

SPREADING OUR WINGS ACROSS INDIA.

INVESTOR PRESENTATION | Q1FY18



**We are
made of you.**

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1. **ABOUT PRESTIGE**
2. OPERATIONAL HIGHLIGHTS
3. FINANCIAL HIGHLIGHTS
4. PROJECT PORTFOLIO & UPDATE
5. RECEIVABLES PROFILE
6. AWARDS & RECOGNITIONS
7. PROJECT STATUS
8. GUIDANCE VS ACHIEVED

210



Completed projects spanning across 80Mnsf of Developed area

35



Upcoming Projects spanning Over 48 Mnsf of developable area

8.6 mn sft

GLA of Operational Rental portfolio (PG share)

12.2 mn sft

GLA Under construction & Planning (PG share)



Over **30** Years of Legacy

53



Ongoing Projects spanning Over 54 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



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 - CapitalLand, etc

Excellence Across Sector- Residential, Commercial, Retail & Hospitality

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 143 mn sqft

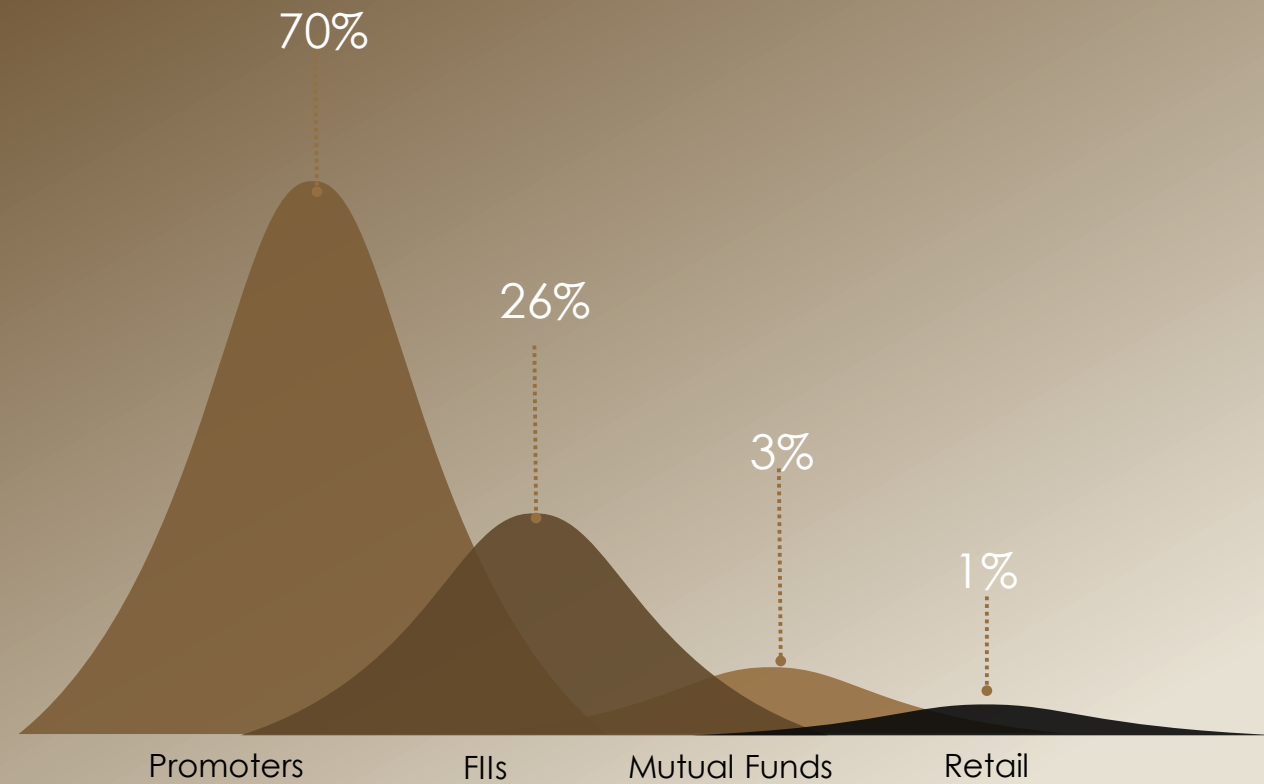
Areas are in Million Sqft

PARTICULARS	Residential		Commercial		Retail		Hospitality		Plotted Development		Total	
	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area
Completed Projects	90	36.96	100	29.15	6	4.81	6	1.37	8	7.42	210	79.70
Ongoing Projects	37	43.97	7	4.91	6	3.04	3	2.07	0	0.00	53	53.99
Upcoming Projects	23	30.31	10	15.70	2	1.78	0	0.00	0	0.00	35	47.79
Land Bank*												41.53
TOTAL	150	111.24	117	49.76	14	9.62	9	3.44	8	7.42	298	223.01

*Estimated

SHAREHOLDING PATTERN

As on 30th June 2017



SPREADING OUR WINGS ACROSS INDIA.



