Prestige GROUP

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INVESTOR PRESENTATION

QII FY 2013 -14

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Index

HIGHLIGHTS OF QII FY 2013-14

Highlights of QII FY 2013-14

Financial Highlights

Particulars	Quarter II FY 13-14	Quarter I FY 13-14	Quarter II FY 12-13	Half year (HI) FY13-14	Half year (HI) FY12-13	FY 12-13
Turnover (Rs. Mn)	5,041	5293	2609	10,334	5073	16,063
EBIDTA (Rs. Mn)	1,476	1599	920	3,075	1897	5,113
EBIDTA %	29.28%	30.21%	35.26%	29.76%	37.39%	32%
PAT (Rs. Mn)	778	866	457	1,642	950	2,760
PAT %	15.43%	16.36%	17.52%	15.89%	18.73%	17%
WACC	12.87%	12.93%	13.69%	12.87%		13.01%
D/E Ratio (Standalone)	0.40	0.39	0.47	0.40		0.37
D/E Ratio (Consolidated)	0.69	0.67	0.74	0.69		0.60

QII FY 13-14 Turnover : Rs.5,041 mn	FY 13-14 Guidance : Rs 20,000 mn

Highlights of QII FY 2013-14

Operational Highlights

Particulars	Quarter II FY 13-14	Quarter I FY 13-14	Quarter II FY 12-13	Half year (HI) FY13-14	Half year (HI) FY12-13	FY 12-13
New Sales - Total						
Amount (Rs. Mn)	11,497	11442	10,688	22,940	22,028	37,274
Area (Mnsf)	1.96	1.98	2.10	3.93		7.14
Avg Realization/Sft (Rs)	5,876	5779	5090	5,830		5,220
New Sales - Prestige Share						
Amount (Rs. Mn)	10,685	10229	8160	20,914	18261	31,221
Area (Mnsf)	1.83	1.77	1.63	3.59	3.66	5.99
Collections (Rs. Mn)						
Total Collections	7,159	7326		14,485		
Prestige Share	6,198	6074	5050	12,272	9291	19,695
New Leasing						
Total (Mnsf)	0.79	0.44	0.54	1.23	1.00	2.10
Prestige Share (Mnsf)	0.48	0.16	0.07	0.64	0.13	0.45
Rental Income - Prestige Share (Rs. Mn)	592	572	509	1164	998	2,229
Area Delivered (Mnsf)	-	2.48	-	2.48		2.31
Launches (Mnsf)	5.98	4.09	6.26	10.07	8.45	10.39

QII FY 13-14 Turnover : Rs.5,041 mn	FY 13-14 Guidance : Rs 20,000 mn

Highlights of QII FY 2013-14

Financial Highlights

FOR THE QUARTER (Q2) ENDED SEPTEMBER 30, 2013:

- **Revenue at Rs. 5,041 million, up by 93% as compared to the corresponding previous year's quarter (QII FY 12-13) revenue of Rs. 2,609 million.**
- **EBIDTA at Rs.1,476 million, up by 60% as compared to the corresponding previous year's quarter (QII FY 12-13) EBIDTA of Rs.920 million.**
- **PAT at Rs.776 million, up by 70% as compared to the corresponding previous year's quarter's (QII – FY 12-13) PAT of Rs. 457 million**
- **Rental income at Rs.592 million up by 16% as compared to the corresponding previous year's quarter's (QII – FY 12-13) rental income of Rs. 509 million.**

Highlights of QII FY 2013-14

Operational Highlights

FOR THE QUARTER (Q2) ENDED SEPTEMBER 30, 2013:

- The Company has sold 1,193 Residential units and 0.11 million square feet of commercial space, aggregating to 1.95 million square feet amounting to Rs.11,497 million of sales
- The average realization of Rs. 5,876 per Sft is up by 15% as compared to the average realization achieved for the corresponding previous year's quarter (QII – FY12-13) of Rs. 5090 per Sft.
- Registered total new leasing of 0.79 million square feet up by 46% as compared to the total new leasing for the corresponding previous year's quarter (QII – FY12-13) of 0.54 million sqft.
- Net Collections for the quarter aggregated to Rs.6,198 million, up by 23% as compared to the corresponding previous year's quarter's (Q2 – FY12-13) collection of Rs. 5,050 million.

Highlights of QII FY 2013-14

Financial Highlights

FOR THE HALF YEAR (H1) ENDED SEPTEMBER 30, 2013:

- **Revenue at Rs. 10,334 million, up by 104% as compared to the corresponding previous half year's (H1 FY 12-13) revenue of Rs. 5,073 million.**
- **EBIDTA at Rs.3,075 million, up by 62% as compared to the corresponding previous half year's (H1 FY 12-13) EBIDTA of Rs. 1,897 million.**
- **PAT at Rs.1,642 million, up by 73% as compared to the corresponding previous half year's (H1 FY 12-13) PAT of Rs. 950 million.**
- **Rental income at Rs.1,164 million up by 17% as compared to the corresponding previous half year's (H1 FY 12-13) rental income of Rs. 998 million.**

Highlights of QII FY 2013-14

Operational Highlights

FOR THE HALF YEAR (H1) ENDED SEPTEMBER 30, 2013:

- The Company has for the six months ended September 2013 sold 2,455 units and commercial space, totalling to 3.93 million square feet, amounting to Rs.22,940 million of Sales. (Achieved 53.35% of the Total Guidance of Rs.43,000 Million of sales set at the beginning of FY 13-14)

- The total sales for the half year ended September 2013 are:

Particulars	Q1	Q2	H1 (Half year)
Sales (Rs. Mn)	11,442	11,497	22,940
Area (Mnsf)	1.98	1.96	3.93

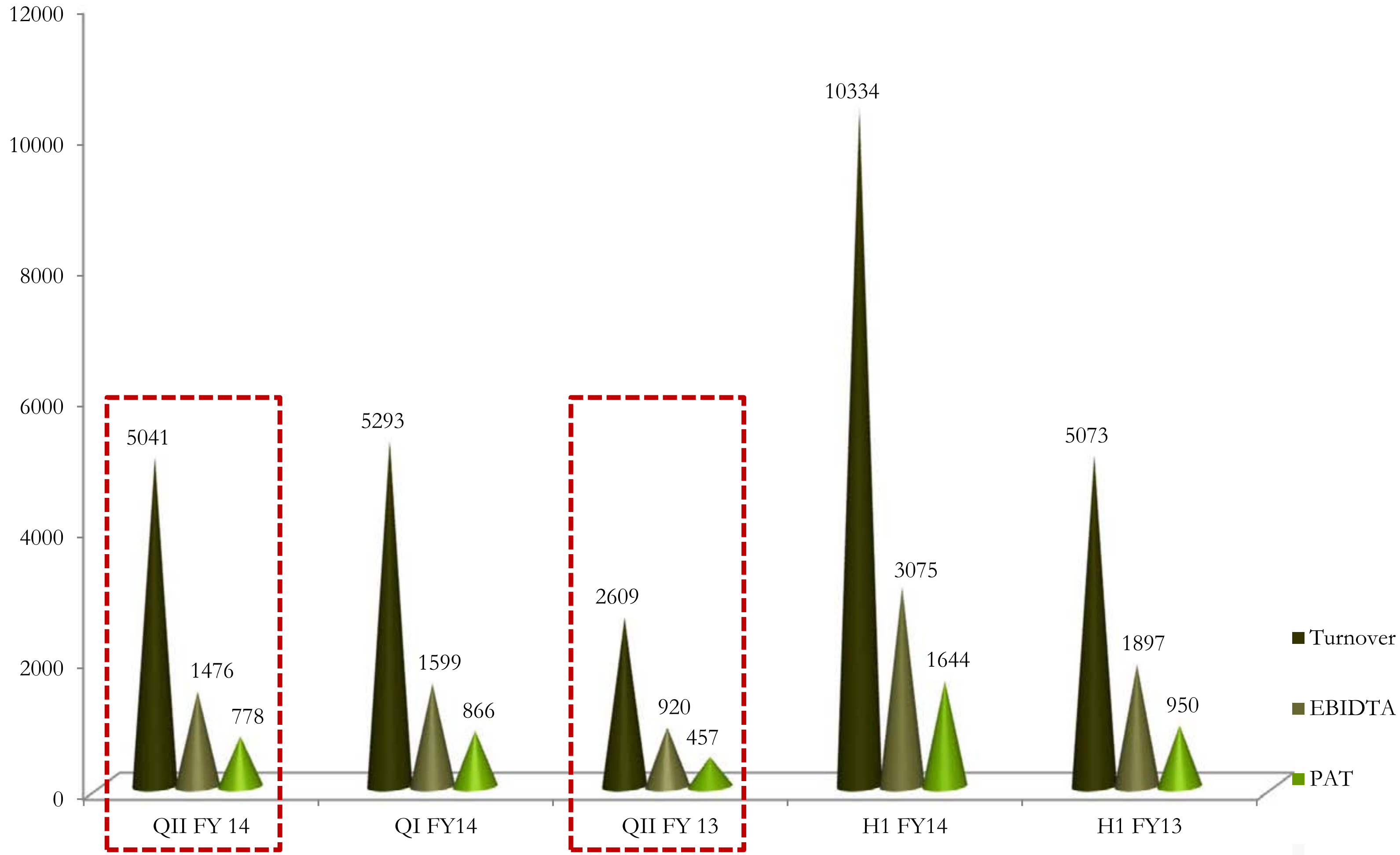
- Registered total New leasing of 1.23 million square feet up by 23% as compared to the corresponding previous half year's (H1 FY 12-13) total new leasing of 1.00 million square feet of Rs. 998 million.

