

RESULTS FOR THE Q4
& YEAR ENDED 31st
MARCH, 2018

INVESTOR PRESENTATION



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KEY HIGHLIGHTS

I. OPERATIONAL PERFORMANCE

1. **Q4F18 total sales at Rs 12,433Mn** up by 96% YoY; **FY18 total sales at Rs 33,137 Mn** up by 35% YoY
2. **Q4F18 total collections at Rs 10,516 Mn**, down by 9% YoY; **FY18 total collections at Rs 42684 Mn**, up by 4% YoY
3. Q4F18 leasing at 0.46 Mn sft ; FY18 leasing at 1.38 Mn sft up by 9% YoY
4. **Q4F18 rental income at Rs 1,570 Mn** up by 13% YoY; **FY18 rental income at Rs 6194 Mn** up by 14% YoY
5. **Launched Five projects** across Bengaluru (Four) and Chennai (One) with developable area of around 7.07 mn sft in Q4F18
6. Exit rental income estimated at Rs 8,291 Mn in FY19

KEY HIGHLIGHTS

CONSOLIDATED
FINANCIAL FY18

1. **Q4FY18 total revenue at Rs 18,616Mn**, up by 27% YoY ; **FY18 total revenue at Rs 55,665 Mn**, up by 14% YoY
2. **Q4FY18 EBITDA at Rs 3,472 Mn** up by 19% YoY ; **FY18 EBITDA at Rs 11,619 Mn** up by 15% YoY
3. **Q4FY18 PAT Rs 1,132 Mn up by 3%** YoY ; **FY18 PAT at Rs 4,113 Mn** up by 14% YoY
4. Unrecognized revenue stood at Rs 57,627 Mn and Project debtors at Rs 5,445 Mn

KEY HIGHLIGHTS FY18

III DEALS / BUSINESS DEVELOPMENT UPDATE

1. Added three projects with **potential area of ~ 9 Mn sft**
2. Entry into new markets- **NCR & Mumbai**
3. **Consolidation of stake** in a group company, Prestige Projects Private Limited, owning ~183 Acres
4. **Acquisition of CapitalLand's stake** in various mall entities
5. Signed **Platform deal** with HDFC Capital Advisors Ltd for mid-income / affordable housing projects
6. Signed term sheet for **Office platform**

OPERATIONAL UPDATE

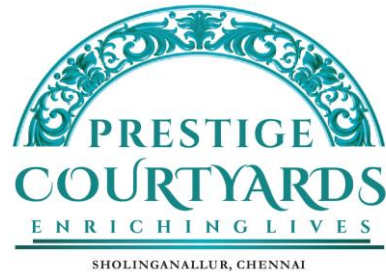
FY18 HIGHLIGHTS

Value in ₹ Million
Volume in Mnsqft

	Particulars	Q4FY18	Q4FY17	Q3FY18	FY18	FY17
TOTAL	New Sales Value	12,433	6,354	6,717	33,137	24,585
	New Sales Volume	1.79	0.90	0.98	4.84	3.82
	Avg Realization/Sft	6,956	7,035	6,869	6,848	6,441
	Collections	10,516	11,544	11,928	42,684	41,232
	Leasing Volume	0.46	0.77	0.42	1.38	1.26
	Area Delivered	0.65	1.67	1.07	7.96	12.74
	Area Launched	7.07	-	-	7.07	1.98
PRESTIGE SHARE	New Sales value	10,482	5,249	5,231	25,502	19,799
	New Sales Volume	1.55	0.73	0.78	3.82	3.07
	Collections	8,363	9,991	9,469	34,469	35,064
	Leasing Volume	0.18	0.14	0.35	0.91	0.21
	Rental Income	1,570	1,384	1,641	6,194	5,429

LAUNCHED FIVE RESIDENTIAL PROJECTS IN Q4F18

with BUA 7.07 MN SFT



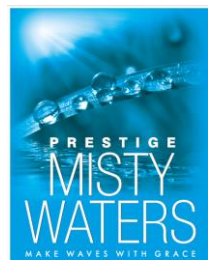
INAUGURATED SHERATON GRAND IN Q4F18

With BUA 0.65 MN SFT, 360 Keys



COMPLETED EIGHT PROJECTS IN FY18 WITH BUA 7.96 Mn sft

Q1



Hebbal



Off Sarjapur Road



Off Marathahalli Outer Ring Road



Kanakapura Road

Prestige Trade Tower

Q3



FORUM
CENTRE CITY
HOME.WORK.FORUM
MYSURU

Q4



Sheraton
Grand
BENGALURU WHITEFIELD
HOTEL & CONVENTION CENTER

FINANCIAL UPDATE

Q4FY18 & FY18
CONSOLIDATED

Values are in Million ₹

Particulars	Q4FY18	Q4FY17	Q3FY18	FY18	FY17
Turnover	18,616	14,633	12,902	55,665	48,617
EBIDTA	3,472	2,911	2,722	11,619	10,070
EBIDTA %	18.65%	19.89%	21%	21%	21%
PAT	1,132	1,097	982	4,113	3,615
PAT %	6.08%	7.50%	7.61%	7.39%	7.44%

