Upward

And Forward

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**Q2 FY18 RESULTS**
**UPDATE PRESENTATION**
**December – 2017**

**PROZONE INTU PROPERTIES LIMITED**

# Prozone Intu on a strong footing

- **Grand opening for Coimbatore mall with glitz and glamour**, one of the largest mall in Coimbatore of international standards with globally renowned brands
- Aurangabad and Coimbatore mall leased out space currently at 82% and 85% respectively, annuity income to increase significantly in FY2018
- Good traction seen in leasing activity in Aurangabad, anchor brands like Big Bazaar[1] and Max under fit-out, working towards further improvement in occupancy level
- Coimbatore mall is received well by strong national and international brands, **thirteen anchor brands occupying significant mall space**
- 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

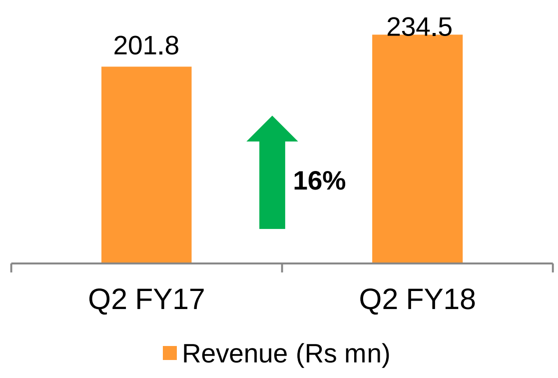
1. *Big Bazaar is operational as at Dec 2017.*

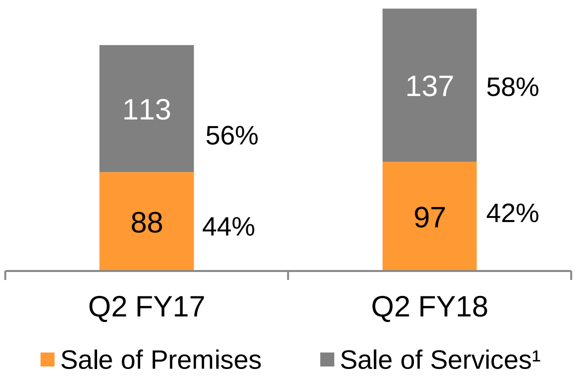
# Regulatory tailwind underpinning sector re-rating

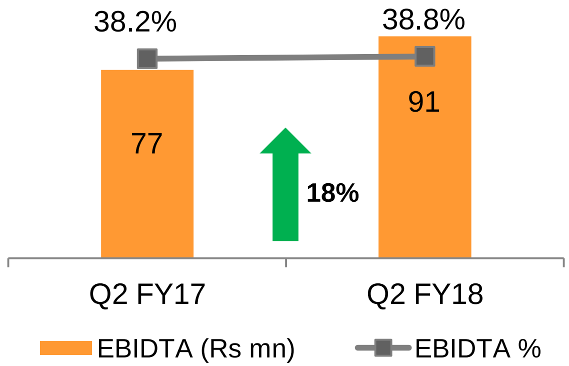
- ✓ Real Estate (Regulation and Development) Act, 2016 (RERA) became effective from 1st May 2016
  - ✓ State notification for RERA fully completed, higher than 25 states and union territories in August
  - ✓ Extremely positive in the long run as **reputed developers would reap the benefits** and return 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 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 became effective from 1 July 2017, expected to be long term positive for overall economy

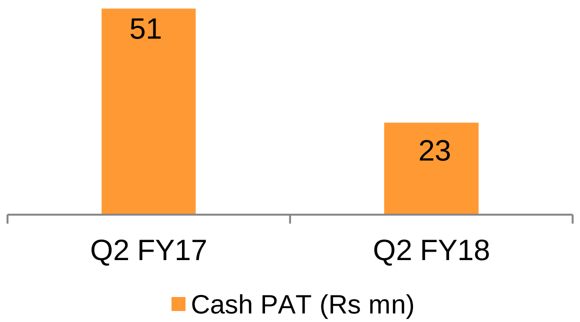
# Q2 FY18 – KEY HIGHLIGHTS

Fig in INR mn




1. *Sale of services include CAM revenue and other income of Rs 33.3 mn in Q2 FY17 and Rs. 27.5 mn in Q2 FY18*

