

INVESTOR PRESENTATION | Q3FY17

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8. GUIDANCE vs ACHIEVED

201



Completed projects spanning across 78Mnsf 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

60



Ongoing Projects spanning Over 61.33 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 150 mn sqft

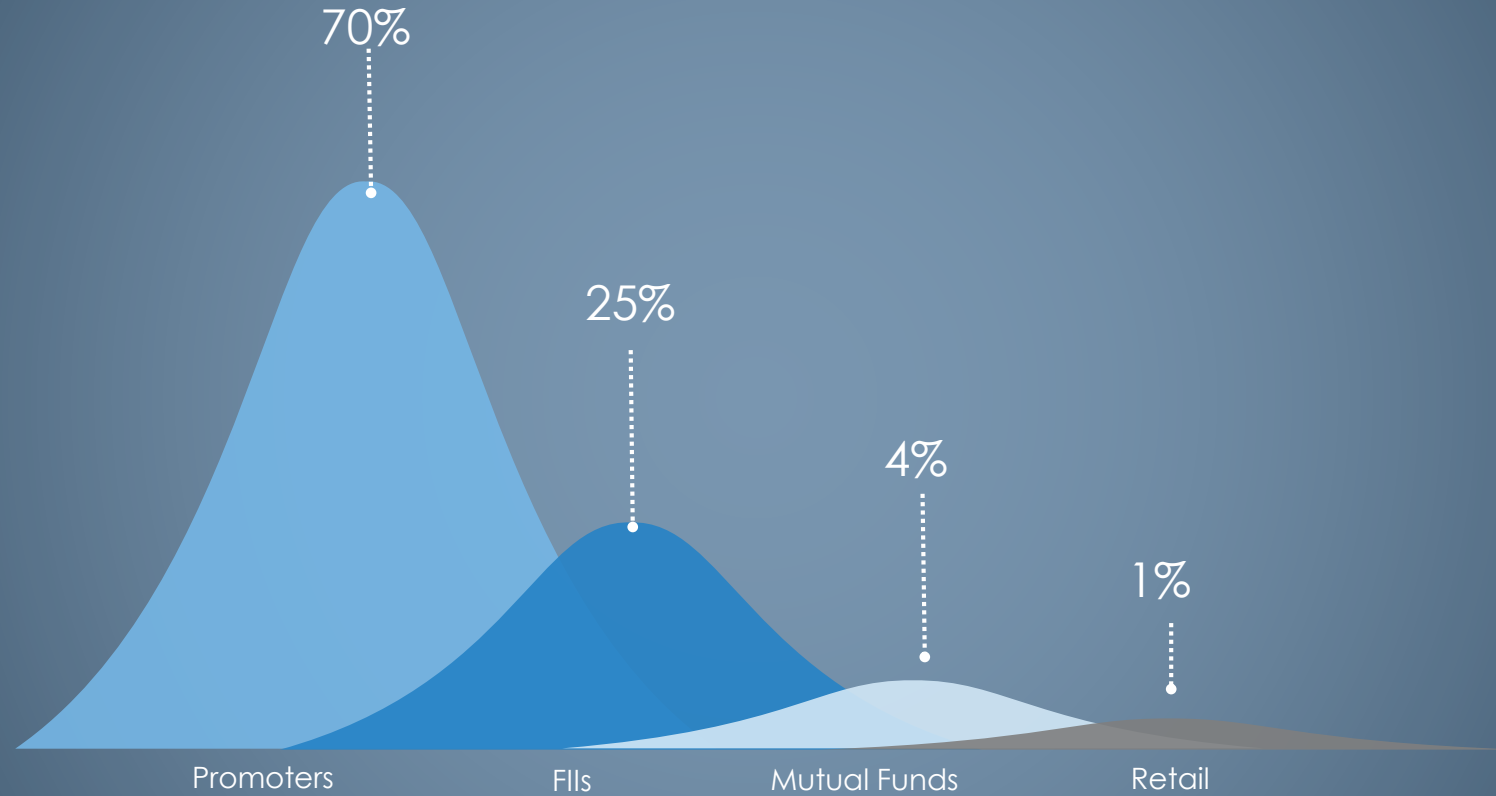
Areas are in Million Sqft

PARTICULARS	Residential		Commercial		Retail		Hospitality		Plotted Development		Total	
	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area
Completed Projects	81	35.29	100	29.15	6	4.81	6	1.37	8	7.42	201	78.03
Ongoing Projects	45	51.26	6	4.97	6	3.04	3	2.07	0	0.00	60	61.33
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	149	116.86	117	49.25	14	9.62	9	3.44	8	7.42	297	228.13

*Estimated

SHAREHOLDING PATTERN

As on 31st December 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

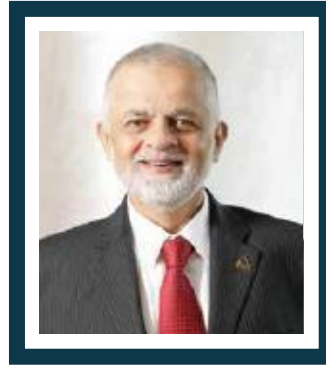


Dr. Pangal Ranganath
Nayak
Independent
Director

EXECUTIVE MANAGEMENT



Faiz Rezwan
Executive Director-
Contracts & Projects



Zackria Hashim
Executive Director- Land
Acquisition



Zaid Sadiq
Executive Director-
Liasion & Hospitality



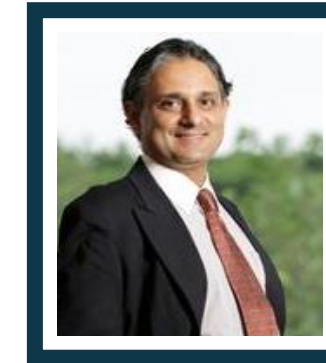
Anjum Jung
Executive Director- Interior
Design



Zayd Noaman
Executive Director- CMD's
OFFICE



Nayeem Noor
Executive Director-
Government Relations

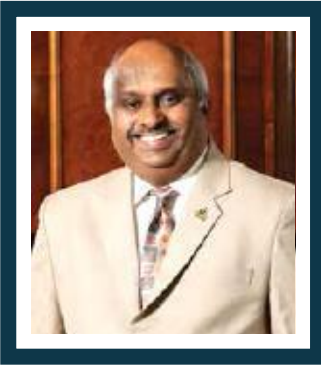


Omer Bin Jung
Executive Director-
Hospitality



V. Gopal
Executive Director-
Projects & Planning

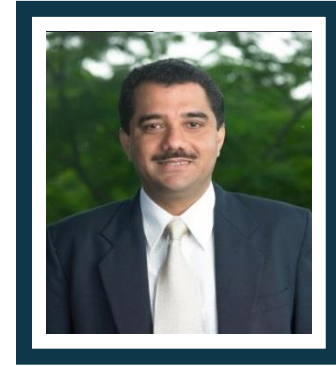
EXECUTIVE MANAGEMENT



Arvind Pai
Executive Director- Legal



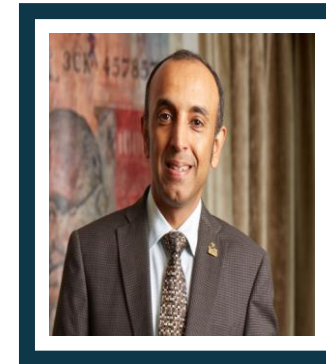
Suresh Singaravelu
Executive Director- Retail,
Hospitality & Business
Expansion



