

## INVESTOR PRESENTATION Q4 & FY11

# Index

- ❖ **Highlights of Q4 & FY11**
- ❖ **Financials**
- ❖ **Debt Profile**
- ❖ **Sales Summary**
- ❖ **Rental Portfolio**
- ❖ **Project Portfolio & Update**
- ❖ **Brand - Prestige**
- ❖ **Corporate Governance**
- ❖ **Awards & Recognition**

# HIGHLIGHTS OF Q4 & FY11

# Highlights Q4 & FY11

- ❖ During the year, Turnover of the company is Rs.14,615 mn as compared to Rs.9,932 mn for the last year, an increase of 47% over the previous year
- ❖ EBITDA is at Rs.4,003 mn (27.39%) as compared to Rs.2,618 mn (26.36%)
- ❖ Profit after Tax is Rs.2,035 mn as compared to Rs.1,417 mn over the previous year; up by 44%
- ❖ Consolidated turnover for the year – Rs. 16,113 mn; EBITDA – Rs.4,421 mn; PAT – Rs.1,667mn; Depreciation – Rs.606 mn
- ❖ Total Debt raised during the year is Rs.3,314 mn and repaid during the year is Rs.5,463 mn
- ❖ Weighted average cost of debt is 13.76% as on March 31, 2011 ; Debt Equity Ratio is 0.34 (standalone) and 0.49 (consolidated)
- ❖ Total Value of Sales achieved during the year is Rs.13,850 mn
  - Residential Sales - Rs.10,845 mn
  - Commercial Sales - Rs.3,005 mn

## Highlights Q4 & FY11 contd..

- ❖ Area leased during the year is 1.94 msf (Prestige Share – 0.93 msf) and total area under lease as on date – Cumulative is 5.68 msf (Prestige Share – 3.77 msf)
- ❖ Total Rental Income as on March 31, 2011 is Rs.1500 mn and expected Rental Income FY 12 annualized is Rs.2120 mn
- ❖ The Company has delivered 5.39 msf of area during Q4 FY11 and overall 16.62 msf of area during FY 2011 spanning across residential and commercial segments
- ❖ During Q4 FY11, the company launched 2.63 msf of developable area and overall aggregate developable area of 8.32 msf in FY 2011
- ❖ Total Unbilled Revenue as on March 31, 2011 is Rs. 17,648 mn
- ❖ Completed the planning process and waiting for statutory clearances to launch 15 msf of developments in FY12

# FINANCIALS

# Financials

*Rs in Mn*

| BALANCE SHEET AS AT 31st MARCH 2011             |                         |                         |
|---|-------------------------|-------------------------|
|   | As at 31/03/2011<br>Rs. | As at 31/03/2010<br>Rs. |
| <b>SOURCES OF FUNDS</b>                         |                         |                         |
| <b>1. Shareholders' funds</b>                   |                         |                         |
| (a) Capital                                     | 3,281                   | 2,625                   |
| (b) Reserves and surplus                        | 17,156                  | 3,651                   |
| <b>2. Loan funds</b>                            |                         |                         |
| (a) Secured loans                               | 9,892                   | 12,048                  |
| (b) Unsecured loans                             | 227                     | 611                     |
| <b>3. Deferred tax liability</b>                | 81                      | 4                       |
| <b>TOTAL</b>                                    | <b>30,637</b>           | <b>18,939</b>           |
| <b>APPLICATION OF FUNDS</b>                     |                         |                         |
| <b>1. Fixed assets</b>                          |                         |                         |
| (a) Gross block                                 | 6,101                   | 6,006                   |
| (b) Less: Depreciation                          | 1,873                   | 1,548                   |
| (c) Net block                                   | <b>4,228</b>            | <b>4,458</b>            |
| (d) Capital work in progress (at cost)          | 1,049                   | 572                     |
|   | <b>5,277</b>            | <b>5,030</b>            |
| <b>2. Investments</b>                           | 7,103                   | 5,177                   |
| <b>3. Current Assets, Loans and Advances</b>    |                         |                         |
| (a) Inventories                                 | 8,644                   | 7,891                   |
| (b) Sundry debtors                              | 10,113                  | 3,947                   |
| (c) Cash and bank balances                      | 3,112                   | 1,361                   |
| (d) Interest accrued                            | 52                      | 3                       |
| (e) Loans and advances                          | 8,070                   | 5,845                   |
| <b>Sub Total</b>                                | <b>29,991</b>           | <b>19,047</b>           |
| <b>Less: Current Liabilities and Provisions</b> |                         |                         |
| (a) Liabilities                                 | 7,264                   | 8,948                   |
| (b) Provisions                                  | 4,470                   | 1,367                   |
| <b>Sub Total</b>                                | <b>11,734</b>           | <b>10,315</b>           |
| <b>Net current assets</b>                       | 18,257                  | 8,732                   |
| <b>TOTAL</b>                                    | <b>30,637</b>           | <b>18,939</b>           |

# Financials contd..

Rs in Mn

| Sl. No. | Particulars                            | Three months<br>period ended<br>31-Mar-11<br>Rs.<br>(Unaudited) | Ratio /%      | Year ended<br>31-Mar-11<br>Rs.<br>(Audited) | Ratio/%       | Year ended<br>31-Mar-10<br>Rs.<br>(Audited) | Ratio/%       |
|---------|--|---|---------------|---|---------------|---|---------------|
| 1       | Project Sales and Property Income      | 4,655   |               | 13,850                                      |               | 9,497                                       |               |
| 2       | Cost of Projects and Property Expenses | 3,602   |               | 9,763                                       |               | 6,751                                       |               |
| 3       | <b>Net Margin</b>                      | <b>1,052</b>  | <b>22.61%</b> | <b>4,087</b>                                | <b>29.51%</b> | <b>2,745</b>                                | <b>28.91%</b> |
| 4       | Other Income                           | 370   |               | 765   |               | 435   |               |
| 5       | <b>Gross Margin</b>                    | <b>1,423</b>  |               | <b>4,852</b>                                |               | <b>3,181</b>                                |               |
| 6       | Admin, Employee and Selling cost       | 187   |               | 849   |               | 563   |               |
| 7       | <b>EBITDA</b>                          | <b>1,236</b>  | <b>24.60%</b> | <b>4,003</b>                                | <b>27.39%</b> | <b>2,618</b>                                | <b>26.36%</b> |
| 8       | Financial Expenses                     | 192   |               | 787   |               | 661   |               |
| 9       | Depreciation                           | 83  |               | 332   |               | 349   |               |
| 10      | <b>Total Expenses</b>                  | <b>4,065</b>  |               | <b>11,732</b>                               |               | <b>8,324</b>                                |               |
| 11      | <b>PBT</b>                             | <b>961</b>  |               | <b>2,884</b>                                |               | <b>1,608</b>                                |               |
| 12      | Tax                                    | 259   |               | 848   |               | 190   |               |
| 13      | <b>PAT</b>                             | <b>702</b>  | <b>13.96%</b> | <b>2,036</b>                                | <b>13.93%</b> | <b>1,418</b>                                | <b>14.27%</b> |

