



## INVESTOR PRESENTATION | Q3FY16



RECENT LAUNCH | MIXED DEVELOPMENT PROJECT | ARTIST'S IMPRESSION

## INDEX.

1. ABOUT PRESTIGE
2. OPERATIONAL HIGHLIGHTS
3. FINANCIAL HIGHLIGHTS
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6. GUIDENCE VS ACHIEVED
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8. PROJECT STATUS



**65**

Ongoing Projects  
spanning  
Over 67 Mnsf of  
Area

**ICRA A+**  
Credit rating  
by ICRA



Diversified Cash  
Flows from  
Various Segments

Over **28** Years  
of Legacy

**192**

Completed projects  
spanning across 64.12  
Mnsf of Developed  
Area

**CRISIL DA1**  
rated Developer  
by CRISIL



Strong  
Associations with  
Various Banks &  
Fls

## ABOUT PRESTIGE

ENTRY INTO  
CAPITAL  
MARKET  
**FY 2011**



One of the Most  
Trusted Developers  
by Land Owners and  
Customers



Stable Cash Flows by  
way of Annuity  
Income



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



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



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



Strong Joint  
Venture  
partners -  
CapitaLand,  
RedFort , etc

# BUSINESS SEGMENTS



## RESIDENTIAL

Apartments

Villas

Integrated  
Townships

Plotted  
Developments



## COMMERCIAL

Office Space

Built to suit  
Campuses

SEZs

IT Parks



## RETAIL

Malls



## HOSPITALITY

Resorts

Serviced  
Apartments

Hotels

Food Courts



## SERVICES

Sub leasing &  
fit out services

Interior Design  
& Execution

Facilities &  
Property Mgmt

Project & Construction  
Mgmt Services

# SCALE OF OPERATION

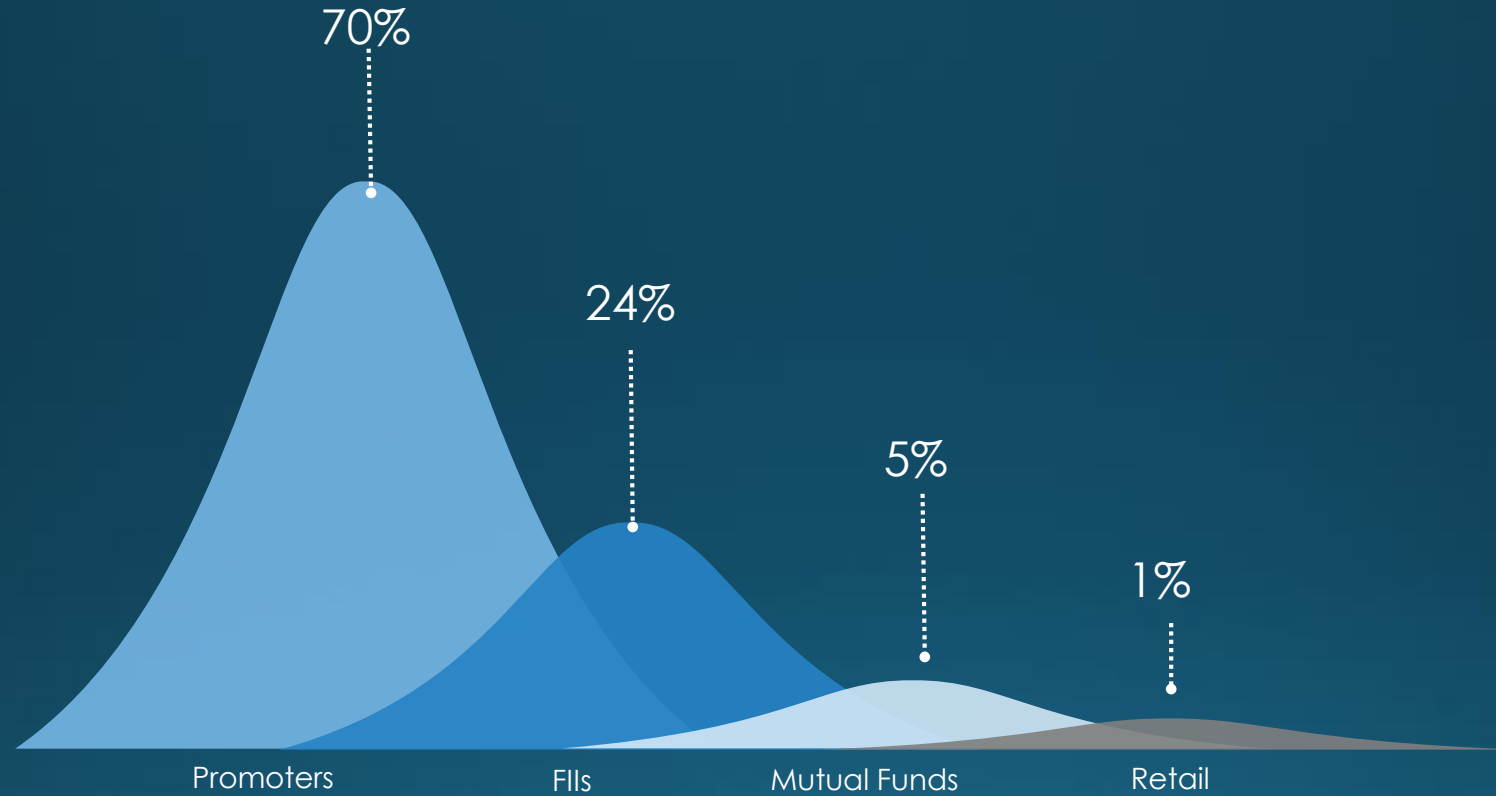
Areas are in Million Sqft

PARTICULARS	RESIDENTIAL		COMMERCIAL		RETAIL		HOSPITALITY		PLOTTED DEVELOPMENT		TOTAL	
	Nos.	AREA	NOS.	AREA	NOS.	AREA	NOS.	AREA	NOS.	AREA	NOS.	AREA
COMPLETED PROJECTS	72	21.38	100	29.15	6	4.81	6	1.37	8	7.42	192	64.12
ONGOING PROJECTS	51	58.15	5	4.32	6	2.78	3	1.75	0	0.00	65	67.00
UPCOMING PROJECTS*	25	29.63	7	9.97	2	1.78	0	0.00	0	0.00	34	41.38
LAND BANK*												51.05
<b>TOTAL</b>	<b>148</b>	<b>109.16</b>	<b>112</b>	<b>43.43</b>	<b>14</b>	<b>9.37</b>	<b>9</b>	<b>3.12</b>	<b>8</b>	<b>7.42</b>	<b>291</b>	<b>223.55</b>

\*Estimated

# SHAREHOLDING PATTERN

As on 31<sup>st</sup> December 2015



# BOARD OF DIRECTORS



Irfan Razack  
Chairman & Managing  
Director



Rezwan Razack  
Joint Managing Director



Noaman Razack  
Wholetime Director



Uzma Irfan  
Director



Jagdeesh K. Reddy  
Independent  
Director



B.G. Koshy  
Independent  
Director



Noor Ahmed Jaffer  
Independent  
Director



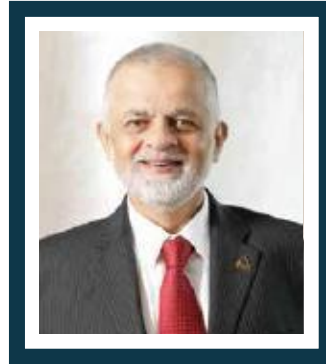
Dr. Pangal Ranganath  
Nayak  
Independent  
Director



# EXECUTIVE MANAGEMENT



Faiz Rezwan  
Executive Director-  
Contracts & Projects



Zackria Hashim  
Executive Director- Land  
Acquisition



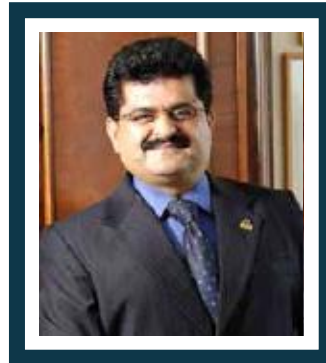
Zaid Sadiq  
Executive Director-  
Liasion & Hospitality



Anjum Jung  
Executive Director- Interior  
Design



Zayd Noaman  
Executive Director- CMD  
OFFICE



Nayeem Noor  
Executive Director-  
Government Relations



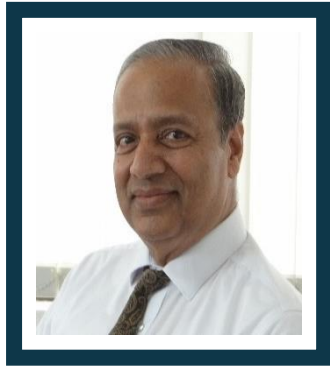
Omer Bin Jung  
Executive Director-  
Hospitality