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	Q3FY17	Q3FY16	Q2FY17	9MFY17	9MFY16
TOTAL		New Sales value	4,293	5,884	7,569	18,231	19,087
		New Sales Volume	0.68	1.00	1.21	2.91	3.08
		Avg Realization/Sft	6,297	5,889	6,246	6,256	6,199
		Collections	9,678	9,347	8,220	29,688	29,133
		Leasing Volume	0.14	0.24	0.21	0.49	0.93
		Area Delivered	0.81	0.06	3.52	11.08	1.87
		Area Launched	-	1.55	-	1.98	3.83
PRESTIGE SHARE		New Sales value	3,465	5,123	5,988	14,550	16,440
		New Sales Volume	0.55	0.90	0.97	2.34	2.72
		Collections	8,159	7,976	6,880	25,073	24,176
		Leasing Volume	0.01	0.15	0.02	0.07	0.28
		Rental Income	1,354	1,215	1,379	4,045	3,207

BUSINESS PERFORMANCE

Q 3 COMPLETIONS

Sl.No	Project Completed	Location	Segment	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Mayberry 1	Bangalore	Residential	0.12	75%	0.09
2	Prestige Mayberry 2	Bangalore	Residential	0.38	60%	0.23
3	Prestige Summerfields	Bangalore	Residential	0.31	51%	0.16
	TOTAL			0.81		0.48

SALES SUMMARY | PRESTIGE SHARE

Areas are in Million Sqft
Values are in Million ₹



Particulars	Q3FY17			Q3FY16			Q2FY17			9MFY17			9MFY16		
	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value
Residential															
Mid Income Segment	0.39	237	2,321	0.76	476	3,928	0.81	535	4,911	1.82	1173	10,967	2.25	1,415	12,938
Premium Segment	0.04	13	419	0.13	47	1,111	0.11	21	760	0.21	51	1,660	0.31	116	2,875
TOTAL	0.43	250	2,740	0.89	523	5,039	0.92	556	5,671	2.03	1224	12,627	2.56	1,531	15,813
Commercial	0.12	0	725	0.02	0.00	83	0.05	-	317	0.31	0	1,924	0.16	-	626
GRANDTOTAL	0.55	250	3,464	0.90	523	5,123	0.97	556	5,988	2.34	1224	14,550	2.72	1,531	16,439
Realisation per sft			6,269			5,672			6,173			6,211			6,041

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 | Q3FY17 | STANDALONE

Values are in Million ₹

Particulars	Q3FY17	Q3FY16	Q2FY17
Turnover (Rs. Mn)	5,702	7,266	5,120
EBIDTA (Rs. Mn)	1,139	1,977	1,329
EBIDTA %	20%	27%	26%
PAT (Rs. Mn)	692	1,114	706
PAT %	12%	15%	14%

STANDALONE BALANCE SHEET AS AT 31st Dec 2016

Particulars	31-Dec-16	30-Sep-16
A. ASSETS		
(1) Non-current assets		
(a) Property, plant and equipment	1,549	1,442
(b) Capital work-in-progress	6,362	4,548
(c) Investment properties	4,639	4,678
(e) Other intangible assets	48	42
(g) Financial assets	36,345	35,978
(h) Deferred tax assets (net)	-	-
(i) Income tax assets (net)	1,285	1,158
(j) Other non-current assets	1,877	1,775
	52,105	49,621
(2) Current assets		
(a) Inventories	45,231	45,156
(b) Financial assets	22,277	23,128
(c) Other current assets	3,611	3,718
	71,119	72,002
Total	1,23,224	1,21,623

STANDALONE BALANCE SHEET AS AT 31st Dec 2016

Particulars	31-Dec-16	30-Sep-16
B. EQUITY AND LIABILITIES		
(1) Equity		
(a) Equity share capital	3,750	3,750
(b) Other Equity	41,938	41,139
	45,688	44,889
(2) Non-current liabilities		
(a) Financial Liabilities	11,386	10,420
(b) Provisions	65	100
(c) Deferred tax liabilities (Net)	159	370
	11,610	55,779
(3) Current liabilities		
(a) Financial Liabilities	37,735	38,124
(b) Provisions	691	569
(c) Other current liabilities	27,500	27,151
	65,926	65,844
Total	1,23,224	1,21,623

STANDALONE | P & L ACCOUNT AS ON 31st Dec 2016

Values are in Million ₹



Particulars	Quarter ended			Nine months ended	
	31-Dec-16	30-Sep-16	31-Dec-15	31-Dec-16	31-Dec-15
(I) Revenue from Operations	5,481	4,896	6,868	16,174	23,557
(II) Other Income	221	224	398	740	1,122
(III) Total Revenue - (I+II)	5,702	5,120	7,266	16,914	24,679
(IV) Expenses					
Purchases of Stock of units	-	-	-	-	-
Cost of sales on projects	3,230	2,593	3,956	8,766	14,942
Property and Facilities operating expenses	615	590	652	1,814	1,711
Employee benefits expense	407	389	325	1,191	1,025
Finance costs	392	435	525	1,313	1,677
Depreciation and amortization expense	130	130	127	381	374
Other expenses	311	219	356	846	952
Total Expenses	5,085	4,356	5,941	14,311	20,681
(V) Profit before tax (III-IV)	617	764	1,325	2,603	3,998
(VI) Tax expense	- 76	54	213	-170	472
(VII) Profit (Loss) for the period	693	710	1,112	2,773	3,526
(VIII) Other Comprehensive loss/(Income)	1	4	-2	6	-
(IX) Total Comprehensive Income (VII-VIII)	692	706	1,114	2,767	3,526

FINANCIALS | KEY RATIOS | STANDALONE

Values are in Million ₹

Sl. No.	Particulars	31-Dec-16		Quarter ended		31-Dec-15	
		(Unaudited)	Ratio/%	30-Sep-16	Ratio/%	(Unaudited)	Ratio/%
1	Sale of Projects & Property Income	5,481		4,896		6,868	
2	Other Income	221		224		398	
3	Total Income	5,702		5,120		7,266	
4	Cost of project sold and property expenses	3,845		3,183		4,608	
5	Gross Margin	1,636	30%	1,713	35%	2,260	33%
6	Admin, Employee and Selling cost	718		608		681	
7	EBIDTA	1,139	20%	1,329	26%	1,977	27%
8	Financial Expenses	392		435		525	
9	Depreciation	130		130		127	
10	Total Expenses	5,085		4,356		5,941	
11	PBT	617	11%	764	15%	1,325	18%
12	Tax	(76)		54		213	
13	PAT	693	12%	710	14%	1,112	15%
14	Other Comprehensive loss/(Income)	1		4		(2)	

FINANCIALS | KEY RATIOS | STANDALONE

Values are in Million ₹



Sl. No.	Particulars	Quarter ended					
		31-Dec-16 (Unaudited)	Ratio/%	30-Sep-16 (Unaudited)	Ratio/%	31-Dec-15 (Unaudited)	Ratio/%
13	Total Comprehensive Income	692	12.14%	706	14%	1,114	15%
14	EPS (Annualized) (In Rs)	7.38		7.53		11.88	
15	Market Price per share	170.00		191.60		193.50	
16	PE Ratio	23		25		16	
17	Market Cap	63,750		71,850		72,563	
18	Price to Book Value	1.40		1.60		1.68	

