
INVESTOR PRESENTATION

Q4FY21 | FY2020-21

PRESENTATION INDEX



Operational Highlights

SALES | COLLECTIONS | LAUNCHES
COMPLETIONS...

Financial Highlights

REVENUE | MARGINS | DEBT
PROFILE..

Segment Review

RESIDENTIAL | OFFICE | SHOPPING
MALLS | LUXURY HOTELS | PROPERTY
MGT



About Prestige Group

SCALE | MANAGEMENT | TRACK
RECORD..

OPERATIONAL HIGHLIGHTS

Q4FY21

₹ 18,504 mn

New Sales

Up 53% YoY

From 2.76 mn sft, ₹ 6705/sf

PGS- ₹ 14,731 mn

Volume- 2.21 mn sft

₹ 17,676 mn

Collections

Up 32% YoY

PGS- ₹14,190 mn

(PY- ₹ 10,909 mn)

4.74 mn sft

New Launch

Prestige Park Drive

Prestige Lake Shore Drive

₹ 953 mn

Rentals (PGS)

Office

Shopping Malls

OPERATIONAL HIGHLIGHTS

Full Year

₹ 54,608 mn

Record Sales

Up 20% YoY

From 8.16 mn sft, ₹ 6,689/sf

PGS- ₹ 42,846 mn

Volume- 6.42 mn sft

₹ 50,752 mn

Collections

Up 9%

PGS- ₹ 40,323 mn

(PY- ₹ 37,550 mn)

11.85 mn sft

Prestige Tranquil
Prestige Windsor Park
Prestige Primrose Hills
Prestige Waterford
Prestige Park Drive
Prestige Ocean Crest
Prestige Lake Shore Drive

₹ 7,169 mn

Rentals (PGS)

Office
Shopping Malls

FINANCIAL HIGHLIGHTS

Q4FY21

₹ 23,606 mn

Revenue

₹ 19,282 MN (PY)

₹ 6,429 mn

EBITDA

₹ 5,282 MN (PY)

₹ 13,505 mn

PAT

₹ 878 MN (PY)

Higher PAT is on account of
exceptional items (from
Blackstone transaction) of Rs
11758 mn (post tax)

27.23%

EBITDA%

57.17%

PAT%

FINANCIAL HIGHLIGHTS

FULL YEAR

₹ 75,018 mn

Revenue

₹ 82,433 MN (PY)

₹ 22,096 mn

EBITDA

₹ 24,745 MN (PY)

₹ 15,521 mn

PAT

₹ 5486 MN (PY)

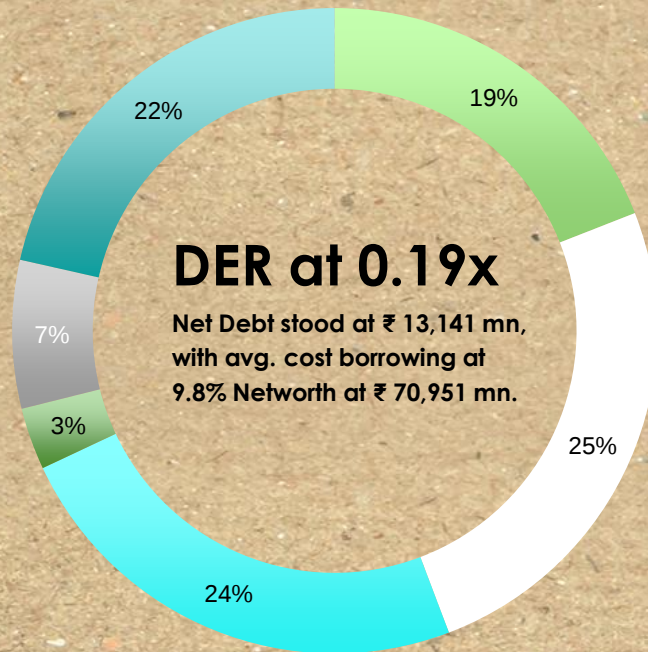
29.45%

EBITDA%

20.69%

PAT%

DEBT PROFILE



Project Debt - Resi

Retail Capex

Office Capex

Rental Securitisation Loans

Hospitality Capex

Receivables discounting loans

RESIDENTIAL SEGMENT

ACROSS 11 LOCATIONS 

120 **Completed Projects**
Across 90 mnsft

32 **Ongoing Projects**
Across 37 mnsft

14 **Under planning Projects**
Across 39 mnsft

CRISIL DA1
Graded Projects



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 Kenilworth	Bengaluru	0.20	40.00	0.08
10	Prestige Lake Ridge	Bengaluru	1.07	66.70	0.71
11	Prestige MSR	Bengaluru	0.09	45.00	0.04
12	Prestige Northpoint	Bengaluru	0.40	51.00	0.20
13	Prestige Park Square	Bengaluru	1.19	42.00	0.50
14	Prestige Primrose Hills	Bengaluru	1.90	68.00	1.29
15	Prestige Song of the South- Phase II	Bengaluru	1.26	69.04	0.87

