Upward

And Forward

Q1 FY19 RESULTS UPDATE PRESENTATION

August 2018

PROZONE INTU PROPERTIES LIMITED

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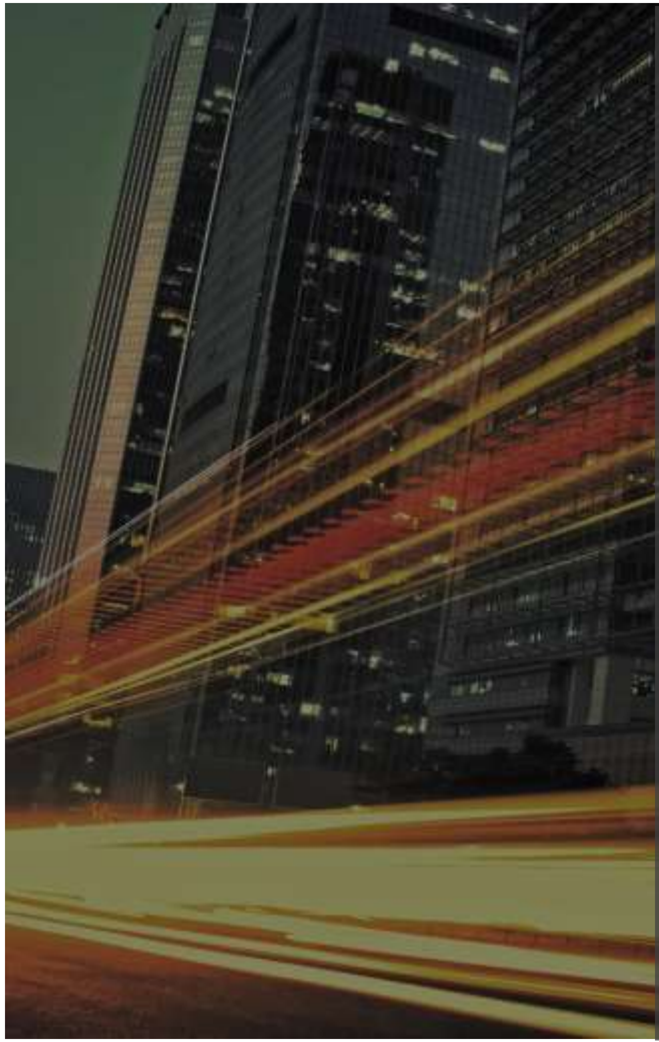


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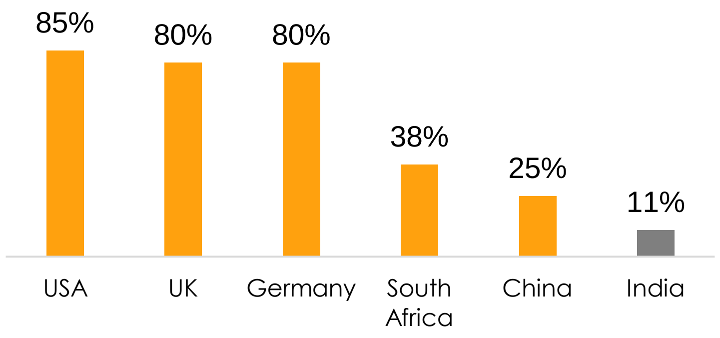
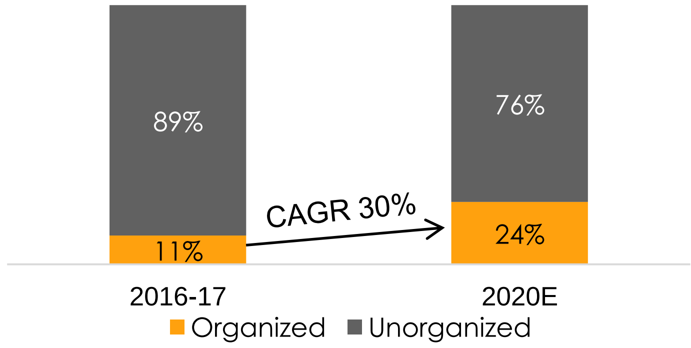
Organised Retail Penetration



