



INVESTOR PRESENTATION

QIV FY 2012 -13



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HIGHLIGHTS OF QIV & FY 2012-13

Highlights of QIV & FY 2012 - 13

Operational Performance

Particulars	Quarter IV FY 12-13	FY 12-13
<u>New Sales - Total</u>		
Amount (Rs. Mn)	6,507	37,274
Area (Mnsf)	1.08	7.14
Avg Realization/Sft (Rs)	6,025	5,220
<u>New Sales - Prestige Share</u>		
Amount (Rs. Mn)	5,416	31,221
Area (Mnsf)	0.89	5.99
<u>New Leasing</u>		
Total (Mnsf)	0.25	2.10
Prestige Share (Mnsf)	0.08	0.45
Completions (Mnsf)	0.53	2.31
Launches (Mnsf)	0.30	10.39
Collections (Rs. Mn)	5,328	19,695

Highlights of QIV & FY 2012 - 13

Financial Performance - Standalone

Particulars	Quarter IV FY 12-13	FY 12-13
Standalone Turnover (Rs. Mn)	5,875	16,064
Standalone EBIDTA (Rs. Mn)	1,599	5,113
Standalone EBIDTA %	27%	32%
Standalone PAT (Rs. Mn)	890	2,760
Standalone PAT %	15%	17%
WACC	13.01%	13.01%
Standalone Rental Income - Prestige Share (Rs. Mn)	563	2,229
Standalone D/E Ratio	0.37	0.37

Highlights of QIV & FY 2012 - 13

Financial Performance - Consolidated

Particulars	FY 12-13	FY 11-12
Consolidated Turnover (Rs. Mn)	20,112	10,865
Consolidated EBIDTA (Rs. Mn)	6,427	3,308
Consolidated EBIDTA %	32%	30%
Consolidated PAT (Rs. Mn)	2,908	819
Consolidated PAT %	14%	8%
Consolidated D/E Ratio	0.60	0.60

Highlights of QIV & FY 2012 - 13

Particulars	Quarter IV FY 12-13	Quarter III FY 12-13	Quarter IV FY 11-12	Quarter II FY 12-13	Quarter I FY 12-13	FY 12-13	FY 11-12
Turnover (Rs. Mn)	5,875	5,116	2,177	2,609	2,464	16,064	7,992
EBIDTA (Rs. Mn)	1,599	1,619	842	920	975	5,113	2,907
EBIDTA %	27%	32%	39%	35%	40%	32%	36%
PAT (Rs. Mn)	890	920	383	457	493	2,760	1,291
PAT %	15%	18%	18%	18%	20%	17%	16%
WACC	13.01%	13.45%	13.63%	13.69%	13.66%	13.01%	13.63%
Rental Income - Prestige Share (Rs. Mn)	563	562	475	562	542	2,229	1,648
D/E Ratio	0.37	0.43	0.48	0.47	0.53	0.37	0.48
<u>New Sales - Total</u>							
Amount (Rs. Mn)	6,507	8,739	6,499	10,688	11,340	37,274	23,900
Area (Mnsf)	1.08	1.69	1.34	2.10	2.27	7.14	5.40
Avg Realization/Sft (Rs)	6,025	5,171	4,850	5,090	4,996	5,220	4,426
<u>New Sales - Prestige Share</u>							
Amount (Rs. Mn)	5,416	7,540	6,485	8,160	10,105	31,221	21,127
Area (Mnsf)	0.89	1.44	1.33	1.63	2.03	5.99	4.91
<u>New Leasing</u>							
Total (Mnsf)	0.25	0.85	0.58	0.54	0.46	2.10	3.12
Prestige Share (Mnsf)	0.08	0.24	0.23	0.07	0.06	0.45	1.38
Area Delivered (Mnsf)	0.53	1.78	1.08	-	-	2.31	3.05
Launches (Mnsf)	0.30	1.64	3.03	6.26	2.19	10.39	10.04
Collections (Rs. Mn)	5,328	5,076	4,556	5,050	4,241	19,695	13,354

FY 12-13 Sales : Rs 31,221 mn

FY 12-13 Guidance : Rs 25,000 mn

Highlights of QIV & FY 2012 - 13

Financial Highlights - Standalone

For the quarter ended March 31, 2013:

- Revenues at Rs. 5,875 million up by 170% as compared to the corresponding previous year's quarter (QIV – FY 11-12) revenues of Rs. 2,177 million.
- EBIDTA at Rs. 1,599 million up by 90% as compared to the corresponding previous year's quarter (QIV – FY 11-12) EBIDTA of Rs. 842 million.
- PAT at Rs. 890 million, up by 132% as compared to the corresponding previous year's quarter's (QIV – FY 11-12) PAT of Rs. 383 million.
- Rental income at Rs. 563 million, up by 18% as compared to the corresponding previous year's quarter's (QIV – FY 11-12) rental income of Rs. 475 million.
- Debt-equity ratio stood at 0.37 as compared to 0.48 of the corresponding previous year's quarter (QIV – FY12-13), down by 0.11 (23%).

Highlights of QIV & FY 2012 - 13

Financial Highlights - Standalone

For the year ended March 31, 2013:

- Revenue for FY 12-13 is at Rs. 16,064 million, up by 101% as compared to the previous year's revenue of Rs. 7,992 million.
- EBIDTA for FY 12-13 is Rs. 5,113 million, up by 76% as compared to the previous year's revenue of Rs. 2,907 million.
- PAT for FY 12-13 is Rs. 2,760 million, up by 132% as compared to the previous year's revenue of Rs. 1,291 million.
- Rental Income for FY 12-13 is Rs. 2,229 million, up by 35% as compared to the previous year's rental income of Rs. 1,648 million.

Highlights of QIV & FY 2012 - 13

Financial Highlights - Consolidated

For the year ended March 31, 2013:

- Consolidated Revenue for FY 12-13 is at Rs. 20,112 million, up by 85% as compared to the previous year's revenue of Rs. 10,865 million.
- Consolidated EBIDTA for FY 12-13 is Rs. 6,427 million, up by 94% as compared to the previous year's revenue of Rs. 3,308 million.
- Consolidated PAT for FY 12-13 is Rs. 2,908 million, up by 255% as compared to the previous year's revenue of Rs. 819 million.

Highlights of QIV & FY 2012 - 13

Operational Highlights

For the quarter ended March 31, 2013:

- The Company has sold 505 units over 1.08 million square feet of Residential and Commercial space aggregating to Rs. 6,507 million of sales (PEPL Share: Rs. 5,416 million).
- The average realization of Rs. 6,025 per Sft for the quarter ended March 31, 2013 is up by 24% as compared to the average realization achieved for the corresponding previous year's quarter of Rs. 4,850 per Sft.
- Completed and delivered 0.53 million square feet of Commercial Office space.
- Registered total new leasing at 0.25 million square feet.
- Collections for the quarter aggregated to Rs. 5,328 million, up by 17% as compared to the corresponding previous year's quarter's collection of Rs. 4,556 million.

