



PROZONE INTU PROPERTIES LIMITED

Q4 and FULL YEAR FY17 RESULTS UPDATE PRESENTATION

MAY – 2017

Prozone Intu on a strong footing



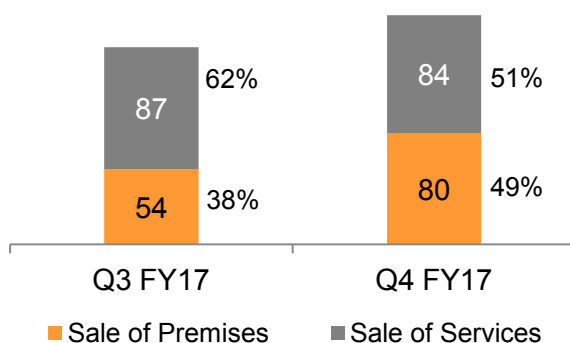
- Aurangabad and Coimbatore mall leased out space currently at 86% and 84% (further 10% under finalisation) respectively, annuity income to increase significantly in FY2018
- Coimbatore mall to be operational from mid-June, Strong brands tie-up ensures good demand for leases
- Good traction seen in leasing activity in Aurangabad, anchor brands like Big Bazaar and Max have signed up, Working towards further improvement in occupancy level
- Well positioned to deliver strong growth without taking significant debt
- Fully paid land bank of 17.8 mn sq ft, of which only 1.2 mn sq ft has been developed till date, significant untapped value from undeveloped land parcel
- Aurangabad PTC and Nagpur residential is expected to be delivered in FY2018; will ensure stable cash inflow through the year

Regulatory tailwind underpinning sector re-rating

- Real Estate (Regulation and Development) Act, 2016 (RERA) became effective from 1st May 2016, 13 states and union territories have notified so far
 - 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 got renewed push, with unsold inventory slowly coming down
- Interest rates in India has came down in last one year, scope for further reduction in interest rates while global economy may witness increase in interest rates
- 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 will become effective from 1 July 2017, expected to be long term positive for overall economy

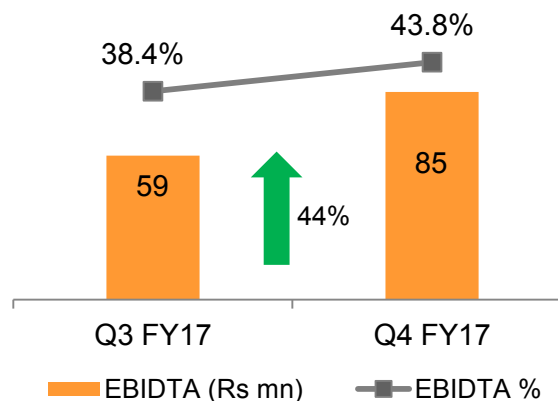
Q4 and full year FY17 – KEY HIGHLIGHTS

Revenues Mix (Rs. Mn)

