

Prozone Realty Limited

(Formerly known as 'Prozone Intu Properties Limited' till 24th May 2023)

Dated: 28th May 2025

National Stock Exchange of India Limited

Exchange Plaza

Bandra Kurla Complex, Bandra (E)

Mumbai 400 051

Scrip: PROZONER

BSE Limited

Listing Department

P.J. Towers, Dalal Street, Fort

Mumbai 400 001

Scrip: 534675

Subject: Investor presentation-Q4 FY 2024-25.

Dear Sir/Madam,

Pursuant to Reg. 30(6) read with Para-A of Part-A of Schedule III of SEBI (LODR), Regulations 2015, we enclose herewith a copy of Investor Presentation to be shared with Analyst/Institutional Investors.

Further, in compliance with Reg. 46(2)(o) of SEBI (LODR) Regulations 2015, the aforesaid information shall also be hosted on the website of the company at www.prozonerealty.com.

Please take the same on your record.

Thanking you,

Yours truly,

For Prozone Realty Limited


Ajayendra Pratap Jain

CS and Chief Compliance Officer



PROZONE REALTY LIMITED

Regd. Office : Unit-A, 2nd Floor, South Tower, Hotel Sahara Star, Opposite Domestic Airport, Vile Parle (East), Mumbai 400 099

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Email: investorservice@prozonerealty.com | Website: www.prozonerealty.com