ONGOING PROJECTS

S.No.	Project	City/State	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
16	Prestige Vista Towers	Bengaluru	0.26	51	0.13
17	Prestige Waterford	Bengaluru	1.75	60	1.05
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 Ocean Crest	Goa	0.30	50	0.15
26	Prestige Panorama	Kochi	0.29	50	0.15
27	Prestige Palm Residences	Mangaluru	0.35	75	0.26
28	Prestige Tranquil	Hyderabad	2.24	100	2.24
29	Prestige Valley Crest	Mangaluru	1.01	70	0.71
30	Prestige Windsor Park	Chennai	0.91	69	0.62
31	Prestige Nirvana	Hyderabad	0.12	100	0.12
32	Prestige Park Drive	Bengaluru	0.66	40	0.26
Total			36.80		20.78

CASH FLOW FROM UNDER CONSTRUCTION PROJECTS

Particulars	Area in Mn Sft	₹ Mn	%
Total Developable Area	84.79		
Car Park Area	22.95		
Total Saleable Area	61.85		
PG area share	47.38		
Estimated Value		3,26,261	
Sold	35.84	2,51,224	76
Collections		2,02,613	
Balance to collect		48,611	
Stock	11.54	75,036	24
Recovery from Land Owner		-	
Refundable Deposit		4,947	
Projectable Inflow-A		1,28,595	
Cost of Development		2,17,274	
Incurred as of Q4F21		1,54,854	
Balance to Spend-B		62,420	
Free Cash flow (A-B)		66,175	

Stock Category	Area	Value
Ongoing-Premium & Luxury Projects	0.003	80
Ongoing-Mid Income Projects	8.283	49,523
Commercial Projects	1.452	8,711
Completed Projects	1.806	16,724
Total	11.54	75,036

PROJECTS UNDER PLANNING

S.No.	Project	State/City	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
1	Prestige Glenbrook	Bengaluru	0.58	100.00	0.58
2	Prestige Green Gables	Bengaluru	0.72	60.00	0.43
3	Prestige Maple Heights	Bengaluru	0.28	65.00	0.18
4	Prestige Misty Waters- Phase III	Bengaluru	0.40	62.00	0.25
5	Prestige Roshanara	Bengaluru	0.23	100.00	0.23
6	Prestige Smart City	Bengaluru	12.98	60.00	7.79
7	Prestige Bougainvillea Gardens	Noida	2.90	72.00	2.09
8	Prestige Highline	Chennai	4.50	78.00	3.51
9	Prestige Jasdan Classic	Mumbai	0.83	73.10	0.60
10	Jeejamata Nagar	Mumbai	4.98	50.00	2.49
11	Prestige Smart City- Plotted Development	Bengaluru	1.85	60.00	1.11
12	Prestige Marigold	Bengaluru	0.96	100.00	0.96
13	Prosperity Enclave	Bengaluru	1.71	45.00	0.77
14	Prestige Cosmos (Mulund)	Mumbai	6.50	100%	6.50
Total			39		28

CASH FLOW FROM UNDER PLANNING PROJECTS

Particulars	Area in Mn Sft	₹ Mn
Total Developable Area	32.92	
Car Park Area	6.51	
Total Saleable Area	26.41	
PG area share	21.53	
Estimated Value-A		1,67,287
Cost of Development		1,06,468
Incurrd as of Q4F21		10,268
Balance to spend-B		96,200
RD Paid-C		575
Free Cash flow (A-B+C)		71,663

OFFICE SEGMENT



Company Since

112 Completed Projects
Across 36 mnsft

13 Ongoing Projects
Across 19 mnsft

13 Under planning Projects
Across 25 mnsft

GRADE A

₹2,340
mn exit rent pa

₹25,000+ mn Projected Rent pa

OPERATING ASSETS - Exit rental of ₹ 3,486 mn

			Total	Economic	Area Leased	PGS
S.No.	Project Name	Segment	Leasable Area	Interest (%)	Prestige Share	Rent P.A.
1	Prestige Logistic Centre	Commercial	0.38	100.00	0.38	79.41
2	Prestige Polygon	Commercial	0.33	100.00	0.33	292.61
3	West Palm Developers Pvt Ltd	Commercial	0.32	61.00	0.20	98.40
4	SKN Commercial	Commercial	0.22	100.00	0.22	152.26
5	Forum Vijaya-Commercial	Commercial	0.19	50.00	0.10	57.13
6	Presitge Estates Projects Ltd.	Commercial	1.57	100.00	1.57	617.35
7	Prestige Cybertower	Commercial	0.26	100.00	0.26	87
8	Prestige TMS Square	Commercial	0.22	58.00	0.13	81
9	Prestige Central Street	Commercial	0.13	45.61	0.06	64
10	Prestige Technopolis	Commercial	0.10	100.00	0.10	73
11	Prestige Saleh Ahmed	Commercial	0.07	44.25	0.04	43
12	Prestige Cube	Commercial	0.03	100.00	0.03	35
13	Prestige Star Tech	Commercial	1.20	51.00	0.61	660
14	Forum Sujana Mall Hyderabad	Retail	0.81	15.00	0.12	149
15	Forum Fiza Mall	Retail	0.66	10.20	0.07	31
16	Forum Vijaya Mall	Retail	0.64	50.00	0.32	412
17	Forum Mall Shantiniketan	Retail	0.64	9.74	0.06	58
18	Forum Celebration Mall	Retail	0.39	15.00	0.06	34
19	Forum Mall Bengaluru	Retail	0.35	10.79	0.04	74
20	Forum Centre City Mall	Retail	0.31	15.00	0.05	58
21	The Forum Neighbourhood Mall	Retail	0.29	15.00	0.04	47
22	UB City Retail	Retail	0.10	45.00	0.05	148
23	Prestige Mysore Central	Retail	0.06	65.00	0.04	16
Total annualised rentals			9.27		4.85	3,367

