

INVESTOR PRESENTATION | Q2FY17

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8. GUIDANCE VS ACHIEVED

199



Completed projects
spanning across 77.22
Mnsf of Developed
area

36



Upcoming
Projects spanning
Over 47.23 Mnsf of
developable area

8.7 mn sft

GLA of Operational
Rental portfolio (PG share)

11.5 mn sft

GLA Under
construction &
Planning (PG share)

Over **28** Years
of Legacy

63



Ongoing Projects
spanning
Over 62.15 Mnsf of
developable area

42 mn sft

Potential
development from
Low cost land bank of
424 acre

ICRA A+,
ICRA A1+

Credit rating

CRISIL DA1

rated Developer by
CRISIL

ABOUT PRESTIGE

Diversified Cash
Flows
from Various
Segments



One of the Most
Trusted Developers
by Land Owners and
Customers



Strong
Associations with
Various Banks &
FIs

Excellence
Across Sector-
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,
etc

BUSINESS SEGMENTS



RESIDENTIAL

Apartments

Villas

Integrated
Townships

Plotted
Developments



COMMERCIAL

Office Space

Built to suit
Campuses

SEZs

IT Parks



RETAIL

Malls

Logistics



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

Deep development pipeline to the tune of 151 mn sft

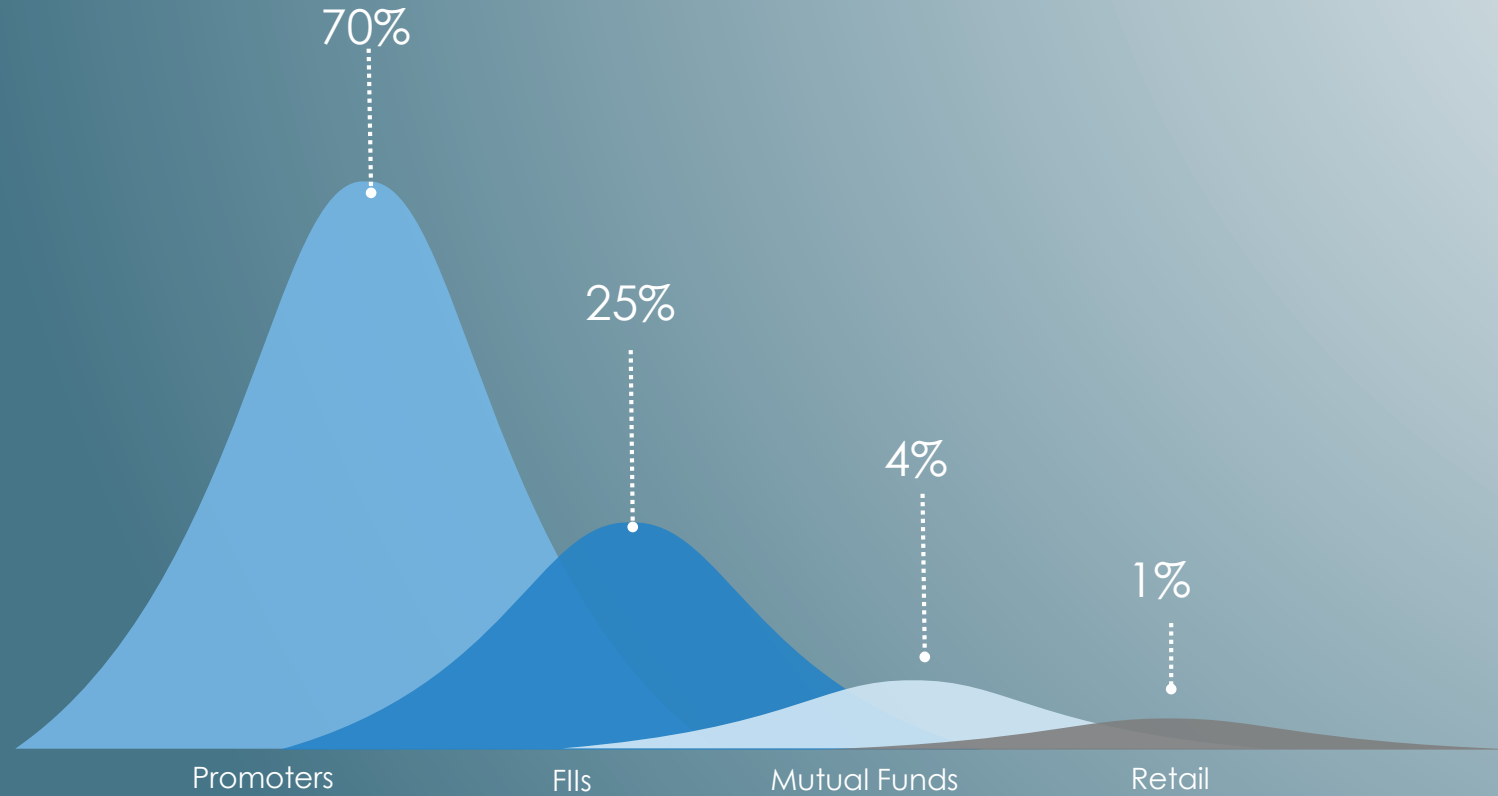
Areas are in Million Sqft

PARTICULARS	RESIDENTIAL		COMMERCIAL		RETAIL		HOSPITALITY		PLOTTED DEVELOPMENT		TOTAL	
	NOS.	AREA	NOS.	AREA	NOS.	AREA	NOS.	AREA	NOS.	AREA	NOS.	AREA
COMPLETED PROJECTS	79	34.48	100	29.15	6	4.81	6	1.37	8	7.42	199	77.22
ONGOING PROJECTS	48	52.08	6	4.97	6	3.04	3	2.07	0	0.00	63	62.15
UPCOMING PROJECTS*	23	30.31	11	15.14	2	1.78	0	0.00	0	0.00	36	47.23
LAND BANK*												41.53
TOTAL	150	116.87	117	49.25	14	9.62	9	3.44	8	7.42	298	228.14

*Estimated

SHAREHOLDING PATTERN

As on 30th September 2016



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

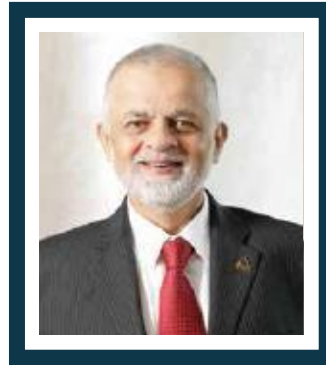


Dr. Pangal Ranganath
Nayak
Independent
Director

EXECUTIVE MANAGEMENT



Faiz Rezwan
Executive Director-
Contracts & Projects



Zackria Hashim
Executive Director- Land
Acquisition



Zaid Sadiq
Executive Director-
Liasion & Hospitality



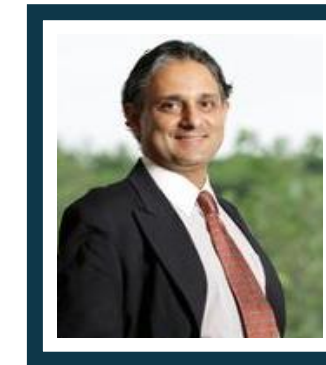
Anjum Jung
Executive Director- Interior
Design



Zayd Noaman
Executive Director- CMD's
OFFICE



Nayeem Noor
Executive Director-
Government Relations

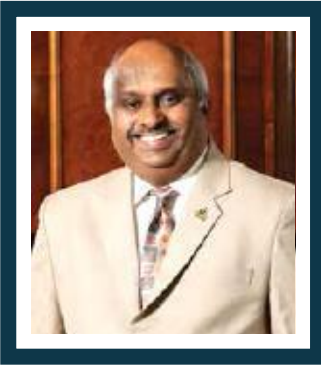


Omer Bin Jung
Executive Director-
Hospitality



V. Gopal
Executive Director-
Projects & Planning

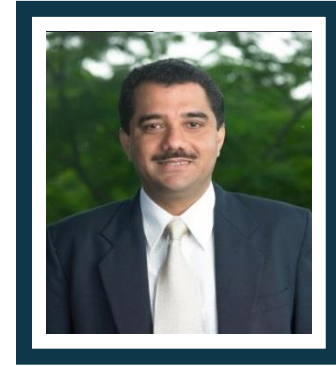
EXECUTIVE MANAGEMENT



Arvind Pai
Executive Director- Legal



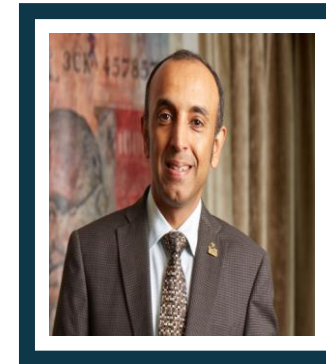
Suresh Singaravelu
Executive Director- Retail,
Hospitality & Business
Expansion