Upward
And Forward

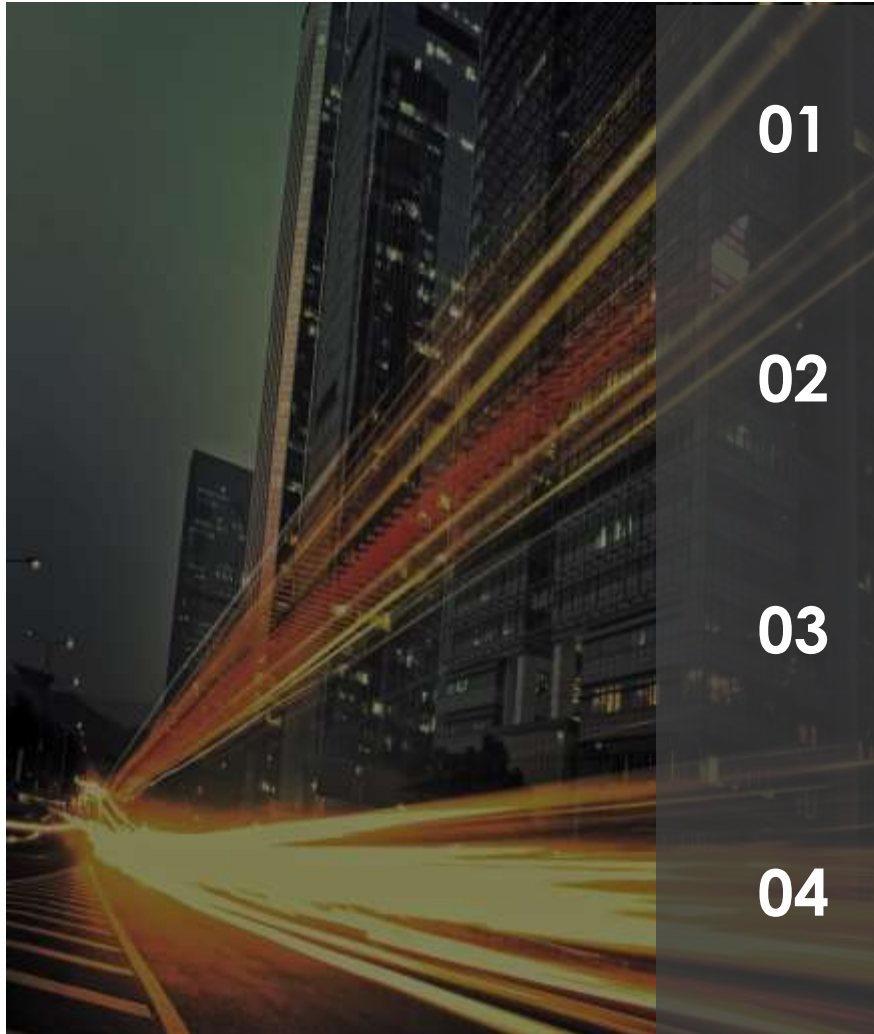


PROZONE REALTY LIMITED

**Q4 FY25 RESULTS
UPDATE PRESENTATION**

May 2025





01

Quarterly Business Update

02

Asset Snapshot

03

Financial Result

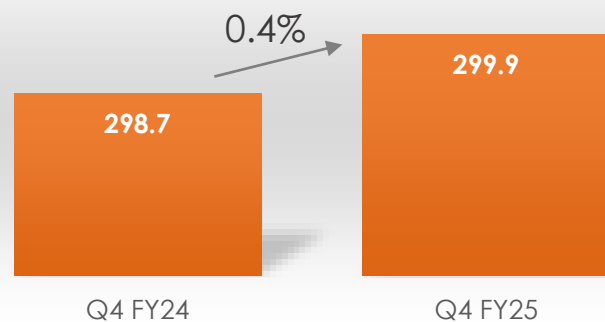
04

Annexure

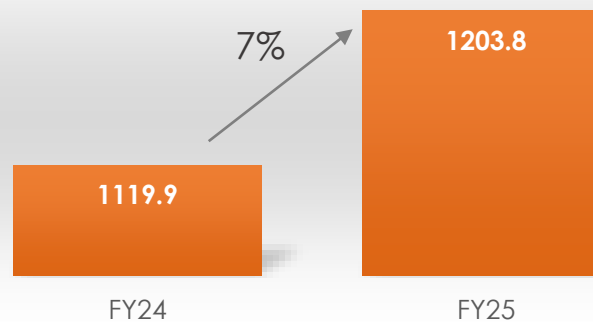
BUSINESS UPDATE Q4 & 12M FY25: Retail

INR Mn

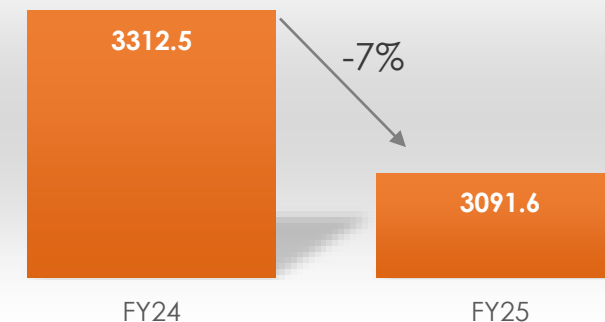
Leasing Revenue Q4 INR Mn



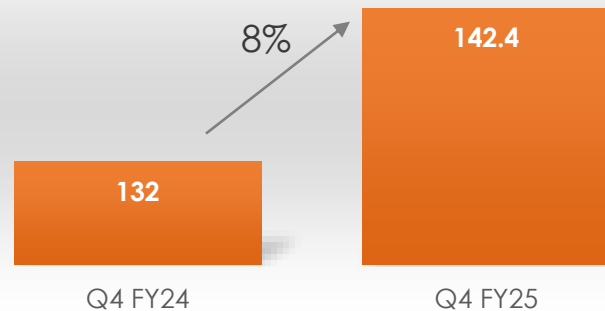
Leasing Revenue Full year INR Mn



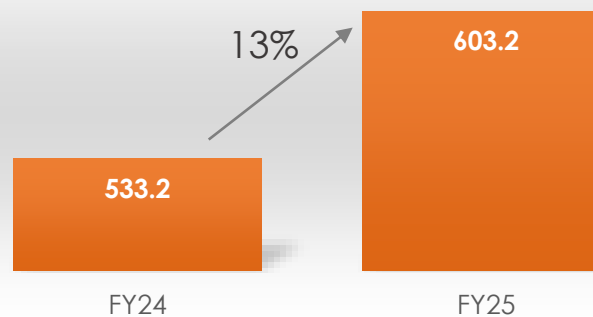
Mall Debt INR Mn



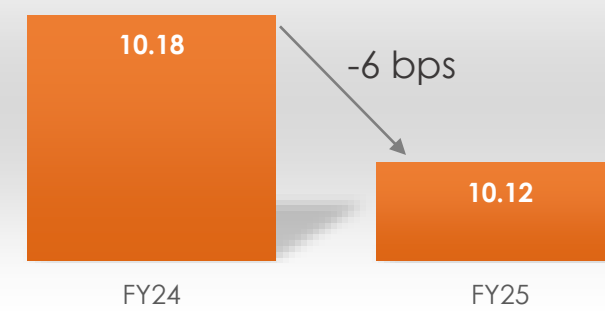
Leasing EBIT Q4 INR Mn



Leasing EBIT Full year INR Mn



W.A. Cost of Mall Debt (% PA)





Ch Sambhaji Nagar Mall



Coimbatore Mall



Highest ever annual Retailer sales of Rs 7.66 bn achieved in FY25

YoY increase of 6% in TD to Rs 918 PSFPM (on Carpet) achieved in FY25 over FY24

Footfall of over 20.8mn recorded in FY25

