



INVESTOR PRESENTATION

Q4FY22 | FY2021-22

PRESENTATION INDEX



OPERATIONAL HIGHLIGHTS

Sales | Collections |
Launches | Completions



FINANCIAL HIGHLIGHTS

Revenue | Margins |
Debt Profile



SEGMENT REVIEW

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



ABOUT PRESTIGE GROUP

Track Record |
Management

OPERATIONAL HIGHLIGHTS

Q4FY22

₹ 32,687 mn

New Sales

- Up 77% YoY,
- 4.85 mn sft,
- Avg Realisation ₹7722/sf for Resi & Comm and ₹3132/sf for plotted
- Prestige share- ₹ 31,175 mn
- Prestige Volume- 4.63 mn sft

₹ 24,610 mn

Collections

- Up 39% YoY
- Prestige share- ₹21,479 mn

Rental Income

₹1159 mn

5.01 mn sft

New Launches

- Prestige Tech Hub
- Prestige Green Gables
- The Prestige City - Meridian Park Ph I
- Prestige Marigold
- Prestige Eden Garden

4.96 mn sft

Completions

- | | |
|--|---------------------------|
| • Prestige Song of the South- Phase II | • Prestige Dolce Vita |
| • Prestige Park Square | • Prestige Fontaine Bleau |
| • JW Marriott Hotel | • Prestige Northpoint |
| • Forum Rex Walk | • Prestige Vista Towers |
| • Prestige Cosmopolitan | • Prestige Botanique |

OPERATIONAL HIGHLIGHTS

12M FY22

₹ 1,03,822 mn

Record Sales

- Up 90 % YoY
- 15.07 mn sft,
- Avg Realisation ₹7515/sf for Resi & Comm and ₹4211/sf for plotted
- Prestige share- ₹ 88,587 mn
- Prestige Volume- 13.37 mn sft

₹ 74,664 mn

Collections

- Up by 47 % YoY
- Prestige share- ₹ 57,692 mn

Rental Income

₹ 4371 mn

16.77 mn sft

New Launches

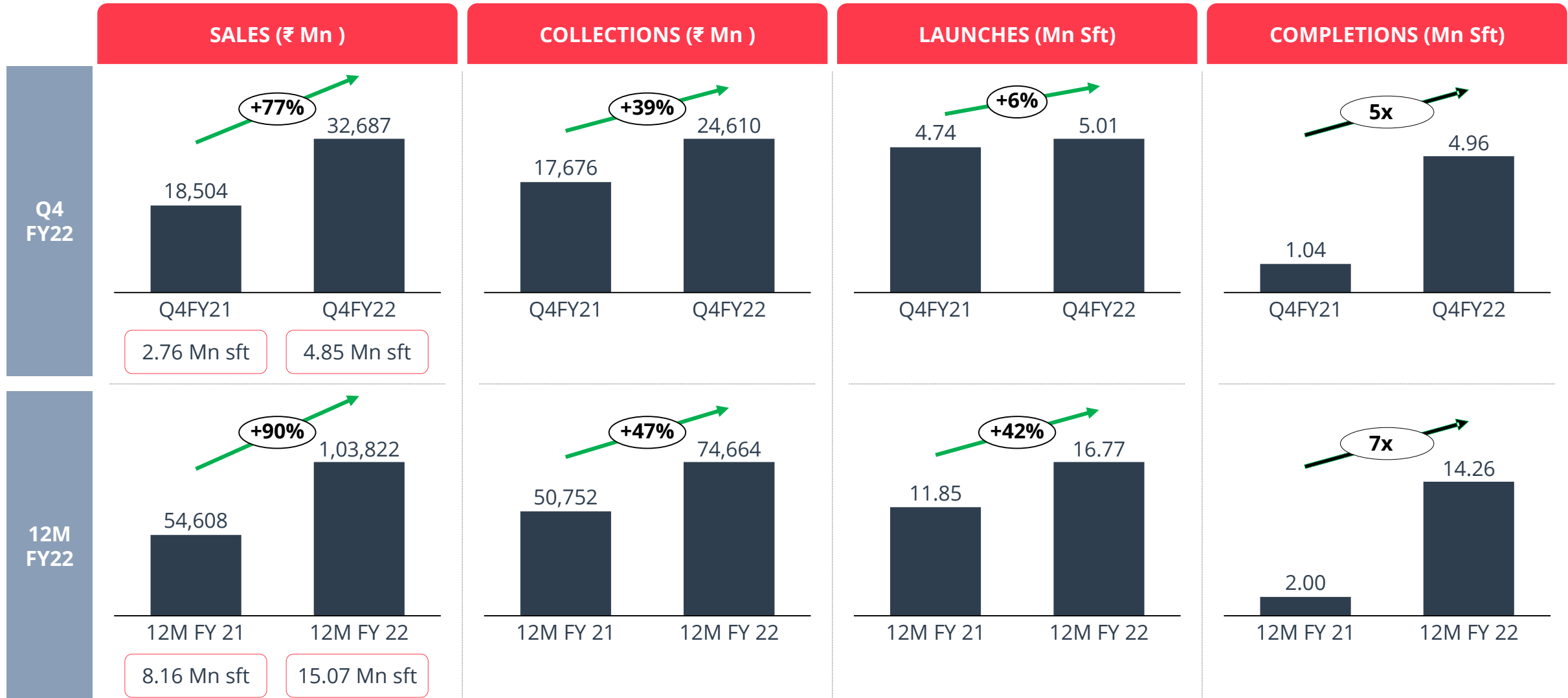
- | | |
|------------------------------------|--|
| • The Prestige City - Great Acres | • Prestige Beverly Hills |
| • The Prestige City - Aspen Greens | • Prestige Tech Hub |
| • The Prestige City - Avalon Park | • Prestige Green Gables |
| • The Prestige City - Eden Park | • The Prestige City - Meridian Park Ph I |
| • Prestige Jasdan Classic | • Prestige Marigold |
| | • Prestige Eden Garden |