Highlights of QIV & FY 2012 - 13

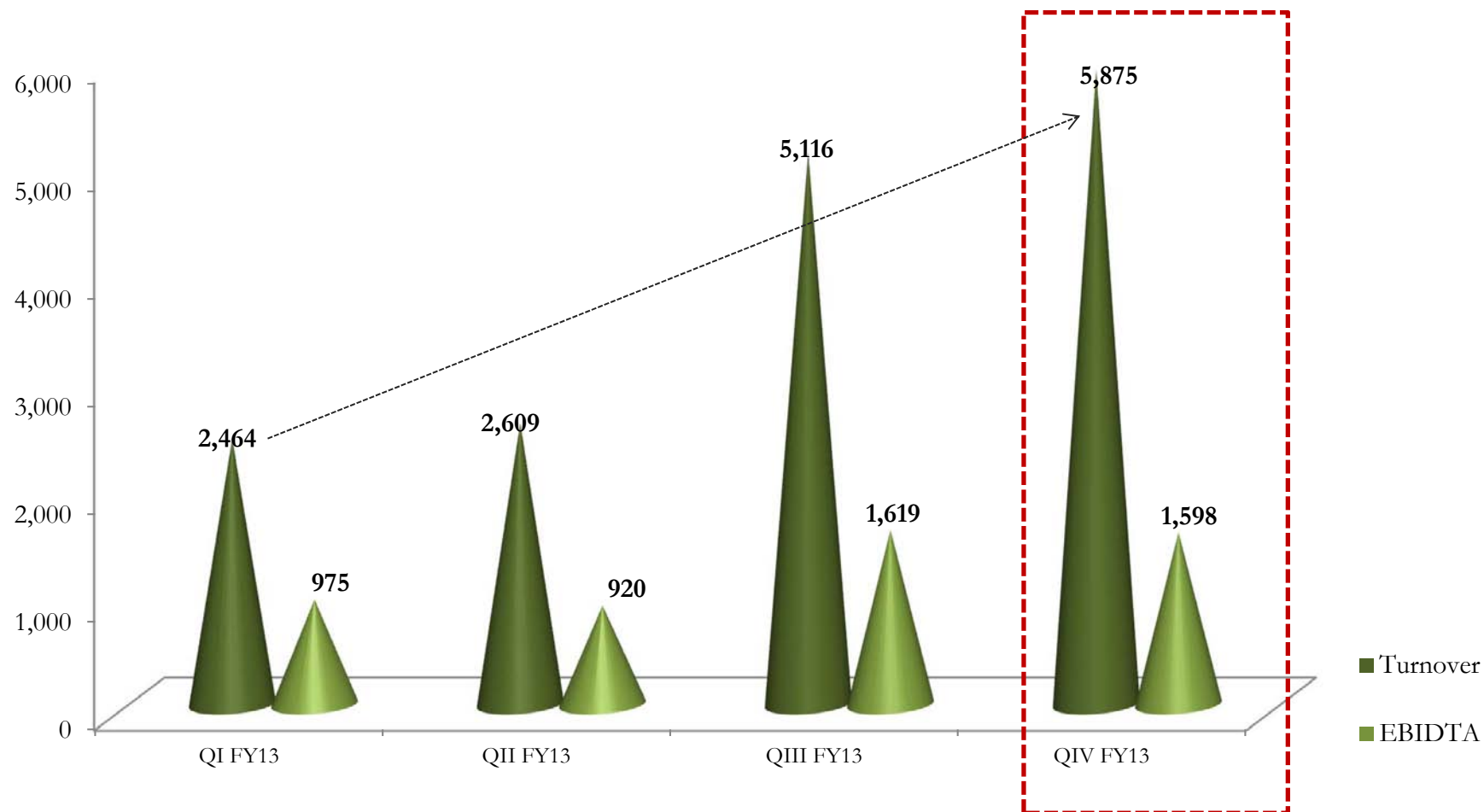
Operational Highlights

For the year ended March 31, 2013:

- The Company has sold 3,566 units for the year ended March 31, 2013 totalling to 7.14 million square feet thereby translating to Rs. 37,274 million of Sales (PEPL Share: Rs. 31,221 million).
- For the year ended March 31, 2013, the average realization achieved is up by 18% at Rs. 5,220 per Sft as compared to the corresponding previous year's average realization of Rs. 4,426 per Sft.
- Completed and delivered 2.31 million square feet of Commercial Office space.
- Registered total new leasing at 2.10 million square feet.
- The total collections for the year ended March 31, 2013 aggregated to 19,695 million as against Rs. 13,354 million of the previous year thereby recording a growth of 47%.

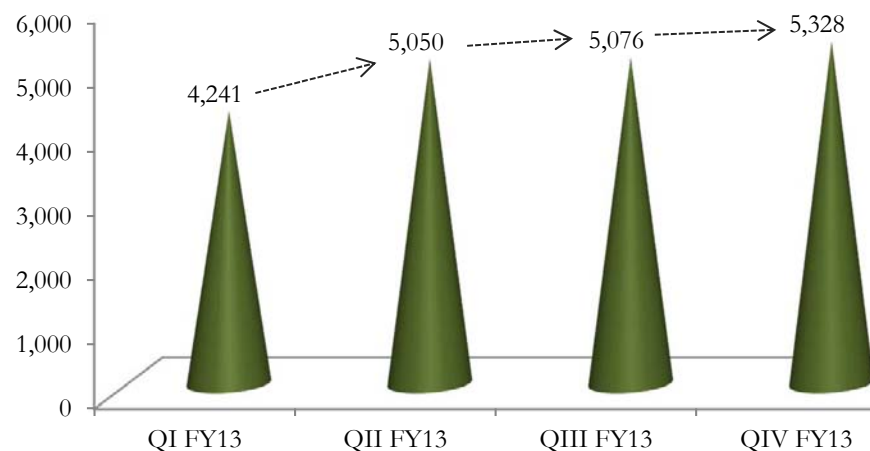
Highlights of QIV & FY 2012 - 13

Turnover & EBIDTA (Rs. Mn)

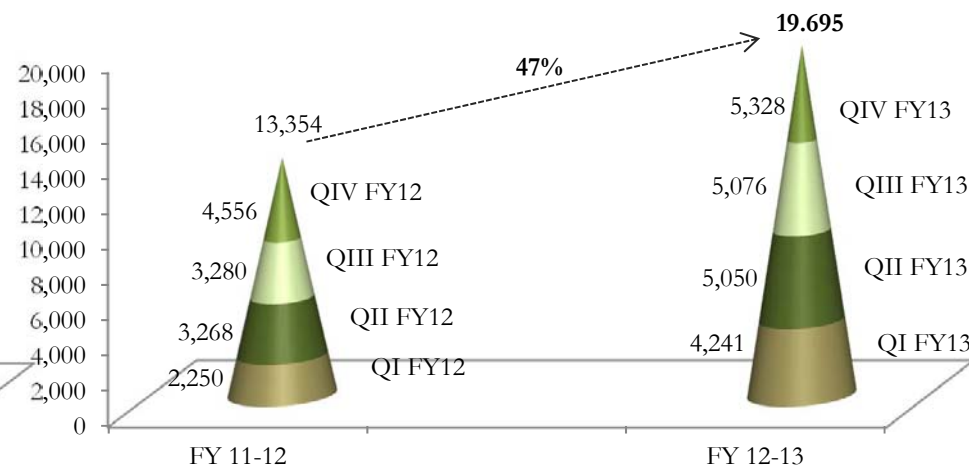


Highlights of QIV & FY 2012 - 13

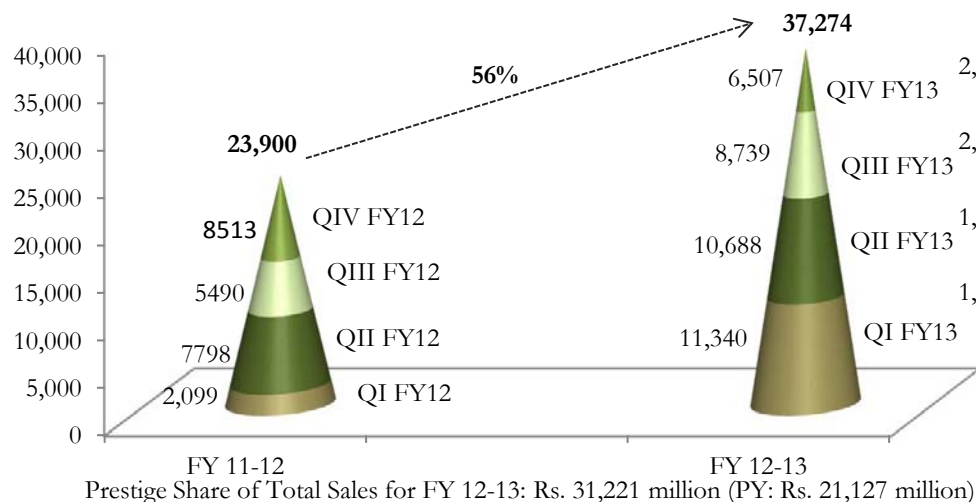
Collections (Q-O-Q) (Rs. Mn)



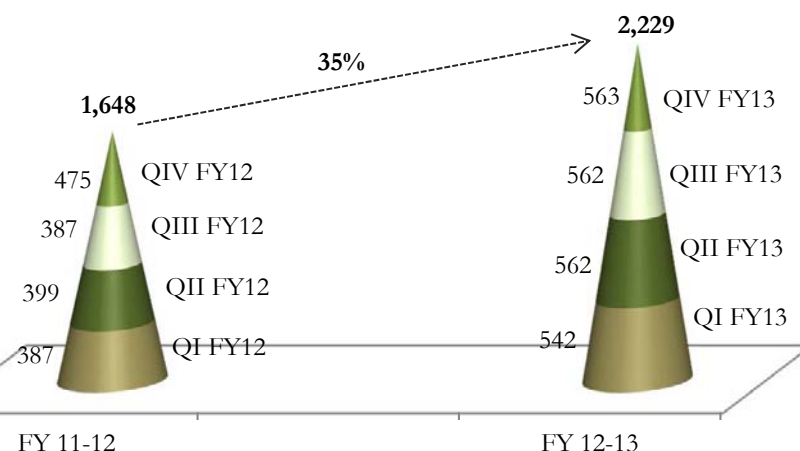
Collections (Y-O-Y) (Rs. Mn)



Sales (Rs. Mn)



Rental Income (Rs. Mn)



Highlights of QIV & FY 2012 - 13

Business Performance

Launches/Pre Launches during Q4 & FY 12-13

Sl.No	Project	Location	Segment	Developable Area (Mnsf)	Economic Interest	No. of Units (PEPL Share)	% Sold (PEPL Share)
Quarter I							
1	Prestige Garden Bay	Bangalore	Residential	0.64	72.00%	132	72%
2	Prestige Glen Wood	Bangalore	Residential	0.32	65.00%	75	62%
3	Prestige Silver Crest	Bangalore	Residential	0.25	100.00%	122	91%
4	Prestige Mayberry - I	Bangalore	Residential	0.12	45.00%	19	93%
5	Prestige Mayberry - II	Bangalore	Residential	0.39	62.00%	78	89%
6	Prestige Summer Fields	Bangalore	Residential	0.26	43.00%	64	19%
7	Prestige Silver Sun	Bangalore	Residential	0.21	43.00%	59	76%
	Total - Quarter I			2.19		549	
Quarter II							
8	Prestige Ferns Residency	Bangalore	Residential	3.29	62.00%	821	52%
9	Prestige Misty Waters	Bangalore	Residential	1.02	50.00%	282	41%
10	Prestige Tech Vista	Bangalore	Residential	0.12	62.00%	20	20%
11	Prestige West Holmes	Mangalore	Residential	0.06	65.00%	13	62%
	Sub Total - Residential			4.49		1,136	
12	Prestige Tech Platina	Bangalore	Commercial	1.43	66.66%	-	-
13	Prestige Star	Bangalore	Commercial	0.04	64.00%	-	-
14	Prestige TMS Square	Cochin	Commercial	0.17	50.00%	-	-
	Sub Total - Commercial			1.64			
15	Prestige TMS Square	Cochin	Retail	0.12	50.00%	-	-
	Sub Total - Retail			0.12			
	Total - Quarter II			6.25		1136	