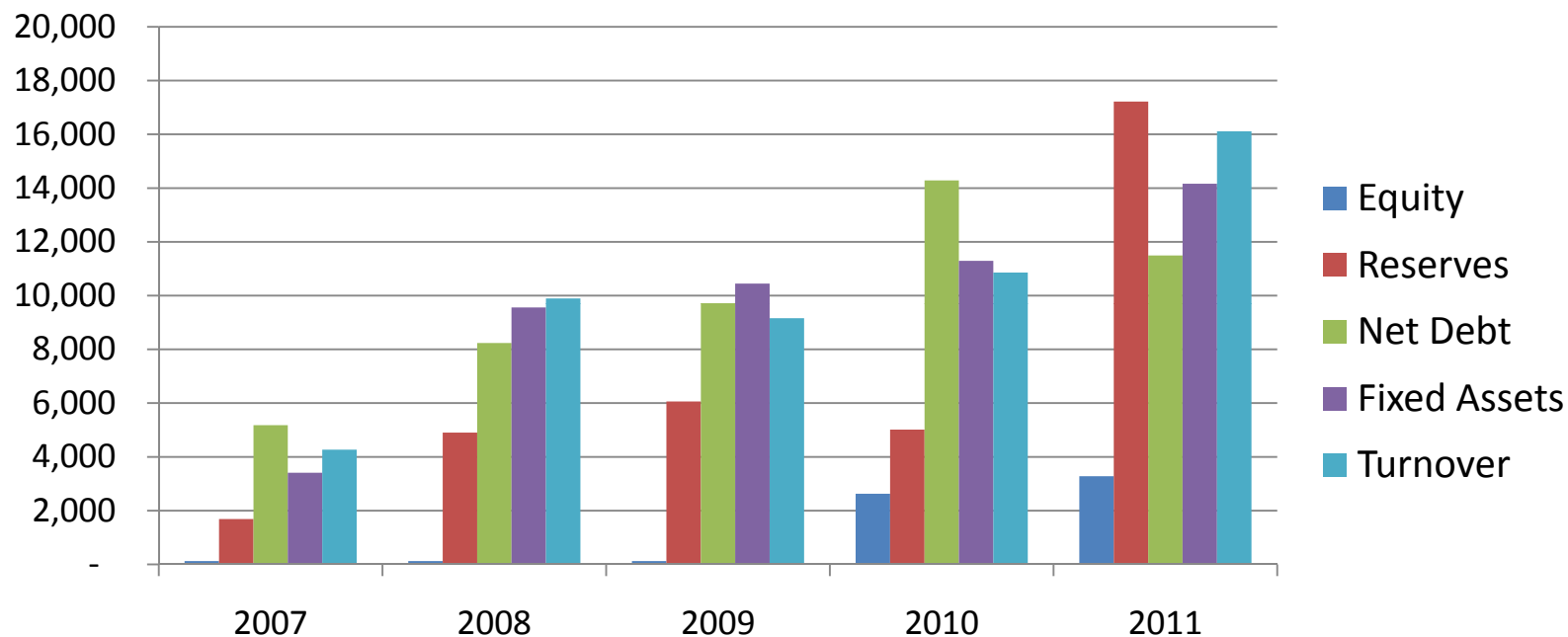


# Financials contd..

Rs in Mn

| Sl. No. | Particulars                          | Three months<br>period ended<br><br>31-Mar-11<br>Rs.<br>(Unaudited) | Ratio /% | Year ended<br><br>31-Mar-11<br>Rs.<br>(Audited) | Ratio/% | Year ended<br><br>31-Mar-10<br>Rs.<br>(Audited) | Ratio/% |
|---------|--------------------------------------|---|----------|---|---------|---|---------|
| 14      | Turnover Growth Value (YOY)          |   |          | 4,683   | 47.15%  | 1,035   | 11.63%  |
| 15      | Proposed Dividend                    |   |          | 394   | 12%     |   |         |
| 16      | Percentage of Dividend on PAT        |   |          | 19%   |         |   |         |
| 17      | EPS                                  | 2.14  |          | 6.98  |         | 5.40  |         |
| 18      | PE Ratio                             |   |          | 17.98   |         | -   |         |
| 19      | Market Cap                           |   |          | 41,173  |         | -   |         |
| 20      | Net Worth (Standalone)               |   |          | 20,437  |         | 6,276   |         |
| 21      | Net Worth (Consolidated)             |   |          | 23,448  |         | 8,470   |         |
| 22      | Net Debt (Standalone)                |   |          | 7,008   |         | 11,298  |         |
| 23      | Net Debt Equity Ratio (Standalone)   |   |          | 0.34  |         | 1.80  |         |
| 24      | Net Debt (Consolidated)              |   |          | 11,496  |         | 9,714   |         |
| 25      | Net Debt Equity Ratio (Consolidated) |   |          | 0.49  |         | 1.15  |         |

## Financials contd..



*Rs in Mn (Consolidated)*

| Particulars  | 2007  | 2008  | 2009   | 2010   | 2011   |
|--------------|-------|-------|--------|--------|--------|
| Equity       | 125   | 125   | 125    | 2,625  | 3,281  |
| Reserves     | 1,688 | 4,905 | 6,060  | 5,013  | 17,220 |
| Net Debt     | 5,182 | 8,234 | 9,715  | 14,286 | 11,496 |
| Fixed Assets | 3,407 | 9,559 | 10,446 | 11,296 | 14,164 |
| Turnover     | 4,271 | 9,893 | 9,162  | 10,860 | 16,113 |

# Sales Summary

*Area in sft*  
*Value in Rs Mn*

| SALES              |                |           |            |                |            |              |                |           |              |                |           |              |                  |            |               |
|--------------------|----------------|-----------|------------|----------------|------------|--------------|----------------|-----------|--------------|----------------|-----------|--------------|------------------|------------|---------------|
|                    | Q1 FY 2011     |           |            | Q2 FY 2011     |            |              | Q3 FY 2011     |           |              | Q4 FY 2011     |           |              | TOTAL FY 2011    |            |               |
| Particulars        | Area           | Units     | Value      | Area           | Units      | Value        | Area           | Units     | Value        | Area           | Units     | Value        | Area             | Units      | Value         |
| <u>Residential</u> |                |           |            |                |            |              |                |           |              |                |           |              |                  |            |               |
| Mid Income Segment | 118,307        | 61        | 490        | 154,296        | 84         | 631          | 108,740        | 60        | 512          | 134,377        | 66        | 690          | 515,720          | 271        | 2,323         |
| Premium Segment    | 48,031         | 8         | 333        | 383,024        | 67         | 5,266        | 179,037        | 35        | 2,128        | 78,788         | 15        | 794          | 688,880          | 125        | 8,521         |
| <b>TOTAL</b>       | <b>166,338</b> | <b>69</b> | <b>822</b> | <b>537,320</b> | <b>151</b> | <b>5,897</b> | <b>287,777</b> | <b>95</b> | <b>2,641</b> | <b>213,165</b> | <b>81</b> | <b>1,484</b> | <b>1,204,600</b> | <b>396</b> | <b>10,844</b> |
| <u>Commercial</u>  | 708            | -         | 0          | 365,000        | -          | 1,460        | 87,967         | -         | 543          | 197,144        | -         | 1,003        | 650,819          | -          | 3,006         |
| <b>GRAND TOTAL</b> | <b>167,046</b> | <b>69</b> | <b>823</b> | <b>902,320</b> | <b>151</b> | <b>7,357</b> | <b>375,744</b> | <b>95</b> | <b>3,184</b> | <b>410,309</b> | <b>81</b> | <b>2,487</b> | <b>1,855,419</b> | <b>396</b> | <b>13,851</b> |

## Note:

- 1) Substantial portion of above sales are yet to come for revenue recognition in the books of accounts since the projects have not reached the threshold limits of 30% completion , excluding land
- 2) Overall unrecognized revenue in the books of accounts from all the projects as on 31/03/2011 (Sales made and yet to come for recognition) based on POC is Rs. 17,648 Million