14.26 mn sft

Completions

- | | |
|-----------------------------|--|
| • Prestige Kenilworth | • Prestige Northpoint |
| • Prestige MSR | • Prestige Vista Towers |
| • Prestige Nirvana | • Prestige Botanique |
| • Prestige Highfields | • Prestige Song of the South- Phase II |
| • Prestige Lake Ridge Ph II | • Prestige Park Square |
| • Prestige Courtyards | • JW Marriott Hotel |
| • Prestige Dolce Vita | • Forum Rex Walk |
| • Prestige Fontaine Bleau | • Prestige Cosmopolitan |

OPERATIONAL PERFORMANCE



FINANCIAL HIGHLIGHTS

Q4FY22



₹ 24,896 mn
REVENUE



₹ 5,888 mn
EBIDTA



₹ 9,453 mn
PAT



23.65 %
EBITDA%
37.97 %
PAT%

FINANCIAL HIGHLIGHTS

12M FY22



₹ 66,002 mn
REVENUE



₹ 17,442 mn
EBIDTA



₹ 12,148 mn
PAT



26.43 %
EBITDA%
18.41 %
PAT%

SEGMENT REVIEW

(₹ in Million)

12M 2021-22	Office	Retail	Hospitality	Services	Residential	Others	Total
Revenue	1,834	536	1,866	5,977	50,322	3,360	63,895
EBITDA (excluding other income)	1,384	335	113	931	9,212	3,360	15,335
EBITDA %	75%	63%	6%	16%	18%	100%	24%
Depreciation	522	107	1,121	100	375	2,485	4,710
EBIT (excluding other income)	862	228	(1,008)	831	8,837	875	10,625
EBIT %	47%	43%	-54%	14%	18%	26%	17%
Interest Expenses (net of interest and other income)	262	83	526	10	1,412	1,153	3,446
PBT before JV Share of loss / (profit)	600	145	(1,534)	821	7,425	(278)	7,179
PBT %	33%	27%	-82%	14%	15%	-8%	11%
Joint Venture share of loss / (profit)	-	-	-	-	-	-	165
PBT after Joint Venture share of loss / (profit)	600	145	(1,534)	821	7,425	(278)	7,014
Exceptional Items	-	-	-	-	-	8,079	8,079
PBT after Exceptional Items	600	145	(1,534)	821	7,425	7,801	15,093
Tax	151	36	(386)	287	2,077	780	2,945
PAT	449	109	(1,148)	534	5,348	7,021	12,148

Impact of IND AS 116 and exceptional items has been considered under "Others"