FINANCIAL HIGHLIGHTS | Q3FY17 | CONSOLIDATED

Values are in Million ₹

Particulars	Q3FY17	Q3FY16	Q2FY17
Turnover (Rs. Mn)	12,536	12,524	11,735
EBIDTA (Rs. Mn)	2,582	4,382	2,607
EBIDTA %	21%	35%	22%
PAT (Rs. Mn)	980	2,854	877
PAT %	8%	23%	7%
Average Cost of Debt	10.48%	11.50%	10.73%

CONSOLIDATED | BALANCE SHEET AS AT 31st Dec 2016

Values are in Million ₹



Particulars	As at 31-Dec-16	As at 30-Sep-16
A. ASSETS		
(1) Non-current assets		
(a) Property, plant and equipment	13,580	6,153
(b) Capital work-in-progress	14,191	11,635
(c) Investment properties	20,290	27,861
(d) Goodwill (arising on consolidation)	3,209	3,186
(e) Other intangible assets	51	46
(f) Financial assets	13,140	13,241
(g) Deferred tax assets (net)	682	639
(h) Current tax assets (net)	2,491	2,354
(i) Other non-current assets	2,716	2,572
	70,350	67,687
(2) Current assets		
(a) Inventories	69,333	71,064
(b) Financial assets	21,591	23,180
(c) Other current assets	7,326	7,490
	98,250	1,01,734
Total	1,68,600	1,69,421

CONSOLIDATED | BALANCE SHEET AS AT 31st Dec 2016

Values are in Million ₹



Particulars	As at 31-Dec-16	As at 30-Sep-16
B. EQUITY AND LIABILITIES		
(1) Equity		
(a) Equity share capital	3,750	3,750
(b) Other Equity	39,445	38,334
(c) Non controlling interest	3,033	3,086
	46,228	45,170
(2) Non-current liabilities		
(a) Financial Liabilities	36,172	35,076
(b) Long-term provisions	106	89
(c) Deferred tax liabilities (Net)	2,255	2,369
	38,533	37,534
(3) Current liabilities		
(a) Financial Liabilities	36,631	37,203
(b) Short-term provisions	1,147	863
(c) Current tax liabilities	500	1,334
(d) Other current liabilities	45,561	47,317
	83,839	86,717
Total	1,68,600	1,69,421

CONSOLIDATED I P & L as on 31st Dec 2016

Values are in Million ₹



Particulars	Quarter ended			Nine ended	
	31-Dec-16	30-Sep-16	31-Dec-15	31-Dec-16	31-Dec-15
(I) Revenue from Operations	12,341	11,518	10,416	33,307	41,636
(II) Other Income	195	217	2,108	677	2,630
(III) Total Revenue - (I+II)	12,536	11,735	12,524	33,984	44,266
(IV) Expenses					
Cost of sales on projects	7,476	6,600	5,535	19,325	26,270
Property and Facilities operating expenses	1,150	1,367	1,485	3,790	3,592
Employee benefits expense	740	716	597	2,176	1,820
Finance costs	730	771	799	2,290	2,483
Depreciation and amortization expense	439	472	313	1,247	903
Other expenses	588	445	525	1,533	1,322
Total Expenses	11,123	10,371	9,254	30,361	36,390
(V) Profit before tax (III-IV)	1,413	1,364	3,270	3,623	7,876
(VI) Tax expense	433	487	416	1,061	2,082
VII. Profit (Loss) for the year	980	877	2,854	2,562	5,794

CONSOLIDATED I P & L as on 31st Dec 2016

Values are in Million ₹



Particulars	Quarter ended			Nine ended	
	31-Dec-16	30-Sep-16	31-Dec-15	31-Dec-16	31-Dec-15
Share of profit / (loss) from associates (Net) (VIII)	58	35	56	96	20
Profit after tax (before adjustment for Minority interest) (IX = VII - VIII)	1,038	912	2,910	2,658	5,814
Share in (profit) / loss to Minority interest (X)	(355)	(267)	(122)	(851)	(334)
Profit after tax and Minority interest (VIII - X)	683	645	2,788	1,807	5,480
Other Comprehensive Income	(5)	(7)	4	(20)	-
Profit after Other Comprehensive Income	678	638	2,792	1,787	5,480

FINANCIALS | CONSOLIDATED | KEY RATIOS

Values are in Million ₹



Sl. No.	Particulars	Quarter ended					
		31-Dec-16 (Unaudited)	Ratio/%	30-Sep-16 (Unaudited)	Ratio/%	31-Dec-15 (Unaudited)	Ratio/%
1	Sale of Projects & Property Income	12,341		11,518		10,416	
2	Other Income	195		217		2,108	
3	Total Income	12,536		11,735		12,524	
4	Cost of project sold and property expenses	8,626		7,967		7,020	
5	Gross Margin	3,715	30%	3,551	31%	3,396	33%
6	Admin, Employee and Selling cost	1,328		1,161		1,122	
7	EBIDTA	2,582	21%	2,607	22%	4,382	35%
8	Financial Expenses	730		771		799	
9	Depreciation	439		472		313	
10	Total Expenses	11,123		10,371		9,254	
11	PBT	1,413	11%	1,364	12%	3,270	26%
12	Tax	433		487		416	
13	PAT	980	7.82%	877	7.47%	2,854	23%

FINANCIALS | CONSOLIDATED | KEY RATIOS

Values are in Million ₹

Sl. No.	Particulars	Quarter ended					
		31-Dec-16 (Unaudited)	Ratio/%	30-Sep-16 (Unaudited)	Ratio/%	31-Dec-15 (Unaudited)	Ratio/%
14	Share of profit / (loss) from associates	58		35		56	
15	Minority	(355)		(267)		(122)	
16	Other Comprehensive Income	(5)		(7)		4	
16	Profit after tax	678		638		2,792	
17	EPS (Annualized) (In Rs)	7.23		6.81		29.78	
18	Market Price per share	170.00		191.60		193.50	
19	PE Ratio	24		28		6	
20	Market Cap	63,750		71,850		72,563	
21	Price to Book Value	1.48		1.71		1.76	

UNRECOGNIZED REVENUE | FROM PROJECTS UNDER CONSTRUCTION

Values are in Million ₹

Sl.No	Projects	Total sales value of unit sold as at 31-Dec-2016	Cumulative turnover declared upto 31-Dec-2016	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
	Residential Projects				
1	Prestige Bellavista	14,048	13,544	503	
2	Prestige Tranquility	9,681	9,049	631	
3	Prestige White Meadows-1&2	7,014	6,636	378	
4	Prestige Kingfisher Towers	8,289	6,799	1,490	
5	Prestige Golf Shire	5,880	4,507	1,373	
6	Prestige Royal wood	2,038	1,800	238	
7	Prestige Edwardian	400	273	128	
8	Prestige Ferns Residency	8,751	7,317	1,434	
9	Prestige Mayberry	2,769	2,714	55	
10	Prestige Westwoods	4,885	3,416	1,469	
11	Prestige Ivy Terraces	1,832	1,307	524	
12	Prestige Downtown	1,095	1,026	70	
13	Prestige Augusta Golf Village	7,355	4,762	2,593	
14	Prestige Misty Waters	4,671	4,059	613	
15	Prestige Silver Spring	2,757	2,366	391	
16	Prestige Summer Fields	1,658	1,658	-	