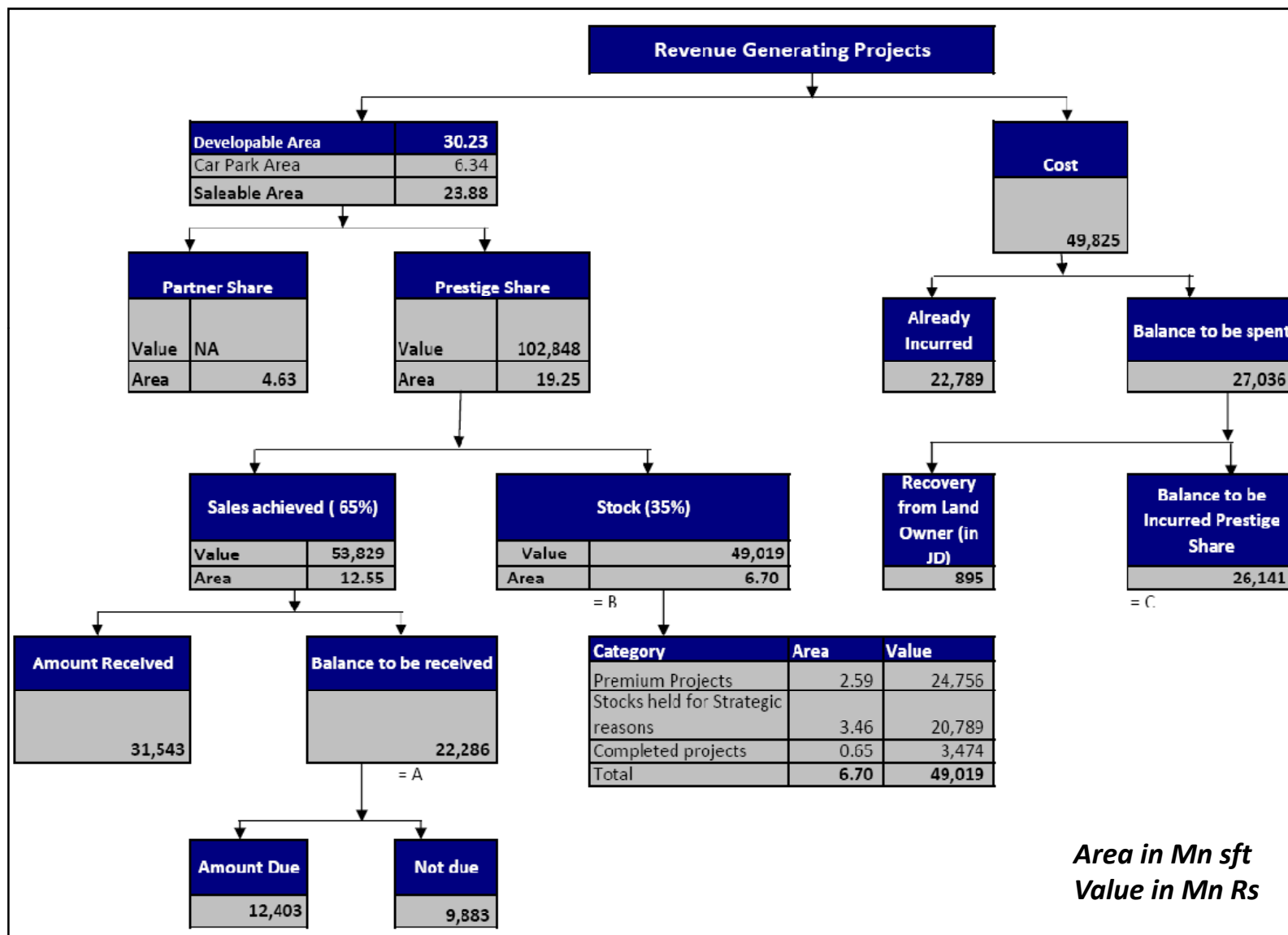
# Debt Profile

Rs in Mn

| Particulars                      | Standalone    | %   | Consolidated Loan | %   |
|----------------------------------|---------------|-----|-------------------|-----|
| <b>Debt as on 31.03.2011</b>     |               |     |                   |     |
| <i>Secured Loans</i>             | 9,892         | 98% | 14,692            | 97% |
| a. Project Debt - Resi & Comm    | 2,916         | 29% | 3,243             | 22% |
| b. Capex Loans - Hotels          | 462           | 5%  | 718               | 5%  |
| c. Rental Securitisation Loans   | 2,744         | 28% | 6,962             | 47% |
| d. Receivables discounting Loans | 3,770         | 38% | 3,770             | 26% |
| <i>Unsecured Loans</i>           | 227           | 2%  | 483               | 3%  |
| <b>Gross Debt</b>                | 10,120        |     | 15,175            |     |
| Less: Cash & Bank Balances       | 3,100         |     | 3,665             |     |
| <b>Net Debt</b>                  | <b>7,020</b>  |     | <b>11,510</b>     |     |
| <b>Networth</b>                  | <b>20,860</b> |     | <b>23,448</b>     |     |
| Debt Equity Ratio                | 0.34          |     | 0.49              |     |

**Note:** There is an increase of Rs 4,800 Mn in the secured loan amount due to consolidation of the subsidiary companies. However, we should note that since consolidation is done based on line by line basis as per Accounting Standard 21, 100% of the loan amounts in subsidiaries are added up to standalone loan outstanding. If we consider only proportionate PEPL holding in the subsidiaries the net loan balance will amount to Rs 2,847 Mn as against Rs. 4,800 Mn, resulting in the overall net debt of Rs 9,867 Mn (Rs 7,020 + Rs 2,847) on a consolidated basis.

# Receivables Profile



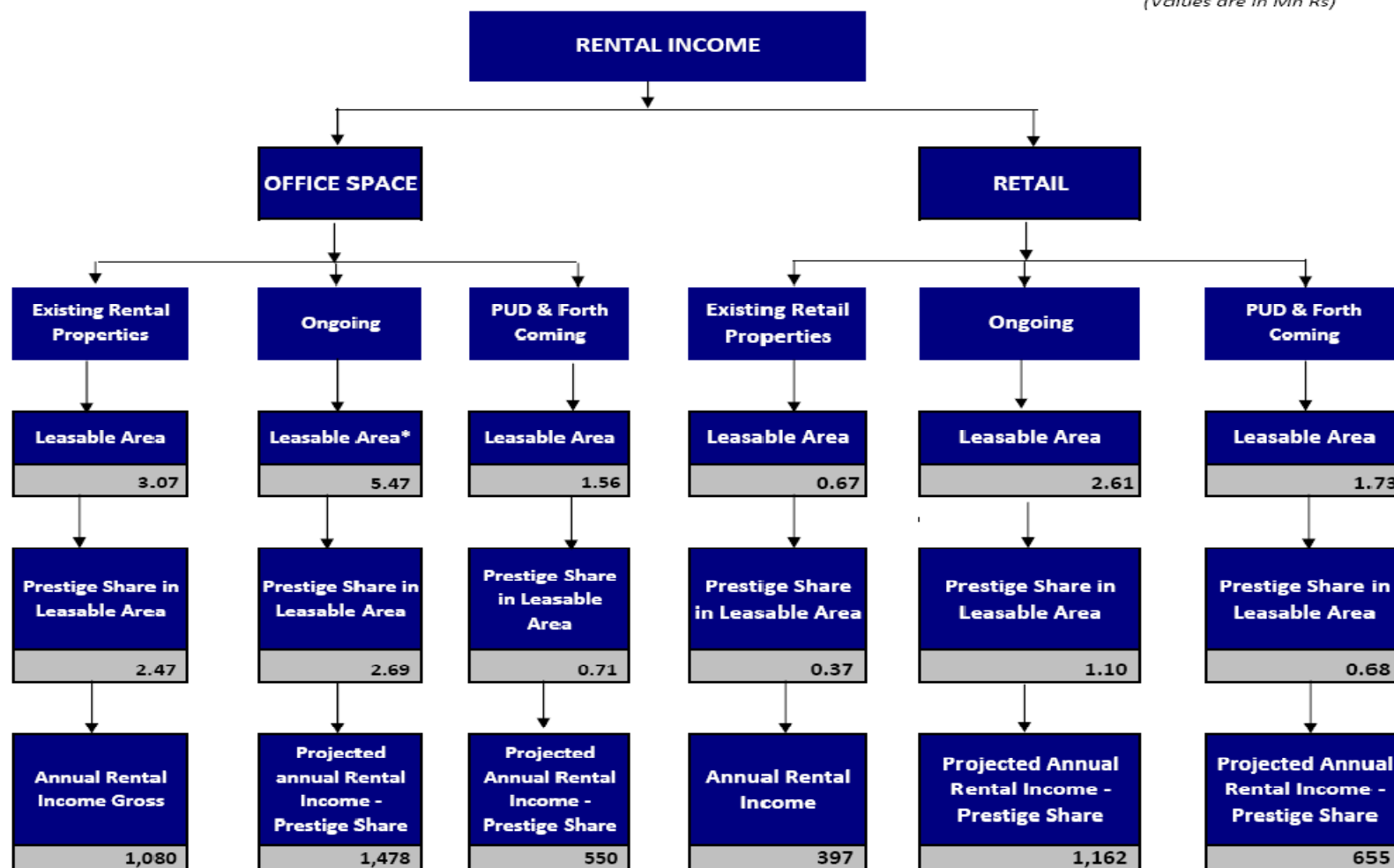
*Area in Mn sft  
Value in Mn Rs*

# Rental Income

As on March 31, 2011

(Areas are in Mn Sft)