Over 63,900 sq ft opened/under fitout in Q4 FY25.

Prozone Mall, Ch Sambhaji Nagar

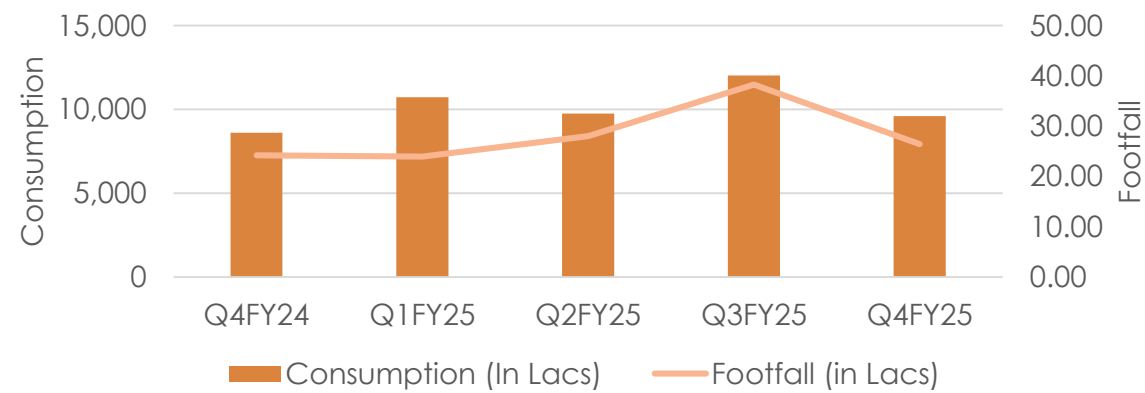
- Footfall in Ch Sambhaji Nagar mall was up by 9% as compared to Q4 of FY24.
- Four new stores spread over 9500 sq ft GLA commenced operations, including Gargi by PNG, Snitch, Asics & The Sleep company.
- GLA of 17,371 sq ft is signed / under fit out with Yousta, Highlander & Tokyo talkies, Formar and Kraus.

Prozone Mall Coimbatore

- Footfall in Coimbatore mall was up 12% as compared to Q4 of FY24.
- Intune store spread over 8455 sq ft GLA commenced operations.
- GLA of 28,514 sq ft is signed/ under fit out with Yousta, Mr DIY, The Sleep company, Asics, Monte carlo and Lenskart



Consumption & Footfall Trend



Key Operating Parameters Q4 FY25

Total Operational Area (lakh sq.ft.)	4.89
Total Leased Area (lakh sq.ft.)	5.07
Current Leasing Status	73%
Number of Stores Leased	114
New Stores Opened in quarter	4
Number of Stores Under fit out	4