OPERATING ASSETS- Exit rental of ₹ 3,480

		Total	Economic	Economic	Area Leased	
S.No.	Project Name	Leasable Area	Interest (%)	Interest (MnSf)	Prestige Share	Rent P.A.
1	Prestige Star Tech	0.16	51	0.08	0.08	90
2	Prestige Phoenix	0.05	50	0.02	0.02	16
3	Prestige Mysore Central	0.02	65	0.02	0.02	7
	Incremental rentals in FY22	0.23		0.12	0.12	113
Total annualised rentals by March 2022						3,480

ONGOING PROJECTS – 19 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 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 C			18.72		14.47

UPCOMING PROJECTS- 25 MN SF TDA

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

SHOPPING MALLS

10 **Completed Projects**
Across 7 mnsft

3 **Ongoing Projects**
Across 3 mnsft

3 **Under planning Projects**
Across 3 mnsft

FORUM

₹1,027
mn Exit Rent pa

₹3,000+
mn Projected Rent pa



ONGOING PROJECTS- 3 MN SF TDA

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

UPCOMING PROJECTS- 3 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 13o North	Bengaluru	1.20	100.00	1.20
Total C		3.17		2.25



LUXURY HOTELS

1,071 KEYS
OPERATIONAL

1,229 KEYS
ONGOING

367 KEYS
UNDER PLANNING

₹5177+
mn Projected Rent pa (₹2638 MN YIELDING)

ONGOING PROJECTS- 1229 KEYS UPCOMING PROJECTS- 367 KEYS

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

250 **Completed Projects**
Across 136 mnsft

83 **Pipeline Projects**
Across 123 mnsft

₹5200+
mn Revenue pa

₹ 10,000+
mn incremental revenue pa

PROPERTY MANAGEMENT



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)

Mumbai Projects

Estimated
Values in Rs mn

Prestige Group Projects in Mumbai	Prestige Share	Total Salable/Leasable	Average rate /sft (SBA)	Rent/ sf/m	Revenue / Value potential	Rental per annum
Prestige Cosmos (Mulund Project)	100%	5.00	16,500		82,500	
Prestige Jasdan Classic	100%	0.61	35,000		21,350	
Jeejamata Nagar	50%	4.15	20,000	200	20,750	2,490
Prestige 1o1(BKC 1&2)	50%	3.60		300		6,480
Prestige Liberty Towers (Turf View)	50%	1.80		225		2,430
Total		15.16			1,24,600	11,400

COVID Relief and Employee safety Measures- 11,000 workforce vaccinated

1. Target to vaccinate 20,000 workforce along with their families (including construction workers and their families.).
2. For this initiative, the group has partnered with Vikram Hospital, Manipal Hospital, CFS, BBMP (Bengaluru's civic agency) , among others
3. So far 11,000 workforce vaccinated.



PRESTIGE FALCON TOWER
Vaccine Drive



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	30	36.02	13	18.72	3	2.56	2	3.25	2	0.77	50	61.33
Upcoming Projects	11	34.90	13	22.88	3	1.97	4	0.37	3	4.52	34	64.64
Land Bank/Deal pipeline	-	-	-	-	-	-	-	-	-	-	-	27.00
TOTAL	153	154	138	78	16	12	14	6	13	13	334	289.27

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 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

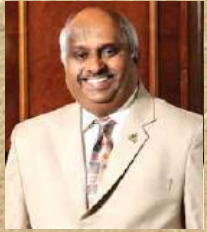


Zackria Hashim
Executive Director- Land
Acquisition



Venkat K Narayan
Chief Executive Officer

EXECUTIVE MANAGEMENT



Arvind Pai
Executive Director- Legal



Suresh Singaravelu
Executive Director- Retail,
Hospitality



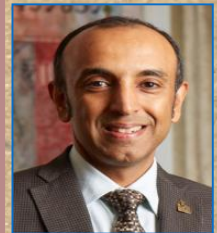
Swaroop Anish
Executive Director- Business
Development



V. Gopal
Executive Director-
Projects & Planning



V.V.B.S. Sarma
Chief Financial Officer



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

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.

INVESTOR PRESENTATION

Thank You

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