UNRECOGNIZED REVENUE | FROM PROJECTS UNDER CONSTRUCTION

Sl.No	Projects	Total sales value of unit sold as at 31-Dec-2016	Cumulative turnover declared upto 31-Dec-2016	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
17	Prestige Jade Pavilion	2,729	2,458	271	
18	Prestige Sunrise Park - Phase I & Phase II	10,409	7,220	3,189	
19	Prestige Lakeside Habitat Phase I & II	21,691	11,752	9,939	
20	Prestige Royale Garden-Phase I & Phase II	4,620	2,245	2,375	
21	Prestige Brooklyn Heights	1,041	721	321	
22	Prestige Bagmane Temple Bells	5,130	2,898	2,232	
23	Prestige Spencer Heights	742	-	742	
24	Prestige Hermitage	637	298	339	
25	Prestige Hillside Retreat	205	146	58	
26	Prestige Falcon Towers	693	312	381	
27	Prestige Trade Tower	1,091	898	193	
28	Prestige Saleh Ahmed	151	94	57	
29	TMS Square - Cochin	306	156	151	
30	Prestige Mysore Central	73	47	26	
31	Prestige Falcon City- Phase I & II	18,289	5,946	12,343	
32	Prestige Falcon City Buy Back	1,838	825	1,013	
33	Prestige Falcon City Buy Back 2	555	263	292	
34	Prestige Gulmohar	2,395	-	2,395	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-2016	Cumulative turnover declared upto 31-Dec-2016	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
35	Prestige Pine Wood	1,705	-	1,705	FY 17
42	Prestige Ivy League	2,149	-	2,149	FY 17
36	Prestige Leela Residences	3,084	-	3,084	FY 18
37	Prestige déjà vu	736	-	736	FY 18
38	Prestige Kenilworth	1,298	-	1,298	FY 18
39	Presige Woodside	900	-	900	FY 18
40	Prestige Woodland Park	1,612	-	1,612	FY 18
41	Prestige High Fields_Phase I	3,790	-	3,790	FY 18
43	Prestige Bougainvillea - II	195	-	195	FY 18
44	Prestige MSR	358	-	358	FY 18
45	Prestige Technostar	3,575	-	3,575	FY 18
46	Prestige Lake Ridge	1,706	-	1,706	FY 18
47	Prestige Northpoint	1,458	-	1,458	FY 18
48	Prestige Song of South	5,248	-	5,248	FY 18
49	Hillside Gateway	2,281	-	2,281	FY 18
50	Prestige Kew Gardens	4,943	-	4,943	FY 18
51	Prestige Fairfield	1,840	-	1,840	FY 18
52	Prestige Boulevard	744	-	744	FY 18
53	Prestige Valley Crest	743	-	743	FY 18
GRAND TOTAL		1,94,083	1,07,511	86,572	

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-Oct-2016	New Sales	Adjustment	Amount Realised	Closing Balance as at 31-Dec-2016
Prestige Oasis	62	79	- 15	89	37
Prestige Shantiniketan	38	-	9	9	38
Prestige Neptunes Court Yard	27	37	2	55	11
Prestige Tech Park Phase - III	19	-	-	-	19
Prestige Technopolis	10	-	-	-	10
Prestige Khoday Tower	250	-	-	-	250
Prestige Silver Oak	186	-	4	32	158
Prestige Philadelphia	44	-	-	-	44
Prestige Plaza	130	-	-	-	130
Prestige Star	25	-	-	-	25
Prestige West Holmes	24	-	(2)	12	9
Prestige Trinity Centre	-	-	-	-	-
Prestige SilverCrest	30	13	- 0	19	24
Prestige Summerfields	56	125	140	59	263
Prestige Parkview	64	11	- 6	26	43
Prestige Sunny Side	137	17	8	82	80
Prestige Garden Bay	124	13	- 16	10	111
Prestige Glen wood	85	28	14	35	91
Prestige Silver Sun	28	-	25	29	25
Prestige Techvista	31	12	- 0	12	31
Prestige Casabella	90	0	(102)	23	170
Prestige Mayberry	94	151	(43)	28	260
Others	18	-	-	-	18
Sub Total - A	1,575	486	18	521	1,849

Note: In addition to the above, there are Land Owner dues to the extent of Rs. 878 mn.

PROJECT DEBTORS SUMMARY

Values are in Million ₹



Name of the Project	Opening Balance as at 01-Oct-2016	Incremental POC Turnover	POC Adjustment	Amount Realised at	Closing Balance as 31-Dec-2016
<u>Ongoing Projects</u>					
Prestige Edwardian	94	(17)	(5)	-	82
Prestige Golfshire	228	549	206	289	282
Prestige White Meadows	1,306	165	508	69	894
Prestige Kingfisher Towers	1,425	113	126	52	1,360
Prestige Tranquility	140	165	(114)	251	168
Prestige Bellavista	107	336	211	128	104
Prestige Royal Wood	100	(1)	(10)	30	79
Prestige Ferns Residency	107	324	171	192	68
Prestige Ivy Terraces	35	30	(62)	94	33
Prestige Westwoods	288	264	79	133	340
Prestige Downtown	75	35	28	51	30
Prestige Augusta Golf Village	59	222	(132)	361	53
Prestige Misty Waters	113	281	155	109	130
Prestige Silversprings	158	125	34	137	111
Prestige Sunrise Park	64	683	(57)	747	57
Prestige Lakeside Habitat	231	698	(346)	1,083	192
Prestige Brooklyn Heights	13	68	39	33	10
Prestige Royale Gardens	41	212	(8)	217	45
Prestige Jade Pavilion	131	107	11	177	50
Prestige Bagamane Temple Bells	103	282	58	233	93
Prestige Falcon City	254	3,971	2,590	1,368	268
Prestige Hermitage	-	27	27	-	-
Prestige Hillside Retreat	-	2	2	-	-

PROJECT DEBTORS SUMMARY

Values are in Million ₹



Name of the Project	Opening Balance as at 01-Oct-2016	Incremental POC Turnover	Adjustment	Amount Realised	Closing Balance as at 31-Dec-2016
Prestige Falcon Towers	-	10	10	-	-
Prestige Trade Tower	-	75	75	-	-
Prestige Saleh Ahmed	-	34	34	-	-
TMS Square - Cochin	-	73	73	-	-
Prestige Mysore Central	-	1	1	-	-
Sub Total - B	5,074	8,833	3,702	5,756	4,448

Name of the Project	Opening Balance as at 01-Oct-2016	Incremental POC Turnover	POC Adjustment	Amount Realised at	Closing Balance as at 31-Dec-2016
<u>Other Ongoing Projects</u>					
Prestige Spencer Heights	-	-	-	3	-
Prestige Kenil Worth	-	-	-	16	-
Prestige High Fields	-	-	-	169	-
Prestige Ivy League	-	-	-	121	-
Prestige Leela Residences	-	-	-	87	-
Prestige déjà vu	-	-	-	9	-
Prestige Woodland Park	-	-	-	1	-
Prestige Pine Wood	-	-	-	85	-
Prestige North Point	-	-	-	1	-