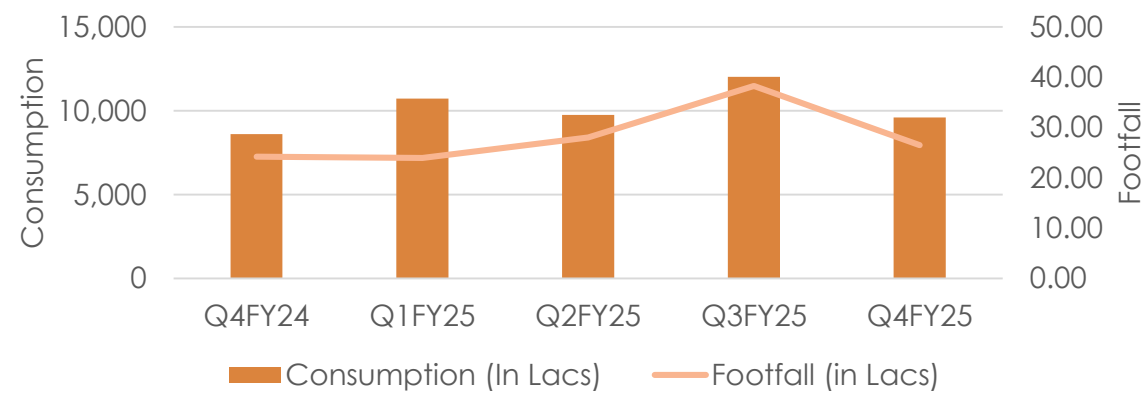
Occupancy



RETAIL – Ch Sambhaji Nagar MALL UPDATE
(excluding Lower Ground Floor)

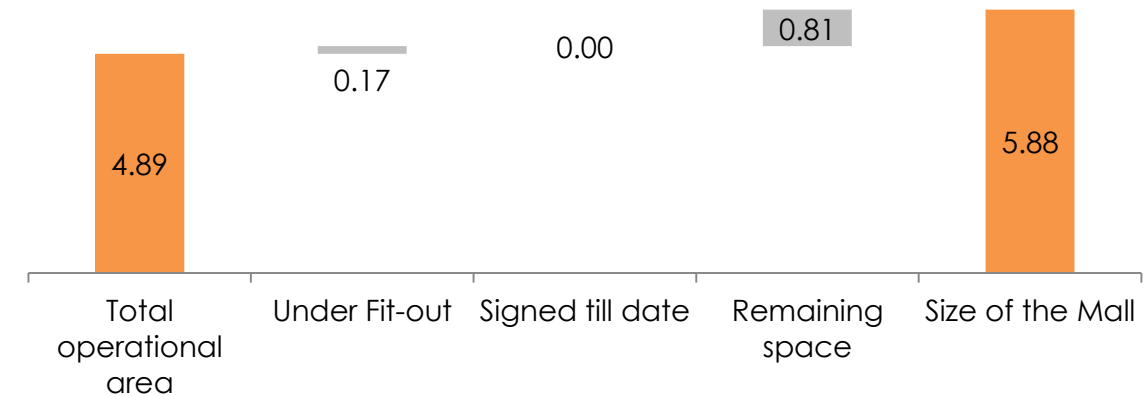


Consumption & Footfall Trend



Key Operating Parameters	Q4 FY25
Total Operational Area (lakh sq.ft.)	4.89
Total Leased Area (lakh sq.ft.)	5.07
Current Leasing Status	86%
Number of Stores Leased	114
New Stores Opened in quarter	4
Number of Stores Under fit out	4

Occupancy



Note: Above excludes details of Lower Ground Floor area as the same is largely a warehousing/non retail space.