DEBT PROFILE

FY18 |
CONSOLIDATED

VALUE IN ₹ Mn

Particulars	Standalone	%	Consolidated Loan	%
a. Project Debt - Resi & Comm	21,539	58%	25,377	35%
b. Capex Loans	-		-	
- Office Space	941	3%	3,201	4%
- Retail	-	0%	1,296	2%
- Hospitality	-	0%	8,019	11%
c. Rental Securitisation Loans	2,323	6%	21,747	30%
d. Receivables discounting loans	12,304	33%	12,304	17%
Gross Debt	37,108	100%	71,945	100%
Less: Cash & Bank Balances	5,529		7,385	
Net Debt	31,579		64,560	
Networth	49,152		49,627	
Debt Equity Ratio	0.64		1.30	

₹ 8,291 Mn EXIT RENTALS PROJECTION

Sl. No	Project Name	Segment	Total Leasable Area	Economic Interest	Area Leased Prestige Share	Rent P.A
1	Prestige Estates Projects Limited	Commercial	1.90	1.90	1.90	866
2	West Palm Developers Pvt Ltd	Commercial	0.32	0.19	0.19	82
3	Prestige Valley View Estates Pvt Ltd	Commercial	0.03	0.019	0.019	14
4	Exora Business Park - Phase I-III	Commercial	2.14	2.14	2.14	1,640
5	ICBI India Pvt Ltd	Commercial	0.06	0.05	0.05	48
6	Cessna (B1 to B8)	Commercial	2.73	2.35	2.35	1,325
7	Prestige Polygon	Commercial	0.33	0.33	0.33	320
8	Forum Vijaya- Commercial	Commercial	0.19	0.10	0.10	50
9	SKN Commercial	Commercial	0.28	0.28	0.28	149
10	Prestige Trade Tower	Commercial	0.50	0.17	0.17	283
11	Forum Mall	Retail	0.35	0.28	0.28	439
12	UB City Retail	Retail	0.10	0.04	0.04	169
13	The Forum Neighbourhood Mall	Retail	0.29	0.15	0.15	131
14	Forum Vijaya- Retail	Retail	0.64	0.32	0.32	343
15	Forum Mall Sujana Hyderabad	Retail	0.81	0.20	0.20	227
16	Forum Mall Mangalore	Retail	0.66	0.23	0.23	81
16	Forum Mall Mysore	Retail	0.32	0.16	0.16	87
Total annualised rentals			11.64	8.90	8.90	6,255

Area In Mn sft
Value in Rs Mn

₹ 2,036 Mn
**INCREMENTAL
RENTALS IN
FY19**

SLN	Project Name	Segment	Total Area available for lease	Economic Interest	Leasable Area (PG Share)	Rent P.A
1	Cessna Business Park B9 & B11	Commercial	0.99	0.84	0.84	726
2	Celebration Mall	Retail	0.40	0.40	0.40	120
3	The Forum Neighbourhood Mall	Retail	0.29	0.15	0.15	131
4	Forum Mall Sujana Hyderabad	Retail	0.81	0.20	0.20	215
5	Forum Mall Mangalore	Retail	0.66	0.23	0.23	88
6	Prestige Saleh Ahmed	Commercial	0.08	0.04	0.04	59
7	TMS Square - Cochin	Commercial	0.12	0.07	0.07	51
8	Prestige Logistic Centre, Malur	Commercial	0.38	0.38	0.38	92
9	Prestige Central Street	Commercial	0.13	0.07	0.07	106
10	Forum Mall Shantiniketan	Retail	0.64	0.41	0.41	344
11	Prestige Cube	Retail	0.06	0.03	0.03	32
12	TMS Square	Retail	0.09	0.05	0.05	38
13	Prestige Mysore Central	Retail	0.08	0.05	0.05	36
Incremental rentals in FY19			4.74	2.92	2.92	2036