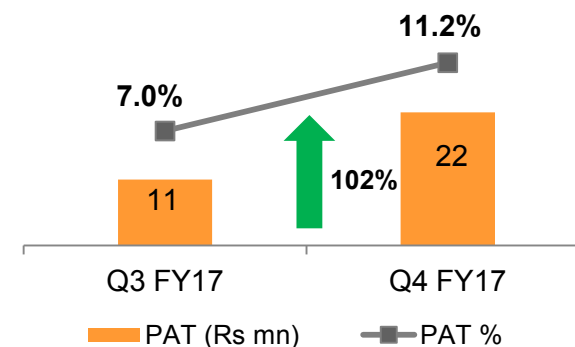


QUARTERLY RESULTS

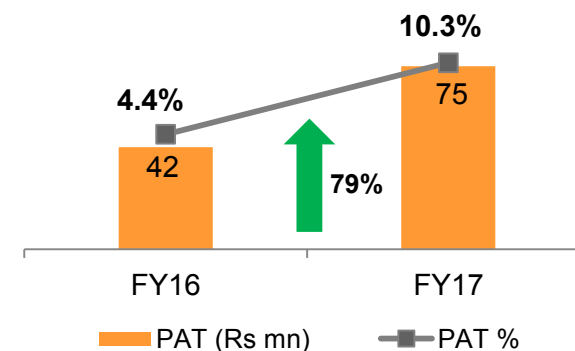
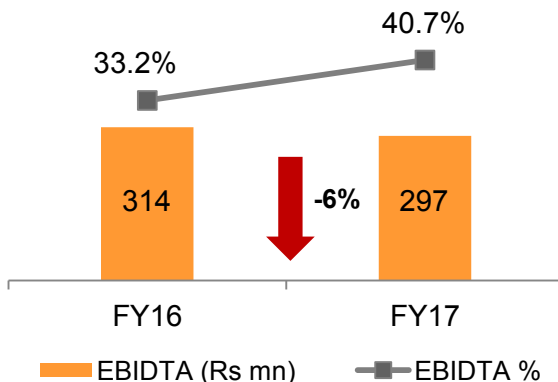
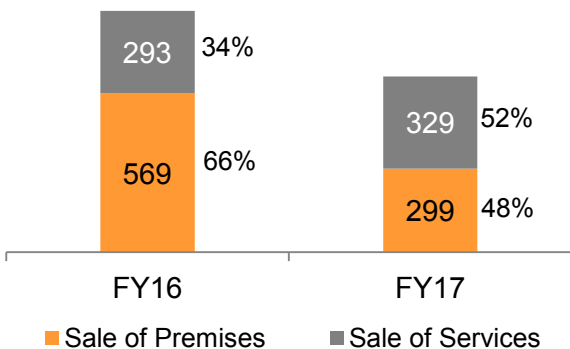
EBIDTA & EBIDTA Margin (%)



PAT & PAT Margin (%)



FULL YEAR RESULTS



QUARTERLY BUSINESS UPDATE

- **Q4FY17 revenues increased by 16% on QoQ basis to Rs 165 mn primarily due to -**
 - Sale of premises up 50%, recovering from the demonetization in Q3, buyers are returning to the market
 - The current environment has normalized and construction is in full swing for Nagpur residential and Aurangabad PTC.
 - Revenue from sale of services remains strong with over **40% brands crossed threshold limits at Aurangabad**
- **EBIDTA increased by 44% on a QoQ basis**, supported by higher revenue and other income
- **Initiation of the Asset Monetization phase –**
 - Nagpur project has healthy profitability which is expected to be recognized over the next few quarters
 - Coimbatore residential project is expected to start in Q2 FY18
 - Aurangabad PTC construction progressing well, expected to deliver the project by year end
 - Focus on Asset Monetization for Indore SPV through sale of Plots
- **Retail Update**
 - Aurangabad mall – Strong traction witnessed with entry of Big Bazaar, Max, Sketchers, Kompanero, W and Aurelia signed up for more than 50,000 sq ft
 - Coimbatore Mall – tenant fit-outs in final stage, will be operational from mid-June with 84% occupancy rate

OUR CURRENT FOCUS AREAS

OPERATIONAL ASSET PERFORMANCE OPTIMIZATION

- Aurangabad Mall lease currently stands at 86%
- Further improve occupancy level & Brand Mix
- Big Bazaar, Max, Sketchers, Kompanero, W and Aurelia signed up for stores

SUCCESSFUL COMPLETION & LEASING OF COIMBATORE RETAIL CENTRE

- Coimbatore Retail : tenant fit outs in final stage,
- Mall to be operational from mid-June
- Working towards further improvement in occupancy level (already 84% leased signed with further 10% under finalisation)



EXECUTION & MONETIZATION OF NAGPUR RESIDENTIAL PROJECT

- Launched 392 units and have already sold ~75% of the Project
- Construction in Full swing, Finishing work in progress Phase wise delivery to start from Q3 FY2017-18.

MONETIZATION OF COIMBATORE RESIDENTIAL PROJECT & INDORE LAND

- Coimbatore residential initial Infrastructure has been completed. 83 units booked under Prelaunch.
- Indore, the strategy is to launch sale of Plots and focus on faster monetization.

