

Investor Presentation

For the quarter ended 30th June, 2020 / Q1FY21



RESIDENTIAL SEGMENT

Townships, Apartments,
Luxury villas,
Mansions,
Row houses &
Golf course



SHOPPING MALLS

Under the brand "Forum"

GRADE A OFFICE

Smart office
spaces in prime localities



LUXURY HOTELS

Collaboration with the
top brand such as
JW Marriott, Sheraton,
Oakwood and Hilton



Presentation Index

Q1FY2021

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KEY HIGHLIGHTS

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SEGMENT REVIEW

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- 2.Office
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- 4.Hospitality
- 5.Property Management

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ABOUT PRESTIGE

- 1.Scale
- 2.Business Model
- 3.Shareholding
- 4.Board & Management



OPERATIONAL HIGHLIGHTS | Q1FY21



Pictures shot at location, Prestige Group Development

**₹4,610
Mn**

SALES VALUE

PG share- ₹ 3,982 mn

**0.65
Mn sf**

SALES VOLUME

PG share- 0.56 mnsf

**₹7,309
Mn**

COLLECTIONS

PG share- ₹ 5,751 mn

**₹1,836
Mn**

Rental Income,PG

Office
Retail

FINANCIAL HIGHLIGHTS | Q1FY21



Pictures shot at location, Prestige Group Development

**₹12,963
Mn**

REVENUE

**₹4,617
Mn**

EBITDA

**₹200
Mn**

PAT

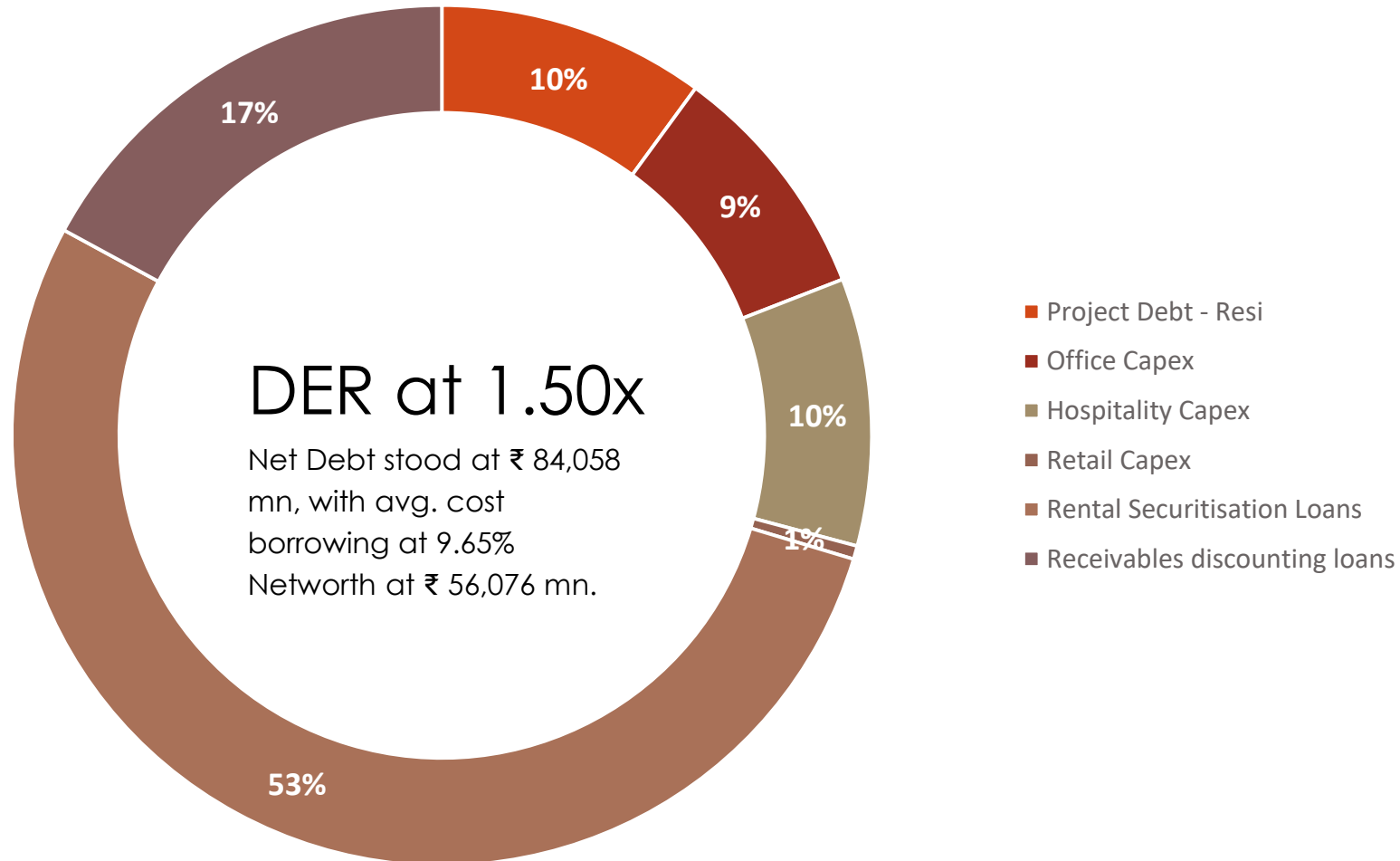
1.5x

DER

Net Debt- ₹84058 mn

Equity- ₹ 56076 mn

Debt Profile



Business Vertical Review

Q1 2020-21	Office	Retail	Hospitality	Services	Residential	Total
Revenue	1,885	365	124	1,150	8,530	12,054
EBITDA	1,622	84	(100)	315	1,770	3,691
EBITDA %	86%	23%	-81%	27%	21%	31%
Depreciation	410	225	362	16	36	1,048
EBIT	1,212	(141)	(462)	299	1,734	2,643
EBIT %	64%	-39%	-373%	26%	20%	22%
Interest Expenses	543	268	219	15	909	1,954
PBT	669	(408)	(681)	284	825	689
PBT %	35%	-112%	-549%	25%	10%	6%
Joint Venture share of loss / (profit)	1	-	1	-	9	11
PBT after Joint Venture share of loss / (profit)	668	(408)	(682)	284	816	678
Tax	168	(104)	(171)	99	352	344
PAT	500	(304)	(511)	185	464	334

Capital Employed - (Excluding Underconstruction)

Equity	9,383	5,096	12,850	1,119	9,577	38,026
Debt	33,888	18,040	10,278	107	23,776	86,090