SEGMENT REVIEW

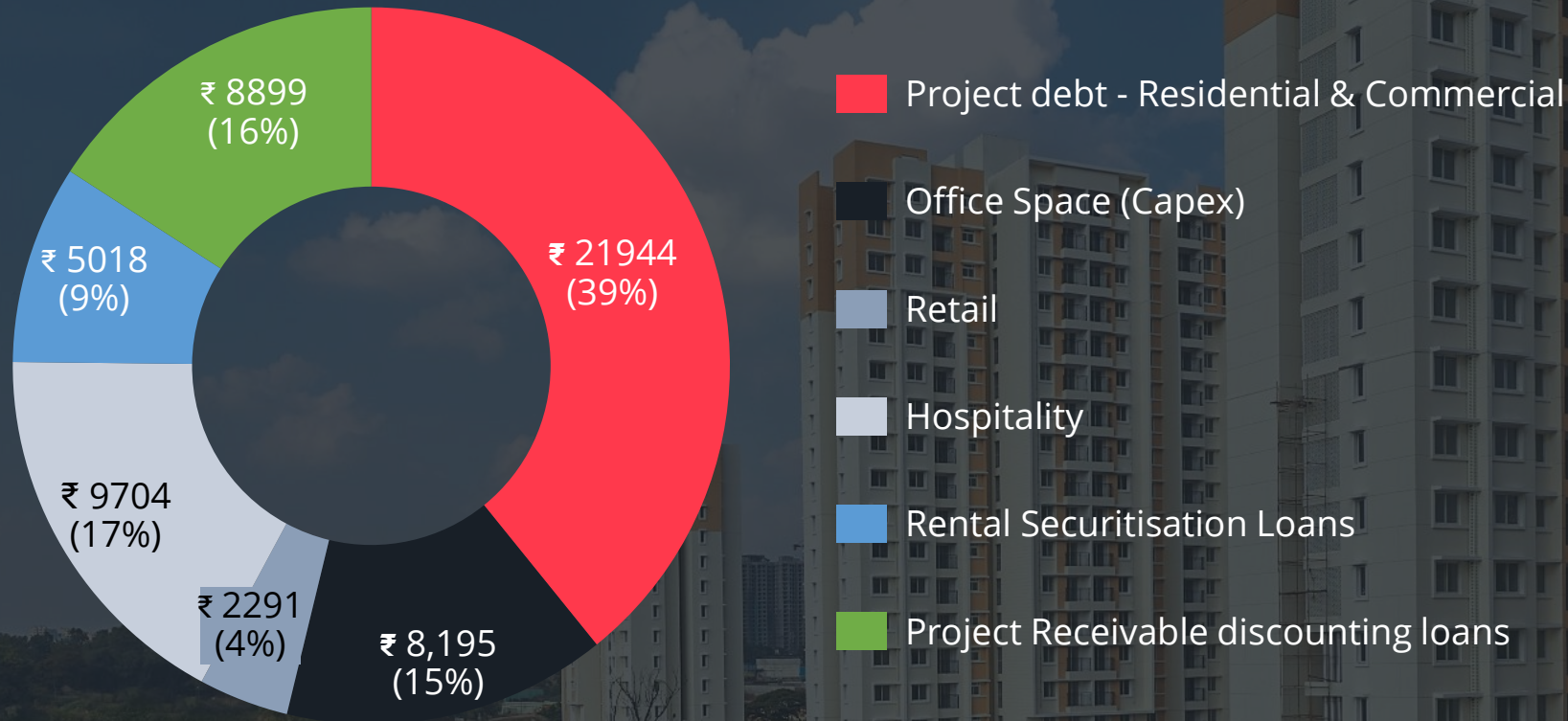
CAPITAL EMPLOYED

Value in ₹ Mn

12M 2021-22		Office	Retail	Hospitality	Services	Residential	Others	Total
Equity	A	31,285	10,180	20,723	498	28,260	-	90,946
Debt (including ongoing capex)	B	11,261	2,829	9,705	-	32,197	-	55,992
Debt taken for ongoing capex project	C	7,280	2,277	-	-	-	-	9,557
Debt (excluding ongoing capex)	D=(B-C)	3,981	552	9,705	-	32,197	-	46,435
Capital Employed	E=(A+B)	42,546	13,009	30,428	498	60,457	-	1,46,938
Capital employed on Ongoing capex projects	F	37,475	9,305	4,755	-	-	-	51,536
Capital Employed (excluding ongoing capex projects)	G=E-F	5,071	3,704	25,673	498	60,457	-	95,402
Debt (excluding ongoing capex)	D	3,981	552	9,705	-	32,197	-	46,435
Equity	G-D	1,090	3,152	15,968	498	28,260	-	48,967
ROCE (ANNUALISED)		27.29%	9.04%	0.44%	186.95%	15.24%	-	16.07%
ROE (ANNUALISED)		102.97%	7.99%	-2.59%	184.94%	27.60%	-	24.28%