Swaroop Anish
Executive Director- Business
Development



Venkat K Narayan
Executive Director-
Finance & CFO



Lt. Col. Milan Khurana (Retd.)
Executive Director – HR, IT &
Admin

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OPERATIONAL HIGHLIGHTS

Value in ₹ Million
Volume in Mnsqft

Particulars		Q2FY17	Q2FY16	Q1FY17	H1FY17	H1FY16
TOTAL	New Sales value	7,569	7,091	6,369	13,938	13,203
	New Sales Volume	1.21	1.16	1.02	2.23	2.08
	Avg Realization/Sft	6,246	6,113	6,241	6,244	6,348
	Collections	8,220	9,413	11,790	20,010	19,786
	Leasing Volume	0.21	0.43	0.15	0.36	0.69
	Area Delivered	3.52	1.69	6.74	10.26	1.81
	Area Launched	-	2.28	1.98	1.98	2.28
PRESTIGE SHARE	New Sales value	5,988	6,051	5,097	11,086	11,317
	New Sales Volume	0.97	1.02	0.82	1.79	1.82
	Collections	6,880	7,755	10,034	16,914	16,200
	Leasing Volume	0.02	0.05	0.04	0.06	0.13
	Rental Income	1,379	1,002	1,312	2,691	1,992

BUSINESS PERFORMANCE

Q 2 C O M P L E T I O N S

Sl.No	Project Completed	Location	Segment	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Tranquility (T8-T17)	Bangalore	Residential	2.36	100%	2.36
2	Prestige Bellavista (C2)	Chennai	Residential	1.17	60%	0.70
	TOTAL			3.52		3.06

SALES SUMMARY | PRESTIGE SHARE

Areas are in Million Sqft
Values are in Million ₹

Particulars	Q2FY17			Q1FY17			Q2FY16			H1FY17			H1FY16		
	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value
Residential															
Mid Income Segment	0.81	535	4,911	0.62	401	3,735	0.85	567	4,690	1.43	936	8,646	1.49	939	9,010
Premium Segment	0.11	21	760	0.06	17	481	0.12	52	1,063	0.17	38	1,241	0.18	69	1,764
TOTAL	0.92	556	5671	0.68	418	4,216	0.97	619	5753	1.60	974	9,887	1.67	1,008	10,774
Commercial	0.05	0	317	0.14	-	882	0.05	-	298	0.19	0	1,199	0.15	-	543
GRANDTOTAL	0.97	556	5988	0.82	418	5097	1.02	619	6051	1.79	974	11,086	1.82	1,008	11,317
Realisation per sft			6,173			6,241			5,921			6,193			6,218

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)
- 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).

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FINANCIAL HIGHLIGHTS | Q2FY17 | STANDALONE

Values are in Million ₹

Particulars	Q2FY17	Q2FY16	Q1FY17	H1FY17
Turnover (Rs. Mn)	5,120	7,785	6,092	11,212
EBIDTA (Rs. Mn)	1,329	2,165	1,828	3,157
EBIDTA %	26%	28%	30%	28%
PAT (Rs. Mn)	706	1,280	1,367	2,073
PAT %	14%	16%	22%	18%

STANDALONE | BALANCE SHEET AS AT 30th Sep 2016

Values are in Million ₹

	As at
Particulars	30-Sep-16
A. ASSETS	
(1) Non-current assets	
(a) Property, plant and equipment	1,442
(b) Capital work-in-progress	4,548
(c) Investment properties	4,678
(d) Other intangible assets	42
(e) Financial assets	35,978
(f) Deferred tax assets (net)	-
(g) Current tax assets (net)	1,158
(h) Other non-current assets	1,775
	49,621
(2) Current assets	
(a) Inventories	45,156
(b) Financial assets	23,128
(c) Other current assets	3,718
	72,002
Total	1,21,623

STANDALONE | BALANCE SHEET AS AT 30th Sep 2016

Values are in Million ₹

	As at
Particulars	30-Sep-16
B. EQUITY AND LIABILITIES	
(1) Equity	
(a) Equity share capital	3,750
(b) Other Equity	41,139
	44,889
(2) Non-current liabilities	
(a) Financial Liabilities	10,420
(b) Long-term provisions	100
(c) Deferred tax liabilities (Net)	370
	10,890
(3) Current liabilities	
(a) Financial Liabilities	38,124
(b) Short-term provisions	569
(c) Other current liabilities	27,151
	65,844
Total	1,21,623

STANDALONE | P&L ACCOUNT AS ON 30th Sep 2016

Values are in Million ₹

Particulars	Quarter ended			Six month ended	
	30-Sep-16	30-Jun-16	30-Sep-15	30-Sep-16	30-Sep-15
(I) Revenue from Operations	4,896	5,797	7,362	10,693	16,689
(II) Other Income	224	295	423	519	724
(III) Total Revenue - (I+II)	5,120	6,092	7,785	11,212	17,413
(IV) Expenses					
Cost of sales on projects	2,593	2,943	4,418	5,536	10,986
Property and Facilities operating expenses	590	610	548	1,200	1,059
Employee benefits expense	389	395	364	784	700
Finance costs	435	486	579	921	1,152
Depreciation and amortization expense	130	121	127	251	247
Other expenses	219	316	290	535	596
Total Expenses	4,356	4,871	6,326	9,227	14,740
(V) Profit before tax (III-IV)	764	1,221	1,459	1,985	2,673
(VI) Tax expense	54	(147)	176	(93)	259
(VII) Profit (Loss) for the period	710	1,368	1,283	2,078	2,414
(VIII) Other Comprehensive loss/(Income)	4	1	3	5	2
(IX) Total Comprehensive Income (VII-VIII)	706	1,367	1,280	2,073	2,412

FINANCIALS | KEY RATIOS | STANDALONE

Values are in Million ₹

Sl. No.	Particulars	Quarter ended					
		30-Sep-16	Ratio/%	30-Jun-16	Ratio/%	30-Sep-15	Ratio/%
		(Unaudited)		(Unaudited)		(Unaudited)	
1	Sale of Projects & Property Income	4,896		5,797		7,362	
2	Other Income	224		295		423	
3	Total Income	5,120		6,092		7,785	
4	Cost of project sold and property expenses	3,183		3,553		4,966	
5	Gross Margin	1,713	35%	2,244	39%	2,396	33%
6	Admin, Employee and Selling cost	608		711		654	
7	EBIDTA	1,329	26%	1,828	30%	2,165	28%
8	Financial Expenses	435		486		579	
9	Depreciation	130		121		127	
10	Total Expenses	4,356		4,871		6,326	
11	PBT	764	15%	1,221	20%	1,459	19%
12	Tax	54		(147)		176	
13	PAT	710	14%	1,368	22%	1,283	16%
14	Other Comprehensive loss/(Income)	4		1		3	
15	Total Comprehensive Income	706	14%	1,367	22%	1,280	16%
16	EPS (Annualized) (In Rs)	7.53		14.58		13.65	
17	Market Price per share	191.60		185.30		215.50	
18	PE Ratio	25		13		16	
19	Market Cap	71,850		69,488		80,813	
20	Price to Book Value	1.60		1.62		1.86	