Highlights of QIV & FY 2012 - 13

Business Performance

Launches/Pre Launches during Q4 & FY 12-13

Sl.No	Project	Location	Segment	Developable Area (Mnsf)	Economic Interest	No. of Units (PEPL Share)	% Sold (PEPL Share)
Quarter III							
16	Prestige Royale Garden - Phase I	Bangalore	Residential	0.43	68.50%	175	87%
17	Prestige Casabella	Bangalore	Residential	0.48	75.00%	158	88%
	Sub Total - Residential			0.91		333	
18	Prestige Falcon Tower	Bangalore	Commercial	0.49	45.00%	-	-
19	Prestige Star II	Bangalore	Commercial	0.08	64.00%	-	-
20	Prestige Trinity Centre	Bangalore	Commercial	0.16	43.00%	-	-
	Sub Total - Commercial			0.73			
	Total - Quarter III			1.64		333	
Quarter IV							
21	Prestige Brooklyn Heights	Bangalore	Residential	0.22	62.00%	94	66%
22	Prestige Spencer Heights	Bangalore	Residential	0.08	100.00%	34	32%
	Sub Total - Residential			0.30		128	
	Total - Quarter IV			0.30		128	
	GRAND TOTAL			10.38		2,146	

Highlights of QIV & FY 2012-13

Business Performance

Completions during QIV & FY 12-13

Project	Location	Segment	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
Quarter III					
Prestige Shantiniketan (Tower C)	Bangalore	Commercial	0.76	61.00%	0.46
Exora Business Park - Block 3	Bangalore	Commercial	1.02	32.46%	0.33
Total			1.78		0.79
Quarter IV					
Prestige Polygon	Chennai	Commercial	0.53	100.00%	0.53
Total			0.53		0.53
GRAND TOTAL			2.31		1.33

Area Leased

Segment	Quarter IV		As on 31st Mar, 2013 (Cumulative)		Current Rental Yielding Area	Area Yet to Yield	FY 12-13	
	Total	Prestige Share	Total	Prestige Share			Total	Prestige Share
Office	0.25	0.08	7.74	4.39	4.16	0.23	1.94	0.41
Retail	-	-	2.33	1.09	0.37	0.72	0.16	0.05
Total	0.25	0.08	10.07	5.48	4.53	0.95	2.10	0.45



FINANCIALS UPDATE

Financials

Balance Sheet as at 31st March, 2013

Rs. Mn

Particulars	As at 31-Mar-13	As at 31-Dec-12	As at 31-Mar-12
I. EQUITY AND LIABILITIES			
(1) Shareholders' funds			
(a) Share capital	3,500	3,281	3,281
(b) Reserves and surplus	23,584	19,860	17,990
	27,084	23,141	21,270
(2) Non-current liabilities			
(a) Long-term borrowings	1,694	1,771	1,518
(b) Deferred tax liabilities (Net)	119	137	125
(c) Other Long-term liabilities	308	282	238
(d) Long-term provisions	41	37	30
	2,162	2,227	1,912
(3) Current liabilities			
(a) Short-term borrowings	13,559	12,133	9,650
(b) Trade payables	3,319	2,489	2,151
(c) Other current liabilities	13,687	14,114	10,196
(d) Short-term provisions	1,098	621	1,841
	31,663	29,357	23,839
Total	60,909	54,724	47,020
II. ASSETS			
(1) Non-current assets			
(a) Fixed assets			
(i) Tangible assets	4,231	4,177	4,288
(ii) Intangible assets	4	4	1
(iii) Capital work-in-progress	1,601	1,657	1,264
(b) Non-current investments	9,891	9,104	6,417
(c) Long-term loans and advances	8,503	5,420	5,575
(d) Other non-current assets	261	80	256
	24,491	20,442	17,801
(2) Current assets			
(a) Current investments	854	1,028	870
(b) Inventories	14,905	14,601	12,004
(c) Trade receivables	7,653	7,582	8,313
(d) Cash and Bank balances	3,783	2,779	1,174
(e) Short-term loans and advances	8,765	7,759	6,534
(f) Other current assets	458	533	324
	36,418	34,282	29,220
Total	60,909	54,724	47,020

Financials

Profit & Loss Account for the period ended 31st March, 2013

Rs. Mn

Particulars	Quarter ended			Year ended	
	31-Mar-13	31-Dec-12	31-Mar-12	31-Mar-13	31-Mar-12
(I) Revenue from Operations	5,597	4,921	1,669	15,124	7,455
(II) Other Income	278	195	129	939	538
(III) Total Revenue - (I+II)	5,875	5,116	1,798	16,063	7,993
(IV) Expenses					
Purchases of Stock of units	(19)	33	-	57	54
Cost of sales on projects	3,551	2,946	758	8,656	3,365
Property and Facilities operating expenses	266	229	157	914	636
Employee benefits expense	337	149	105	836	467
Finance costs	258	209	159	897	765
Depreciation and amortization expense	87	83	82	330	325
Other expenses	141	139	147	486	564
Total Expenses	4,621	3,788	1,409	12,176	6,176
(V) Profit before tax (III-IV)	1,254	1,328	389	3,887	1,817
(VI) Tax expense :					
(1). Current tax	382	398	108	1,135	488
(2). Income tax pertaining to earlier years	-	-	(5)	(4)	(5)
(3). Deferred tax	(18)	9	5	(6)	44
Total	364	407	108	1,125	527
(VII) Profit after tax (V-VI)	890	920	281	2,761	1,290

Financials

Key Ratios

Rs. Mn

Sl. No.	Particulars	Quarter Ended				Year Ended		Year Ended	
		31-Mar-13	Ratio/%	31-Dec-12	Ratio/%	31-Mar-12	Ratio/%	31-Mar-13	Ratio/%
		(Unaudited)		(Unaudited)		(Unaudited)		(Audited)	
1	Sale of Projects & Property Income	5,597		4,921		2,021		15,124	
2	Other Income	278		195		155		939	
3	Total Income	5,875		5,116		2,176		16,063	
4	Cost of project sold and property expenses	3,798		3,208		1,020		9,627	
5	Gross Margin	1,799	32%	1,713	35%	1,001	50%	5,497	36%
6	Admin, Employee and Selling cost	478		289		315		1,322	
7	EBIDTA	1,599	27%	1,619	32%	841	39%	5,114	32%
8	Financial Expenses	258		209		180		897	
9	Depreciation	87		83		83		330	
10	Total Expenses	4,621		3,789		1,598		12,176	

Financials

Key Ratios

Rs. Mn

Sl. No.	Particulars	Quarter Ended						Year Ended		Year Ended	
		31-Mar-13	Ratio/%	31-Dec-12	Ratio/%	31-Mar-12	Ratio/%	31-Mar-13	Ratio/%	31-Mar-12	Ratio/%
		(Unaudited)		(Unaudited)		(Unaudited)		(Audited)		(Audited)	
11	PBT	1,254	21%	1,327	26%	578	27%	3,887	24%	1,817	23%
12	Tax	364		407		195		1,125		527	
13	PAT	890	15%	920	18%	383	18%	2,762	17%	1,290	16%
14	EPS (Annualized) (In Rs)	10.37		11.24		1.17		8.32		3.93	
15	Market Price per share	163.55		179.40		104.50		163.55		104.50	
16	PE Ratio	16		16		90		20		27	
17	Market Cap	57,243		58,856		34,284		57,243		34,284	
18	Net Worth	27,084		23,141		21,270		27,084		21,270	
19	Book Value per share	77		71		65		77		65	
20	Price to Book Value	2.11		2.54		1.61		2.11		1.61	



SALES SUMMARY

Sales Summary

Area in Mnsf
Rs. Mn

Particulars	Quarter IV FY 12-13			Quarter III FY 12-13			Quarter IV FY 11-12			FY 12-13			FY 11-12		
	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value
Residential															
Mid Income Segment	0.57	340	3,164	0.98	640	4,875	1.15	761	5,085	4.01	2,560	19,675	4.18	2,923	16,041
Premium Segment	0.18	55	1,547	0.18	42	1,245	0.15	31	1,249	0.89	239	6,471	0.39	78	3,210
Sub Total - Residential	0.75	395	4,711	1.16	682	6,120	1.30	792	6,334	4.90	2,799	26,146	4.57	3,001	19,250
Commercial	0.14	-	705	0.28	-	1,420	0.03	-	152	1.09	-	5,075	0.34	-	1,877
Total - Prestige Share	0.89	395	5,416	1.44	682	7,540	1.33	792	6,486	5.99	2,799	31,221	4.91	3,001	21,127
Total - LO Share	0.19	110	1,091	0.25	185	1,199	0.01	2	13	1.13	767	6,053	0.49	326	2,773
Total Sales	1.08	505	6,507	1.69	867	8,739	1.34	794	6,499	7.14	3,566	37,274	5.40	3,326	23,900
Avg Realisation per sft			6,025			5,171			4,850			5,220			4,426

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 25% completion (excluding land)
- 2) Overall unrecognized revenue in the books of accounts from all the projects as on 31/03/2013 (Sales made and yet to come for recognition) based on POC is approximately Rs. 49,685 million.
- 3) The above sales value and realization are excluding Stamp duty, Registration fee and Taxes. (These exclusions approximately aggregate to around 15% of the sales value).