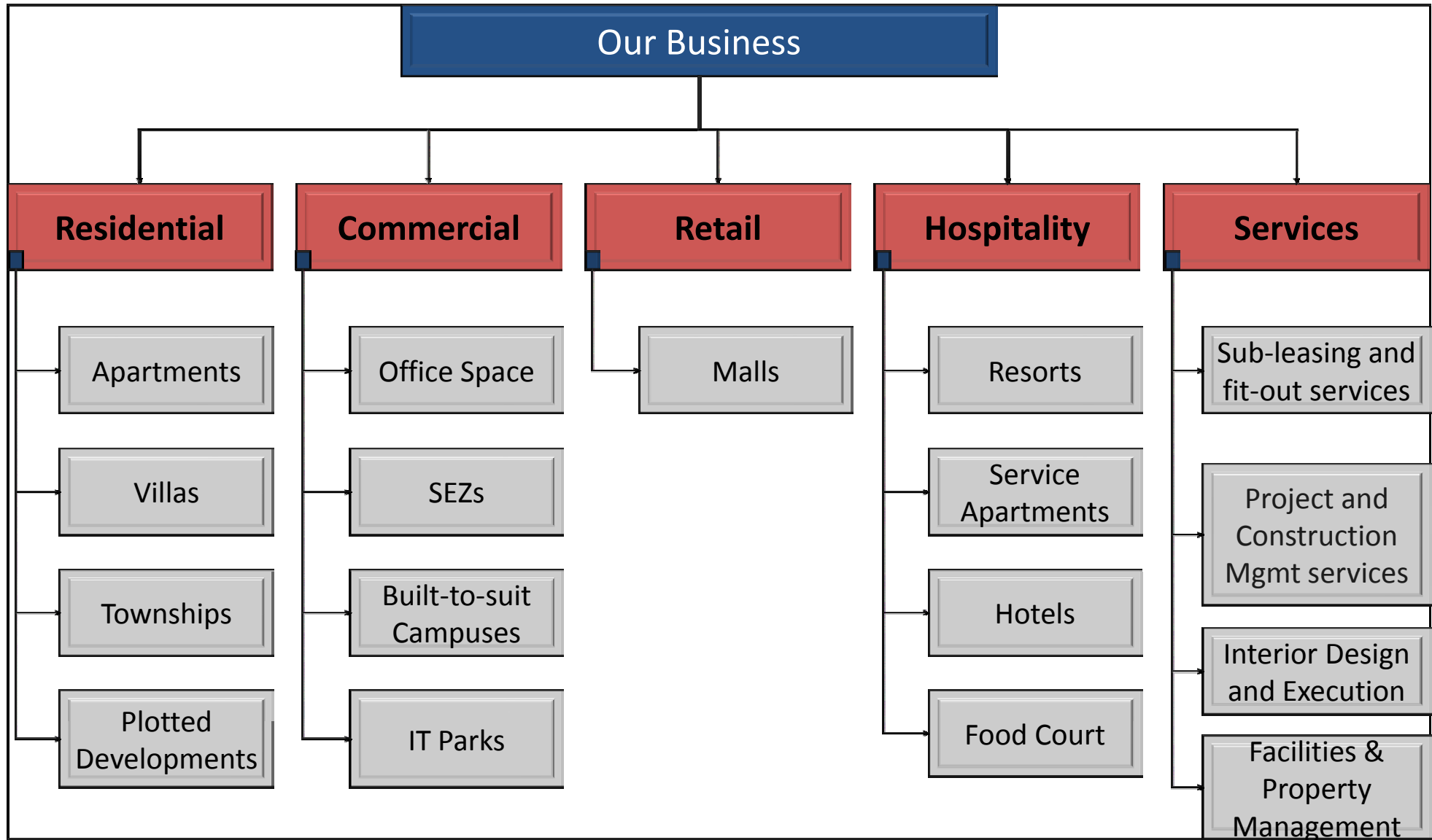
(Values are in Mn Rs)



\* Of the above mentioned 5.47 mn sft of leasable area in office space of ongoing projects & 2.61 mn sft of Retail space, we have already leased/ tied up with various tenants for an area of 3.64 Mn sft in office space & 0.75 mn in retail space as on 31.03.2011.