Transition to organised retail

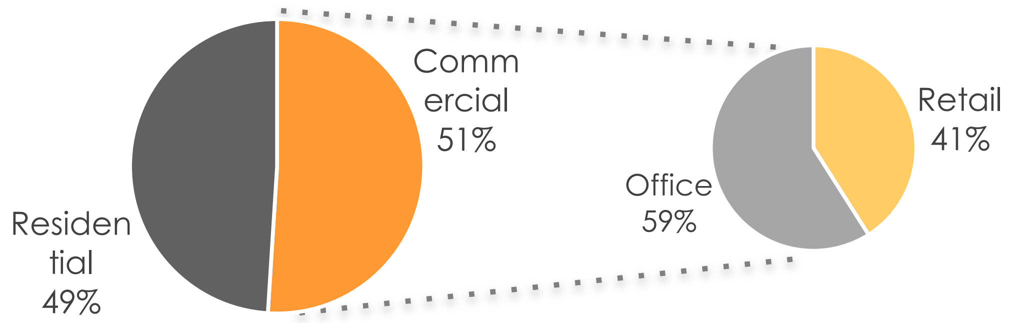


Key Factors driving this growth include:

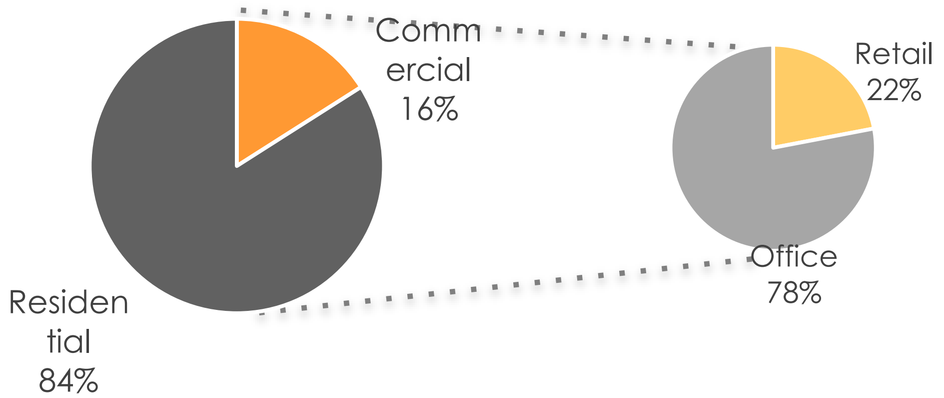
- Easing consumer credit and increase in quality products
- Rising incomes & increasing purchasing power
- Changing consumer preferences coupled with growing urbanisation
- Increase in number of high net worth individuals (HNIs)

