

Upward
And Forward



**Q3 FY18 RESULTS
UPDATE PRESENTATION**
February – 2018

PROZONE INTU PROPERTIES LIMITED

Prozone Intu on a strong footing



- **Coimbatore mall stabilization progressing well, working towards increasing footfall and trading density at the mall**
- Aurangabad and Coimbatore mall leased out space currently at 83% and 87% respectively, annuity income to increase significantly with ramp-up at Coimbatore mall
- Good traction seen in leasing activity in Aurangabad, anchor brands like Big Bazaar and Max opened stores in December, working towards further improvement in occupancy level
- Coimbatore mall regarded as premium shopping destination in the city in the first few months of operations
- Company has moved to IND-AS from Q1 FY18 as per to the requirement of Companies Act 2013
- BSR & Co LLP (Part of KPMG Network) has been appointed as new statutory auditor, reflecting our commitment towards enhancing governance and following best practices
- Company is in process of forming Alternate Investment Fund, received necessary approval from SEBI for AIF formation

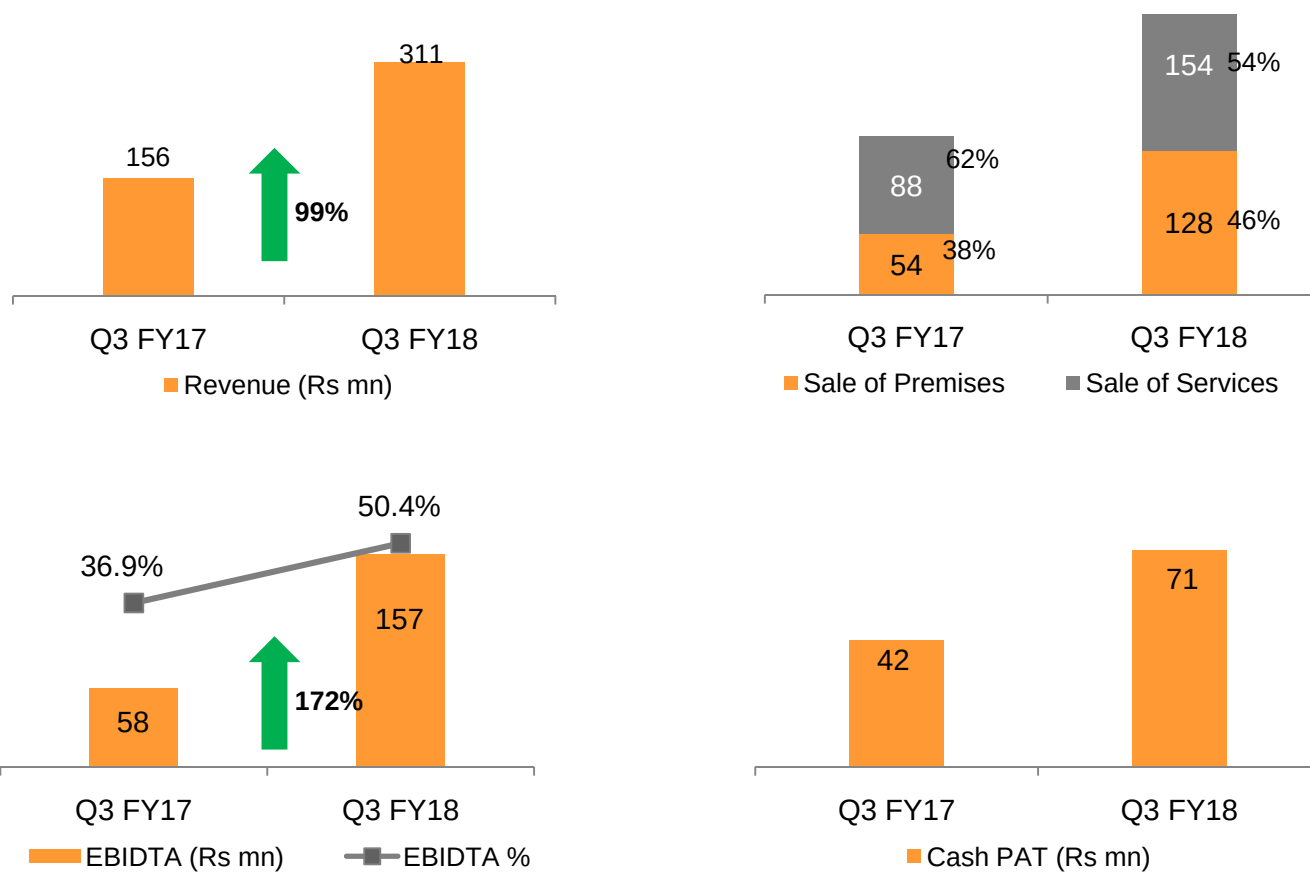
Regulatory tailwind underpinning sector re-rating