- Prestige Share of collections for the half-year ended 30th September, 2013 are Rs.12,272 million, up by 32% as compared to the the corresponding previous half year's (H1 FY 12-13) prestige share of collections of 1.00 million square feet.

- The Company has launched total 10.08 million square feet of developable area for the six months ended September 2013, considering the 4.09 Million square feet of launches in the Q1.

Highlights of QII FY 2013-14

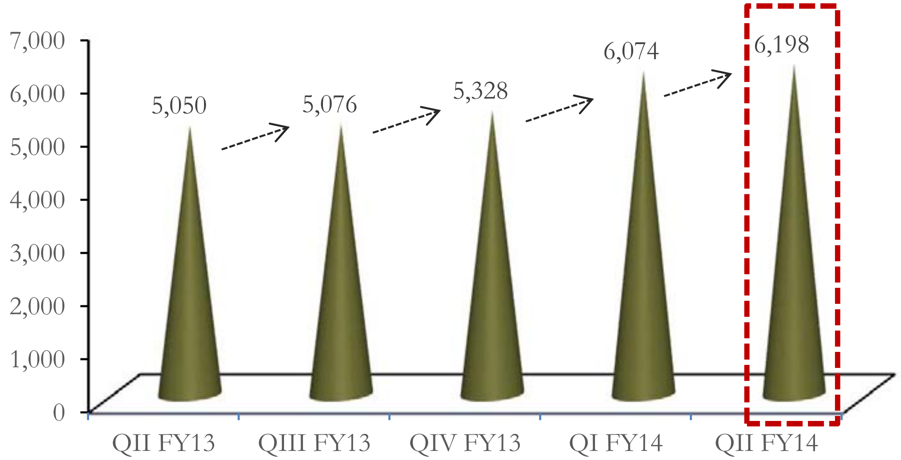
Turnover, EBIDTA & PAT (Rs. Mn)



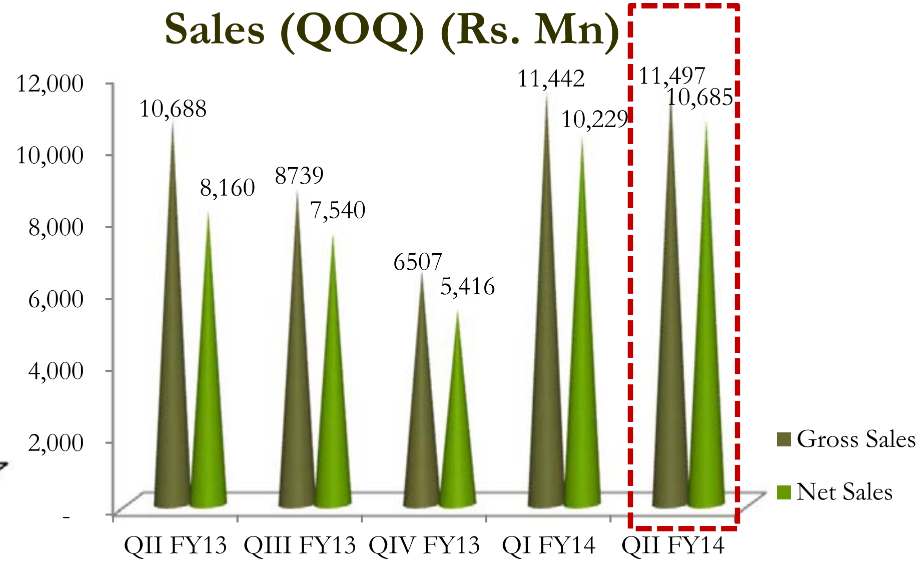
QII FY 13-14 Sales : Rs 11,497 mn	FY 13-14 Guidance : Rs 43,000 mn

Highlights of QII FY 2013-14

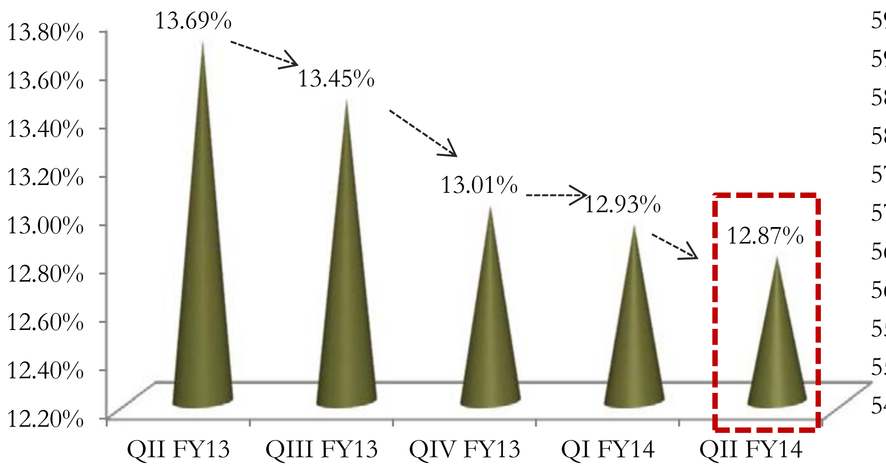
Collections (Q-O-Q) (Rs. Mn)



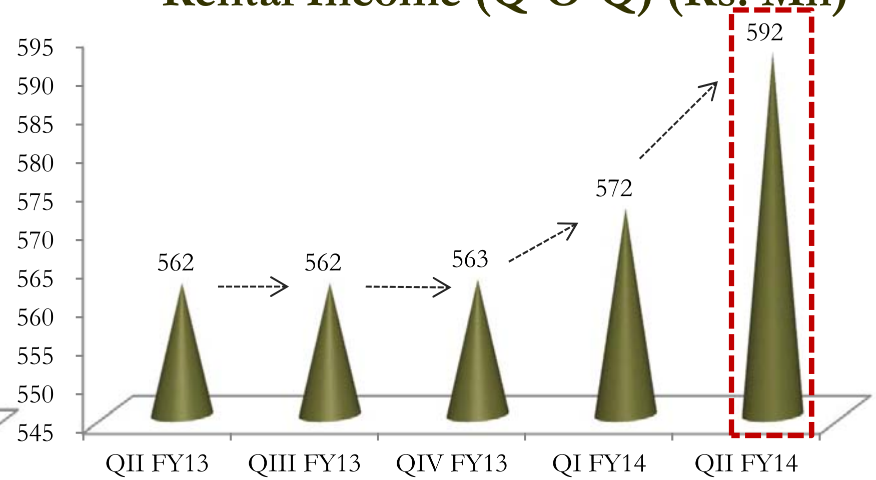
Sales (QOQ) (Rs. Mn)



WACC (Q-O-Q)



Rental Income (Q-O-Q) (Rs. Mn)



QII FY 13-14 Turnover : Rs. 5,041 mn **FY 13-14 Guidance : Rs 20,000 mn**

Highlights of QII FY 2013 - 14

Business Performance

Launches/Pre Launches during Q I & QII FY 13-14

Sl.No	Project	Location	Segment	Developable Area (Mnsf)	Economic Interest	No. of Units (Total)	No. of Units (PEPL Share)
Quarter I							
1	Prestige West Woods	Bangalore	Residential	1.02	60.00%	567	341
2	Prestige Augusta Golf Village	Bangalore	Residential	1.38	67.00%	460	308
3	Prestige Sunrise Park - Phase I	Bangalore	Residential	1.69	100.00%	1,046	1,046
	Sub-Total - Quarter I			**4.09**		**2,073**	**1,695**
Quarter II							
1	Prestige Royale Gardens - Phase II	Bangalore	Residential	2.46	68.50%	1,312	905
2	Prestige Sunrise Park - Phase II	Bangalore	Residential	1.58	100.00%	864	864
3	Prestige Silver Spring	Chennai	Residential	0.49	27.54%	125	34
4	Prestige Down Town	Chennai	Residential	0.21	100.00%	84	84
5	Prestige Ivy Terraces	Bangalore	Residential	0.57	62.00%	315	195
6	Prestige Jade Pavilion	Bangalore	Residential	0.675	46.91%	266	125
	Sub-Total - Quarter II			**5.98**		**2,966.00**	**2,207.00**
	Grand Total (QI & QII)			**10.07**		**5,039.00**	**3,902.00**

QII FY 13-14 Launches : 5.98 Mnsf	FY 13-14 Guidance : 14 Mnsf

Highlights of QII FY 2013 - 14

Business Performance

Completions during QI & QII FY 13-14

Project	Location	Segment	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
Quarter I					
Forum Vijaya Mall	Chennai	Retail	1.16	50.00%	0.58
Forum Vijaya - Commercial	Chennai	Commercial	0.55	50.00%	0.28
Cessna Business Park - B7	Bangalore	Commercial	0.77	85.00%	0.65
Sub Total QI			**2.48**		**1.51**
Quarter II			**NIL**		
Grand Total			**2.48**		**1.51**