PROJECT DEBTORS SUMMARY

Values are in Million ₹



Name of the Project	Opening Balance as at 01-Oct-2016	Incremental POC Turnover	Adjustment	Amount Realised	Closing Balance as at 31-Dec-2016
Prestige Wood Side	-	-	-	19	-
Prestige Gulmohar	-	-	-	129	-
Prestige Song of the south	-	-	-	240	-
Prestige Hillside Gateway	-	-	-	81	-
Prestige Boulevard	-	-	-	29	-
Prestige Kew Gardens	-	-	-	361	-
Prestige Fair Field	-	-	-	19	-
Prestige Techno Star	-	-	-	360	-
Prestige Lake Ridge	-	-	-	36	-
Prestige Valley Crest	-	-	-	15	-
Sub Total - C	-	-	-	1,882	-
Total (A+B+C)	6,648	9,319	3,702	8,159	6,296

DEBT PROFILE AS ON 31st Dec 2016

Values are in Million ₹



Particulars	Standalone	%	Consolidated Loan *	%
Debt as on 31.12.2016				
Secured Loan	30,964.8	100.0%	55,312.0	100.0%
a. Project Debt - Resi & Comm	13,376.5	43.2%	14,186.4	25.6%
b. Capex Loans	-		-	
- Office Space	1,957.2	6.3%	3,051.1	5.5%
- Retail	-	0.0%	789.8	1.4%
- Hospitality	2,424.7	7.8%	5,591.2	10.1%
c. Rental Securitisation Loans	3,318.7	10.7%	21,805.8	39.4%
d. Receivables discounting loans	9,887.7	31.9%	9,887.7	17.9%
Gross Debt	30,964.8	100.0%	55,312.0	100.0%
Less: Cash & Bank Balances	1,507.2		3,949.0	
Net Debt	29,457.6		51,363.0	
Networth	45,688.1		46,227.3	
Debt Equity Ratio	0.64		1.11	

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	0.03	0.016	0.016	86	16
4	Exora Business Park - Phase I-III	Commercial	2.18	2.18	2.18	57	1,489
5	ICBI India Pvt Ltd	Commercial	0.06	0.05	0.05	80	48
6	Cessna (B1 to B8)	Commercial	2.77	2.35	2.35	45	1,271
7	Prestige Polygon	Commercial	0.33	0.33	0.33	75	300
8	Forum Vijaya- Commercial	Commercial	0.19	0.10	0.10	44	50
9	Forum Mall	Retail	0.35	0.27	0.27	120	387
10	UB City Retail	Retail	0.10	0.04	0.04	320	169
11	Forum Value Mall	Retail	0.29	0.15	0.15	75	131
12	Forum Vijaya- Retail	Retail	0.64	0.32	0.32	87	332
13	Forum Mall Sujana Hyderabad	Retail	0.81	0.20	0.20	75	179
14	Forum Mall Mangalore	Retail	0.66	0.23	0.23	31	86
15	SKN Commercial	Commercial	0.37	0.37	0.37	41	184
Total annualised rental			11.00	8.70	8.70		5,589

ANNUALIZED PROJECTED EXIT RENTALS FOR AREA LEASED

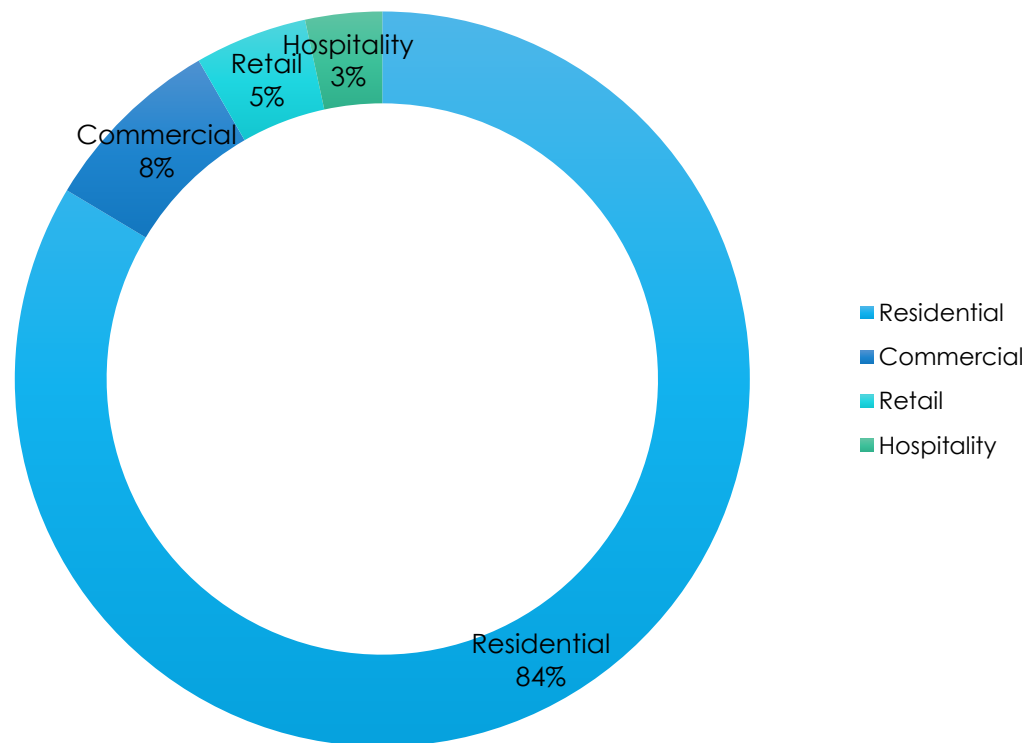
Sl. No	Project Name	Segment	Total Leasable Area (Mnsqft)	Economic Interest (Mnsqft)	Area Leased Prestige Share (Mnsqft)	Rent Per Sft (Rs)	Rent P.A (Annualised) (Rs Mn)
Rental Income by 31st March 2017							
1	Prestige Polygon	Commercial	0.02	0.02	0.00	75	20
2	Prestige Mysore Central	Retail	0.08	0.05	0.04	60	36
3	Prestige Trade Tower	Commercial	0.48	0.22	0.00	100	261
Incremental rentals in FY17			0.58	0.29	0.04		317
Total annualised rentals by March 2017			11.59	8.99	8.74		5,906