V. Gopal  
Executive Director-  
Projects & Planning



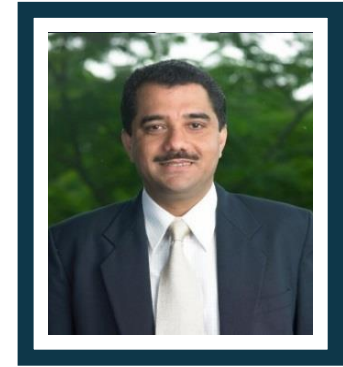
# EXECUTIVE MANAGEMENT



Ravinda Jain  
Executive Director-  
Contracts



Suresh Singaravelu  
Executive Director- Retail,  
Hospitality & Business  
Expansion



Swaroop Anish  
Executive Director- Business  
Development



Arvind Pai  
Executive Director- Legal



Venkat K Narayan  
Executive Director-  
Finance & CFO



Asha Vasani  
Executive Director-  
Commercial Sales &  
Collections

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# OPERATIONAL HIGHLIGHTS

PARTICULARS		Q3FY16	Q3FY15	Q2FY16	9MFY16	9MFY15
TOTAL	Presales (₹ Mn)	5,884	10,094	7,091	19,087	39,023
	Area (Mnsf)	1.00	1.55	1.16	3.08	6.27
	Avg Realization/Sft (₹)	5,889	6,504	6,113	6,199	6,222
	Collections (₹ Mn)	9,347	9,209	9,413	29,133	27,688
	Leasing (Mnsf)	0.24	0.19	0.43	0.93	2.15
	Area Delivered (Mnsf)	0.06	0.66	1.69	1.87	7.41
	Launches (Mnsf)	1.55	-	2.28	3.83	7.38
PRESTIGE SHARE	Presales (₹ Mn)	5,123	7,594	6,051	16,440	33,560
	Area (Mnsf)	0.90	1.13	1.02	2.72	5.36
	Collections (₹ Mn)	7,976	7,561	7,755	24,176	23,269
	Leasing (Mnsf)	0.15	0.003	0.05	0.28	0.16
	Rental Income (₹ Mn)*	1,215	863	1,002	3,207	2,358
	Unrecognized Revenue (₹ Mn)	72,135	83,776	74,248	72,135	83,776

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# FINANCIAL HIGHLIGHTS | Q3FY16 | STANDALONE

Values are in Million ₹

PARTICULARS	Q3FY16	Q3FY15	Q2FY16	9MFY16	9MFY15
Turnover	5720	6453	6789	20691	18304
EBIDTA	1436	2241	1843	5397	6096
EBIDTA %	25%	35%	27%	26%	33%
PAT	649	995	1089	3019	3004
PAT %	11%	15%	16%	15%	16%
D/E Ratio	0.64	0.43	0.52	0.64	0.43

# FINANCIAL | STANDALONE | BALANCE SHEET AS AT 31<sup>st</sup> December 2015

Values are in Million ₹

Particulars	31-Dec-15	30-Sep-15	31-Mar-15
<b>I. EQUITY AND LIABILITIES</b>			
(1) Shareholders' funds			
(a) Share capital	3,750	3,750	3,750
(b) Reserves and surplus	38,151	37,538	35,195
	<b>41,901</b>	<b>41,288</b>	<b>38,945</b>
(2) Non-current liabilities			
(a) Long-term borrowings	11,615	8,496	3,363
(b) Deferred tax liabilities (Net)	10	10	13
(c) Other Long-term liabilities	1,130	1,130	882
(d) Long-term provisions	74	73	59
	<b>12,829</b>	<b>9,709</b>	<b>4,317</b>
(3) Current liabilities			
(a) Short-term borrowings	23,184	20,090	19,932
(b) Trade payables	5,555	5,208	4,719
(c) Other current liabilities	14,309	14,374	16,598
(d) Short-term provisions	383	1,430	1,482
	<b>43,431</b>	<b>41,102</b>	<b>42,731</b>
<b>Total</b>	<b>98,161</b>	<b>92,099</b>	<b>85,993</b>

# FINANCIAL | STANDALONE | BALANCE SHEET AS AT 31<sup>st</sup> December 2015

Values are in Million ₹

Particulars	31-Dec-15	30-Sep-15	31-Mar-15
II. ASSETS			
(1) Non-current assets			
(a) Fixed assets			
(i) Tangible assets	5,663	5,608	5,266
(ii) Intangible assets	25	25	25
(iii) Capital work-in-progress	3,442	3,210	2,813
	<b>9,130</b>	<b>8,843</b>	<b>8,104</b>
(b) Non-current investments	10,944	10,824	10,644
(c) Long-term loans and advances	25,580	17,941	15,229
(d) Other non-current assets	1,120	1,008	696
	<b>46,774</b>	<b>38,616</b>	<b>34,673</b>
(2) Current assets			
(a) Current investments	1,700	1,700	1,700
(b) Inventories	27,186	26,639	25,608
(c) Trade receivables	8,548	8,534	7,413
(d) Cash and Bank balances	2,400	5,363	3,315
(e) Short-term loans and advances	11,122	10,854	12,933
(f) Other current assets	431	393	351
	<b>51,387</b>	<b>53,483</b>	<b>51,320</b>
Total	<b>98,161</b>	<b>92,099</b>	<b>85,993</b>

# FINANCIAL | STANDALONE | PROFIT & LOSS ACCOUNT AS ON 31<sup>st</sup> December 2015

Values Are In Million ₹

PARTICULARS	QUARTER ENDED			NINE MONTHS		YEAR ENDED
	31-DEC-15	30-SEP-15	31-DEC-14	31-DEC-15	31-DEC-14	31-MAR-15
(I) Revenue from Operations	5397	6445	6175	19757	17390	24496
(II) Other Income	323	344	278	934	914	1234
(III) Total Revenue - (I+II)	5720	6789	6453	20691	18304	25730
(IV) Expenses						
Purchases of Stock of units	0	0	120	0	530	569
Cost of sales on projects	3015	3742	3023	11699	8820	12879
Property and Facilities operating expenses	604	532	401	1631	1084	1610
Employee benefits expense	322	368	309	1025	975	1308
Finance costs	553	548	510	1640	1358	1883
Depreciation and amortization expense	127	127	114	374	300	422
Other expenses	343	304	359	939	799	1154
Total Expenses	4964	5621	4836	17308	13866	19825
(V) Profit before tax (III-IV)	756	1168	1617	3383	4438	5905
(VI) Tax expense	107	79	622	364	1434	1763
VII. Profit (Loss) for the period	649	1089	995	3019	3004	4142



# FINANCIAL | KEY RATIOS | STANDALONE

SL. NO.	PARTICULARS	QUARTER ENDED						YEAR ENDED	
		31-DEC-15	RATIO/%	30-SEP-15	RATIO/%	31-DEC-14	RATIO/%	31-MAR-15	RATIO/%
		(UNAUDITED)		(UNAUDITED)		(UNAUDITED)		(AUDITED)	
1	Sale of Projects & Property Income	5,397		6,445		6,175		24,496	
2	Other Income	323		344		278		1,234	
3	Total Income	5,720		6,789		6,453		25,730	
4	Cost of project sold and property expenses	3,619		4,274		3,544		15,058	
5	Gross Margin	1,778	33%	2,171	34%	2,631	43%	9,438	39%
6	Admin, Employee and Selling cost	665		672		668		2,462	
7	EBIDTA	1,436	25%	1,843	27%	2,241	35%	8,210	32%
8	Financial Expenses	553		548		510		1,883	
9	Depreciation	127		127		114		422	
10	Total Expenses	4,964		5,621		4,836		19,825	
11	PBT	756	13%	1,168	17%	1,617	25%	5,905	23%
12	Tax	107		79		622		1,763	

# FINANCIAL | KEY RATIOS | STANDALONE

SL. NO.	PARTICULARS	QUARTER ENDED						YEAR ENDED	
		31-DEC-15	RATIO/%	30-SEP-15	RATIO/%	31-DEC-14	RATIO/%	31-MAR-15	RATIO/%
		(UNAUDITED)		(UNAUDITED)		(UNAUDITED)		(AUDITED)	
13	PAT	649	11%	1,089	16%	995	15%	4,142	16%
14	EPS (Annualized) (In Rs)	6.92		11.62		10.88		11.32	
15	Market Price per share	193.50		215.50		239.25		268.50	
16	PE Ratio	28		19		22		24	
17	Market Cap	72,563		80,813		89,719		1,00,688	
18	Net Worth	41,901		41,288		38,558		38,945	
19	Book Value per share	112		110		103		104	
20	Price to Book Value	1.73		1.96		2.33		2.59	