Highlights of QII FY 2013 - 14

Business Performance

Area Leased during QII FY 13-14

Segment	Quarter II FY 13-14		As on 30th September, 2013 (Cumulative)		Current Rental Yielding Area	Area Yet to Yield
	Total	Prestige Share	Total	Prestige Share		
Office	0.62	0.43	8.67	4.94	4.23	0.70
Retail	0.17	0.05	2.63	1.18	0.70	0.55
Total	**0.79**	**0.48**	**11.30**	**6.12**	**4.93**	**1.25**

QII FY 13-14 Leasing : 0.79 Mnsf	FY 13-14 Guidance : 2.0 Mnsf

FINANCIALS UPDATE

Financials

Balance Sheet as at 30th September, 2013

Rs. Mn

Particulars	As at 30-Sep-13	As at 30-Jun-13	As at 31-Mar-13
I. EQUITY AND LIABILITIES			
(1) Shareholders' funds			
(a) Share capital	3,500	3,500	3,500
(b) Reserves and surplus	25,227	24,450	23,584
	28,727	**27,950**	**27,084**
(2) Non-current liabilities			
(a) Long-term borrowings	1,560	1,626	1,694
(b) Deferred tax liabilities (Net)	133	129	119
(c) Other Long-term liabilities	385	433	308
(d) Long-term provisions	41	41	41
	2,119	**2,229**	**2,162**
(3) Current liabilities			
(a) Short-term borrowings	14,645	13,026	13,559
(b) Trade payables	2,720	2,401	3,319
(c) Other current liabilities	16,220	15,413	13,687
(d) Short-term provisions	812	1,091	1,098
	34,397	**31,931**	**31,663**
Total	**65,243**	**62,110**	**60,909**
II. ASSETS			
(1) Non-current assets			
(a) Fixed assets			
(i)Tangible assets	4,113	4,173	4,231
(ii)Intangible assets	9	5	4
(iii)Capital work-in-progress	2,015	1,863	1,601
	6,137	**6,041**	**5,836**
(b) Non-current investments	9,949	9,893	9,891
(c) Long-term loans and advances	12,126	9,761	8,503
(d) Other non-current assets	407	360	261
	28,619	**26,055**	**24,491**
(2) Current assets			
(a) Current investments	1,913	1,403	854
(b) Inventories	14,999	14,709	14,905
(c) Trade receivables	7,148	7,098	7,653
(d) Cash and Bank balances	2,304	2,507	3,783
(e) Short-term loans and advances	9,921	9,931	8,765
(f) Other current assets	339	407	458
	36,624	**36,055**	**36,418**
Total	**65,243**	**62,110**	**60,909**

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Financials

Profit & Loss Account for the period ended 30th September, 2013

Rs. Mn

Rs in Mn

Particulars	Quarter ended			Half Year ended		Year ended
	30-Sep-13	30-Jun-13	30-Sep-12	30-Sep-13	30-Sep-12	31-Mar-13
(I) Revenue from Operations	4,753	4,983	2,414	9,736	4,606	15,124
(II) Other Income	288	310	195	598	467	939
(III) Total Revenue - (I+II)	**5,041**	**5,293**	**2,609**	**10,334**	**5,073**	**16,063**
(IV) Expenses						
Purchases of Stock of units	13	-	-	13	57	57
Cost of sales on projects	2,758	3,022	1,182	5,782	2,145	8,656
Property and Facilities operating expenses	286	289	223	574	419	914
Employee benefits expense	257	234	177	491	337	836
Finance costs	265	257	191	522	431	897
Depreciation and amortization expense	83	80	83	163	160	330
Other expenses	251	149	108	400	218	486
Total Expenses	**3,913**	**4,031**	**1,964**	**7,945**	**3,767**	**12,176**
(V) Profit before tax (III-IV)	**1,128**	**1,262**	**645**	**2,389**	**1,306**	**3,887**
(VI) Tax expense :						
(1). Current tax	346	386	190	733	355	1,135
(2). Income tax pertaining to earlier years	-	-	-	-	(3)	(4)
(3). Deferred tax	4	10	(1)	14	4	(6)
Total	**350**	**396**	**189**	**747**	**356**	**1,125**
(VII) Profit for the Quarter (V-VI)	**778**	**866**	**456**	**1,642**	**950**	**2,761**

QII FY 13-14 Turnover: Rs. 5,041 mn | FY 13-14 Guidance : Rs 20,000 mn

Financials

Rs. Mn

Key Ratios

Sl. No.	Particulars	Quarter Ended						Year Ended	
		30-Sep-13 (Unaudited)	Ratio/%	30-Jun-13 (Unaudited)	Ratio/%	30-Sep-12 (Unaudited)	Ratio/%	31-Mar-13 (Audited)	Ratio/%
1	Sale of Projects & Property Income	4,753		4,983		2,414		15,124	
2	Other Income	288		310		195		939	
3	**Total Income**	**5,041**		**5,293**		**2,609**		**16,063**	
4	Cost of project sold and property expenses	3,057		3,311		1,405		9,627	
5	**Gross Margin**	**1,696**	**36%**	**1,672**	**34%**	**1,009**	**42%**	**5,497**	**36%**
6	Admin, Employee and Selling cost	508		383		284		1,322	
7	**EBIDTA**	**1,476**	**29%**	**1,599**	**30%**	**920**	**35%**	**5,114**	**32%**
8	Financial Expenses	265		257		191		897	
9	Depreciation	83		80		83		330	
10	**Total Expenses**	**3,913**		**4,031**		**1,963**		**12,176**	

Financials

Key Ratios

Rs. Mn

Sl. No.	Particulars	Quarter Ended						Year Ended	
		30-Sep-13 (Unaudited)	Ratio/%	31-06-2013 (Unaudited)	Ratio/%	30-Sep-12 (Unaudited)	Ratio/%	31-Mar-13 (Audited)	Ratio/%
11	**PBT**	**1,128**	**22%**	**1,262**	**24%**	**646**	**25%**	**3,887**	**24%**
12	Tax	350		396		189		1,125	
13	**PAT**	**778**	**15%**	**866**	**16%**	**456**	**18%**	**2,762**	**17%**
14	EPS (Annualized) (In Rs)	9.40		9.90		5.57		8.32	
15	Market Price per share	117.45		153.60		135.75		163.55	
16	PE Ratio	13		16		24		20	
17	Market Cap	41,108		53,760		44,536		57,243	
18	Net Worth	28,727		27,950		22,220		27,084	
19	Book Value per share	82		80		68		77	
20	Price to Book Value	1.43		1.92		2.00		2.11	

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SALES SUMMARY

Sales Summary

Area in Mnsf
Rs. Mn

Particulars	Quarter II FY 13-14			Quarter I FY 13-14			Quarter II FY 12-13			Half year FY 12-13			FY 12-13		
	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value
Residential															
Mid Income Segment	1.35	986	7,723	1.33	994	7,298	1.17	793	5,707	2.68	1,980	15021	4.01	2,560	19,675
Premium Segment	0.36	119	2,546	0.43	138	2,809	0.16	38	1,023	0.79	257	5355	0.89	239	6,471
Sub Total - Residential	**1.71**	**1,105**	**10,269**	**1.76**	**1,132**	**10,107**	**1.33**	**831**	**6,730**	**3.47**	2,237	**20376**	**4.90**	**2,799**	**26,146**
Commercial	**0.11**	**0.00**	**416**	0.01	-	122	0.29	-	1,430	0.12	-	538	1.09	-	5,075
Total - Prestige Share	**1.82**	**1,105**	**10,685**	**1.77**	**1,132**	**10,229**	**1.62**	**831**	**8,160**	**3.59**	**2,237**	**20,914**	**5.99**	**2,799**	**31,221**
Total - LO Share	0.13	88	812	0.21	130	1,214				0.34	218	2026	1.13	767	6,053
Total Sales	**1.96**	**1,193**	**11,497**	**1.98**	**1,262**	**11,442**	**2.10**	**1,144**	**10,688**	**3.94**	2,455	22939	**7.14**	**3,566**	**37,274**
Avg Realisation per sft			5,866			5,779			5,037						5,220

Note:

1)Substantial portion of above sales are yet to come for revenue recognition in the books of accounts since the projects have not reached the threshold limits of 25% completion (excluding land)

2)Overall unrecognized revenue in the books of accounts from all the projects as on 30/09/2013 (Sales made and yet to come for recognition) based on POC is approximately Rs. 62,228 million.

3) The above sales value and realization are excluding Stamp duty, Registration fee and Taxes. (These exclusions approximately aggregate to around 15% of the sales value).