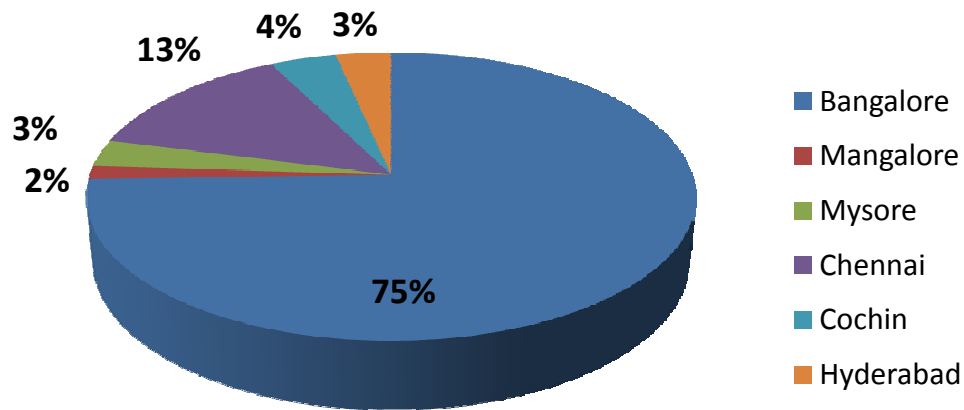
# PROJECT PORTFOLIO & UPDATE

# Business Segments



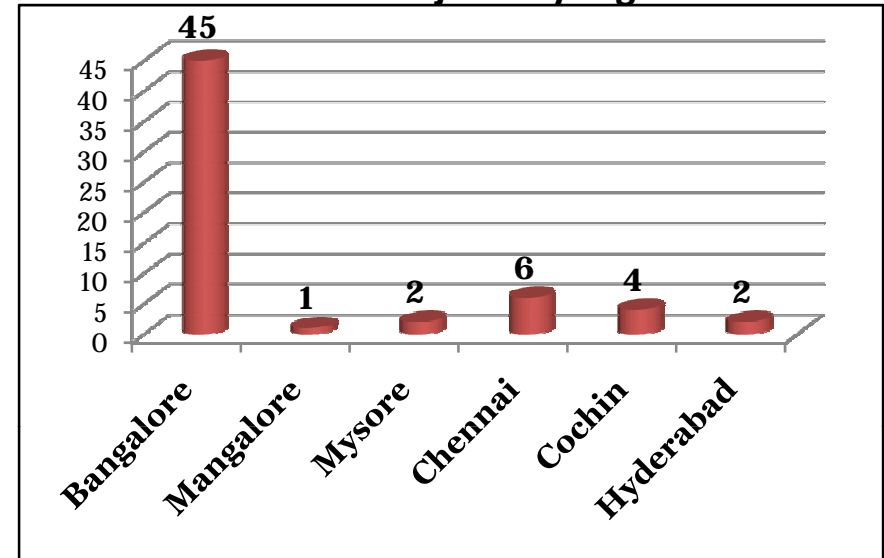


## Product Mix – By Geography



*Area – 62.29 msf*

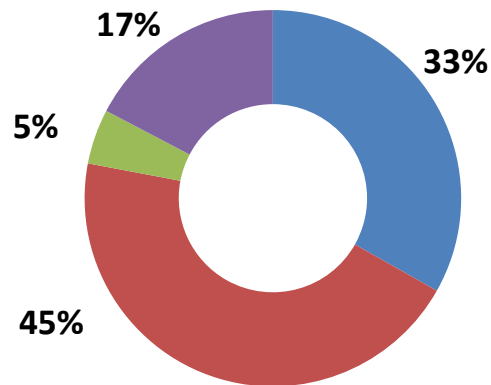
### Number of Projects by region



## Product Mix – By Segment

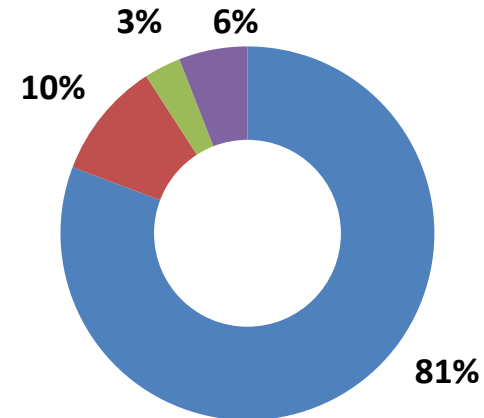
### ONGOING PROJECTS

- Residential
- Commercial
- Hospitality
- Retail



*Area – 26.76 msf*

### UPCOMING PROJECTS



*Area – 35.53 msf*

# Projects Completed in FY11

| Sl No    | Project Name                        | Location  | Completion Date | Developable Area (Sft) | PEPL Stake | Total No of Units |
|----------|-------------------------------------|-----------|-----------------|------------------------|------------|-------------------|
| <b>A</b> | <b><u>RESIDENTIAL</u></b>           |           |                 |                        |            |                   |
| 1        | Prestige Melbrook                   | Bengaluru | Jul-10          | 34,063                 | 50.00%     | 12                |
| 2        | Prestige Nottinghill                | Bengaluru | Aug-10          | 650,995                | 47.00%     | 288               |
| 3        | Prestige Shantiniketan              | Bengaluru | Dec-10          | 8,252,433              | 73.61%     | 3,003             |
| 4        | Prestige Silverdale                 | Bengaluru | Feb-11          | 187,629                | 100.00%    | 91                |
| 5        | Prestige Ashcroft                   | Bengaluru | Feb-11          | 39,400                 | 50.00%     | 8                 |
| 6        | Prestige Oasis                      | Bengaluru | Mar-11          | 614,535                | 100.00%    | 166               |
|          | <b>TOTAL - A</b>                    |           |                 | <b>9,779,055</b>       |            | <b>3,568</b>      |
| <b>B</b> | <b><u>COMMERCIAL</u></b>            |           |                 |                        |            |                   |
| 1        | Prestige Cyber Towers               | Chennai   | May-10          | 688,460                | 72.00%     |                   |
| 3        | Prestige LionsGate                  | Bengaluru | Jul-10          | 23,214                 | 50.00%     |                   |
| 4        | Wellington Street                   | Bengaluru | Jul-10          | 10,350                 | -          |                   |
| 5        | Prestige Zeenath House              | Bengaluru | Nov-10          | 53,151                 | 50.00%     |                   |
| 6        | Cessna Business Park - B6           | Bengaluru | Dec-10          | 591,130                | 60.00%     |                   |
| 7        | Exora Business Park- Phase -1       | Bengaluru | Dec-10          | 920,413                | 50.00%     |                   |
| 8        | Prestige Shantiniketan - Commercial | Bengaluru | Feb-11          | 4,553,909              | 83.20%     |                   |
|          | <b>TOTAL - B</b>                    |           |                 | <b>6,840,627</b>       |            |                   |
|          | <b>GRAND TOTAL</b>                  |           |                 | <b>16,619,682</b>      |            |                   |

# Projects expected to be completed in FY12

| Sl no           | Project Name                      | Location  | Developable Area (Sft) | PEPL Stake | Total No of Units | PEPL Share |
|-----------------|-----------------------------------|-----------|------------------------|------------|-------------------|------------|
| <b><u>A</u></b> | <b><u>RESIDENTIAL</u></b>         |           |                        |            |                   |            |
| 1               | Prestige Neptune Courtyard        | Cochin    | 1,080,156              | 100.00%    | 374               | 374        |
| 2               | Prestige Southridge               | Bengaluru | 856,966                | 100.00%    | 264               | 264        |
|                 | <b>TOTAL - A</b>                  |           | <b>1,937,122</b>       |            | <b>638</b>        | <b>638</b> |
| <b><u>B</u></b> | <b><u>COMMERCIAL</u></b>          |           |                        |            |                   |            |
| 1               | Prestige Dynasty- II              | Bengaluru | 143,540                | 100.00%    |                   |            |
| 2               | Prestige Atrium                   | Bengaluru | 171,540                | 50.00%     |                   |            |
| 3               | Prestige Shantiniketan ( C Block) | Bengaluru | 758,000                | 83.20%     |                   |            |
| 4               | Cessna Business Park B5           | Bengaluru | 594,831                | 60.00%     |                   |            |
| 5               | Prestige Palladium                | Chennai   | 299,545                | 45.00%     |                   |            |
| 6               | Forum Vijaya                      | Chennai   | 547,523                | 50.00%     |                   |            |
| 7               | Rubin House                       | Bengaluru | 38,171                 | -          |                   |            |
|                 | <b>TOTAL - B</b>                  |           | <b>2,553,150</b>       |            |                   |            |
| <b><u>C</u></b> | <b><u>HOSPITALITY</u></b>         |           |                        |            | <b>No of Keys</b> |            |
| 1               | Forum Value Mall- Ser Apt         | Bengaluru | 369,146                | 35.00%     | 168               |            |
|                 | <b>TOTAL - C</b>                  |           | <b>369,146</b>         |            |                   |            |
| <b><u>D</u></b> | <b><u>RETAIL</u></b>              |           |                        |            |                   |            |
| 1               | Forum Vijaya Mall                 | Chennai   | 1,161,411              | 50.00%     |                   |            |
|                 | <b>TOTAL - D</b>                  |           | <b>1,161,411</b>       |            |                   |            |
|                 | <b>GRAND TOTAL</b>                |           | <b>6,020,829</b>       |            |                   |            |

# Ongoing Projects – Segment wise

| Sl no    | Project Name                      | Location  | Developable Area (Sft) | PEPL Stake | Total No of Units | PEPL Share   |
|----------|-----------------------------------|-----------|------------------------|------------|-------------------|--------------|
| <b>A</b> | <b><u>RESIDENTIAL</u></b>         |           |                        |            |                   |              |
| 1        | Prestige Neptune Courtyard        | Cochin    | 1,080,156              | 100.00%    | 374               | 374          |
| 2        | Prestige Southridge               | Bengaluru | 856,966                | 100.00%    | 264               | 264          |
| 3        | Prestige Golfshire (Villas)       | Bengaluru | 1,958,975              | 100.00%    | 225               | 225          |
| 4        | Prestige White Meadows -1         | Bengaluru | 1,067,956              | 100.00%    | 134               | 134          |
| 5        | Prestige White Meadows -2         | Bengaluru | 1,163,411              | 62.50%     | 196               | 124          |
| 6        | Kingfisher Towers                 | Bengaluru | 1,090,751              | 45.00%     | 82                | 42           |
| 7        | Prestige Royal Woods              | Hyderabad | 649,999                | 50.00%     | 152               | 76           |
| 8        | Prestige Silver Oak               | Bengaluru | 657,384                | 33.46%     | 178               | 60           |
| 9        | Prestige Edwardian                | Bengaluru | 72,000                 | 100.00%    | 12                | 12           |
| 10       | Prestige Oasis                    | Bengaluru | 88,279                 | 100.00%    | 16                | 16           |
| 11       | Prestige Hermitage                | Bengaluru | 193,500                | 50%        | 24                | 12           |
|          | <b>TOTAL - A</b>                  |           | <b>8,879,377</b>       |            | <b>1,657</b>      | <b>1,339</b> |
| <b>B</b> | <b><u>COMMERCIAL</u></b>          |           |                        |            |                   |              |
| 1        | Prestige Dynasty- II              | Bengaluru | 143,540                | 100.00%    |                   |              |
| 2        | Prestige Atrium                   | Bengaluru | 171,540                | 50.00%     |                   |              |
| 3        | Prestige Shantiniketan ( C Block) | Bengaluru | 758,000                | 83.20%     |                   |              |
| 4        | Cessna Business Park B5, B7 - B11 | Bengaluru | 4,687,901              | 60.00%     |                   |              |
| 5        | Prestige Palladium                | Chennai   | 299,545                | 45.00%     |                   |              |
| 6        | Prestige Polygon                  | Chennai   | 659,499                | 60.00%     |                   |              |
| 7        | Prestige Khoday Towers            | Bengaluru | 259,417                | 48.53%     |                   |              |
| 8        | Exora Business Park- Phase -2     | Bengaluru | 2,040,751              | 32.46%     |                   |              |
| 9        | Prestige Spectra                  | Bengaluru | 117,157                | 72.00%     |                   |              |
| 10       | Forum Vijaya                      | Chennai   | 547,523                | 50.00%     |                   |              |
| 11       | Prestige Techpark III             | Bengaluru | 1,787,404              | 100.00%    |                   |              |
| 12       | Prestige Technopolis              | Bengaluru | 475,454                | 56.80%     |                   |              |
| 13       | Rubin House                       | Bengaluru | 38,171                 | -          |                   |              |
|          | <b>TOTAL - B</b>                  |           | <b>11,985,902</b>      |            |                   |              |