1. ROCE - EBIDTA/ CAPITAL EMPLOYED
2. ROE - PBT +DEPRECIATION/ CAPITAL EMPLOYED

DEBT PROFILE



0.35 x

Debt Equity Ratio

₹ 33,644 Mn

Net Debt

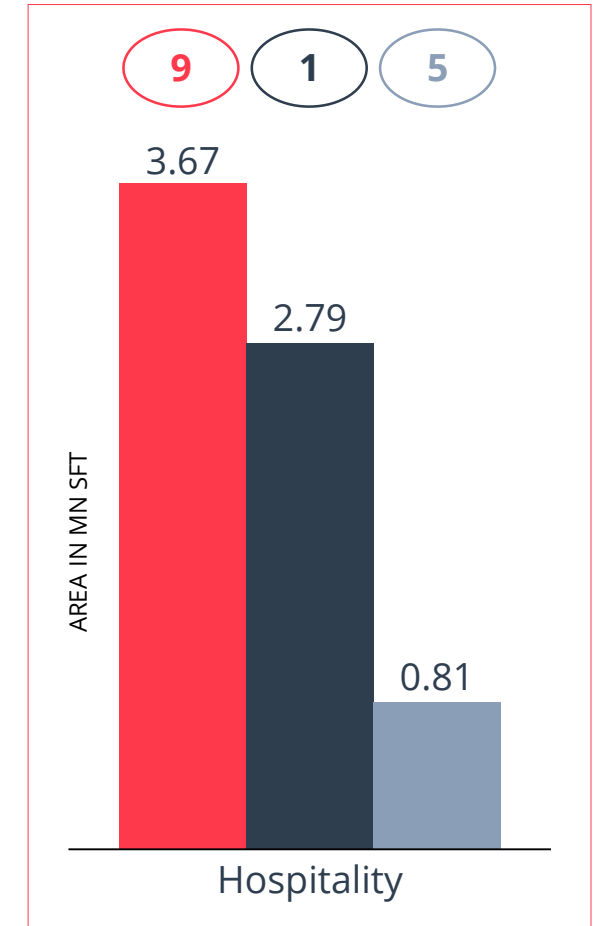
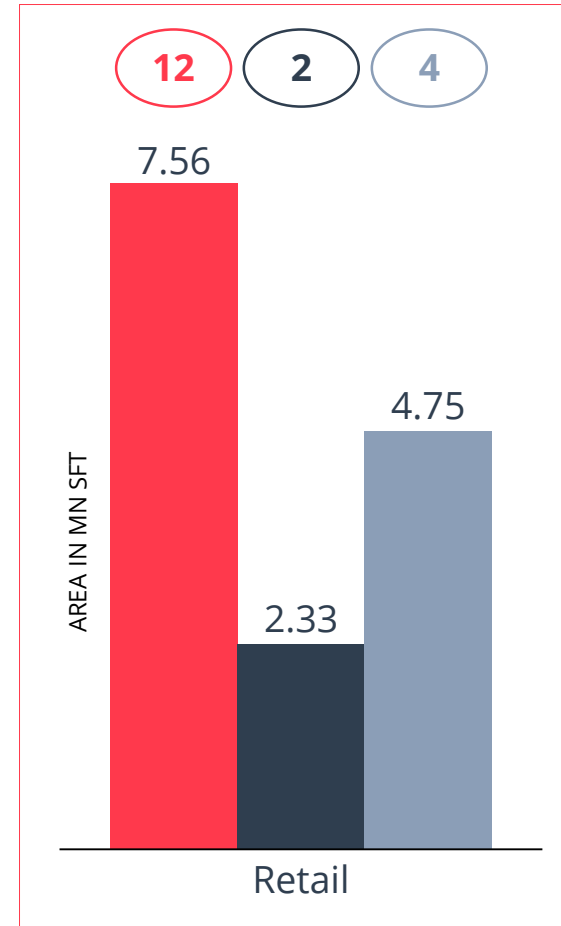
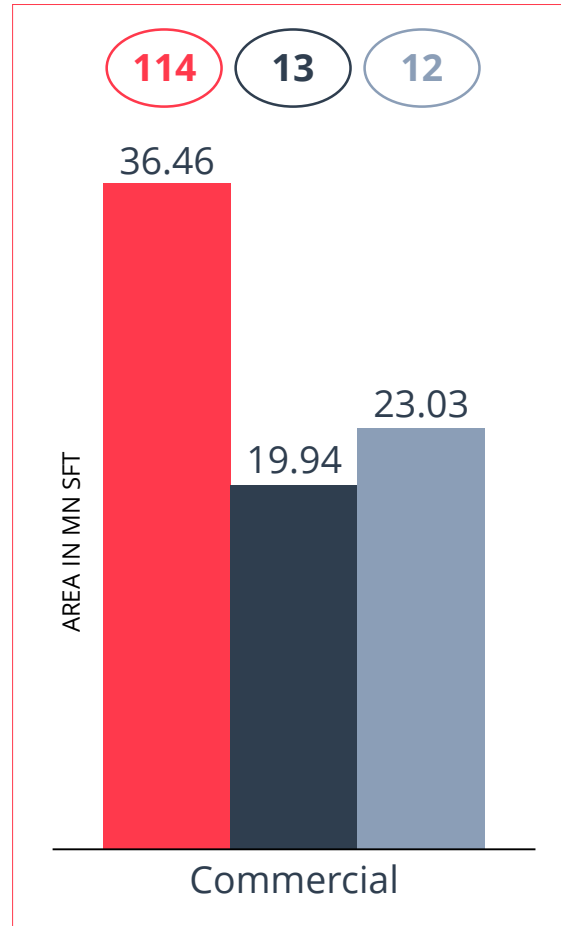
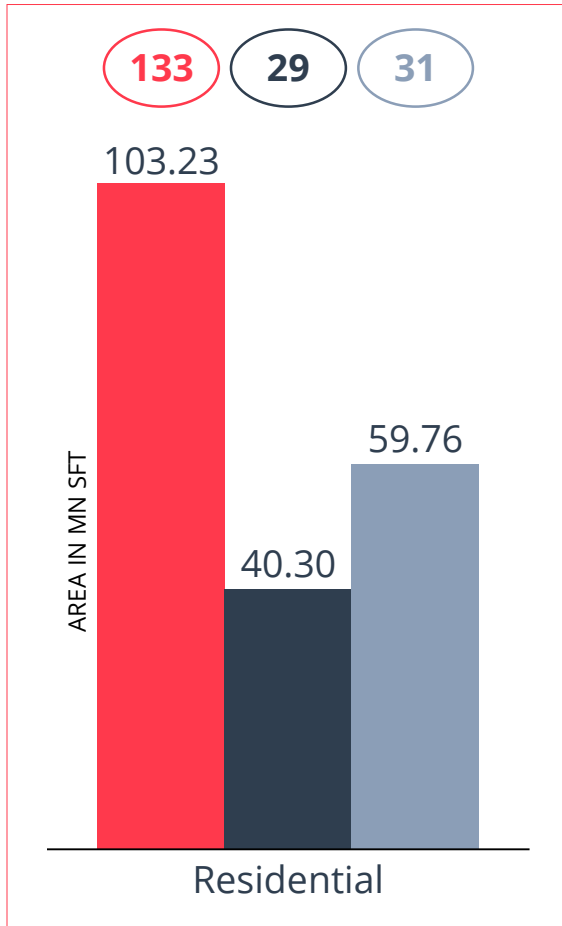
9.15%

Average Borrowing
cost



SCALE OF OPERATION - SUMMARY

■ Completed Projects ■ Ongoing Projects ■ Upcoming Projects (XX) Numbers



RESIDENTIAL

133

Completed Projects

103 Mn Sft

29

Ongoing Projects

40 Mn Sft

31

Upcoming Projects

60 Mn Sft

330000+

Happy Residents

ONGOING PROJECTS - RESIDENTIAL

~ 40MN sft TDA

RESIDENTIAL

PLOTTED

S.No.	Project	City/State	TDA in Mn Sft	Economic Interest (%)	Prestige Share (Mnsft)
1	Prestige Elysian	Bengaluru	1.11	31	0.34
2	Prestige Fairfield	Bengaluru	0.54	27	0.15
3	Prestige Finsbury Park- Regent	Bengaluru	1.81	36	0.65
4	Prestige Finsbury Park- Hyde	Bengaluru	2.77	36	1.00
5	Prestige Jindal City	Bengaluru	6.12	37	2.28
6	Prestige Primrose Hills	Bengaluru	1.90	68	1.29
7	Prestige Waterford	Bengaluru	1.75	60	1.05
8	Prestige Willow Tree	Bengaluru	0.91	62	0.57
9	Prestige Woodland Park	Bengaluru	0.38	50	0.19
10	Prestige Cityscape	Kochi	0.30	50	0.15
11	Prestige Hillcrest	Ooty	0.11	50	0.05
12	Prestige Hillside Gateway	Kochi	1.46	72	1.05
13	Prestige Ocean Crest	Goa	0.30	50	0.15
14	Prestige Panorama	Kochi	0.29	50	0.15
15	Prestige Palm Residences	Mangaluru	0.35	75	0.26
16	Prestige Tranquil	Hyderabad	2.24	73	1.64
17	Prestige Valley Crest	Mangaluru	1.01	70	0.71
18	Prestige Windsor Park	Chennai	0.91	69	0.62
19	Prestige Jasdan Classic	Mumbai	0.81	100	0.81
20	Prestige Beverly Hills	Hyderabad	2.24	73	1.63
21	The Prestige City - Aspen Greens	Bengaluru	0.50	60	0.30
22	The Prestige City - Avalon Park	Bengaluru	2.03	60	1.22
23	The Prestige City - Eden Park	Bengaluru	2.69	60	1.61
24	Prestige Green Gables	Bengaluru	0.33	60	0.20
25	The Prestige City - Meridian Park Ph I	Bengaluru	1.82	60	1.09
26	Prestige Eden Garden	Kochi	0.30	100	0.30
Total - A			34.99		19.46
1	Prestige Park Drive	Bengaluru	0.66	45	0.30
2	Great Acres @ The Prestige City	Bengaluru	3.49	60	2.09
3	Prestige Marigold	Bengaluru	1.17	51	0.60
Total - B			5.31		2.98
GRAND TOTAL			40.30		22.44