RETAIL DEVELOPMENT SHARE HAS SHRUNK AS SMALLER, INEXPERIENCED PLAYERS HAVE EXITED

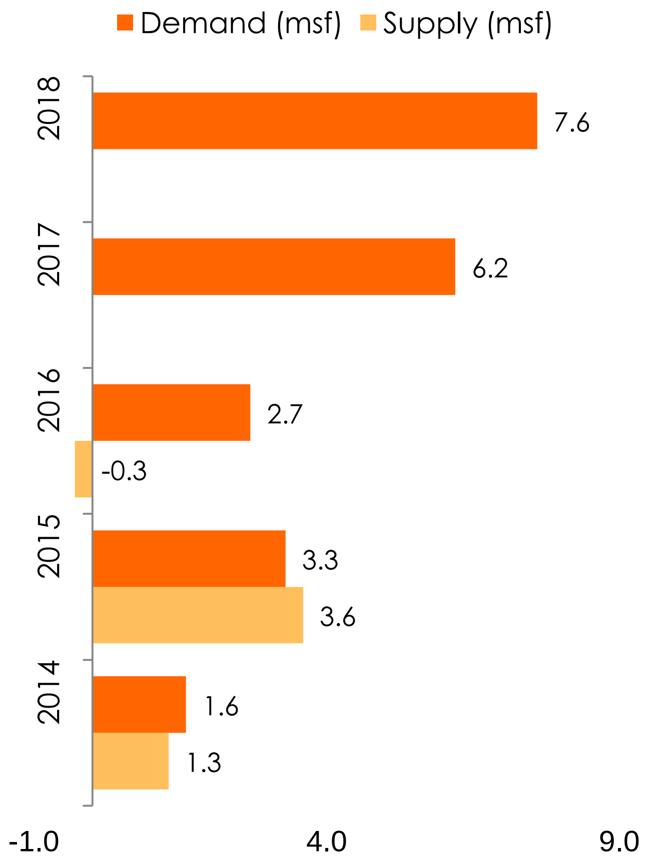
2008



2018



Demand – Supply Gap



TIER 1 & TIER II CITIES TO GROW 10X IN A DECADE

50% of India's population under 35 years of age, expected to drive consumption

10 million people are moving to Indian cities every year

Per Capita GDP for Indian expected to rise for next decade

USD 1.2 tn capital investment projected to meet real estate demand

Interest rate expected to come down substantially in future

Govt support to develop 50 million houses each year

Accounting from 01st April 2018 – Implementation of INDAS 115

IND AS 115 – (Revenue from contracts with customers)

- Ministry of Corporate Affairs (MCA) vide notification dated March 28, 2018 has amended The Companies (Indian Accounting Standards) Amendment Rules, 2018 to introduce 'Ind AS 115 – Revenue from Contracts with Customers'.
- Ind AS 115 has become effective for accounting periods beginning on or after 1 April 2018.
- Earlier guidance note on accounting of Real estate transaction issued by Institute of chartered Accountants of India (ICAI) permitting revenue recognition as per POCM is withdrawn for companies to whom IND AS is applicable
- Ind AS 115 is based on a core principle that requires an entity to recognise revenue:
    - In a manner that depicts the transfer of goods or services to customers
    - At an amount that reflects the consideration the entity expects to be entitled to in exchange for those goods or services.
- As per IND AS 115 ,revenue can be recognised either ***over period of time*** (similar to POCM) or ***at a point of time*** (on completion of contract) based on assessment of contracts with customers and relevant law
- Based on management assessment , it is concluded that company shall recognise revenue **at point of time** (completion of contract)
- Accordingly revenue from uncompleted contracts as on 01st April 18 will be recognised on completion of contract /project and margin already recognised till 31st March 18 net of deferred tax is debited to retained earnings as per modified retrospective approach


WESTSIDE
OPENING SHORTLY
PROZONE

PROZONE INTU ON A STRONG FOOTING

01

- Aurangabad and Coimbatore mall leased out space currently stands at 80% and 89% respectively, annuity income to increase significantly with ramp-up of Coimbatore mall

02

- Coimbatore Mall awarded as "Most admired Shopping Centre Launch of the Year (Non Metro – South)"
- Upon finalisation, brands under discussion will take Coimbatore lease area above 90%

03

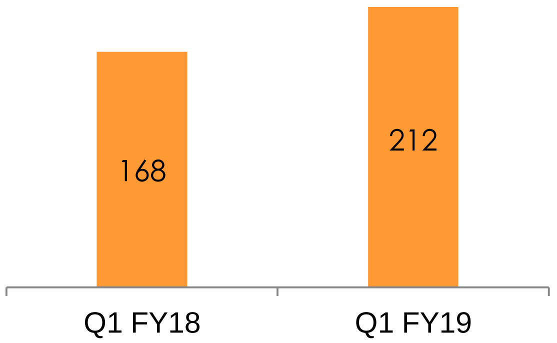
- Aurangabad: International Anchor Brands **H&M and Marks & Spencer** commenced operations
- Opening of additional National Anchor Brand **Home Town** and several inline stores to improve Revenue

04

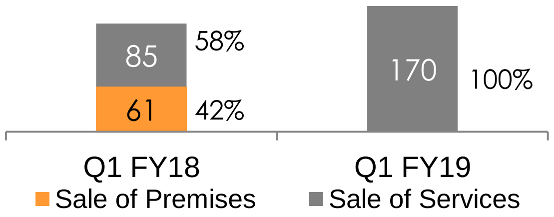
- Company has set up Alternate Investment Fund and received necessary approval from SEBI for AIF formation .company is evaluating acquisition opportunities and shall invite subscription once deal is finalised

