

INVESTOR PRESENTATION | Q1FY17

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199



Completed projects
spanning across 73.70
Mnsf of Developed
area

36



Upcoming
Projects spanning
Over 47.23 Mnsf of
developable area

8.7 mn sft

GLA of Operational
Rental portfolio (PG share)

11.5 mn sft

GLA Under
construction &
Planning (PG share)

Over **28** Years
of Legacy

65



Ongoing Projects
spanning
Over 65.68 Mnsf of
developable area

42 mn sft

Potential
development from
Low cost land bank of
424 acre

ICRA A+,
ICRA A1+

Credit rating

CRISIL DA1

rated Developer by
CRISIL

ABOUT PRESTIGE

Diversified Cash
Flows
from Various
Segments



One of the Most
Trusted Developers
by Land Owners and
Customers



Strong
Associations with
Various Banks &
FIs

Excellence
Across Sector-
Residential,
Commercial,
Retail &
Hospitality



Iconic developments
-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



Strong Joint
Venture
partners -
CapitaLand,
etc

BUSINESS SEGMENTS



RESIDENTIAL

Apartments

Villas

Integrated
Townships

Plotted
Developments



COMMERCIAL

Office Space

Built to suit
Campuses

SEZs

IT Parks



RETAIL

Malls

Logistics



HOSPITALITY

Resorts

Serviced
Apartments

Hotels

Food Courts



SERVICES

Sub leasing &
fit out services

Interior Design
& Execution

Facilities &
Property Mgmt

Project & Construction
Mgmt Services

SCALE OF OPERATION

Deep development pipeline to the tune of 154 mn sqft

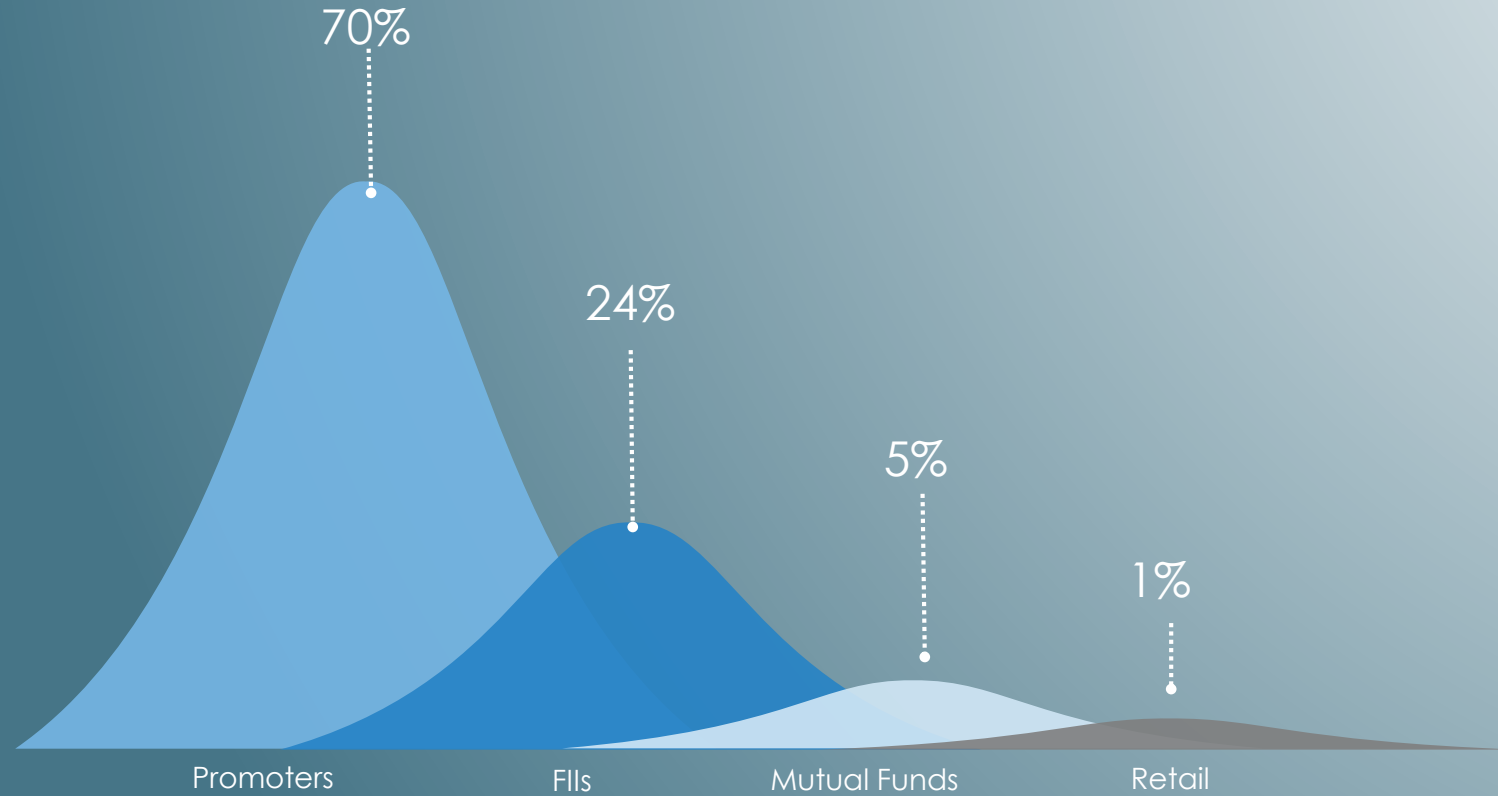
Areas are in Million Sqft

PARTICULARS	RESIDENTIAL		COMMERCIAL		RETAIL		HOSPITALITY		PLOTTED DEVELOPMENT		TOTAL	
	NOS.	AREA	NOS.	AREA	NOS.	AREA	NOS.	AREA	NOS.	AREA	NOS.	AREA
COMPLETED PROJECTS	79	30.96	100	29.15	6	4.81	6	1.37	8	7.42	199	73.70
ONGOING PROJECTS	50	55.61	6	4.97	6	3.04	3	2.07	0	0.00	65	65.68
UPCOMING PROJECTS*	23	30.31	11	15.14	2	1.78	0	0.00	0	0.00	36	47.23
LAND BANK*												41.53
TOTAL	152	116.87	117	49.25	14	9.62	9	3.44	8	7.42	300	228.14

*Estimated

SHAREHOLDING PATTERN

As on 30th June 2016



BOARD OF DIRECTORS



Irfan Razack
Chairman & Managing
Director



Rezwan Razack
Joint Managing Director



Noaman Razack
Wholetime Director



Uzma Irfan
Director



Jagdeesh K. Reddy
Independent
Director



B.G. Koshy
Independent
Director



Noor Ahmed Jaffer
Independent
Director

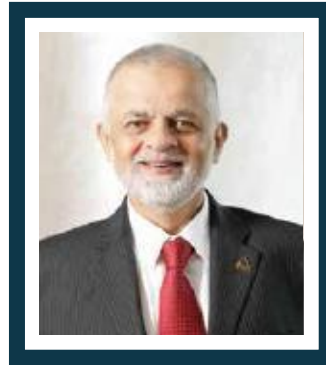


Dr. Pangal Ranganath
Nayak
Independent
Director

EXECUTIVE MANAGEMENT



Faiz Rezwan
Executive Director-
Contracts & Projects



Zackria Hashim
Executive Director- Land
Acquisition



Zaid Sadiq
Executive Director-
Liasion & Hospitality



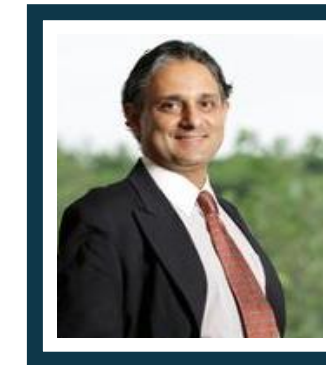
Anjum Jung
Executive Director- Interior
Design