NEW STORES AT Ch Sambhaji Nagar MALL

Gargi by PNG



The Sleep Company



Snitch



Asics



SOME OF THE BRAND PARTNERS AT Ch Sambhaji Nagar MALL



EVENTS AT Ch Sambhaji Nagar MALL

EOSS



Valentines Day



Ajanta Ellora Film Festival



Winter Carnival



Republic Day

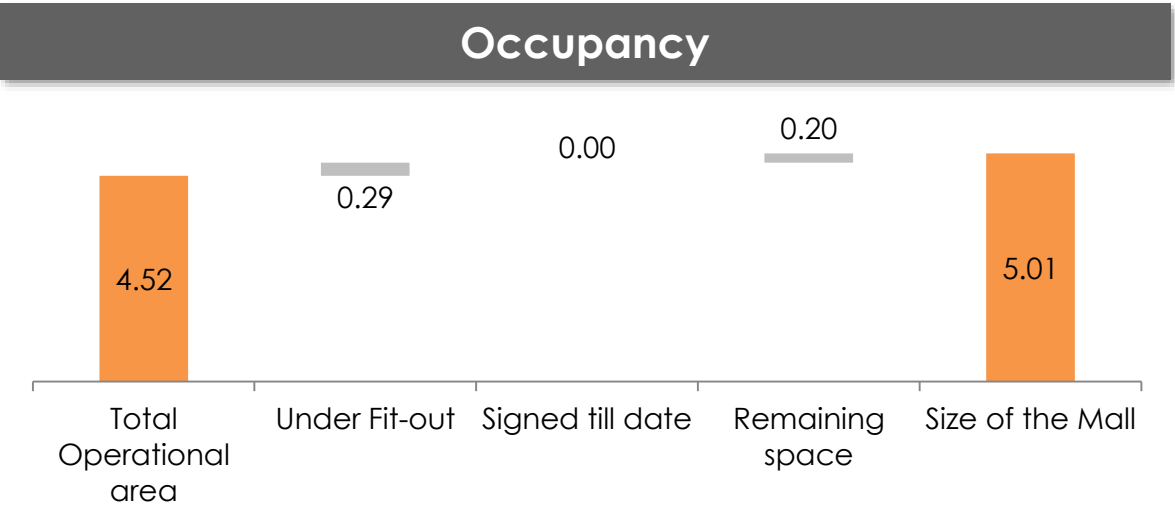
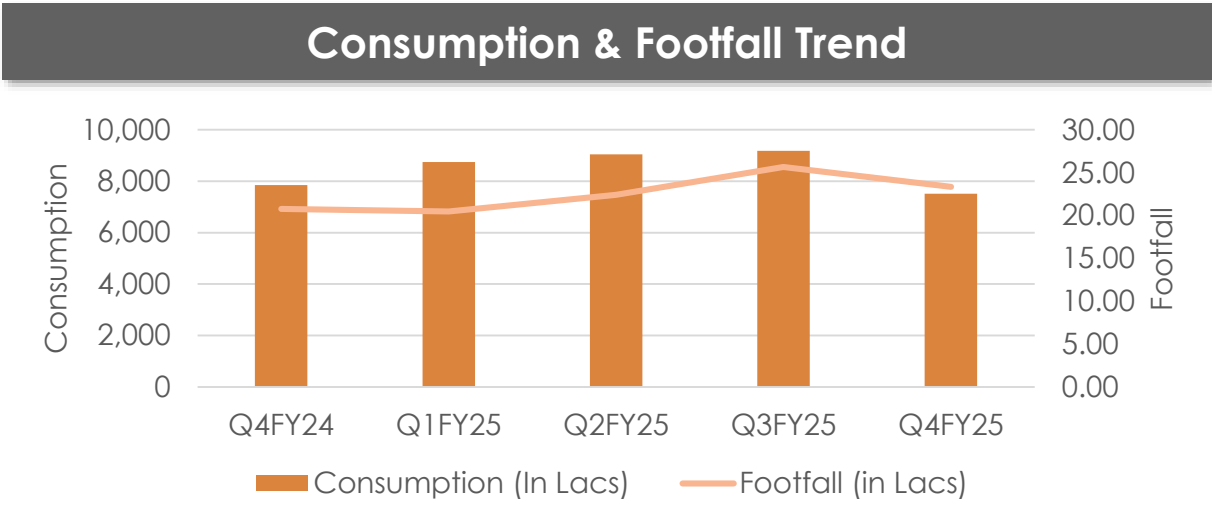