# QUARTERLY BUSINESS UPDATE

- **Q2FY18 revenues were higher with increase in sale of services along with slight increase sale of premises-**
  - Coimbatore mall became operational from 21st July 2017 leading significant increase in rental revenue
  - Revenue from sale of services remains strong with over **40 brands crossed threshold limits at Aurangabad**

- EBIDTA **increased by 18% on a YoY basis**, supported by significantly higher revenues partially offset by increase in cost

- With **Coimbatore mall** operational, corresponding depreciation & interest on loan got reflected for the first time in financial statement

- **Mall will be stabilized in next 2-3 quarters**, financial results are not reflective of full earning capacity of mall as
  - Retailers has rent free period
  - Expenses are at maximum as they include peak manpower required for set up & fit out period,
  - Onetime expenses incurred on Marketing for mall launch and brokerage and commission
  - Unabsorbed common area expenses

- Coimbatore mall is expected to reflect stabilised income from **Q1 FY2019**

# QUARTERLY BUSINESS UPDATE

- **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 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

- **Retail Update**
  - Aurangabad mall – Aurangabad Mall lease currently stands at 82%: VIVO & Me n Moms opened stores in Q2
    - Further Big Bazaar[1], Max, JEEP[1], Shake N Bites signed up for stores occupying over 67,000 sq ft of GLA
  - Coimbatore Mall – Coimbatore mall is received well by strong national and international brands, **thirteen anchor brands** occupying significant mall space

- **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

1. *Big Bazaar & Jeep are operational as at Dec 2017.*

# OUR CURRENT FOCUS AREAS

## OPERATIONAL ASSET PERFORMANCE OPTIMIZATION

- Aurangabad Mall **lease currently stands at 82%**
- Further improve occupancy level & Brand Mix
- **Big Bazaar[1] , Max, JEEP[1], Shake N Bites** signed up for stores

## SUCCESSFUL COMPLETION & LEASING OF COIMBATORE RETAIL CENTRE

- Grand opening for Coimbatore mall with glitz and glamour
- **Leasing level 85%**
- Anchor brands **H&M, FBB, Unlimited, Lifestyle, Westside, Reliance Digital, SPAR, Max, Pantaloons & Reliance trends** stores operational at the mall

## 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 Q1 FY19.**

## MONETIZATION OF COIMBATORE RESIDENTIAL PROJECT & INDORE LAND

- **Coimbatore residential initial Infrastructure has been completed. 95 units sold till date.**
- **Indore, the strategy is to launch sale of Plots and focus on faster monetization.**

1. *Big Bazaar & Jeep are operational as at Dec 2017.*

# DISCUSSION SUMMARY

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






# QUARTERLY BUSINESS UPDATE

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**Retail– Aurangabad Mall update - Build & Lease Model**

- Revenue from sale of services remains robust with over 40 brands crossed threshold limits at Aurangabad
    - Leasing currently stands at 82% including the stores under tenant fit-outs
    - **Installing solar panel** over mall under green initiatives reducing our carbon footprints and reducing operational expenses
- **New Stores** opened in Q2 FY18 – VIVO and Me n Moms
- **Upcoming stores:** Good Traction seen in leasing activity as another four Brands are under fit-outs stage with over 67,836 sq. ft including anchor brands Max and Big Bazaar.

## ANCHOR

## INLINE

1. *Big Bazaar & Jeep are operational as at Dec 2017.*

# QUARTERLY BUSINESS UPDATE

- **Retail – Nagpur:** Retail design finalized and approvals have been applied, expected to start construction in FY2019
- **<u>Retail– Coimbatore Mall</u>**
    - Grand opening for Coimbatore mall with glitz and glamour, largest mall in the city of international standards with globally renowned brands and 85% 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 of Rs 8 Crore
    - Key brands occupying space at the mall:
- **<u>Anchor brand partners– Coimbatore Mall</u>**