Zayd Noaman
Executive Director- CMD's
OFFICE



Nayeem Noor
Executive Director-
Government Relations

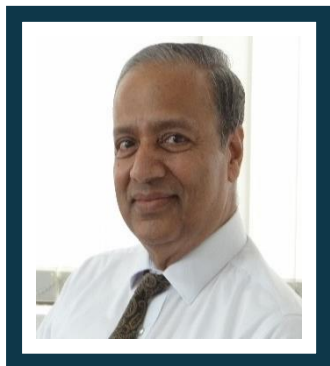


Omer Bin Jung
Executive Director-
Hospitality



V. Gopal
Executive Director-
Projects & Planning

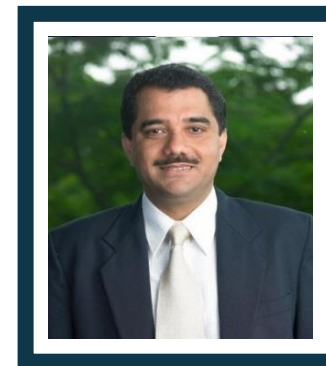
EXECUTIVE MANAGEMENT



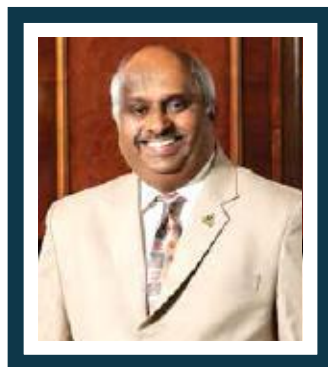
Ravinda Jain
Executive Director-
Contracts



Suresh Singaravelu
Executive Director- Retail,
Hospitality & Business
Expansion



Swaroop Anish
Executive Director- Business
Development



Arvind Pai
Executive Director- Legal



Venkat K Narayan
Executive Director-
Finance & CFO

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OPERATIONAL HIGHLIGHTS

Value in ₹ Million
Volume in Mnsqft

	Particulars	Q1FY17	Q1FY16	Q4FY16	FY16
TOTAL	New Sales value	6,369	6,112	12,411	31,498
	New Sales Volume	1.02	0.92	1.93	5.01
	Avg Realization/Sft	6,241	6,643	6,424	6,286
	Collections	11,790	10,373	10,380	39,513
	Leasing Volume	0.15	0.26	0.40	1.32
	Area Delivered	6.74	0.12	2.91	4.71
	Area Launched	1.98	-	4.52	8.35
PRESTIGESHARE	New Sales value	5,097	5,266	9,889	26,329
	New Sales Volume	0.82	0.80	1.53	4.26
	Collections	10,034	8,445	8,624	32,800
	Leasing Volume	0.04	0.08	0.17	0.45
	Rental Income	1,312	990	1,261	4,468

BUSINESS PERFORMANCE

Q 1 LAUNCH / PRE-LAUNCH

Sl.No	Launched Project	Location	Segment	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Lake ridge (Phase 1)	Bengaluru	Residential	1.02	67%	0.68
2	Prestige Valley Crest	Mangaluru	Residential	0.96	70%	0.67
	TOTAL			1.98		1.35

Q 1 COMPLETIONS

Sl.No	Completed Project	Location	Segment	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Tranquility (B1-B8)	Bangalore	Residential	2.21	100%	2.21
2	Prestige Bellavista (C1&C3)	Chennai	Residential	3.87	60%	2.32
3	Prestige Down Town	Chennai	Residential	0.23	100%	0.23
4	Prestige Casabella	Bengaluru	Residential	0.43	75%	0.32
	TOTAL			6.74		5.08

SALES SUMMARY | PRESTIGE SHARE

Areas are in Million Sqft
Values are in Million ₹

Particulars	Q1FY17			Q1FY16			Q4FY16			FY16		
	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value
Residential												
Mid Income Segment	0.62	401	3,735	0.64	372	4,320	1.08	721	6,975	3.33	2,136	19,913
Premium Segment	0.06	17	481	0.06	17	701	0.14	54	1,105	0.45	170	3,980
TOTAL	0.68	418	4,216	0.70	389	5,021	1.22	775	8,080	3.78	2,306	23,893
Commercial	0.14	0	882	0.10	-	245	0.32		1,809	0.48	-	2,435
GRANDTOTAL	0.82	418	5,097	0.80	389	5,266	1.53	775	9,889	4.26	2,306	26,328
Realisation per sft			6,241			6,582			6,443			6,188

NOTE

- 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)
- Overall unrecognized revenue in the books of accounts from all the projects as on 30/06/2016 (Sales made and yet to come for recognition) based on POC is approximately ₹ 69,869 mn
- 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).

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FINANCIAL HIGHLIGHTS | Q1FY17 | STANDALONE

Values are in Million ₹

Particulars	Q1FY17	Q1FY16
Turnover (Rs. Mn)	6,091	9,628
EBIDTA (Rs. Mn)	1,827	1,907
EBIDTA %	30%	20%
PAT (Rs. Mn)	1,367	1,132
PAT %	22%	12%

STANDALONE | BALANCE SHEET AS AT 30th June 2016

Values are in Million ₹

Particulars	As at 30-Jun-16	As at 30-Jun-15
I. EQUITY AND LIABILITIES		
(1) Shareholders' funds		
(a) Share capital	3,750	3,750
(b) Reserves and surplus	39,041	34,937
	42,791	38,687
(2) Non-current liabilities		
(a) Long-term borrowings	10,600	3,311
(b) Deferred tax liabilities (Net)	354	412
(c) Other Long-term liabilities	682	491
(d) Long-term provisions	88	64
	11,724	4,278
(3) Current liabilities		
(a) Short-term borrowings	25,609	21,016
(b) Trade payables	10,520	4,297
(c) Other current liabilities	20,278	18,413
(d) Short-term provisions	316	755
	56,041	44,481
Total	1,10,556	87,446

STANDALONE | BALANCE SHEET AS AT 30th June 2016

Particulars	As at 30-Jun-16	As at 30-Jun-15
II. ASSETS		
(1) Non-current assets		
(a) Fixed assets		
(i) Tangible assets	6,242	5,722
(ii) Capital work-in-progress	4,097	2,986
	10,339	8,708
(b) Non-current investments	11,476	10,699
(c) Deferred tax assets (Net)	-	-
(c) Long-term loans and advances	28,377	15,081
(d) Other non-current assets	1,297	808
	51,489	35,296
(2) Current assets		
(a) Current investments	650	2,014
(b) Inventories	21,328	12,713
(c) Trade receivables	22,665	21,785
(d) Cash and Bank balances	2,710	2,568
(e) Short-term loans and advances	11,278	12,674
(f) Other current assets	436	396
	59,067	52,150
Total	1,10,556	87,446

Values are in Million ₹

STANDALONE | P&L ACCOUNT AS ON 30th June 2016

Values are in Million ₹

Particulars	Quarter ended	
	30-Jun-16	30-Jun-15
(I) Revenue from Operations	5,736	9,327
(II) Other Income	355	301
(III) Total Revenue - (I+II)	6,091	9,628
(IV) Expenses		
Purchases of Stock of units	-	-
Cost of sales on projects	2,943	6,568
Property and Facilities operating expenses	610	511
Employee benefits expense	395	336
Finance costs	486	573
Depreciation and amortization expense	121	120
Other expenses	316	306
Total Expenses	4,871	8,414
(V) Profit before tax (III-IV)	1,220	1,214
(VI) Tax expense	(147)	83
VII. Profit (Loss) for the period	1,367	1,131

FINANCIALS | KEY RATIOS | STANDALONE

Values are in Million ₹

Sl. No.	Particulars	Quarter ended			
		30-Jun-16 (Unaudited)	Ratio/%	30-Jun-15 (Unaudited)	Ratio/%
1	Sale of Projects & Property Income	5,736		9,327	
2	Other Income	355		301	
3	Total Income	6,091		9,628	
4	Cost of project sold and property expenses	3,553		7,079	
5	Gross Margin	2,183	38%	2,248	24%
6	Admin, Employee and Selling cost	711		642	
7	EBIDTA	1,827	30%	1,907	20%
8	Financial Expenses	486		573	
9	Depreciation	121		120	
10	Total Expenses	4,871		8,414	
11	PBT	1,220	20%	1,214	13%
12	Tax	(147)		83	
13	PAT	1,367	22%	1,131	12%
14	EPS (Annualized) (In Rs)	14.58		6.92	
15	Market Price per share	185.30		248.75	
16	PE Ratio	13		36	
17	Market Cap	69,488		93,281	
18	Net Worth	42,791		41,901	
19	Book Value per share	114		112	
20	Price to Book Value	1.62		2.23	