DISCUSSION SUMMARY

- Quarterly Business Update
- Financial Results
- Project Update
 - Aurangabad
 - Nagpur
 - Coimbatore
 - Indore
- Annexure



Retail– Aurangabad Mall update - Build & Lease Model

- Significant improvement in trading density highlights strong traction in mall, **trading density up 16.3% YoY** with 7% improvement in footfall and 11% improvement in retail sales
- Revenue from sale of services remains strong with over 40% brands crossed threshold limits at Aurangabad
- Q4 FY 2016-17 total Income decreased by 5.6% QoQ due to one-time gain from exiting store billing for lock-in period in Q3; currently total income has already normalized with new stores
 - Leasing currently stands at 86% including the stores under tenant fit-outs
 - **Installing solar panel** over mall under green initiatives reducing our carbon footprints and reducing operational expenses
- Refinanced LRD at a lower rates; annual savings of ~30 lakhs
- **New Stores** - 2 new stores opened in Q4 FY17. – W and Aurelia
- **Upcoming stores:** Good Traction seen in leasing activity as another three Brands are under fit-outs stage with over 12,172 sq. ft. Also, another 41,085 sq ft of leasable area already signed up including anchor brand Big Bazaar



QUARTERLY BUSINESS UPDATE

- **Retail – Nagpur:** Retail design finalized and approvals have been applied for
- **Retail– Coimbatore Mall**
 - Tenant fit outs at mall in final stage, to be **operational from mid-June, expected occupancy level at 86%**
 - Strong traction seen in leasing, well known 50 brands signed or under advance stage of finalisation
 - 9 screens multiplex from Inox highlighting strengthening relationship with strong brands
 - Key brands occupying space at the mall:
- **Anchor brand partners– Coimbatore Mall**



BRAND PARTNERS

COIMBATORE MALL



QUARTERLY BUSINESS UPDATE

Update - Build & Sell Model

- **Residential – Nagpur**
 - Phase 1 of 392 units is under development, of which ~75% is sold, revenue recognition continuing in a phased manner
 - Applying for RERA registration; reforms expected to bring long term benefits for the sector
 - Focus on completion of projects, project is expected to be completed by Q3 FY 2017 - 18
- **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 Q4 FY2017-18
- **Retail – Saral Bazar - Aurangabad**
 - A community street market with small shop spaces of 80-150 sq. ft. with over 30,000 sq. ft. and 68% is sold out
 - Phase 1 shops are ready and possession is in progress, **85 stores have become operational**
 - Over 20% of stores strategically kept under leasing; will be monetized opportunistically

- **Residential – Coimbatore**
 - **Soft launch initiated for the Coimbatore Residential Project, 83 units booked under soft launch at an average base price of 3,480 psf**
 - Marketing office and show flat has been completed and remain operational, construction work for club house has been almost completed
 - 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 Q2 FY 2017-18**

- **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.	Q4 FY17	Q3 FY17	QoQ %	FY17	FY16	YoY %
Revenue from Real Estate Projects	79.6	53.9	47.8%	299.2	568.8	-47.4%
Lease Rental & Related Income	84.1	87.1	-3.4%	328.7	293.3	12.1%
Total Income from operations	163.7	141.0	16.2%	627.9	862.1	-27.2%
EBITDA w/o Other Income	54.6	46.4	17.7%	195.3	230.2	-15.2%
Other Income	30.5	12.7	140%	101.2	84.2	20.2%
EBITDA	85.1	59.1	44.0%	296.5	314.4	-5.7%
EBITDA Margin	51.9%	41.9%	1,000 bps	47.2%	36.5%	1,070bps
Depreciation	29.1	29.7	-2.0%	117.1	131.8	-11.2%
Interest	27.6	18.7	48.1%	85.7	102.0	-15.9%
Profit before tax	28.3	10.7	165%	93.7	80.6	16.2%
PAT after minority interest	16.7	4.6	263%	59.8	73.8	-19.0%

