Upward

And Forward

prozone intu

Q2 FY23 RESULTS
UPDATE PRESENTATION
Nov 2022

PROZONE INTU PROPERTIES LIMITED

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I PROZONE

EXECUTIVE SUMMARY

RESIDENTIAL

- Part OC for units upto 11 floors have been obtained for our Residential project in Nagpur, Handover process have commenced.

MALL

- Growth momentum continues for the Retailers in Q2 FY23 backed by Festivals and new Leasing.
- **Prozone Mall Aurangabad**
- Retailer sales in Aurangabad mall were up 38% as compared to pre-covid Q2 of FY20.
- Leasing traction continues in Aurangabad mall. Four new stores spread over 21,509 sq ft GLA commenced operations, including Zudio, Mr DIY, Forest Essential and Ellevan.
- Brands have sought larger retail area and are shifting to larger units.
- Aprox. GLA of 10,167 sq ft is under fitout including Two Brands shifting to larger units viz. Blackberry & Skechers, and Two new stores viz. VH Innerwear and Zivamme.
- Another 30,000 sq ft is under discussion with various brands.
- **Prozone Mall Coimbatore**
- Retailer sales in Coimbatore mall were up 13% when compared to pre covid Q2 of FY20.
- Leasing traction continues in Coimbatore mall. Four new brands commenced operations for an area of 3732 sq ft in Q2FY23 including Flying Machine, Derbyman, Max Sizzler and Heat Square.
- Seven new stores with approx. GLA of 17,600 sqft are under fitout and expected to commence operations in Q3 FY23. It includes AVANTARA, Trends Footprint, John Players, Samsonite, Subway, Wall four, and Mama Earth.

KEY HIGHLIGHTS OF Q2 FY23

- Highest Ever Footfall in a quarter*
  4.3 mn - Aurangabad & Coimbatore
- Excellent Leasing conversion
  27,000 sqft - Aurangabad & Coimbatore
- Highest Ever Retailer Sales
  Rs ~900 mn - Aurangabad Mall
- Highest Ever Trading Density
  Rs 850 PSFPM - Aurangabad Mall
- Highest brands sharing Revenue above MG*
  37% brands - Coimbatore Mall

* Post Covid

Q1 FY23 RESULTS HIGHLIGHTS

01 Q2FY23 Income from operations at Rs 267 mn

- Q2FY23 Income from Mall is stands at 247.5 mn which is down by 2% over Q1FY23.
- Q2FY23 Income from Real estate stood at 19.5 mn which is from PTC project.

02 Q2FY23 EBITDA without other income at Rs 140.9 mn

- Q2 FY23 EBITDA without other income stands at Rs 140.9 mn vs Rs 156 mn in Q1 FY23
- Q2 FY23 EBITDA stood at Rs 328.7 ms vs Rs 200.3 mn in Q1 FY23

03 Q1FY23 PBT at Rs 167.5 mn, up vs Rs 41.2 mn in Q4FY22

- PBT is increased mainly on account of accrual of additional interest of Rs 149 mn on realization basis from litigation.

04 Strong Operating Parameters

- Leasing of 91% at Coimbatore Mall & 77% at Aurangabad Mall
- Retailer traction back for good malls, over 37,600 sq ft under fitout in Aurangabad & Coimbatore mall.

FINANCIAL RESULTS: CONSOLIDATED INCOME STATEMENT

Rs. Mn.	Q2 FY23	Q1 FY23	Q2 FY22#	H1 FY23	H1 FY22#	FY22
Revenue from Real Estate Projects^	19.5	32.8	119.1	52.3	119.1	244.3
Lease Rental & Related Income	247.5	253.6	183.9	501.1	254.9	689.4
Total Income from operations	**267.0**	**286.4**	**302.9**	**553.4**	**374.0**	**933.8**
Other Income	187.8	44.3	46.4	232.1	112.8	218.9
Total Income including other income	**454.8**	**330.6**	**349.3**	**785.5**	**486.8**	**1,152.6**
EBITDA w/o Other Income	**140.9**	**156.0**	**122.0**	**296.9**	**121.7**	**390.2**
EBITDA	**328.7**	**200.3**	**168.3**	**529.0**	**234.6**	**609.1**
EBITDA Margin	123.1%	69.9%	55.6%	95.6%	62.7%	65.2%
Depreciation	60.6	59.5	66.9	120.1	132.9	266.9
Interest	100.7	99.5	99.5	200.2	201.5	401.4
Profit before tax	167.5	41.2	2.0	208.7	-99.7	-59.4
Profit after tax	**165.7**	**32.3**	**28.3**	**198.0**	**-65.1**	**-14.8**
PAT after minority interest	**120.1**	**2.1**	**88.4**	**122.2**	**38.6**	**16.3**

^ Revenue from Real Estate Projects include revenue from project where completion certificate is received including Indore plotted development and PTC units.