- ✓ Real Estate (Regulation and Development) Act, 2016 (RERA) became effective from 1st May 2016
 - ✓ State notification for RERA fully completed
 - ✓ Extremely positive in the long run as **reputed developers would reap the benefits** and return of customer faith will lead to higher demand
- ✓ Real estate in India has got renewed push, with unsold inventory slowly coming down
- ✓ Interest rates have come down in last one year, leading to interest saving for the company
- ✓ Tier 2/3 cities offer significant growth opportunities as India goes for faster urbanization, overall middle class population in the country is expected to go up from 300mn to 500mn
- ✓ GST became effective from 1 July 2017, expected to be long term positive for overall economy

Q3 FY18 – KEY HIGHLIGHTS

Fig in INR mn



*Revenue includes other income apart from sale of premises and services

QUARTERLY BUSINESS UPDATE



- **Q3 FY18 revenues were higher with increase in sale of services along with increase sale of premises-**
 - Coimbatore mall became operational in Q2 FY2018 and is stabilinsg at a rapid pace
 - Revenue from sale of premises up significantly as the revenue recognition happens at Nagpur residential and Aurangabad PTC
- **Robust EBIDTA margin over 50%** as the contribution from Coimbatore mall gaining traction
- With **Coimbatore mall** operational, corresponding depreciation (up 174% YoY at group level) & interest on loan (up 276% YoY at group level) got reflected in the financial statement. **Interest cost will come down in FY19 as construction finance at Coimbatore SPV is replaced with LRD**
- **Coimbatore Mall will be stabilized in next 2-3 quarters**, financial results are not reflective of full earning capacity of mall as
 - o Retailers has rent free period
 - o Expenses are at maximum as they include peak manpower required for set up & fit out period,
 - o Unabsorbed common area expenses
- Coimbatore mall is expected to reflect stabilised income in **FY2019**

QUARTERLY BUSINESS UPDATE



- **Initiation of the Asset Monetization phase –**

- Nagpur project has shown a healthy profitability, revenue recognition at Nagpur leading to higher sales of premises during the quarter
- Coimbatore residential project construction is expected to start in Q1 FY19
- Aurangabad PTC construction progressing well, expected to deliver the project by Q1 FY19
- Focus on Asset Monetization for Indore SPV through sale of Plots, impact of that will be visible in Q2 FY19

- **Retail Update**

- Aurangabad mall lease currently stands at 83%: Big Bazaar, Max, Jeep, Shake & Bites, Arrow and Span opened stores in Q3
 - Good traction seen in leasing activity as brands are under fit-outs/leased stage with ~6,500 sq. ft with premium brands like Sabhyata, Tuan, Rangriti, BIBA and Tommy Hilfiger
- Coimbatore Mall trading density increased substantially during the quarter, opening of almost all anchor brands leading to increase in footfalls

- **Corporate update**

Prozone Intu Properties Limited has elected to do fair valuation of its investment accordingly Prozone Intu Properties Limited net worth has increased by over INR 6,152 mn mainly on account of fair value gains. This is reflected in our standalone balance sheet as net worth stands at INR 10,293 mn as on 30 September 2017

OUR CURRENT FOCUS AREAS



AURANGABAD MALL

- Aurangabad Mall lease currently stands at 83%
- **Big Bazaar, Max, Jeep, Shake & Bites, Arrow and Span** opened stores in Q3
- Brands are under fit-outs/leased stage with over 6,500 sq. ft would improve occupancy level in Q4

COIMBATORE MALL

- Focus remains on providing international shopping experience to the customers
- Leasing stands at 87%, working towards further increasing occupancy
- Anchor brands H&M, FBB, Unlimited, Lifestyle, Westside, Reliance Digital, SPAR, Max, Pantaloons & Reliance trends stores operational



EXECUTION & MONETIZATION OF NAGPUR RESIDENTIAL PROJECT

- Project complied with RERA requirement, 336 units will be delivered under the project
- Construction in Full swing, Finishing work in progress Phase wise delivery to start from Q2 FY19.

MONETIZATION OF COIMBATORE RESIDENTIAL PROJECT & INDORE LAND

- Coimbatore residential initial Infrastructure has been completed. 96 units pre sales till date.
- Indore, the strategy is to launch sale of Plots and focus on faster monetization.