Result Update -

- Quarterly PAT has grown by 263% with a robust growth in revenue and other income
- Revenues increased significantly during the quarter by 16.2% to Rs 163.7 mn on a QoQ basis primarily due to -
 - Recovery in Revenue from Real Estate Projects post demonetization led slowdown in Q3; Revenue from Real Estate Projects up by 47.8% on QoQ basis
 - Lease rental & Related income remains strong with over 40% brands crossed threshold limits at Aurangabad
- EBITDA improved significantly due to higher other income; EBITDA up 40% to Rs. 85mn
- Increase in interest expense is temporary in nature as loan taken to complete the PTC project faster; will come down by the end of the year

Note-

- Sale of Services represent rent income and CAM Income received from Aurangabad 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

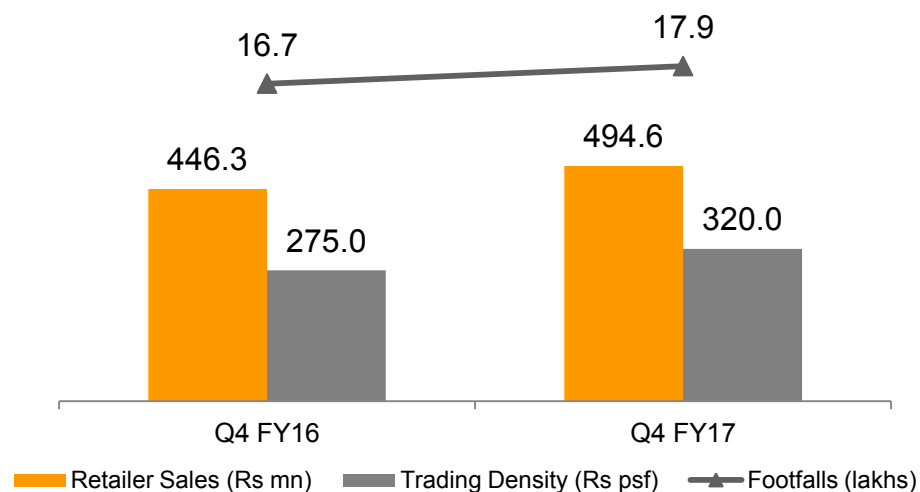


Mall Matrix

Key Operating Parameters	Q4 FY2016-17
Gross Leased Area (lakh sq.ft.)	5.14
Current Leasing Status	86%
Current Occupancy Status	76%
Number of Stores Signed	111
Retailer Sales (Rs. Mn.)	494.6
Average Monthly Trading Density (Rs/sqft)	320.0
Footfalls (Mn.)	1.8

Mall Update -

- Three new stores signed up during the quarter : Big Bazaar, W and Aurelia
- Few more brands under discussion, focus to increasing the occupancy level to 90%
- Good Traction seen in leasing activity as another three Brands are under fit-outs stage with over 12,172 sq. ft. Also, another 41,085 sq ft of leasable area already signed up including anchor brand Big Bazaar



FINANCIAL SNAPSHOT

AURANGABAD MALL

Operational Details (Rs. Mn.)	Q4 FY17	Q3 FY17	QoQ %
Area Leased (lakh sq. ft.)	5.14	5.47	
% Occupancy	76%	79%	
Rental Income	48.0	50.7	-5.3%
Recoveries (CAM & Other)	36.0	39.4	-8.6%
Total Income	84.0	89.0	-5.6%
EBIDTA	49.2	53.4	-7.9%
EBIDTA Margin % (as % of Rental Income)	102.5%	105%	
EBIDTA Margin % (as % of Total Income)	58.6%	59.8%	

- **W and Aurelia** are the latest stores entered to the mall, Big Bazaar, Max, Sketchers, Kompanero also signed up and will be opening soon
- Continue to witness strong demand from various brands, currently under discussion with few more brands for occupancy
- Strong EBIDTA margin at 58.6%; EBITDA generated during the quarter was Rs. 49.2 mn
- **Refinanced loan with a HFC at a lower rates; annual savings of ~30 lakhs**
- **Installing solar panel** over mall under green initiatives reducing our carbon footprints