FINANCIAL HIGHLIGHTS | Q2FY17 | CONSOLIDATED

Values are in Million ₹

Particulars	Q2FY17	Q2FY16	Q1FY17	H1FY17
Turnover (Rs. Mn)	11,735	16,624	9,714	21,449
EBIDTA (Rs. Mn)	2,607	3,793	1,972	4,579
EBIDTA %	22%	23%	20%	21%
PAT (Rs. Mn)	877	1,603	705	1,582
PAT %	7%	10%	7%	7%
Average Cost of Debt	10.73%	11.93%	11.22%	10.73%

CONSOLIDATED | BALANCE SHEET AS AT 30th Sep 2016

Values are in Million ₹

Particulars	As at 30-Sep-16
A. ASSETS	
(1) Non-current assets	
(a) Property, plant and equipment	6,153
(b) Capital work-in-progress	11,635
(c) Investment properties	27,861
(d) Goodwill (arising on consolidation)	3,186
(e) Other intangible assets	46
(f) Financial assets	13,241
(g) Deferred tax assets (net)	639
(h) Current tax assets (net)	2,354
(i) Other non-current assets	2,572
	67,687
(2) Current assets	
(a) Inventories	71,064
(b) Financial assets	23,180
(c) Other current assets	7,490
	1,01,734
Total	1,69,421

CONSOLIDATED | BALANCE SHEET AS AT 30th Sep 2016

Values are in Million ₹

Particulars	As at 30-Sep-16
B. EQUITY AND LIABILITIES	
(1) Equity	
(a) Equity share capital	3,750
(b) Other Equity	38,334
(c) Non controlling interest	3,086
	45,170
(2) Non-current liabilities	
(a) Financial Liabilities	35,076
(b) Long-term provisions	89
(c) Deferred tax liabilities (Net)	2,369
	37,534
(3) Current liabilities	
(a) Financial Liabilities	37,203
(b) Short-term provisions	863
(c) Current tax liabilities	1,334
(d) Other current liabilities	47,317
	86,717
Total	1,69,421

CONSOLIDATED I P & L as on 30th Sep 2016

Particulars	Quarter ended			Six months ended	
	30-Sep-16	30-Jun-16	30-Sep-15	30-Sep-16	30-Sep-15
(I) Revenue from Operations	11,518	9,449	16,287	20,967	31,220
(II) Other Income	217	265	337	482	522
(III) Total Revenue - (I+II)	11,735	9,714	16,624	21,449	31,742
(IV) Expenses					
Cost of sales on projects	6,600	5,248	10,807	11,848	20,735
Property and Facilities operating expenses	1,367	1,274	996	2,641	2,107
Employee benefits expense	716	720	633	1,436	1,223
Finance costs	771	790	846	1,561	1,683
Depreciation and amortization expense	472	336	301	808	591
Other expenses	445	500	395	945	798
Total Expenses	10,371	8,868	13,978	19,239	27,137
(V) Profit before tax (III-IV)	1,364	846	2,646	2,210	4,605
(VI) Tax expense	487	141	1,043	628	1,666
VII. Profit (Loss) for the year	877	705	1,603	1,582	2,939

CONSOLIDATED I P & L as on 30th Sep 2016

Values are in Million ₹

Particulars	Quarter ended			Six months ended	
	30-Sep-16	30-Jun-16	30-Sep-15	30-Sep-16	30-Sep-15
Share of profit / (loss) from associates (Net) (VIII)	35	3	32	38	(37)
Profit after tax (before adjustment for Minority interest) (IX = VII - VIII)	912	708	1,635	1,620	2,902
Share in (profit) / loss to Minority interest (X)	(267)	(229)	(92)	(496)	(212)
Profit after tax and Minority interest (VIII - X)	645	479	1,543	1,124	2,690
Other Comprehensive Income	(7)	(8)	(3)	(15)	(4)
Profit after Other Comprehensive Income	638	471	1,540	1,109	2,686

FINANCIALS | CONSOLIDATED | KEY RATIOS

Values are in Million ₹

Sl. No.	Particulars	Quarter ended					
		30-Sep-16	Ratio/%	30-Jun-16	Ratio/%	30-Sep-15	Ratio/%
		(Unaudited)		(Unaudited)		(Unaudited)	
1	Sale of Projects & Property Income	11,518		9,449		16,287	
2	Other Income	217		265		337	
3	Total Income	11,735		9,714		16,624	
4	Cost of project sold and property expenses	7,967		6,522		11,803	
5	Gross Margin	3,551	31%	2,927	31%	4,484	28%
6	Admin, Employee and Selling cost	1,161		1,220		1,028	
7	EBIDTA	2,607	22%	1,972	20%	3,793	23%
8	Financial Expenses	771		790		846	
9	Depreciation	472		336		301	
10	Total Expenses	10,371		8,868		13,978	
11	PBT	1,364	12%	846	9%	2,646	16%
12	Tax	487		141		1,043	
13	PAT	877	7.47%	705	7.26%	1,603	10%

FINANCIALS | CONSOLIDATED | KEY RATIOS

Values are in Million ₹

Sl. No.	Particulars	Quarter ended					
		30-Sep-16		30-Jun-16		30-Sep-15	
		(Unaudited)	Ratio/%	(Unaudited)	Ratio/%	(Unaudited)	Ratio/%
14	Share of profit / (loss) from associates	35		3		32	
15	Minority	(267)		(229)		(92)	
16	Other Comprehensive Income	(7)		(8)		(3)	
16	Profit after tax	638		471		1,540	
17	EPS (Annualized) (In Rs)	6.81		5.02		16.43	
18	Market Price per share	191.60		185.30		215.50	
19	PE Ratio	28		37		13	
20	Market Cap	71,850		69,488		80,813	
21	Price to Book Value	1.71		1.68		1.93	

UNRECOGNIZED REVENUE | FROM PROJECTS UNDER CONSTRUCTION

Values are in Million ₹

Sl.No	Projects	Total sales value of unit sold as at 30-Sept-2016	Cumulative turnover declared upto 30-Sept-2016	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
1	Prestige Bellavista	14,181	13,208	972	
2	Prestige Tranquility	9,636	8,885	751	
3	Prestige White Meadows-1&2	7,112	6,378	733	
4	Prestige Kingfisher Towers	8,289	6,685	1,603	
5	Prestige Golf Shire	5,750	3,958	1,792	
6	Prestige Royal wood	2,020	1,801	219	
7	Prestige Edwardian	400	290	110	
8	Prestige Ferns Residency	8,632	6,993	1,639	
9	Prestige Mayberry	2,795	2,563	232	
10	Prestige Westwoods	4,771	3,151	1,619	
11	Prestige Ivy Terraces	1,851	1,278	574	
12	Prestige Downtown	1,117	991	127	
13	Prestige Augusta Golf Village	7,396	4,540	2,856	
14	Prestige Misty Waters	4,681	3,778	903	
15	Prestige Silver Spring	2,757	2,241	516	
16	Prestige Summer Fields	1,624	1,533	91	
17	Prestige Jade Pavilion	2,735	2,351	383	
18	Prestige Sunrise Park - Phase I & Phase II	10,283	6,537	3,746	
19	Prestige Lakeside Habitat Phase I & II	21,235	11,054	10,181	
20	Prestige Royale Garden-Phase I & Phase II	4,585	2,033	2,553	

UNRECOGNIZED REVENUE | FROM PROJECTS UNDER CONSTRUCTION

Values are in Million ₹

Sl.No	Projects	Total sales value of unit sold as at 30-Sept-2016	Cumulative turnover declared upto 30-Sept-2016	Balance turnover to be declared on POC to reach 25% trigger	Expected timeline to reach 25% trigger
21	Prestige Brooklyn Heights	1,022	652	369	
22	Prestige Bagmane Temple Bells	5,090	2,616	2,474	
23	Prestige Spencer Heights	743	-	743	
24	Prestige Hermitage	485	271	214	
25	Prestige Hillside Retreat	192	144	48	
26	Prestige Falcon Towers	693	302	391	
27	Prestige Trade Tower	1,091	823	268	
28	Prestige Saleh Ahmed	151	60	91	
29	TMS Square - Cochin	151	83	68	
30	Prestige Mysore Central	73	46	27	
31	Prestige Falcon City- Phase I & II	17,946	3,063	17,341	
32	Prestige Falcon City Buy Back	571			
33	Prestige Falcon City Buy Back 2	1,888			
34	Prestige Gulmohar	2,376	-	2,376	FY 17
35	Prestige Leela Residences	3,035	-	3,035	FY 18
36	Prestige déjà vu	712	-	712	FY 18
37	Prestige Kenilworth	1,300	-	1,300	FY 18
38	Presige Woodside	873	-	873	FY 17
39	Prestige Pine Wood	1,688	-	1,688	FY 17
40	Prestige Woodland Park	1,586	-	1,586	FY 18
41	Prestige High Fields_Phase I	3,458	-	3,458	FY 17