DISCUSSION SUMMARY



- Quarterly Business Update
- Financial Results
- Asset Snapshot
 - Aurangabad
 - Coimbatore
 - Nagpur
 - Indore
- Annexure



QUARTERLY BUSINESS UPDATE



Retail– Aurangabad Mall update

- Revenue from sale of services remains robust with over 40 brands crossing threshold revenue share limits at Aurangabad
 - Leasing currently stands at 83% including the stores under tenant fit-outs
 - **Installed solar panel** over mall under green initiatives reducing our carbon footprints and reducing operational expenses
- **New Stores** opened in Q3 FY18 – Big Bazaar, Max, Jeep, Shake & Bites, Arrow and Span
- **Upcoming stores:** Good Traction seen in leasing activity as Brands are under fit-outs/leased stage with over ~ 6,500 sq. ft



QUARTERLY BUSINESS UPDATE



- **Retail – Nagpur:** Retail design finalized and approvals have been applied, expected to start construction in FY2019
- **Retail– Coimbatore Mall**
 - Coimbatore mall stabilization progressing well, largest mall in the city of international standards with globally renowned brands and 87% leased out space
 - Working towards increasing occupancy and footfalls/trading with strong marketing
 - 9 screens multiplex from Inox highlighting strengthening relationship with strong brands
- **Anchor brand partners– Coimbatore Mall**



BRAND PARTNERS



JACK & JONES®
VERO MODA®

ARROW
USA 1851

U.S. POLO ASSN.
SINCE 1890

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SWISS WATCHES SINCE 1853

WORLD of TITAN
THE QUALITY TITLE BRAND



SKECHERS



ColorPlus

PARK AVENUE



just
BOUTIQUE



PROVOQUE



METRO
SHOES



raymond

Bata



spykar



soch



LAVIE
BAGS & SHOES



Hush Puppies®



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happy legs

aurelia



Pepe Jeans
LONDON

INDIAN TERRAIN



new
about you.
Stay True. Stay Successful

UNITED COLORS
OF BENETTON.

Samsonite

REVLON®



PETER ENGLAND
BE EVERYTHING YOU LOVE



LP
LOUIS PHILIPPE



GINI & JONY



hari bhavanam
Trusted Taste | Since 1971



QUARTERLY BUSINESS UPDATE



- **Residential – Nagpur**
 - Project complied with RERA requirement, 336 units will be delivered under the project, revenue recognition continuing in a phased manner
 - Registered with RERA; reforms expected to bring long term benefits for the sector
 - Focus on completion of project, tower wise handover to commence from Q2 FY 2018 - 19
- **Commercial– PTC Phase 1 – Aurangabad**
 - Overall 190,000 sq. ft. of Commercial Area launched in Phase 1 and ~96% is sold out
 - Construction progress as per plan, expected to be delivered by Q1 FY2018-19
- **Retail – Saral Bazar - Aurangabad**
 - A community street market with small shop spaces of 80-150 sq. ft. with over 17,893 sq. ft. and 94% is sold
 - Strong re-launch marketing done in December, over 100 enquiries, expecting close new sales in coming qtr.
 - Phase 1 shops are ready and possession is in progress, **95 stores are currently operational**

- Residential – Coimbatore

- Soft launch initiated for the Coimbatore Residential Project, 96 units sold till date at an average base price of 3,540 psf
- Currently legal documents are being finalized including the Sale & Construction agreements for the customers.
- Already floated the tenders for civil works & finishes of residential phase 1. **Based on current progress in tendering, we will be ready to start construction of residential towers by Q1 FY 2018-19**

- Residential – Indore

- Construction of sales office & site infrastructure completed, club house work in progress
- Strategy is to initiate the launch of plotted development and focus on faster monetization

FINANCIAL RESULTS: CONSOLIDATED INCOME STATEMENT



Rs. Mn.	Q3 FY18	Q3 FY17	YoY %
Revenue from Real Estate Projects	128.5	53.9	138%
Lease Rental & Related Income	153.8	88.1	75%
Total Income from operations	282.3	142.0	99%
Other Income	29.0	14.0	107%
Total Income including other income	311.3	156.0	100%
EBITDA w/o Other Income	127.6	43.8	191%
EBITDA	156.6	57.6	172%
EBITDA Margin	50.4%	36.9%	
Depreciation	81.3	29.7	174%
Interest	79.3	21.1	276%
Profit before tax	(3.9)	6.8	NA
PAT after minority interest	(7.5)	5.7	NA

Result Update -

- Lease and rentals have grown by 75% with launch of Coimbatore mall, while sales of properties have been significantly higher with revenue recognition at Nagpur residential and Aurangabad PTC
- EBITDA during the quarter was 172% higher primarily due to higher revenue and tight control over the costs
- PBT and PAT were lower due to following: a) Reflection of Depreciation of Coimbatore mall; b) Reflection of Interest on loan of Coimbatore mall; c) Lower rental of Coimbatore mall due to rent free period of Retailers; d) Higher expenses at Coimbatore mall due to peak manpower required for set up & fit out period, and unabsorbed common area expenses .