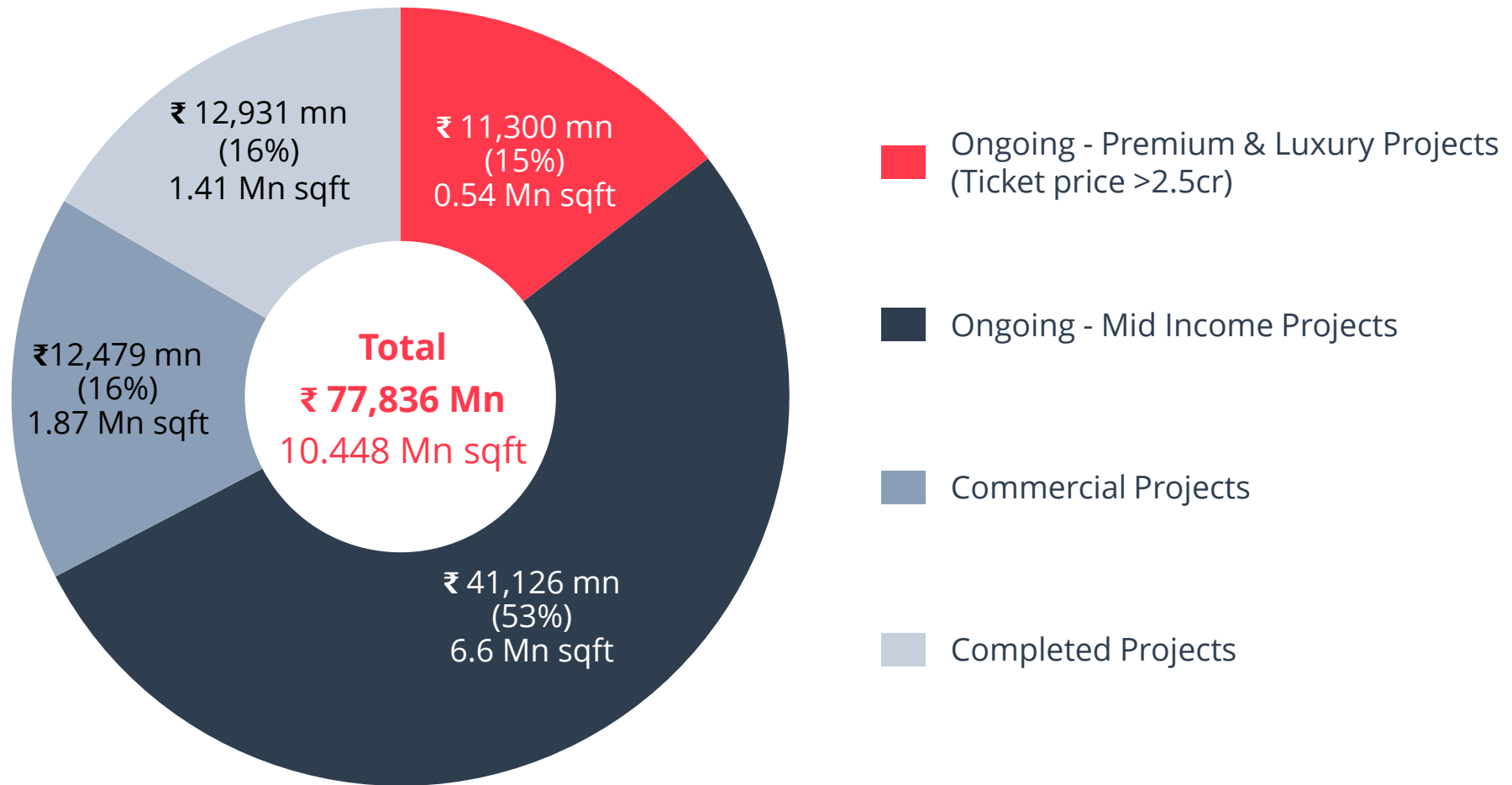
Prestige GROUP

Prestige to your life

₹ 82,756 Mn+ CASH FLOW FROM ONGOING & COMPLETED PROJECTS..