# Ongoing Projects – Segment wise contd..

| Sl no           | Project Name              | Location  | Developable Area (Sft) | PEPL Stake | Total No of Units        | PEPL Share |
|-----------------|---------------------------|-----------|------------------------|------------|--------------------------|------------|
| <b><u>C</u></b> | <b><u>HOSPITALITY</u></b> |           |                        |            | <b><u>No of Keys</u></b> |            |
| 1               | Aloft                     | Bengaluru | 286,188                | 60.00%     | 206                      |            |
| 2               | Hilton                    | Bengaluru | 450,000                | 100.00%    | 320                      |            |
| 3               | Forum Value Mall- Ser Apt | Bengaluru | 369,146                | 35.00%     | 168                      |            |
| 4               | Golfshire - Clubhouse+Spa | Bengaluru | 156,648                | 100.00%    |                          |            |
|                 | <b>TOTAL - C</b>          |           | <b>1,261,982</b>       |            |                          |            |
| <b><u>D</u></b> | <b><u>RETAIL</u></b>      |           |                        |            |                          |            |
| 1               | Forum Sujana              | Hyderabad | 1,467,940              | 24.50%     |                          |            |
| 2               | Forum Shanthiniketan      | Bangalore | 1,055,360              | 63.87%     |                          |            |
| 3               | Forum Vijaya Mall         | Chennai   | 1,161,411              | 50.00%     |                          |            |
| 4               | Forum Mangalore           | Mangalore | 948,291                | 34.26%     |                          |            |
|                 | <b>TOTAL - D</b>          |           | <b>4,633,002</b>       |            |                          |            |
|                 | <b>GRAND TOTAL</b>        |           | <b>26,760,262</b>      |            |                          |            |

# Upcoming Projects – Segment wise

| SI No    | Project Name                | Launch Date | Location  | Developable Area (Sft) | PEPL Stake | PEPL Share of Area |
|----------|-----------------------------|-------------|-----------|------------------------|------------|--------------------|
| <b>A</b> | <b><u>RESIDENTIAL</u></b>   |             |           |                        |            |                    |
| 1        | Prestige Sunnyside          | FY 12       | Bengaluru | 845,000                | 100.00%    | 845,000            |
| 2        | Prestige Bellavista         | FY 12       | Chennai   | 5,038,964              | 60.00%     | 3,023,378          |
| 3        | Prestige Tranquility        | FY 12       | Bengaluru | 4,784,000              | 100.00%    | 4,784,000          |
| 4        | Jacobs Land                 | FY 12       | Bengaluru | 1,100,000              | 73.93%     | 813,230            |
| 5        | Prestige Mayberry - 1       | FY 12       | Bengaluru | 119,790                | 45.00%     | 53,906             |
| 6        | Prestige Mayberry - 2       | FY 12       | Bengaluru | 359,370                | 62.00%     | 222,809            |
| 7        | Prestige Park View          | FY 12       | Bengaluru | 800,000                | 65.00%     | 520,000            |
| 8        | Prestige Hillcrest          | FY 12       | Ooty      | 75,000                 | 50.00%     | 37,500             |
|          | <b>Sub Total</b>            |             |           | <b>13,122,124</b>      |            | <b>10,299,823</b>  |
| 9        | Prestige Bougainvillea - II |             | Bengaluru | 193,358                | 100.00%    | 193,358            |
| 10       | Prestige Roshanara          |             | Bengaluru | 77,796                 | 100.00%    | 77,796             |
| 11       | Prestige Falcon City        |             | Bengaluru | 8,300,000              | 32.90%     | 2,730,700          |
| 12       | Prestige Summer Field       |             | Bengaluru | 1,343,000              | 43.00%     | 577,490            |
| 13       | Sai Lakshmi Ind             |             | Bengaluru | 3,659,040              | 62.00%     | 2,268,605          |
| 14       | Village D Nandi             |             | Bengaluru | 1,999,404              | 100.00%    | 1,999,404          |
|          | <b>Sub Total</b>            |             |           | <b>15,572,598</b>      |            | <b>7,847,353</b>   |
|          | <b>TOTAL -A</b>             |             |           | <b>28,694,722</b>      |            | <b>18,147,176</b>  |
| <b>B</b> | <b><u>COMMERCIAL</u></b>    |             |           |                        |            |                    |
| 1        | Prestige Khoday Trade Tower | FY 12       | Bengaluru | 543,363                | 45.00%     | 244,513            |
| 2        | Forum Thomsun               | FY 12       | Bengaluru | 200,000                | 25.00%     | 50,000             |
| 3        | Prestige Khoday Platinum    | FY 12       | Bengaluru | 506,127                | 45.00%     | 227,757            |
|          | <b>Sub Total</b>            |             |           | <b>1,249,490</b>       |            | <b>522,271</b>     |
| 1        | KRPL Tech Park              |             | Mysore    | 1,358,847              | 31.00%     | 421,243            |
| 2        | Graphite Property           |             | Bangalore | 992,000                | 50.99%     | 505,821            |
|          | <b>Sub Total</b>            |             |           | <b>2,350,847</b>       |            | <b>927,063</b>     |
|          | <b>TOTAL -B</b>             |             |           | <b>3,600,337</b>       |            | <b>1,449,334</b>   |

# Upcoming Projects – Segment wise contd..

| Sl No           | Project Name                     | Launch Date | Location  | Developable Area (Sft) | PEPL Stake | PEPL Share of Area |
|-----------------|----------------------------------|-------------|-----------|------------------------|------------|--------------------|
| <b><u>C</u></b> | <b><u>RETAIL</u></b>             |             |           |                        |            |                    |
| 1               | Forum Thomsun                    | FY 12       | Cochin    | 910,000                | 25.00%     | 227,500            |
| 2               | Forum Mysore                     | FY 12       | Mysore    | 538,415                | 50.99%     | 274,538            |
|                 | <b>Sub Total</b>                 |             |           | <b>1,448,415</b>       |            | <b>502,038</b>     |
| 1               | Graphite Property                |             | Bangalore | 661,000                | 50.99%     | 337,044            |
|                 | <b>Sub Total</b>                 |             |           | <b>661,000</b>         |            | <b>337,044</b>     |
|                 | <b>TOTAL -C</b>                  |             |           | <b>2,109,415</b>       |            | <b>839,082</b>     |
| <b><u>D</u></b> | <b><u>HOSPITALITY</u></b>        |             |           |                        |            |                    |
| 1               | Forum Thomsun                    | FY 12       | Cochin    | 550,000                | 25.00%     | 137,500            |
| 2               | Marriot Hotel+ Convention centre | FY 12       | Bangalore | 579,212                | 100.00%    | 579,212            |
|                 | <b>TOTAL -D</b>                  |             |           | <b>1,129,212</b>       |            | <b>716,712</b>     |
|                 | <b>GRAND TOTAL</b>               |             |           | <b>35,533,686</b>      |            | <b>21,152,304</b>  |