**We are
made of you.**

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



Zaid Sadiq
Executive Director-
Liasion & Hospitality



Anjum Jung
Executive Director- Interior
Design



Zayd Noaman
Executive Director- CMD's
OFFICE



Omer Bin Jung
Executive Director-
Hospitality



Nayeem Noor
Executive Director-
Government Relations

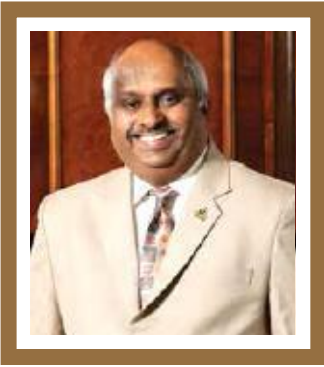


Zackria Hashim
Executive Director- Land
Acquisition



V. Gopal
Executive Director-
Projects & Planning

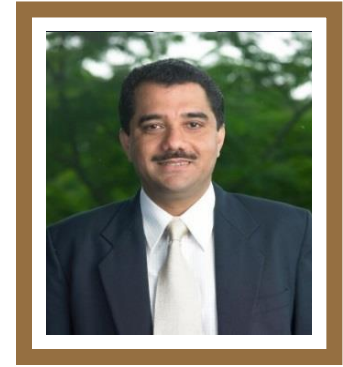
EXECUTIVE MANAGEMENT



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	Q1FY18	Q1FY17	Q4FY17	FY17
TOTAL	New Sales value	5,952	6,369	6,354	24,585
	New Sales Volume	0.92	1.02	0.90	3.82
	Avg Realization/Sft	6,505	6,241	7,035	6,441
	Collections	12,260	11,790	11,544	41,232
	Leasing Volume	0.11	0.15	0.77	1.26
	Area Delivered	6.24	6.74	1.67	12.74
	Area Launched	-	1.98	-	1.98
PRESTIGE SHARE	New Sales value	4,510	5,097	5,249	19,799
	New Sales Volume	0.69	0.82	0.73	3.07
	Collections	10,050	10,034	9,991	35,064
	Leasing Volume	0.10	0.04	0.14	0.21
	Rental Income	1,480	1,312	1,384	5,429

BUSINESS PERFORMANCE

Q 1 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 Misty Waters	Bengaluru	Residential	1.22	51%	0.62
2	Prestige Trade Tower	Bengaluru	Commercial	0.62	45%	0.28
3	Prestige Ferns Residency	Bengaluru	Residential	3.38	62%	2.10
4	Prestige Jade Pavilion	Bengaluru	Residential	0.72	52%	0.37
5	Prestige Brooklyn Heights	Bengaluru	Residential	0.30	62%	0.19
TOTAL				6.24		3.55

SALES SUMMARY | PRESTIGE SHARE

Areas are in Million Sqft
Values are in Million ₹



Particulars	Q1FY18			Q4FY17			Q1FY17		
	Area	Units	Value	Area	Units	Value	Area	Units	Value
<u>Residential</u>									
Mid Income Segment	0.46	298	2,721	0.57	347	3,716	0.62	401	3,735
Premium Segment	0.15	58	1,375	0.05	37	974	0.06	17	481
Total	0.61	356	4096	0.62	384	4,690	0.68	418	4,216
<u>Commercial</u>	0.08		415	0.11		559	0.14		882
Grand total	0.69	356	4510	0.73	384	5,249	0.82	418	5,097
Realisation Per Sft			6,564			7,150			6,241

NOTE

- Partly 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 | Q1FY18 | STANDALONE

Values are in Million ₹

Particulars	Q1FY18	Q1FY17	Q4FY17
Turnover (Rs. Mn)	6550	6167	5959
EBIDTA (Rs. Mn)	1248	1902	1254
EBIDTA %	19%	31%	21%
PAT (Rs. Mn)	630	1371	551
PAT %	10%	22%	9%