Note-

- Sale of Services represent rent income and CAM Income received from Aurangabad Mall and Coimbatore Mall.; Sale of premises represent Revenues recognized from the Build & Sell model
- Other Income constitutes Interest & Dividend Income on Investments

ASSET SNAPSHOT



RETAIL UPDATE AURANGABAD MALL

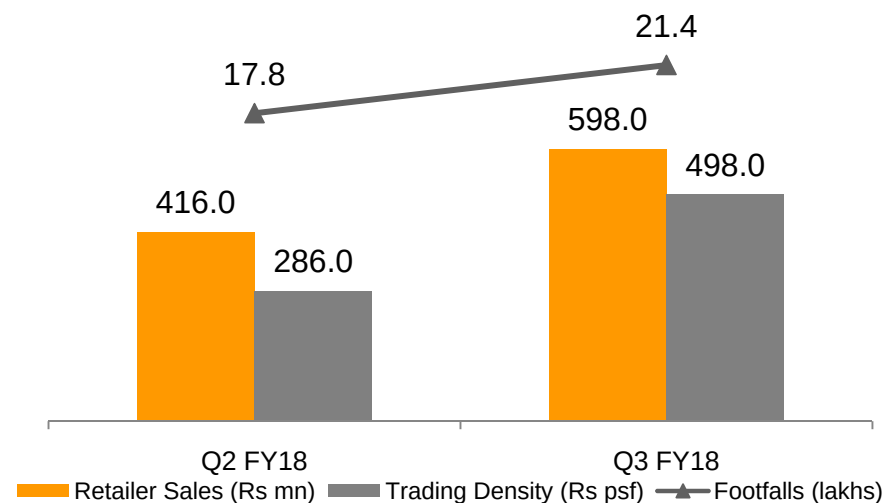


Mall Matrix

Key Operating Parameters	Q3 FY2017-18
Gross Leased Area (lakh sq.ft.)	5.67
Current Leasing Status	83%
Current Occupancy Status	82%
Number of Stores Signed	101
Retailer Sales (Rs. Mn.)	598
Average Monthly Trading Density (Rs/sqft)	498
Footfalls (Mn.)	2.1

Mall Update -

- New Stores opened in Q3 FY18 – Big Bazaar, Max, Jeep, Shake & Bites, Arrow and Span
- **New easing of almost 62200 Sft under advanced discussion**
- Footfalls have increased with launch of Big Bazaar and Max during the quarter
- Trading density has improved 74% compared to previous quarter



FINANCIAL SNAPSHOT AURANGABAD



Operational Details (Rs. Mn.)	Q3 FY18	Q2 FY18	Q1 FY18
Area Leased (lakh sq. ft.)	5.67	5.57	5.41
% Leased	83%	82%	80%
Sale of Premises	34.9	30.7	28.9
Rental Income	46.9	43.9	49.0
Recoveries (CAM & Other)	39.9	37.4	38.4
Total Income	121.7	112.0	116.3
EBIDTA	73.8	63.8	57.7
EBIDTA Margin % (as % of Total Income)	60.6%	57.0%	49.6%

- Marginal increase in Leased Area, however operational area improved significantly during the quarter
- Footfall increases as Big Bazaar and Max has opened stores during the quarter
- Strong EBIDTA margin at 60.6%; EBITDA generated during the quarter was Rs. 73.8 mn

Note 1 – Recoveries Include CAM as well as Other Charges such as HVAC, Electricity & Water Charges

NEW STORES OPENED IN Q3 FY18 AURANGABAD MALL

Big Bazaar



Max



BRAND PARTNERS AURANGABAD MALL



Note: Big bazaar started operations from Dec 2017.

EVENTS

AURANGABAD MALL

Big Bazaar Fashion Show – 3rd Dec 2017



My FM - Anniversary – 13th Dec 2017



COMMERCIAL UPDATE AURANGABAD PTC PHASE 1



Prozone Trade Center (PTC) Phase 1	Q3 FY 2017-18
Total Area Launched (sqft)	190,528
Total Units Launched (No)	117
Total Area Sold (sqft)	184,796
% Total Area Booked	96%
Avg. Sale Rate per sqft (Rs)	3,258
Total Sale Value (Rs. Mn.)	595.4
Amount Collected (Rs. Mn.)	213.9
Total Construction Cost (Rs. Mn.)	259.9
Estimated Project Completion Date	Q1 FY19



Prozone Trade Centre (PTC) Phase 1

- Construction of Prozone Trade Centre (PTC) Phase 1 of ~190,000 sq ft progress as per plan
- **Expect Cash inflows of ~Rs. 382 Mn. to be generated by Q1-Q2 FY19**
- Raised funds to complete the project faster,

COMMERCIAL UPDATE AURANGABAD PTC PHASE 1



RETAIL UPDATE AURANGABAD – SARAL BAZAR

Saral Bazar Phase 1	Q3 FY 2017-18
Total Carpet Area Launched (sqft)	17,893
Total Units Launched (No)	177
Total Carpet Area Booked (sqft)	16,837
% Total Area Sold	94%
Avg. Sale Rate per sqft (Rs)	13,499
Total Sale Value (Rs. Mn.)	227
Amount Collected (Rs. Mn.)	119