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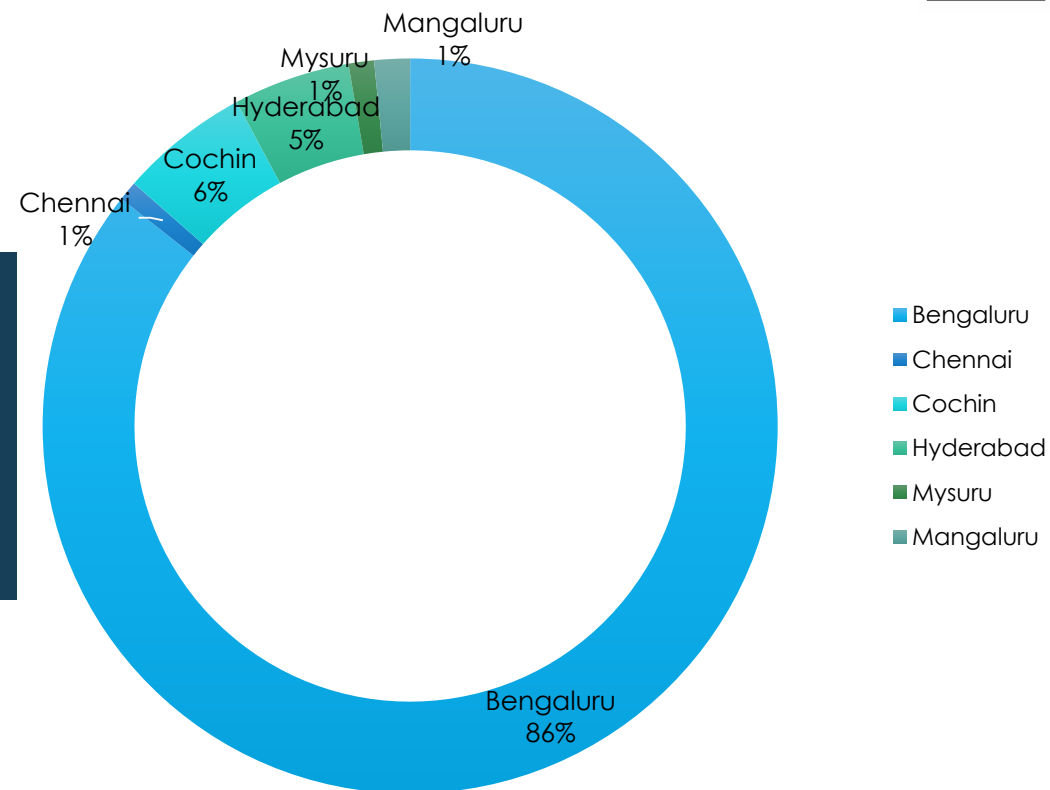
PRODUCT MIX | ONGOING PROJECTS

SEGMENT



Segment	No. of Projects	Developable Area (Mnsf)
Residential	45	51.26
Commercial	6	4.97
Retail	6	3.04
Hospitality	3	2.07
Total	60	61.33

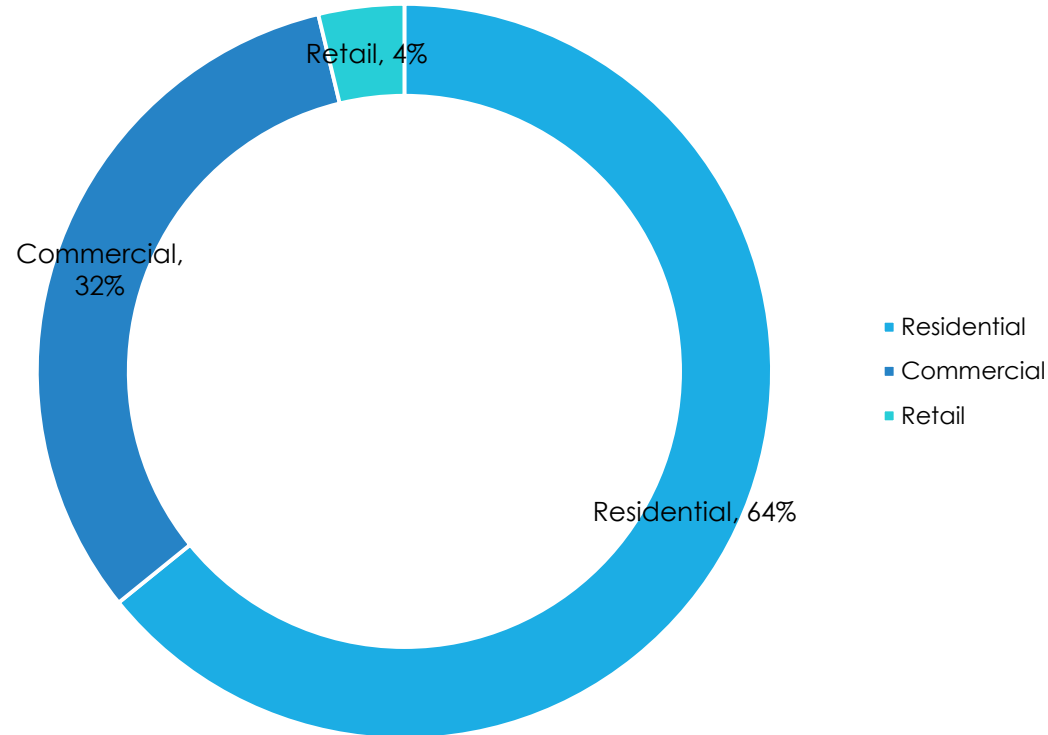
GEOGRAPHY



City	No. of Projects	Developable Area (Mnsf)
Bengaluru	48	52.50
Chennai	1	0.53
Cochin	5	3.50
Hyderabad	3	3.15
Mysuru	2	0.69
Mangaluru	1	0.96
Total	60	61.33