The figures of Q2 FY23 & H1 FY23 are not fully comparable with Q2 FY22 & H1 FY22, as Coimbatore Mall and Aurangabad Mall were shut for a portion of the respective period due to covid related lock downs.

Note-

- Lease Rental & Related income and CAM Income are received from Aurangabad 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

ASSET SNAPSHOT

OPERATING/DEVELOPMENT ASSETS

Aurangabad Mall

Nagpur Mall

Nagpur Residential

Coimbatore Mall

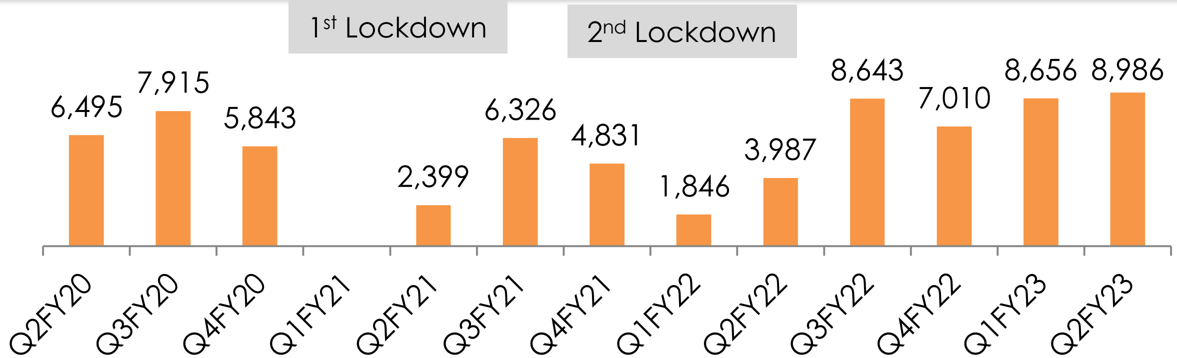
Aurangabad PTC

Coimbatore Residential

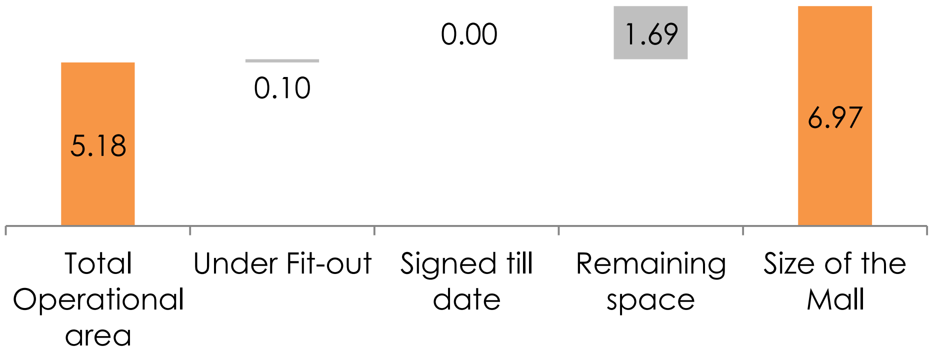
RETAIL – AURANGABAD MALL UPDATE

Key Operating Parameters	Q2 FY23
Total Operational Area (lakh sq.ft.)	5.18
Total Leased Area (lakh sq.ft.)	**5.28**
Current Leasing Status	77%
Number of Stores Leased	100
New Stores Opened in quarter	4
Number of Stores Under fit out	4

Consumption Trend (INR lacs)



Occupancy



Note: Approx. 30,000 sq ft area is under discussion

NEW STORES AT AURANGABAD MALL

Zudio

Mr DIY

Elleven

Forest Essential

prozone intu

BRAND PARTNERS AT AURANGABAD MALL

H&M, SMART BAZAAR, max, Reliance digital, croma, INOX, MR.DIY, MARKS & SPENCER, pantaloons, SHOPPERS STOP, globus, Reliance trends, zudio

adidas, BLACKBERRYS, elleven, Allen Solly, BIBA, KILLER, Span, McDonald's, fabindia, FOREST ESSENTIALS, Lenovo, ethnicity, parx, spykar, BECCOS, KFC, W, TUAN, ONEPLUS, MOCHI, lenskart.com, WORLD of TITAN, Being human, U.S. POLO ASSN., Pizza Hut, aurelia, crocs, GINI & JONY, METRO, hp, Reebok, ColorPlus, PUMA, WALKWAY, mufti, ARROW, Levi's, Rangriti, VAN HEUSEN, KEVENTERS, Domino's, Bata, Cotton Culture, just WATCHES, LOUIS PHILIPPE, VAN HEUSEN, PETER ENGLAND, WILDCRAFT, DOSA PLAZA, BURGER KING, BARBEQUE NATION, CANTABIL, ORRA, me n moms, Pepe Jeans LONDON, SKECHERS, PARK AVENUE, CAFE BOLLYWOOD, Kareem's