# BRAND PARTNER

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JACK & JONES
VERO MODA
ARROW USA 1851
U.S. POLO ASSN. SINCE 1890
TISSOT
WORLD of TITAN
adidas
SKECHERS
Wrangler
Flying Machine
SCULLERS
Lee
ColorPlus
PARK AVENUE
Raymond
ONLY
just
Reebok
PUMA
mufti alternative clothing
crocs
METRO SHOES
MOCHI
Bata
HOLLYWOOD OPTICIANS
BIBA
W
LAVIE BAGS & SHOES
BASICS YOU'RE THE MAN
spykar
NEERU'S
soch
aurelia
amante
McDonald's
Café Coffee Day
WILDCRAFT
Hush Puppies
WOODLAND
GO COLORS! happy legs
THE BODY SHOP
KAMA AYURVEDA
KOMPANERO
Domino's
Levi's
ethnicity
Pepe Jeans London
sting
INDIAN TERRAIN
Hanes
new U
UNITED COLORS OF BENETTON.
Samsonite
REVLON
Crocodile
For the Prestigious People...
RAMRAJ
VIP
HIDESIGN
Sree Annapoorna Sree Gowrishankar
KFC
Allen Solly
PETER ENGLAND BE EVERYTHING YOU LOVE
V
LP LOUIS PHILIPPE
GINI & JONY
hari bhavanam Trusted Taste | Since 1971

# QUARTERLY BUSINESS UPDATE

**Update - Build & Sell Model**

- **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 Q1 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
  - Phase 1 shops are ready and possession is in progress, **95 stores are currently operational**

# QUARTERLY BUSINESS UPDATE

- **Residential – Coimbatore**
  - **Soft launch initiated for the Coimbatore Residential Project, 95 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. | Q2 FY18 | Q2 FY17 | YoY % |
|---|---|---|---|
| Revenue from Real Estate Projects | 97.5 | 88.3 | 10% |
| Lease Rental & Related Income | 109.5 | 80.2 | 37% |
| **Total Income from operations** | **207.0** | **168.5** | **23%** |
| Other Income | 27.5 | 33.3 | -17% |
| **Total Income including other income** | **234.5** | **201.8** | **16%** |
| **EBITDA w/o Other Income** | **63.5** | **43.8** | **45%** |
| **EBITDA** | **91.0** | **77.1** | **18%** |
| ***EBITDA Margin*** | **38.8%** | **38.2%** | |
| Depreciation | 71.5 | 29.2 | 145% |
| Interest | 66.7 | 21.0 | 218% |
| **Profit before tax** | **(47.2)** | **26.9** | **-275%** |
| **PAT after minority interest** | **(34.6)** | **17.2** | **-301%** |

***Result Update -***

- Lease and rentals have grown by 37% with launch of Coimbatore mall, while sales of properties have been marginally higher with sales at Nagpur
- EBITDA during the quarter was 18% higher primarily due to:

  a) Contribution from Coimbatore mall rentals and b) Partially offset by lower other income
- PBT and PAT were lower due to following...

  a) First time reflection of Depreciation of Coimbatore mall; b) First time 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, Onetime expenses incurred on Marketing for mall launch and brokerage and commission 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

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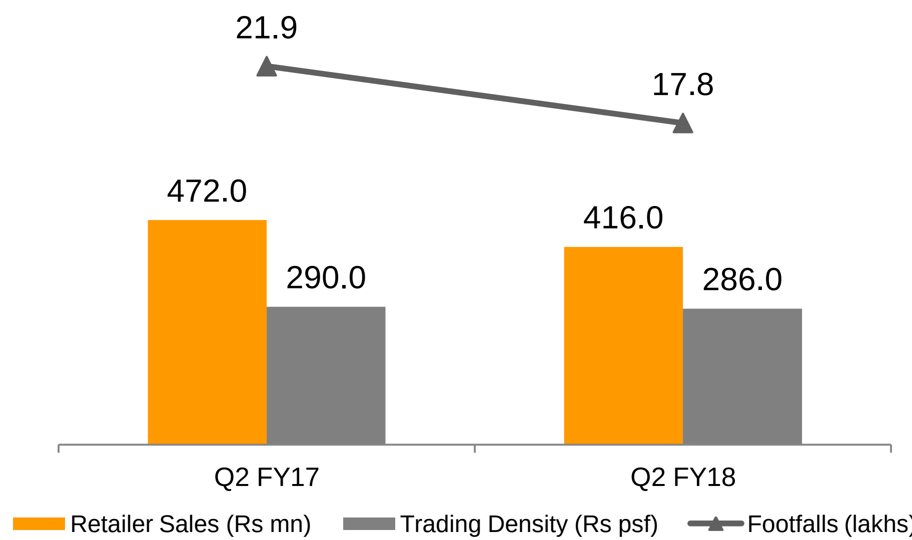
## Mall Matrix

