Pangal Ranganath Nayak
Independent Director



Biji George Koshi
Independent Director



Jagdeesh K. Reddy
Independent Director



Noor Ahmed Jaffer
Independent Director



Neelam Chhiber
Independent Director

LEADERSHIP TEAM



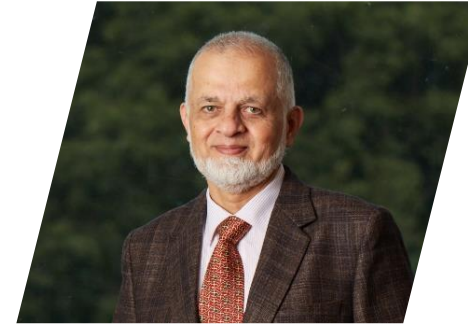
Venkat K. Narayana
CEO- Prestige Group



Nawabzada Omer Bin Jung
Executive Director- Hospitality



Anjum Jung
**Executive Director-
Interior Designs**



Zackria Hashim
Executive Director- Land Acquisition



Mohmed Zaid Sadiq
Executive Director- Liaison and Hospitality



Faiz Rezwan
**Executive Director-
Contracts and Projects**



Zayd Noaman
Executive Director- CMD's Office



Nayeem Noor
**Executive Director-
Government Relations**



T. Arvind Pai
Executive Director- Legal



V. Gopal
**Executive Director- Projects and
Planning**

LEADERSHIP TEAM



Swaroop Anish
**Executive Director-
Business Development**



Suresh Singaravelu
**Executive Director- Retail,
Hospitality and Business Expansion**



Jagdeep Singh Marwaha
CEO- Prestige Office Ventures



Lt Col. Milan Khurana (Retd.)
Executive Director- HR, IT and Admin



Manoj Krishna J.V
Company Secretary and Compliance Officer



Tariq Ahmed
**CEO-West India &
ED-Corporate Development**



Amit Mor
Chief Financial Officer

PRESTIGE TRADE CENTER

Aerocity, Delhi



Artist's Impression

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Website: www.prestigeconstructions.com

Thank You



DISCLAIMER

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ANNEXURES

EXIT RENTALS – COMMERCIAL

S.No.	Project Name	Total Leasable Area (Mnsqft)	Economic Interest (%)	Prestige Share (Mnsqft)	Rent P.A (Annualised) (Rs Mn)
1	Prestige Logistic Centre	0.39	100.00	0.39	84.83
2	Prestige Polygon	0.34	100.00	0.34	351.69
3	West Palm Developers Pvt Ltd	0.32	61.00	0.20	210.77
4	SKN Commercial	0.13	100.00	0.13	109.22
5	Forum Vijaya-Commercial	0.19	7.50	0.01	8.57
6	Prestige Estates Projects Ltd.	0.86	100.00	0.86	274.84
7	Prestige Cyber Tower	0.26	100.00	0.26	86.80
8	Prestige TMS Square	0.22	58.00	0.13	84.64
9	Prestige Central Street	0.13	45.61	0.06	64.41
10	Prestige Technopolis	0.10	100.00	0.10	73.97
11	Prestige Saleh Ahmed	0.07	44.25	0.03	42.68
12	Prestige Cube	0.03	100.00	0.03	34.69
13	Prestige Phoenix	0.05	50.00	0.02	16.37
14	Prestige Cosmopolitan	0.09	100.00	0.09	86.39
15	Prestige Metropolitan	0.31	45.00	0.14	151.95
16	Prestige D' Art	0.01	50.00	0.00	2.97
Total		3.49		2.79	1,684

INCEMENTAL RENTALS

1	Prestige Tech Park IV	0.77	50.00	0.38	415
2	Prestige Cyber Green- Phase I	0.55	100.00	0.55	265
		1.32		0.94	680

EXIT RENTALS – RETAIL

S.No.	Project Name	Entity Name	Leasable Area (Mn Sft)	Economic Interest (%)	Prestige Share (Mn Sft)	Rent P.A (Annualized) (Rs Mn)
1	Forum Sujana Mall Hyderabad	Prestige Hyderabad Retail Ventures Pvt. Ltd.	0.81	15.00	0.12	149
2	Forum Fiza Mall	Prestige Mangalore Retail Ventures Pvt. Ltd.	0.66	10.20	0.07	65
3	Forum Vijaya Mall	Prestige Vijaya Productions Pvt. Ltd.	0.64	7.50	0.05	62
4	Forum Mall Shantiniketan	Prestige Shantiniketan Leisures Pvt. Ltd.	0.64	9.74	0.06	112
5	Forum Celebration Mall	Flicker Projects Pvt. Ltd.	0.39	15.00	0.06	60
6	Forum Mall Bengaluru	Prestige Retail Ventures Pvt. Ltd.	0.35	10.79	0.04	74
7	Forum Centre City Mall	Prestige Mysore Retail Ventures Pvt. Ltd.	0.31	15.00	0.05	48
8	The Forum Neighbourhood Mall	Prestige Garden Constructions Pvt. Ltd.	0.29	15.00	0.04	47
9	UB City Retail	Prestige Estates Projects Ltd.	0.10	45.00	0.05	148
10	Prestige Mysore Central	Prestige Estates Projects Ltd.	0.08	65.00	0.05	23
11	Forum Rex Walk	Prestige Estates Projects Ltd.	0.16	34.41	0.05	103
12	Falcon City Forum Mall	PNH	0.95	65.76	0.62	974
			5.39		1.26	1,865

INCREMENTAL RENTALS – RETAIL

		Total	Economic		
S.No.	Project Name	Leasable Area	Interest (%)	Prestige Share	Rent P.A. (Rs Mn)
1	Forum Thomsun Kochi	0.56	50%	0.28	355
		0.56		0.28	355

RESIDENTIAL PROJECTS FREE CASHFLOWS

Ongoing+ Completed Projects

Particulars	Area in Mn Sft	Value in ₹ Mn	%
Total Developable Area	82.53		
Car Park Area	23.07		
Total Saleable Area	59.45		
PG area share	49.08		
Estimated Value		400,272	
Sold	41.23	303,791	84
Collections		196,558	
Balance to collect		107,233	
Stock	7.85	96,480	16
Recovery from Land Owner		-	
Refundable Deposit		1,533	
Projected Inflow-A		205,247	
Cost of Development		265,618	
Cost Incurred		143,562	
Balance to Spend-B		122,056	
Free Cash flow (A-B)		83,191	

Upcoming Projects

Particulars	Area in Mn Sft	Value in ₹ Mn
Total Developable Area	72.51	
Car Park Area	17.77	
Total Saleable Area	54.75	
PG area share	42.30	
Estimated Value-A		440,021
Cost of Development		330,286
Cost Incurred		31,932
Balance to spend-B		298,354
RD Paid-C		4,426
Free Cash flow (A-B+C)		146,094