# FINANCIAL HIGHLIGHTS | Q3FY16 | CONSOLIDATED

Values are in Million ₹

Particulars	Q3FY16	Q2FY16	9MFY16
Turnover	10,002	12,311	35,914
EBIDTA	2,487	2,978	8,864
EBIDTA %	25%	24%	25%
PAT	729	1,096	3,231
PAT %	7%	9%	9%
D/E Ratio	1.10	0.81	1.10
Average Cost of Debt	11.50%	11.93%	11.50%

# FINANCIAL | CONSOLIDATED | BALANCE SHEET AS AT 31<sup>st</sup> December 2015

Values are in Million ₹

PARTICULARS	31-DEC-15	30-SEP-15	31-MAR-15
I. EQUITY AND LIABILITIES			
(1) Shareholders' funds			
(a) Share capital	3,750	3,750	3,750
(b) Reserves and surplus	36,624	36,024	33,757
(c) Capital reserve arising on consolidation	699	699	699
	<b>41,073</b>	<b>40,473</b>	<b>38,206</b>
(2) Minority interest	4,157	3,907	3,975
(3) Non-current liabilities			
(a) Long-term borrowings	34,217	23,386	17,162
(b) Deferred tax liabilities (Net)	19	19	21
(c) Other Long-term liabilities	3,110	2,036	1,962
(d) Long-term provisions	105	109	90
	<b>37,451</b>	<b>25,550</b>	<b>19,235</b>
(4) Current liabilities			
(a) Short-term borrowings	21,609	21,138	21,366
(b) Trade payables	8,256	7,152	7,211
(c) Other current liabilities	27,484	26,090	31,308
(d) Short-term provisions	1,741	2,594	2,257
	<b>59,090</b>	<b>56,974</b>	<b>62,142</b>
Total	<b>1,41,771</b>	<b>1,26,904</b>	<b>1,23,558</b>



# FINANCIAL | CONSOLIDATED | BALANCE SHEET AS AT 31<sup>st</sup> December 2015

Values are in Million ₹

PARTICULARS	31-DEC-15	30-SEP-15	31-MAR-15
II. ASSETS			
(1) Non-current assets			
(a) Fixed assets			
(i) Tangible assets	31,019	24,989	25,033
(ii) Intangible assets	28	29	28
(iii) Capital work-in-progress	9,859	8,750	7,756
	<b>40,906</b>	<b>33,768</b>	<b>32,817</b>
(b) Goodwill (arising on consolidation)	8,887	5,040	5,040
(c) Non-current investments	754	1,085	1,087
(d) Deferred tax assets (net)	9	10	9
(e) Long-term loans and advances	14,285	13,029	11,924
(f) Other non-current assets	677	458	368
	<b>65,518</b>	<b>53,390</b>	<b>51,245</b>
(2) Current assets			
(a) Current investments	1,781	1,700	1,700
(b) Inventories	46,559	42,190	42,598
(c) Trade receivables	10,140	9,696	8,840
(d) Cash and Bank balances	4,738	7,355	5,368
(e) Short-term loans and advances	11,930	11,539	12,788
(f) Other current assets	1,105	1,034	1,019
	<b>76,253</b>	<b>73,514</b>	<b>72,313</b>
Total	<b>1,41,771</b>	<b>1,26,904</b>	<b>1,23,558</b>

# FINANCIAL | CONSOLIDATED | PROFIT & LOSS ACCOUNT AS ON 31<sup>st</sup> December 2015

Values are in Million ₹

PARTICULARS	QUARTER ENDED		9MFY16	YEAR ENDED
	31-DEC-15	30-SEP-15	31-DEC-15	31-MAR-15
(I) Revenue from Operations	9804	12043	35272	34198
(II) Other Income	198	268	642	986
<b>(III) Total Revenue - (I+II)</b>	<b>10002</b>	<b>12311</b>	<b>35914</b>	<b>35184</b>
(IV) Expenses				
Cost of sales on projects	4965	7264	20183	15862
Cost of contractual projects	-19	32	98	489
Property and Facilities operating expenses	1403	953	3497	3914
Employee benefits expense	601	638	1836	2290
Finance costs	896	882	2649	3214
Depreciation and amortization expense	390	378	1135	1397
Other expenses	565	446	1435	1704
<b>Total Expenses</b>	<b>8801</b>	<b>10593</b>	<b>30833</b>	<b>28870</b>
<b>(V) Profit before tax (III-IV)</b>	<b>1201</b>	<b>1718</b>	<b>5081</b>	<b>6314</b>
(VI) Tax expense	472	622	1850	2647
<b>VII. Profit (Loss) for the year</b>	<b>729</b>	<b>1096</b>	<b>3231</b>	<b>3667</b>
Share of profit / (loss) from associates (Net) (VIII)	19	-22	-28	7
Profit after tax (before adjustment for Minority interest) (IX = VII - VIII)	748	1074	3203	3674
Share in (profit) / loss to Minority interest (X)	-112	-68	-271	-351
Profit after tax and Minority interest (VIII - X)	636	1006	2932	3323

# FINANCIAL | CONSOLIDATED | KEY RATIOS

Values are in Million ₹

SL. NO.	PARTICULARS	QUARTER ENDED				YEAR ENDED	
		31-DEC-15	RATIO/%	30-SEP-15	RATIO/%	31-MAR-15	RATIO/%
		(UNAUDITED)		(UNAUDITED)		(AUDITED)	
1	Sale of Projects & Property Income	9,804		12,043		34,198	
2	Other Income	198		268		986	
3	Total Income	10,002		12,311		35,184	
4	Cost of project sold and property expenses	6,349		8,249		20,265	
5	Gross Margin	3,455	35%	3,794	32%	13,933	41%
6	Admin, Employee and Selling cost	1,166		1,084		3,994	
7	EBIDTA	2,487	25%	2,978	24%	10,925	31%
8	Financial Expenses	896		882		3,214	
9	Depreciation	390		378		1,397	
10	Total Expenses	8,801		10,593		28,870	
11	PBT	1,201	12%	1,718	14%	6,314	18%
12	Tax	472		622		2,647	
13	PAT	729	7%	1,096	9%	3,667	10%

# FINANCIAL | CONSOLIDATED | KEY RATIOS

Values are in Million ₹

SL. NO.	PARTICULARS	QUARTER ENDED		YEAR ENDED
		31-DEC-15	30-SEP-15	31-MAR-15
		(UNAUDITED)	(UNAUDITED)	(AUDITED)
14	Share of profit / (loss) from associates	19	(22)	7
15	Minority	(112)	(68)	(351)
16	Profit after tax	636	1,006	3,323
17	EPS (Annualized) (In Rs)	6.78	10.73	9.09
18	Market Price per share	193.5	215.50	268.50
19	PE Ratio	29	20	30
20	Market Cap	72,563	80,813	1,00,688
21	Net Worth	41,073	40,473	38,206
22	Book Value per share	110	108	102
23	Price to Book Value	1.77	2.00	2.64

# BUSINESS PERFORMANCE | LAUNCH/PRE-LAUNCH | COMPLETIONS

## Q3 LAUNCH/PRE-LAUNCH

Sl.No	Project	Location	Segment	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Hillside Gateway	Cochin	Residential	1.55	70%	1.09
<b>Total</b>				<b>1.55</b>		<b>1.09</b>

## Q3 COMPLETIONS

Sl.No	Project	Location	Segment	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige West Holmes	Mangaluru	Residential	0.06	65%	0.04
<b>Total</b>				<b>0.06</b>		<b>0.04</b>

# SALES SUMMARY | PRESTIGE SHARE

Areas are in Million Sqft  
Values are in Million ₹



Particulars	Q3FY2016			Q2FY2016			Q3FY2015			9MFY2016			9MFY2015		
	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value
RESIDENTIAL															
Mid Income Segment	0.76	476	3928	0.85	567	4,690	0.74	472	4244	2.25	1415	12938	4.48	2851	26408
Premium Segment	0.13	47	1111	0.12	52	1,063	0.18	60	1961	0.31	116	2875	0.42	135	4218
<b>TOTAL</b>	<b>0.89</b>	<b>523</b>	<b>5039</b>	<b>0.97</b>	<b>619</b>	<b>5753</b>	<b>0.92</b>	<b>532</b>	<b>6205</b>	<b>2.56</b>	<b>1531</b>	<b>15813</b>	<b>4.90</b>	<b>2986</b>	<b>30626</b>
COMMERCIAL	0.02	0	83	0.05	0	298	0.21	0	1389	0.16	0	626	0.46	0	2935
<b>GRANDTOTAL</b>	<b>0.90</b>	<b>523</b>	<b>5123</b>	<b>1.02</b>	<b>619</b>	<b>6051</b>	<b>1.13</b>	<b>532</b>	<b>7594</b>	<b>2.72</b>	<b>1531</b>	<b>16439</b>	<b>5.36</b>	<b>2986</b>	<b>33560</b>
Realisation per sft			5672			5921			6741			6041			6265

## NOTE

- 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)
- Overall unrecognized revenue in the books of accounts from all the projects as on 31/12/2015 (Sales made and yet to come for recognition) based on POC is approximately ₹ 72,135 Mn.
- 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