Unrecognized Revenue From Projects Under Construction

Rs. Mn

Sl.No	Projects	Total sales value of unit sold as at 31.03.2013	Cumulative turnover declared upto 31.03.13	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
A	Residential Projects - Ongoing				
1	Prestige Golfshire Phase I	4,941	3,143	1,798	
2	Prestige White Meadows	7,479	1,467	6,012	
3	Prestige Silver Oak	1,407	866	541	
4	Kingfisher Towers	5,876	1,455	4,421	
5	Prestige Edwardian	400	221	179	
6	Prestige Tranquility	9,010	753	8,257	
7	Prestige Parkview	1,793	663	1,130	
8	Prestige Sunny Side	3,066	1,348	1,718	
9	Prestige Bella Vista	8,228	2,066	6,162	
10	Prestige Royal Woods	1,181	-	1,181	FY 14
11	Prestige Silver Crest	797	-	797	FY 14
12	Prestige Silver Sun	318	-	318	FY 14
13	Prestige Summer Fields	480	-	480	FY 14
14	Prestige Glenwood	830	-	830	FY 14
15	Prestige Mayberry I	537	-	537	FY 14
16	Prestige Mayberry II	1,493	-	1,493	FY 14

Unrecognized Revenue From Projects Under Construction

Rs. Mn

Sl.No	Projects	Total sales value of unit sold as at 31.03.2013	Cumulative turnover declared upto 31.03.13	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
17	Prestige Garden Bay	986	-	986	FY 14
18	Prestige Ferns Residency	3,768	-	3,768	FY 14
19	Prestige Techvista	121	-	121	FY 14
20	Prestige Misty Waters	2,219	-	2,219	FY 14
21	Prestige Westholme	98	-	98	FY 14
22	Prestige Casabella	745	-	745	FY 14
23	Prestige Royale Gardens	933	-	933	FY 14
24	Prestige Brooklyn Heights	634	-	634	FY 14
25	Prestige Spencer Heights	346	-	346	FY 14
	Sub Total - A	57,688	11,982	45,706	
B	Commercial				
1	Prestige Khoday Towers	417	267	150	
2	Prestige Polygon	1,234	1,234	-	
3	Prestige Tech Park III	3,222	1,795	1,427	
4	Prestige Shanthiketan Tower C	65	65	-	
5	Prestige Technopolis	481	-	481	FY 14
6	Prestige Tech Platina	1,921	-	1,921	FY 14
	Sub Total - B	7,341	3,361	3,980	
	GRAND TOTAL - A+B	65,029	15,343	49,685	

Project Debtors Summary

R.s. Mn

Name of the Project	Opening Balance as at 01.01.2013	New Sales	Adjustment	Amount Realised	Closing Balance as at 31.03.2013
Completed Projects					
Prestige Cyber Towers	354	-	-	-	354
Prestige Oasis	800	102	-	122	779
Prestige Shantiniketan	1,850	611	-	920	1,541
Prestige Southridge	88	1	-	13	76
Prestige Wellington Park	60	28	-	65	23
Prestige Neptune Courtyard	322	35	-	123	235
Prestige Atrium	34	-	-	-	34
Others	7	-	-	-	7
Sub Total - A	3,515	777	-	1,244	3,049

Name of the Project	Opening Balance as at 01.01.2013	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 31.03.2013
Ongoing Projects					
Prestige Edwardian	143	-	-	14	129
Prestige Golfshire	1,384	336	15	148	1,557
Prestige Khoday Towers	135	15	-5	10	146
Prestige Tech Park III	572	33	85	94	426
Prestige White Meadows 1 & 2 & Villas	188	231	53	126	240
Kingfisher Towers	157	151	-12	126	193
Prestige Parkveiw	1	72	-19	90	2
Prestige Sunnyside	76	1,095	711	370	89
Prestige Tranquility	3	136	-19	153	5
Prestige Bellavista	-	2,066	1,000	731	335
Sub Total - B	2,659	4,133	1,809	1,861	3,121

Project Debtors Summary

Rs. Mn

Name of the Project	Opening Balance as at 01.01.2013	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 31.03.2013
<i>Other Ongoing Projects</i>					
Prestige Tranquility				678	
Prestige Whitemeadows Apts 3 & 4				146	
Prestige Royal Woods				88	
Prestige Technopolis				8	
Prestige Garden Bay				124	
Prestige Glenwood				51	
Prestige Mayberry 1				62	
Prestige Mayberry 2				141	
Prestige Silver Oak				136	
Prestige Silver Crest				72	
Prestige Summerfield				20	
Prestige Polygon				30	
Prestige Ferns Residency				120	
Prestige Misty Water				85	
Prestige Techvista				1	
Prestige Platina				18	
Prestige Trade Tower				40	
Prestige Westholme				11	
Prestige Casabella				82	
Prestige Royale Garden				99	
Prestige Brooklyn Heights				71	
Prestige Spencer Heights				45	
Prestige West Woods				93	
Sub Total - C	-	-	-	2,223	-
Total (A+B+C)	6,174	4,910	1,809	5,328	6,170

Note: In addition to the above, there are Land Owner dues to the extent of Rs. 890 million.

Debt Profile

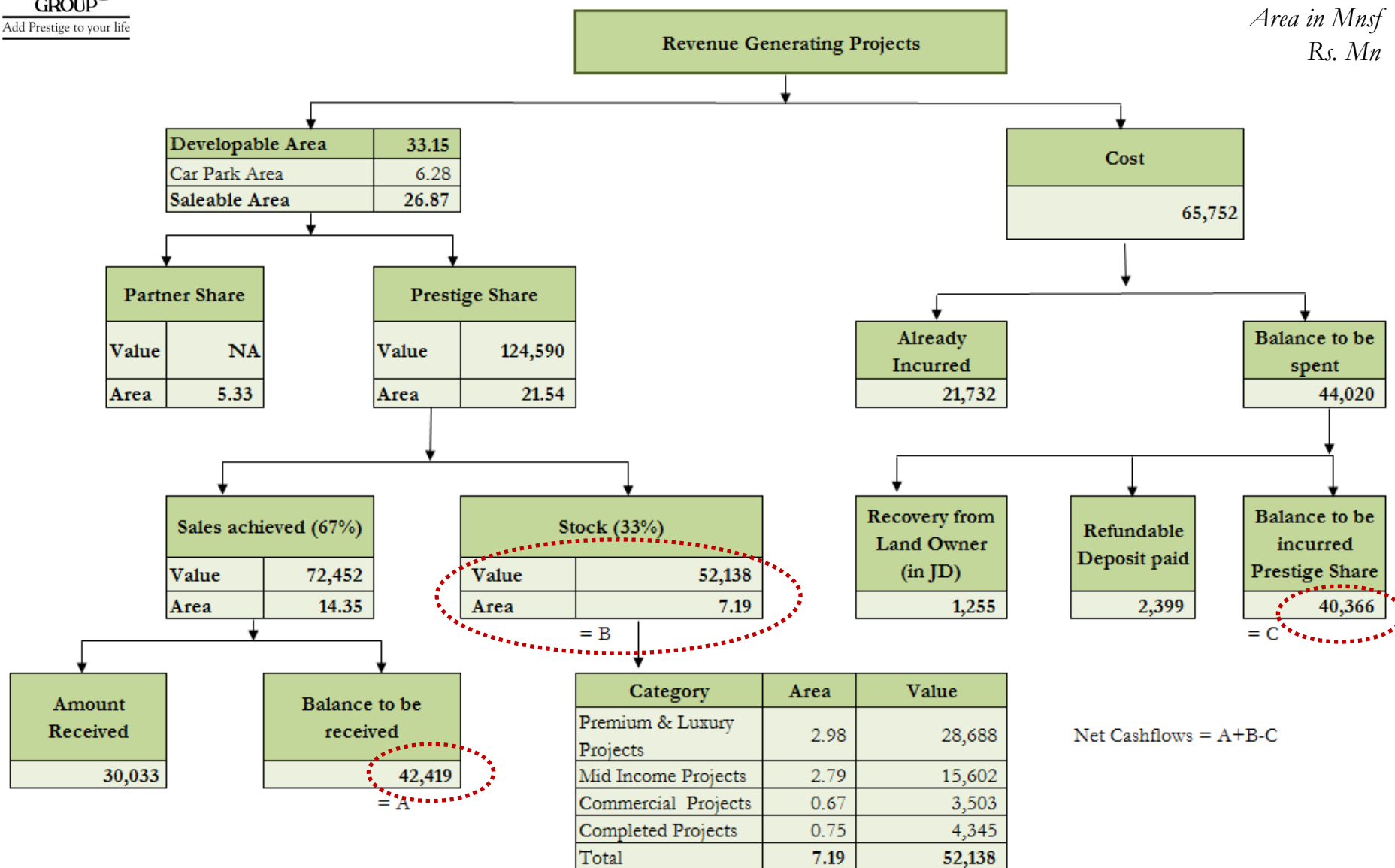
Rs. Mn

Particulars	Standalone	%	Consolidated Loan *	%
Debt as on 31.03.2013				
Secured Loan	14,628	99%	23,708	99%
a. Project Debt - Resi & Comm	10,557	72%	11,440	48%
b. Capex Loans				
- Office Space	-	-	2,335	10%
- Retail	-	-	338	1%
- Hospitality	975	7%	1,753	7%
c. Rental Securitisation Loans	1,537	11%	6,284	27%
d. Receivables discounting loans	1,559	11%	1,559	7%
Unsecured Loan	128	1%	229	1%
Gross Debt	14,756	100%	23,937	100%
Less: Cash & Bank Balances	4,759		5,990	
Net Debt	9,997		17,947	
Networth	27,087		30,039	
Debt Equity Ratio	0.37		0.60	