| Key Operating Parameters | Q2 FY2017-18 |
|---|---|
| Gross Leased Area (lakh sq.ft.) | 5.57 |
| Current Leasing Status | 82% |
| Current Occupancy Status | 72% |
| Number of Stores Signed | 106 |
| Retailer Sales (Rs. Mn.) | 416 |
| Average Monthly Trading Density (Rs/sqft) | 286 |
| Footfalls (Mn.) | 1.8 |

Mall Update -

- New Stores opened in Q2 FY18 – VIVO and Me n Moms
- Drop in footfall as the Hyper market was not operating during the quarter.
- Good Traction seen in leasing activity as another three Brands are under fit-outs stage with over 67,836 sq. ft including anchor brand Big Bazaar[1] and Max




1. *Big Bazaar & Jeep are operational as at Dec 2017.*

# FINANCIAL SNAPSHOT
# AURANGABAD MALL

| Operational Details (Rs. Mn.) | Q2 FY18 | Q1 FY18 | YoY % |
|---|---|---|---|
| Area Leased (lakh sq. ft.) | 5.57 | 5.41 | |
| % Occupancy | 82% | 80% | |
| Rental Income | 43.9 | 49.0 | -10.3% |
| Recoveries (CAM & Other) | 37.4 | 38.4 | -2.5% |
| **Total Income** | **112.0** | **116.3** | **-3.6%** |
| **EBIDTA** | 63.7 | 57.7 | 10.3% |
| ***EBIDTA Margin % (as % of Total Income)*** | **56.8%** | **49.6%** | |

- **New Stores opened in Q2 FY18 – VIVO and Me n Moms**
- Good Traction seen in leasing activity as another three Brands are under fit-outs stage with over 67,836 sq. ft including anchor brand **Big Bazaar and Max**
- Continue to witness strong demand from various brands, currently under discussion with few more brands for occupancy
- Strong EBIDTA margin at 56.8%; EBITDA generated during the quarter was Rs. 63.7 mn

Note 1 – Recoveries Include CAM as well as Other Charges such as HVAC, Electricity & Water Charges
Note 2 – Total income includes income from PTC sale of premises of Rs 30.7 mn in Q2 FY18
Note 3 – Big Bazaar & Jeep are operational as at Dec 2017.

# NEW STORES OPENED IN Q2 FY18
# AURANGABAD MALL

| Me n Moms | VIVO CAMERA & MUSIC |
| --- | --- |



# BRAND PARTNERS AURANGABAD MALL

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Shoppers Stop — Start Something New
Croma — The Electronics Megastore
INOX — Live the Movie
Reliance Trends
Fashion @ Big Bazaar
Pantaloons
Westside — Keep Your Style Alive
Globus
Big Bazaar
Stellar

Apple
Being Human
Van Heusen
Payless ShoeSource
Pizza Hut
mm! maroosh
KFC
K-Lounge
Arrow USA 1851
Metro
Peter England
Sunglass Hut
Titan
Monte Carlo
Blackberrys — sharp. smooth. sure.
Mochi — The Shoe Shoppe
U.S. Polo Assn.
Orra
Woodland
Café Coffee Day
babyoye
Lenovo
Pepe Jeans London
Allen Solly
adidas
Cotton Culture
fabindia
Samsung
spykar
Levi's
Bata
Puma
ethnicity
W
Go Colors! happy legs
Louis Philippe — The upper crest.
Skechers
Jashn
aurelia
himalaya
ColorPlus
Kompanero
ATN Bags
Reebok

Note: Big bazaar started operations from Dec 2017.