QII FY 13-14 Collections : Rs 6,198 mn	FY 13-14 Guidance : Rs 23,000 mn

Unrecognized Revenue From Projects Under Construction

Rs. Mn

Sl.No	Projects	Total sales value of unit sold as at 30.09.2013	Cumulative turnover declared upto 30.09.13	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
A	**Residential Projects - Ongoing**				
1	Prestige Bellavista	9,612	3,526	6,086	
2	Prestige Tranquility	9,395	3,750	5,645	
3	Prestige White Meadows	7,688	2,618	5,070	
4	Kingfisher Towers	5,876	1,706	4,170	
5	Prestige Golfshire Phase - I	5,163	3,647	1,516	
6	Prestige Sunnyside	3,210	1,747	1,463	
7	Prestige Parkview	1,798	843	955	
8	Prestige Silver Oak	1,571	1,069	502	
9	Prestige Royal Woods	1,167	294	873	
10	Prestige Edwardian	400	221	179	
11	Prestige Westholme	121	34	87	
12	Prestige Ferns Residency	4,505	-	4,505	FY 14
13	Prestige Royale Gardens - Phase I	1,578	-	1,578	FY 15
14	Prestige Mayberry 2	1,496	-	1,496	FY 14
15	Prestige Garden Bay	1,044	-	1,044	FY 14
16	Prestige Glenwoods	921	-	921	FY 14
17	Prestige Silvercrest	797	-	797	FY 14
18	Prestige Casabella	758	-	758	FY 14
19	Prestige Brooklyn Heights	723	-	723	FY 14
20	Prestige Mayberry 1	537	-	537	FY 14

Unrecognized Revenue From Projects Under Construction

Rs. Mn

Sl.No	Projects	Total sales value of unit sold as at 30.09.2013	Cumulative turnover declared upto 30.09.13	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
A	**Residential Projects - Ongoing**				
21	Prestige Summerfields	509	-	509	FY 15
22	Prestige Jade Pavilion	349	-	349	FY 15
23	Prestige Silversun	316	-	316	FY 15
24	Prestige Techvista	121	-	121	FY 14
25	Prestige Augusta Golf Village	4,376	-	4,376	FY 15
26	Prestige West Woods	2,949	-	2,949	FY 15
27	Prestige Ivy terraces	1,219	-	1,219	FY 15
28	Prestige Misty Waters	2,705	-	2,705	FY 15
29	Prestige Sunrise Park	5,235	-	5,235	FY 15
30	Prestige Spencer Heights	532	-	532	FY 15
31	Prestige Downtown	477	-	477	FY 15
32	Prestige Silversprings	451	-	451	FY 15
	Sub Total - A	**77,602**	**19,455**	**58,147**	
B	**Commercial**				
1	Khodays Tower	417	319	98	
2	Techpark III	3,611	2,263	1,348	
3	Tech Platina	2,081	-	2,081	FY 15
4	Technopolis	553	-	553	FY 14
	Sub Total - B	**6,663**	**2,582**	**4,081**	
	GRAND TOTAL - A+B	**84,265**	**22,037**	**62,228**	

QII FY 13-14 Collections : Rs 6,198 mn	FY 13-14 Guidance : Rs 23,000 mn

Project Debtors Summary

Rs. Mn

Name of the Project	Opening Balance as at 01.07.2013	New Sales / Adjustment	Amount Realised	Closing Balance as at 30.09.2013
Completed Projects				
Prestige Cyber Towers	354	-	-	354
Prestige Oasis	656	25	78	603
Prestige Shantiniketan	1,279	304	245	1,338
Prestige Southridge	57	22	52	27
Prestige Wellington Park	21	7	26	2
Prestige Neptune Couryard	214	26	118	122
Prestige Atrium	34	-	-	34
Others	7	-	2	5
Sub Total - A	**2,622**	**384**	**521**	**2,485**

Note: In addition to the above, there are Land Owner dues to the extent of Rs. 912 mn.

Name of the Project	Opening Balance as at 01.07.2013	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 30.09.2013
Ongoing Projects					
Prestige Edwardian	108	-	-	6	102
Prestige Golfshire	1,705	272	(68)	161	1,884
Prestige Khoday Towers	164	19	7	-	176
Prestige Tech Park III	362	64	(219)	323	322
Prestige White Meadows	319	274	(46)	296	343
Prestige Kingfisher Towers	272	100	(19)	143	248
Prestige Parkveiw	2	90	10	81	1
Prestige Sunnyside	76	142	(14)	190	42
Prestige Tranquility	11	1,527	781	740	17
Prestige Bellavista	100	1,084	53	1,001	130
Prestige Westholme	2	8	(4)	12	2
Prestige Royalwoods	-	294	166	102	26
Sub Total - B	**3,121**	**3,874**	**647**	**3,055**	**3,293**

Project Debtors Summary

Rs. Mn

Name of the Project	Opening Balance as at 01.07.2013	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 30.09.2013
Other Ongoing Projects					
Prestige Technopolis	-	-	-	25	-
Prestige Garden Bay	-	-	-	113	-
Prestige Glenwood	-	-	-	92	-
Prestige Mayberry 1	-	-	-	49	-
Prestige Mayberry 2	-	-	-	114	-
Prestige Silver Oak	-	-	-	79	-
Prestige Silver Crest	-	-	-	69	-
Prestige Silver Sun	-	-	-	4	-
Prestige Summer Fields	-	-	-	32	-
Prestige Jade Pavilion	-	-	-	33	-
Prestige Ferns Residency	-	-	-	260	-
Prestige Misty Water	-	-	-	157	-
Prestige Techvista	-	-	-	1	-
Prestige Platina	-	-	-	5	-
Prestige Casabella	-	-	-	74	-
Prestige Augusta Golf Village	-	-	-	361	-
Prestige Brooklyn Heights	-	-	-	58	-
Prestige Ivy Terraces	-	-	-	155	-
Prestige Spencer Heights	-	-	-	21	-
Prestige Sunrise Park	-	-	-	706	-
Prestige Westwoods	-	-	-	96	-
Prestige Philadelphia	-	-	-	10	-
Prestige Royale Garden	-	-	-	85	-
Prestige Silversprings	-	-	-	8	-
Prestige Downtown	-	-	-	16	-
Sub Total - C	-	-	-	2,622	-
Total (A+B+C)	**5,743**	**4,258**	**647**	**6,198**	**5,778**

QII FY 13-14 Turnover : Rs. 5,041 mn	FY 13-14 Guidance : Rs 20,000 mn

Debt Profile

Rs. Mn

Particulars	Standalone	%	Consolidated Loan *	%
Debt as on 30.09.2013				
Secured Loan	16,017	100%	27,062	100%
a. Project Debt - Resi & Comm	11,844	74%	14,015	52%
b. Capex Loans				
- Office Space	774	0.05	3,803	14%
- Retail	-	-	651	2%
- Hospitality	975	6%	1,755	6%
c. Rental Securitisation Loans	1,384	9%	5,798	21%
d. Receivables discounting loans	1,040	6%	1,040	4%
Gross Debt	16,017	100%	27,062	100%
Less: Cash & Bank Balances	4,521		5,169	
Net Debt	11,496		21,892	
Networth	28,727		31,682	
Debt Equity Ratio	0.40		0.69	

Note: There is an increase of Rs 11,045 Mn in the secured loan amount due to consolidation of the subsidiary companies. However, we should note that since consolidation is done based on line by line basis as per Accounting Standard 21, 100% of the loan amounts in subsidiaries are added up to standalone loan outstanding. If we consider only proportionate PEPL holding in the subsidiaries the net loan balance will amount to Rs 9,302 Mn as against Rs. 11,045 Mn, resulting in the overall net debt of Rs 20,150 mn (Rs 16017 + Rs 9,302 – Rs. 5,169) on a consolidated basis resulting in an effective D/E Ratio of 0.64(Rs. 20,150/ Rs.31,682).

QII FY 13-14 D/E Ratio : 0.42 (Standalone) 0.69 (Consol)	FY 13-14 Guidance : 0.45 (Standalone) 0.70 (Consol)

Receivables Profile

Area in Mnsf
Rs. Mn

Revenue Generating Projects

Developable Area	**42.21**
Car Park Area	8.26
Saleable Area	**33.95**

Partner Share

Value	NA
Area	7.14

Prestige Share

Value	1,57,389
Area	26.81

Sales achieved (64%)

Value	90,739
Area	17.28

Amount Received: 39,754

Balance to be received: 50,985 = A

Stock (36%)

Value	66,650
Area	9.53

= B

Category	Area	Value
Premium & Luxury Projects	3.61	34,120
Mid Income Projects	4.78	25,972
Commercial Projects	0.45	2,369
Completed Projects	0.69	4,189
Total	**9.53**	**66,650**

Cost: 88,629

Already Incurred: 29,422

Balance to be spent: 59,207

Recovery from Land Owner (in JD): 1,255

Refundable Deposit paid: 3,442

Balance to be incurred Prestige Share: 54,510 = C

Rental Income

Area in Mnsf
Rs. Mn

RENTAL INCOME

	OFFICE SPACE – EXISTING	OFFICE SPACE – ONGOING	OFFICE SPACE – UPCOMING	RETAIL – EXISTING	RETAIL – ONGOING	RETAIL – UPCOMING
Leasable Area	6.33	4.59 (Leasable Area*)	1.00	1.34	3.40 (Leasable Area*)	1.17
Prestige Share in Leasable Area	4.73	2.72	0.51	0.70	1.30	0.78
Annual Rental Income Gross - Prestige Share / Projected annual Rental Income - Prestige Share / Annual Rental Income	2,012 (Annual Rental Income Gross - Prestige Share)	1,709 (Projected annual Rental Income - Prestige Share)	245 (Projected Annual Rental Income - Prestige Share)	761 (Annual Rental Income)	974 (Projected Annual Rental Income - Prestige Share)	760 (Projected Annual Rental Income - Prestige Share)