Capital Employed	43,271	23,136	23,129	1,227	33,353	1,24,115
ROCE (ANNUALISED)	14.99%	1.45%	-1.73%	102.71%	21.23%	11.89%
ROE (ANNUALISED)	45.99%	-14.42%	-9.93%	107.20%	35.96%	18.27%

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.22,968 million and Rs.7,374 million respectively

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

RESIDENTIAL

SEGMENT REVIEW

Diversifies price points across mid/luxury segment

Now in 11 locations

118 Projects
89 mn sf

COMPLETED

28 Projects
32 mn sf

ONGOING

15 Projects
30 mn sf

UNDER PLANNING

CRISIL
DA 1
Graded
Projects

HDFC
Capital
Development
Platform

Cash flow of
Rs 123,200 mn
With Low
Inventory of 29%



Pictures shot at location, Prestige Group Development

Ongoing Projects- 32 mn sf TDA

S.No.	Project	City/State	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
1	Prestige Botanique	Bengaluru	0.10	55	0.06
2	Prestige Dolce Vita	Bengaluru	0.16	60	0.10
3	Prestige Elysian	Bengaluru	1.11	31	0.34
4	Prestige Fairfield	Bengaluru	0.54	27	0.15
5	Prestige Finsbury Park- Regent	Bengaluru	1.81	36	0.65
6	Prestige Finsbury Park- Hyde	Bengaluru	2.77	36	1.00
7	Prestige Fontaine Bleau	Bengaluru	0.12	60	0.07
8	Prestige Glenbrook	Bengaluru	0.50	100	0.50
9	Prestige Jindal City	Bengaluru	6.12	37	2.28
10	Prestige Kenilworth	Bengaluru	0.20	40	0.08
11	Prestige Lake Ridge- Phase I	Bengaluru	2.11	67	1.41
12	Prestige Leela Residences	Bengaluru	0.53	60	0.32
13	Prestige MSR	Bengaluru	0.09	45	0.04
14	Prestige Northpoint	Bengaluru	0.40	51	0.20
15	Prestige Park Square	Bengaluru	1.19	42	0.50
16	Prestige Song of the South- Phase II	Bengaluru	1.26	69	0.87
17	Prestige Vista Towers	Bengaluru	0.26	51	0.13
18	Prestige Willow Tree	Bengaluru	0.91	62	0.57
19	Prestige Woodland Park	Bengaluru	0.38	50	0.19
20	Prestige Cityscape	Kochi	0.30	50	0.15
21	Prestige Courtyards	Chennai	1.02	70	0.71
22	Prestige High Fields	Hyderabad	5.89	68	4.02
23	Prestige Hillcrest	Ooty	0.11	50	0.05
24	Prestige Hillside Gateway	Kochi	1.46	72	1.05
25	Prestige Panorama	Kochi	0.29	50	0.15
26	Prestige Palm Residences	Mangaluru	0.35	75	0.26
27	Prestige Valley Crest	Mangaluru	1.01	70	0.71
28	Prestige Nirvana	Hyderabad	1.04	100	1.04
Total			32.03		17.59