Particulars	Area in Mn Sft	Value in ₹ Mn	%
Total Developable Area	80.40		
Car Park Area	20.99		
Total Saleable Area	59.40		
PG area share	47.97		
Estimated Value		3,36,192	
Sold	37.52	2,58,355	78
Collections		1,76,552	
Balance to collect		81,803	
Stock	10.45	77,836	22
Recovery from Land Owner		-	
Refundable Deposit		2,360	
Projectable Inflow-A		1,62,000	
Cost of Development		2,17,239	
Cost Incurred		1,37,996	
Balance to Spend-B		79,243	
Free Cash flow (A-B)		82,756	

INVENTORY BREAKUP



UPCOMING PROJECTS - RESIDENTIAL

~60MN sft TDA

RESIDENTIAL

PLOTTED

S.No.	Project	State/City	TDA in Mn Sft	Economic Interest	Prestige Share (Mnsft)
1	Prestige Glenbrook	Bengaluru	0.56	100	0.56
2	Prestige Maple Heights	Bengaluru	0.28	65	0.18
3	Prestige Misty Waters- Phase III	Bengaluru	0.40	62	0.25
4	Prestige Roshanara	Bengaluru	0.23	100	0.23
5	The Prestige City - Aston Park	Bengaluru	1.35	60	0.81
6	The Prestige City - Meridian Park Ph II	Bengaluru	2.34	60	1.40
7	The Prestige City - Meridian Park Ph III	Bengaluru	1.81	60	1.09
8	Prestige Bougainvillea Gardens	Noida	3.10	72	2.23
9	Prestige Highline	Chennai	4.54	78	3.54
10	Jeejamata Nagar	Mumbai	4.98	50	2.49
11	The Prestige City @ Mulund	Mumbai	10.78	68	7.36
12	Prestige Daffodils	Mumbai	0.15	65	0.10
13	Prestige Serenity Shores	Bengaluru	1.31	70	0.91
14	Prestige Ocean Pearl	Calicut	1.50	50	0.75
15	Prestige Rock Cliff	Hyderabad	0.71	55	0.39
16	Prestige Clairmont – Kokapet	Hyderabad	3.26	100	3.26
17	Prestige Lavender Fields	Bengaluru	3.09	68	2.10
18	Prestige Park Grove – Apartments	Bengaluru	9.17	48	4.40
19	Prestige Park Grove-Villas	Bengaluru	0.42	48	0.20
20	Prestige Ocean Towers	Mumbai	0.80	30	0.24
21	Prestige Elm Park Channasandra	Bengaluru	0.56	65	0.36
22	Prestige Sanctuary	Bengaluru	0.44	100	0.44
23	Prestige Dew Drops	Bengaluru	0.09	100	0.09
24	Begur Villa Devt	Bengaluru	0.16	51	0.08
25	Begur Apartments	Bengaluru	1.31	51	0.67
25	Total – A		53.36		34.16
1	Prosperity Enclave	Bengaluru	1.71	45	0.77
2	Mamidipalli	Hyderabad	1.35	24	0.32
3	Marigold Ph II	Bengaluru	1.53	51	0.78
4	Parkdrive Ph III	Bengaluru	0.09	40	0.03
5	Rajapura Plotted Devt	Bengaluru	1.08	51	0.55
6	Begur Plotted Devt	Bengaluru	0.66	51	0.34
6	Total – B		6.41		2.79
	GRAND TOTAL		59.76		36.95

₹ 1,24,418 Mn+ CASH FLOW FROM UPCOMING PROJECTS

Particulars	Area in Mn Sft	Value in ₹ Mn
Total Developable Area	59.76	
Car Park Area	11.59	
Total Saleable Area	48.18	
PG area share	36.24	
Estimated Value-A		3,39,703
Cost of Development		2,34,870
Cost Incurred		18,441
Balance to spend-B		2,16,429
RD Paid-C		1,144
Free Cash flow (A-B+C)		1,24,418

114

Completed Projects

36 Mn Sft

13

Ongoing Projects

20 Mn Sft

12

Upcoming Projects

23 Mn Sft

₹ 1420 Mn

Exit Rentals p.a

COMMERCIAL

EXIT RENTAL - COMMERCIAL

S.No.	Project Name	Leasable Area (in mn sft)	Economic Interest (%)	Prestige Share (in mn sft)	Rent P.A (₹ Mn)
1	Prestige Logistic Centre	0.39	100.00	0.39	85
2	Prestige Polygon	0.34	100.00	0.34	352
3	West Palm Developers Pvt Ltd	0.32	61.00	0.20	101
4	SKN Commercial	0.13	100.00	0.13	109
5	Forum Vijaya-Commercial	0.19	7.50	0.01	9
6	Presitge Estates Projects Ltd.	0.86	100.00	0.86	205
7	Prestige Cybertower	0.26	100.00	0.26	87
8	Prestige TMS Square	0.22	58.00	0.13	84
9	Prestige Central Street	0.13	45.61	0.06	64
10	Prestige Technopolis	0.10	100.00	0.10	74
11	Prestige Saleh Ahmed	0.07	44.25	0.03	43
12	Prestige Cube	0.03	100.00	0.03	35
13	Prestige Phoenix	0.05	50.00	0.02	16
14	Prestige Cosmopolitan	0.09	100.00	0.09	86
	Total	3.18		2.65	1,420

OFFICE RENTAL POTENTIAL

	OPERATING	ONGOING	UPCOMING	TOTAL
GLA (mn sft)	3.18	9.20	17.82	30.19
Economic Interest (mn sft)	2.65	5.32	10.50	18.47
Rentals p.a. ₹	1,799	9,612	36,137	47,548
Prestige Share ₹	1,420	5,264	19,223	25,907