EVENTS AT AURANGABAD MALL

Dhol Tasha Competition at Prozone Mall

Navratri at Prozone Mall

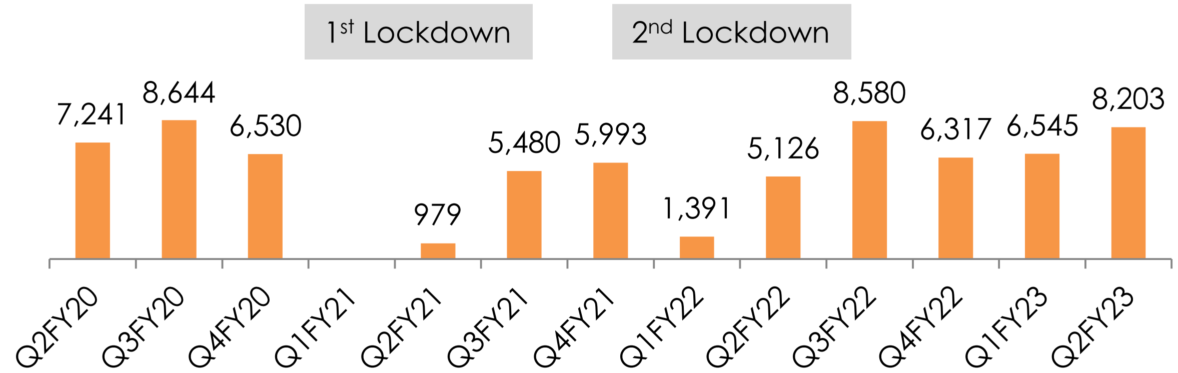
Information and Broadcasting Photo Exhibition

Navratri Activities at Prozone Mall

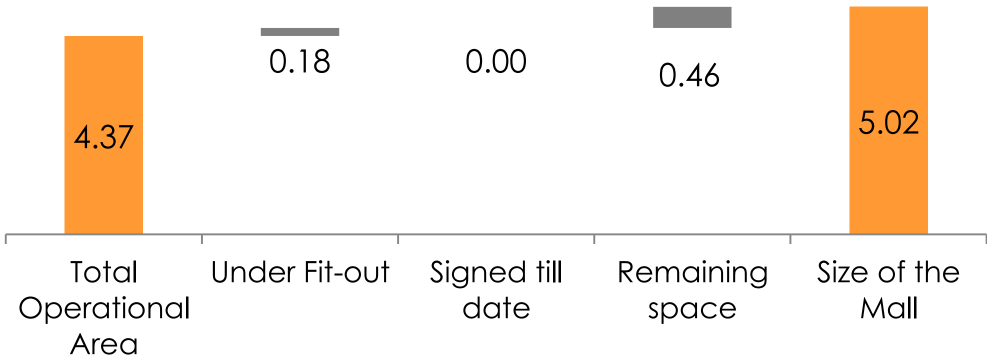
FINANCIAL SNAPSHOT - COIMBATORE MALL

Key Operating Parameters	Q2 FY23
Total Operational Area (lakh sq.ft.)	4.37
Total Leased Area (lakh sq.ft.)	**4.55**
Current Leasing Status	91%
Number of Stores Leased	106
New Stores Opened in quarter	4
Number of Stores Under fit out	7

Consumption Trend (INR lacs)