UNRECOGNIZED REVENUE | FROM PROJECTS UNDER CONSTRUCTION

Values are in Million ₹

Sl.No	Projects	Total sales value of unit sold as at 30-Sept-2016	Cumulative turnover declared upto 30-Sept-2016	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
42	Prestige Ivy League	1,996	-	1,996	FY 17
43	Prestige Bougainvillea - II	195	-	195	FY 18
44	Prestige MSR	358	-	358	FY 18
45	Prestige Technostar	2,633	-	2,633	FY 17
46	Prestige Lake Ridge	1,551	-	1,551	FY 18
47	Prestige Northpoint	1,530	-	1,530	FY 18
48	Prestige Song of South	5,073	-	5,073	FY 18
49	Hillside Gateway	2,469	-	2,469	FY 18
50	Prestige Kew Gardens	4,798	-	4,798	FY 18
51	Prestige Fairfield	1,716	-	1,716	FY 18
52	Prestige Boulevard	634	-	634	FY 18
53	Prestige Valley Crest	743	-	743	FY 18
GRAND TOTAL - A+B*		1,90,667	98,309	92,358	

Includes sales value attributable to land lord's area/revenue, accounted as per Ind-AS

PROJECT DEBTORS SUMMARY

Values are in Million ₹

Name of the Project	Opening Balance as at 01-Jul-2016	New Sales	Adjustment	Amount Realised	Closing Balance as at 30-Sep-2016
Prestige Oasis	87	78	0	103	62
Prestige Shantiniketan	21	82	(6)	59	38
Prestige Neptunes Court Yard	8	42	3	26	27
Prestige Tech Park Phase - III	21	-	1	2	19
Prestige Technopolis	10	-	2	2	10
Prestige Khoday Tower	250	-	17	17	250
Prestige Silver Oak	212	94	0	121	186
Prestige Philadelphia	44	-	-	-	44
Prestige Plaza	130	-	-	-	130
Prestige Star	43	-	(18)	-	25
Prestige Tech Platina	17	129	(134)	12	-
Prestige West Holmes	29	12	(1)	16	24
Prestige Trinity Centre	16	-	(4)	12	-
Prestige SilverCrest	33	3	1	7	30
Prestige Parkview	99	25	4	63	64
Prestige Sunny Side	194	-	5	62	137
Prestige Garden Bay	147	8	-	31	124
Prestige Glen wood	98	51	(5)	60	85
Prestige Silver Sun	39	21	-	31	28
Prestige Techvista	41	(4)	-	6	31
Others	18	0	-	0	18
Sub Total - A	1,557	542	(134)	630	1,335

Note: In addition to the above, there are Land Owner dues to the extent of Rs. 887 mn.

PROJECT DEBTORS SUMMARY

Values are in Million ₹

Name of the Project	Opening Balance as at 01-Jul-2016	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 30-Sep-2016
Ongoing Projects					
Prestige Edwardian	88	8	2	-	94
Prestige Golfshire	250	(64)	(161)	119	228
Prestige White Meadows	1,225	(152)	(265)	32	1,306
Prestige Kingfisher Towers	1,142	292	(11)	20	1,425
Prestige Tranquility	76	313	37	212	140
Prestige Bellavista	116	104	(7)	120	107
Prestige Royal Wood	119	(105)	(122)	36	100
Prestige Casabella	9	195	103	12	90
Prestige Mayberry	107	(14)	(43)	42	94
Prestige Ferns Residency	36	629	244	314	107
Prestige Ivy Terraces	13	53	(33)	64	35
Prestige Westwoods	135	257	(115)	218	288
Prestige Downtown	145	49	(12)	132	75
Prestige Augusta Golf Village	29	353	36	287	59
Prestige Misty Waters	85	294	143	124	113
Prestige Silversprings	85	275	77	125	158
Prestige Sunrise Park	78	(196)	(698)	515	64
Prestige Lakeside Habitat	75	1,177	216	806	231
Prestige Summerfields	99	11	(1)	54	56
Prestige Brooklyn Heights	8	65	17	43	13

PROJECT DEBTORS SUMMARY

Values are in Million ₹

Name of the Project	Opening Balance as at 01-Jul-2016	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 30-Sep-2016
Prestige Royale Gardens	14	131	(50)	154	41
Prestige Jade Pavilion	83	170	(54)	176	131
Prestige Bagamane Temple Bells	15	339	(59)	310	103
Prestige Falcon City	-	3,063	2,014	795	254
Prestige Hermitage	-	45	(27)	72	-
Prestige Hillside Retreat	-	19	19	-	-
Prestige Falcon Towers	-	77	77	-	-
Prestige Trade Tower	-	139	139	-	-
Prestige Saleh Ahmed	-	44	44	-	-
TMS Square - Cochin	-	20	20	-	-
Prestige Mysore Central	-	8	8	-	-
Sub Total - B	4,032	7,599	1,539	4,779	5,314

PROJECT DEBTORS SUMMARY

Values are in Million ₹

Name of the Project	Opening Balance as at 01-Jul-2016	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 30-Sep-2016
Prestige Spencer Heights	-	-	-	8	-
Prestige Alta Vista Falcon City	-	-	-	92	-
Prestige KenilWorth	-	-	-	6	-
Prestige High Fields	-	-	-	38	-
Prestige Ivy League	-	-	-	103	-
Prestige Leela Residences	-	-	-	70	-
Prestige déjà vu	-	-	-	-	-
Prestige Pinewood	-	-	-	49	-
Prestige MSR	-	-	-	2	-
Prestige North Point	-	-	-	12	-
Prestige Wood Side	-	-	-	29	-
Prestige Gulmohar	-	-	-	192	-
Prestige Song of the south	-	-	-	240	-
Prestige Hillside Gateway	-	-	-	63	-
Prestige Boulevard	-	-	-	24	-
Prestige Kew Gardens	-	-	-	143	-
Prestige Fair Field	-	-	-	31	-
Prestige Techno Star	-	-	-	262	-
Prestige Lake Ridge	-	-	-	70	-
Prestige Valley Crest	-	-	-	10	-
Prestige Misty Waters II	-	-	-	4	-
Sub Total - C	-	-	-	1,472	-
Total (A+B+C)	5,589	8,141	1,539	6,880	6,648

DEBT PROFILE AS ON 30th Sep 2016

Values are in Million ₹

Particulars	Standalone	%	Consolidated Loan	%
Secured Loan	31,293.5	100.0%	54,978.3	100.0%
a. Project Debt - Resi & Comm	13,388.3	42.8%	14,193.4	25.8%
b. Capex Loans				
- Office Space	1,956.9	6.3%	2,901.3	5.3%
- Retail	-	0.0%	750.4	1.4%
- Hospitality	2,292.4	7.3%	5,275.6	9.6%
c. Rental Securitisation Loans	3,392.8	10.8%	21,594.3	39.3%
d. Receivables discounting loans	10,263.2	32.8%	10,263.2	18.7%
Gross Debt	31,293.5	100.0%	54,978.3	100.0%
Less: Cash & Bank Balances	2,653.8		4,043.5	
Net Debt	28,639.7		50,934.8	
Networth	44,889.1		45,170.6	
Debt Equity Ratio	0.64		1.13	