Values are in Million ₹

Sl.No	Projects	Total sales value of unit sold as at 31-Dec-2015	Cumulative turnover declared upto 31-Dec-2015	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
A	Residential Projects				
1	Prestige Tranquility	9,643	8,180	1,463	
2	Prestige White Meadows-1&2	7,155	6,341	815	
3	Prestige Kingfisher Towers	5,841	3,879	1,962	
4	Prestige Golf Shire	5,184	3,917	1,268	
5	Prestige Sunny Side	3,221	2,966	255	
6	Prestige Parkview	1,817	1,788	28	
7	Prestige Royal wood	1,257	1,103	154	
8	Prestige Garden Bay	1,364	1,070	294	
9	Prestige Casabella	754	503	251	
10	Prestige Edwardian	400	265	135	
11	Prestige Ferns Residency	5,693	3,560	2,133	
12	Prestige Mayberry	2,252	1,845	407	
13	Prestige Glen Wood	960	858	103	
14	Prestige Westwoods	3,403	1,506	1,897	
15	Prestige Ivy Terraces	1,427	703	724	
16	Prestige Downtown	973	663	310	



# UNRECOGNIZED REVENUE | FROM PROJECTS UNDER CONSTRUCTION

Values are in Million ₹

Sl.No	Projects	Total sales value of unit sold as at 31-Dec-2015	Cumulative turnover declared upto 31-Dec-2015	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
17	Prestige Augusta Golf Village	5,811	2,266	3,545	
18	Prestige Misty Waters	4,164	2,912	1,252	
19	Prestige Silver Spring	1,550	545	1,005	
20	Prestige Silver Crest	816	794	22	
21	Prestige Summer Fields	1,307	1,067	240	
22	Prestige Jade Pavilion	2,208	1,548	660	
23	Prestige Silver Sun	361	346	15	
24	Prestige Sunrise Park - Phase I & Phase II	9,966	5,378	4,588	
25	Prestige Lakeside Habitat Phase I & II	13,357	4,267	9,090	
26	Prestige Royale Garden-Phase I & Phase II	2,818	769	2,049	
27	Prestige Brooklyn Heights	791	295	495	
28	Prestige Bellavista	9,960	9,720	241	
29	Prestige Tech Vista	165	-	165	FY 16
30	Prestige Bagmane Temple Bells	3,737	-	3,737	FY 16
31	Prestige Spencer Heights	686	-	686	FY 17
32	Prestige Hermitage	60	-	60	FY 17
33	Prestige Falcon City- Phase I & II	14,663	-	14,663	FY 17
34	Prestige Falcon City Buy Back	1,675	-	1,675	FY 17

# UNRECOGNIZED REVENUE | FROM PROJECTS UNDER CONSTRUCTION

Values are in Million ₹

Sl.No	Projects	Total sales value of unit sold as at 31-Dec-2015	Cumulative turnover declared upto 31-Dec-2015	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
35	Prestige Falcon City Buy Back 2	570	-	570	FY 17
36	Prestige Gulmohar	2,213	-	2,213	FY 17
37	Prestige Leela Residences	2,073	-	2,073	FY 17
38	Prestige déjà vu	452	-	452	FY 17
39	Prestige Kenilworth	711	-	711	FY 17
40	Presige Woodside	188	-	188	FY 17
41	Prestige Pine Wood	839	-	839	FY 17
42	Prestige Woodland Park	1,282	-	1,282	FY 17
43	Prestige High Fields_Phase I	860	-	860	FY 17
44	Prestige Ivy League	774	-	774	FY 17
45	Prestige MSR	240	-	240	FY 17
46	Prestige Northpoint	1,540	-	1,540	FY 18
47	Prestige Song of South	2,762	-	2,762	FY 18
48	Hillside Gateway	1,244	-	1,244	FY 18
Total - A		1,41,189	69,054	72,135	

# PROJECT DEBTORS SUMMARY

Values are in Million ₹

Name of the Project	Opening Balance as at 01-Oct-2015	New Sales / Adjustment	Amount Realised	Closing Balance as at 31-Dec-2015
Prestige Oasis	119	82	97	104
Prestige Shantiniketan	66	153	173	46
Prestige Neptunes Court Yard	41	2	21	23
Prestige Tech Park Phase - III	77	(17)	24	36
Prestige Technopolis	41	(18)	-	23
Prestige Khoday Tower	280	-	-	280
Prestige Silver Oak	181	150	129	203
Prestige Philadelphia	44	-	-	44
Prestige Plaza	139	-	-	139
Prestige Star	90	(17)	5	69
Prestige Tech Platina	1,276	(103)	18	1,156
Prestige West Holmes	7	32	12	27
Prestige Trinity Centre	44	32	25	51
Others	17	4	3	18
<b>Sub Total - A</b>	<b>2425</b>	<b>301</b>	<b>507</b>	<b>2219</b>

Note: In addition to the above, there are Land Owner dues to the extent of Rs. 905 mn.

# PROJECT DEBTORS SUMMARY

Values are in Million ₹

Name of the Project	Opening Balance as at 01-Oct-2015	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 31-Dec-2015
<u>Ongoing Projects</u>					
Prestige Edwardian	77	12	4	-	85
Prestige Golfshire	546	217	(28)	203	588
Prestige White Meadows	1,058	167	(13)	101	1,137
Prestige Kingfisher Towers	932	215	21	100	1,026
Prestige Parkview	51	20	(22)	33	59
Prestige Sunny Side	48	97	(23)	59	110
Prestige Tranquility	141	375	319	54	143
Prestige Bellavista	346	18	102	64	198
Prestige Royal Wood	171	34	(12)	44	172
Prestige Casabella	3	63	57	4	6
Prestige Garden Bay	22	91	61	28	25
Prestige Glen wood	29	54	31	33	20
Prestige Mayberry	35	255	213	18	59
Prestige Ferns Residency	94	334	(146)	488	85
Prestige Ivy Terraces	11	56	(44)	100	11
Prestige Westwoods	72	246	46	141	131
Prestige Downtown	212	41	(8)	89	172

# PROJECT DEBTORS SUMMARY

Values are in Million ₹

Name of the Project	Opening Balance as at 01-Oct-2015	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 31-Dec-2015
Prestige Augusta Golf Village	18	302	(135)	442	13
Prestige SilverCrest	30	8	(17)	35	21
Prestige Misty Waters	65	419	44	376	65
Prestige Silversprings	67	89	(43)	162	38
Prestige Sunrise Park	104	717	(66)	823	64
Prestige Lakeside Habitat	33	984	(191)	1,128	79
Prestige Silver Sun	35	51	0	36	50
Prestige Summerfields	40	208	(1)	173	75
Prestige Brooklyn Heights	-	295	246	40	9
Prestige Royale Gardens	-	769	558	203	9
Prestige Jade Pavilion	97	262	(43)	351	50
<b>Sub Total - B</b>	<b>4,336</b>	<b>6,399</b>	<b>909</b>	<b>5,327</b>	<b>4,499</b>

# PROJECT DEBTORS SUMMARY

Values are in Million ₹



Name of the Project	Opening Balance as at 01-Oct-2015	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 31-Dec-2015
<u>Other Ongoing Projects</u>					
Prestige Techvista	-	-	-	2	-
Prestige Spencer Heights	-	-	-	4	-
Prestige Falcon City	-	-	-	933	-
Prestige Alta Vista Falcon City	-	-	-	162	-
Prestige High Fields	-	-	-	15	-
Prestige Ivy League	-	-	-	59	-
Prestige Leela Residences	-	-	-	84	-
Prestige déjà vu	-	-	-	2	-
Prestige Woodland Park	-	-	-	4	-
Prestige Pinewood	-	-	-	33	-
Prestige MSR	-	-	-	3	-
Prestige North Point	-	-	-	4	-
Prestige Wood Side	-	-	-	19	-
Prestige Bagmane Temple Bells	-	-	-	246	-
Prestige Gulmohar	-	-	-	150	-
Prestige Song of the south	-	-	-	209	-
Prestige Hillside Gateway	-	-	-	190	-
Sub Total - C	-	-	-	2,143	-
Total (A+B+C)	6,760	6,700	909	7,976	6,718

# DEBT PROFILE AS ON 31<sup>st</sup> December 2015

Values are in Million ₹

Particulars	Standalone	%	Consolidated Loan *	%
<b>Secured Loan</b>	<b>30,342</b>	<b>100.0%</b>	<b>55,226</b>	<b>100.0%</b>
a. Project Debt - Resi & Comm	14,513	47.8%	17,371	31.5%
b. Capex Loans				
- Office Space	1,951	6.4%	1,951	3.5%
- Retail	-	0.0%	778	1.4%
- Hospitality	2,531	8.3%	4,688	8.5%
c. Rental Securitisation Loans	3,135	10.3%	22,226	40.2%
d. Receivables discounting loans	8,213	27.1%	8,213	14.9%
<b>Gross Debt</b>	<b>30,342</b>	<b>100.0%</b>	<b>55,226</b>	<b>100.0%</b>
Less: Cash & Bank Balances	3,619		5,485	
<b>Net Debt</b>	<b>26,723</b>		<b>49,741</b>	
Networth	41,901		45,230	
<b>Debt Equity Ratio</b>	<b>0.64</b>		<b>1.10</b>	

Note: There is an increase of Rs 24,884.1 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 21,244.3 Mn as against Rs. 24,884.1 Mn, resulting in the overall net debt of Rs 46,101.6 mn (Rs 30,342.1 Mn + Rs 21,244.3 Mn – Rs. 5,484.8 Mn) on a consolidated basis resulting in an effective D/E Ratio of 1.02 (Rs. 46,101.6 Mn / Rs.45,229.5 Mn).