Occupancy



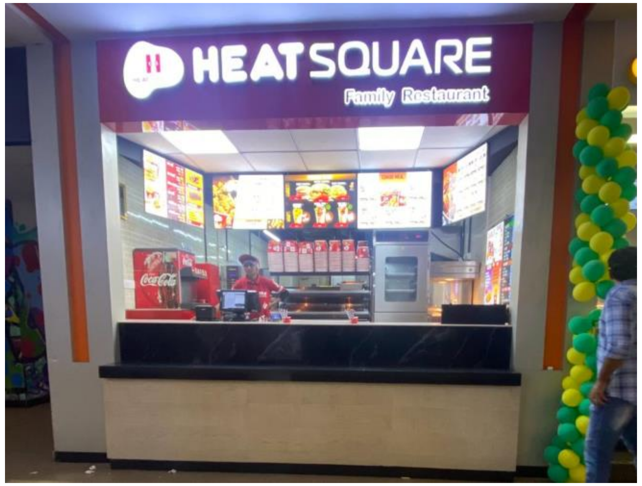
NEW STORES AT COIMBATORE MALL

Derby

Flying Machine

Max Sizzler Works

Heat Square



BRAND PARTNERS AT COIMBATORE MALL

EVENTS AT COIMBATORE MALL

5th Anniversary & EOSS Sale

World Breast feeding week

Independence Day

Celebrity visit for Movie Promotion at Mall

PROJECT UPDATE - COIMBATORE - RESIDENTIAL

- **~1.9 m** sqft of residential

- **7** towers of 18 floors comprising **1,152** apartments

- **3** towers of 18 floors comprising **540** apartments planned in phase 1.
- 11 new bookings were received in Q2FY23.
- Rs 7 cr were collected in Q2FY23.

- **Amenities:**
  Club house, swimming pool tennis court, amphitheatre, squash court, gymnasium

Coimbatore Residential (CGI)

RESIDENTIAL UPDATE

Total Units – Phase 1	Units Sold	Sale Value	Collection
540 Units	162 units	Rs 812 mn	Rs 331 mn

Project Status as on July 2022

Project Status as on Sep 2022

PROJECT UPDATE – NAGPUR

- **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 units upto 11 floors.
- Process for handover of units has started.

Nagpur mall design (CGI)

RESIDENTIAL UPDATE

Units Launched	Units Sold	Sale Value	Collection
336 Units	272 units	Rs. 1,713 mn	Rs. 1,265 mn

NAGPUR RESIDENTIAL

PROJECT UPDATE - INDORE RESIDENTIAL

- **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** is for plotted development of about 200 units for better monetization
- **Completion cert. received for Phase 1A of 74 plots.**
- Approvals in progress for **Phase1B**, to be launched soon.
- **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

DISCLAIMER

Generic Disclaimer

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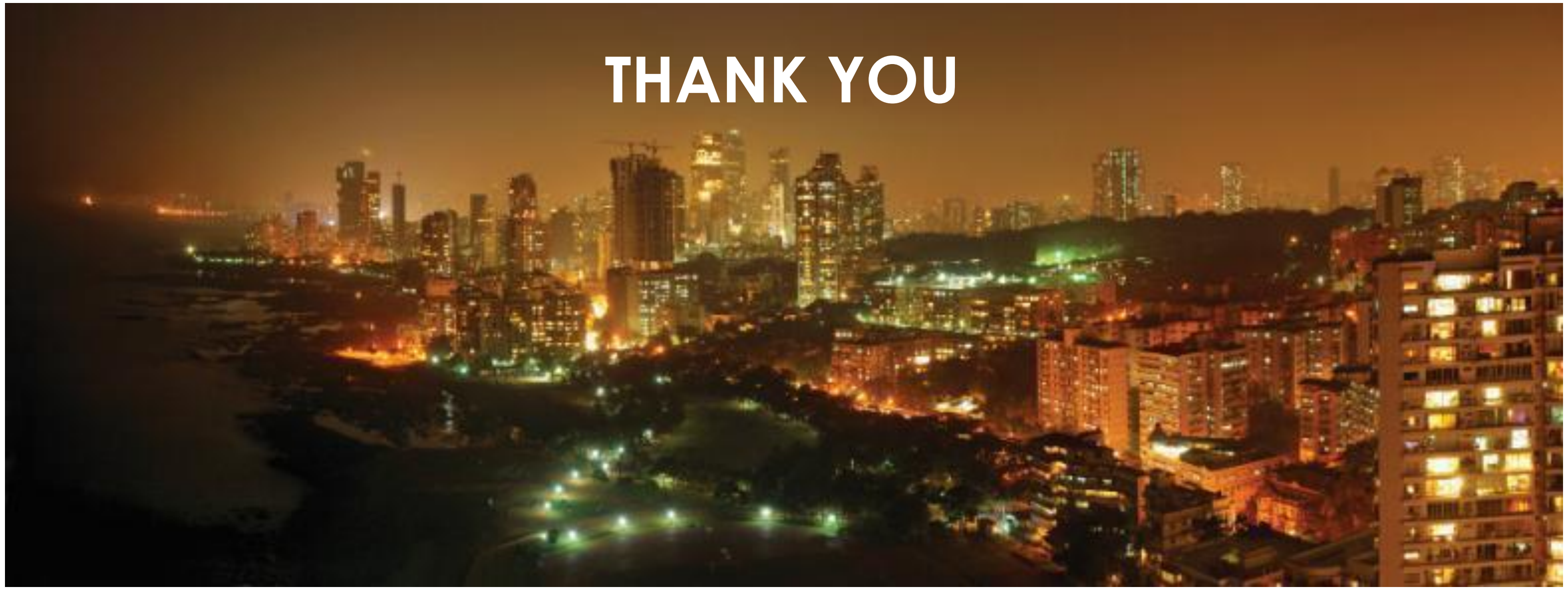