STANDALONE | P & L ACCOUNT AS ON 30TH JUNE 2017

Values are in Million ₹



Particulars	Quarter ended			Year ended
	30-Jun-17	31-Mar-17	30-Jun-16	31-Mar-17
(I) Revenue from Operations	6,269	5,629	5,800	21,803
(II) Other Income	281	330	367	1,206
(III) Total Revenue - (I+II)	6,550	5,959	6,167	23,009
(IV) Expenses				
Cost of sales on projects	3,782	3,303	2,942	12,069
Property and Facilities operating expenses	616	613	608	2,417
Employee benefits expense	376	424	395	1,615
Finance costs	436	574	494	1,913
Depreciation and amortization expense	127	160	162	693
Other expenses	528	365	320	1,215
Total Expenses	5,865	5,439	4,921	19,922
(V) Profit before tax (III-IV)	685	520	1,246	3,087
(VI) Tax expense	55	(31)	(125)	(132)
(VII) Profit (Loss) for the period	630	551	1,371	3,219
(VIII) Other Comprehensive loss/(Income)	(2)	3	(1)	(3)
(IX) Total Comprehensive Income (VII-VIII)	628	554	1,370	3,216
(X) Exceptional items	-	2,634		2,634
(IX) Total Comprehensive Income after exceptional items	628	3,188	1,370	5,850

STANDALONE | KEY RATIOS

Values are in Million ₹

Sl. No.	Particulars	Quarter ended					
		30-Jun-17 (Unaudited)	Ratio/%	31-Mar-17 (Audited)	Ratio/%	30-Jun-16 (Unaudited)	Ratio/%
1	Sale of Projects & Property Income	6,269		5,629		5,800	
2	Other Income	281		330		367	
3	Total Income	6,550		5,959		6,167	
4	Cost of project sold and property expenses	4,398		3,916		3,550	
5	Gross Margin	1,871	30%	1,713	30%	2,250	39%
6	Admin, Employee and Selling cost	904		789		715	
7	EBIDTA	1,248	19%	1,254	21%	1,902	31%
8	Financial Expenses	436		574		494	
9	Depreciation	127		160		162	
10	Total Expenses	5,865		5,439		4,921	
11	PBT	685	10%	520	9%	1,246	20%
12	Tax	55		(31)		(125)	
13	PAT	630	10%	551	9%	1,371	22%
14	Other Comprehensive loss/(Income)	(2)		3		(1)	
15	Total Comprehensive Income	628	10%	554	9%	1,370	22%
16	Exceptional items	-		2,634		-	
17	Profit after tax	628		3,188		1,370	
16	EPS (Annualized) (In Rs)	6.70		34.01		14.62	
17	Market Price per share	253.05		218.10		185.30	
18	PE Ratio	38		6		13	
19	Market Cap	94,894		81,788		69,488	

FINANCIAL HIGHLIGHTS | Q1FY18 | CONSOLIDATED

Particulars	Q1FY18	Q1FY17	Q4FY17
Turnover (Rs. Mn)	13018	9714	14633
EBIDTA (Rs. Mn)	2864	1971	2909
EBIDTA %	22.00%	20%	20%
PAT (Rs. Mn)	1135	704	1111
PAT %	9%	7%	8%
Avg Cost of debt	9.91%	11.22%	10.07%

CONSOLIDATED I P & L as on 30TH JUNE 2017

Values are in Million ₹

Particulars	Quarter ended		Year ended	
	30-Jun-17	31-Mar-17	30-Jun-16	31-Mar-17
(I) Revenue from Operations	12,796	14,437	9,449	47,745
(II) Other Income	222	196	265	872
(III) Total Revenue - (I+II)	13,018	14,633	9,714	48,617
(IV) Expenses				
Cost of sales on projects	7,320	8,960	5,249	28,284
Property and Facilities operating expenses	1,362	1,467	1,274	5,257
Employee benefits expense	749	757	720	2,933
Finance costs	820	869	790	3,160
Depreciation and amortization expense	376	389	336	1,637
Other expenses	723	540	500	2,073
Total Expenses	11,350	12,982	8,869	43,344
(V) Profit before tax (III-IV)	1,668	1,651	845	5,273
(VI) Tax expense	533	540	141	1,600
VII. Profit (Loss) for the year	1,135	1,111	704	3,673
Share of profit / (loss) from associates (Net) (VIII)	56	25	3	121
Profit after tax (before adjustment for Minority interest) (IX = VII - VIII)	1,191	1,136	707	3,794
Share in profit / (loss) to Minority interest (X)	252	243	229	1,095
Profit after tax and Minority interest (VIII - X)	939	893	478	2,699
Other Comprehensive Income	(2)	10	(8)	(10)
Profit after Other Comprehensive Income	937	903	470	2,689