ANNUALIZED PROJECTED EXIT RENTALS FOR AREA LEASED

Sl. No	Project Name	Segment	Total Leasable Area (Mnsqft)	Economic Interest (Mnsqft)	Area Leased Prestige Share (Mnsqft)	Rent Per Sft (Rs)	Rent P.A (Annualised) (Rs Mn)
1	Prestige Estates Projects Limited	Commercial	1.90	1.90	1.90	38	866
2	West Palm Developers Pvt Ltd	Commercial	0.32	0.19	0.19	35	80
3	Prestige Valley View Estates Pvt Ltd	Commercial	0.01	0.004	0.004	235	12
4	Exora Business Park - Phase I-III	Commercial	2.18	2.18	2.18	56	1,471
5	ICBI India Pvt Ltd	Commercial	0.06	0.05	0.05	89	54
6	Cessna (B1 to B8)	Commercial	2.77	2.35	2.35	45	1,277
7	Prestige Polygon	Commercial	0.26	0.26	0.26	75	231
8	Forum Vijaya- Commercial	Commercial	0.19	0.10	0.10	44	50
9	Forum Mall	Retail	0.35	0.27	0.27	109	352
10	UB City Retail	Retail	0.10	0.04	0.04	320	169
11	Forum Value Mall	Retail	0.29	0.15	0.15	64	112
12	Forum Vijaya- Retail	Retail	0.64	0.32	0.32	85	324
13	Forum Mall Sujana Hyderabad	Retail	0.81	0.20	0.20	80	191
14	Forum Mall Mangalore	Retail	0.66	0.23	0.23	28	77
15	SKN Commercial	Commercial	0.39	0.39	0.39	41	194
Total annualised rentals as on 30th September 2016			10.92	8.63	8.63		5,460

ANNUALIZED PROJECTED EXIT RENTALS FOR AREA LEASED

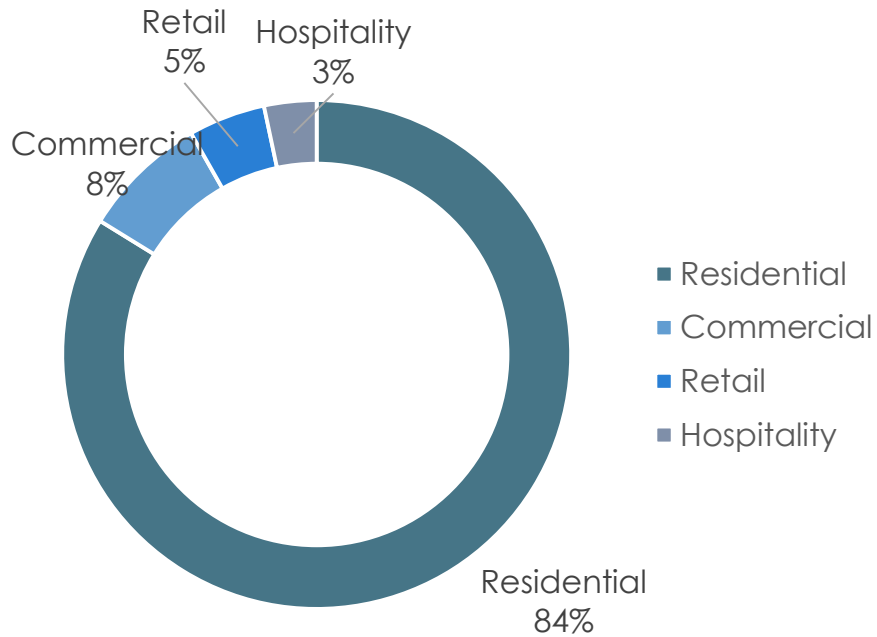
Sl. No	Project Name	Segment	Total Leasable Area (Mnsqft)	Economic Interest (Mnsqft)	Area Leased Prestige Share (Mnsqft)	Rent Per Sft (₹)	Rent P.A (Annualised) (₹ Mn)
Rental Income by 31st March 2017							
1	Prestige Polygon	Commercial	0.08	0.08	0.00	75	69
2	Forum Mall Shantiniketan	Retail	0.64	0.41	0.16	75	369
3	Prestige Mysore Central	Retail	0.08	0.05	0.04	60	36
4	Forum Mall Mysore	Retail	0.37	0.19	0.04	55	126
5	Prestige Trade Tower	Commercial	0.48	0.22	0.00	100	261
Incremental rentals in FY17			1.65	0.95	0.24		861
Total annualised rentals by March 2017			12.58	9.57	8.87		6,321

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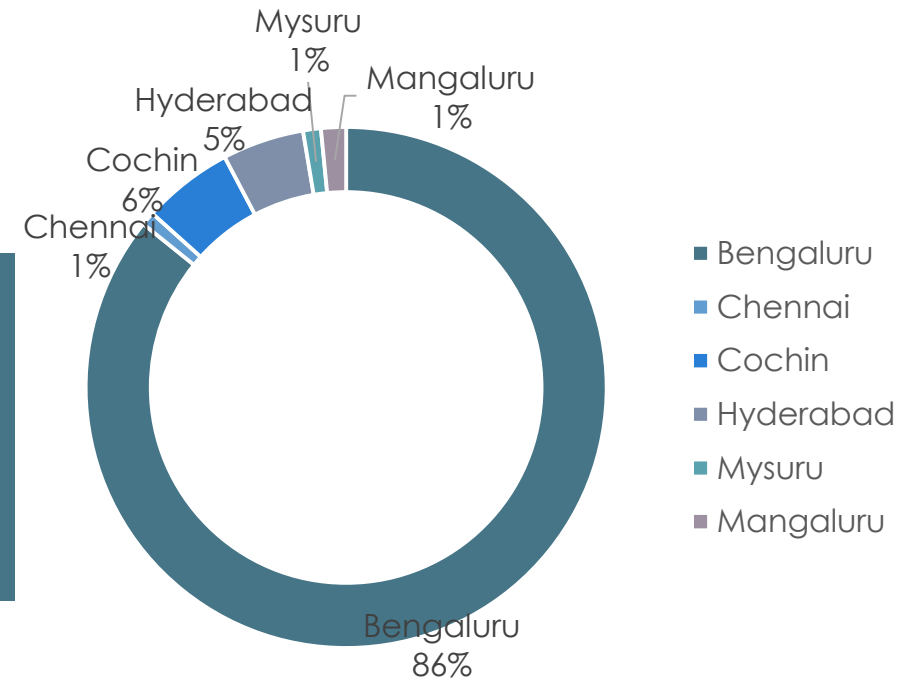
PRODUCT MIX | ONGOING PROJECTS

SEGMENT



Segment	No. of Projects	Developable Area (Mnsf)
Residential	48	52.08
Commercial	6	4.97
Retail	6	3.04
Hospitality	3	2.07
Total	63	62.15

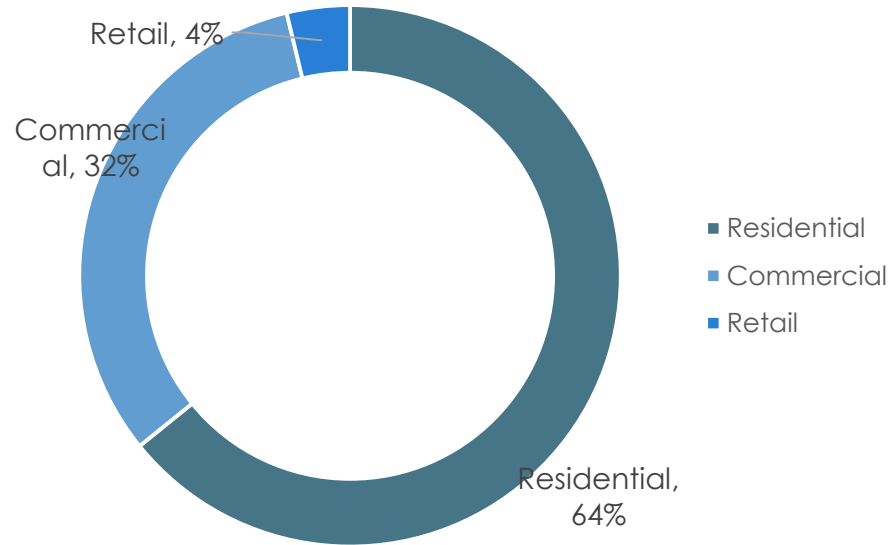
GEOGRAPHY



City	No. of Projects	Developable Area (Mnsf)
Bengaluru	51	53.32
Chennai	1	0.53
Cochin	5	3.50
Hyderabad	3	3.15
Mysuru	2	0.69
Mangaluru	1	0.96
Total	63	62.15

