

Investor Presentation

Residential | Office | Shopping Malls | Luxury Hotels | Property
Management Services

Q1FY21-22



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Key Highlights

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Operational Highlights

01

₹ 7,339 mn New Sales

Up 59% YoY
From 1.10 mn sft, ARPS ₹ 6,691/sf
PGS- ₹ 5,316 mn
Volume- 0.78 mn sft

03

₹ 600 mn Rental Income

For Q1F22 PGS

02

₹ 10,223 mn Collections

Up 40% YoY
PGS- ₹ 8266 mn

04

₹ 1,215 mn Property Management Income

during Q1F22



Financial Highlights

01

₹ 14,734 mn Revenue

03

₹ 925 mn PAT

02

₹ 4,030 mn EBIDTA

04

**EBIDTA % 27.35 pc
PAT% 6.28 pc**



Business Segment Review

3M 2021-22	Office	Retail	Hospitality	Services	Residential	Total
Revenue	419	142	154	1,215	10,953	12,883
EBITDA	228	51	(75)	242	1,809	2,255
EBITDA %	54%	36%	-49%	20%	17%	18%
Depreciation	126	12	270	17	98	523
EBIT	102	39	(345)	225	1,711	1,732
EBIT %	24%	28%	-224%	19%	16%	13%
Interest Expenses	(5)	12	107	1	49	164
PBT before JV Share of loss / (profit)	107	28	(452)	224	1,662	1,568
PBT %	25%	20%	-294%	18%	15%	12%
Joint Venture share of loss / (profit)	-	-	-	-	-	145
PBT after Joint Venture share of loss / (profit)	107	28	(452)	224	1,662	1,423
Tax	27	7	(114)	78	481	479
PAT	80	21	(338)	146	1,181	944
Capital Employed - (Excluding Under construction)						
Equity	674	116	12,423	943	29,054	43,210
Debt	2,599	2,227	6,779	109	19,496	31,210
Capital Employed	3,273	2,343	19,202	1,052	48,550	74,420
ROCE (ANNUALISED)	27.81%	8.77%	-1.56%	92.03%	14.90%	12.12%
ROE (ANNUALISED)	137.96%	137.09%	-5.86%	102.24%	24.23%	19.36%

Net results attributable to Assets Held for sale has not been considered, in the above segment results.

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

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. 47,524 million and Rs. 11,424 million respectively.