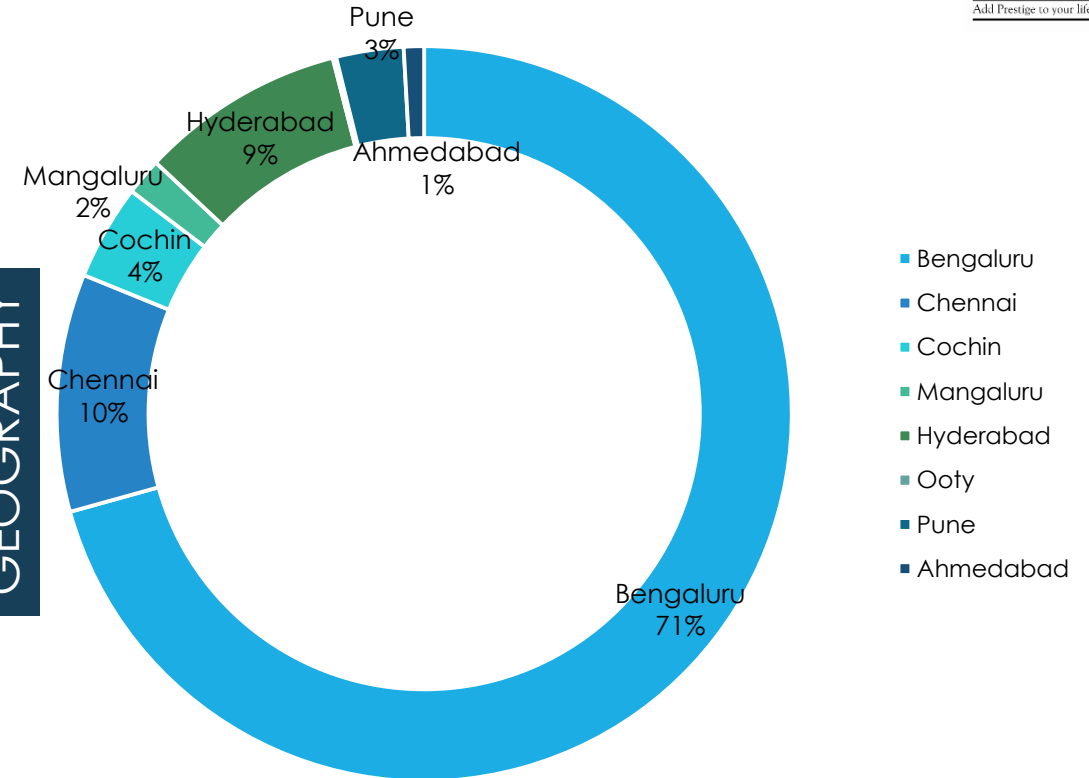
PRODUCT MIX | UPCOMING PROJECTS

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 Hermitage	Bengaluru	0.23	50.00%	0.12	23	12
7	Kingfisher Towers	Bengaluru	1.15	45.51%	0.52	83	38
8	Prestige Hillside Retreat	Bengaluru	0.11	75.00%	0.08	58	44
9	Prestige Ferns Residency	Bengaluru	3.38	62.00%	2.10	1,483	919
10	Prestige Misty Waters	Bengaluru	1.22	51.00%	0.62	558	285
11	Prestige Brooklyn Heights	Bengaluru	0.30	62.00%	0.19	94	58
12	Prestige Spencer Heights	Bengaluru	0.11	100.00%	0.11	34	34
13	Prestige Royale Garden - Phase I & II	Bengaluru	3.15	68.50%	2.16	1,696	1,162
14	Prestige Sunrise Park - Phase I	Bengaluru	1.69	99.00%	1.67	1,046	1,036
15	Prestige West Woods	Bengaluru	1.34	60.00%	0.80	567	340
16	Prestige Augusta Golf Village	Bengaluru	1.38	67.00%	0.92	460	308
17	Prestige Jade Pavilion	Bengaluru	0.72	51.60%	0.37	266	137
18	Prestige Sunrise Park - Phase II	Bengaluru	1.58	99.00%	1.56	864	855
19	Prestige Silver Spring	Chennai	0.53	27.54%	0.15	121	33

ONGOING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
20	Prestige Thomson	Cochin	0.60	25.00%	0.15	238	60
21	Prestige Ivy Terraces	Bengaluru	0.64	62.00%	0.40	315	195
22	Prestige Lakeside Habitat- Phase I & II	Bengaluru	5.60	69.30%	3.88	2,488	1,724
23	Prestige Falcon City Phase I	Bengaluru	4.98	42.84%	2.13	1,890	810
24	Prestige Bagmane Temple Bells	Bengaluru	1.73	70.00%	1.21	968	678
25	Prestige Gulmohar	Bengaluru	0.87	51.00%	0.44	404	206
26	Prestige Leela Residences	Bengaluru	0.53	60.00%	0.32	88	53
27	Prestige Ivy League	Hyderabad	0.97	60.00%	0.58	349	209
28	Prestige High Fields_Phase I	Hyderabad	1.55	68.34%	1.06	665	454
29	Prestige North Point	Bengaluru	0.40	51.00%	0.21	184	94
30	Prestige Pine Wood	Bengaluru	0.62	44.00%	0.27	256	113
31	Prestige Woodland Park	Bengaluru	0.38	50.00%	0.19	166	83
32	Prestige Woodside	Bengaluru	0.41	60.00%	0.25	132	79
33	Prestige MSR	Bengaluru	0.15	65.00%	0.10	66	43
34	Prestige Bougainvillea Platinum	Bengaluru	0.13	60.00%	0.08	22	13
35	Prestige Falcon City Phase II	Bengaluru	1.52	35.70%	0.54	630	225
36	Prestige Déjà vu	Bengaluru	0.15	56.00%	0.08	40	22
37	Prestige Kenilworth	Bengaluru	0.19	40.00%	0.08	42	17
38	Prestige Song of the South	Bengaluru	2.28	69.04%	1.57	1,117	771

ONGOING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
39	Prestige Hillside Gateway	Cochin	1.55	70.00%	1.09	629	440
40	Prestige Kew Gardens	Bengaluru	1.71	60%	1.03	979	587
41	Prestige Fairfield (Dollars Colony)	Bengaluru	0.54	27.03%	0.15	165	45
42	Prestige Boulevard	Bengaluru	0.26	100%	0.26	144	144
43	Prestige Misty Waters (Phase 2)	Bengaluru	0.41	51.00%	0.21	198	101
44	Prestige Lake ridge	Bengaluru	1.02	66.70%	0.68	560	374
45	Prestige Valley Crest (Bejai Property)	Mangaluru	0.96	70.00%	0.67	510	357
	Total - A		51.26		32.65	21,339	13,757

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		61.33		39.81	

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 Fontaine Bleau	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	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
16	Prestige High Fields Phase II	Hyderabad	4.26	68.34%	2.91

UPCOMING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
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

Office

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 Strar 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

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

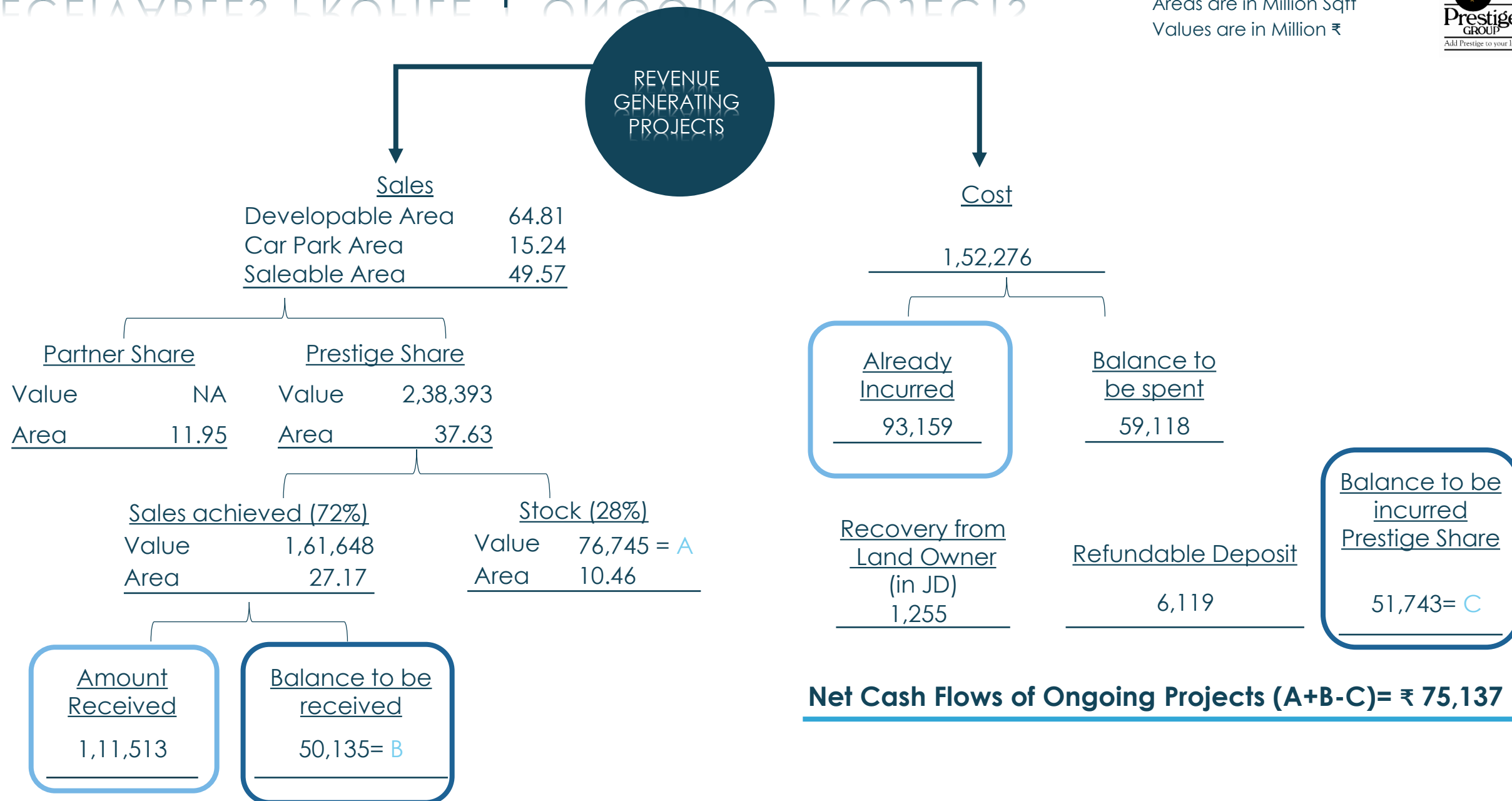
Potential Developable area of 42 mn sft (Prestige Share 28 Mn sqft)