Q1 FY 19 – KEY HIGHLIGHTS

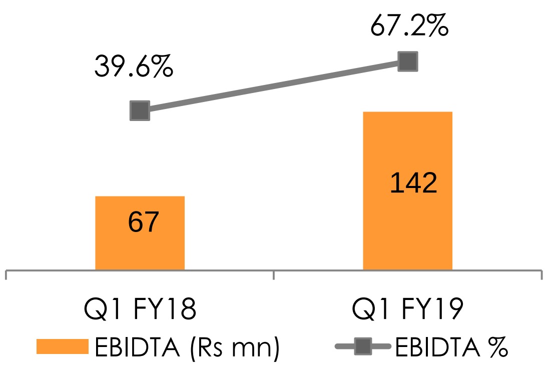
Revenues (Rs. Mn)*



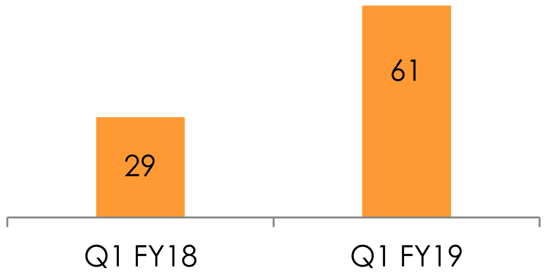
Revenues Mix (Rs. Mn)#



EBIDTA & EBIDTA Margin*



Cash PAT (%)



- **Strong growth of revenue continues,** revenue up 26% YoY despite no contribution from sale of premises considered in Q1 FY2019
- **Strong EBIDTA** of Rs 142 mn with EBITDA margin of 67.2%
- **Revenue mix moving towards sale of services** as we moved towards project completion method under IND AS – 115#
- **Cash PAT more than doubled** post commencement of Coimbatore mall operations

 # Due to IND AS 115, Percentage Completion method followed earlier is not applicable. In line with IND AS 115 revenue shall be recognised on completion of project. (Impact of IND AS 115: Revenue for quarter ended June 18 is lower by Rs 88.84 mn and Net profit after tax is lower by Rs 21.22 mn)

** Revenue, EBITDA and EBITDA margin reflects number including other income*

FINANCIAL RESULTS: CONSOLIDATED INCOME STATEMENT

Rs. Mn.	1Q19	1Q18	YoY	4Q18	QoQ	FY18	FY17	YoY
Revenue from Real Estate Projects	-	61.2		158		445.1	299.2	49%
Lease Rental & Related Income	170.1	85.3	99.4%	167.7	1.4%	516.3	332.5	55%
Total Income from operations	**170.1**	**146.5**	**16.1%**	**325.7**	**-47.8%**	**961.4**	**631.7**	**52%**
Other Income	41.8	21.7	92.6%	45.7	-8.5%	115.6	107.5	8%
Total Income including other income	**211.9**	**168.1**	**26.1%**	**371.4**	**-42.9%**	**1,077.0**	**739.2**	**46%**
EBITDA w/o Other Income	**100.5**	**44.8**	**124.3%**	**132**	**-23.9%**	**376.3**	**49.1**	**667%**
EBITDA	**142.3**	**66.5**	**114.0%**	**177.7**	**-19.9%**	**491.9**	**156.6**	**214%**
EBITDA Margin	**67.2%**	**39.6%**		**47.8%**		**46%**	**21%**	
Depreciation	78	26.5	194.3%	86.4	-9.7%	265.7	117.1	127%
Interest	77.1	38.7	99.2%	90	-14.3%	274.7	97.8	181%
Profit before tax	-12.8	1.3	NM	**1.3**	NM	**-48.4**	**-58.3**	**17%**
Profit after tax	-17.3	2.3	NM	**-14.8**	NM	**-71.7**	**12.3**	**NM**
PAT after minority interest	**-6.4**	**-2.8**	**NM**	**2.8**	**NM**	**-42.2**	**-53.2**	**21%**