# EVENTS
# AURANGABAD MALL

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Friendship Day 6th Aug 2017

Independence Day Celebration 15th Aug 17

RED FM COLLEGE KA TASHAN - 10 SEP 2017

DANDIYA 25 – 29 SEP 2017

# COMMERCIAL UPDATE
# AURANGABAD PTC PHASE 1

| Prozone Trade Center (PTC) Phase 1 | Q2 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 FY19**
- 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 | Q2 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

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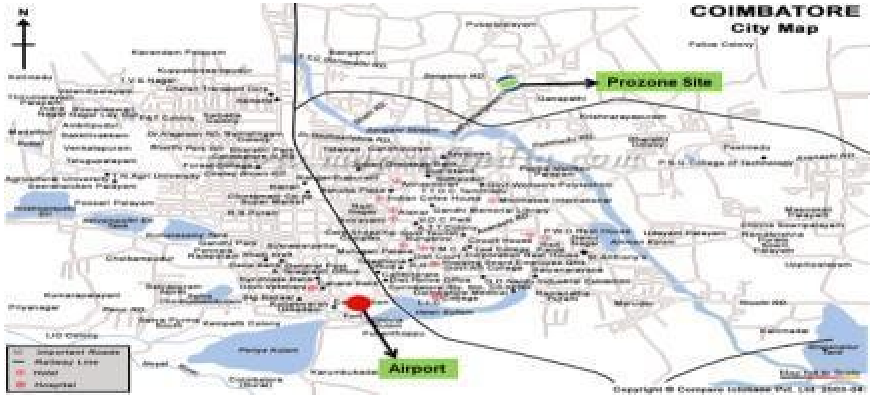
| Exhibitions Shops | New Operational Shops |
|---|---|



# PROJECT UPDATE
# COIMBATORE - RESIDENTIAL

- <u>Location</u> –
  - 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




- <u>Project Size –</u>
  - 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

- <u>Premium Clubhouse Infrastructure –</u>
  - 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, 95 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 85% 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 of Rs 8 Crore

# FINANCIAL SNAPSHOT
# COIMBATORE MALL

| Operational Details (Rs. Mn.) | Q2 FY18 |
|---|---|
| Area Leased (lakh sq. ft.) | 4.23 |
| % Occupancy | 85% |
| Rental Income | 21.0 |
| Recoveries (CAM & Other) | 16.6 |
| **Total Income** | **37.6** |
| **EBIDTA** | 8.4 |
| ***EBIDTA Margin % (as % of Total Income)*** | **22%** |

- With **Coimbatore mall** operational, corresponding depreciation and interest on loan got reflected for the first time in financial statement
- **Mall will be stabilized in next 2-3 quarters**, financial results are not reflective of full earning capacity of mall as
  - Retailers has rent free period
  - Expenses are at maximum as they include peak manpower required for set up & fit out period,
  - Onetime expenses incurred on Marketing for mall launch and brokerage and commission
  - Unabsorbed common area expenses
- Coimbatore mall is expected to reflect stabilised income from **Q1 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

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**Strong traction from Premium Anchor Brands**