## Land Bank Details

| Sl No        | Company Name                      | Location  | Area in Acres | Economic Interest | PEPL Share of Area in Acres |
|--------------|-----------------------------------|-----------|---------------|-------------------|-----------------------------|
| 1            | Prestige Bidadi Holdings Pvt Ltd  | Bidadi    | 142.74        | 100%              | 142.74                      |
| 2            | Prestige Projects Pvt Ltd         | Bengaluru | 138.82        | 33%               | 45.37                       |
| 3            | Prestige Estates Projects Limited | Bengaluru | 231.70        | 68%               | 157.56                      |
| 4            | Prestige Garden Resorts Pvt Ltd   | Bengaluru | 9.00          | 50%               | 4.50                        |
| 5            | Eden Investments                  | Goa       | 74.13         | 40%               | 29.65                       |
| 6            | Hitech Properties                 | Bengaluru | 2.78          | 100%              | 2.78                        |
| 7            | Prestige Estates Projects Limited | Cochin    | 1.99          | 50%               | 1.00                        |
| <b>TOTAL</b> |                                   |           | <b>601.16</b> |                   | <b>383.59</b>               |

**Note:**

- 1) The above land bank is in addition to the upcoming projects.
- 2) Approximate developable area – PEPL Share = 37.60 mn sft



# PROJECTS – VALUE DRIVERS

# Residential Projects

| Sl No | Particulars/ Project Name | Prestige Golfshire - Phase 1 | Prestige White Meadows | Kingfisher Towers | Prestige BellaVista | Prestige Tranquility |
|-------|---------------------------|------------------------------|------------------------|-------------------|---------------------|----------------------|
| 1     | Location                  | Bengaluru                    | Bengaluru              | Bengaluru         | Chennai             | Bengaluru            |
| 2     | Expected Completion Date  | Jun-12                       | Dec-13                 | Dec-14            | To be launched      | To be launched       |
| 3     | Built Up Area (sft)       | 1,033,837                    | 2,044,467              | 767,870           | 3,023,378           | 4,784,000            |
| 4     | Total No of Units         | 113                          | 330                    | 72                | 2,620               | 2,330                |
| 5     | Prestige Share            | 100%                         | 79%                    | 45%               | 60%                 | 100%                 |
| 6     | Units Sold                | 43                           | 104                    | 33                | -                   | -                    |
| 7     | Sold Area (sft)           | 404,528                      | 629,467                | 274,593           | -                   | -                    |
| 8     | Sold Area (%)             | 39%                          | 39%                    | 80%               | -                   | -                    |
| 9     | Stock of Units            | 70                           | 154                    | 9                 | -                   | -                    |
| 10    | Stock Area (sft)          | 629,309                      | 987,612                | 74,889            | -                   | -                    |
| 11    | Stock Area (%)            | 61%                          | 61%                    | 20%               | -                   | -                    |



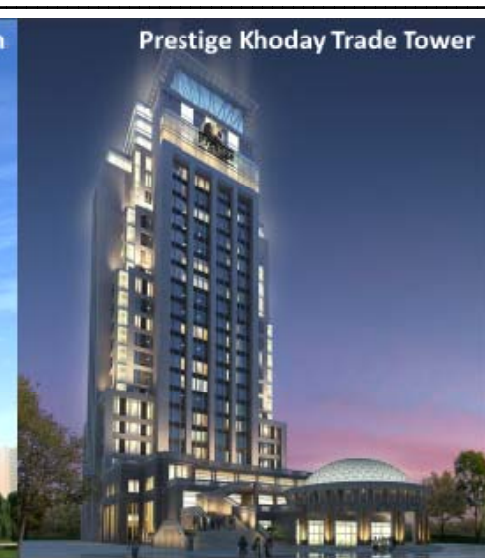
# Cessna Business Park



| PARTICULARS   | DETAILS                               |
|---|---------------------------------------|
| <b>PROJECT INFORMATION</b>                                  |                                       |
| Company   | Cessna Garden Developers Pvt Ltd      |
| Project   | Cessna Business Park                  |
| Location  | Marathally Outer Ring Road, Bengaluru |
| Type Of Development   | SEZ                                   |
| Model   | Retained assets for Annuity Income    |
| Prestige Share  | 60%                                   |
| Tenant  | Built to suit campus for MNC          |
| Total Leasable Area (Sft)                                   | 4,500,000                             |
| Leased as on date (sft) - B1 to B6                          | 1,766,279                             |
| Present Annual Rent (Rs in Mn)                              | 802                                   |
| Balance to be Constructed and Delivered (sft)               | 2,733,721                             |
| Expected Annual Rentals - for the remaining area (Rs in Mn) | 1,310                                 |

# Other Commercial Projects

| Sl No | Particulars/ Project Name           | Exora Business Park | Prestige Khoday Trade Tower | Prestige Khoday Platinum |
|-------|-------------------------------------|---------------------|-----------------------------|--------------------------|
| 1     | Location                            | Bengaluru           | Bengaluru                   | Bengaluru                |
| 2     | Type of Development                 | IT Park             | Mixed Use                   | Office Space             |
| 3     | Total Leasable Area (sft)           | 2,177,606           | 446,000                     | 299,750                  |
| 4     | Completed & Leased as on date (sft) | 676,080             | -                           | -                        |
| 5     | Prestige Share                      | 32.46%              | 48.53%                      | 45%                      |
| 6     | Expected Completion Date            | Mar-13              | Q3 FY14                     | Q3 FY14                  |



# ABOUT THE COMANY



# Brand - Prestige

- ❖ Brand created over 25 years and completed 157 projects
- ❖ A name firmly etched across asset classes in Residential, Commercial, Retail and Hospitality categories
- ❖ Well experienced and dedicated senior management team (Been with the company for over a decade)
- ❖ Area executed so far : 44.08 msf across all segments
- ❖ Pioneered one of it's kind developments such as Forum Mall, UB City and Shantiniketan by transforming locations into landmarks
- ❖ Strong Joint Venture Partners such as CapitaLand , Red Fort and Urban Infrastructure Opportunities Fund
- ❖ Awarded Crisil DA1 rating (Highest Developer rating in the category) in recognition of the quality and delivery of projects. The current rating is DA2+
- ❖ Competitive Advantage
  - Access to Premier Land Bank
  - Ability to get land on Joint Development Basis
  - Execution strength as evidenced by our large scale developments
  - Strong tenant relationships and network
- ❖ CSR – At Prestige Group there is a strong belief of giving back to society. Some of the initiatives are Citizen Extraordinaire Award, association with Akshaya Patra, Vision 20:20 and flood relief programs

## South India Focus



# Board of Directors



**Irfan Razack**

*Chairman & Managing Director*

- Over 36 years of experience
- Real Estate Professional of the Year, 2008
- Entrepreneur Extraordinaire award, 2010



**Rezwan Razack**

*Joint Managing Director*

- Over 34 years of experience



**Noaman Razack**

*Additional Director*

- Over 31 years of experience



**Dr. P Rangnath. Nayak**

*Independent Director*

- Doctor
- Senior Consultant, Cardiology at Vikram Hospital



**K. Jagdeesh Reddy**

*Independent Director*

- Businessman
- Provides consulting services in private equity mergers and acquisitions



**B. G. Koshy**

*Independent Director*

- Businessman
- Part of NGOs (addresses civic problems & women & children rights)