4. Capital employed excludes Assets / (Liabilities) held for sale

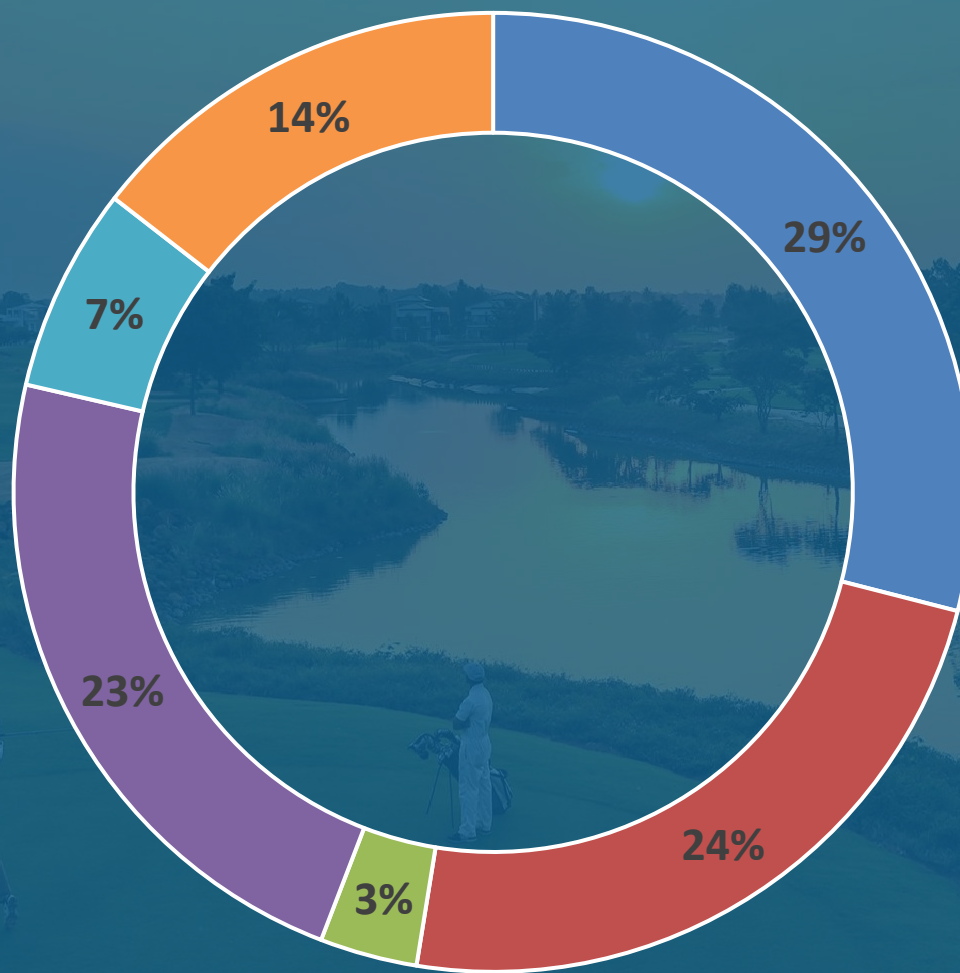


Chart Title

Debt Profile

DER at 0.29x

Net Debt stood at ₹21,706 mn,
with Avg. Cost of Borrowing at
9.8% Net worth at
₹74,138 mn.



Project Debt - Resi

Office Capex

Retail Capex

Hospitality Capex

Rental Securitisation Loans

Receivables discounting loans



Residential Segment

Large Residential Complex | Villas | Row House | Plots | Others

120 Completed Projects
Across 90 mnsft

31 Ongoing Projects
Across 38 mnsft

14 Under planning Projects
Across 39 mnsft

₹196,540 MN
Operating CF



Residential Segment Cash flows

ONGOING		Value in	
Particulars	Area in Mn Sft	₹ Mn	%
Total Developable Area	85.75		
Car Park Area	23.13		
Total Saleable Area	62.62		
PG area share	48.05		
Estimated Value		3,25,455	
Sold	37.28	2,55,371	78
Collections		2,09,530	
Balance to collect		45,841	
Stock	10.76	70,084	22
Recovery from Land Owner		-	
Refundable Deposit		4,947	
Projectable Inflow-A		1,20,873	
Cost of Development		2,17,333	
Incurred as of Q4F21		1,58,984	
Balance to Spend-B		58,349	

Free Cash flow (A-B) 62,524

Category	Area	Value
Ongoing-Premium & Luxury Projects	-	-
Ongoing-Mid Income Projects	7.638	45,896
Commercial Projects	1.454	8,726
Completed Projects	1.670	15,462
Total	10.76	70,084



Residential Segment Cash flows

UPCOMING		Value in
Particulars	Area in Mn Sft	₹ Mn
Total Developable Area	38.92	
Car Park Area	7.51	
Total Saleable Area	31.41	
PG area share	26.53	
Estimated Value-A		2,29,037
Cost of Development		1,06,501
Incurred as of Q4F21		10,905
Balance to spend-B		95,596
RD Paid-C		575
Free Cash flow (A-B+C)		1,34,016



Office Complex

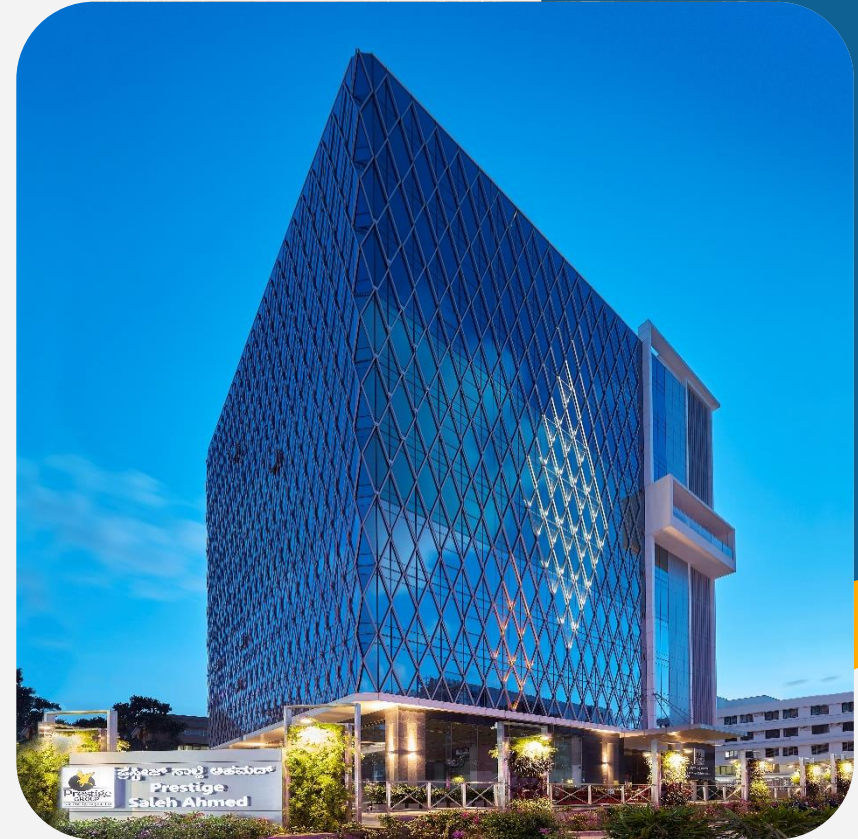
Built to suit | SEZ | Large Integrated development | Others