Total annualised rentals by March 2019

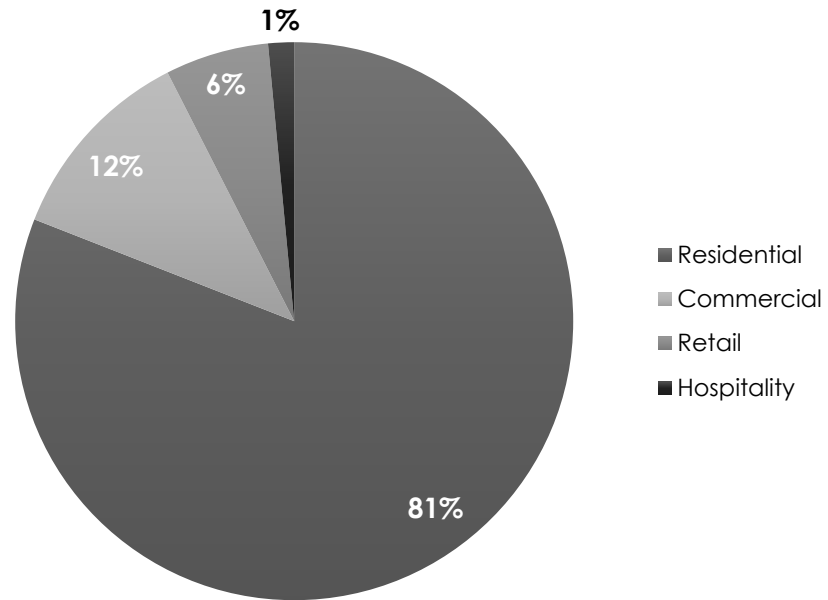
8,291

Area In Mn sft
Value in Rs Mn

PRODUCT MIX ONGOING PROJECTS

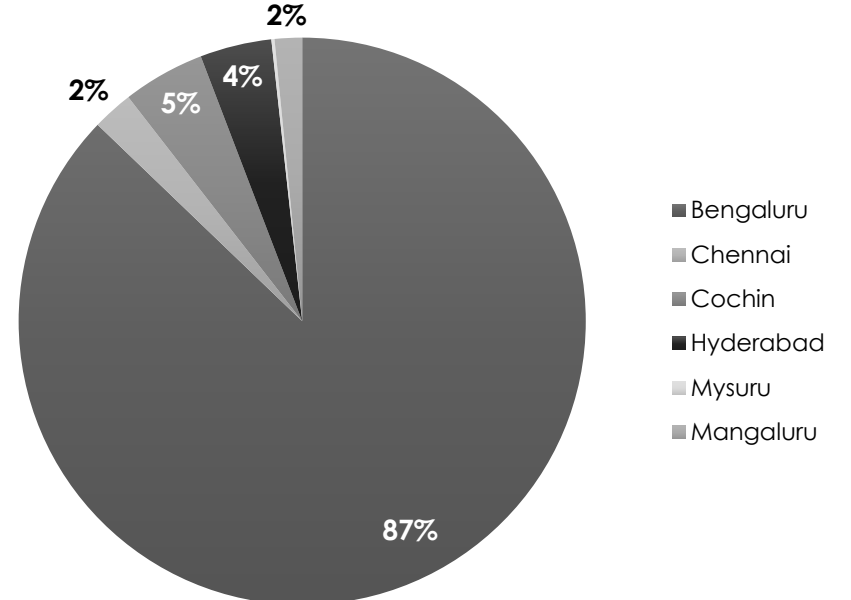
(Detail annexed)

SEGMENT



Segment	No. of Projects	Developable Area (Mnsf)
Residential	41	50.25
Commercial	9	7.17
Retail	6	3.73
Hospitality	1	0.93
Total	57	62.08

GEOGRAPHY

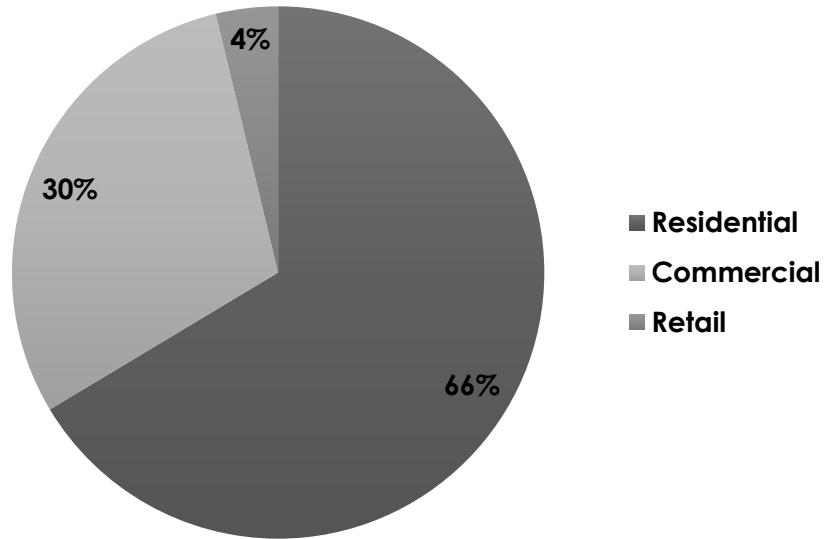


City	No. of Projects	Developable Area (Mnsf)
Bengaluru	46	53.79
Chennai	2	1.43
Cochin	4	2.89
Hyderabad	2	2.52
Mysuru	1	0.11
Mangaluru	1	0.96
Ahmedabad	1	0.38
Total	57	62.08