Result Update -

- Due to IND AS 115, Percentage Completion method followed earlier is not applicable. In line with IND AS 115 revenue shall be recognised on completion of project. (Impact of IND AS 115: Revenue for quarter ended June 18 is lower by Rs 88.84 mn and Net profit after tax is lower by Rs 21.22 mn)
- EBITDA margin improved during the quarter as the revenue mix moved towards lease rental and related income
- Depreciation and interest expenses increased compared to corresponding quarter previous year as it now includes numbers from Coimbatore Mall also. Same numbers are lower than Q4 FY18 as in Q4, one – time finance cost for Coimbatore Mall were reflected

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

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01 Lease Rental revenue up 99% during the quarter

- Lease rental revenue almost doubled with additional revenue from Coimbatore mall
- Revenue expected to increase further with expected operations of Inox in Q2 FY2019 in Coimbatore

02 Opening of new stores leading to higher occupancy

- Large Anchor brands, **Hometown, Mark & Spencers, H&M** and Inline Brands like Viva Fitness, Tuan, LG, Riwaayat & Mad Over Chicken commenced operations in Aurangabad
- Major inline brands Sabhyata, Rangriti, Nike and Toni & Guy commenced operations in Coimbatore

03 Strong EBITDA margin of 67.2%

- EBITDA stands at Rs 142 mn, **114% higher than 1Q FY2018**
- With opening of new stores during the quarter, EBITDA is expected to increase further during the year

04 Profitability

- Higher interest and depreciation booking on account of commencement of Coimbatore Mall drags PBT, which is in line with nature of Mall Business
- Improvement in Leasing and Coimbatore mall stabilization will lead to improvement in profitability

OUR CURRENT FOCUS AREAS

01 AURANGABAD MALL

- ❑ Letting out the balance space and also maintain effective Brand mix by undertaking churn in the mall

02 COIMBATORE MALL

- ❑ **Leasing stands at 89%,** working towards further increasing occupancy
- ❑ With further brands under discussion, leasing should go **above 90% during FY19**

03 NAGPUR SPV

- ❑ Project nearing completion. Phase wise delivery to start from Q3 FY19.
- ❑ Planning for Nagpur mall construction underway, see good opportunity for retail in Nagpur

04 COIMBATORE RESI & INDORE LAND

- ❑ Statutory approval received for Coimbatore residential phase -1 and construction to start soon
- ❑ In Indore, pre launch sale of Plots with focus on faster monetization has commenced