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

NEW STORES OPENED IN Q4 FY2016-17

AURANGABAD MALL

W & AURELIA



BRAND PARTNERS AURANGABAD MALL



EVENTS

AURANGABAD MALL



REPUBLIC DAY - CLEANLINESS DRIVE EVENT



AURANGABAD – FILM FESTIVAL



WOMEN'S DAY EVENT



SARAL BAZAAR SHOPPING FESTIVAL

COMMERCIAL UPDATE

AURANGABAD PTC PHASE 1

Prozone Trade Center (PTC) Phase 1

Q4 FY 2016-17

Total Area Launched (sqft)	190,528
Total Units Launched (No)	117
Total Area Sold (sqft)	183,079
% Total Area Booked	96%
Avg. Sale Rate per sqft (Rs)	3,258
Total Sale Value (Rs. Mn.)	596.4
Amount Collected (Rs. Mn.)	213.9
Total Construction Cost (Rs. Mn.)	259.9
Estimated Project Completion Date	Q4 FY18



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. 383 Mn. to be generated by Q4 FY18**
- Raised funds to complete the project faster, expected to repay by the end of financial year

COMMERCIAL UPDATE

AURANGABAD PTC PHASE 1



RETAIL UPDATE

AURANGABAD – SARAL BAZAR

Saral Bazar Phase 1+2	Q4 FY 2016-17
Total Carpet Area Launched (sqft)	31,749
Total Units Launched (No)	325
Total Carpet Area Booked (sqft)	21,880
% Total Area Sold	69%
Avg. Sale Rate per sqft (Rs)	14,423
Total Sale Value (Rs. Mn.)	315.6
Amount Collected (Rs. Mn.)	132.1
Total Construction Cost (Rs. Mn.)	66.1



- **Saral Bazaar** - A community street market concept with small shop spaces of 80-150 sqft.
- Total expected income from Saral Bazaar Phase 1 is ~Rs 450 Mn., out of which 69% area is already sold
- Phase 1 shops are ready and possession is in progress. Already 85 stores have started operations
- Over 20% of stores strategically kept under leasing; will be monetized opportunistically

RETAIL UPDATE

AURANGABAD – SARAL BAZAR

New Operational 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 over 11 acres of land
 - Prozone Palms phase 1 offers 18-storey towers with a total of 1088 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, 83 units booked under soft launch at an average base price of 3,480 psf**
 - Marketing office and show flat has been completed and made operational, construction work for club house has been almost completed
 - 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 Q2 FY 2017-18**
- Retail Update –
 - Tenant fit outs in final stage, to be operational from mid-June
 - Strong traction seen in leasing, well known 50 brands signed or under advance stage of finalisation
 - 9 screens multiplex from Inox; highlighting strengthening relationship with strong brands

PROJECT UPDATE

COIMBATORE - RETAIL



Retail Development Work Completed – Tenant Fit out in progress



MARKETING UPDATE

COIMBATORE - RESIDENTIAL

Property Portals – 99 Acres, Magic Bricks

The screenshot shows the project page for Prozone Palms on the 99 Acres portal. The header includes navigation links like Overview, Plans, Location Map, Amenities, Specifications, Gallery, and Properties. The main banner features the project name 'Prozone Palms' and a large image of the residential complex. Below the banner, there are four key features highlighted: 1, 2 & 3 BHK Residential Flats, Location (Bhuvanagiri, Coimbatore), Starting Price (Rs. 25.25 lakhs onwards), and Possession (Under Construction). A 'Yes I am interested' form is present on the right, with fields for Name, ID (OTP), Mobile No., Email ID, and a message box. Below the form, there are checkboxes for 'I am interested in this project' and 'I want to know more about this project'. At the bottom, there is a 'Send Email & SMS' button. The footer includes a disclaimer: 'Content provided by Prozone Intu. Web Logo (Below) is a disclaimer of ownership against infringement.'