Sakal Property Expo





Key Operating Parameters	Q4 FY25
Total Operational Area (lakh sq.ft.)	4.52
Total Leased Area (lakh sq.ft.)	4.81
Current Leasing Status	96%
Number of Stores Leased	103
New Stores Opened in quarter	1
Number of Stores Under fit out	6



MI Home



BRAND PARTNERS AT COIMBATORE MALL



Pongal celebrations



Radio City Super Singer



Coimbatore Biggest Fashion Art Fest



2K Love Story Promotion Event



Sankara College Cultural Fest



Kingston Movie Greet & Meet



Coimbatore Residential



Nagpur Residential



BUSINESS UPDATE FY25: Prozone Palms, Coimbatore



Over 1 lakh sq ft sold in FY25 in Prozone Palms, Coimbatore

Average sale rate increased to Rs ~4900 PSF up 6% from Mar24.

Inventory worth Rs 518 mn sold and collection of Rs 214 mn achieved.

Handover started for Tower 2, and Tower 1 nearing completion

Launched sales of Tower 3 in Q4 FY25.

Coimbatore Residential (CGI)



RESIDENTIAL UPDATE

 Total Units – Phase 1	 Units Sold	 Sale Value	 Collection
540 Units	291 units	Rs 1507.8 mn	Rs 883.1 mn

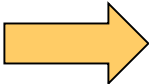
Project Status as on Dec24

Manhattan



Project Status as on May25

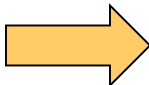
Manhattan



Florenza



Florenza



- **0.5m** sqft of retail space under advanced stage of approvals
- **0.39m** additional development potential
- **4.5m** catchment population
- **15.7 acres** of residential under development
- **4** towers of 14 floors comprising 336 apartments completed and Part OC has been obtained for 242 units upto 11 floors.
- Till date 199 units have been handed over, balance units handover in process.



RESIDENTIAL UPDATE

Units Launched	Units Sold	Sale Value	Collection
336 Units	264 units	Rs. 1,750 mn	Rs. 1,630 mn

Actual



Actual



Actual



Actual



- **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 1A,1B & 1C** is for plotted development of about 200 units for better monetization.
- **Completion cert. received for Phase 1A of 74 plots.**
- **Approvals obtained & sales started for Phase1B having 75 plots.**
- **Phase 2&3** will be high rise development of about **800** apartments
- **Amenities:**
Club house, swimming pool
tennis court, amphi theatre, cricket court, meditation centre, gymnasium







01 Operations income stood at Rs 528.3 mn for Q4 & Rs 1787.3 mn for FY25

- FY25 Income from Mall stands at Rs 1203.8 mn which is up 7% over FY24.
- FY25 Income from Real estate stands at Rs 583.4 mn which is from recognition of revenue of sold units in Nagpur, Indore Residential project and PTC units at Ch Sambhaji Nagar.



02 EBITDA stood at Rs 127.7 mn for Q4 & Rs 576.2 mn for FY25

- Q4FY25 EBITDA stood is up 73% over Q4 FY24.
- Q4FY25 EBITDA margin stood at 24.2% vs 14.3% in Q4FY24. Margin improvement is on account of greater share of other income in current quarter.



03 Interest expenses stood at Rs 376.8 mn for FY25, down 11% over FY24

- Q4FY25 Interest expenses stood at 90.6mn (down 6% over Q3FY25), same is result of continuous management effort to rationalize cost of debt.



04 Strong Operating Parameters

- Leasing of 96% at Coimbatore Mall & 86%* at Ch Sambhaji Nagar Mall.
- Retailer traction continue for Prozone malls. Around 45,800 sq ft signed or under fit out in Ch Sambhaji Nagar & Coimbatore mall.