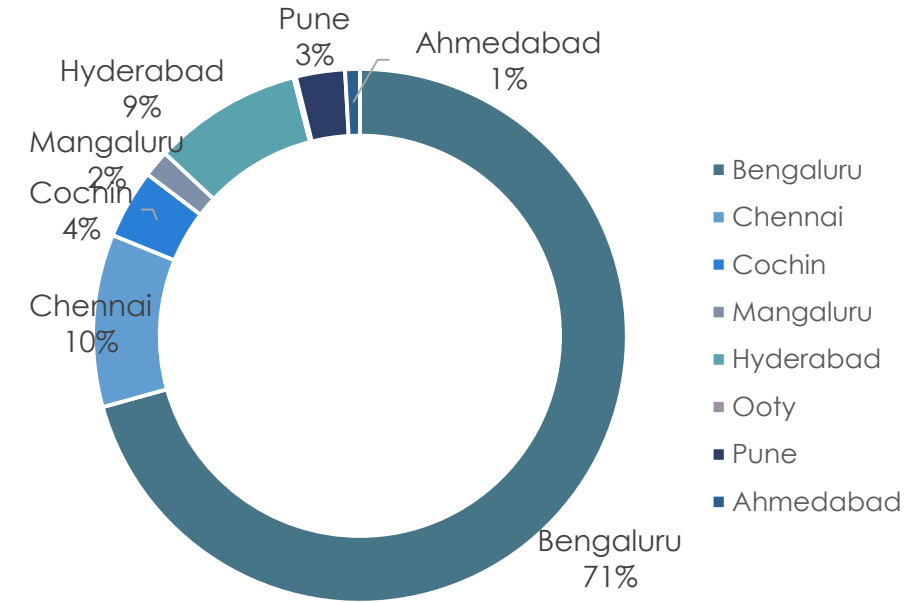
PRODUCT MIX | UPCOMING PROJECTS

SEGMENT



Segment	No. of Projects	Developable Area (Mnsf)
Residential	23	30.31
Commercial	11	15.14
Retail	2	1.78
Total	36	47.23

GEOGRAPHY



City	No. of Projects	Developable Area (Mnsf)
Bengaluru	23	33.39
Chennai	4	4.94
Cochin	2	1.98
Mangaluru	3	0.77
Hyderabad	1	4.26
Ooty	1	0.07
Pune	1	1.40
Ahmedabad	1	0.42
Total	36	47.23

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 -T3/T4	Bengaluru	1.04	100.00%	1.04	151	151
3	Prestige Royal Woods	Hyderabad	0.63	50.00%	0.32	152	76
4	Prestige Edwardian	Bengaluru	0.17	45.00%	0.08	26	12
5	Prestige Garden Bay	Bengaluru	0.64	72.00%	0.46	184	132
6	Prestige Mayberry-1	Bengaluru	0.12	75.00%	0.09	40	30
7	Prestige Mayberry-2	Bengaluru	0.39	60.39%	0.24	126	76
8	Prestige Hermitage	Bengaluru	0.23	50.00%	0.12	23	12
9	Prestige Summer Fields	Bengaluru	0.31	50.85%	0.16	83	42
10	Kingfisher Towers	Bengaluru	1.15	45.51%	0.52	83	38
11	Prestige Hillside Retreat	Bengaluru	0.11	75.00%	0.08	58	44
12	Prestige Ferns Residency	Bengaluru	3.38	62.00%	2.10	1,483	919
13	Prestige Misty Waters	Bengaluru	1.22	51.00%	0.62	558	285
14	Prestige Brooklyn Heights	Bengaluru	0.30	62.00%	0.19	94	58
15	Prestige Spencer Heights	Bengaluru	0.11	100.00%	0.11	34	34

ONGOING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
16	Prestige Royale Garden - Phase I & II	Bengaluru	3.15	68.50%	2.16	1,696	1,162
17	Prestige Sunrise Park - Phase I	Bengaluru	1.69	99.00%	1.67	1,046	1,036
18	Prestige West Woods	Bengaluru	1.34	60.00%	0.80	567	340
19	Prestige Augusta Golf Village	Bengaluru	1.38	67.00%	0.92	460	308
20	Prestige Jade Pavilion	Bengaluru	0.72	51.60%	0.37	266	137
21	Prestige Sunrise Park - Phase II	Bengaluru	1.58	99.00%	1.56	864	855
22	Prestige Silver Spring	Chennai	0.53	27.54%	0.15	121	33
23	Prestige Thomson	Cochin	0.60	25.00%	0.15	238	60
24	Prestige Ivy Terraces	Bengaluru	0.64	62.00%	0.40	315	195
25	Prestige Lakeside Habitat- Phase I & II	Bengaluru	5.60	69.30%	3.88	2,488	1,724
26	Prestige Falcon City Phase I	Bengaluru	4.98	42.84%	2.13	1,890	810
27	Prestige Bagmane Temple Bells	Bengaluru	1.73	70.00%	1.21	968	678
28	Prestige Gulmohar	Bengaluru	0.87	51.00%	0.44	404	206
29	Prestige Leela Residences	Bengaluru	0.53	60.00%	0.32	88	53

ONGOING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
30	Prestige Ivy League	Hyderabad	0.97	60.00%	0.58	349	209
31	Prestige High Fields_Phase I	Hyderabad	1.55	68.34%	1.06	665	454
32	Prestige North Point	Bengaluru	0.40	51.00%	0.21	184	94
33	Prestige Pine Wood	Bengaluru	0.62	44.00%	0.27	256	113
34	Prestige Woodland Park	Bengaluru	0.38	50.00%	0.19	166	83
35	Prestige Woodside	Bengaluru	0.41	60.00%	0.25	132	79
36	Prestige MSR	Bengaluru	0.15	65.00%	0.10	66	43
37	Prestige Bougainvillea Platinum	Bengaluru	0.13	60.00%	0.08	22	13
38	Prestige Falcon City Phase II	Bengaluru	1.52	35.70%	0.54	630	225
39	Prestige Déjà vu	Bengaluru	0.15	56.00%	0.08	40	22
40	Prestige Kenilworth	Bengaluru	0.19	40.00%	0.08	42	17
41	Prestige Song of South	Bengaluru	2.28	69.04%	1.57	1,117	771
42	Prestige Hillside Gateway	Cochin	1.55	70.00%	1.09	629	440
43	Prestige Kew Gardens	Bengaluru	1.71	60%	1.03	979	587
44	Prestige Fairfield (Dollars Colony)	Bengaluru	0.54	27.03%	0.15	165	45

ONGOING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
45	Prestige Boulevard	Bengaluru	0.26	100%	0.26	144	144
46	Prestige Misty Waters (Phase 2)	Bengaluru	0.41	51.00%	0.21	198	101
47	Prestige Lake ridge	Bengaluru	1.02	66.70%	0.68	560	374
48	Prestige Valley Crest (Bejai Property)	Mangaluru	0.96	70.00%	0.67	510	357
	Total - A		52.08		33.14	21,588	13,905

ONGOING PROJECTS

Office

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Trade Towers	Bengaluru	0.62	45.00%	0.28
2	Cessna Business Park B9-B11	Bengaluru	1.98	85.00%	1.68
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
6	Prestige Technostar	Bengaluru	1.60	80.00%	1.28
	Total - B		4.97		3.62

Retail

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Forum Shantiniketan	Bengaluru	1.08	64.00%	0.69
2	Forum Mysuru	Mysuru	0.58	50.99%	0.29
3	Prestige Mysuru Central	Mysuru	0.11	65.00%	0.07
4	Prestige TMS Square	Cochin	0.12	56.00%	0.07
5	Forum Thomsun	Cochin	1.06	25.00%	0.26
6	Prestige Cube	Bengaluru	0.09	100.00%	0.09
	Total - C		3.04		1.47