FINANCIAL HIGHLIGHTS | Q1FY17 | CONSOLIDATED

Values are in Million ₹

Particulars	Q1FY17	Q1FY16
Turnover (Rs. Mn)	9,714	15,118
EBIDTA (Rs. Mn)	1,972	3,086
EBIDTA %	20%	20%
PAT (Rs. Mn)	705	1,336
PAT %	7%	9%

CONSOLIDATED | BALANCE SHEET As AT 30th June 2016

Values are in Million ₹

Particulars	As at 30-Jun-16	As at 30-Jun-15
I. EQUITY AND LIABILITIES		
(1) Shareholders' funds		
(a) Share capital	3,750	3,750
(b) Reserves and surplus	38,113	34,265
(c) Capital reserve arising on consolidation	-	-
	41,863	38,015
(2) Minority interest	2,785	2,836
(3) Non-current liabilities		
(a) Long-term borrowings	33,344	12,163
(b) Deferred tax liabilities (Net)	876	672
(c) Other Long-term liabilities	1,065	1,479
(d) Long-term provisions	76	95
	35,361	14,409
(4) Current liabilities		
(a) Short-term borrowings	20,793	21,917
(b) Trade payables	13,486	6,466
(c) Other current liabilities	39,974	42,211
(d) Short-term provisions	1,772	1,846
	76,025	72,440
Total	1,56,034	1,27,700

CONSOLIDATED | BALANCE SHEET AS AT 30th June 2016

Values are in Million ₹

Particulars	As at 30-Jun-16	As at 30-Jun-15
II. ASSETS		
(1) Non-current assets		
(a) Fixed assets		
(i) Tangible assets	25,232	18,063
(ii) Intangible assets	42	30
(iii) Capital work-in-progress	12,502	7,960
	37,776	26,053
(b) Goodwill (arising on consolidation)	8,414	4,465
(c) Non-current investments	3,338	3,859
(d) Deferred tax assets (net)	797	520
(e) Long-term loans and advances	18,696	12,178
(f) Other non-current assets	894	365
	69,915	47,440
(2) Current assets		
(a) Current investments	741	2,014
(b) Inventories	47,464	36,582
(c) Trade receivables	23,987	23,589
(d) Cash and Bank balances	5,048	4,910
(e) Short-term loans and advances	8,002	12,119
(f) Other current assets	877	1,046
	86,119	80,260
Total	1,56,030	1,27,700

CONSOLIDATED I P & L as on 30th June 2016

Values are in Million ₹

Particulars	Quarter ended	
	30-Jun-16	30-Jun-15
(I) Revenue from Operations	9,449	14,933
(II) Other Income	265	185
(III) Total Revenue - (I+II)	9,714	15,118
(IV) Expenses		
Cost of sales on projects	5,232	9,842
Cost of contractual projects	16	86
Property and Facilities operating expenses	1,274	1,111
Employee benefits expense	720	590
Finance costs	790	837
Depreciation and amortization expense	336	290
Other expenses	500	403
Total Expenses	8,868	13,159
(V) Profit before tax (III-IV)	846	1,959
(VI) Tax expense	141	623

CONSOLIDATED I P & L as on 30th June 2016

Values are in Million ₹

Particulars	Quarter ended	
	30-Jun-16	30-Jun-15
VII. Profit (Loss) for the year	705	1,336
Share of profit / (loss) from associates (Net) (VIII)	3	(69)
Profit after tax (before adjustment for Minority interest) (IX = VII - VIII)	708	1,267
Share in (profit) / loss to Minority interest (X)	(229)	(120)
Profit after tax and Minority interest (VIII - X)	479	1,147
Other Comprehensive Income	(8)	(1)
Profit after Other Comprehensive Income	471	1,146

FINANCIALS | CONSOLIDATED | KEY RATIOS

Values are in Million ₹



Sl. No.	Particulars	Quarter ended			
		30-Jun-16 (Unaudited)	Ratio/%	30-Jun-15 (Unaudited)	Ratio/%
1	Sale of Projects & Property Income	9,449		14,933	
2	Other Income	265		185	
3	Total Income	9,714		15,118	
4	Cost of project sold and property expenses	6,522		11,039	
5	Gross Margin	2,927	30.98%	3,894	26.08%
6	Admin, Employee and Selling cost	1,220		993	
7	EBIDTA	1,972	20.30%	3,086	20.41%
8	Financial Expenses	790		837	
9	Depreciation	336		290	
10	Total Expenses	8,868		13,159	
11	PBT	846	8.71%	1,959	12.96%
12	Tax	141		623	
13	PAT	705	7.26%	1,336	8.84%
14	Share of profit / (loss) from associates	3		(69)	
15	Minority	(229)		(120)	
16	Profit after tax	479		1,147	
17	EPS (Annualized) (In Rs)	5.11		12.23	
18	Market Price per share	185.30		248.75	
19	PE Ratio	36		20	
20	Market Cap	69,488		93,281	
21	Net Worth	41,863		38,015	
22	Book Value per share	112		101	
23	Price to Book Value	1.66		2.45	

UNRECOGNIZED REVENUE | FROM PROJECTS UNDER CONSTRUCTION

Values are in Million ₹

Sl.No	Projects	Total sales value of unit sold as at 30-June-2016	Cumulative turnover declared upto 30-June-2016	Balance turnover to be declared on POC to reach 25% trigger	Expected timeline to reach 25% trigger
1	Prestige Bellavista	13,335	13,105	231	
2	Prestige Tranquility	9,662	8,572	1,091	
3	Prestige White Meadows-1&2	7,069	6,530	539	
4	Prestige Kingfisher Towers	7,816	6,393	1,423	
5	Prestige Golf Shire	5,457	4,023	1,434	
6	Prestige Royal wood	1,979	1,906	73	
7	Prestige Casabella	887	748	139	
8	Prestige Edwardian	604	493	112	
9	Prestige Ferns Residency	7,676	5,935	1,741	
10	Prestige Mayberry	2,734	2,577	157	
11	Prestige Westwoods	4,167	2,895	1,273	
12	Prestige Ivy Terraces	1,653	1,224	429	
13	Prestige Downtown	1,152	942	210	
14	Prestige Augusta Golf Village	6,553	4,187	2,365	
15	Prestige Misty Waters	4,376	3,484	892	

UNRECOGNIZED REVENUE | FROM PROJECTS UNDER CONSTRUCTION

Values are in Million ₹

Sl.No	Projects	Total sales value of unit sold as at 30-June-2016	Cumulative turnover declared upto 30-June-2016	Balance turnover to be declared on POC to reach 25% trigger	Expected timeline to reach 25% trigger
16	Prestige Silver Spring	2,187	1,966	221	
17	Prestige Summer Fields	1,561	1,523	38	
18	Prestige Jade Pavilion	2,540	2,181	359	
19	Prestige Sunrise Park - Phase I & Phase II	10,184	6,733	3,451	
20	Prestige Lakeside Habitat Phase I & II	16,746	9,877	6,869	
21	Prestige Royale Garden-Phase I & Phase II	3,500	1,901	1,599	
22	Prestige Brooklyn Heights	902	587	315	
23	Prestige Bagmane Temple Bells	4,331	2,277	2,053	
24	Prestige Spencer Heights	714	-	714	FY 17
25	Prestige Hermitage	176	-	176	FY 17
26	Prestige Falcon City- Phase I & II	15,005	-	15,005	FY 17
27	Prestige Falcon City Buy Back	1,838	-	1,838	FY 17
28	Prestige Falcon City Buy Back 2	572	-	572	FY 17
29	Prestige Gulmohar	2,313	-	2,313	FY 17
30	Prestige Leela Residences	2,228	-	2,228	FY 17