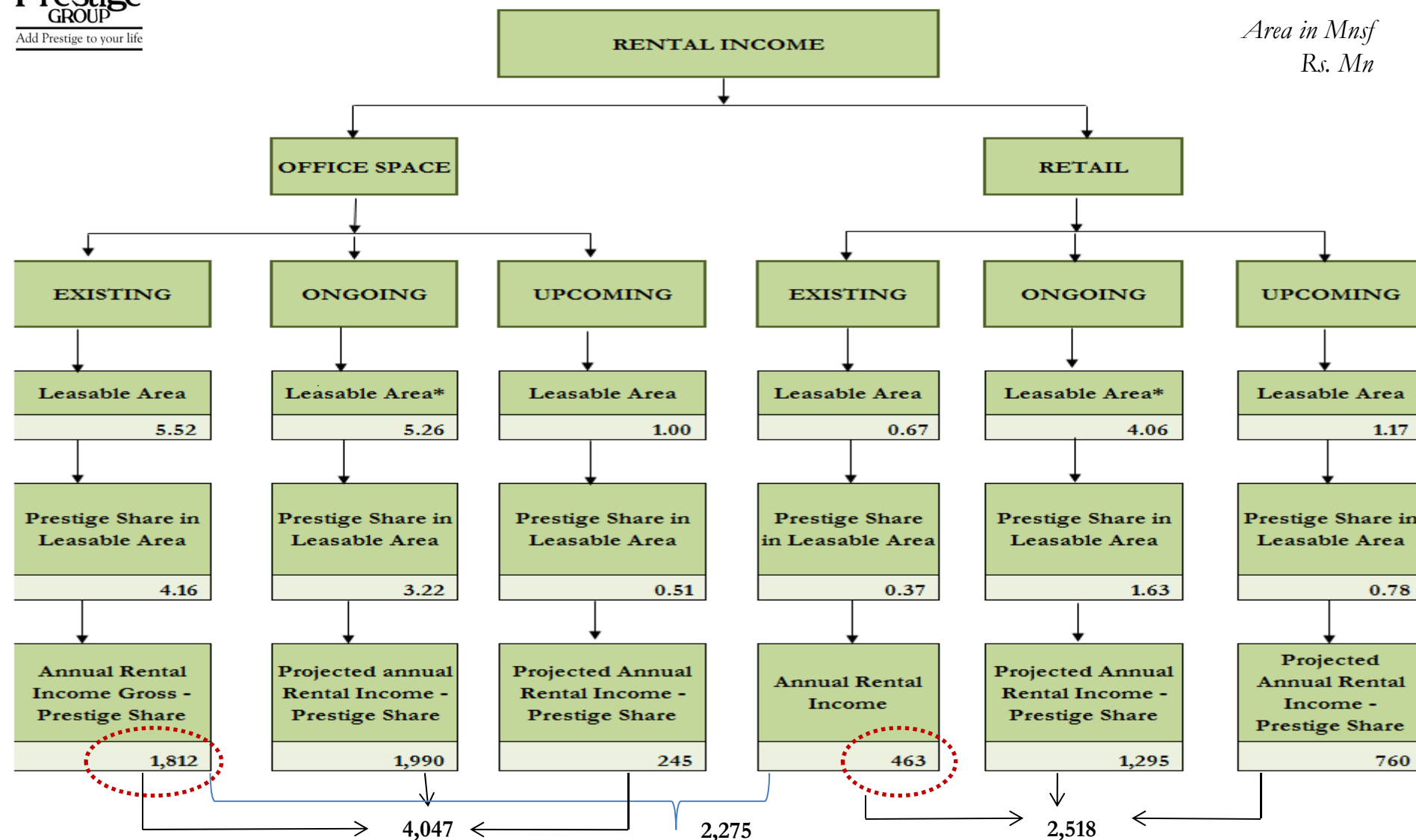
Note: There is an increase of Rs 9,080 Mn in the secured loan amount due to consolidation of the subsidiary companies. However, we should note that since consolidation is done based on line by line basis as per Accounting Standard 21, 100% of the loan amounts in subsidiaries are added up to standalone loan outstanding. If we consider only proportionate PEPL holding in the subsidiaries the net loan balance will amount to Rs 6,958 Mn as against Rs. 9,080 Mn, resulting in the overall net debt of Rs 16,955 Mn (Rs 9,997 + Rs 6,958) on a consolidated basis resulting in an effective D/E Ratio of 0.56

Receivables Profile

Area in Mnsf
Rs. Mn



Rental Income



* Of the above mentioned 5.26 mnsf of leasable area in office space of ongoing projects & 4.06 mnsf of Retail space, we have already leased/tied up with various tenants for an area of 3.18 mnsf in office space & 1.68 mnsf in retail space as on 31.03.2013.

Annualised Projected Exit Rentals for Area Leased

Area in Mnsf
Rs. Mn

Sl. No	Project Name	Segment	Total Leasable Area	PEPL Share of Leasable Area	Area Leased - Prestige Share	Rent Per Sft	Rent P.a (Annualised)
Existing Rental Income as on 31 March,2013							
1	Prestige Estates Projects Ltd	Commercial	1.62	1.62	1.62	36.97	720
2	Cessna Business Park - B1 to B6	Commercial	1.78	1.51	1.51	39.40	715
3	West Palm Developers	Commercial	0.32	0.20	0.20	29.03	68
4	Prestige Valley View	Commercial	0.01	0.01	0.01	166.67	10
5	ICBI India	Commercial	0.05	0.04	0.04	68.33	34
6	Forum Mall	Retail	0.35	0.24	0.24	104.17	300
7	Forum Value Mall	Retail	0.29	0.10	0.10	45.16	55
8	UB City Mall	Retail	0.04	0.04	0.04	225.00	108
9	Exora Business Park - B1	Commercial	0.72	0.23	0.23	45.97	126
10	Exora Business Park - B3	Commercial	0.70	0.23	0.23	49.53	135
11	Prestige Shantiniketan	Commercial	0.34	0.18	0.03	25.50	10
12	Prestige Polygon	Commercial	0.01	0.01	0.01	62.50	8
Total annualised rentals as on March 2013			6.23	4.41	4.26		2,289
Rental Income by March 2014							
1	Cessna Business Park B7	Commercial	0.48	0.40	0.40	41.00	199
2	Prestige Polygon	Commercial	0.32	0.32	-	60.00	230
3	Excelsior - Exora	Commercial	0.18	0.04	-	45.00	21
4	Forum Vijaya (Retail)	Retail	0.64	0.32	0.31	75.00	286
5	Forum Vijaya (Commercial)	Commercial	0.33	0.17	-	55.00	109
6	Forum Mangalore	Retail	0.67	0.23	0.06	55.00	151
7	Forum Sujana	Retail	0.85	0.21	0.02	75.00	188
Incremental rentals in FY 13-14			3.46	1.68	0.79		1,184
Total annualised rentals by March 2014			9.68	6.09	5.05		3,473