PRODUCT MIX UPCOMING PROJECTS

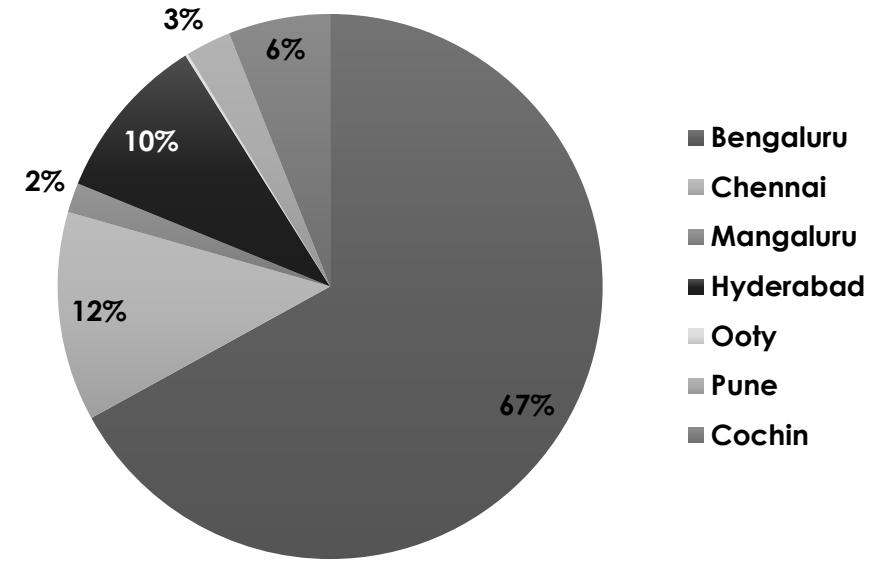
(Detail annexed)

SEGMENT



Segment	No. of Projects	Developable Area (Mnsf)
Residential	19	28.95
Commercial	10	13.01
Retail	2	1.64
Total	31	43.60

GEOGRAPHY



City	No. of Projects	Developable Area (Mnsf)
Bengaluru	17	29.21
Chennai	4	5.41
Mangaluru	3	0.77
Hyderabad	2	4.33
Ooty	1	0.07
Pune	1	1.17
Cochin	3	2.64
Total	31	43.60

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	100%	182
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
6	Prestige Beta	Bengaluru	58	80%	46
Total			484		455

Potential Developable area of 47 mn sft (Prestige Share 45 Mn sqft)

₹67,118 Mn
Cash flow
Projections
 From
 Ongoing
 Residential Projects

Particulars	Area In Mn Sft	Value in ₹ Mn	%
Total Developable Area	72.25		
Car Park Area	17.74		
Total Saleable Area	54.51		
PG area share	40.68		
Estimated Value		2,58,255	
Sold	30.61	1,86,018	75%
Collections		1,51,589	
Balance to collect		36,035	
Stock	10.06	72,238	25%
Recovery from Land Owner		1,255	
Refundable Deposit		5,619	
Free Cash flow to spend- A		1,15,147	
Cost of Development		1,74,587	
Incurred as of Q4F18		1,26,558	
Balance to incur – B		48,029	
Net Cash flow (A-B)		67,118	

STOCK BREAKUP

Areas in Million Sqft
Values in Million ₹

Category	Area	Value
Premium & Luxury Projects	2.02	21,325
Mid Income Projects	6.41	38,721
Commercial Projects	0.37	2,379
Completed Projects	1.27	9,813
TOTAL	10.06	72,238

₹25,062 Mn
Cash flow
Projections
 From
 Upcoming
 Residential Projects

Particulars	Area In Mn Sft	Value in Mn
Total Developable Area	29.23	
Car Park Area	8.39	
Total Saleable Area	20.84	
PG area share	14.02	
Estimated Value		83,382
Cost of Development		59,478
Incurred		1,838
RD paid		1158
Net Cash flow (A-B)		25,062