FINANCIAL RESULTS: CONSOLIDATED INCOME STATEMENT



Rs. Mn.	Q4 FY25	Q3 FY25	Q4 FY24	FY25	FY24
Revenue from Real Estate Projects	228.4	144.2	217.1	583.4	725.3
Lease Rental & Related Income	299.9	304.3	298.7	1,203.8	1,119.9
Total Income from operations	528.3	448.5	515.8	1,787.3	1,845.1
Other Income	67.0	24.5	12.9	124.9	176.5
Total Income including other income	595.3	473.0	528.7	1,912.2	2,021.6
EBITDA w/o Other Income	60.7	174.2	61.1	451.3	547.6
EBITDA	127.7	198.7	74.0	576.2	724.1
EBITDA w/o Other income Margin	11.5%	38.8%	11.8%	25.2%	29.7%
EBITDA Margin	24.2%	44.3%	14.3%	32.2%	39.2%
Depreciation	58.6	61.0	59.3	229.9	238.0
Interest	90.6	96.4	81.8	376.8	422.6
Profit before tax	-18.6	43.1	-66.0	-22.5	68.0
Profit after tax	-529.5*	38.8	-132.6	-543.6*	28.5
PAT after minority interest	-328.1	8.0	-52.7	-379.2	45.3

^ Revenue from Real Estate Projects include revenue recognized from Nagpur Residential, Indore plotted development and PTC commercial units at Ch. Sambhaji Nagar.

* The enacted Finance Act, 2024 has revised the tax rate on Long-Term Capital Gain (LTCG) to 12.5% without indexation benefit in relation to transfer of a long-term capital asset. The Group has remeasured its deferred taxes and the impact of the same has been accounted for in the Statement of Profit & Loss during the current period.

Note-

- Lease Rental & Related income and CAM Income are received from Ch Sambhaji Nagar Mall and Coimbatore Mall.; Revenue from Real Estate Projects represent Revenues recognized from the Build & Sell model.
- Other Income represents Interest & Dividend Income on Investments etc

Generic Disclaimer

The following is a general overview of Prozone Realty 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



Email: info@prozonerealty.com

Website: <https://prozointu.com/>



BUSINESS OVERVIEW

- Prozone Realty Ltd (Prozone) is set up to create, develop and manage world-class regional shopping centres and associated mixed-use developments Pan-India.
- Prozone 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 22.72%, FDI holds 28.83% and balance is held by public¹
- At Company level, Prozone has secured investment from Intu Properties , one of UK's Largest Retail Real Estate Company.
- At SPV level company has secured investment from Old Mutual, South Africa and Lewis Trust Group (LTG), UK.

FULLY PAID UP LAND BANK & ROBUST BALANCE SHEET

- The Company has 15.54 mn sq. ft. of fully paid-up land bank in prime locations with 2.10 mn developed till date and more than 13.44 mn sq. ft. balance to be monetized which is being developed in different phases .
- Robust Balance sheet with Low Leverage.

1: As on 31st Mar 2025

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 that 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. E.g., In Nagpur, Company has received an overwhelming response as compared to the other established players in the region.

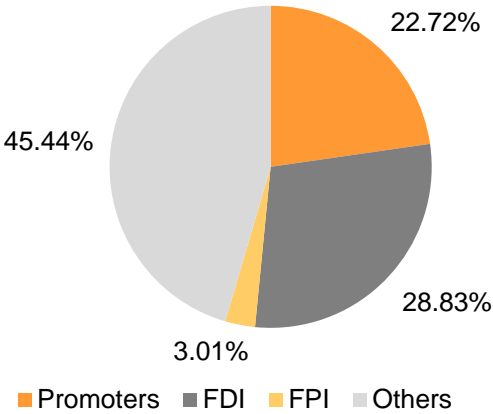
Mall Development - Strategy

- 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



- 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

Shareholding in % – Mar 25



Key Investors	Holding (%)
ACACIA Group	3.01%
Radhakishan Damani & Family	0.92%
Sandeep Raheja & Family	1.40%

Source: BSE