PROJECT PORTFOLIO & UPDATE

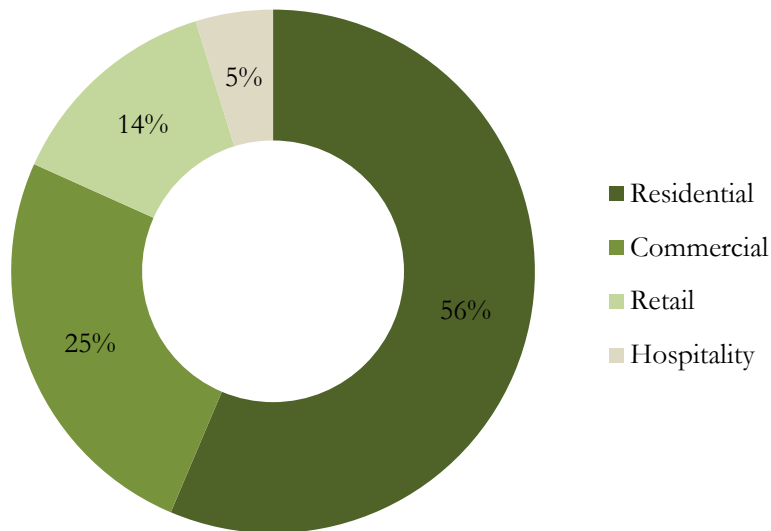
Business Segments



Product Mix – Segment Wise

Ongoing Projects

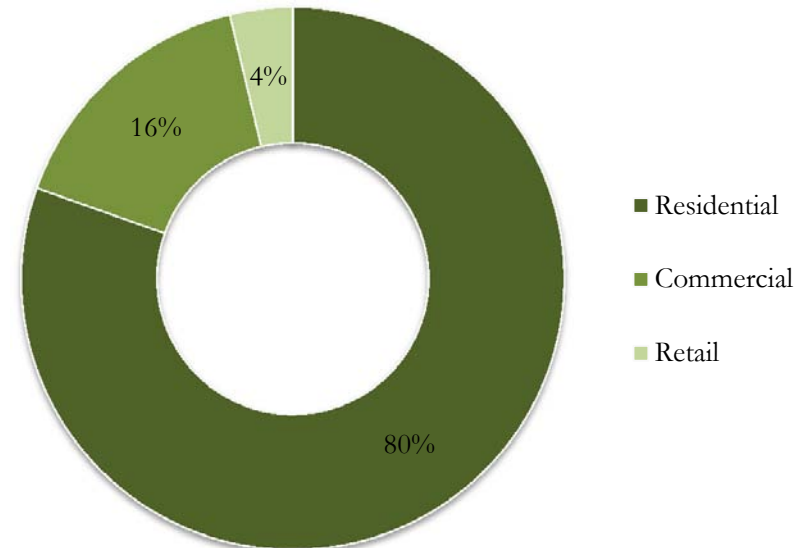
Total Area – 46.86 Mnsf



Segment	No. of Projects	Developable Area (Mnsf)
Residential	30	26.42
Commercial	15	11.87
Retail	8	6.33
Hospitality	5	2.24
Total	58	46.86

Upcoming Projects

Total Area – 37.98 Mnsf

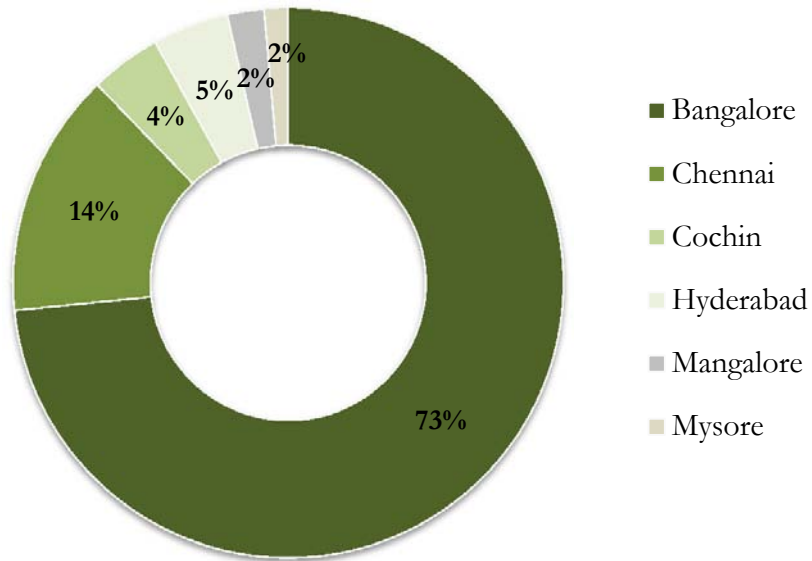


Segment	No. of Projects	Developable Area (Mnsf)
Residential	23	30.54
Commercial	5	6.02
Retail	2	1.42
Total	30	37.98

Product Mix – Geography Wise

Ongoing Projects

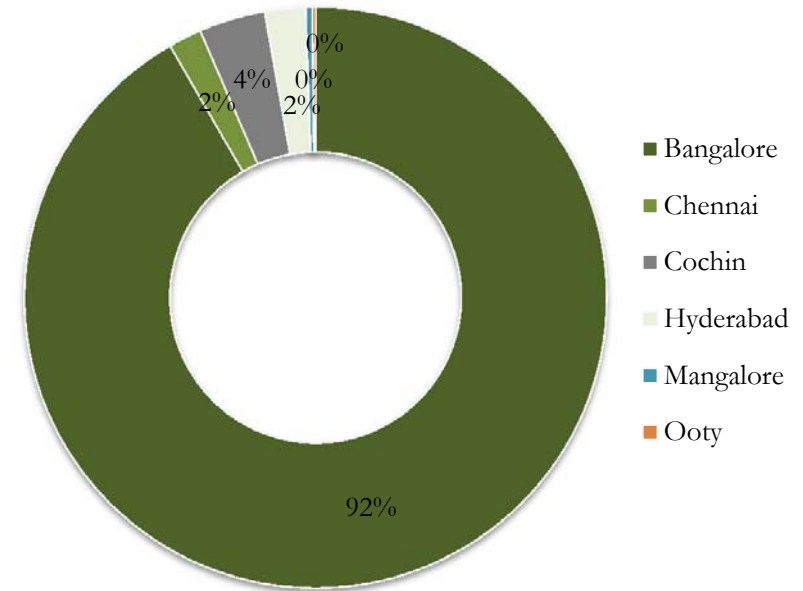
Total Area – 46.86 Mnsf



City	No. of Projects	Developable Area (Mnsf)
Bangalore	44	34.39
Chennai	3	6.75
Cochin	5	1.95
Hyderabad	2	2.10
Mangalore	2	1.01
Mysore	2	0.66
Total	58	46.86

Upcoming Projects

Total Area – 37.98 Mnsf



City	No. of Projects	Developable Area (Mnsf)
Bangalore	22	34.81
Chennai	2	0.70
Cochin	3	1.40
Hyderabad	1	0.86
Mangalore	1	0.14
Ooty	1	0.07
Total	30	37.98

Ongoing Projects

Residential

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
1	Prestige Golfshire- Villas	Bangalore	1.75	100.00%	1.75	228	228
2	Prestige White Meadows -1	Bangalore	1.07	100.00%	1.07	163	163
3	Prestige White Meadows -2	Bangalore	1.16	62.50%	0.73	191	119
4	Kingfisher Towers	Bangalore	1.09	45.00%	0.49	83	42
5	Prestige Royal Woods	Hyderabad	0.63	50.00%	0.32	152	76
6	Prestige Oasis - Phase 2	Bangalore	0.09	100.00%	0.09	16	16
7	Prestige Edwardian	Bangalore	0.07	100.00%	0.07	12	12
8	Prestige Hermitage	Bangalore	0.23	50.00%	0.12	26	13
9	Prestige Tranquility	Bangalore	4.57	100.00%	4.57	2,368	2,368
10	Prestige Park View	Bangalore	0.93	65.00%	0.60	376	269
11	Prestige Silver Oak	Bangalore	0.66	33.46%	0.22	178	60
12	Prestige Bella Vista	Chennai	5.04	60.00%	3.02	2,613	1,568
13	Prestige Sunny Side	Bangalore	0.98	100.00%	0.98	395	395
14	Prestige Garden Bay	Bangalore	0.64	72.00%	0.46	184	133
15	Prestige Glen Wood	Bangalore	0.32	65.00%	0.21	116	75
16	Prestige Mayberry-1	Bangalore	0.12	45.00%	0.05	40	18
17	Prestige Mayberry-2	Bangalore	0.39	62.00%	0.24	126	76
18	Prestige Silver Crest	Bangalore	0.25	100.00%	0.25	122	122
19	Prestige Summer Fields	Bangalore	0.31	50.59%	0.16	83	36
20	Prestige Silver Sun	Bangalore	0.21	26.84%	0.06	102	27
21	Prestige Hillside Retreat	Bangalore	0.11	75.00%	0.08	58	44
22	Prestige Philadelphia	Bangalore	0.03	45.00%	0.01	8	4
23	Prestige Ferns Residency	Bangalore	3.29	62.00%	2.04	1,324	814
24	Prestige Misty Waters	Bangalore	1.02	51.00%	0.52	552	282
25	Prestige West Holmes	Mangalore	0.06	65.00%	0.04	20	13
26	Prestige Tech Vista	Bangalore	0.12	60.00%	0.07	30	19
27	Prestige Brooklyn Heights	Bangalore	0.27	62.00%	0.16	94	58
28	Prestige Spencer Heights	Bangalore	0.11	100.00%	0.11	34	34
29	Prestige Royale Garden - Phase I	Bangalore	0.43	68.50%	0.29	256	175
30	Prestige Casabella	Bangalore	0.48	75.00%	0.36	210	158
	Total - A		26.42		19.14	10,160	7,417