# ANNUALIZED PROJECTED EXIT RENTALS FOR AREA LEASED

Area in Million sqft

Sl. No	Project Name	Segment	Total Leasable Area	Economic Interest	Area Leased Prestige Share	Rent Per Sft (₹)	Rent P.A (₹ Mn)
Existing Rental Income as on 31 <sup>st</sup> December 2015							
1	Prestige Estates Projects Limited	Commercial	1.93	1.93	1.93	38.00	880
2	West Palm Developers Pvt Ltd	Commercial	0.32	0.19	0.19	34.69	80
3	Prestige Valley View Estates Pvt Ltd	Commercial	0.01	0.01	0.01	234.70	23
4	Exora Business Park - Phase I-III	Commercial	2.16	2.05	2.05	52.00	1289
5	ICBI India Pvt Ltd	Commercial	0.05	0.04	0.04	89.00	40
6	Cessna (B1 to B8)	Commercial	2.77	2.35	2.35	43.38	1224
7	Prestige Polygon	Commercial	0.25	0.25	0.25	70.00	207
8	Forum Vijaya- Commercial	Commercial	0.19	0.10	0.10	44.00	50
9	Forum Mall	Retail	0.35	0.24	0.24	106.00	299
10	UB City Retail	Retail	0.13	0.06	0.06	250.00	169
11	Forum Value Mall	Retail	0.29	0.15	0.15	45.00	79
12	Forum Vijaya- Retail	Retail	0.66	0.33	0.33	75.00	298
13	Forum Mall Sujana Hyderabad	Retail	0.85	0.21	0.20	75.00	177
14	Forum Mall Mangalore	Retail	0.69	0.24	0.24	50.00	143
15	SKN Commercial	Commercial	0.04	0.04	0.04	32.00	15
Total annualised rentals as on 31st December 2015			10.62	8.13	8.12		4,974

# ANNUALIZED PROJECTED EXIT RENTALS FOR AREA LEASED

Area in Million sqft

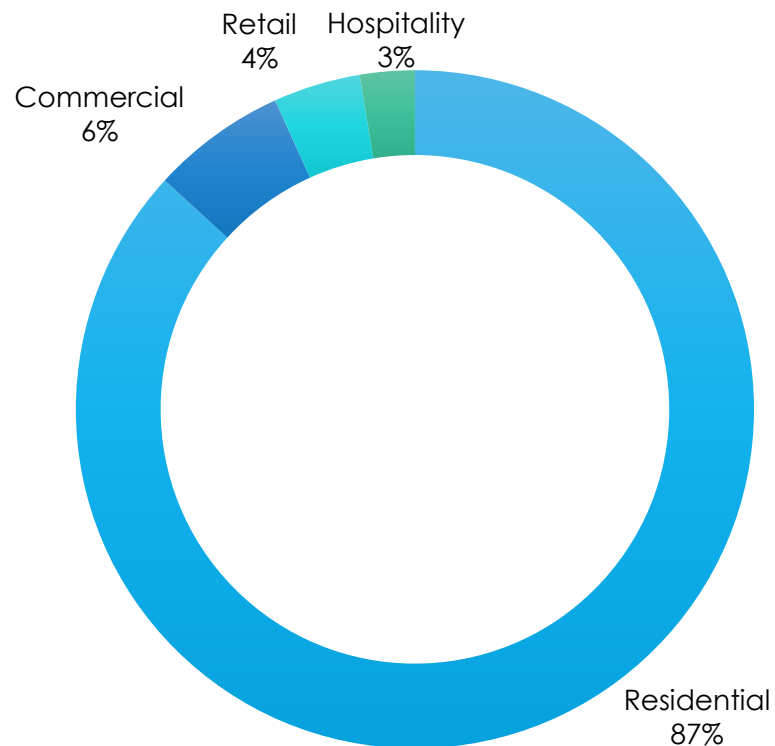
Sl. No	Project Name	Segment	Total Leasable Area	Economic Interest	Area Leased Prestige Share	Rent Per Sft (₹)	Rent P.A (₹ Mn)
<b>Rental Income by March 2016</b>							
1	SKN Commercial	Commercial	0.37	0.37	0.00	32.00	142
2	Prestige Polygon	Commercial	0.09	0.09	0.00	65.00	68
Incremental rentals in FY 15-16			0.46	0.46	0.00		210
Total annualised rentals by March 2016			11.08	8.59	8.12		5,184

## INDEX.

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7. AWARDS & RECOGNITIONS
8. PROJECT STATUS

# PRODUCT MIX | ONGOING PROJECTS

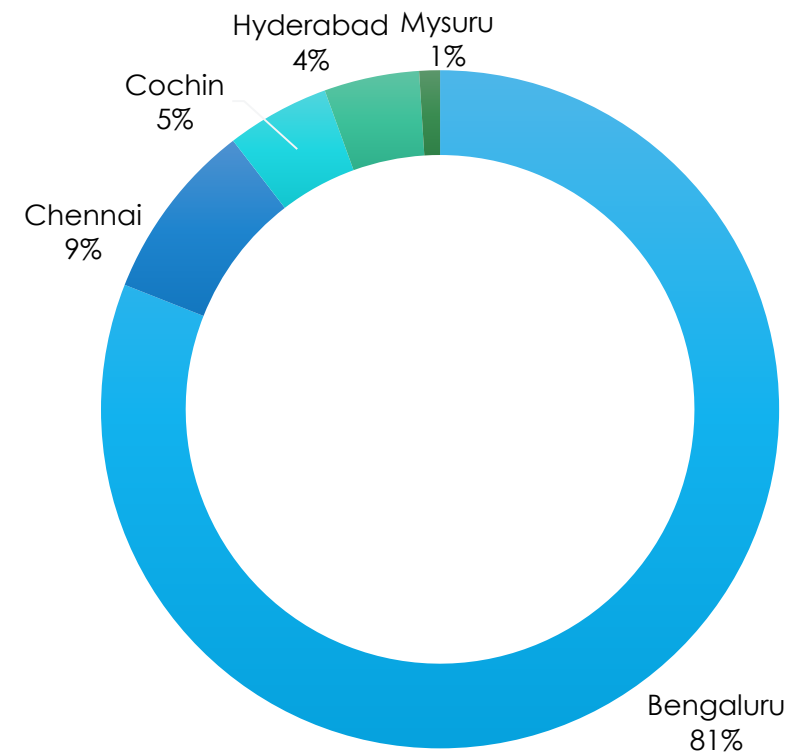
## SEGMENT



■ Residential ■ Commercial ■ Retail ■ Hospitality

Segment	No. of Projects	Developable Area (Mnsf)
Residential	51	58.15
Commercial	5	4.32
Retail	6	2.78
Hospitality	3	1.75
<b>Total</b>	<b>65</b>	<b>67.00</b>