₹72,734 Mn cash flow from Under construction Projects

Particulars	Area in Mn Sft	₹ Mn	%
Total Developable Area	83.41		
Car Park Area	22.56		
Total Saleable Area	60.85		
PG area share	46.76		
Estimated Value		3,17,403	
Sold	33.41	2,26,948	71
Collections		1,84,897	
Balance to collect		42,052	
Stock	13.35	90,455	29
Recovery from Land Owner		-	
Refundable Deposit		3,671	
Projectable Inflow-A		1,36,178	
Cost of Development		2,10,082	
Incurred as of Q1F21		1,46,639	
Balance to Spend-B		63,444	
Free Cash flow (A-B)		72,734	

Stock Category	Area	Value
Ongoing-Premium & Luxury Projects	0.02	519
Ongoing-Mid Income Projects	8.06	48,214
Commercial Projects	1.48	8,907
Completed Projects	3.78	32,815
Total	13.35	90,455

Projects Under Planning – 30 mn sf TDA

S.No.	Project	State/City	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
1	Prestige Smart City	Bengaluru	10.08	60.00	6.05
2	Prestige Highline	Chennai	4.30	78.00	3.36
3	Prestige Bougainvillea Gardens	Noida	3.02	72.00	2.18
4	Prestige Waterford	Bengaluru	2.17	60.00	1.30
5	Prestige Tranquil	Hyderabad	2.17	100.00	2.17
6	Prestige Primrose Hills	Bengaluru	1.90	68.00	1.29
7	Prestige Smart City- Plotted Development	Bengaluru	1.75	60.00	1.05
8	Prestige Jasdan Classic	Mumbai	0.98	73.10	0.72
9	Prestige Green Gables	Bengaluru	0.93	60.00	0.56
10	Prestige Windsor Park	Chennai	0.83	68.50	0.57
11	Prestige Park Drive	Bengaluru	0.67	40.00	0.27
12	Prestige Misty Waters- Phase III	Bengaluru	0.40	62.00	0.25
13	Prestige Ocean Crest	Goa	0.32	50.00	0.16
14	Prestige Maple Heights	Bengaluru	0.28	65.00	0.18
15	Prestige Roshanara	Bengaluru	0.23	100.00	0.23
Total			30.04		20.32

₹50,466 Mn cash flow from Under Planning Projects

Particulars	Area in Mn Sft	₹ Mn
Total Developable Area	30.04	
Car Park Area	4.74	
Total Saleable Area	25.30	
PG area share	21.48	
Estimated Value-A		1,20,638
Cost of Development		84,404
Incurred as of Q1F21		12,033
Balance to spend-B		72,371
RD Paid-C		2,198
Free Cash flow (A-B+C)		50,466