Ongoing Projects

Commercial

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Cessna Business Park B7 - B11	Bangalore	4.33	85.00%	3.68
2	Prestige Khoday Towers	Bangalore	0.26	48.53%	0.13
3	Exora Business Park - Block 2	Bangalore	1.02	32.46%	0.33
4	Forum Vijaya Mall	Chennai	0.55	50.00%	0.28
5	Prestige Technopolis	Bangalore	0.47	56.80%	0.27
6	Prestige TechPark III	Bangalore	1.55	100.00%	1.55
7	Excelsior	Bangalore	0.22	21.75%	0.05
8	Prestige Trade Towers	Bangalore	0.61	45.00%	0.27
9	Prestige Tech Platina	Bangalore	1.43	66.66%	0.95
10	Prestige Star	Bangalore	0.04	64.00%	0.03
11	Prestige TMS Square	Cochin	0.17	58.00%	0.10
12	Forum Thomsun	Cochin	0.20	25.00%	0.05
13	Prestige Trinity Centre	Bangalore	0.45	26.84%	0.12
14	Prestige Falcon Towers	Bangalore	0.49	45.00%	0.22
15	Prestige Star II	Bangalore	0.08	64.00%	0.05
	Total - B		11.87		8.08

Ongoing Projects

Retail

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Forum Sujana	Hyderabad	1.47	24.50%	0.36
2	Forum Shantiniketan	Bangalore	1.06	63.87%	0.68
3	Forum Vijaya Mall	Chennai	1.16	50.00%	0.58
4	Forum Mysore	Mysore	0.55	50.99%	0.28
5	Forum Mangalore	Mangalore	0.95	34.26%	0.33
6	Prestige TMS Square	Cochin	0.12	58.00%	0.07
7	Forum Thomsun	Cochin	0.91	25.00%	0.23
8	Prestige Mysore Central	Mysore	0.11	65.00%	0.07
	Total - C		6.33		2.60

Hospitality

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No. of Keys
1	Aloft	Bangalore	0.29	85.00%	0.25	202
2	Hilton	Bangalore	0.45	100.00%	0.45	285
3	Forum Value Mall - Service Apts	Bangalore	0.37	35.00%	0.13	142
4	Marriott Hotel + Convention Centre	Bangalore	0.58	100.00%	0.58	307
5	Forum Thomsun	Cochin	0.55	25.00%	0.14	200
	Total - D		2.24		1.55	1,136
	GRAND TOTAL - A+B+C+D		46.86		31.37	

Upcoming Projects

Residential

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Leela Residences	Bangalore	0.36	60.00%	0.22
2	Prestige Silver Spring	Chennai	0.49	27.54%	0.14
3	Kakanad Property	Cochin	0.80	70.00%	0.56
4	Prestige Jade Pavilion	Bangalore	0.68	46.91%	0.32
5	Prestige Greenmoor	Bangalore	0.39	25.00%	0.10
6	Prestige Down Town	Chennai	0.21	100.00%	0.21
7	Prestige South Woods	Bangalore	1.28	67.00%	0.86
8	Prestige Hillcrest	Ooty	0.07	50.00%	0.04
9	Prestige Royale Gardens - Phase II	Bangalore	2.46	68.50%	1.69
10	Prestige Lakeside Habitat	Bangalore	8.40	70.00%	5.88
11	Prestige Primerose Hills	Bangalore	2.04	62.00%	1.26
12	Prestige Sunrise Park	Bangalore	3.27	100.00%	3.27
13	Prestige West Wood	Bangalore	1.02	60.00%	0.61
14	New Airport Road Property, Bellary Road	Bangalore	2.72	100.00%	2.72
15	Prestige Park Square	Bangalore	0.65	35.70%	0.23
16	Prestige Augusta Golf Village	Bangalore	1.38	67.00%	0.92
17	Prestige Ivy Terraces	Bangalore	0.57	62.00%	0.35
18	Prestige Bougainvillea - II	Bangalore	0.12	60.00%	0.07
19	Hyderabad Property	Hyderabad	0.86	60.00%	0.52
20	Hennur Road Property	Bangalore	0.86	100.00%	0.86
21	Roshanara Property	Bangalore	0.22	100.00%	0.22
22	Bangalore South Property	Bangalore	1.55	70.00%	1.09
23	Mangalore Villas	Mangalore	0.14	68.00%	0.09
Total - A			30.54		22.23

Upcoming Projects

Commercial

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Kakanad Property	Cochin	0.20	70.00%	0.14
2	Prestige Technostar	Bangalore	1.65	51.00%	0.84
3	Prestige Spectra	Bangalore	0.12	72.00%	0.08
4	Jacobs Land - IT Park	Bangalore	2.81	73.93%	2.08
5	Prestige Tech Park IV	Bangalore	1.25	90.00%	1.13
	Total - B		6.02		4.27

Retail

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Kakanad Property	Cochin	0.40	76.50%	0.31
2	Forum Mall	Bangalore	1.02	62.95%	0.64
	Total - C		1.42		0.95
	GRAND TOTAL - A+B+C		37.98		27.45

Land Bank & Projects Under Planning

Sl. No	Entity Name	Location	Land Area (Acres)	Economic Interest	PEPL Share (Acres)
1	Prestige Bidadi Holdings Pvt Ltd	Bidadi	142.74	100.00%	142.74
2	Prestige Projects Pvt Ltd	Bangalore	168.00	32.68%	54.90
3	Prestige Garden Resorts Pvt Ltd	Bangalore	7.00	100.00%	7.00
4	Eden Investments	Goa	74.13	40.00%	29.65
5	Prestige Estates Projects Ltd	Bangalore	97.53	64.59%	63.00
6	KRPL Techpark	Mysore	15.61	31.00%	4.84
7	Village D Nandi Pvt Ltd	Bangalore	22.95	100.00%	22.95
8	Prestige Nottinghill Investments - Falcon City	Bangalore	61.34	32.90%	20.18
	Total		589.30		345.26



ABOUT PRESTIGE

Advantage Prestige

Iconic developments like
Forum Mall, Prestige Shantiniketan,
UB City, Prestige Golfshire, etc

Spearheaded by Real Estate Icon,
Mr. Irfan Razack & his brothers
Mr. Rezwan and Noaman Razack

Only
CRISIL DA1*
rated Developer
in India

Excellence across **all**
Real Estate Classes,
i.e. Residential,
Commercial, Retail
& Hospitality

Stable Cash Flows by way of
Annuity Income & Diversified Cash
Flows from Various Segments

Strong Joint Venture partners like
CapitaLand, RedFort , etc & **Strong**
Associations with Various Banks & FIs

One of the **Most Trusted** Developers by Land Owners and Customers

Legacy Spanning over **26 years**

One of South India's **Leading** Developers

166 completed projects

Over **49 Mnsf** of Developed Area

58 Ongoing Projects spanning

over **47 Mnsf** of Area

** rating indicates the Company's excellent ability to execute real estate projects as per specified quality levels within stipulated time schedules and to transfer clean title*