# PROJECT UPDATE
# COIMBATORE - RETAIL

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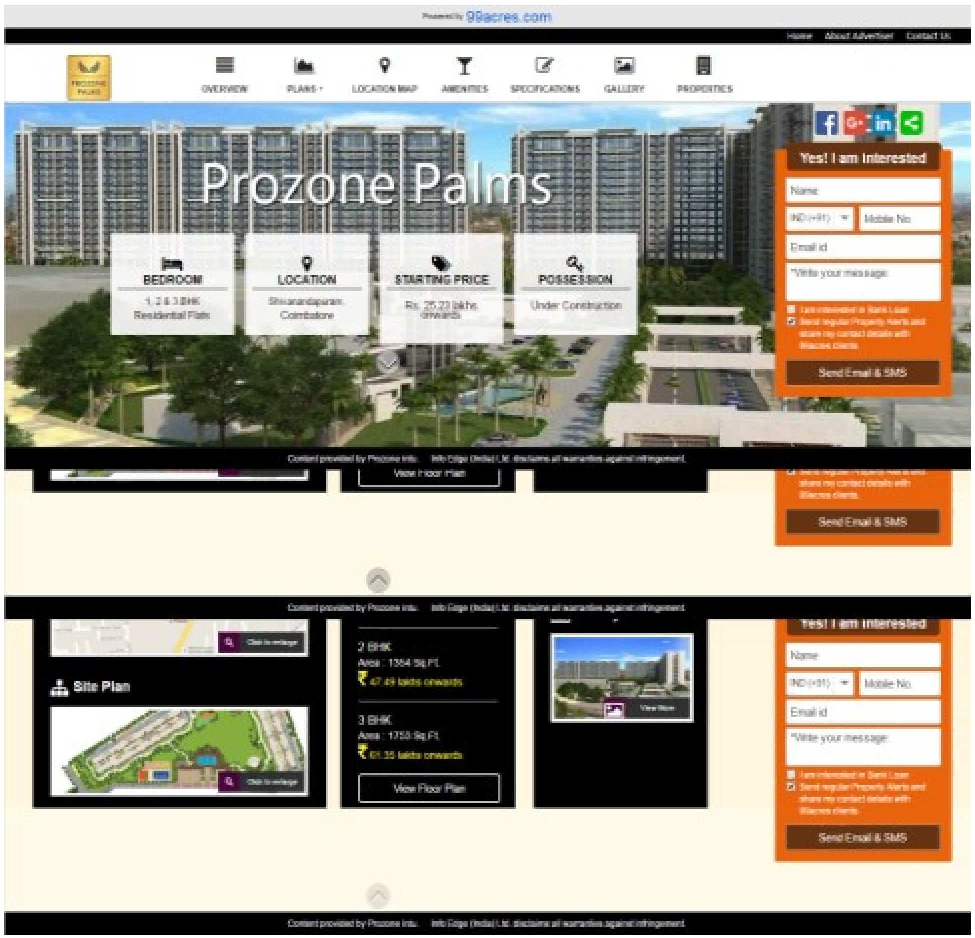
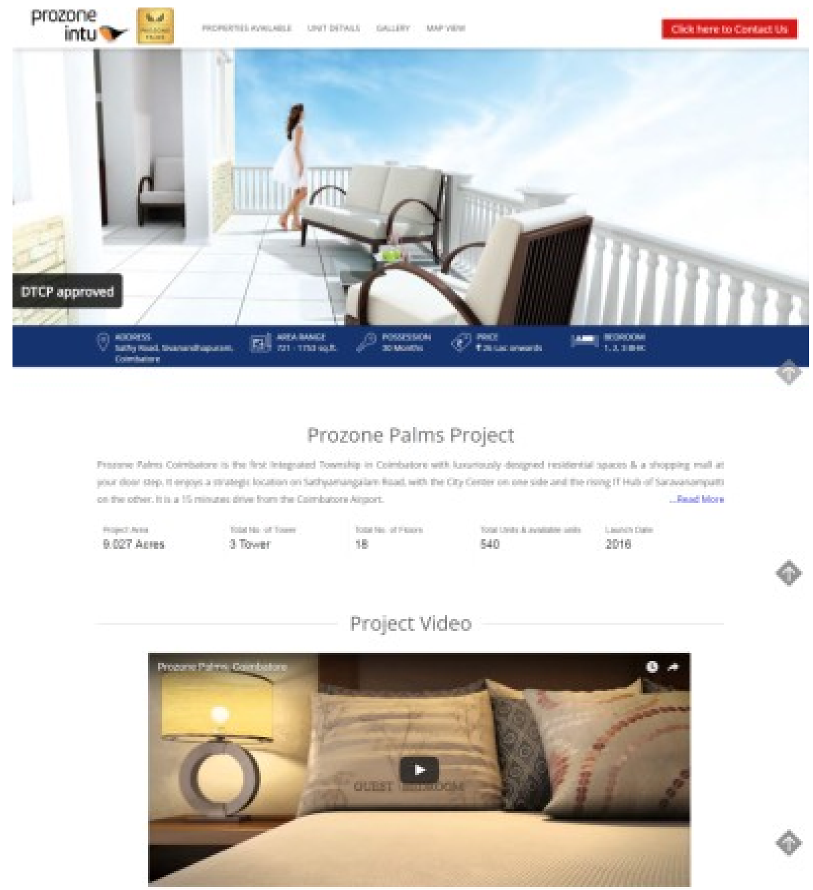
**Strong traction from Premium Brands**