OFFICE PORTFOLIO

111 Projects
36 mn sf

COMPLETED

₹7,146 Mn

Yielding
portfolio

12 Projects
15 mn sf

ONGOING

₹16,620 Mn

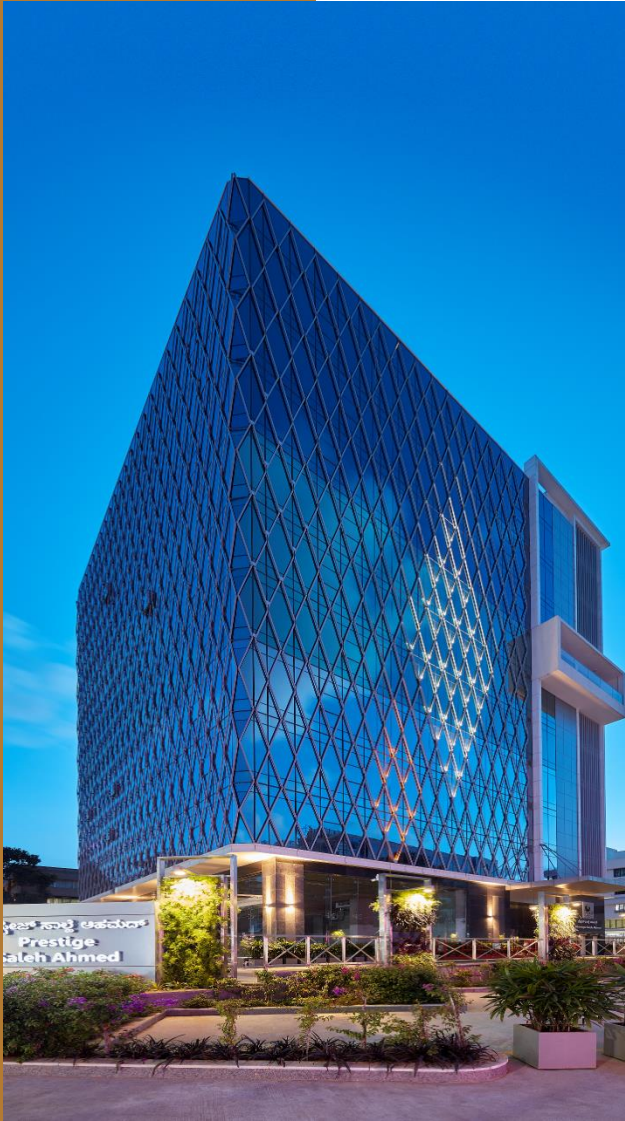
Incremental
rental near
term

11 Projects
22 mn sf

UNDER
PLANNING

₹23,766 Mn

Total rental
pa
By 2024/25



Pictures shot at location, Prestige Group Development

Operating Assets

S.No.	Project Name	Leasable Area	PG Interest (%)	PG Area (MnSf)	PG Rent P.A.
1	Cessna (B1 to B11)	4.16	85.00	3.54	2,609
2	Exora Business Park -Phase I-III	2.14	100.00	2.14	1,706
3	Prestige Logistic Centre	0.38	100.00	0.38	83
4	Prestige Polygon	0.33	100.00	0.33	352
5	West Palm Developers Pvt Ltd	0.32	61.00	0.20	98
6	SKN Commercial	0.24	100.00	0.24	191
7	Forum Vijaya-Commercial	0.19	50.00	0.10	57
8	PEPL (Various assets)	1.47	100.00	1.47	578
9	Prestige Trade Tower	0.50	33.80	0.17	305
10	Prestige Cybertower	0.26	100.00	0.26	87
11	Prestige TMS Square	0.22	58.00	0.13	85
12	Prestige Central Street	0.13	45.61	0.06	78
13	Prestige Technopolis	0.10	100.00	0.10	73
14	Prestige Saleh Ahmed	0.07	44.25	0.03	43
15	Prestige Cube	0.03	100.00	0.03	35
16	Prestige Star Tech	1.36	51.00	0.69	749
17	Prestige Phoenix	0.05	50.00	0.02	16
18	Prestige Fin-Tech	0.38	100.00	0.38	158
Total annualised rentals		12.31		10.25	7,304

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 Sky Tech	Hyderabad	2.71	67.00	1.82
3	Prestige Tech Pacific Park	Bengaluru	1.65	62.95	1.04
4	Prestige Tech Park IV	Bengaluru	1.58	100.00	1.58
5	Prestige Alpha Tech	Pune	1.17	66.75	0.78
6	Prestige Cyber Green- Phase I	Kochi	0.90	100.00	0.90
7	DIAL (Aerocity)	Delhi	0.64	50.00	0.32
8	Prestige Minsk Square	Bengaluru	0.58	55.00	0.32
9	Prestige Fin-Tech	Ahmedabad	0.43	100.00	0.43
10	Prestige Metropolitan	Chennai	0.39	45.00	0.18
11	Prestige Summit	Bengaluru	0.19	50.00	0.09
12	Prestige Cosmopolitan	Chennai	0.12	100.00	0.12
Total			15.01		11.57

Upcoming Projects- 22 mn sf TDA

S.No.	Project	State/City	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
1	Prestige Beta	Bengaluru	4.07	80	3.25
2	Prestige Capital Square	Bengaluru	0.16	65	0.11
3	Prestige Waterfront	Bengaluru	0.50	60	0.30
4	Prestige Southwark	Bengaluru	1.64	69.7	1.14
5	Prestige Tech Forest	Bengaluru	2.75	68	1.87
6	Prestige Tech Hills	Hyderabad	2.29	100	2.29
7	Prestige Techzone	Bengaluru	1.90	67	1.27
8	Prestige Tech Habitat	Bengaluru	4.24	68	2.88
9	Prestige Cyber Green- Phase II	Kochi	0.62	100	0.62
10	Prestige Tech Hub	Bengaluru	1.45	60	0.87
11	BKC	Mumbai	2.16	50	1.08
Total - B			21.78		15.69