UNRECOGNIZED REVENUE | FROM PROJECTS UNDER CONSTRUCTION

Values are in Million ₹

Sl.No	Projects	Total sales value of unit sold as at 30-June-2016	Cumulative turnover declared upto 30-June-2016	Balance turnover to be declared on POC to reach 25% trigger	Expected timeline to reach 25% trigger
31	Prestige déjà vu	493	-	493	FY 17
32	Prestige Kenilworth	817	-	817	FY 17
33	Presige Woodside	271	-	271	FY 17
34	Prestige Pine Wood	875	-	875	FY 17
35	Prestige Woodland Park	1,217	-	1,217	FY 18
36	Prestige High Fields_Phase I	1,482	-	1,482	FY 17
37	Prestige Ivy League	1,124	-	1,124	FY 17
39	Prestige MSR	221	-	221	FY 18
40	Prestige Technostar	2,142	-	2,142	FY 17
41	Prestige Lake Ridge	520	-	520	FY 18
42	Prestige Northpoint	1,540	-	1,540	FY 18
43	Prestige Song of South	3,459	-	3,459	FY 18
44	Hillside Gateway	1,438	-	1,438	FY 18
45	Prestige Kew Gardens	2,712	-	2,712	FY 18

UNRECOGNIZED REVENUE | FROM PROJECTS UNDER CONSTRUCTION

Values are in Million ₹

Sl.No	Projects	Total sales value of unit sold as at 30-June-2016	Cumulative turnover declared upto 30-June-2016	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
46	Prestige Fairfield	1,061	-	1,061	FY 18
47	Prestige Boulevard	600	-	600	FY 18
48	Prestige Valley Crest	37	-	37	FY 18
	Total - A	1,59,926	90,058	69,869	-

PROJECT DEBTORS SUMMARY

Values are in Million ₹

Name of the Project	Opening Balance as at 01-Apr-2016	New Sales / Adjustment	Amount Realised	Closing Balance as at 30-Jun-2016
Prestige Oasis	70	213	196	87
Prestige Shantiniketan	37	3	19	21
Prestige Neptunes Court Yard	27	(6)	12	8
Prestige Tech Park Phase - III	30	(2)	7	21
Prestige Technopolis	10	-	-	10
Prestige Khoday Tower	250	-	-	250
Prestige Silver Oak	152	98	38	212
Prestige Philadelphia	44	-	-	44
Prestige Plaza	150	(9)	11	130
Prestige Star	48	(1)	4	43
Prestige Tech Platina	985	350	1,318	17
Prestige West Holmes	31	0	3	29
Prestige Trinity Centre	40	140	164	16
Prestige SilverCrest	48	6	21	33
Prestige Parkview	134	16	51	99
Prestige Sunny Side	289	7	102	194
Prestige Garden Bay	181	8	42	147
Prestige Glen wood	121	17	40	98
Prestige Silver Sun	61	(1)	22	39
Prestige Techvista	64	(10)	13	41
Others	18	6	6	18
Sub Total – A	2,790	836	2,069	1,557

Note: In addition to the above, there are Land Owner dues to the extent of Rs. 895 mn.

PROJECT DEBTORS SUMMARY

Values are in Million ₹

Name of the Project	Opening Balance as at 01-Mar-2016	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 30-Jun-2016
Prestige Edwardian	99	5	6	10	88
Prestige Golfshire	440	241	185	245	250
Prestige White Meadows	1,117	(31)	(220)	81	1,225
Prestige Kingfisher Towers	1,068	261	153	34	1,142
Prestige Tranquility	112	326	164	197	76
Prestige Bellavista	135	96	(5)	121	116
Prestige Royal Wood	210	48	81	58	119
Prestige Casabella	9	46	45	1	9
Prestige Mayberry	74	110	52	26	107
Prestige Ferns Residency	64	435	(69)	532	36
Prestige Ivy Terraces	14	46	(39)	86	13
Prestige Westwoods	135	319	167	152	135
Prestige Downtown	142	163	16	144	145
Prestige Augusta Golf Village	26	278	(92)	366	29
Prestige Misty Waters	91	358	86	278	85
Prestige Silversprings	72	233	74	146	85
Prestige Sunrise Park	86	877	111	774	78
Prestige Lakeside Habitat	111	1,166	59	1,143	75
Prestige Summerfields	93	102	22	74	99
Prestige Brooklyn Heights	11	57	18	41	8
Prestige Royale Gardens	11	137	(96)	230	14
Prestige Jade Pavilion	204	95	(44)	260	83
Prestige Bagamane Temple Bells	11	276	41	231	15
Sub Total - B	4,335	5,642	714	5,230	4,032

PROJECT DEBTORS SUMMARY

Values are in Million ₹

Name of the Project	Opening Balance as at 01-Mar-2016	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 30-Jun-2016
Prestige Spencer Heights	-	-	-	3	-
Prestige Falcon City	-	-	-	1,141	-
Prestige Alta Vista Falcon City	-	-	-	173	-
Prestige KenilWorth	-	-	-	29	-
Prestige High Fields	-	-	-	21	-
Prestige Ivy League	-	-	-	123	-
Prestige Leela Residences	-	-	-	165	-
Prestige déjà vu	-	-	-	31	-
Prestige Pinewood	-	-	-	59	-
Prestige MSR	-	-	-	2	-
Prestige North Point	-	-	-	7	-
Prestige Wood Side	-	-	-	10	-
Prestige Gulmohar	-	-	-	115	-
Prestige Song of the south	-	-	-	162	-
Prestige Hillside Gateway	-	-	-	57	-
Prestige Boulevard	-	-	-	44	-
Prestige Kew Gardens	-	-	-	180	-
Prestige Fair Field	-	-	-	80	-
Prestige Techno Star	-	-	-	214	-
Prestige Hermitage	-	-	-	54	-
Prestige Lake Ridge	-	-	-	48	-
Prestige Misty Waters II	-	-	-	14	-
Sub Total - C	-	-	-	2,734	-
Total (A+B+C)	7,125	6,477	714	10,033	5,589

DEBT PROFILE AS ON 30th June 2016

Values are in Million ₹

Particulars	Standalone	%	Consolidated Loan *	%
Secured Loan	31,386.9	100.0%	55,815.8	100.0%
a. Project Debt - Resi & Comm	14,526.5	46.3%	17,730.0	31.8%
b. Capex Loans	-		-	
- Office Space	1,956.9	6.2%	1,956.9	3.5%
- Retail	-	0.0%	601.1	1.1%
- Hospitality	2,497.4	8.0%	5,237.1	9.4%
c. Rental Securitisation Loans	3,433.9	10.9%	21,318.5	38.2%
d. Receivables discounting loans	8,972.2	28.6%	8,972.2	16.1%
Gross Debt	31,386.9	100.0%	55,815.8	100.0%
Less: Cash & Bank Balances	3,243.1		5,224.3	
Net Debt	28,143.8		50,591.5	
Networth	42,795.7		44,648.1	
Debt Equity Ratio	0.66		1.13	

ANNUALIZED PROJECTED EXIT RENTALS FOR AREA LEASED

Sl. No	Project Name	Segment	Total Leasable Area (Mnsqft)	Economic Interest (Mnsqft)	Area Leased Prestige Share (Mnsqft)	Rent Per Sft (₹)	Rent P.A (Annualised) (₹ Mn)
Existing Rental Income							
1	Prestige Estates Projects Limited	Commercial	1.90	1.90	1.90	38	866
2	West Palm Developers Pvt Ltd	Commercial	0.32	0.19	0.19	35	80
3	Prestige Valley View Estates Pvt Ltd	Commercial	0.01	0.004	0.004	235	12
4	Exora Business Park - Phase I-III	Commercial	2.18	2.18	2.18	52	1,358
5	ICBI India Pvt Ltd	Commercial	0.06	0.05	0.05	89	54
6	Cessna (B1 to B8)	Commercial	2.77	2.35	2.35	43	1,226
7	Prestige Polygon	Commercial	0.26	0.26	0.26	75	231
8	Forum Vijaya- Commercial	Commercial	0.19	0.10	0.10	44	50
9	Forum Mall	Retail	0.35	0.24	0.24	110	315
10	UB City Retail	Retail	0.10	0.04	0.04	320	169
11	Forum Value Mall	Retail	0.29	0.15	0.15	66	116
12	Forum Vijaya- Retail	Retail	0.64	0.32	0.32	70	267
13	Forum Mall Sujana Hyderabad	Retail	0.81	0.20	0.20	80	191
14	Forum Mall Mangalore	Retail	0.66	0.23	0.23	40	111
15	SKN Commercial	Commercial	0.39	0.39	0.39	35	165
Total annualised rentals as on 30th June 2016			10.92	8.60	8.60		5,210