3,966

2773

2,495

*** Of the above mentioned 4.59 mn sft of leasable area in office space of ongoing projects & 3.40 mn sft of Retail space, we have already leased/ tied up with various tenants for an area of 2.72 mn sft in office space & 1.20 mn in retail space as on 30.09.2013**

QII FY 13-14 Exit Rental Income : Rs 2,779 mn	FY 13-14 Guidance : Rs 3,200 mn

Annualised Projected Exit Rentals for Area Leased

Area in Mnsf
Rs. Mn

Sl. No	Project Name	Segment	Total Leasable Area	PEPL Share of Leasable Area	Area Leased - Prestige Share	Rent Per Sft	Rent P.a (Annualised)
Existing Rental Income as on 30 September,2013							
1	Prestige Estates Projects Ltd	Commercial	1.62	1.62	1.62	36.97	720
2	Cessna Business Park - B1 to B6	Commercial	1.78	1.51	1.51	39.40	715
3	West Palm Developers	Commercial	0.32	0.20	0.20	29.03	68
4	Prestige Valley View	Commercial	0.01	0.01	0.01	166.67	10
5	ICBI India	Commercial	0.05	0.04	0.04	68.33	34
6	Forum Mall	Retail	0.35	0.24	0.24	104.17	300
7	Forum Value Mall	Retail	0.29	0.10	0.10	45.16	55
8	UB City Mall	Retail	0.04	0.04	0.04	225.00	108
9	Exora Business Park - B1	Commercial	0.72	0.23	0.23	45.97	126
10	Exora Business Park - B3	Commercial	0.70	0.23	0.23	48.93	135
11	Prestige Shantiniketan	Commercial	0.34	0.18	0.05	25.50	15
12	Prestige Polygon	Commercial	0.01	0.01	0.01	62.50	8
13	Cessna Business Park B7	Commercial	0.48	0.40	0.40	41.00	199
14	Forum Vijaya (Retail)	Retail	0.64	0.32	0.31	75.00	286
Total annualised rentals as on September 2013			**7.34**	**5.13**	**5.00**		**2,779**
Rental Income by March 2014							
1	Prestige Polygon	Commercial	0.32	0.32	0.02	60.00	230
2	Excelsior - Exora	Commercial	0.18	0.04	-	45.00	21
3	Forum Vijaya (Commercial)	Commercial	0.33	0.17	-	55.00	109
4	Forum Mangalore	Retail	0.67	0.23	0.13	55.00	151
5	Forum Sujana	Retail	0.85	0.21	0.13	75.00	188
Incremental rentals in FY 13-14			**2.35**	**0.96**	**0.27**		**699**
Total annualised rentals by March 2014			**9.68**	**6.09**	**5.27**		**3,478**

QII FY 13-14 Exit Rental Income : Rs 2,779 mn	**FY 12-13 Guidance : Rs 3,200 mn**

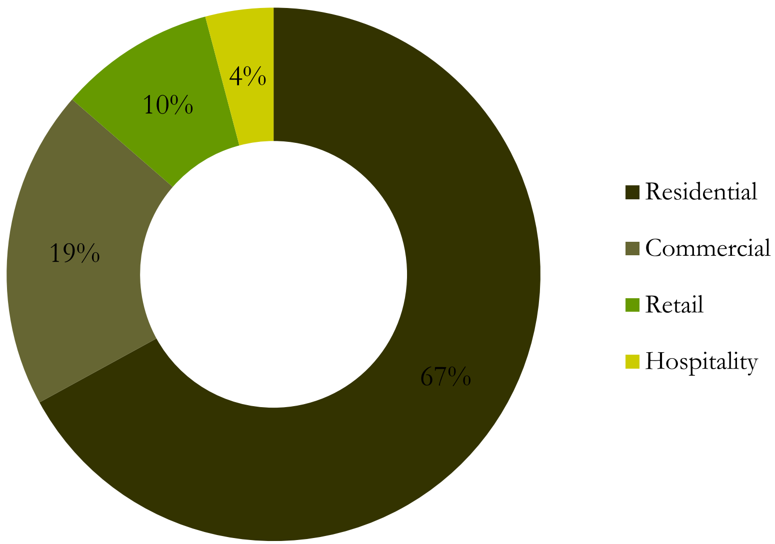
PROJECT PORTFOLIO & UPDATE

Business Segments

Product Mix – Segment Wise

Ongoing Projects

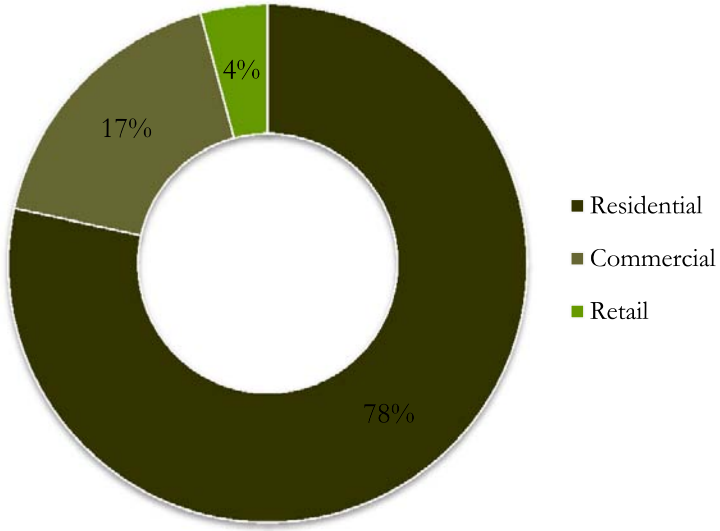
Total Area – 54.45 Mnsf



Segment	No. of Projects	Developable Area (Mnsf)
Residential	40	37.05
Commercial	14	10.55
Retail	7	5.17
Hospitality	4	1.69
Total	**65**	**54.45**

Upcoming Projects

Total Area – 33.94 Mnsf

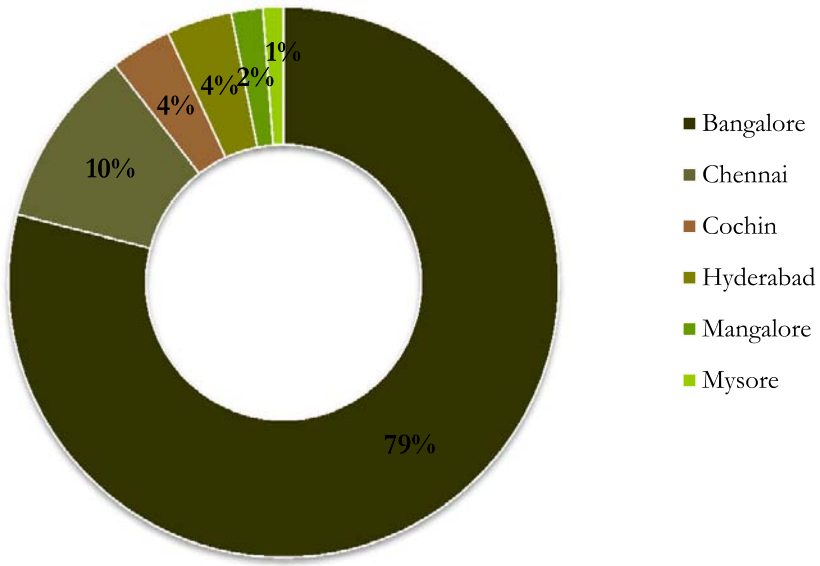


Segment	No. of Projects	Developable Area (Mnsf)
Residential	22	26.61
Commercial	4	5.91
Retail	2	1.42
Total	**28**	**33.94**

Product Mix – Geography Wise

Ongoing Projects

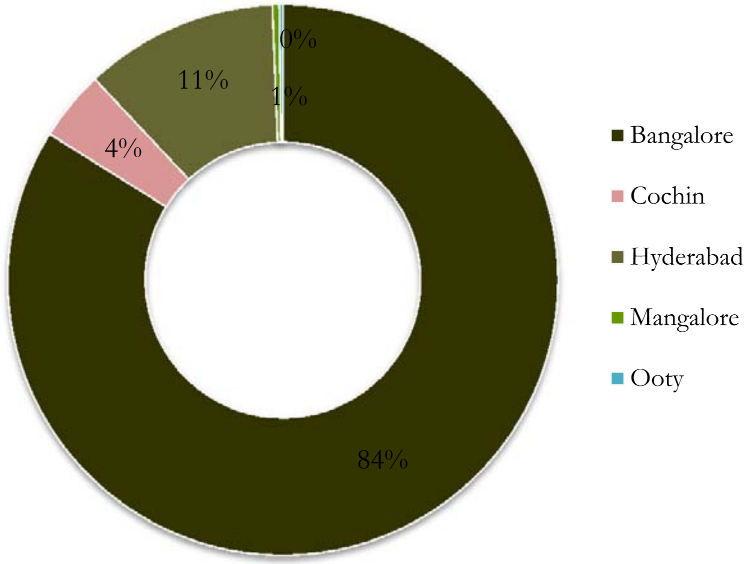
Total Area – 54.45 Mnsf



City	No. of Projects	Developable Area (Mnsf)
Bangalore	51	43.00
Chennai	3	5.73
Cochin	5	1.95
Hyderabad	2	2.10
Mangalore	2	1.01
Mysore	2	0.66
Total	**65**	**54.45**