112 Completed Projects
Across 36 mnsft

13 Ongoing Projects
Across 19 mnsft

13 Under planning Projects
Across 25 mnsft

₹2,534 Mn Exit Rental
₹25,000+ mn
rental pa projections*





Shopping Malls

10 Completed Projects
Across 7 mnsft

3 Ongoing Projects
Across 3 mnsft

3 Under planning Projects
Across 3 mnsft

₹1,034 Mn Exit Rental
₹3,000+ mn
rental pa projections*



Luxury Hotels

1,071 KEYS
OPERATIONAL

1,229 KEYS
UNDER CONSTRUCTION

367 KEYS
UNDER PLANNING

₹5,177+
INCOME PA





Property Management



250 **Completed Projects**
Across 136 mnsft

83 **Pipeline Projects**
Across 123 mnsft

₹5,000
mn revenue pa

₹10,000
mn pa Projection



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



250 Projects across
136 mn sf
Completed since
inception

CRISIL DA1

Residential | Office | Shopping Malls |
Hospitality | Property Management



Scale of operation | Summary

Area In mn sf

Area in mn sf	Residential		Commercial		Retail		Hospitality		Plotted Development		Total	
Particulars	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area
Completed Projects	112	83.02	112	36.22	10	7.08	8	2.56	8	7.42	250	136.30
Ongoing Projects	29	35.82	13	18.72	4	2.56	2	3.25	2	1.69	50	62.05
Upcoming Projects	11	34.40	13	25.22	3	3.17	4	0.61	3	4.52	34	67.92
Land Bank/Deal pipeline	-	-	-	-	-	-	-	-	-	-	-	27.00
TOTAL	152	153	138	80	17	13	14	6	13	14	334	293.27

Board



Irfan Razack
Chairman & Managing Director



Rezwan Razack
Joint Managing Director



Noaman Razack
Whole-time Director



Uzma Irfan
Whole-time Director



Jagdeesh K. Reddy
Independent
Director



B.G. Koshy
Independent
Director



Noor Ahmed Jaffer
Independent
Director



Dr. Pangal Ranganath Nayak
Independent
Director



Neelam Chhiber
Independent
Director

Executive Management



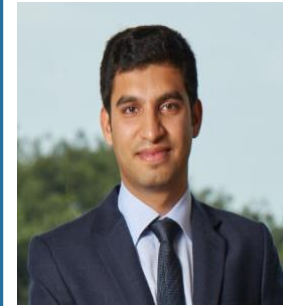
Faiz Rezwan
Executive Director-
Contracts & Projects



Zaid Sadia
Executive Director-
Liasion & Hospitality



Anjum Jung
Executive Director- Interior
Design



Zayd Noaman
Executive Director- CMD's Office



Omer Bin Jung
Executive Director- Hospitality



Nayeem Noor
Executive Director- Government
Relations



Zackria Hashim
Executive Director- Land
Acquisition



Venkat K Narayan
Chief Executive Officer

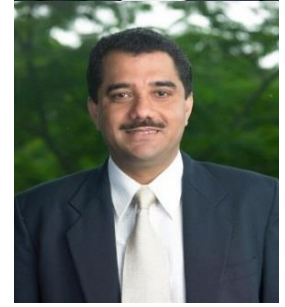
Executive Management



Arvind Pai
Executive Director- Legal



Suresh Singaravelu
Executive Director- Retail,
Hospitality



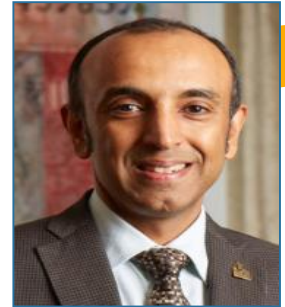
Swaroop Anish
Executive Director- Business
Development