OFFICE PORTFOLIO POTENTIAL

22 Mn Sft GLA,

Annuity income portfolio in
the near term

Area in Mn sft Values in Rs Mn	OPERATING	ONGOING	UPCOMING	TOTAL
GLA	8.57	4.13	9.10	21.80
Economic Interest	7.58	2.94	7.50	18.01
Rentals Pa ₹	5,680	3,545	6,979	16,204
Economic Interest ₹	4,856	2,434	5,462	12,752

RETAIL PORTFOLIO POTENTIAL

7 Mn Sft

GLA, Annuity income
portfolio in the near term

Area in Mn sft Values in Rs Mn	OPERATING	ONGOING	UPCOMING	TOTAL
GLA	3.23	2.50	1.35	7.08
Economic Interest	1.41	1.22	0.74	3.36
Rentals Pa ₹	3,281	3,064	1,273	7,617
Economic Interest ₹	1,524	1,403	691	3,618

HOSPITALITY PORTFOLIO POTENTIAL 1559 Keys

in the near term

Area in Mn sft Values in Rs Mn	OPERATING	UNDER CONSTRUCTION	TOTAL
Total Keys	1,262	297	1,559
Economic Interest	1127	297	1424
Total Revenue Pa ₹	3191	455	3646
Economic Interest ₹	2663	455	3118

FY18 GUIDANCE

Particulars	Target for Full Year	Achieved	% Achieved	FY17	
				Achieved	% Change
New Sales Value	35,000	33,137	95%	24584.54	35%
Turnover	45000-50000	55,665	124%	48617	14%
Collections	42,500	42,684	100%	41232	4%
Launch Volume	10	7.07	71%	1.977	258%
Completions	12	7.96	66%	12.74	-38%
Leasing Volume	2.50	1.38	55%	1.261876	9%
Exit Rental Income	6,750-7,000	6,255	93%	5717.158	9%
<u>Debt Equity Ratio</u>					
Consolidated	1.15	1.30		1.11	
Standalone	0.56	0.64		0.52	

Value in ₹ Million
Volume in Mnsqft

FY19 GUIDANCE

Value in ₹ Million
Volume in Mnsqft

Particulars	Target for Full Year
New Sales Value	35,000-40,000
Turnover	35,000-40,000
Collections	37,500-40,000
Launch Volume	10
Completions	10 -12
Leasing Volume	2
Exit Rental Income	8,000-8,250
<u>Debt Equity Ratio</u>	
Consolidated	1.30
Standalone	0.64

DIVERSIFIED BUSINESS MODEL

Across Geographies And
Price Points



RESIDENTIAL



Apartments

Villas

Integrated
Townships

Plotted
Developments

COMMERCIAL



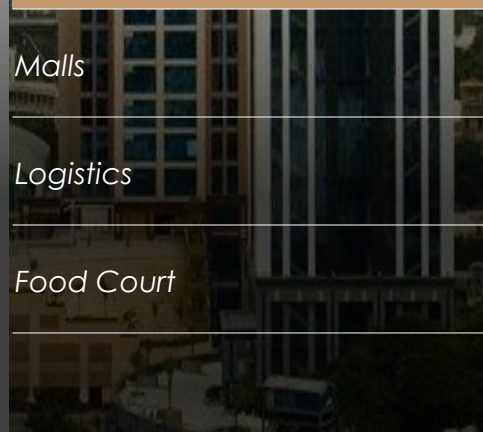
Office Space

Built To Suit
Campuses

SEZs

IT Parks

RETAIL & LOGISTICS



Malls

Logistics

Food Court

HOSPITALITY



Resorts

Serviced Apartments

Hotels

Convention center

SERVICES



Sub Leasing
& Fit Out Services

Interior Design
& Execution

Facilities
& Property Mgmt

Project &
Construction Mgmt Services

DELIVERED 213 PROJECTS

Across Geographies,
Segments and Price Points

SINCE INCEPTION

PARTICULARS	Residential		Commercial		Retail		Hospitality		Plotted Development		Total	
	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area
Completed Projects	90	39.82	100	29.15	7	5.39	8	2.51	8	7.42	213	84.28
Ongoing Projects	41	50.25	9	7.17	6	3.73	1	0.93	0	0.00	57	62.08
Upcoming Projects	19	28.95	10	13.01	2	1.64	0	0.00	0	0.00	31	43.60
Land Bank/Deal pipeline*												47.41
TOTAL	150	119	119	49	15	11	9	3	8	7	301	237

DEVELOPER RATING

HIGHEST ON SCALE

**Prestige is the only developer in the Country with the
highest rating of CRISIL DA1 Rating, from CRISIL**

*“Developer's ability to execute real estate projects as per
the specified quality level and within the stipulated time
schedule, and ability to transfer clean title is **excellent**.”*