ASSET SNAPSHOT

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Aurangabad Mall

Nagpur Mall

Nagpur Residential

Coimbatore Mall

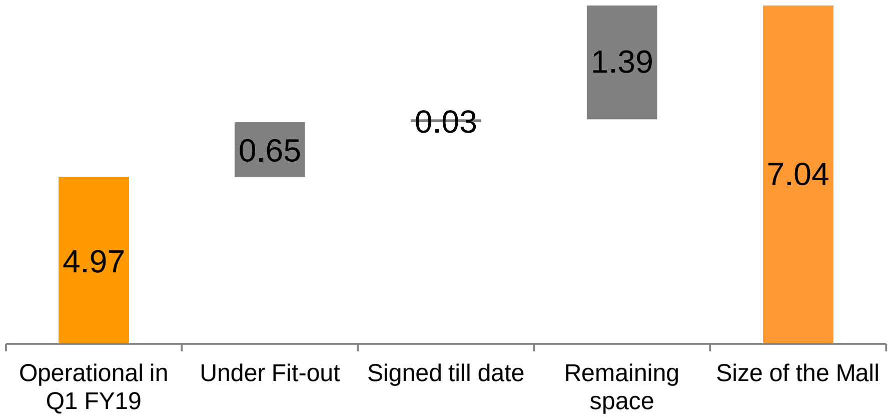
Aurangabad PTC

Coimbatore Residential

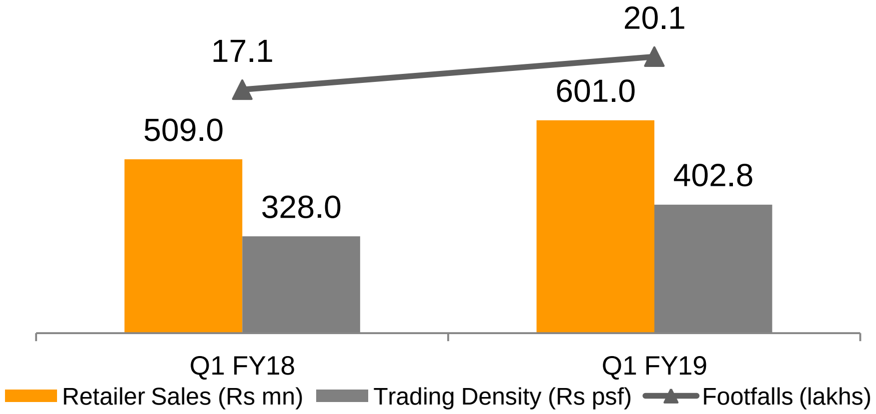
RETAIL – AURANGABAD MALL UPDATE

Key Operating Parameters	Q1 FY2018-19
Gross Leased Area (lakh sq.ft.)	5.7
Current Leasing Status	80%
Number of Stores Signed	102
Retailer Sales (Rs. Mn.)	601
Average Monthly Trading Density (Rs/sqft)	403
Footfalls (Mn.)	2.01

Occupancy



Footfall & Trading Density



AURANGABAD MALL – FINANCIAL SNAPSHOT

Operational Details (Rs. Mn.)	Q1 FY19	Q4 FY18	Q3 FY18	Q2 FY18	Q1 FY18
Area Leased (lakh sq. ft.)	5.65	5.43	5.67	5.57	5.41
% Leased	80%	78%	80%	79%	77%
Sale of Premises	-	60.3	34.9	30.7	28.9
Rental Income	46.9	56.7	46.9	43.9	49.0
Recoveries (CAM & Other)	42.2	41.9	39.9	37.4	38.4
Total Income	**89.1**	**158.0**	**121.7**	**112.0**	**116.3**
EBIDTA	54.9	83.8	73.8	63.8	57.7
EBIDTA Margin % (as % of Total Income)	**61.6%**	**53.0%**	**60.6%**	**57.0%**	**49.6%**

- Brand churn has been undertaken to bring in international brands like H&M and M&S. Churn includes shifting of existing stores and change in mall layouts to meet requirements of tenants and to improve customer experience as well as overall performance of the Mall.
- Due to IND AS 115, Percentage Completion method followed earlier is not applicable. In line with IND AS 115 revenue shall be recognised on completion of project.
- EBIDTA continues to improve over the quarters, **EBIDTA margin for Aurangabad mall stands at 61.6%**

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

NEW STORES OPENED at AURANGABAD MALL

BRAND PARTNERS AT AURANGABAD MALL

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HomeTown
Ab ghar banana kitna aasaan!

BIG BAZAAR
Making India Beautiful

max

MARKS & SPENCER

Reliance trends

croma
The Electronics Megastore

WESTSIDE
Endless Possibilities

globus

SHOPPERS STOP
START SOMETHING NEW

pantaloons

INOX
LIVE THE MOVIE

H&M

ARROW
USA·1851

aurelia

BASICS
YOU'RE THE MAN

Bata

BARBEQUE NATION

adidas

Café Coffee Day

ColorPlus

Cotton Culture

china wok

CANTABIL
International Clothing

BLACKBERRYS

fabindia
CELEBRATE INDIA

firstcry.com

GINI & JONY

Jeep

just WATCHES

Kareem's

Allen Solly

Lee

LG

Levi's

LOUIS PHILIPPE

mm! maroosh

me n moms

METRO

MSL FOOTWEAR

NUMERO UNO

ORRA

ORGANIC INDIA

PARK AVENUE

Pepe Jeans
LONDON

Pizza Hut

parx
Live easy

Payless

Reebok

Rangriti

Samsonite

Sabhyata

SKECHERS

SPORTS STATION

spykar

TITAN

U.S. POLO ASSN.