The screenshot shows the project page for Prozone Palms on the Prozone Intu portal. The header includes navigation links like Properties Available, Best Offers, Gallery, and New View. The main banner features a large image of a person sitting on a balcony with a view of the project. Below the banner, there is a 'DTCP approved' badge. At the bottom, there are several key features highlighted: 1, 2 & 3 BHK Residential Flats, Location (Bhuvanagiri, Coimbatore), Starting Price (Rs. 25.25 lakhs onwards), and Possession (Under Construction). A 'Yes I am interested' form is present on the right, with fields for Name, ID (OTP), Mobile No., Email ID, and a message box. Below the form, there are checkboxes for 'I am interested in this project' and 'I want to know more about this project'. At the bottom, there is a 'Send Email & SMS' button. The footer includes a disclaimer: 'Content provided by Prozone Intu. Web Logo (Below) is a disclaimer of ownership against infringement.'

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 Bhuvanagiri Road, with the City Center on one side and the rising IT Hub of Bhuvanagiri on the other. 312 & 15 Houses Drive from the Coimbatore Airport.

[Read More](#)

Project Area	Total No. of Flats	Total No. of Floors	Total Units Available	Completion 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 2 phases and Phase 1 of the same is spread over 11 acres of land with 20,01,608 sq. ft. of saleable area.
 - Prozone Palms offers 14-storey towers with a total of 1,176 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 –**
 - **Phase 1 of 392 units is under development, of which ~75% is sold.**
 - **Focus on completion of projects, project is expected to be completed by Q3 FY 2017 – 18**
- **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 Q3 FY2017-18 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 Construction



Tower Construction



Tower Construction



Tower Construction



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

Company 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 32.4%, 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 9.9 bn pounds. They own 19 properties across UK and Spain, 9 of which are among the top 20 shopping centers in the UK, representing ~ 38% UK market share.
- Intu Properties plc has more than 21 mn 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 0.2x, with net debt of 175cr
- At current valuation, the Land bank valuation for the company is expected to be Rs. 20,000 mn

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

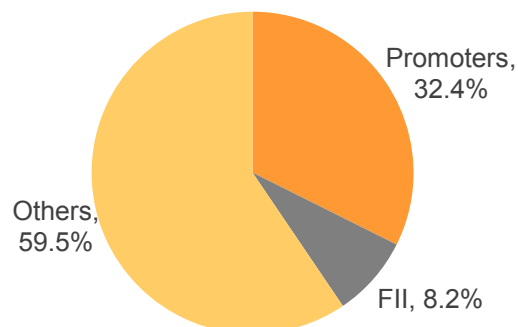
(Independent Director)

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 – Mar 2017



Source: BSE

Share price performance



Key Investors

% Holding

ACACIA Partners	1.47%
Rakesh Jhunjhunwala	2.46%
Ramesh Damani & Family	1.36%
Radhakishan Damani	1.18%
Aditya Chandak & Family	1.09%
Elara India Opportunities Fund	0.17%
Life Insurance Corporation (LIC)	0.11%
Sushil Finance	0.10%

Market Data

As on 18.05.17 (BSE)

Market capitalization (Rs Mn)	6,669
Price (Rs.)	43.7
No. of shares outstanding (Mn)	152.6
Face Value (Rs.)	2.0
52 week High-Low (Rs.)	51.9 – 23.5

IMPORTANT NOTE

DISCLAIMER



Generic Disclaimer

The following is a general overview of Prozone INTU Limited (the "Company") and is qualified in its entirety by reference to the applicable offering memorandum, memorandum and articles of association or other constitutional documents and subscription agreement (together the "Investment Documents") relating to the purchase of interests in the Company, all of which will be available upon request from the Company's administrator and should be reviewed carefully prior to making an investment decision. This overview is being furnished on a confidential basis for discussion purposes only to a limited number of persons who may be interested in this type of investment. Neither the information nor any opinion expressed herein constitutes a solicitation or recommendation by anyone of the purchase or sale of any securities or other financial instruments. Any reproduction or distribution of this overview, in whole or in part, or the disclosure of its contents, without prior written consent is prohibited.

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THANK YOU



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