- **Saral Bazaar** - A community street market concept with small shop spaces of 80-150 sqft.
- Phase 1 shops are ready and possession is in progress. Already 95 stores have started operations

RETAIL UPDATE AURANGABAD – SARAL BAZAR

Exhibitions Shops



New Operational Shops



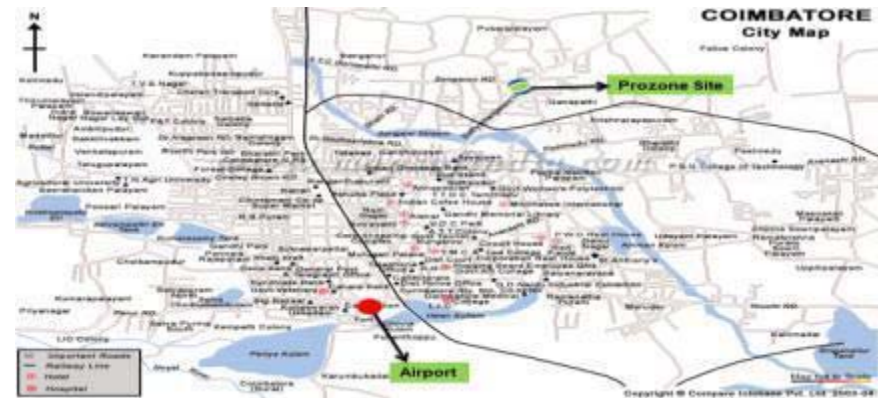
PROJECT UPDATE

COIMBATORE - RESIDENTIAL



- Location –

- Prozone land parcel is Located on the Sathyamangalam road a.k.a. the IT Corridor of Coimbatore.
- Site has main access via National Highway No 209 providing excellent connectivity to the site



- Project Size –

- Retail development to have 664,000 sq ft of GLA spread over 2 phases across 11 acres of land
- Prozone Palms offers 18-storey towers with a total of ~1000 flats

- Premium Clubhouse Infrastructure –

- Club Palms, spread over 4 acres, which offers one of the finest clubbing experiences through a wide range of modern luxurious amenities

PROJECT UPDATE

COIMBATORE – RETAIL & RESIDENTIAL



- Residential Update -
 - Soft launch initiated for the Coimbatore Residential Project, 96 units sold till date at an average base price of 3,540 psf
 - Currently legal documents are being finalized including the Sale & Construction agreements for the customers.
 - Already floated the tenders for civil works & finishes of residential phase 1. **Based on current progress in tendering, we will be ready to start construction of residential towers by Q1 FY 2018-19**
- Retail Update –
 - Grand opening for Coimbatore mall with glitz and glamour, largest mall in the city of international standards with globally renowned brands and 87% leased out space
 - Coimbatore mall is received well by strong national and international brands, thirteen anchor brands occupying significant mall space
 - 9 screens multiplex from Inox, highlighting strengthening relationship with strong brands
 - **Refinanced Debt into LRD at lower rates; annual savings in interest cost of Rs 8 Crore**

FINANCIAL SNAPSHOT COIMBATORE MALL



Operational Details (Rs. Mn.)	Q3 FY18	Q2 FY18
Area Leased (lakh sq. ft.)	4.37	4.23
% Leased	87%	85%
Rental Income	48.2	21.0
Recoveries (CAM & Other)	24.1	12.8
Total Income	72.3	33.8
EBIDTA	48.9	8.4
EBIDTA Margin % (as % of Total Income)	68%	25%

- Significant improvement in mall operations with operation stabilization progressing well
- EBITDA increases 6x with margin of 68% in Q3 FY2018 with increase in rentals and CAMs recoveries
- **Further improvement in Total income and EBITDA going forward as the Mall stabilizes**
- Coimbatore mall is expected to reflect stabilised income in **FY2018-19**

Note 1 - Recoveries Include CAM as well as Other Charges such as HVAC, Electricity & Water Charges

PROJECT UPDATE COIMBATORE - RETAIL

Strong traction from Premium Anchor Brands



PROJECT UPDATE COIMBATORE - RETAIL

Strong traction from Premium Anchor Brands



PROJECT UPDATE COIMBATORE - RETAIL

Strong traction from Premium Brands



PROJECT UPDATE COIMBATORE - RETAIL

Strong traction from Premium Brands



MARKETING UPDATE COIMBATORE - RESIDENTIAL



Property Portals – 99 Acres, Magic Bricks

Prozone 99acres.com

Home About/Advertiser Contact Us

OVERVIEW PLANS LOCATION MAP AMENITIES SPECIFICATIONS GALLERY PROPERTIES

Prozone Palms

BEDROOM
1, 2 & 3 BHK
Residential Plots

LOCATION
Shivajinagar, Coimbatore

STARTING PRICE
Rs. 25.33 lakh onwards

POSSESSION
Under Construction

Yes I am interested

Name:

PG (+91) Mobile No:

Email id:

*Write your message:

☐ I am interested in this project and would like to know more details about it.