V. Gopal
Executive Director-
Projects & Planning



Amit Mor
Chief Financial Officer



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

ANNEXURE



Residential – Ongoing Projects

S.No.	Project	City/State	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
1	Prestige Botanique	Bengaluru	0.10	55.00	0.06
2	Prestige Dolce Vita	Bengaluru	0.16	60.00	0.10
3	Prestige Elysian	Bengaluru	1.11	30.60	0.34
4	Prestige Fairfield	Bengaluru	0.54	27.03	0.15
5	Prestige Finsbury Park- Regent	Bengaluru	1.81	36.00	0.65
6	Prestige Finsbury Park- Hyde	Bengaluru	2.77	36.00	1.00
7	Prestige Fontaine Bleau	Bengaluru	0.12	60.00	0.07
8	Prestige Jindal City	Bengaluru	6.12	37.23	2.28
9	Prestige Lake Ridge	Bengaluru	1.07	66.70	0.71
10	Prestige MSR	Bengaluru	0.09	45.00	0.04
11	Prestige Northpoint	Bengaluru	0.40	51.00	0.20
12	Prestige Park Square	Bengaluru	1.19	42.00	0.50
13	Prestige Primrose Hills	Bengaluru	1.90	68.00	1.29
14	Prestige Song of the South- Phase II	Bengaluru	1.26	69.04	0.87



Residential – Ongoing Projects

S.No.	Project	City/State	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
15	Prestige Vista Towers	Bengaluru	0.26	51	0.13
16	Prestige Waterford	Bengaluru	1.75	60	1.05
17	Prestige Willow Tree	Bengaluru	0.91	62	0.57
18	Prestige Woodland Park	Bengaluru	0.38	50	0.19
19	Prestige Cityscape	Kochi	0.30	50	0.15
20	Prestige Courtyards	Chennai	1.02	70	0.71
21	Prestige High Fields	Hyderabad	5.89	68	4.02
22	Prestige Hillcrest	Ooty	0.11	50	0.05
23	Prestige Hillside Gateway	Kochi	1.46	72	1.05
24	Prestige Ocean Crest	Goa	0.30	50	0.15
25	Prestige Panorama	Kochi	0.29	50	0.15
26	Prestige Palm Residences	Mangaluru	0.35	75	0.26
27	Prestige Tranquil	Hyderabad	2.24	100	2.24
28	Prestige Valley Crest	Mangaluru	1.01	70	0.71
29	Prestige Windsor Park	Chennai	0.91	69	0.62
30	Prestige Nirvana	Hyderabad	0.12	100	0.12
31	Prestige Park Drive	Bengaluru	0.66	40	0.26
Total			37.52		21.65



Residential – Upcoming Projects

Project	City/State	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
Prestige Glenbrook	Bengaluru	0.58	100.00	0.58
Prestige Green Gables	Bengaluru	0.72	60.00	0.43
Prestige Maple Heights	Bengaluru	0.28	65.00	0.18
Prestige Misty Waters- Phase III	Bengaluru	0.40	62.00	0.25
Prestige Roshanara	Bengaluru	0.23	100.00	0.23
The Prestige City	Bengaluru	12.98	60.00	7.79
Prestige Bougainvillea Gardens	Noida	2.90	72.00	2.09
Prestige Highline	Chennai	4.50	78.00	3.51
Prestige Jasdan Classic	Mumbai	0.83	73.10	0.60
Jeejamata Nagar	Mumbai	4.98	50.00	2.49
Prestige Cosmos	Mumbai	6.00	100.00	6.00
Prestige Great Acres	Bengaluru	1.85	60.00	1.11
Prestige Marigold	Bengaluru	0.96	100.00	0.96
Prosperity Enclave	Bengaluru	1.71	45.00	0.77
TOTAL		38.92		27.00