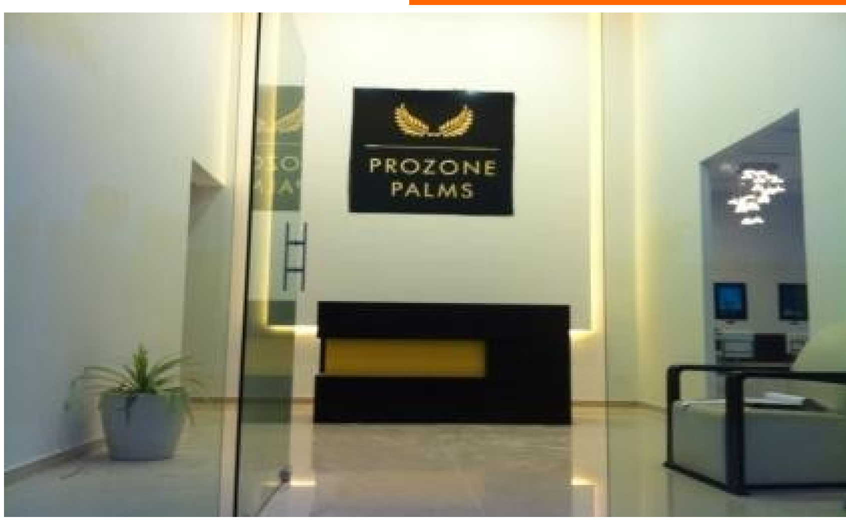

## Property Portals – 99 Acres, Magic Bricks

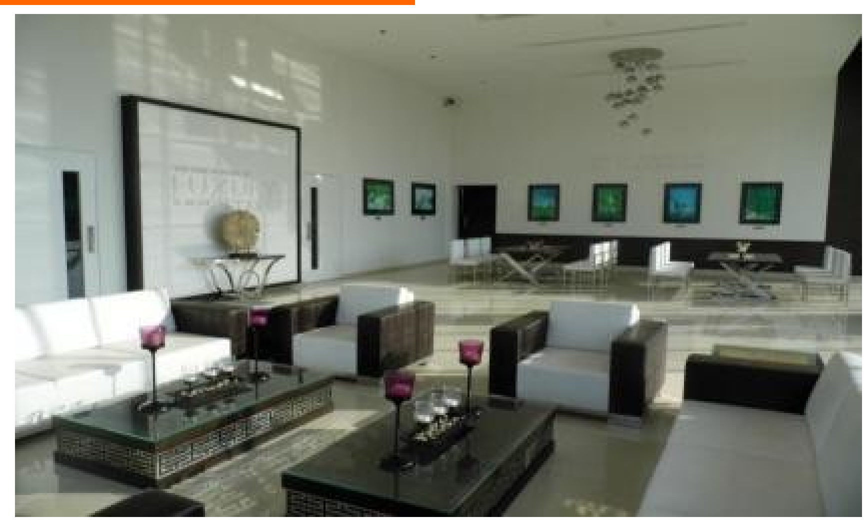


# PROJECT UPDATE
# COIMBATORE - RESIDENTIAL

**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 Q1 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

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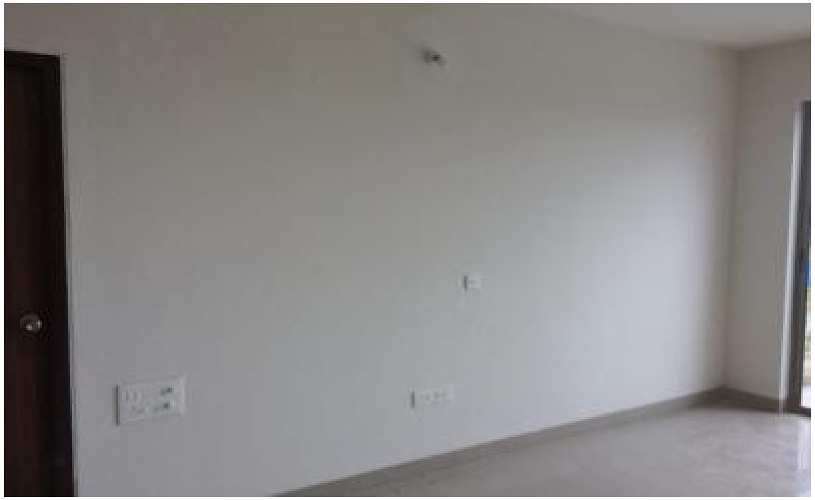
## Tower Nearing Completion

# 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

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- 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

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Landscape & Boundary wall

Club House & Swimming Pool

Access Road

Kids play area & Landscape

# CORPORATE OVERVIEW

# COMPANY OVERVIEW – ABOUT US
# BRIEF OVERVIEW

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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 32%, 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 Sep 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