ANNUALIZED PROJECTED EXIT RENTALS FOR AREA LEASED

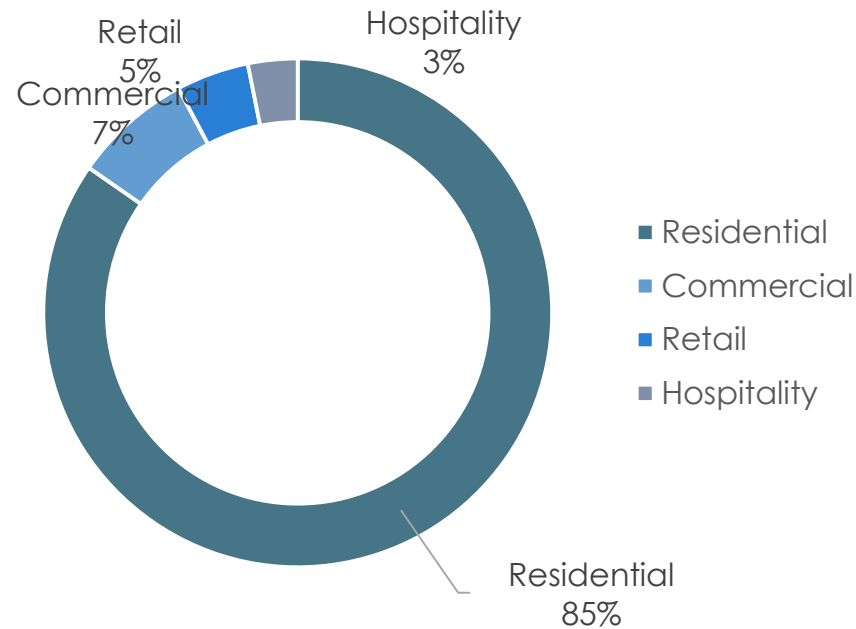
Sl. No	Project Name	Segment	Total Leasable Area (Mnsqft)	Economic Interest (Mnsqft)	Area Leased Prestige Share (Mnsqft)	Rent Per Sft (₹)	Rent P.A (Annualised) (₹ Mn)
Rental Income by 31st March 2017							
1	Prestige Polygon	Commercial	0.08	0.08	0.00	75	69
2	Forum Mall Shantiniketan	Retail	0.64	0.41	0.16	75	369
3	Prestige Mysore Central	Retail	0.08	0.05	0.04	60	36
4	Forum Mall Mysore	Retail	0.37	0.19	0.04	55	126
5	Prestige Falcon Towers	Commercial	0.34	0.15	0.00	85	157
6	Prestige Trade Tower	Commercial	0.48	0.22	0.00	100	261
Incremental rentals in FY17			1.99	1.10	0.24		1,018
Total annualised rentals by March 2017			12.92	9.70	8.84		6,229

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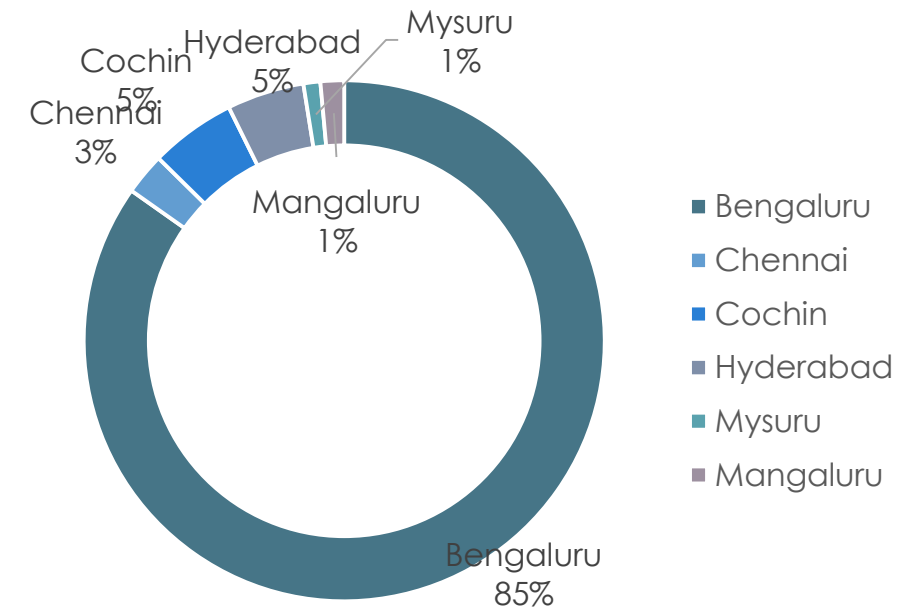
PRODUCT MIX | ONGOING PROJECTS

SEGMENT



Segment	No. of Projects	Developable Area (Mnsf)
Residential	50	55.61
Commercial	6	4.97
Retail	6	3.04
Hospitality	3	2.07
Total	65	65.68

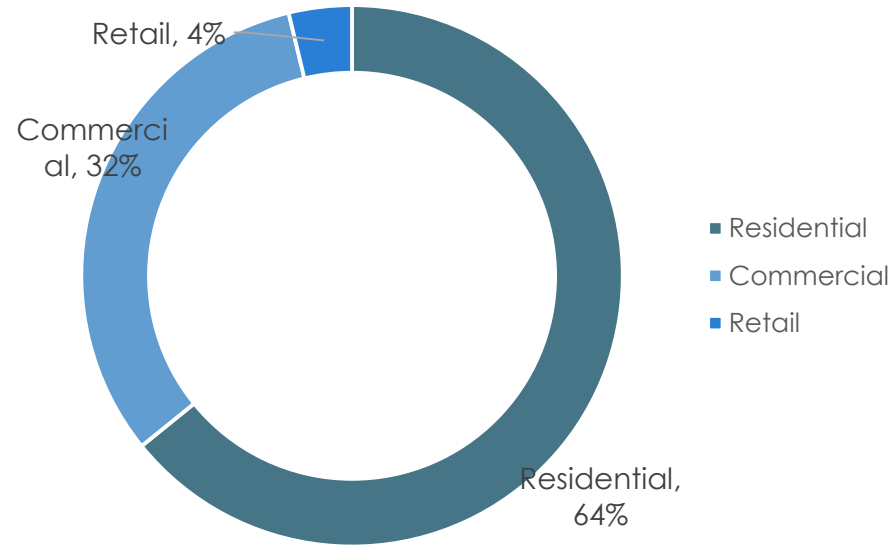
GEOGRAPHY



City	No. of Projects	Developable Area (Mnsf)
Bengaluru	52	55.68
Chennai	2	1.70
Cochin	5	3.50
Hyderabad	3	3.15
Mysuru	2	0.69
Mangaluru	1	0.96
Total	65	65.68