Upcoming Projects

Total Area –33.94 Mnsf



City	No. of Projects	Developable Area (Mnsf)
Bangalore	21	28.47
Cochin	3	1.40
Hyderabad	2	3.86
Mangalore	1	0.14
Ooty	1	0.07
Total	**28**	**33.94**

Ongoing Projects

Residential

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
1	Prestige Golfshire- Villas	Bangalore	1.75	100.00%	1.75	228	228
2	Prestige White Meadows -1	Bangalore	1.07	100.00%	1.07	163	163
3	Prestige White Meadows -2	Bangalore	1.16	62.50%	0.73	191	119
4	Kingfisher Towers	Bangalore	1.09	45.51%	0.50	83	42
5	Prestige Royal Woods	Hyderabad	0.63	50.00%	0.32	152	76
6	Prestige Oasis - Phase 2	Bangalore	0.09	100.00%	0.09	16	16
7	Prestige Edwardian	Bangalore	0.07	100.00%	0.07	12	12
8	Prestige Hermitage	Bangalore	0.23	50.00%	0.12	26	13
9	Prestige Tranquility	Bangalore	4.57	100.00%	4.57	2,368	2,368
10	Prestige Park View	Bangalore	0.93	71.00%	0.66	376	269
11	Prestige Silver Oak	Bangalore	0.66	33.46%	0.22	178	60
12	Prestige Bella Vista	Chennai	5.04	60.00%	3.02	2,613	1,568
13	Prestige Sunny Side	Bangalore	0.98	100.00%	0.98	395	395
14	Prestige Garden Bay	Bangalore	0.64	72.00%	0.46	184	133
15	Prestige Glen Wood	Bangalore	0.32	65.00%	0.21	116	75
16	Prestige Mayberry-1	Bangalore	0.12	66.61%	0.08	40	27
17	Prestige Mayberry-2	Bangalore	0.39	60.39%	0.24	126	76
18	Prestige Silver Crest	Bangalore	0.25	100.00%	0.25	122	122
19	Prestige Summer Fields	Bangalore	0.31	50.85%	0.16	83	42
20	Prestige Silver Sun	Bangalore	0.21	33.60%	0.07	102	34
21	Prestige Hillside Retreat	Bangalore	0.11	75.00%	0.08	58	44

Ongoing Projects

Residential

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units
22	Prestige Philadelphia	Bangalore	0.03	45.00%	0.01	8
23	Prestige Ferns Residency	Bangalore	3.29	62.00%	2.04	1,324
24	Prestige Misty Waters	Bangalore	1.02	51.00%	0.52	558
25	Prestige West Holmes	Mangalore	0.06	65.00%	0.04	20
26	Prestige Tech Vista	Bangalore	0.12	60.00%	0.07	30
27	Prestige Brooklyn Heights	Bangalore	0.27	62.00%	0.16	94
28	Prestige Spencer Heights	Bangalore	0.11	100.00%	0.11	34
29	Prestige Royale Garden - Phase I	Bangalore	0.43	68.50%	0.29	384
30	Prestige Sunrise Park - Phase I	Bangalore	1.69	100.00%	1.69	1,046
31	Prestige West Woods	Bangalore	1.02	60.00%	0.61	574
32	Prestige Augusta Golf Village	Bangalore	1.38	67.00%	0.92	460
33	Prestige Casabella	Bangalore	0.48	75.00%	0.36	210
34	Prestige Jade Pavilion	Bangalore	0.68	46.91%	0.32	266
35	Prestige Royale Gardens - Phase II	Bangalore	2.46	68.50%	1.69	1312
36	Prestige Sunrise Park - Phase II	Bangalore	1.58	100.00%	1.58	864
37	Prestige Silver Spring	Chennai	0.49	27.54%	0.14	125
38	Prestige Down Town	Chennai	0.21	100.00%	0.21	84
39	Prestige Thomson	Cochin	0.55	25.00%	0.14	-
40	Prestige Ivy Terraces	Bangalore	0.57	62.00%	0.35	315
	Total - A		**37.05**		**26.90**	**15,340**

Ongoing Projects

Commercial

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Cessna Business Park B8 - B11	Bangalore	3.56	85.00%	3.03
2	Prestige Khoday Towers	Bangalore	0.26	48.53%	0.13
3	Exora Business Park - Block 2	Bangalore	1.02	32.46%	0.33
4	Prestige Technopolis	Bangalore	0.47	56.80%	0.27
5	Prestige TechPark III	Bangalore	1.55	100.00%	1.55
6	Excelsior	Bangalore	0.22	21.75%	0.05
7	Prestige Trade Towers	Bangalore	0.61	45.00%	0.27
8	Prestige Tech Platina	Bangalore	1.43	66.66%	0.95
9	Prestige Star	Bangalore	0.04	64.00%	0.03
10	Prestige TMS Square	Cochin	0.17	58.00%	0.10
11	Forum Thomsun	Cochin	0.20	25.00%	0.05
12	Prestige Trinity Centre	Bangalore	0.45	26.84%	0.12
13	Prestige Falcon Towers	Bangalore	0.49	45.00%	0.22
14	Prestige Star II	Bangalore	0.08	64.00%	0.05
	Total - B		**10.55**		**7.15**

Ongoing Projects

Retail

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Forum Sujana	Hyderabad	1.47	24.50%	0.36
2	Forum Shantiniketan	Bangalore	1.06	65.00%	0.69
3	Forum Mysore	Mysore	0.55	50.99%	0.28
4	Forum Mangalore	Mangalore	0.95	34.00%	0.32
5	Prestige TMS Square	Cochin	0.12	58.00%	0.07
6	Forum Thomsun	Cochin	0.91	25.00%	0.23
7	Prestige Mysore Central	Mysore	0.11	65.00%	0.07
	Total - C		**5.17**		**2.02**

Hospitality

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No. of Keys
1	Aloft	Bangalore	0.29	85.00%	0.25	202
2	Hilton	Bangalore	0.45	100.00%	0.45	285
3	Forum Value Mall - Service Apts	Bangalore	0.37	35.00%	0.13	142
4	Marriott Hotel + Convention Centre	Bangalore	0.58	100.00%	0.58	307
	Total - D		**1.69**		**1.41**	**936**
	GRAND TOTAL - A+B+C+D		**54.45**		**37.48**	

Upcoming Projects

Residential

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Leela Residences	Bangalore	0.36	60.00%	0.22
2	Kakanad Property	Cochin	0.80	70.00%	0.56
3	Prestige Greenmoor	Bangalore	0.39	25.00%	0.10
4	Prestige South Woods	Bangalore	1.28	67.00%	0.86
5	Prestige Hillcrest	Ooty	0.07	50.00%	0.04
6	Prestige Lakeside Habitat	Bangalore	8.40	70.00%	5.88
7	Prestige Primerose Hills	Bangalore	2.04	62.00%	1.26
8	New Airport Road Property, Bellary Road	Bangalore	2.72	100.00%	2.72
9	Prestige Park Square	Bangalore	0.65	35.70%	0.23
10	Prestige Bougainvillea - II	Bangalore	0.12	60.00%	0.07
11	Prestige Ivy League, Hyderabad	Hyderabad	0.86	60.00%	0.52
12	Roshanara Property	Bangalore	0.22	100.00%	0.22
13	Temple Bell - Bangalore South Property	Bangalore	1.55	70.00%	1.09
14	Mangalore Villas	Mangalore	0.14	68.00%	0.09
15	Prestige Gulmohar	Bangalore	0.87	100.00%	0.87
16	Prestige Northpoint, Kammanahalli	Bangalore	0.40	51.00%	0.20
17	Prestige Kew Gardens	Bangalore	2.00	60.00%	1.20
18	Prestige High Fields	Hyderabad	3.00	68.34%	2.05
19	déjà vu, Promnade Road	Bangalore	0.15	48.00%	0.07
20	Kenilworth, Cunningham Road	Bangalore	0.17	40.00%	0.07
21	Fountain Blue	Bangalore	0.20	60.00%	0.12
22	Dolce Vita	Bangalore	0.22	60.00%	0.13
	Total - A		**26.61**		**18.57**

Upcoming Projects

Commercial

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Kakanad Property	Cochin	0.20	70.00%	0.14
2	Prestige Technostar	Bangalore	1.65	51.00%	0.84
3	Jacobs Land - IT Park	Bangalore	2.81	73.93%	2.08
4	Prestige Tech Park IV	Bangalore	1.25	90.00%	1.13
	Total - B		**5.91**		**4.19**