AWARDS & RECOGNITIONS



200+
AWARDS



TOP INDIAN
REAL
ESTATE
COMPANY



CERTIFICATE
OF
EXCELLENCE



MOST
ADMIRED
SHOPPING
CENTER



BUILDER OF
THE YEAR



DEVELOPER
OF THE
YEAR



ADMIRED
BRAND OF
ASIA



MOST
PROMISING
BRAND



...and many more

SHAREHOLDING PATTERN

As of 31st March, 2018

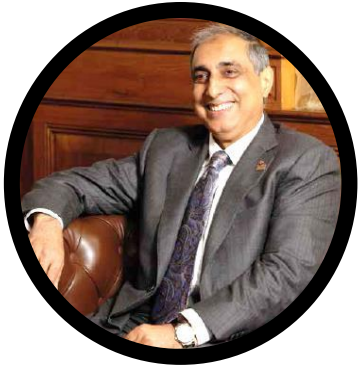
Promoters	70%
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FII's	27%
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DII's	2%
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Retail	1%
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BOARD OF DIRECTORS



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



Zaid Sadiq
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

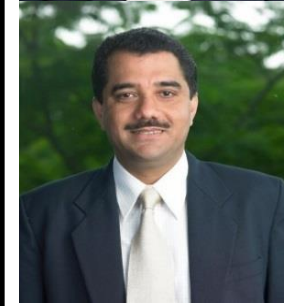
EXECUTIVE MANAGEMENT



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



ANNEXURE



Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Golfshire	Bengaluru	1.82	100.00%	1.82
2	Prestige White Meadows -T3/T4	Bengaluru	1.04	100.00%	1.04
3	Kingfisher Towers	Bengaluru	1.15	45.51%	0.52
4	Prestige Hillside Retreat	Bengaluru	0.12	100.00%	0.12
5	Prestige Spencer Heights	Bengaluru	0.11	100.00%	0.11
6	Prestige Royale Garden - Phase I & II	Bengaluru	3.15	68.50%	2.16
7	Prestige Sunrise Park - Phase I	Bengaluru	1.69	99.00%	1.67
8	Prestige West Woods	Bengaluru	1.34	60.00%	0.80
9	Prestige Augusta Golf Village	Bengaluru	1.38	67.00%	0.92
10	Prestige Sunrise Park - Phase II	Bengaluru	1.58	99.00%	1.56
11	Prestige Silver Spring	Chennai	0.53	27.54%	0.15
12	Prestige Ivy Terraces	Bengaluru	0.64	62.00%	0.40
13	Prestige Lakeside Habitat- Phase I & II	Bengaluru	5.60	69.30%	3.88
14	Prestige Falcon City Phase I	Bengaluru	4.98	42.84%	2.13
15	Prestige Bagmane Temple Bells	Bengaluru	1.73	70.00%	1.21
16	Prestige Gulmohar	Bengaluru	0.84	51.00%	0.43
17	Prestige Leela Residences	Bengaluru	0.53	60.00%	0.32
18	Prestige Ivy League	Hyderabad	0.97	60.00%	0.58
19	Prestige High Fields_Phase I	Hyderabad	1.55	68.34%	1.06
20	Prestige North Point	Bengaluru	0.40	51.00%	0.21
21	Prestige Pine Wood	Bengaluru	0.62	44.00%	0.27

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
22	Prestige Woodland Park	Bengaluru	0.38	50.00%	0.19
23	Prestige Woodside	Bengaluru	0.41	30.60%	0.13
24	Prestige MSR	Bengaluru	0.09	45.00%	0.04
25	Prestige Bougainvillea Platinum	Bengaluru	0.13	60.00%	0.08
26	Prestige Falcon City Phase II	Bengaluru	1.52	35.70%	0.54
27	Prestige Déjà vu	Bengaluru	0.15	48.00%	0.07
28	Prestige Kenilworth	Bengaluru	0.20	40.00%	0.08
29	Prestige Song of the South	Bengaluru	2.28	69.04%	1.57
30	Prestige Hillside Gateway	Cochin	1.55	72.00%	1.12
31	Prestige Kew Gardens	Bengaluru	1.71	60%	1.03
32	Prestige Fairfield	Bengaluru	0.54	27.03%	0.15
33	Prestige Boulevard	Bengaluru	0.24	100%	0.24
34	Prestige Misty Waters (Phase 2)	Bengaluru	0.26	51.00%	0.13
35	Prestige Lake ridge	Bengaluru	1.02	66.70%	0.68
36	Prestige Valley Crest	Mangaluru	0.96	70.00%	0.67
37	Prestige Park Square	Bengaluru	1.19	42.00%	0.50
38	Prestige Dolce Vita	Bengaluru	0.16	60.00%	0.10
39	Prestige Courtyards	Chennai	0.90	70.00%	0.63
40	Prestige Jindal City	Bengaluru	4.65	37.23%	1.73
41	Prestige Fontaine Bleau	Bengaluru	0.12	60.00%	0.07
Total - A			50.25		31.11