ONGOING PROJECTS

Hospitality

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No. of Keys
1	Conrad (Hilton)	Bengaluru	0.49	100.00%	0.49	285
2	Sheraton Hotel & Convention Center	Bengaluru	0.65	100.00%	0.65	360
3	Marriott Hotel & Convention Centre	Bengaluru	0.93	100.00%	0.93	297
	Total - D		2.07		2.07	942
GRAND TOTAL			62.15		40.30	

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	3.29	69.30%	2.28
4	Prestige Primerose Hills	Bengaluru	2.02	62.00%	1.25
5	Prestige Park Square	Bengaluru	1.10	42.00%	0.46
6	Roshanara Property	Bengaluru	0.22	100.00%	0.22
7	Mangaluru Villas	Mangaluru	0.14	68.00%	0.09
8	Prestige Avalon	Bengaluru	0.09	40.00%	0.03
9	Prestige Fountain Blue	Bengaluru	0.20	60.00%	0.12
10	Prestige Dolce Vita	Bengaluru	0.22	60.00%	0.13
11	Prestige Courtyards	Chennai	0.90	70.00%	0.63
12	Prestige Lake ridge (Phase2)	Bengaluru	1.02	66.70%	0.68
13	Prestige Cosmopoliton	Chennai	0.18	100.00%	0.18
14	Prestige Jindal Property	Bengaluru	4.65	37.23%	1.73
15	Prestige Verdant Vistas	Mangaluru	0.29	60.00%	0.17

UPCOMING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
16	Prestige High Fields Phase II	Hyderabad	4.26	68.34%	2.91
17	Song of south Ph II	Bengaluru	2.28	69.04%	1.57
18	Prestige Botanique	Bengaluru	0.14	55.00%	0.08
19	Prestige Palm Residences	Mangaluru	0.34	75.00%	0.26
20	Prestige Green Gables	Bengaluru	2.02	60.00%	1.21
21	Prestige Elysian, Bannerghatta Road	Bengaluru	1.09	30.60%	0.33
22	Prestige Falcon City- Phase II	Bengaluru	1.59	35.70%	0.57
23	Prestige Pelican Drive, Chennai (Pallavaram)	Chennai	3.54	31.62%	1.12
	Total - A		30.31		16.23

UPCOMING PROJECTS | COMMERCIAL

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Tech Cloud	Bengaluru	4.48	73.93%	3.31
2	Prestige Tech Park IV	Bengaluru	1.55	90.00%	1.40
3	Prestige Tech Pacifica Park (ORR)	Bengaluru	1.65	62.95%	1.04
4	Prestige Central Street	Bengaluru	0.18	55.00%	0.10
5	Mount road Chennai	Chennai	0.32	45.00%	0.14
6	Prestige Star Tech	Bengaluru	1.82	51.00%	0.93
7	Kharadi, Pune Property	Pune	1.40	66.75%	0.93
8	Gift City (Ahmedabad)	Ahmedabad	0.42	100.00%	0.42
9	Cyber Green (Kochi Smart City)	Cochin	1.46	100.00%	1.46
10	Prestige Logistics Centre, Malur	Bengaluru	0.38	100.00%	0.38
11	Prestige Retreat	Bengaluru	1.48	100.00%	1.48
	Total - B		15.14	8.45	11.59

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			47.23		28.63

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	Sarjapur/Bengaluru	182	33%	59
3	Prestige Estates Projects Ltd	Bengaluru	2	100%	2
4	Village D Nandi Pvt Ltd	Bengaluru	23	100%	23
5	Eden Investments	Goa	74	78%	57
	Total		424		284

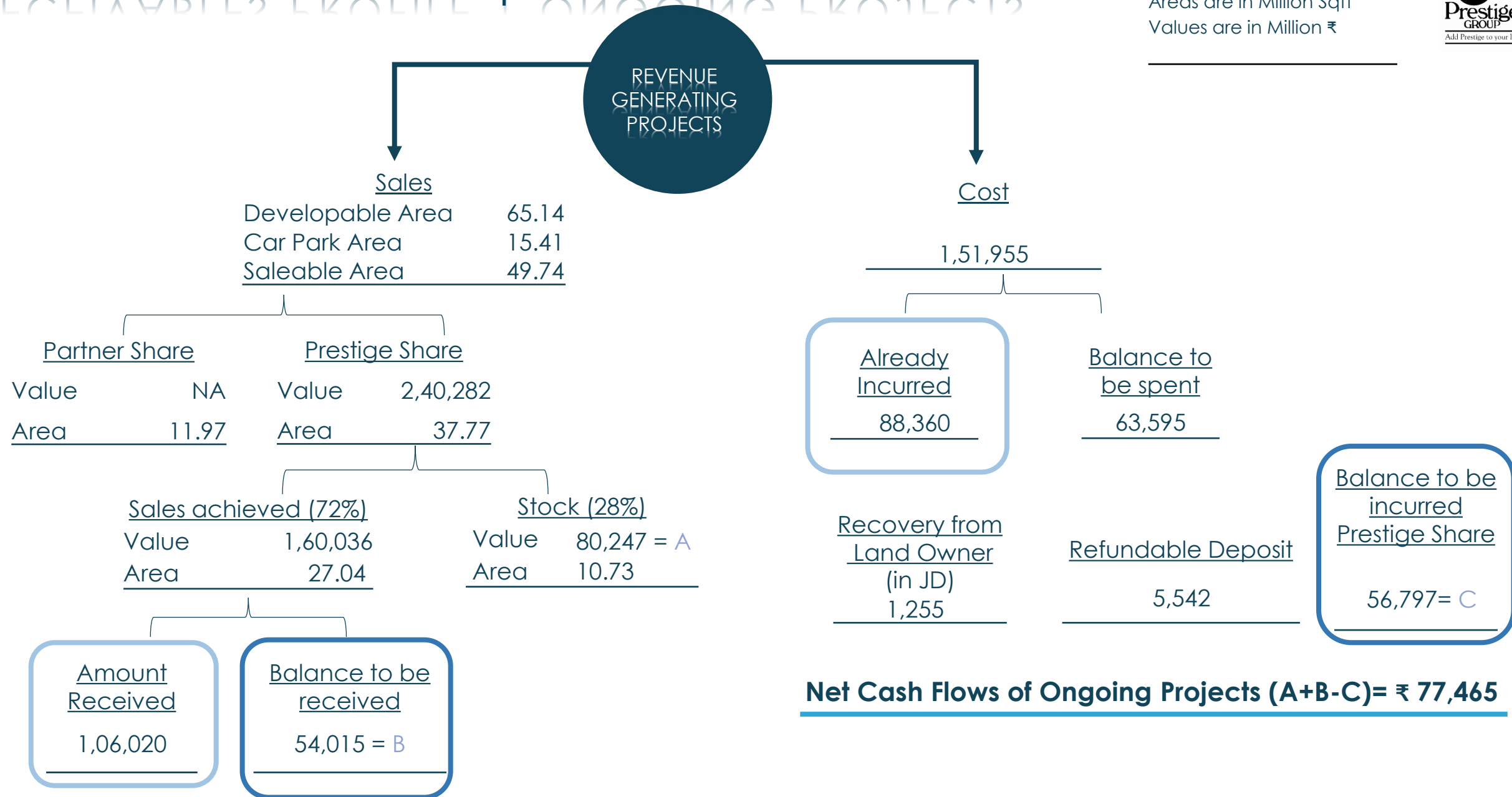
Potential Developable area of 42 mn sft (Prestige Share 28 Mn sqft)

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RECEIVABLES PROFILE | ONGOING PROJECTS