ONGOING PROJECTS - COMMERCIAL

~ 20 MN sft TDA

S.No.	Project	State/City	TDA in Mn Sft	Economic Interest (%)	Prestige Share (Mn sft)
1	Prestige Tech Cloud	Bengaluru	4.65	86	4.00
2	Prestige Tech Park IV (Adobe)	Bengaluru	0.59	100	0.59
3	Prestige Minsk Square	Bengaluru	0.58	55	0.32
4	Prestige Tech Hub	Bengaluru	1.23	60	0.74
5	Prestige Summit	Bengaluru	0.19	50	0.09
6	Prestige Tech Pacific Park	Bengaluru	1.65	63	1.04
7	Prestige Tech Park IV	Bengaluru	1.05	50	0.53
8	Prestige Alpha Tech	Pune	1.17	77	0.90
9	Prestige Cyber Green- Phase I	Kochi	0.90	100	0.90
10	DIAL (Aerocity)	Delhi	0.80	50	0.40
11	Prestige Metropolitan	Chennai	0.39	45	0.18
12	Prestige Sky Tech	Hyderabad	2.71	67	1.82
13	Prestige Lake Shore Drive	Bengaluru	4.02	40	1.61
Total			19.94		13.11

UPCOMING PROJECTS - COMMERCIAL

~ 23 MN sft TDA

S.No.	Project	State/City	TDA in Mn Sft	Economic Interest (%)	Prestige Share (Mnsft)
1	Prestige Capital Square	Bengaluru	0.17	65	0.11
2	Prestige Tech Forest	Bengaluru	3.71	68	2.52
3	Prestige Techzone	Bengaluru	1.78	67	1.19
4	Prestige Waterfront	Bengaluru	0.54	60	0.32
5	Prestige Cyber Green- Phase II	Kochi	0.62	100	0.62
6	Prestige 101 -X	Mumbai	3.72	50	1.86
7	Prestige 101 -Y	Mumbai	2.91	50	1.45
8	Prestige Liberty Towers	Mumbai	3.46	50	1.73
9	Prestige Tech park 5	Bengaluru	0.13	100	0.13
10	Shipco	Kolar	2.12	70	1.49
11	Prestige Landmark	Bengaluru	2.96	50	1.48
12	Prestige Tech Habitat	Bengaluru	0.92	70	0.64
Total			23.03		13.55

RETAIL

12

Completed Projects

8 Mn Sft

₹ 788 Mn

Exit Rentals p.a

₹ 1349 Mn

Incremental
Rentals p.a

2

Ongoing Projects

2 Mn Sft

4

Upcoming Projects

5 Mn Sft

EXIT RENTAL - RETAIL

S. No.	Project	Leasable Area (Mn Sft)	Interest (%)	Prestige Share (Mn Sft)	Rent P.A. (₹ Mn)
1	Forum Sujana Mall Hyderabad	0.81	15.00	0.12	149
2	Forum Fiza Mall	0.66	10.20	0.07	31
3	Forum Vijaya Mall	0.64	7.50	0.05	62
4	Forum Mall Shantiniketan	0.64	9.74	0.06	58
5	Forum Celebration Mall	0.39	15.00	0.06	34
6	Forum Mall Bengaluru	0.35	10.79	0.04	74
7	Forum Centre City Mall	0.31	15.00	0.05	58
8	The Forum Neighbourhood Mall	0.29	15.00	0.04	47
9	UB City Retail	0.10	45.00	0.05	148
10	Prestige Mysore Central	0.08	65.00	0.05	24
11	Forum Rex Walk	0.16	34.41	0.05	103
Total		4.44		0.64	788

INCREMENTAL RENTALS - RETAIL

Project Name	Leasable Area (mn sft)	Economic Interest (%)	Prestige Share (mn sft)	Rent P.A. (Value in ₹ Mn)
Falcon City Forum Mall	0.95	66%	0.63	902
Forum Thomsun	0.68	50%	0.34	446
Incremental rental	<u>1.63</u>		<u>0.96</u>	<u>1,349</u>

RENTAL POTENTIAL - RETAIL

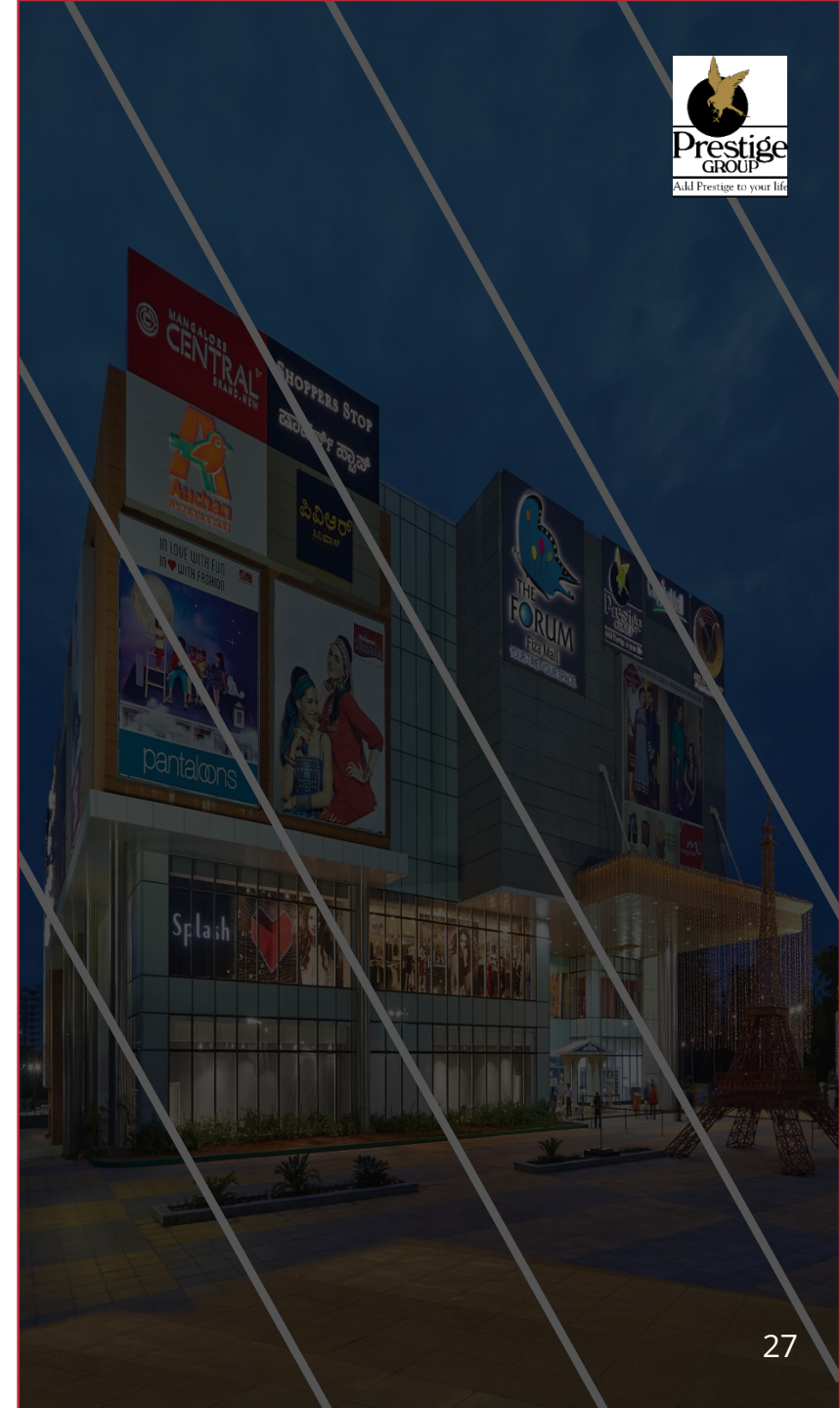
	OPERATING	ONGOING	UPCOMING	TOTAL
GLA (mn sft)	4.44	1.63	2.93	8.99
Economic Interest (mn sft)	0.64	0.96	1.94	3.54
Rentals p.a.(₹)	4,996	2,333	2,558	9,885
Prestige Share (₹)	<u>788</u>	<u>1,400</u>	<u>1,727</u>	<u>3,915</u>