SHOPPING MALLS

SEGMENT REVIEW

Foot Falls Of Over 75 Mn During FY20
Good tenant mix with consistent trading density

10 Projects
7 mn sf

COMPLETED

3 Projects
3 mn sf

ONGOING

4 Projects
4 mn sf

UNDER
PLANNING

₹3,389 Mn

Yielding
portfolio

₹2,676 Mn

Incremental
rental near
term

₹6,065 Mn

Total rental
pa near
term



Pictures shot at location, Prestige Group Development

Operating Assets

S.No.	Project Name	TLA	PG Interest	PG TLA	PG Rent PA
1	Forum Sujana Mall Hyderabad	0.81	100.00	0.81	992
2	Forum Fiza Mall	0.66	68.00	0.45	204
3	Forum Vijaya Mall	0.64	50.00	0.32	413
4	Forum Mall Shantiniketan	0.64	64.90	0.42	387
5	Forum Celebration Mall	0.39	100.00	0.39	228
6	Forum Mall Bengaluru	0.35	71.92	0.25	495
7	Forum Centre City Mall	0.31	100.00	0.31	188
8	The Forum Neighbourhood Mall	0.29	100.00	0.29	311
9	UB City Retail	0.10	45.00	0.05	148
10	Prestige Mysore Central	0.08	65.00	0.05	24
Total annualised rentals		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- 4 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 13* North	Bengaluru	1.20	100.00	1.20
Prestige Smart City	Bengaluru	0.53	60.00	0.32
Total		3.69		2.57

Luxury Hotels & Resorts

1262 Keys	1229 Keys	367 Keys
COMPLETED	ONGOING	UNDER PLANNING
₹3,275 Mn	₹2,538 Mn	₹5,813 Mn
Yielding portfolio	Incremental rental near term	Total revenue pa near term



Ongoing Projects- 3 mn sf TDA

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- 0.6 mn sf TDA

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

₹ 5,589 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



Summary & Growth Trajectory- ₹ 35,644 Mn rental pa*, near term

Area in Mnsqft
Value in ₹ Million
Values Based on current rental rates
And excludes rentals from property mgt portfolio

1. OFFICE

Value in ₹ Million	OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
GLA	11.97	7.16	16.34	35.47
Economic Interest	9.87	5.09	11.73	26.69
Rentals p.a. ₹	9,319	8,008	16,854	34,181
Economic Interest ₹	7,146	5,269	11,350	23,766

2. RETAIL

Value in ₹ Million`	OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
GLA	4.28	1.78	2.83	8.90
Economic Interest	3.35	0.73	1.97	6.04
Rentals p.a. ₹	4,499	2,660	2,234	9,393
Economic Interest ₹	3,389	1,067	1,609	6,065

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

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)



—
34+ Years
Of trust...

Residential | Office | Shopping Malls | Hospitality | Property Management



247 Projects
across 134 mn sf
Completed *since inception*

300+ Awards

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	110	81.44	111	35.80	10	7.08	8	2.56	8	7.42	247	134.30	
Ongoing Projects	27	30.99	12	15.01	3	2.56	2	3.25	1	1.04	45	52.85	
Upcoming Projects	13	27.62	11	21.78	4	3.69	4	0.61	2	2.42	34	56.12	
Land Bank/Deal pipeline	-	-	-	-	-	-	-	-	-	-	-	27.00	
TOTAL	150	140	134	73	17	13	14	6	11	11	326	270	

300+ Awards & Recognitions



300+
AWARDS



TOP INDIAN
REAL ESTATE
COMPANY



CERTIFICATE
OF
EXCELLENCE



MOST
ADMIRER
SHOPPING
CENTER



BUILDER OF
THE YEAR



DEVELOPER
OF THE
YEAR



ADMIRER
BRAND OF
ASIA



MOST
PROMISING
BRAND

...AND MANY MORE

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 Rezwana
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

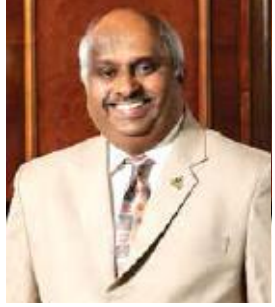


Zackria Hashim
Executive Director- Land
Acquisition



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.

Thank You

WE HAVE MOVED TO OUR NEW OFFICE

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