Retail

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Kakanad Property	Cochin	0.40	76.50%	0.31
2	Forum Mall - ORR	Bangalore	1.02	62.95%	0.64
	Total - C		**1.42**		**0.95**
	GRAND TOTAL - A+B+C		**33.94**		**23.71**

Land Bank & Projects Under Planning

Sl. No	Entity Name	Location	Land Area (Acres)	Economic Interest	PEPL Share (Acres)
1	Prestige Bidadi Holdings Pvt Ltd	Bidadi	142.74	100.00%	142.74
2	Prestige Projects Pvt Ltd	Bangalore	168.00	32.68%	54.90
3	Prestige Garden Resorts Pvt Ltd	Bangalore	7.00	100.00%	7.00
4	Eden Investments	Goa	74.13	40.00%	29.65
5	Prestige Estates Projects Ltd	Bangalore/Chennai	112.91	69.41%	78.37
6	KRPL Techpark	Mysore	15.61	31.00%	4.84
7	Village D Nandi Pvt Ltd	Bangalore	22.95	100.00%	22.95
8	Prestige Nottinghill Investments	Bangalore	67.66	32.46%	21.96
	Total		**611.00**		**362.42**

ABOUT PRESTIGE

Advantage Prestige

Iconic developments like
Forum Mall, Prestige Shantiniketan,
UB City, Prestige Golfshire, etc

Spearheaded by Real Estate Icon,
Mr. Irfan Razack & his brothers
Mr. Rezwan and Noaman Razack

Legacy Spanning over 26 years

One of South India's Leading Developers

168 completed projects

Over 51 Mnsf of Developed Area

65 Ongoing Projects spanning

over 54.45 Mnsf of Area

Only
CRISIL DA1*
rated Developer
in India

Excellence across **all**
Real Estate Classes,
i.e. Residential,
Commercial, Retail
& Hospitality

Stable Cash Flows by way of
Annuity Income & Diversified Cash
Flows from Various Segments

Strong Joint Venture partners like
CapitaLand, RedFort , etc & **Strong**
Associations with Various Banks & FIs

One of the Most Trusted Developers by Land Owners and Customers

** rating indicates the Company's excellent ability to execute real estate projects as per specified quality levels within stipulated time schedules and to transfer clean title*

Strong Presence Across All South Indian States

Karnataka
- Bangalore
- Mysore
- Mangalore

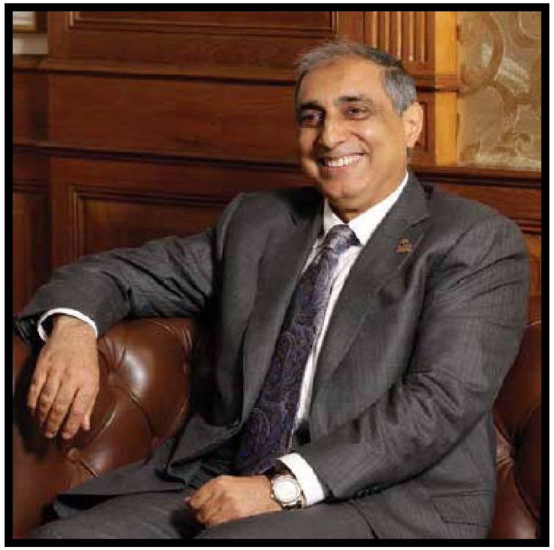
Tamil Nadu
- Chennai
- Ooty

Kerala
- Kochi

Andhra Pradesh
- Hyderabad

Goa

Board of Directors

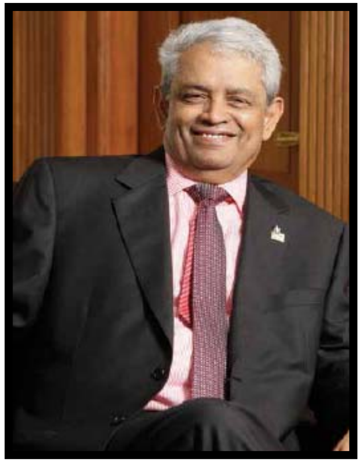


Irfan Razack
Chairman & Managing Director

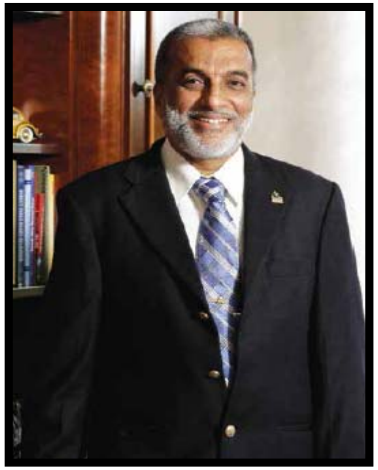
Rezwan Razack
Joint Managing Director

Noaman Razack
Wholetime Director

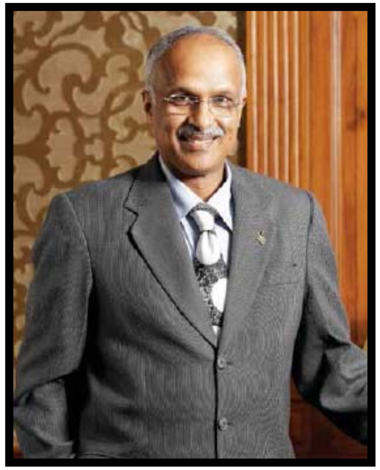
Jagdeesh K. Reddy
Independent Director



B.G. Koshy
Independent Director



Noor Ahmed Jaffer
Independent Director



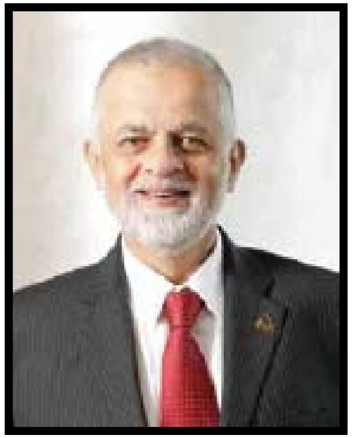
Dr. Pangal Ranganath Nayak
Independent Director

Executive Management

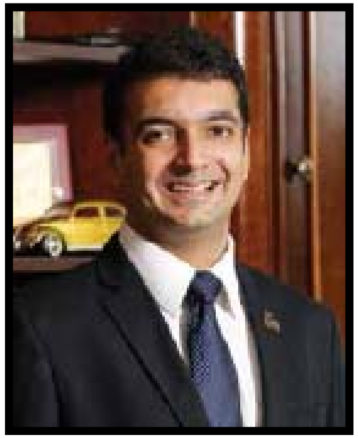
Faiz Rezwan
Executive Director
Contracts & Projects

Uzma Irfan
Executive Director
Corporate Comm.