## GEOGRAPHY

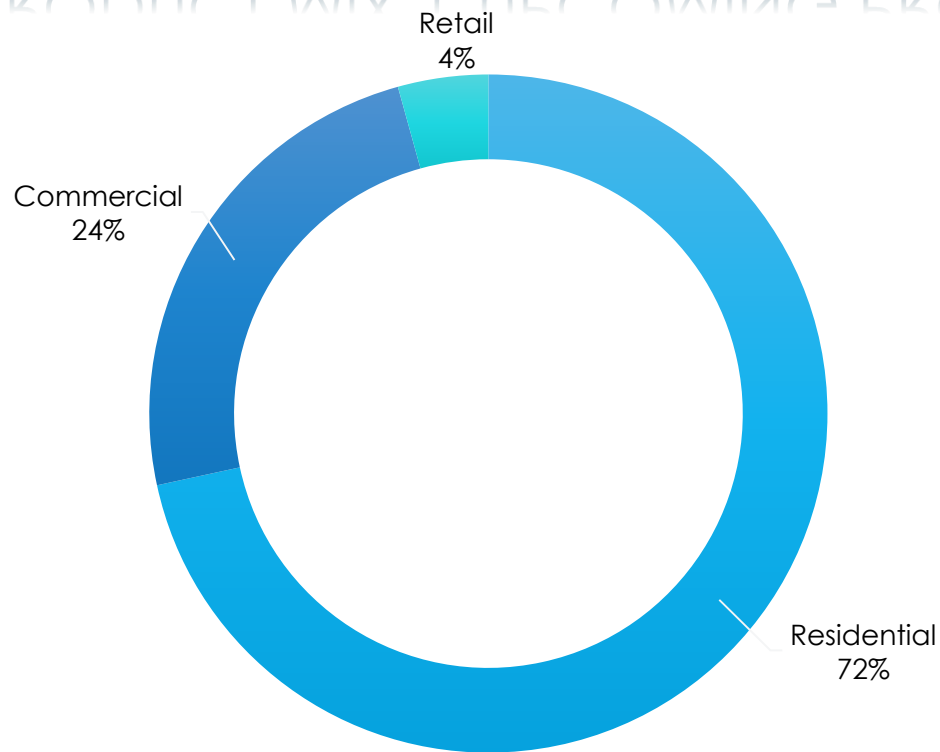


■ Bengaluru ■ Chennai ■ Cochin ■ Hyderabad ■ Mysuru

City	No. of Projects	Developable Area (Mnsf)
Bengaluru	52	54.26
Chennai	3	5.74
Cochin	5	3.30
Hyderabad	3	3.04
Mysuru	2	0.66
<b>Total</b>	<b>65</b>	<b>67.00</b>

# PRODUCT MIX | UPCOMING PROJECTS

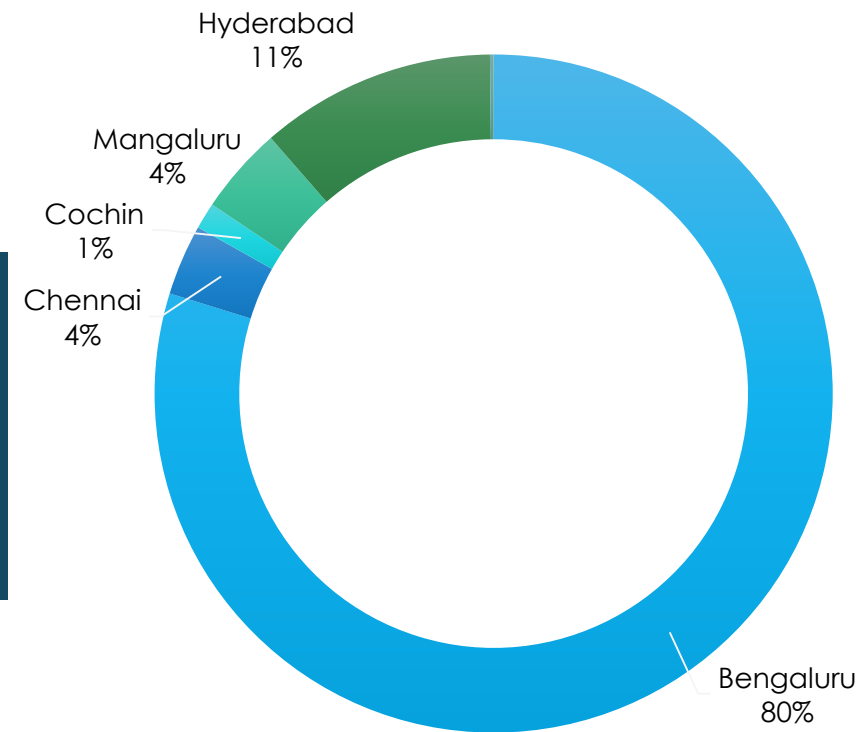
## SEGMENT



■ Residential ■ Commercial ■ Retail

Segment	No. of Projects	Developable Area (Mnsf)
Residential	25	29.63
Commercial	7	9.97
Retail	2	1.78
Total	34	41.38

## GEOGRAPHY



■ Bengaluru ■ Chennai ■ Cochin ■ Mangaluru ■ Hyderabad ■ Ooty

City	No. of Projects	Developable Area (Mnsf)
Bengaluru	24	33.01
Chennai	2	1.40
Cochin	2	0.52
Mangaluru	2	1.73
Hyderabad	2	4.65
Ooty	2	0.07
Total	34	41.38

# 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	Bengaluru	1.75	100.00%	1.75	228	228
2	Prestige White Meadows -1	Bengaluru	1.07	100.00%	1.07	163	163
3	Prestige White Meadows -2	Bengaluru	1.16	62.50%	0.73	191	119
4	Prestige Royal Woods	Hyderabad	0.63	50.00%	0.32	152	76
5	Prestige Edwardian	Bengaluru	0.07	100.00%	0.07	12	12
6	Prestige Bella Vista	Chennai	5.04	60.00%	3.02	2,613	1,567
7	Prestige Garden Bay	Bengaluru	0.64	72.00%	0.46	184	133
8	Prestige Mayberry-1	Bengaluru	0.12	75.00%	0.09	40	30
9	Prestige Mayberry-2	Bengaluru	0.39	60.39%	0.24	126	76
10	Prestige Down Town	Chennai	0.21	100.00%	0.21	84	84
11	Prestige Hermitage	Bengaluru	0.23	50.00%	0.12	26	13
12	Prestige Summer Fields	Bengaluru	0.31	50.85%	0.16	83	42
13	Prestige Casabella	Bengaluru	0.48	75.00%	0.36	210	158
14	Kingfisher Towers	Bengaluru	1.09	45.51%	0.50	82	42
15	Prestige Silver Sun	Bengaluru	0.21	33.60%	0.07	102	34
16	Prestige Hillside Retreat	Bengaluru	0.11	75.00%	0.08	58	44
17	Prestige Ferns Residency	Bengaluru	3.29	62.00%	2.04	1,483	920
18	Prestige Misty Waters	Bengaluru	1.02	51.00%	0.52	558	285
19	Prestige Brooklyn Heights	Bengaluru	0.27	62.00%	0.16	94	59
20	Prestige Spencer Heights	Bengaluru	0.11	100.00%	0.11	34	34
21	Prestige Royale Garden - Phase I	Bengaluru	0.43	68.50%	0.29	384	263
22	Prestige Sunrise Park - Phase I	Bengaluru	1.69	99.00%	1.67	1,046	1,036
23	Prestige West Woods	Bengaluru	1.02	60.00%	0.61	574	341
24	Prestige Augusta Golf Village	Bengaluru	1.38	67.00%	0.92	460	308
25	Prestige Jade Pavilion	Bengaluru	0.68	46.91%	0.32	266	125
26	Prestige Royale Gardens - Phase II	Bengaluru	2.46	68.50%	1.69	1312	905

# ONGOING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
27	Prestige Sunrise Park - Phase II	Bengaluru	1.58	99.00%	1.56	864	864
28	Prestige Silver Spring	Chennai	0.49	27.54%	0.14	125	34
29	Prestige Thomson	Cochin	0.55	25.00%	0.14	238	60
30	Prestige Ivy Terraces	Bengaluru	0.57	62.00%	0.35	315	195
31	Prestige Lakeside Habitat- Phase I & II	Bengaluru	5.60	69.30%	3.88	2488	1742
32	Prestige Falcon City Phase I	Bengaluru	4.57	51.00%	2.33	1890	964
33	Prestige Bagmane Temple Bells	Bengaluru	1.55	70.00%	1.09	968	678
34	Prestige Gulmohar	Bengaluru	0.87	51.00%	0.44	404	206
35	Prestige Leela Residences	Bengaluru	0.36	60.00%	0.22	88	54
36	Prestige Ivy League	Hyderabad	0.86	60.00%	0.52	349	209
37	Prestige High Fields_Phase I	Hyderabad	1.55	68.34%	1.06	665	454
38	Prestige North Point	Bengaluru	0.40	51.00%	0.21	184	94
39	Prestige Pine Wood	Bengaluru	0.62	44.00%	0.27	256	113
40	Prestige Woodland Park	Bengaluru	0.38	50.00%	0.19	166	83
41	Prestige Woodside	Bengaluru	0.42	60.00%	0.25	138	83
42	Prestige MSR	Bengaluru	0.19	65.00%	0.12	100	65
43	Prestige Bougainvillea Platinum	Bengaluru	0.13	60.00%	0.08	22	13
44	Prestige Falcon City Phase II	Bengaluru	1.52	35.70%	0.54	630	225
45	Prestige Déjà vu	Bengaluru	0.15	48.00%	0.07	40	23
46	Prestige Kenilworth	Bengaluru	0.19	40.00%	0.08	42	18
47	Prestige Song of South	Bengaluru	2.28	69.04%	1.57	1,117	771
48	Prestige Tranquility	Bengaluru	4.57	100.00%	4.57	2,368	2368
49	Prestige Sunny Side	Bengaluru	0.98	100.00%	0.98	395	395
50	Prestige Glen Wood	Bengaluru	0.37	65.00%	0.24	116	75
51	Prestige Hillside Gateway	Cochin	1.55	70.00%	1.085	629	440
<b>Total - A</b>			<b>58.15</b>		<b>39.57</b>	<b>25,162</b>	<b>17,322</b>