VAN HEUSEN

WILDCRAFT

Wrangler

W

Span
SINCE 1979

Being human

Domino's

KOMPANERO

mufti
alternative clothing

SMOKIN' JOE'S
FRESH PIZZAS

MONTE CARLO

BIBA

ethnicity

KFC

MOCHI

PUMA

PETER ENGLAND

EVENTS AT AURANGABAD MALL

Maharashtra Day Celebration

Fashion Show

Samsung Smart Café Activity

Kids Carnival

COMMERCIAL UPDATE AURANGABAD – PTC PHASE 1

Prozone Trade Center (PTC) Phase 1	Q1 FY 2018-19
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.)	224.2
Estimated Project Completion Date	Q2 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 net cash inflows of ~Rs. 306 Mn. to be generated by FY19**
- Applied for OC

COMMERCIAL UPDATE AURANGABAD – PTC PHASE 1

FINANCIAL SNAPSHOT - COIMBATORE MALL

Operational Details (Rs. Mn.)	Q1 FY19	Q4 FY18	Q3 FY18	Q2 FY18
Area Leased (lakh sq. ft.)	4.45	4.42	4.37	4.23
% Leased	89%	88%	87%	85%
Rental Income	57.7	42.8	48.2	21.0
Recoveries (CAM & Other)	29.9	28.2	24.1	12.8
Total Income	**87.6**	**71.0**	**72.3**	**33.8**
EBIDTA	66.2	45.0	48.9	8.4
EBIDTA Margin % (as % of Total Income)	**75.6%**	**63%**	**68%**	**25%**

- Rentals income improved during the quarter due to new store luanched also March quarter reversal of income due to lower revenue share of H & M and rebate granted to few of the brands
- **Strong EBITDA margin at 75.6%,** with EBITDA of Rs 66.2 mn during the quarter
- 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

NEW STORE OPENING AT COIMBATORE MALL

RETAIL – STRONG BRANDS AT COIMBATORE MALL

Reliance digital, pantaloons, TRENDS, SPAR, H&M, UNLIMITED, Hamleys, lifestyle, max, INOX, fbb, WESTSIDE, FUN UNLIMITED

Pepe Jeans London, crocs, World of Titan, Archies, Reebok, The Body Shop, U.S. Polo Assn., Cover Story, Kompanero, Scullers, Hollywood Opticians, Ramraj, Nykaa, Jockey, Sapna, amanté, United Colors of Benetton, Toni&Guy, Louis Philippe, Gini & Jony, Boomerang, Rangriti, Just Watches, Hush Puppies, Raymond, Span, Tissot, Lee, new u, Twin Birds, Woodland, Metro, Sree Annapoorna Sree Gowrishankar, Café Coffee Day, Domino's, KFC, McDonald's, Burger King, hari bhavanam, Poorvika, Mi, Prisma, Chennai Mobiles, Orra, adidas, Kazo, Allen Solly, Revlon, Mochi, Sunglass Hut, Only, sting, aurelia, Crocodile, Flying Machine, Biba, spykar, Samsonite, Arrow, Ego Activewear, Vision Express, seasons, ColorPlus, Go Colors!, Wildcraft, VIP, Scarehouse, supreme, Wrangler, Bata, Mufti, Park Avenue, Kama Ayurveda, Hidesign, Tommy Hilfiger, Puma, Skechers, ethnicity, Indian Terrain, Jack & Jones, Vero Moda, Levi's, Peter England, Tuan, W, mothercare, Being Human

EVENTS AT COIMBATORE MALL

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WORLD BREASTFEEDING WEEK : 4TH & 5TH AUG 2018	Fashion Show

PROJECT UPDATE - COIMBATORE - RESIDENTIAL

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Coimbatore Residential (CGI)

- **~1.9 m** sqft of residential
- **7** towers of 18 floors comprising **1,152** apartments
- **Amenities:** Club house, swimming pool tennis court, amphi theatre, squash court, gymnasium