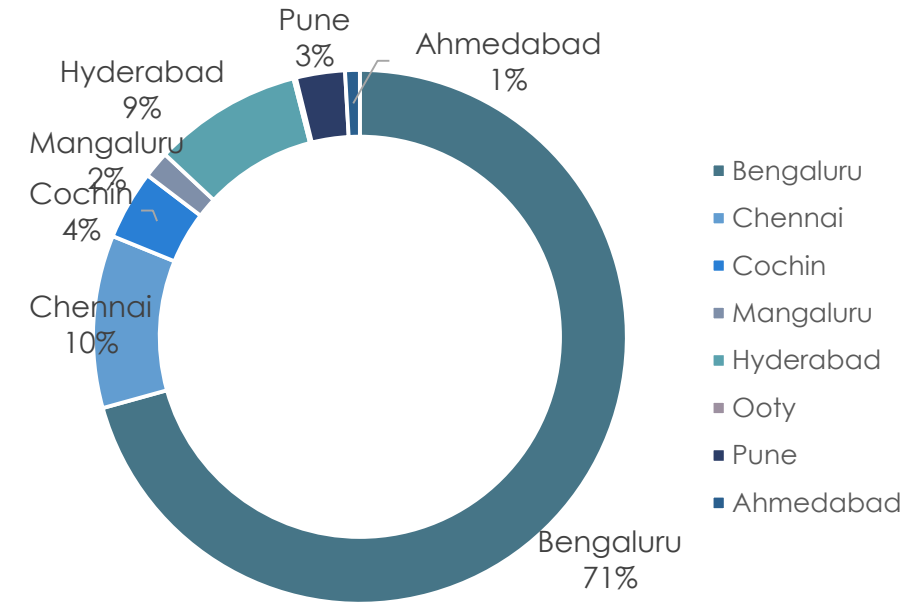
PRODUCT MIX | UPCOMING PROJECTS

SEGMENT



Segment	No. of Projects	Developable Area (Mnsf)
Residential	23	30.31
Commercial	11	15.14
Retail	2	1.78
Total	36	47.23

GEOGRAPHY



City	No. of Projects	Developable Area (Mnsf)
Bengaluru	23	33.39
Chennai	4	4.94
Cochin	2	1.98
Mangaluru	3	0.77
Hyderabad	1	4.26
Ooty	1	0.07
Pune	1	1.40
Ahmedabad	1	0.42
Total	36	47.23

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	Bengaluru	1.75	100.00%	1.75	228	228
2	Prestige White Meadows -T3/T4	Bengaluru	1.04	100.00%	1.04	151	151
3	Prestige Royal Woods	Hyderabad	0.63	50.00%	0.32	152	76
4	Prestige Edwardian	Bengaluru	0.17	45.00%	0.08	26	12
5	Prestige Bella Vista (C2)	Chennai	1.17	60.00%	0.70	607	364
6	Prestige Garden Bay	Bengaluru	0.64	72.00%	0.46	184	132
7	Prestige Mayberry-1	Bengaluru	0.12	75.00%	0.09	40	30
8	Prestige Mayberry-2	Bengaluru	0.39	60.39%	0.24	126	76
9	Prestige Hermitage	Bengaluru	0.23	50.00%	0.12	23	12
10	Prestige Summer Fields	Bengaluru	0.31	50.85%	0.16	83	42
11	Kingfisher Towers	Bengaluru	1.15	45.51%	0.52	83	38
12	Prestige Hillside Retreat	Bengaluru	0.11	75.00%	0.08	58	44
13	Prestige Ferns Residency	Bengaluru	3.38	62.00%	2.10	1,483	919
14	Prestige Misty Waters	Bengaluru	1.22	51.00%	0.62	558	285
15	Prestige Brooklyn Heights	Bengaluru	0.30	62.00%	0.19	94	58

ONGOING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
16	Prestige Spencer Heights	Bengaluru	0.11	100.00%	0.11	34	34
17	Prestige Royale Garden - Phase I & II	Bengaluru	3.15	68.50%	2.16	1,696	1,162
18	Prestige Sunrise Park - Phase I	Bengaluru	1.69	99.00%	1.67	1,046	1,036
19	Prestige West Woods	Bengaluru	1.34	60.00%	0.80	567	340
20	Prestige Augusta Golf Village	Bengaluru	1.38	67.00%	0.92	460	308
21	Prestige Jade Pavilion	Bengaluru	0.72	51.60%	0.37	266	137
22	Prestige Sunrise Park - Phase II	Bengaluru	1.58	99.00%	1.56	864	855
23	Prestige Silver Spring	Chennai	0.53	27.54%	0.15	121	33
24	Prestige Thomson	Cochin	0.60	25.00%	0.15	238	60
25	Prestige Ivy Terraces	Bengaluru	0.64	62.00%	0.40	315	195
26	Prestige Lakeside Habitat- Phase I & II	Bengaluru	5.60	69.30%	3.88	2,488	1,724
27	Prestige Falcon City Phase I	Bengaluru	4.98	42.84%	2.13	1,890	810
28	Prestige Bagmane Temple Bells	Bengaluru	1.73	70.00%	1.21	968	678
29	Prestige Gulmohar	Bengaluru	0.87	51.00%	0.44	404	206

ONGOING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
30	Prestige Leela Residences	Bengaluru	0.53	60.00%	0.32	88	53
31	Prestige Ivy League	Hyderabad	0.97	60.00%	0.58	349	209
32	Prestige High Fields_Phase I	Hyderabad	1.55	68.34%	1.06	665	454
33	Prestige North Point	Bengaluru	0.40	51.00%	0.21	184	94
34	Prestige Pine Wood	Bengaluru	0.62	44.00%	0.27	256	113
35	Prestige Woodland Park	Bengaluru	0.38	50.00%	0.19	166	83
36	Prestige Woodside	Bengaluru	0.41	60.00%	0.25	132	79
37	Prestige MSR	Bengaluru	0.15	65.00%	0.10	66	43
38	Prestige Bougainvillea Platinum	Bengaluru	0.13	60.00%	0.08	22	13
39	Prestige Falcon City Phase II	Bengaluru	1.52	35.70%	0.54	630	225
40	Prestige Déjà vu	Bengaluru	0.15	56.00%	0.08	40	22
41	Prestige Kenilworth	Bengaluru	0.19	40.00%	0.08	42	17
42	Prestige Song of South	Bengaluru	2.28	69.04%	1.57	1,117	771
43	Prestige Tranquility (B9-B17)	Bengaluru	2.36	100.00%	2.36	1,222	1,222
44	Prestige Hillside Gateway	Cochin	1.55	70.00%	1.09	629	440

ONGOING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
45	Prestige Kew Gardens	Bengaluru	1.71	60%	1.03	979	587
46	Prestige Fairfield (Dollars Colony)	Bengaluru	0.54	27.03%	0.15	165	45
47	Prestige Boulevard	Bengaluru	0.26	100%	0.26	144	144
48	Prestige Misty Waters (Phase 2)	Bengaluru	0.41	51.00%	0.21	198	101
49	Prestige Lake ridge (Phase1)	Bengaluru	1.02	66.70%	0.68	560	374
50	Prestige Valley Crest	Mangaluru	0.96	70.00%	0.67	510	357
Total - A			55.61		36.20	23,417	15,491

ONGOING PROJECTS

Office

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Trade Towers	Bengaluru	0.62	45.00%	0.28
2	Cessna Business Park B9-B11	Bengaluru	1.98	85.00%	1.68
3	Prestige TMS Square	Cochin	0.17	58.00%	0.10
4	Prestige Falcon Towers	Bengaluru	0.49	45.00%	0.22
5	Prestige Saleh Ahmed	Bengaluru	0.11	50.00%	0.06
6	Prestige Technostar	Bengaluru	1.60	80.00%	1.28
	Total - B		4.97		3.62

Retail

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Forum Shantiniketan	Bengaluru	1.08	64.00%	0.69
2	Forum Mysuru	Mysuru	0.58	50.99%	0.29
3	Prestige Mysuru Central	Mysuru	0.11	65.00%	0.07
4	Prestige TMS Square	Cochin	0.12	56.00%	0.07
5	Forum Thomsun	Cochin	1.06	25.00%	0.26
6	Prestige Cube	Bengaluru	0.09	100.00%	0.09
	Total - C		3.04		1.47

ONGOING PROJECTS

Hospitality

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No. of Keys
1	Conrad (Hilton)	Bengaluru	0.49	100.00%	0.49	285
2	Sheraton Hotel & Convention Center	Bengaluru	0.65	100.00%	0.65	360
3	Marriott Hotel & Convention Centre	Bengaluru	0.93	100.00%	0.93	297
	Total - D		2.07		2.07	942
GRAND TOTAL			65.68		43.36	