# ONGOING PROJECTS

COMMERCIAL	Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
	1	Prestige Trade Towers	Bengaluru	0.61	45.00%	0.27
	2	Cessna Business Park B9-B11	Bengaluru	2.94	85.00%	2.50
	3	Prestige TMS Square	Cochin	0.17	58.00%	0.10
	4	Prestige Falcon Towers	Bengaluru	0.49	45.00%	0.22
	5	Prestige Saleh Ahmed	Bengaluru	0.11	50.00%	0.06
Total - B				4.32		3.15
RETAIL	Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
	1	Forum Shantiniketan	Bengaluru	1.06	65.00%	0.69
	2	Forum Mysuru	Mysuru	0.55	50.99%	0.28
	3	Prestige Mysuru Central	Mysuru	0.11	65.00%	0.07
	4	Prestige TMS Square	Cochin	0.12	58.00%	0.07
	5	Forum Thomsun	Cochin	0.91	25.00%	0.23
	6	Prestige Cube	Bengaluru	0.03	100.00%	0.03
Total - C				2.78		1.37

# ONGOING PROJECTS | HOSPITALITY

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No. of Keys
1	Conrad (Hilton)	Bengaluru	0.45	100.00%	0.45	285
2	Sheraton Hotel & Convention Center	Bengaluru	0.72	100.00%	0.72	365
3	Marriott Hotel & Convention Centre	Bengaluru	0.58	100.00%	0.58	307
Total - D			1.75		1.75	957
GRAND TOTAL			67.00		45.84	

# UPCOMING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Greenmoor	Bengaluru	0.67	25.00%	0.17
2	Prestige Hillcrest	Ooty	0.07	50.00%	0.04
3	Prestige Lakeside Habitat Phase III	Bengaluru	2.80	69.30%	1.94
4	Prestige Primerose Hills	Bengaluru	2.02	62.00%	1.25
5	Prestige Park Square	Bengaluru	1.10	35.70%	0.39
6	Roshanara Property	Bengaluru	0.22	100.00%	0.22
7	Mangaluru Villas	Mangaluru	0.14	68.00%	0.09
8	Prestige Kew Gardens	Bengaluru	1.71	60.00%	1.03
9	Prestige Avalon	Bengaluru	0.09	40.00%	0.03
10	Prestige Fountain Blue	Bengaluru	0.20	60.00%	0.12
11	Prestige Dolce Vita	Bengaluru	0.22	60.00%	0.13
12	Prestige Courtyards	Chennai	0.90	70.00%	0.63
13	Prestige Lake ridge	Bengaluru	2.03	66.70%	1.35
14	Prestige Cosmopoliton	Chennai	0.18	100.00%	0.18
15	Prestige Prestige Valley Crest (Bejai Property)	Mangaluru	0.96	70.00%	0.67
16	Prestige Jindal Property	Bengaluru	4.65	73.00%	3.40
17	Prestige Verdant Vistas	Mangaluru	0.29	60.00%	0.17
18	Prestige High Fields Phase II	Hyderabad	4.65	68.34%	3.18
19	Prestige Fairfield (Dollars Colony)	Bengaluru	0.54	60.00%	0.32
20	Song Of south Ph II	Bengaluru	2.28	69.04%	1.57
21	Prestige Botanique	Bengaluru	0.14	55.00%	0.08
22	Prestige Boulevard	Bengaluru	0.33	100.00%	0.33
23	Prestige Palm Residences	Mangaluru	0.34	75.00%	0.26
24	Prestige Green Gables	Bengaluru	2.02	60.00%	1.21
25	Prestige Elysian, Bannerghatta Road	Bengaluru	1.09	60.00%	0.65
Total - A			29.63		19.42

## UPCOMING PROJECTS | COMMERCIAL

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Technostar	Bengaluru	1.60	51.00%	0.82
2	Prestige Tech Cloud	Bengaluru	2.81	73.93%	2.08
3	Prestige Tech Park IV	Bengaluru	1.55	90.00%	1.40
4	Prestige Tech Pacifica Park (ORR)	Bengaluru	1.64	62.95%	1.03
5	Prestige Central Street	Bengaluru	0.23	55.00%	0.13
6	Mount road Chennai	Chennai	0.32	45.00%	0.14
7	Prestige Strar Tech	Bengaluru	1.82	51.00%	0.93
Total - B			9.97	4.29	6.53

## UPCOMING PROJECTS | RETAIL

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Hillside Gateway (Kakanad)	Cochin	0.52	70.00%	0.36
2	Falcon City Forum Mall	Bengaluru	1.26	35.70%	0.45
Total - C			1.78		0.81
GRAND TOTAL - A+B+C			41.38		26.76

Sl. No	Entity Name	Location	Land Area (Acres)	Economic Interest	PEPL Share (Acres)
1	Prestige Bidadi Holdings Pvt Ltd	Bidadi	143	100%	143
2	Prestige Projects Pvt Ltd	Bengaluru	168	33%	55
3	Prestige Garden Resorts Pvt Ltd	Bengaluru	7	100%	7
4	Prestige Estates Projects Ltd	Bengaluru/Chennai	87	60%	53
5	Village D Nandi Pvt Ltd	Bengaluru	23	100%	23
6	Prestige Nottinghill Investments	Bengaluru	19	51%	10
7	Eden Investments	Goa	74	78%	57
Total			521		347

Potential Developable area of 51.05 Mnsqft (Prestige Share 34.05 Mnsqft)

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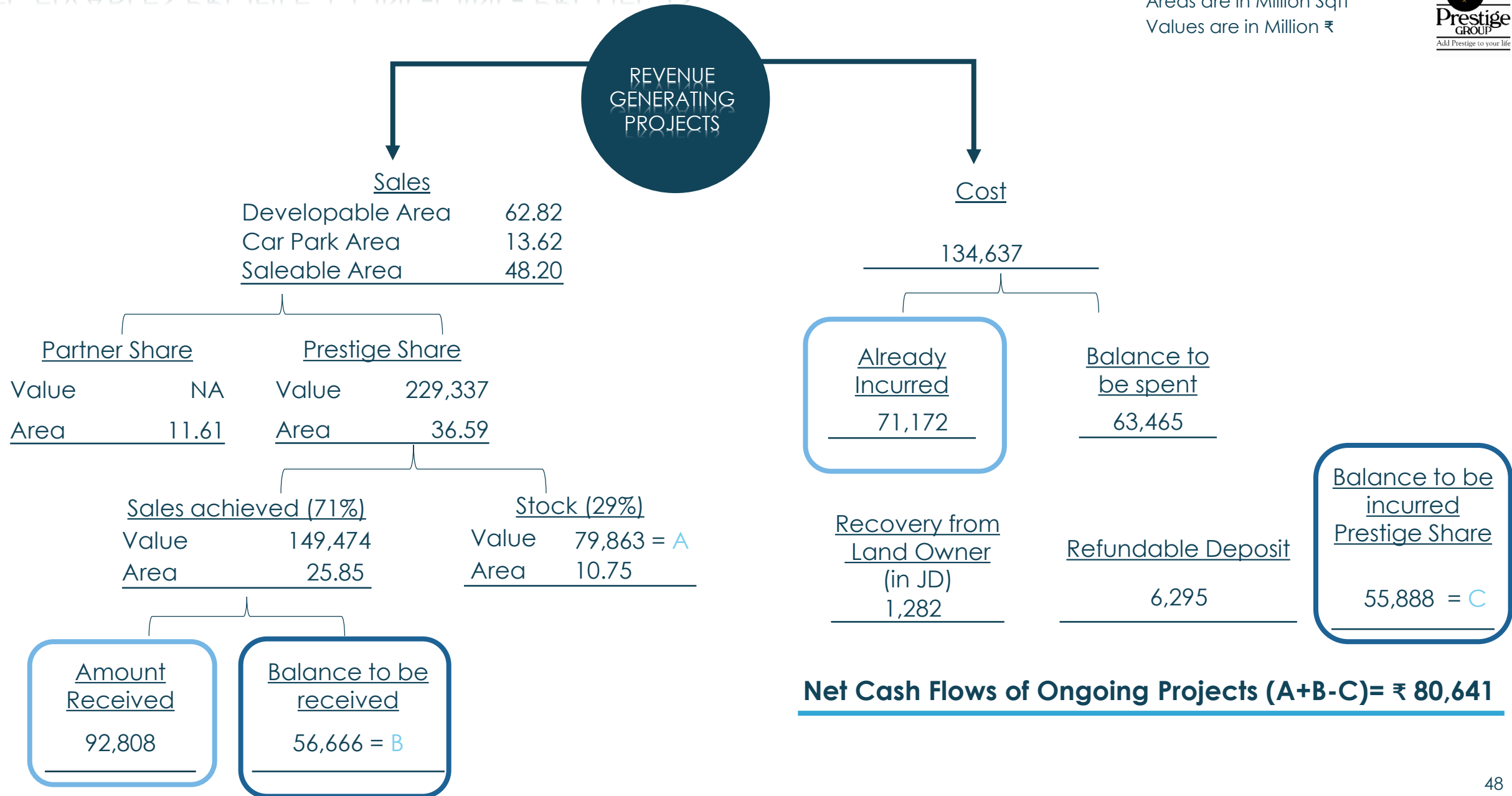
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# RECEIVABLES PROFILE | ONGOING PROJECTS