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RECEIVABLES PROFILE | ONGOING PROJECTS

As on 31st Dec 2016
Areas are in Million Sqft
Values are in Million ₹



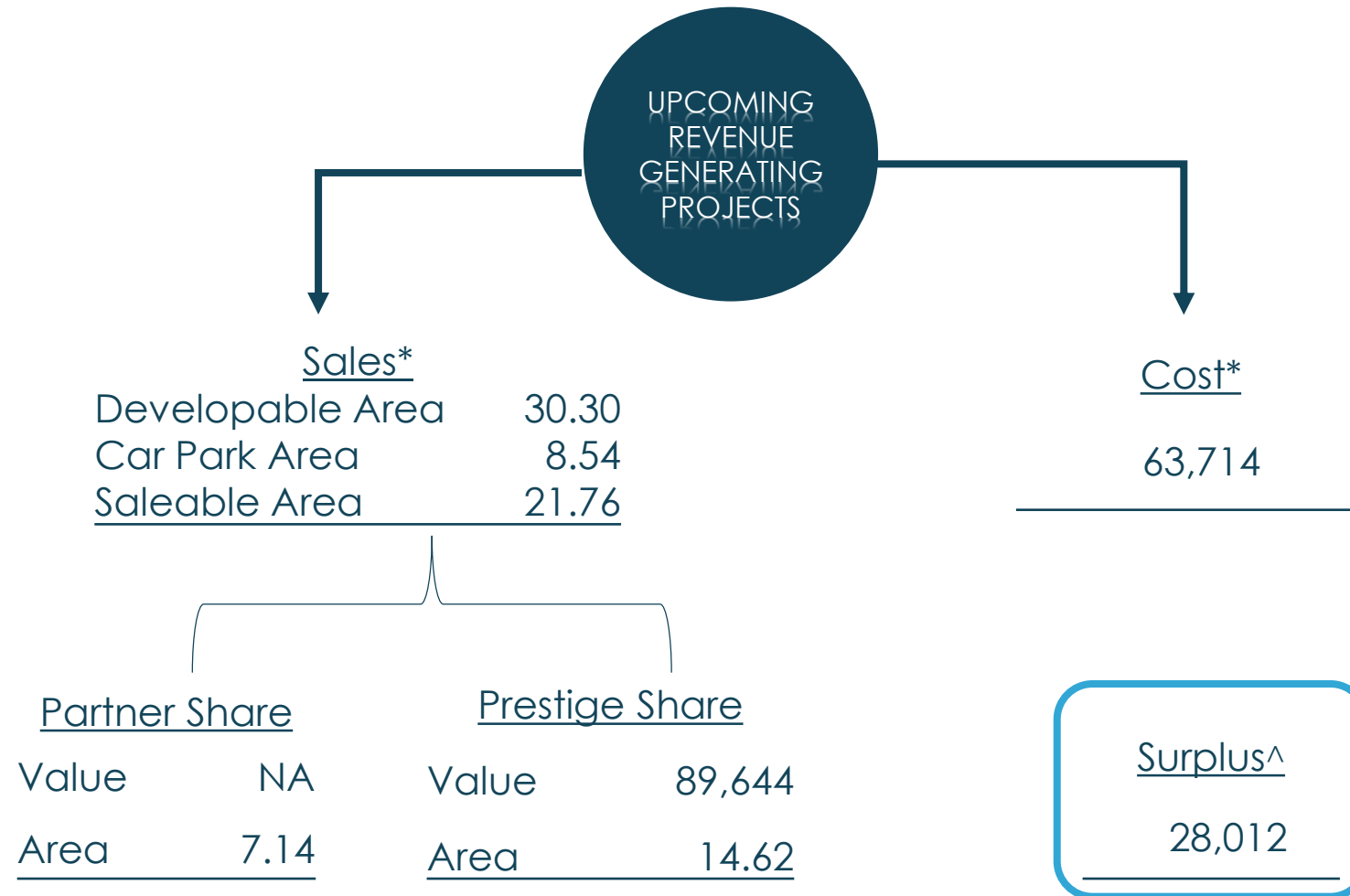
STOCK BREAKUP

As on 31st Dec 2016
Areas are in Million Sqft
Values are in Million ₹

Category	Area	Value
Premium & Luxury Projects	2.28	24,917
Mid Income Projects	7.10	44,214
Commercial Projects	0.47	3,037
Completed Projects	0.61	4,577
Total	10.46	76,745

RECEIVABLES PROFILE | UPCOMING PROJECTS

As on 31st Dec 2016
Areas are in Million Sqft
Values are in Million ₹



*Estimated, ^Includes RD

OFFICE SPACE

OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Leasable Area 8.15	Leasable Area 2.51	Leasable Area 10.65	21.31
Prestige Share Leasable Area 7.49	Prestige Share Leasable Area 1.74	Prestige Share Leasable Area 8.21	17.45
Gross Rental Income p.a 4,665	Gross Rental Income p.a 2,323*	Gross Rental Income p.a 7,622*	14,610
Prestige Share- Income p.a 4,331	Prestige Share- Income p.a 1,557*	Prestige Share Income p.a 5,668*	11,537

*Estimated

RETAIL			
OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Leasable Area 2.86	Leasable Area 1.93	Leasable Area 1.34	6.12
Prestige Share Leasable Area 1.22	Prestige Share Leasable Area 0.90	Prestige Share Leasable Area 0.61	2.73
Gross Rental Income p.a 2,794	Gross Rental Income p.a 1,745*	Gross Rental Income p.a 1,718*	6,256
Prestige Share Income p.a 1,304	Prestige Share Income p.a 753*	Prestige Share Income p.a 734*	2,790

*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 1,283	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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Q3FY17 AWARDS & RECOGNITION

BEST CEO (REAL ESTATE & CONSTRUCTION), Mr. Irfan Razack
-Business Today



Q3FY17 AWARDS & RECOGNITION

OUTSTANDING HIGH RISE APARTMENT PROJECT OF KERALA Prestige Neptunes Courtyard



SPECIAL JURY AWARD FOR SUPER LUXURY APARTMENT PROJECT OF KERALA - Prestige Neptunes Courtyard



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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

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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)	Achieved as of 9MFY17	% Achieved
New Sales Value	35,000 - 40,000	18,231	52%
Turnover	40,000 - 45,000	33,984	85%
Collections	40,000 - 45,000	29,688	74%
Launch Volume	10 - 12	1.98	20%
Completions	10 - 12	11.08	111%
Leasing Volume	1.50 - 2.00	0.49	33%
Exit Rental Income	6,000 - 6,250	5,589	
<u>Debt Equity Ratio</u>			
Consolidated	1.00 - 1.25	1.11	
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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