Strong Presence Across All South Indian States



Karnataka

- Bangalore
- Mysore
- Mangalore

Tamil Nadu

- Chennai
- Ooty

Kerala

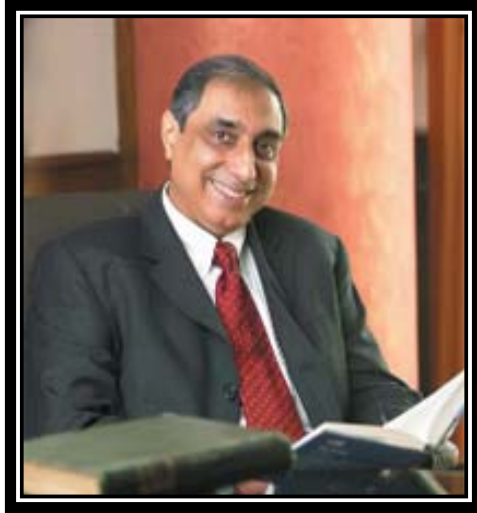
- Kochi

Andhra Pradesh

- Hyderabad

Goa

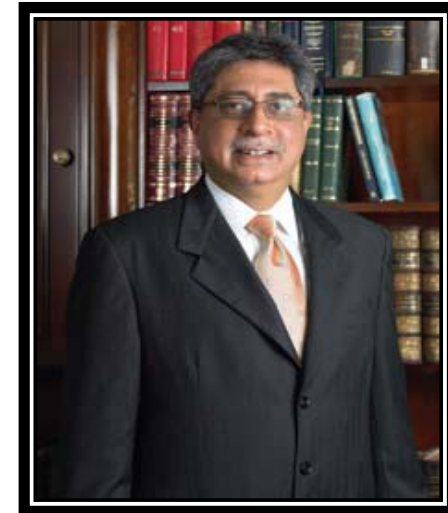
Board of Directors



Irfan Razack
Chairman & Managing Director



Rezwan Razack
Joint Managing Director



Noaman Razack
Whole-time Director



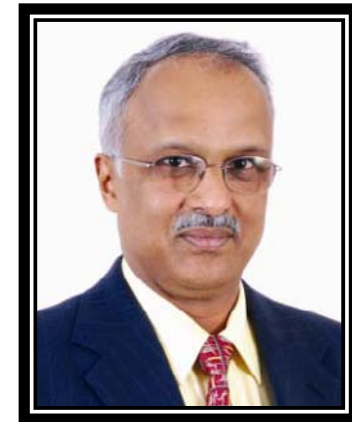
Jagdeesh K. Reddy
Independent Director



B.G. Koshy
Independent Director



Noor Ahmed Jaffer
Independent Director



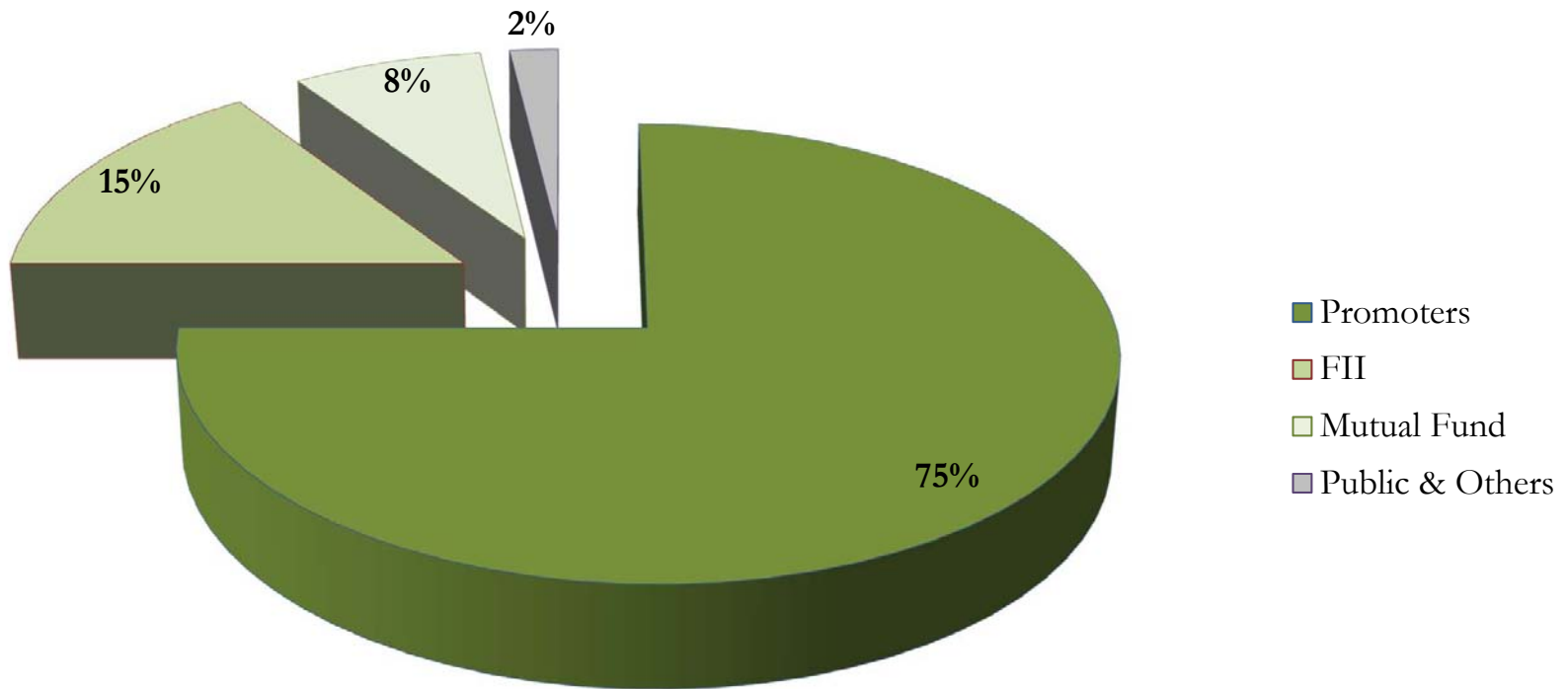
Dr. Pangal Ranganath Nayak
Independent Director

Executive Management



- | | | | | |
|---|---|---|--|--|
| 1 Faiz Rezwan
Executive Director
<i>Contracts & Projects</i> | 2 Uzma Irfan
Executive Director
<i>Corporate Communication</i> | 3 Sana Rezwan
Executive Director
<i>Retail</i> | 4 Zackria Hashim
Executive Director
<i>Land Acquisition</i> | 5 Zaid Sadiq
Executive Director
<i>Liasioning & Hospitality</i> |
| 6 Venkat K Narayan
Executive Director
<i>Finance & CFO</i> | 7 Arvind Pai
Executive Director
<i>Legal</i> | 8 V. Gopal
Executive Director
<i>Projects & Planning</i> | 9 Nayeem Noor
Executive Director
<i>Public Relations</i> | 10 Asha Vasan
Executive Director
<i>Business Development</i> |

Shareholding Pattern



As on 31 March, 2013



AWARDS & RECOGNITION

Awards & Recognition

1) "The Forum Koramangala ” - India Shopping Centre Award (ISCA) for “The Most Admired Shopping Centre of the year (South) 2012 – 13”.

This was awarded to us in Mumbai organised by the IMAGES Group during the ISCF Conference on 8th and 9th May 2013.

2) The Asia Pacific Property Awards:

- Golf Development – Prestige Golf shire
- Industrial Development – Cessna Business Park,
- Leisure Development – Angsana Oasis Spa and Resort,
- Leisure Development – Prestige Hillside Retreat,
- Property Single Unit – Prestige White Meadows,
- Property Single Unit – Prestige Golfshire and
- Office Interior – Hindustan Unilever Limited Office at Prestige Shantiniketan
- Mixed Use – Prestige Shantiniketan

Awards & Recognition

3) The Asia Pacific Hotel Awards:

- Best Hotel for Oakwood Premier Prestige Serviced Residences, India
- Best Resort Hotel for Angsana Oasis Spa & Resort, India
- Best Spa Hotel for Angsana Oasis Spa & Resort, India

4) Mr Irfan Razack was awarded by Credai for "Outstanding contribution to Real Estate"

5) Runners Up in : Srishti's Awards for Good Green Governance 2012





PROJECT SNAPSHOT

Project Snapshots - New Launches during the quarter

Prestige Spencer Heights



Project Snapshots - New Launches during the quarter

Prestige Brooklyn Heights



Project Snapshots – Key Projects

Prestige White Meadows

Perspective



Current Construction Progress



Project Snapshots – Key Projects

Kingfisher Towers

Perspective



Current Construction Progress



Project Snapshots – Key Projects

Prestige Bella Vista

Perspective



Current Construction Progress



Project Snapshots – Key Projects

Prestige Tranquility

Perspective



Current Construction Progress



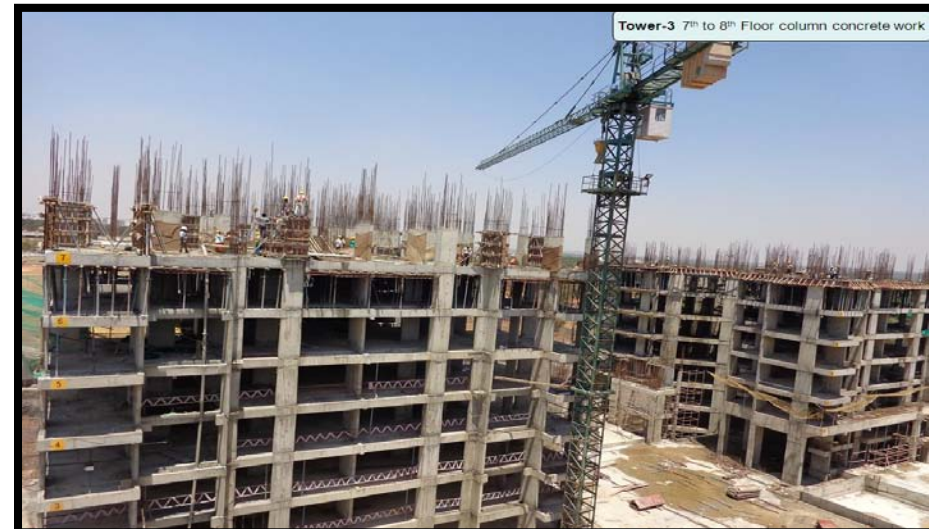
Project Snapshots – Key Projects

Prestige Park View

Perspective



Current Construction Progress





GUIDANCE VS ACHIEVED

Guidance Vs Achieved

Particulars	FY 13-14 Guidance	FY 12-13			FY 11-12		
		Guidance	Achieved	% Achieved	Guidance	Achieved	% Achieved
Sales (Rs. Mn) *	43,000	25,000	31,221	125%	15,000	21,127	141%
Turnover (Rs Mn)	20,000	15,000	16,064	107%	7,500	7,992	107%
Collections (Rs. Mn)	23,000	15,000	19,695	131%	12,000	13,354	111%
Launches (Mnsf)	14.00	8.00	10.39	130%	10.00	12.89	129%
Leasing (Mnsf)	2.00	2.50	2.10	84%	3.00	3.12	104%
Exit Rental Income (Rs. Mn)	3,200	2,250	2,289	102%	1,600	1,870	117%
<u>Debt Equity Ratio</u>							
Consolidated	0.70	0.75	0.60		0.75	0.68	
Standalone	0.45	0.50	0.37		0.50	0.48	

* The Sales guidance given for FY 13-14 is for Total Sales. Out of the total sales guidance of Rs. 43,000 million given for FY 13-14, PEPL Share would tentatively be around Rs. 37,000 million.

* Sales achieved for FY 12-13 and FY 11-12 indicated above represents Prestige share of Total Sales. The corresponding total sales for these two years are Rs. 37,274 million and Rs. 23,900 million respectively.

Disclaimer

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thank you

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