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ABOUT US

prozone intu

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 27.40%, FDI holds 28.83% and balance is held by public[1]
- 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 30th Sep 2022

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 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.

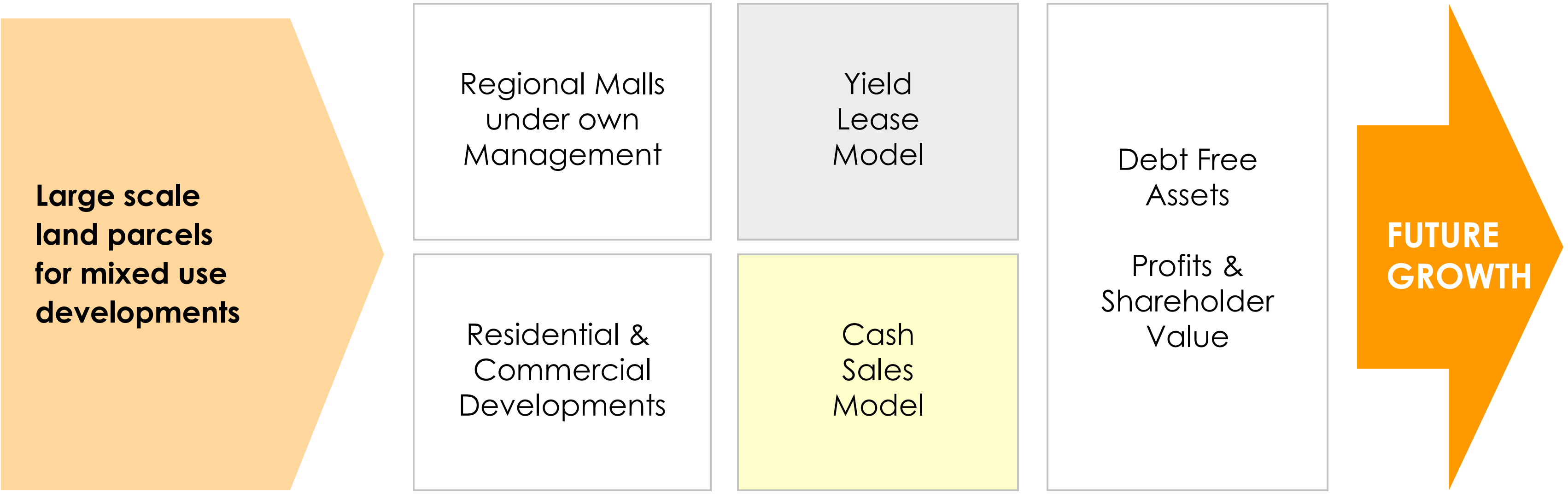
Residential Projects - Strategy

- 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 over whelming 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

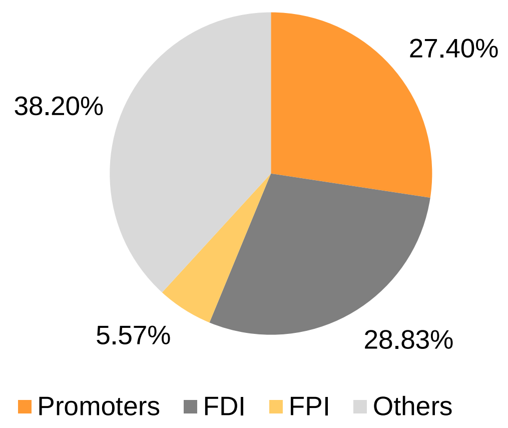
UNDERSTANDING OUR BUSINESS MODEL - BUSINESS STRATEGY



- 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

SHAREHOLDING UPDATE

Shareholding in % – Sep 2022



Key Investors	Holding (%)
Jhunjhunwala & Family	2.46%
ACACIA Group	3.01%
Radhakishan Damani & Family	0.90%
Sandeep Raheja & Family	1.40%

Source: BSE