Office

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Cessna Business Park B9-B11	Bengaluru	2.06	85.00%	1.75
2	Prestige TMS Square	Cochin	0.16	58.00%	0.09
3	Prestige Falcon Towers	Bengaluru	0.51	45.00%	0.23
4	Prestige Saleh Ahmed	Bengaluru	0.10	50.00%	0.05
5	Prestige Technostar	Bengaluru	1.67	80.00%	1.34
6	Prestige Central	Bengaluru	0.19	55.00%	0.10
7	Prestige Logistics Centre, Malur	Bengaluru	0.38	100.00%	0.38
8	Gift City (Ahmedabad)	Ahmedabad	0.38	100.00%	0.38
9	Prestige Star Tech	Bengaluru	1.73	51.00%	0.88
Total - B			7.17		5.20

Retail

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Forum Shantiniketan	Bengaluru	1.08	64.00%	0.69
2	Prestige Mysuru Central	Mysuru	0.11	65.00%	0.07
3	Prestige TMS Square	Cochin	0.12	58.00%	0.07
4	Forum Thomsun	Cochin	1.06	25.00%	0.26
5	Prestige Cube	Bengaluru	0.09	100.00%	0.09
6	Falcon City Forum Mall	Bengaluru	1.27	35.70%	0.45
Total - C			3.73		1.63

HOSPITALITY

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Marriott Hotel & Convention Centre	Bengaluru	0.93	100.00%	0.93
Total - D			0.93		0.93
GRAND TOTAL			62.08		38.87

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	Roshanara Property	Bengaluru	0.22	100.00%	0.22
6	Mangaluru Villas	Mangaluru	0.14	68.00%	0.09
7	Prestige Lake ridge	Bengaluru	1.02	66.70%	0.68
8	Prestige Verdant Vistas	Mangaluru	0.29	70.00%	0.20
9	Prestige High Fields Phase II	Hyderabad	4.26	68.34%	2.91
10	Song of the South Ph II	Bengaluru	2.28	69.04%	1.57
11	Prestige Botanique	Bengaluru	0.14	55.00%	0.08
12	Prestige Palm Residences	Mangaluru	0.34	75.00%	0.26
13	Prestige Green Gables	Bengaluru	2.02	60.00%	1.21
14	Prestige Elysian, Bannerghatta Road	Bengaluru	1.09	30.60%	0.33
15	Prestige Falcon City- Phase II	Bengaluru	1.59	35.70%	0.57
16	Prestige Highline, Chennai (Pallavaram)	Chennai	3.79	78.00%	2.96
17	Prestige Cityscapes & Panorama	Cochin	0.60	25.00%	0.15
18	Prestige Willow Tree	Bengaluru	0.97	100.00%	0.97
19	Prestige Finsberry Park	Bengaluru	4.17	60.00%	2.50
Total - A			28.95		18.44

UPCOMING PROJECTS

Office

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Tech Cloud	Bengaluru	4.48	86.00%	3.86
2	Prestige Tech Park IV	Bengaluru	1.55	90.00%	1.40
3	Prestige Tech Pacific Park	Bengaluru	1.65	62.95%	1.04
4	Prestige Metropolitan	Chennai	0.38	45.00%	0.17
5	Prestige Alpha Tech	Pune	1.17	66.75%	0.78
6	Cyber Green (Kochi Smart City)	Cochin	1.52	100.00%	1.52
7	Prestige Retreat	Bengaluru	1.48	100.00%	1.48
8	Prestige Cosmopolitan	Chennai	0.12	100.000%	0.12
9	Prestige Phoenix	Hyderabad	0.07	50.000%	0.03
10	Prestige Minsk Square	Bengaluru	0.58	55.000%	0.32
Total - B			13.01		10.72

Retail

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Hillside Gateway (Kakanad)	Cochin	0.52	72.00%	0.37
2	The Forum OMR	Chennai	1.12	47.60%	0.53
Total - C			1.64		0.90
GRAND TOTAL - A+B+C			43.60		30.06