UPCOMING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Greenmoor	Bengaluru	0.67	25.00%	0.17
2	Prestige Hillcrest	Ooty	0.07	50.00%	0.04
3	Prestige Lakeside Habitat Phase III	Bengaluru	3.29	69.30%	2.28
4	Prestige Primerose Hills	Bengaluru	2.02	62.00%	1.25
5	Prestige Park Square	Bengaluru	1.10	42.00%	0.46
6	Roshanara Property	Bengaluru	0.22	100.00%	0.22
7	Mangaluru Villas	Mangaluru	0.14	68.00%	0.09
8	Prestige Avalon	Bengaluru	0.09	40.00%	0.03
9	Prestige Fountain Blue	Bengaluru	0.20	60.00%	0.12
10	Prestige Dolce Vita	Bengaluru	0.22	60.00%	0.13
11	Prestige Courtyards	Chennai	0.90	70.00%	0.63
12	Prestige Lake ridge (Phase2)	Bengaluru	1.02	66.70%	0.68
13	Prestige Cosmopoliton	Chennai	0.18	100.00%	0.18
14	Prestige Jindal Property	Bengaluru	4.65	37.23%	1.73
15	Prestige Verdant Vistas	Mangaluru	0.29	60.00%	0.17

UPCOMING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
16	Prestige High Fields Phase II	Hyderabad	4.26	68.34%	2.91
17	Song of south Ph II	Bengaluru	2.28	69.04%	1.57
18	Prestige Botanique	Bengaluru	0.14	55.00%	0.08
19	Prestige Palm Residences	Mangaluru	0.34	75.00%	0.26
20	Prestige Green Gables	Bengaluru	2.02	60.00%	1.21
21	Prestige Elysian, Bannerghatta Road	Bengaluru	1.09	30.60%	0.33
22	Prestige Falcon City- Phase II	Bengaluru	1.59	35.70%	0.57
23	Prestige Pelican Drive, Chennai (Pallavaram)	Chennai	3.54	31.62%	1.12
	Total - A		30.31		16.23

UPCOMING PROJECTS | COMMERCIAL

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Tech Cloud	Bengaluru	4.48	73.93%	3.31
2	Prestige Tech Park IV	Bengaluru	1.55	90.00%	1.40
3	Prestige Tech Pacifica Park (ORR)	Bengaluru	1.65	62.95%	1.04
4	Prestige Central Street	Bengaluru	0.18	55.00%	0.10
5	Mount road Chennai	Chennai	0.32	45.00%	0.14
6	Prestige Star Tech	Bengaluru	1.82	51.00%	0.93
7	Kharadi, Pune Property	Pune	1.40	66.75%	0.93
8	Gift City (Ahmedabad)	Ahmedabad	0.42	100.00%	0.42
9	Cyber Green (Kochi Smart City)	Cochin	1.46	100.00%	1.46
10	Prestige Logistics Centre, Malur	Bengaluru	0.38	100.00%	0.38
11	Prestige Retreat	Bengaluru	1.48	100.00%	1.48
	Total - B		15.14	8.45	11.59

UPCOMING PROJECTS | RETAIL

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Hillside Gateway (Kakanad)	Cochin	0.52	70.00%	0.36
2	Falcon City Forum Mall	Bengaluru	1.26	35.70%	0.45
	Total - C		1.78		0.81
GRAND TOTAL - A+B+C			47.23		28.63

Sl. No	Entity Name	Location	Land Area (Acres)	Economic Interest	PEPL Share (Acres)
1	Prestige Bidadi Holdings Pvt Ltd	Bidadi	143	100%	143
2	Prestige Projects Pvt Ltd	Sarjapur/Bengaluru	182	33%	59
3	Prestige Estates Projects Ltd	Bengaluru	2	100%	2
4	Village D Nandi Pvt Ltd	Bengaluru	23	100%	23
5	Eden Investments	Goa	74	78%	57
	Total		424		284

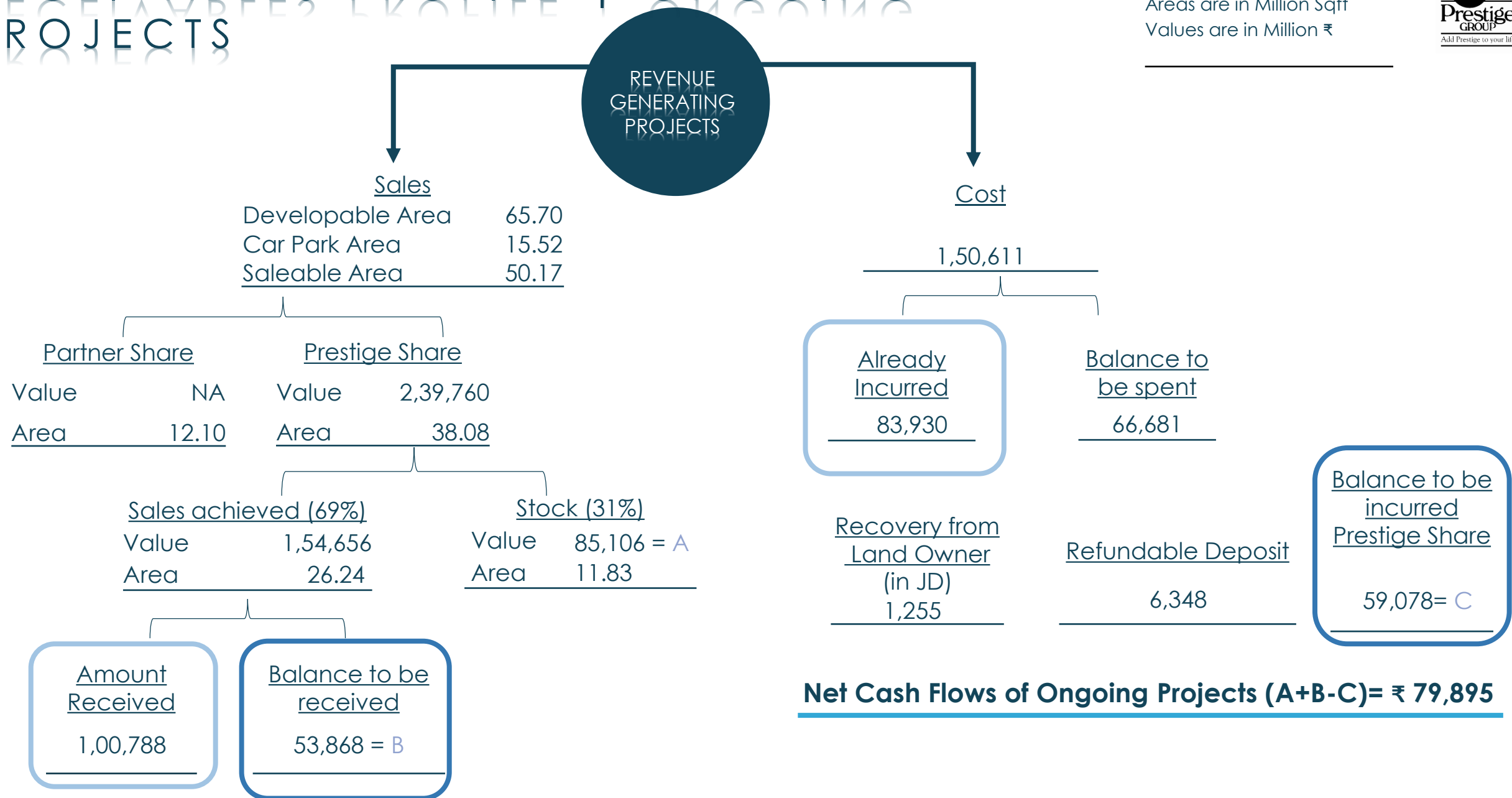
Potential Developable area of 42 mn sft (Prestige Share 28 Mn sqft)

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RECEIVABLES PROFILE | ONGOING PROJECTS