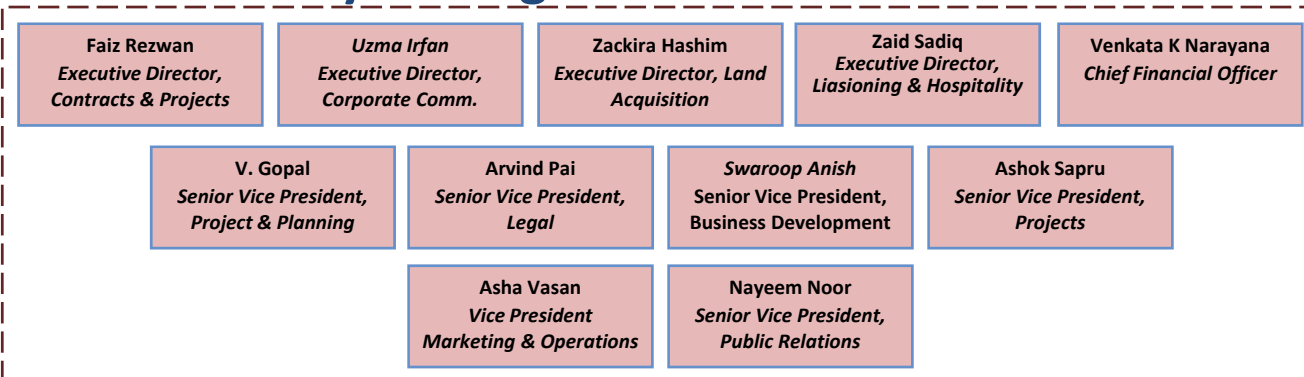


**Noor Ahmed Jaffer**

*Independent Director*

- Businessman
- Co-founded Paper Packaging Pvt Ltd in Bengaluru & set up a Kraft Paper Mill in Shimoga

## Key Management Personnel



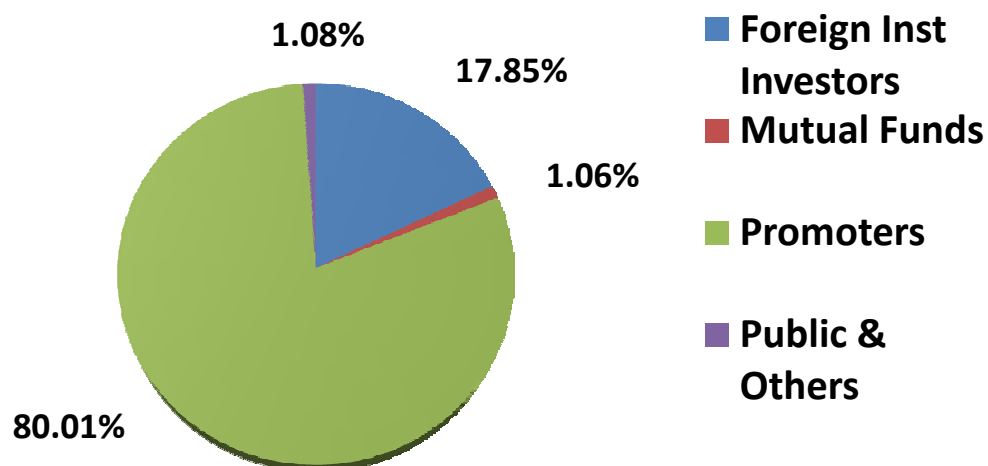
**Strong and dedicated professional team of 338 members in PEPL**

## Corporate Governance

- ❖ The Board with majority of Independent Directors – 4 out of 7
- ❖ Board is headed by visionary, Real Estate Icon with decades of experience – Mr. Irfan Razack – The Driving Force behind Prestige
- ❖ Board is supported by a professional and committed core management team
- ❖ An Audit committee headed by an Independent Director vouches robust financial health of the Company
- ❖ The management has adopted a corporate governance philosophy which ensures high levels of integrity, transparency, fairness, accountability, disclosures and prompt monitoring of the state of affairs.
- ❖ Code of Conduct and Code for Prevention of Insider Trading for its Directors and Senior Management have been established

## Shareholding Pattern

**As on March 31, 2011**





# Awards and Accomplishments



Realty Plus Conclave & Excellence Award 2010 - Popular Choice Award for Developer of the year - Residential



Realty Plus Excellence Awards - Developer of the Year-Leisure & Entertainment



Realty Plus Excellence Awards 2011 South - Developer of the year - Residential



INC India Award 2010 – Certificate of Excellence - PEPL



Construction World Architect & Builder Award 2010



Excellence in Real Estate Development – Heritage (Restoration) Category Award 2009 by FIABCI



Commercial Master Builder Award 2010 by Construction Source India



Shrishti Good Green Governance Award 2010 for Excellence in Landscaping



Entrepreneur Extraordinaire Award 2010 by BAI & CREDAI

# Awards and Accomplishments

**UB CITY**



## Asia Pacific Property Awards - 2010

- The Architecture Award (Retail) India
- The Architecture Award (Mixed use) India
- The Architecture Award (Office Use) India
- The Architecture Award (Leisure & Hospitality) India

**Forum Value Mall**



## Asia Pacific Property Awards - 2010



Best Retail Development India

**Prestige Oasis**



## Asia Pacific Property Awards - 2010



Best Development Marketing India

**Prestige Oakwood**



## Asia Pacific Property Awards - 2010



Best Hotel Construction & design



**Prestige Kensington Gardens**



**Cessna Business Park**



**Prestige Wellington Park**

## CNBC Awaaz - Crisil Credai Real Estate Award

Best Residential Property award for  
Prestige Kensington - 2009

Best Residential Property award for  
Prestige Wellington - 2011

Best Commercial Property award for  
Cessna Business Park - 2009





## Completed Projects –A Showcase



### **Prestige Acropolis**

**Location** - Kormangala - Bangalore

**Year Of Completion** -2000

**Features** –Comprises of 278 units. Its a tribute to western civilization as influenced by Ancient Greece

### **Prestige Ozone**

**Location** -Whitefield – Bangalore

**Year Of Completion** -2006

**Features** –Spread over 46 acres of land, it comprises of 281 villas with private garden & open terrace that overlook the vast central landscape area.



### **UB CITY**

**Location** -Vittal Mallya Road - Bangalore

**Year Of Completion** -2008

**Features** - Mixed use development with commercial, luxury retail and serviced apartments. UB City's height including pinnacle is about 127 meters, one of the tallest structures in the city. (Developable area of 1.3 msf)

## Completed Projects –A Showcase



### **Prestige Shantiniketan – Commercial**

**Location** -Whitefield – Bangalore

**Year Of Completion** - 2011

**Features** - Commercial component known as the 'Commercial Crescent'. Comprises two 12 floor towers & one 16 floor Signature Tower, housing commercial office space (Developable Area of ~ 6 msf)

### **Prestige Shantiniketan – Residential**

**Location** : Whitefield – Bangalore

**Year Of Completion** - 2010

**Features** - Residential component known as the 'Residential Precinct'. Comprises 3,003 apartments in 24 residential apartment blocks (Developable Area of ~ 8.2 msf )



### **The Forum**

**Location:** Kormangala –Bangalore

**Year Of Completion** - 2004

**Features:** 650,000 sq.ft of futuristically designed shopping space. Rated the Best Mall in the country at the Real Estate Excellence Awards in 2007 and Most Admired Shopping Centre of the Year: Retailers Choice at ISCA 2008.



# DISCLAIMER

*This presentation has been prepared by Prestige Estates Projects Limited ("Company") solely for providing information about the Company. It contains certain forward looking statements concerning Prestige Estates Projects Ltd's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition, economic growth in India, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, government policies and actions with respect to investments, fiscal deficits, regulation etc., interest and other fiscal cost generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time on behalf of the company.*



# THANK YOU

Prestige Estates Projects Ltd.

The Falcon house

1, Main Guard Cross Road,  
Bangalore: 560 001

Phone: +91-80-25591080

Fax: +91-80-25591945

Mr.Venkat K Narayan

Chief Financial Officer

Phone: +91-80-25001280

E-mail: [investors@prestigeconstructions.com](mailto:investors@prestigeconstructions.com)