Office – Ongoing Projects

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	Bengaluru	0.59	100.00	0.59
3	Prestige Minsk Square	Bengaluru	0.58	55.00	0.32
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	66.75	0.78
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	0.64	50.00	0.32
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	4.07	80.00	3.25
Total			18.72		14.47



Office – Upcoming Projects

S.No.	Project	State/City	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
1	Prestige Capital Square	Bengaluru	0.16	65.00	0.11
2	Prestige Smart City	Bengaluru	0.53	60.00	0.32
3	Prestige Southwark	Bengaluru	1.64	69.70	1.14
4	Prestige Tech Forest	Bengaluru	2.75	68.00	1.87
5	Prestige Tech Hills	Hyderabad	2.29	100.00	2.29
6	Prestige Techzone	Bengaluru	1.90	67.00	1.27
7	Prestige Tech Habitat	Bengaluru	4.24	68.00	2.88
8	Prestige Waterfront	Bengaluru	0.50	60.00	0.30
9	Prestige Cyber Green- Phase II	Kochi	0.62	100.00	0.62
10	Prestige Tech Hub	Bengaluru	1.45	60.00	0.87
11	Prestige 101 (BKC1)	Mumbai	3.44	50.00	1.72
12	Prestige 101 (BKC2)	Mumbai	3.36	50.00	1.68
13	Prestige Liberty towers (Turf View)	Mumbai	2.34	50.00	1.17
Total B			25.22		16.24



Office – Exit rentals

Project Name	Leasable Area	Interest (%)	Prestige Share	Rent P.A.
Prestige Logistic Centre	0.38	100.00	0.38	82.90
Prestige Polygon	0.33	100.00	0.33	321.58
West Palm Developers Pvt Ltd	0.32	61.00	0.20	101.32
SKN Commercial	0.22	100.00	0.22	179.07
Forum Vijaya-Commercial	0.19	50.00	0.10	57.13
Presitge Estates Projects Ltd.	1.57	100.00	1.57	621.72
Prestige Cybertower	0.26	100.00	0.26	86.80
Prestige TMS Square	0.22	58.00	0.13	84.64
Prestige Central Street	0.13	45.61	0.06	64.68
Prestige Technopolis	0.10	100.00	0.10	73.97
Prestige Saleh Ahmed	0.07	44.25	0.04	42.73
Prestige Cube	0.03	100.00	0.03	34.69
Prestige Star Tech	1.37	51.00	0.61	766.77
Prestige Phoenix	0.05	50.00	0.02	16.37
Total	5.22		4.12	2,534.37



Retail – Exit rentals

Project Name	Leasable Area	Interest (%)	Prestige Share	Rent P.A.
Forum Sujana Mall Hyderabad	0.81	15.00	0.12	148.79
Forum Fiza Mall	0.66	10.20	0.07	30.53
Forum Vijaya Mall	0.64	50.00	0.32	411.98
Forum Mall Shantiniketan	0.64	9.74	0.06	58.04
Forum Celebration Mall	0.39	15.00	0.06	34.24
Forum Mall Bengaluru	0.35	10.79	0.04	74.22
Forum Centre City Mall	0.31	15.00	0.05	58.19
The Forum Neighbourhood Mall	0.29	15.00	0.04	46.58
UB City Retail	0.10	45.00	0.05	148.22
Prestige Mysore Central	0.08	65.00	0.04	23.51
Total	4.28		0.86	1,034.30



Retail – Ongoing Projects

Projects	Location	TDA	PGS%	PGS
Falcon City Forum Mall	Bengaluru	0.98	49.00	0.48
Falcon City Forum Mall	Bengaluru	0.29	100.00	0.29
Forum Thomsun	Kochi	1.06	50.00	0.53
Forum Rex Walk	Bengaluru	0.24	34.41	0.08
Total D		2.56		1.38

Projects	Location	TDA	PGS%	PGS
Forum One OMR	Chennai	1.45	47.60	0.69
Forum Neighbourhood Mall	Kochi	0.52	70.00	0.36
Forum 13o North	Bengaluru	1.20	100.00	1.20
Total C		3.17		2.25



Hotels – Ongoing/Upcoming Projects

Projects	Location	Keys	PGS%	PGS
JW Marriott Hotel	Bengaluru	297	100.00	297
DIAL	Delhi	932	50.00	466
Total D		1,229		763

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

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

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