☐ I am interested in this project and would like to know more details about it.

Send Email & SMS

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View Floor Plan

Send Email & SMS

Site Plan

2 BHK
Area: 1364 Sq.Ft.
₹ 27.45 lakh onwards

3 BHK
Area: 1753 Sq.Ft.
₹ 33.33 lakh onwards

View Floor Plan

Yes I am interested

Name:

PG (+91) Mobile No:

Email id:

*Write your message:

☐ I am interested in this project and would like to know more details about it.

☐ I am interested in this project and would like to know more details about it.

Send Email & SMS

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prozone intu

PROPERTIES AVAILABLE UNIT DETAILS GALLERY MAP VIEW

[Click here to Contact Us](#)

DTCP approved

ADDRESS: Sahyadri Road, Shivajinagar, Coimbatore

AREA RANGE: 1351 - 1753 sq.ft.

POSSESSION: 30 Months

PRICE: ₹ 25.33 Lakh onwards

BEDROOM: 1, 2, 3 BHK

Prozone Palms Project

Prozone Palms, Coimbatore is the first integrated Township in Coimbatore with luxuriously designed residential spaces & a shopping mall at your door step. It enjoys a strategic location on Sahyadri Road, with the City Center on one side and the Hinglaj Hill of Sahyadri on the other. It is a 15 minutes drive from the Coimbatore Airport.

Project Area	Total No. of Towers	Total No. of Floors	Total Units & Available units	Launch Date
9.027 Acres	3 Tower	18	540	2016

Project Video



PROJECT UPDATE COIMBATORE - RESIDENTIAL



Sales & Marketing Office , Show Flat



PROJECT UPDATE COIMBATORE - RESIDENTIAL



Club House & Infrastructure Work in Progress



PROJECT UPDATE

NAGPUR - RESIDENTIAL



- Location –

- Prozone Palms is strategically located just off Wardha Road, a prime residential location at Nagpur.
- It is in close proximity to the MIHAN (Multi-modal International Cargo Hub and Airport at Nagpur) airport.



- Project Size –

- Prozone Palms township is being developed in phases and Phase 1 of the same is spread over 11 acres of land.
- Prozone Palms offers 14-storey towers with a more than 1,000 luxurious apartments

- Premium Clubhouse Infrastructure –

- Club Palms, spread over 4 acres, which offers one of the finest clubbing experiences through a wide range of modern luxurious amenities

PROJECT UPDATE NAGPUR - RESIDENTIAL



- **Sales Update & Revenue Recognition Update –**
 - **Project complied with RERA requirement, 336 units will be delivered under the project, revenue recognition continuing in a phased manner**
- **Residential Construction update –**
 - Construction of Sales Office, Sample Flat and site infrastructure has been completed.
 - Civil work has been completed for Club house and for major structures in landscape area.
 - Contract for residential towers awarded to NCCCL. Construction work is in full swing on site
 - Applying for RERA registration; reforms expected to bring long term benefits for the sector
 - **RCC structure work has been almost completed while Finishing work has started phase wise. Phase wise completion of towers is expected to start from Q2 FY2018-19 Onwards**
- **Retail update –**
 - Retail design Pre-Concept has been finalized and Concept design is being developed.
 - Pre-leasing with Retailers have been initiated as well as Project Approvals are in process.

PROJECT UPDATE NAGPUR - RESIDENTIAL

Sales Office & Show Flat



PROJECT UPDATE NAGPUR - RESIDENTIAL

Tower Nearing Completion



PROJECT UPDATE NAGPUR - RESIDENTIAL

Tower Nearing Completion



PROJECT UPDATE NAGPUR - RESIDENTIAL



PROJECT UPDATE INDORE - RESIDENTIAL

- Location –
 - Prozone Palms is situated on Kanadia Road, a prime residential location at Indore.
 - Well connected by Bypass road, proposed RE-2, it is strategically located within a 5 min drive from high end residential areas like Saket & Gulmohar.
- Project Size –
 - Prozone Palms township is being developed in 2 phases and Phase 1 of the same is spread over 11 acres of land
 - Prozone Palms phase 1 offers plotted development.
- Premium Clubhouse Infrastructure –
 - Club Palms, spread over 4 acres, which offers one of the finest clubbing experiences through a wide range of modern luxurious amenities



PROJECT UPDATE INDORE - RESIDENTIAL

- Residential update –
 - Infrastructure development work in progress.
 - Marketing Office and Sample Flat Civil structure and Interiors work completed.
 - Access road as well as Site Infrastructure completed.
 - Club House Civil structure completed and Interiors work is in progress.
 - Project Launch to take place post Approvals in place and Club house is completed.