FINANCIAL UPDATE

Q4FY18 & FY18
CONSOLIDATED

Sl. No.	Particulars	Year Ended				Quarter ended					
		31-Mar-18		31-Mar-17		31-Mar-18		31-Dec-17		%31-Mar-17	
			%		%		%		%		%
1	Sale of Projects & Property Income	54,986		47,745		18,486		12,723		14,438	
2	Other Income	679		872		130		179		195	
3	Total Income	55,665		48,617		18,616		12,902		14,633	
4	Cost of project sold and property expenses	38,582		33,541		13,634		9,023		10,425	
5	Gross Margin	16,404	30%	14,204	30%	4,852	26%	3,700	29%	4,013	28%
6	Admin, Employee and Selling cost	5,464		5,006		1,510		1,157		1,297	
7	EBIDTA	11,619	21%	10,070	21%	3,472	19%	2,722	21%	2,911	20%
8	Financial Expenses	3,827		3,160		1,266		867		870	
9	Depreciation	1,547		1,637		387		405		390	
10	Total Expenses	49,420		43,344		16,797		11,452		12,982	

FINANCIAL UPDATE

Q4FY18 & FY18
CONSOLIDATED

Sl. No.	Particulars	Year Ended				Quarter ended					
		31-Mar-18		%31-Mar-17		31-Mar-18		%31-Dec-17		%31-Mar-17	
11	PBT	6,245	11%	5,273	11%	1,819	10%	1,450	11%	1,651	11%
12	Tax	2,132		1,658		687		468		554	
13	PAT	4,113	7%	3,615	7%	1,132	6%	982	8%	1,097	7%
14	Share of profit / (loss) from associates	136		121		24		10		25	
15	Minority	(533)		(1,086)		(85)		(98)		(241)	
16	Other Comprehensive Income	6		(10)		2		3		10	
17	Profit after tax	3,722		2,640		1,073		897		891	
18	EPS (Annualized) (In Rs)	9.93		7.04		11.45		9.57		9.50	
19	Market Price per share	291.80		218.10		291.80		319.80		218.10	
20	PE Ratio	29		31		25		33		23	
21	Market Cap	1,09,425		81,788		1,09,425		1,19,925		81,788	

FINANCIAL UPDATE

Q4FY18 & FY18
STANDALONE

Particulars	Year ended		Quarter ended		
	31-Mar-18	31-Mar-17	31-Mar-18	31-Dec-17	31-Mar-17
(I) Revenue from Operations	29,925	21,764	9,970	7,690	5,590
(II) Other Income	1,113	1,245	427	238	288
(III) Total Revenue - (I+II)	31,038	23,009	10,397	7,928	5,878
(IV) Expenses					
Cost of sales on projects	20,120	12,069	7,332	5,306	3,303
Property and Facilities operating expenses	2,634	2,417	789	637	613
Employee benefits expense	1,557	1,615	490	326	424
Finance costs	2,148	1,913	706	523	575
Depreciation and amortization expense	558	698	145	155	162
Other expenses	1,465	1,215	281	374	364
Total Expenses	28,482	19,927	9,743	7,321	5,441
(V) Profit before tax (III-IV)	2,556	3,082	654	607	437
(VI) Tax expense	236	(187)	82	(2)	(45)
(VII) Profit (Loss) for the period	2,320	3,269	572	609	482
(VIII) Other Comprehensive loss/(Income)	1	(3)	4	(3)	3
(IX) Total Comprehensive Income (VII-VIII)	2,321	3,266	576	606	485
(X) Exceptional items	-	2,634	-	-	2,634
(IX) Total Comprehensive Income after exceptional items	2,321	5,900	576	606	3,119

FINANCIAL UPDATE

Q4FY18 & FY18
STANDALONE

Sl. No.	Particulars	Quarter ended			
		31-Mar-18		31-Dec-17	
			%		%
1	Sale of Projects & Property Income	9,970		7,690	
2	Other Income	427		238	
3	Total Income	10,397		7,928	
4	Cost of project sold and property expenses	8,121		5,943	
5	Gross Margin	1,849	19%	1,747	23%
6	Admin, Employee and Selling cost	771		700	
7	EBIDTA	1,505	14%	1,285	16%
8	Financial Expenses	706		523	
9	Depreciation	145		155	
10	Total Expenses	9,743		7,321	
11	PBT	654	6%	607	8%
12	Tax	82		(2)	
13	PAT	572	6%	609	8%
14	Other Comprehensive loss/(Income)	4		(3)	
15	Total Comprehensive Income	576	6%	606	8%
16	Exceptional items	-		-	
17	Profit after tax	576		606	
16	EPS (Annualized) (In Rs)	6.14		6.46	
17	Market Price per share	291.80		319.80	
18	PE Ratio	47		49	
19	Market Cap	1,09,425		1,19,925	
20	Net Worth	49,152		47,372	
21	Book Value per share	131		126	
20	Price to Book Value	2.23		2.53	

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

Dilip Kumar

Investor Relations - CEO's Office

T: +91 -80 -25001280

E: investors@prestigeconstructions.com