ONGOING PROJECTS - RETAIL

S.No.	Project	State/City	TDA in Mn Sft	Economic Interest (%)	Prestige Share (Mn sft)
1	Falcon City Forum Mall	Bengaluru	0.98	51	0.50
	Falcon City Forum Mall	Bengaluru	0.29	100	0.29
2	Forum Thomsun	Kochi	1.06	50	0.53
	Total		2.33		1.32

UPCOMING PROJECTS - RETAIL

S.No.	Project	State/City	TDA in Mn Sft	Economic Interest(%)	Prestige Share (Mn sft)
1	Forum One OMR	Chennai	1.96	48	0.93
2	Forum Neighbourhood Mall	Kochi	0.69	70	0.48
3	Forum 13o North	Bengaluru	1.13	100	1.13
4	The Prestige City	Bengaluru	0.98	60	0.59
	Total		4.75		3.13



9

Completed Projects

4 Mn Sft

1

Ongoing Project

3 Mn Sft

5

Upcoming Projects

0.8 Mn Sft

1368

Operational Keys

HOSPITALITY

ONGOING PROJECTS - HOTELS

Project	State/City	TDA in Mn Sft	Economic Interest	Prestige Share (Mn sft)
DIAL	Delhi	2.79	50 %	1.39

UPCOMING PROJECTS - HOTELS

S.No.	Project	State/City	TDA in Mn Sft	Economic Interest (%)	Prestige Share (Mn sft)
1	Prestige Hillside Retreat- Tribute Portfolio	Bengaluru	0.12	100	0.12
2	MOXY Chennai OMR	Chennai	0.19	70	0.13
3	Tribute Portfolio- Kochi	Kochi	0.09	50	0.04
4	Prestige 13 ^o North (W Hotel)	Bengaluru	0.24	100	0.24
5	Prestige Tech Cloud - Hotel Block	Bengaluru	0.17	100	0.17
	Total		0.81		0.71

HOSPITALITY - POTENTIAL

	OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Total Keys	1,368	779	495	2,642
Economic Interest	1,211	390	442	2,042
Total Revenue p.a. ₹	5,697	3,284	813	9,794
Economic Interest ₹	5,155	1,642	725	7,522

LAND BANK

S.No.	Entity Name	Location	Land Area (Acres)	Economic Interest	Prestige Share (Acres)
1	Prestige Bidadi Holdings Pvt Ltd	Bidadi,Bengaluru	143	100%	143
2	Eden Investments	Goa	74	78%	58
3	Prestige Estates Projects Ltd	Zenith, Perumbakam/Chennai	20	66%	13
4	The QS Company	Padil Mangalore	17	100%	17
5	Prestige Hi-Tech Projects	Dobbaspeth (Ware House)	50	100%	50
6	Prestige Sterling Infra Projects Pvt Ltd	Lakeshore Drive Ph II	30	90%	27
7	Prestige Estates Projects Ltd	Sonenahalli	41	100%	41
	<u>Total</u>		<u>375</u>		<u>349</u>

194

Projects under
maintenance

107 Mn Sft

98

Projects in the
pipeline

153 Mn Sft

₹10,000 Mn+

Future Potential

₹ 4800 Mn

Gross Revenue

PROPERTY MANAGEMENT

ABOUT PRESTIGE



35+ years of
Legacy



CRSISIL DA 1
rating



ICRA A+
rating



Presence in
12 cities



BOARD



Irfan Razack

Chairman & Managing Director



Dr. 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



Jagdeep Singh Marwaha

CEO –Prestige Office Ventures



Lt. Col. Milan Khurana (Retd.)

Executive Director – HR,
IT & Admin



Tariq Ahmed

CEO - West India & ED-
Corporate Development



Amit Mor

Chief Financial Officer

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THANK YOU

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