PROJECT UPDATE INDORE - RESIDENTIAL



Landscape & Boundary wall



Club House & Swimming Pool



Access Road



Kids play area & Landscape

CORPORATE OVERVIEW



COMPANY OVERVIEW – ABOUT US

BRIEF OVERVIEW



BUSINESS OVERVIEW

- Prozone Intu Properties Ltd. (Prozone Intu) is jointly developed by Promoters and Intu Properties Plc set up to create, develop and manage world-class regional shopping centres and associated mixed-use developments Pan-India.
- Prozone Intu strategy is to participate and dominate in the retail space in Tier 2 and 3 cities in which robust urbanization is expected, which will result in growth of consuming middle class from 300 to 500 million in next 5 years
- Key Business Strategy - Develop Large scale Land Parcels for Mixed Use development with 75% of the Land to be developed as Residential & Commercial – Build & Sell model whereas 25% of the Land to be developed as Retail – Build & Lease Model

STRONG PEDIGREE

- The Promoters hold 31.8%, INTU holds 32.4% and balance is held by public¹
- Intu Properties is UK's Largest Retail Real Estate Company.
- Intu Properties plc is a UK FTSE 100 listed Company owning and managing assets worth more than 10 bn pounds. They own more than 20 properties across UK and Spain, 10 of which are among the top 25 shopping centers in the UK, representing ~ 38% UK market share.
- Intu Properties plc has more than 22mn sqft of retail space; 400 million customer visits a year

FULLY PAID UP LAND BANK & ROBUST BALANCE SHEET

- The Company has 17.79 mn sq. ft. of fully paid-up land bank in prime locations with 1.2 mn developed till date and more than 16.5 mn sq. ft. balance to be monetized which is being developed in different phases .
- Robust Balance sheet with Low Leverage.
- At current valuation, the Land bank valuation for the company is expected to be Rs. 20,000 mn

1: As on 31st Dec 2017

UNDERSTANDING OUR BUSINESS MODEL

BUSINESS STRATEGY



Business Strategy –

- Develop Large scale Land Parcels for Mixed Use development.
- 75% of the Land to be developed as Residential & Commercial – Build & Sell model
- 25% of the Land to be developed as Retail – Build & Lease Model
- The Company follows this model so as the Cash Flows from Build & Sell portfolio facilitate the Build & lease model, Thus resulting into Debt Free Annuity Assets and free cash flows for future developments.