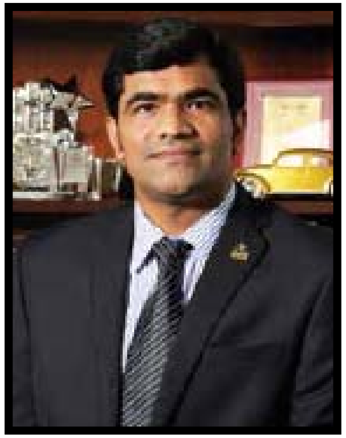
Sana Rezwan
Executive Director
Retail



Zackria Hashim
Executive Director
Land Acquisition

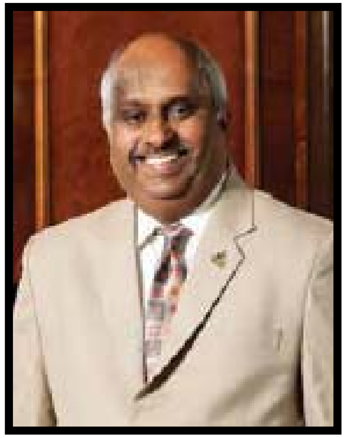


Zaid Sadiq
Executive Director
Liasioning & Hospitality

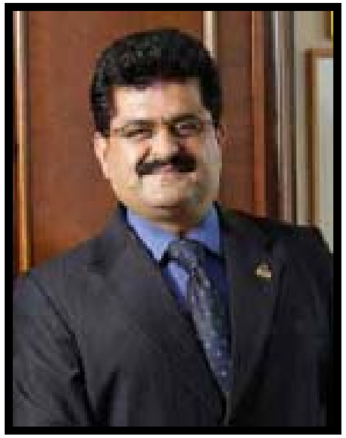


Venkat K Narayan
Executive Director
Finance & CFO

V. Gopal
Executive Director
Projects & Planning



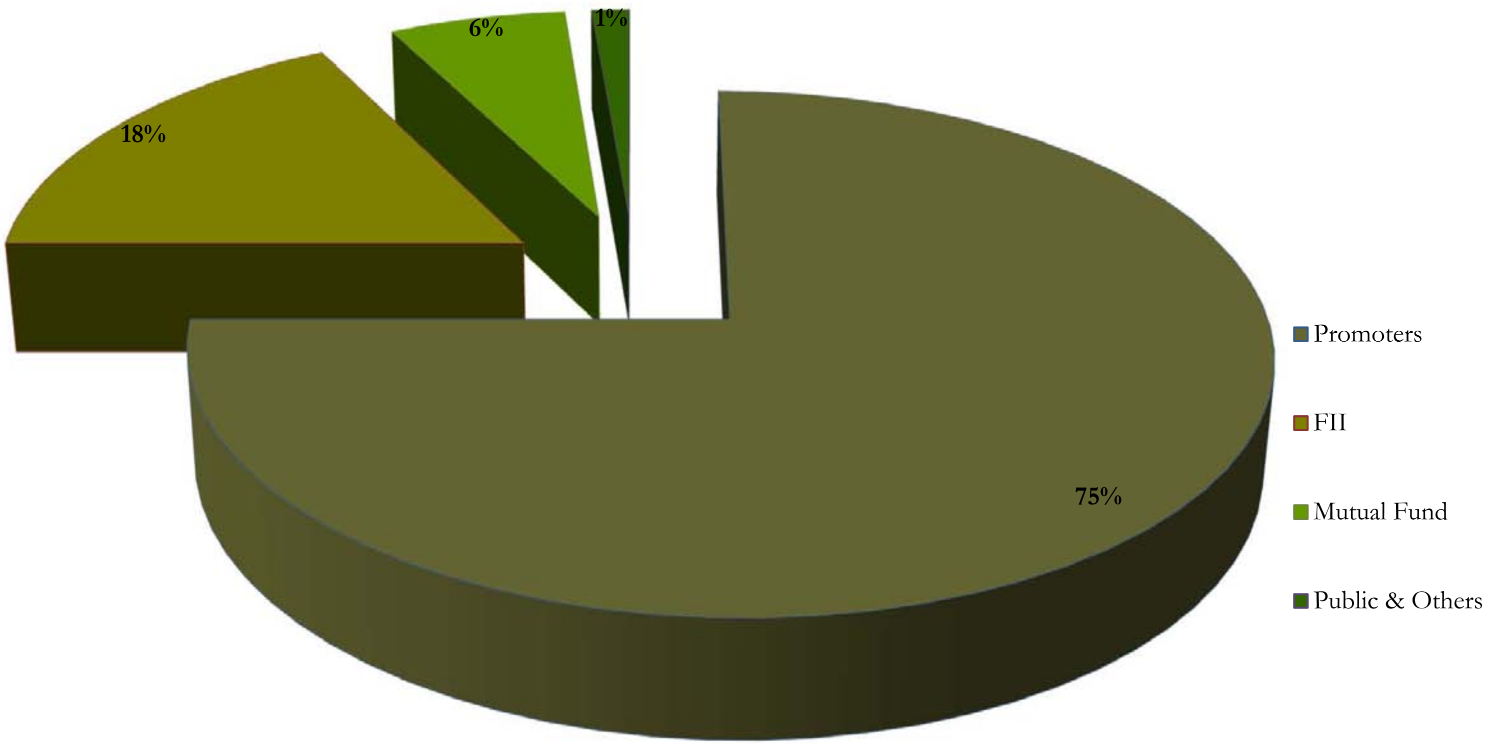
Arvind Pai
Executive Director
Legal



Nayeem Noor
Executive Director
Public Relations

Asha Vasan
Executive Director
Business Development

Shareholding Pattern



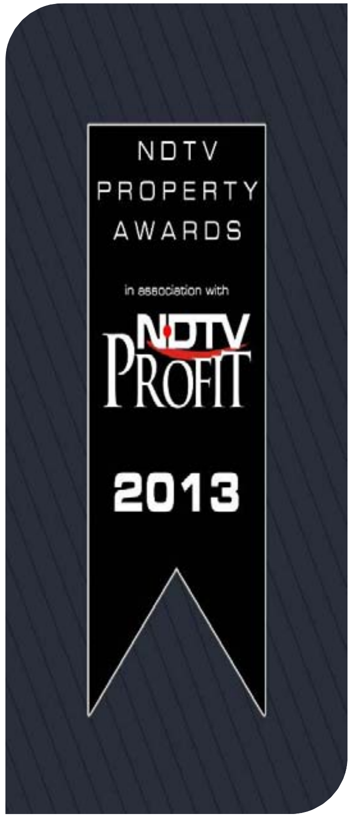
As on 30 September, 2013

AWARDS & RECOGNITION

Awards & Recognition

NDTV Property Award- Top Commercial Space Developer

LEED ID+C Platinum Certification- CISCO B15



NDTV Property Award- Top Commercial Space Developer

Awards & Recognition

Indian Realty Awards 2013- Developer of the year

Indian Realty Awards 2013- Leader of the year to Mr. Irfan Razack, CMD

Awards & Recognition

Indian Realty Awards 2013- Project of the year to Prestige Oasis

Indian Realty Awards 2013- Project of the year to Prestige Shantiniketan

Awards & Recognition

Indian Realty Awards 2013- Real Leader for giving back to the society to Mr. Irfan Razack, CMD

Awards & Recognition

Confederation of Indian Industry

Indian Green Building Council

Indian Green Building Council (IGBC)

hereby certifies that

'Commercial Development at Prestige Shanthiniketan'

Bangalore

has successfully achieved the Green Building Standards required for the following level of certification under the Leadership in Energy and Environment Design (LEED) India Green Building Rating System

LEED India for Core & Shell Gold

August 2013

C N Raghavendran Chairman, LEED India	Dr Prem C Jain Chairman, IGBC	**S Raghupathy** Executive Director, CII-Godrej GBC

LEED Green Building Certification- Prestige Shantiniketan, Commercial Development

Awards & Recognition

National Safety Award- Prestige White Meadows

Project Prestige White Meadows has been awarded as Winner for Accident Free year 2011

PROJECT SNAPSHOT

A Virtual Tour

Project Snapshots - New Launches during the quarter

Prestige Royal Gardens- Phase II

Project Snapshots - New Launches during the quarter

Prestige Sunrise Park Phase II

Perspective

Project Snapshots - New Launches during the quarter

Prestige Ivy Terraces

Project Snapshots - New Launches during the quarter

Prestige Jade Pavilion

Project Snapshots - New Launches during the quarter

Prestige Down Town

Project Snapshots - New Launches during the quarter

Prestige Silver Spring

Prestige GROUP
Add Prestige to your life

Project Snapshots – Residential Projects

Current Construction Progress

Prestige Ferns Residency

Prestige Park View

Prestige Bella Vista

Prestige Casabella

Project Snapshots – Residential Projects

Current Construction Progress

Prestige White Meadows

Prestige Royal Woods

Prestige Silver Oak

Prestige Garden Bay

Project Snapshots – Commercial Projects

Current Construction Progress

Prestige Tech Park III

Exora Business Park – B2

Cessna Business Park – B8

Prestige Khoday Tower

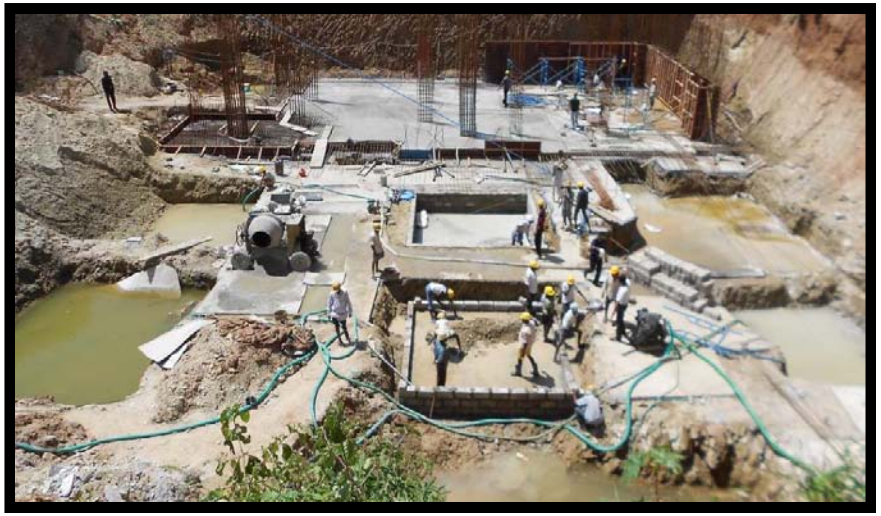
Project Snapshots – Retail Projects

Current Construction Progress

Forum Sujana Mall

Forum Mangalore Mall

Mysore Central Mall



Forum Mysore Mall

Project Snapshots – Hospitality Projects

Current Construction Progress

Aloft

Hilton

GUIDANCE VS ACHIEVED

Guidance Vs Achieved

Particulars	Target for Full Year (FY 13-14)	Achieved in H1 FY 13-14	% Achieved
Sales (Rs. Mn)	43,000	22,940	53%
Turnover (Rs Mn)	20,000	10,293	51%
Collections (Rs. Mn)	23,000	12,272	53%
Launches (Mnsf)	14.00	10.70	76%
Leasing (Mnsf)	2.00	1.23	61%
Exit Rental Income (Rs. Mn)	3,200	2,788	87%
Debt Equity Ratio			
Consolidated	0.70	0.69	
Standalone	0.45	0.40	

** The Sales guidance given for FY 13-14 is for Total Sales. Out of the total sales guidance of Rs. 43,000 million given for FY 13-14, PEPL Share would tentatively be around Rs. 37,000 million.*

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

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