prozone intu


- 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

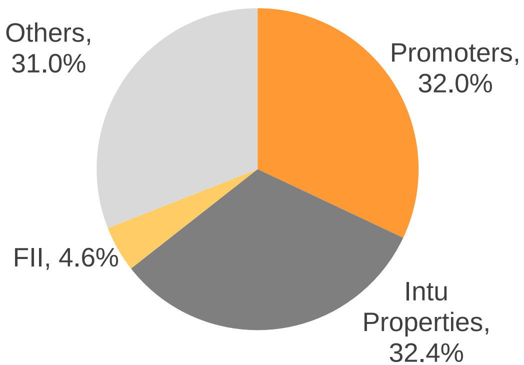
## Deepa Harris

(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.

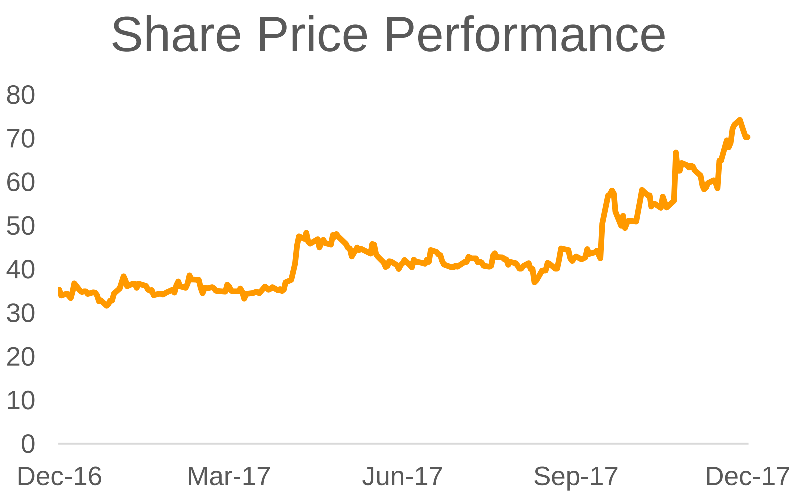
# Key shareholders
# Trading update

**Shareholding in % – Sep 2017**




Source: BSE

| Key Investors | Holding (%) |
|---|---|
| ACACIA Partners | 3.25% |
| Rakesh Jhunjhunwala | 2.46% |
| Aditya Chandak & Family | 1.98% |
| Ramesh Damani & Family | 1.21% |
| Cavendish AM | 1.18% |
| Elara India Opportunities Fund | 0.17% |
| Life Insurance Corporation (LIC) | 0.11% |
| B P Equities | 0.08% |




| Market Data | As on 15.12.17 (BSE) |
|---|---|
| Market Capitalisation (Rs Mn) | 10,820 |
| Price (Rs) | 70.9 |
| No. of Shares Outstanding (Mn) | 152.6 |
| Face Value (Rs) | 2.0 |
| 52-Week High-Low (Rs) | 78.3 – 31.3 |

# 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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