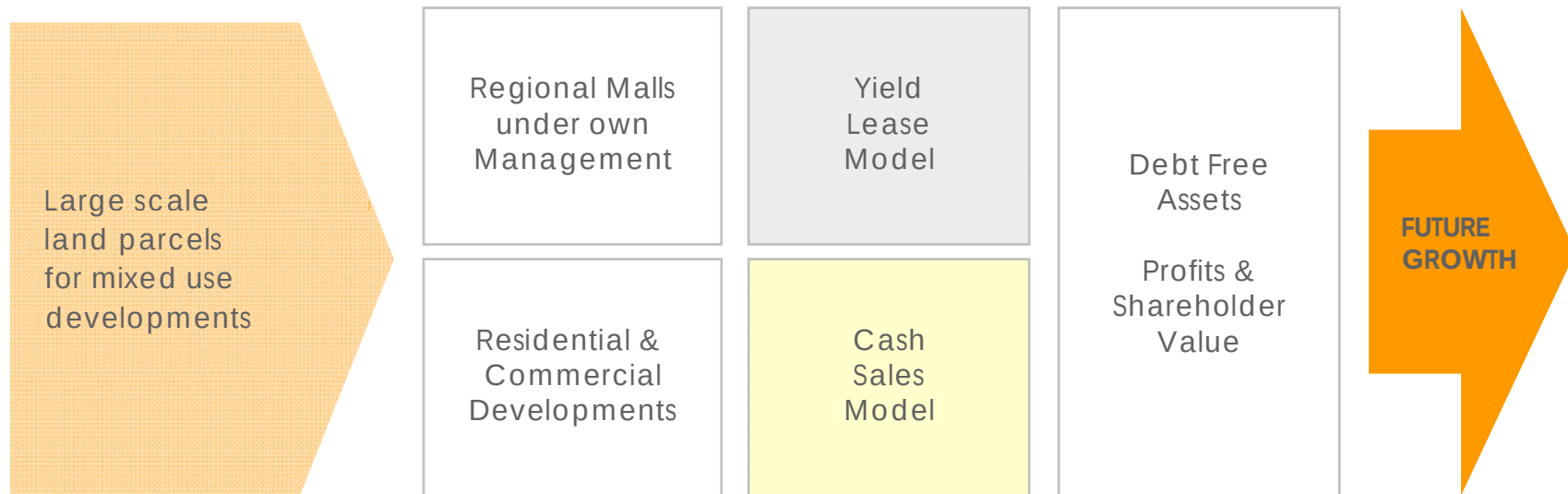
Residential Projects - Strategy

- The Company invests and develops the entire Clubhouse and Site Infrastructure for the project upfront before the Launch of the Project.
- It provides credibility to the business and accelerates the sale of the project, resulting into better cash flows.
- Due to this, the Company emerges as the strongest and the most credible player in the region Eg, In Nagpur, Company has received an over whelming response as compared to the best players in the region..

Mall Development - Strategy

- Dominant regional shopping and leisure destination
- Design-G + 1 Mall horizontal model with racetrack circulation
- Infrastructure-Large parking spaces planned to cater for future growth
- Tenant Mix- Well planned tenant mix with category focus to aggregate consumption

UNDERSTANDING OUR BUSINESS MODEL BUSINESS STRATEGY



- Locations selected in high growth corridors within city limits
- Execute high quality retail assets at the right price and the right time
- Develop and sell mixed-use assets to facilitate retail investments

COMPANY OVERVIEW – ABOUT US

OUR BOARD OF DIRECTORS



Nikhil Chaturvedi

Founder and Managing Director, Nikhil is a visionary and hands-on leader, who inspires the organisation with a passion for excellence and single-mindedness to build shareholder value which is his driving force



David Fischel

Mr David Fischel is the Chief Executive of Intu Properties Plc (formerly CSC) He converted the business into a Real Estate Investment Trust (REIT) to make Intu one of the top 20 REITs in the world. He is today one of the most respected retail property professionals of his generation



Salil Chaturvedi

Co-Founder, and Deputy Managing Director, Salil's vision has charted the strategic direction of the Company. He leads all business development, land acquisition and new asset class initiatives in the residential and commercial sectors



John Abel

(Director Emeritus)

Mr John Abel joined the Liberty International Group in 1972 and was appointed an Executive Director in 2000. He was appointed a Director of INTU in 1994 and Managing Director in 2005 and he continues as non-executive Director of Intu Properties plc (formerly CSC) with a special focus on India

COMPANY OVERVIEW – ABOUT US

OUR BOARD OF DIRECTORS



Punit Goenka

(Independent Director)

Mr. Goenka, Director of Essel Group, is CEO of Zee Entertainment Enterprises Limited, managing one of India's most successful TV and Media businesses. He has an extensive, diversified background in the areas of media, entertainment, and tele-communications in global markets



Dushyant Sangar

Mr. Dushyant Sangar is the Corporate Development Director of Intu Properties plc ("Intu") and is a member of Intu's Executive Committee which is responsible for the day to day operations of the business. He also sits on the board of directors of Intu's Spanish business. Prior to Intu, Dushyant worked for MGPA & UBS



Deepa Harris

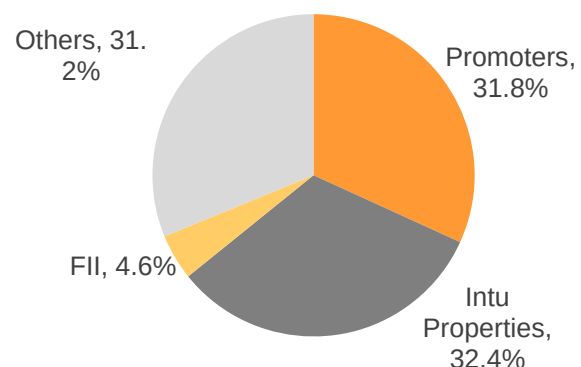
(Independent Director)

Ms. Deepa Misra Harris is Founder & CEO of BrandsWeLove Marketing and Branding Services. Specialist in Branding, Marketing and Sales, Deepa has over 30 years experience in the luxury and hospitality category.

Key shareholders Trading update



Shareholding in % – Dec 2017



Source: BSE

Share Price Performance



Key Investors

Holding (%)

ACACIA Partners	3.25%
Rakesh Jhunjunwala	2.46%
Aditya Chandak & Family	2.29%
Ramesh Damani & Family	1.21%
Cavendish AM	1.18%
Life Insurance Corporation (LIC)	0.11%
B P Equities	0.08%

Market Data

As on 12.02.18 (BSE)

Market Capitalisation (Rs Mn)	9,698
Price (Rs)	63.2
No. of Shares Outstanding (Mn)	152.6
Face Value (Rs)	2.0
52-Week High-Low (Rs)	78.3 – 32.8

IMPORTANT NOTE DISCLAIMER



Generic Disclaimer

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THANK YOU



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