As on 30th June 2016
Areas are in Million Sqft
Values are in Million ₹



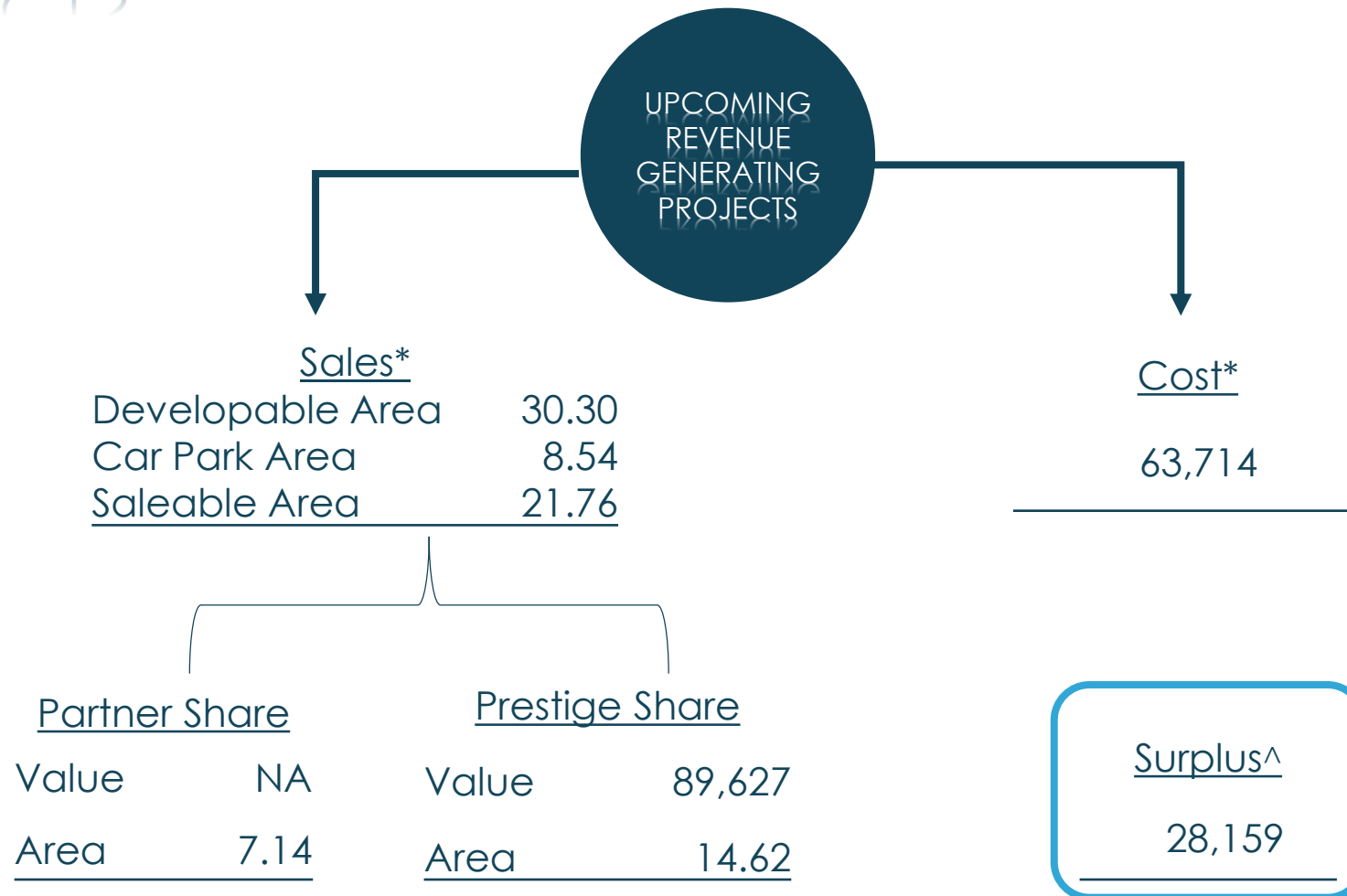
STOCK BREAKUP

As on 30th June 2016
Areas are in Million Sqft
Values are in Million ₹

CATEGORY	AREA	VALUE
Premium & Luxury Projects	2.40	25,673
Mid Income Projects	8.20	51,159
Commercial Projects	0.66	3,996
Completed Projects	0.57	4,276
Total	11.83	85,105

RECEIVABLES PROFILE | UPCOMING PROJECTS

As on 30th June 2016
Areas are in Million Sqft
Values are in Million ₹



*Estimated, ^Includes RD

OFFICE SPACE

OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Leasable Area 8.14	Leasable Area 2.51	Leasable Area 10.65	= 21.31
Prestige Share Leasable Area 7.50	Prestige Share Leasable Area 1.74	Prestige Share Leasable Area 8.21	= 17.45
Gross Rental Income p.a 4,467	Gross Rental Income p.a 2,128*	Gross Rental Income p.a 7,333*	= 13,928
Prestige Share- Income p.a 4,124	Prestige Share- Income p.a 1,391*	Prestige Share Income p.a 5,414*	= 10,928

*Estimated

RENTAL INCOME

As on 30th June 2016
Areas are in Million Sqft
Values are in Million ₹

RETAIL			
OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Leasable Area 2.85	Leasable Area 1.93	Leasable Area 1.34	= 6.12
Prestige Share Leasable Area 1.18	Prestige Share Leasable Area 0.90	Prestige Share Leasable Area 0.61	= 2.69
Gross Rental Income p.a 2,703	Gross Rental Income p.a 1,625*	Gross Rental Income p.a 1,718*	= 6,046
Prestige Share Income p.a 1,168	Prestige Share Income p.a 749*	Prestige Share Income p.a 734*	= 2,651

*Estimated

HOSPITALITY INCOME

As on 30th June 2016
Values are in Million ₹

HOSPITALITY		
OPERATING	UNDER CONSTRUCTION	TOTAL
Total Keys 617	Total Keys 942	= 1,559
Prestige Share Keys 405	Prestige Share Keys 942	= 1,347
Gross Operating Income p.a 1,219	Gross Operating Income p.a 2,119*	= 3,337
Prestige Share Income p.a 833	Prestige Share Income p.a 2,119*	= 2,952

**Estimated*

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Q1FY17 AWARDS & RECOGNITION



D&B
Corporate Award
2016



World's Greatest Brands & Leaders
2015-16



FIABCI World Prix d'
Excellence Awards
Prestige Silver Oak

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PROJECT SNAPSHOTS | RESIDENTIAL PROJECTS

PRESTIGE FERNS RESIDENCY



KINGFISHER TOWERS



PRESTIGE TEMPLE BELLS



PRESTIGE EDWARDIAN



PRESTIGE WEST WOODS



PRESTIGE BELLA VISTA



PROJECT SNAPSHOTS | RESIDENTIAL PROJECTS

PRESTIGE MISTY WATERS



PRESTIGE LAKESIDE HABITAT



PRESTIGE DOWNTOWN



PRESTIGE WHITE MEADOWS



PRESTIGE MAYBERRY



PRESTIGE JADE PAVILION



PROJECT SNAPSHOTS

PRESTIGE FALCON CITY



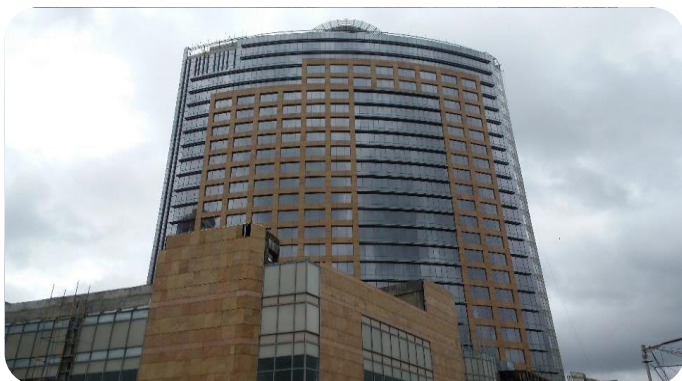
PRESTIGE FALCON TOWER



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GUIDANCE VS ACHIEVED

Value in ₹ Million
Volume in Mnsqft

PARTICULARS	TARGET FOR FULL YEAR (FY17)	AS OF Q1FY17	% ACHIEVED
New Sales Value	35,000 - 40,000	6,369	18%
Turnover	40,000 - 45,000	9,482	24%
Collections	40,000 - 45,000	11,790	29%
Launch Volume	10 - 12	1.98	20%
Completions	10 - 12	6.74	67%
Leasing Volume	1.50 - 2.00	0.15	10%
Exit Rental Income	6,000 - 6,250	5,210	87%
Debt Equity Ratio			
Consolidated	1.00 - 1.25	1.13	
Standalone	0.60 - 0.75	0.66	

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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