As on 30th Sep 2016
Areas are in Million Sqft
Values are in Million ₹



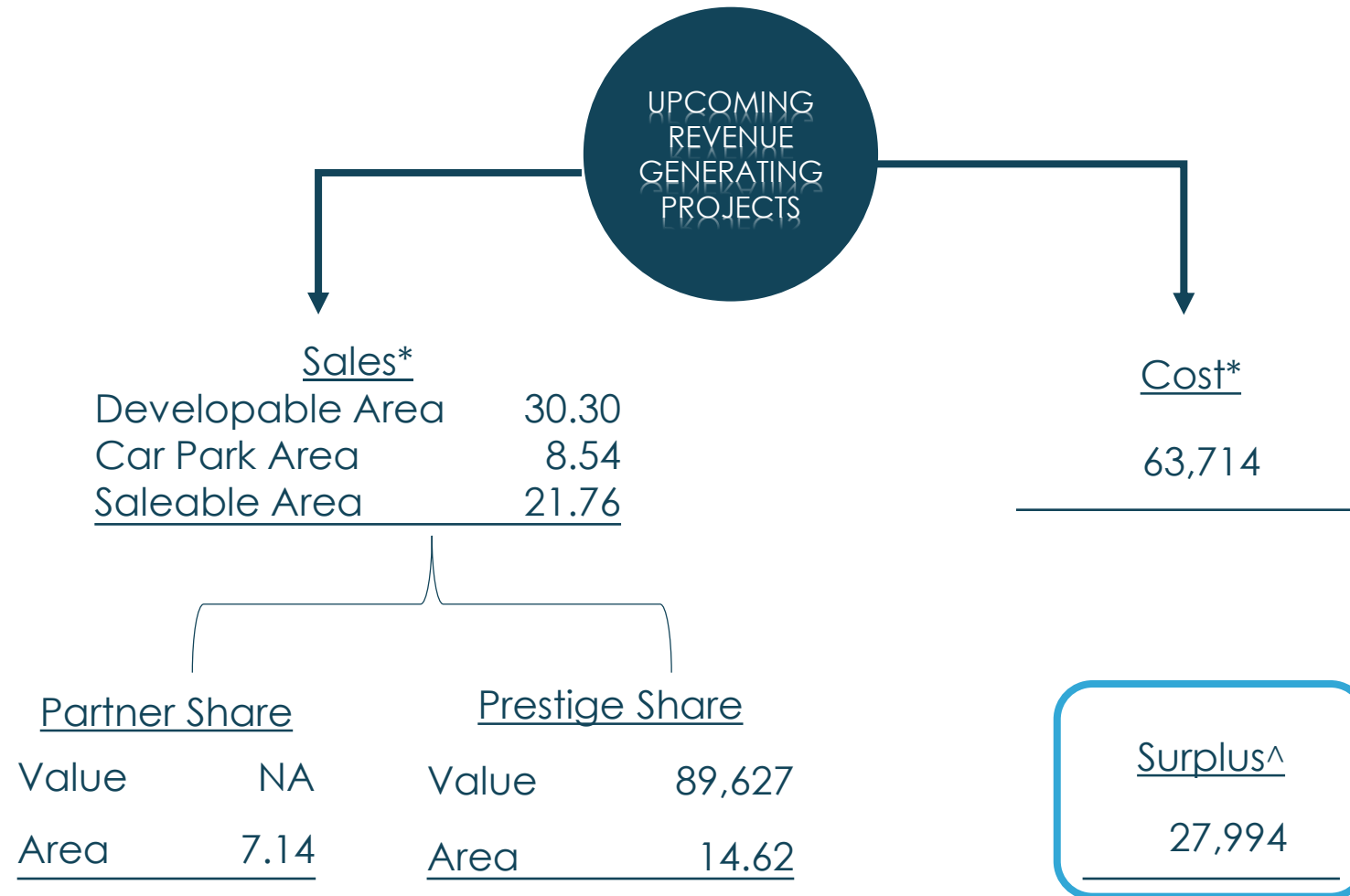
STOCK BREAKUP

As on 30th Sep 2016
Areas are in Million Sqft
Values are in Million ₹

CATEGORY	AREA	VALUE
Premium & Luxury Projects	2.31	25,271
Mid Income Projects	7.32	47,287
Commercial Projects	0.56	3,660
Completed Projects	0.53	4,028
Total	10.73	80,247

RECEIVABLES PROFILE | UPCOMING PROJECTS

As on 30th Sep 2016
Areas are in Million Sqft
Values are in Million ₹



*Estimated, ^Includes RD

OFFICE SPACE

OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Leasable Area 8.14	Leasable Area 2.51	Leasable Area 10.65	= 21.31
Prestige Share Leasable Area 7.50	Prestige Share Leasable Area 1.74	Prestige Share Leasable Area 8.21	= 17.45
Gross Rental Income p.a 4,625	Gross Rental Income p.a 2,323*	Gross Rental Income p.a 7,622*	= 14,570
Prestige Share- Income p.a 4,275	Prestige Share- Income p.a 1,557*	Prestige Share Income p.a 5,668*	= 11,501

*Estimated

RENTAL INCOME

As on 30th Sep 2016
Areas are in Million Sqft
Values are in Million ₹

RETAIL			
OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Leasable Area 2.85	Leasable Area 1.93	Leasable Area 1.34	= 6.12
Prestige Share Leasable Area 1.21	Prestige Share Leasable Area 0.90	Prestige Share Leasable Area 0.61	= 2.72
Gross Rental Income p.a 2,623	Gross Rental Income p.a 1,625*	Gross Rental Income p.a 1,718*	= 5,966
Prestige Share Income p.a 1,188	Prestige Share Income p.a 749*	Prestige Share Income p.a 734*	= 2,671

*Estimated

HOSPITALITY INCOME

As on 30th Sep 2016
Values are in Million ₹

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 1,283	Gross Operating Income p.a 2,134*	= 3,417
Prestige Share Income p.a 868	Prestige Share Income p.a 2,134*	= 3,002

**Estimated*

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Q2FY17 AWARDS & RECOGNITION



One of the top Builders in India
-Award by CWAB 2.0

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PROJECT SNAPSHOTS | RESIDENTIAL PROJECTS

PRESTIGE FERNS RESIDENCY



KINGFISHER TOWERS



PRESTIGE TEMPLE BELLS



PRESTIGE EDWARDIAN



PRESTIGE WEST WOODS



PRESTIGE ROYALE GARDENS



PROJECT SNAPSHOTS | RESIDENTIAL PROJECTS

PRESTIGE MISTY WATERS



PRESTIGE LAKESIDE HABITAT



PRESTIGE SUNRISE PARK



PRESTIGE BROOKLYN HEIGHTS



PRESTIGE MAYBERRY



PRESTIGE JADE PAVILION



PROJECT SNAPSHOTS

PRESTIGE FALCON CITY



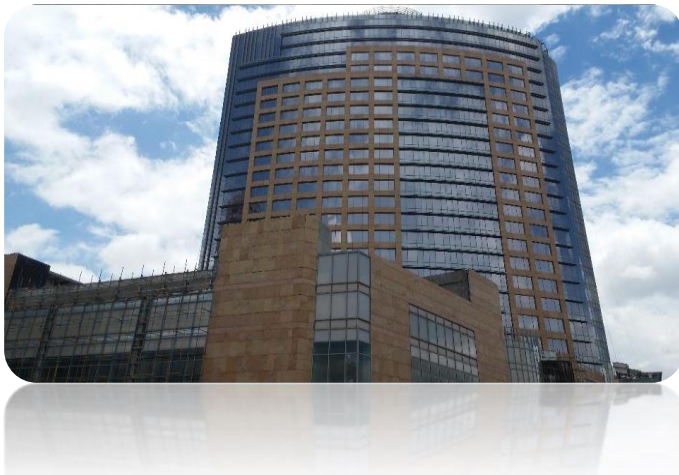
PRESTIGE FALCON TOWER



PRESTIGE HERMITAGE



CONRAD HOTEL



SHERATON HOTEL



JW MARRIOTT



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GUIDANCE VS ACHIEVED

Value in ₹ Million
Volume in Mnsqft

PARTICULARS	TARGET FOR FULL YEAR (FY17)	AS OF H1FY17	% ACHIEVED
New Sales Value	35,000 - 40,000	13,938	40%
Turnover	40,000 - 45,000	21,449	54%
Collections	40,000 - 45,000	20,010	50%
Launch Volume	10 - 12	1.98	20%
Completions	10 - 12	10.26	103%
Leasing Volume	1.50 - 2.00	0.36	24%
Exit Rental Income	6,000 - 6,250	5,460	
<u>Debt Equity Ratio</u>			
Consolidated	1.00 - 1.25	1.13	
Standalone	0.60 - 0.75	0.64	

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 are 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

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