As on December 31, 2015

Areas are in Million Sqft

Values are in Million ₹





# STOCK BREAKUP

As on December 31, 2015  
Areas are in Million Sqft  
Values are in Million ₹

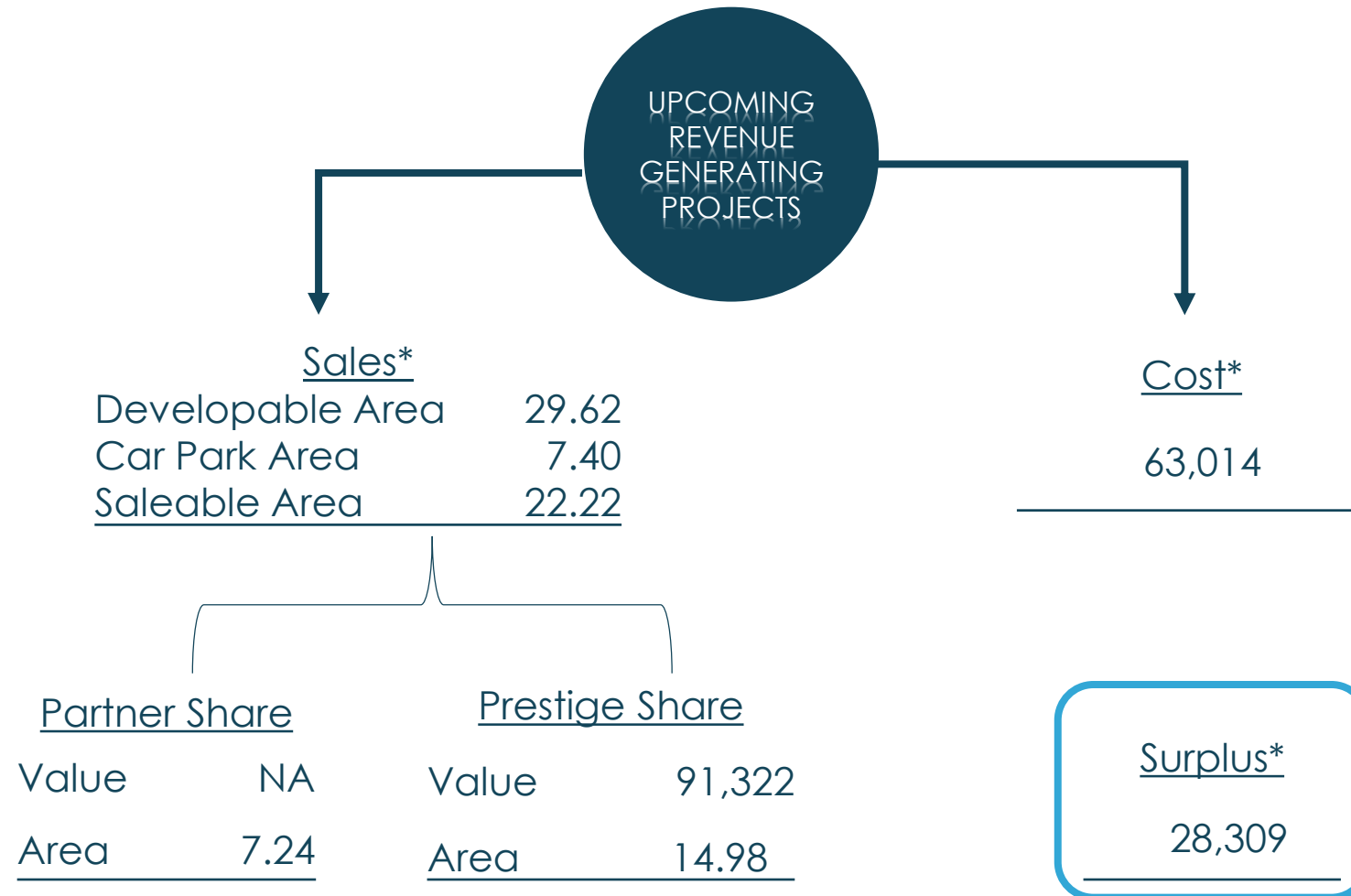
CATEGORY	AREA	VALUE
PREMIUM & LUXURY PROJECTS	2.31	25,219
MID INCOME PROJECTS	7.90	50,533
COMMERCIAL PROJECTS	-	-
COMPLETED PROJECTS	0.54	4,111
TOTAL	10.75	79,863

# RECEIVABLES PROFILE | UPCOMING PROJECTS

As on December 31, 2015

Areas are in Million Sqft

Values are in Million ₹



\*Estimated

OFFICE SPACE			
OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Leasable Area 8.16	Leasable Area 2.56	Leasable Area 7.50	18.22
Prestige Share Leasable Area 7.41	Prestige Share Leasable Area 1.77	Prestige Share Leasable Area 4.96	14.15
Gross Rental Income p.a 4,409	Gross Rental Income p.a 2,003*	Gross Rental Income p.a 4,867*	11,279
Prestige Share- Income p.a 4,009	Prestige Share- Income p.a 1,276*	Prestige Share Income p.a 3,134*	8,419

# RENTAL INCOME

As on December 31, 2015  
Areas are in Million Sqft  
Values are in Million ₹

RETAIL			
OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Leasable Area 2.96	Leasable Area 1.80	Leasable Area 1.34	6.10
Prestige Share Leasable Area 1.22	Prestige Share Leasable Area 0.88	Prestige Share Leasable Area 0.61	2.70
Gross Rental Income p.a 2,748	Gross Rental Income p.a 1,570*	Gross Rental Income p.a 1,145*	5,464
Prestige Share Income p.a 1,176	Prestige Share Income p.a 733*	Prestige Share Income p.a 489*	2,398

\*Estimated

HOSPITALITY		
OPERATING	UNDER CONSTRUCTION	TOTAL
Total Keys 617	Total Keys 942	1,559
Prestige Share Keys 405	Prestige Share Keys 942	1,347
Gross Operating Income p.a 1,219	Gross Operating Income p.a 2,119*	3,337
Prestige Share Income p.a 833	Prestige Share Income p.a 2,119*	2,952

\*Estimated

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# GUIDANCE VS ACHIEVED

Values in ₹ Mn  
Area In Mn Sq Ft

PARTICULARS	TARGET FOR FULL YEAR (FY16)	AS OF 9MFY16	% ACHIEVED
SALES (RS. MN)	57500 - 60000	19,087	33%
TURNOVER (RS MN)	40000 - 42000	35,914	90%
COLLECTIONS (RS. MN)	37500 - 40000	29,133	78%
LAUNCHES (MNSF)	12.00	3.83	32%
COMPLETIONS (MNSFT)	15.00	1.87	12%
LEASING (MNSF)	1.50 - 2.00	0.93	62%
EXIT RENTAL INCOME (RS. MN)	4500 - 5000	4,974	111%
DEBT EQUITY RATIO			
CONSOLIDATED	0.75 - 0.85	1.10	
STANDALONE	0.50 - 0.60	0.64	

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# Q3FY16 AWARDS & RECOGNITION

## REALTY PLUS AWARDS

GREEN PROJECT OF THE YEAR – CESSNA BUSINESS PARK



RETAIL PROPERTY OF THE YEAR - FORUM SUJANA MALL



THEMED PROJECT OF THE YEAR - LAKESIDE HABITAT



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# PROJECT SNAPSHOTS | RESIDENTIAL PROJECTS

PRESTIGE CASABELLA



KINGFISHER TOWERS



PRESTIGE GARDEN BAY



PRESTIGE EDWARDIAN



PRESTIGE SUNNY SIDE



PRESTIGE BELLA VISTA





# PROJECT SNAPSHOTS | RESIDENTIAL PROJECTS

PRESTIGE GLENWOOD



PRESTIGE LAKESIDE HABITAT



PRESTIGE DOWNTOWN



PRESTIGE WHITE MEADOWS



PRESTIGE MAYBERRY



PRESTIGE JADE PAVILION





# PROJECT SNAPSHOTS

PRESTIGE FALCON CITY



PRESTIGE FALCON TOWER



SHERATON HOTEL



CONRAD HOTEL



PRESTIGE HERMITAGE



PRESTIGE TEMPLE BELLS



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# THANK YOU

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