RESIDENTIAL UPDATE

Total Units – Phase 1	Units Sold under Soft Launch	Formal Launch of Project	Expected Construction Start
540 Units	73 units	Q3 FY 2019	Q3 FY 2019

PROJECT UPDATE – NAGPUR

- **0.5m** sqft of retail space under planning
- **0.39m** additional development potential

- **4.5m** catchment population

- **15.7 acres** of residential under development

- **12** towers of 14 floors comprising ~**1,000** apartments

- **Amenities:**
  Club house, swimming pool tennis court, amphi theatre, cricket court, meditation centre, gymnasium

Nagpur mall design (CGI)

RESIDENTIAL UPDATE

Units Launched	Units Sold	Sale Value	Cash Collection
336 Units	278 units	Rs. 1,748 mn	Rs. 1,299 Mn

NAGPUR RESIDENTIAL TOWER NEARING COMPLETION

PROJECT UPDATE - INDORE RESIDENTIAL

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- **1.9m** city population
- Prominent business and industrial centre in Madhya Pradesh

- **43.5acres** comprising residential township with 5 acres for commercial to be developed in phases

- **Phase 1&2** is for plotted development of about 200 units for better monetisation
- **Phase 3&4** will be high rise development of about **800** apartments

- **Amenities:**
  Club house, swimming pool tennis court, amphi theatre, cricket court, meditation centre, gymnasium


Indore township design (CGI)


Indore clubhouse entrance (CGI)

DISCLAIMER

Generic Disclaimer

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ABOUT US

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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 31.1%, INTU holds 32.4% and balance is held by public[1]
- 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 30th Jun 2018

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

Large scale land parcels for mixed use developments

Regional Malls under own Management	Yield Lease Model
Residential & Commercial Developments	Cash Sales Model

Debt Free Assets

Profits & Shareholder Value

FUTURE GROWTH

- 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

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

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

David Fischel

Mr David Fischel is the Chief Executive of Intu Properties Plc 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

John Abel (Director Emeritus)

Mr John Abel joined the Liberty Intl Group in 1972 and was appointed an Executive Director in 2000. He was appointed a Director of INTU in 1994 and MD in 2005 and he continues as a consultant to Intu Properties plc with a special focus on India

Punit Goenka

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

Deepa Harris (Independent Director)

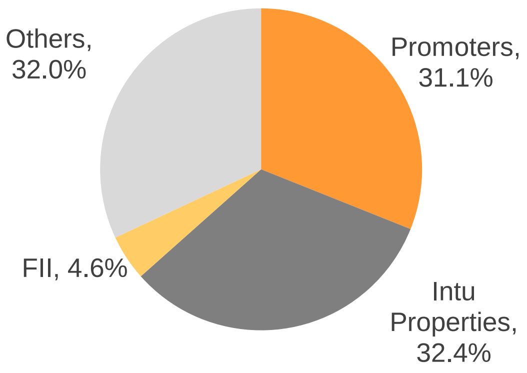
Ms. Deepa Misra Harris is Founder & CEO of BrandsWeLove Marketing and Branding Services. Specialist in Branding, Marketing and Sales, Deepa has over 30 years experience in the luxury and hospitality category.

Dushyant Sangar

Mr. Dushyant Sangar is the Corporate Development Director of Intu Properties plc and is a member of Intu's Executive Committee which is responsible for the day to day operations of the business. He has overall responsibility for Intu's acquisitions, divestments and joint venture transactions. Prior to Intu, Dushyant worked for MGPA & UBS

TRADING UPDATE

Shareholding in % – Jun 2018



Source: BSE

Key Investors	Holding (%)
ACACIA Partners	3.25%
Aditya Chandak & Family	3.08%
Rakesh Jhunjhunwala	2.46%
Ramesh Damani & Family	1.19%
Cavendish AM	1.18%
Life Insurance Corporation (LIC)	0.11%

Share Price Performance

Market Data	As on 08.08.18 (BSE)
Market Capitalisation (Rs Mn)	5,913
Price (Rs)	38.8
No. of Shares Outstanding (Mn)	152.6
Face Value (Rs)	2.0
52-Week High-Low (Rs)	78.4 – 33.0