FINANCIALS | CONSOLIDATED | KEY RATIOS

Values are in Million ₹

Sl. No.	Particulars	30-Jun-17 (Unaudited)	Ratio/%	Quarter ended 31-Mar-17 (Audited)	Ratio/%	30-Jun-16 (Unaudited)	Ratio/%
1	Sale of Projects & Property Income	12,796		14,437		9,449	
2	Other Income	222		196		265	
3	Total Income	13,018		14,633		9,714	
4	Cost of project sold and property expenses	8,682		10,427		6,523	
5	Gross Margin	4,114	32%	4,010	28%	2,926	31%
6	Admin, Employee and Selling cost	1,472		1,297		1,220	
7	EBIDTA	2,864	22%	2,909	20%	1,971	20%
8	Financial Expenses	820		869		790	
9	Depreciation	376		389		336	
10	Total Expenses	11,350		12,982		8,869	
11	PBT	1,668	13%	1,651	11%	845	9%
12	Tax	533		540		141	
13	PAT	1,135	9%	1,111	8%	704	7%
14	Share of profit / (loss) from associates	56		25		3	
15	Minority	(252)		(243)		(229)	
16	Other Comprehensive Income	(2)		10		(8)	
17	Profit after tax	937		903		470	
18	EPS (Annualized) (In Rs)	9.99		9.63		5.01	
19	Market Price per share	253.05		218.10		185.30	
20	PE Ratio	25		23		37	
21	Market Cap	94,894		81,788		69,488	

UNRECOGNIZED REVENUE

Values are in Million ₹

Values are in Million ₹
Expected timeline to reach 25% trigger

Sl.No	Projects	Total sales value of unit sold as at 30-June-2017	Cumulative turnover declared upto 30-June-2017	Balance turnover to be declared on POC	
	Residential Projects				
1	Prestige White Meadows-1&2	6,482	6,440	42	
2	Prestige Kingfisher Towers	8,629	7,129	1,500	
3	Prestige Golf Shire	7,138	6,065	1,073	
4	Prestige Royal wood	2,172	2,077	95	
5	Prestige Ferns Residency	9,300	8,718	581	
6	Prestige Westwoods	5,001	3,952	1,048	
7	Prestige Ivy Terraces	1,897	1,689	208	
8	Prestige Augusta Golf Village	7,444	5,443	2,001	
9	Prestige Misty Waters	5,140	4,602	537	
10	Prestige Silver Spring	2,810	2,108	702	
11	Prestige Sunrise Park - Phase I & Phase II	10,585	8,947	1,637	
12	Prestige Lakeside Habitat Phase I & II	23,151	14,633	8,517	
13	Prestige Royale Garden-Phase I & Phase II	4,880	2,755	2,125	
14	Prestige Brooklyn Heights	1,125	988	136	
15	Prestige Bagmane Temple Bells	5,178	3,478	1,700	
16	Prestige Spencer Heights	686	-	686	
17	Prestige Hermitage	1,002	358	644	
18	Prestige Hillside Retreat	205	182	22	
19	Prestige Falcon Towers	693	366	327	
20	Prestige Trade Tower	1,091	1,062	29	
21	Prestige Saleh Ahmed	151	111	41	
22	TMS Square - Cochin	306	176	130	
23	Prestige Mysore Central	73	48	25	
24	Prestige Falcon City- Phase I & II	18,734	10,676	8,058	
25	Prestige Falcon City Buy Back	1,906	1,067	839	
26	Prestige Falcon City Buy Back 2	550	319	231	
27	Prestige Gulmohar	2,568	1,201	1,367	
28	Prestige Pine Wood	1,754	-	1,754	FY 18
29	Prestige Ivy League	2,281	-	2,281	FY 18
30	Prestige Leela Residences	3,094	-	3,094	FY 18
31	Prestige déjà vu	667	-	667	FY 18
32	Prestige Kenilworth	1,413	-	1,413	FY 18
33	Prestige Woodside	1,227	-	1,227	FY 18

UNRECOGNIZED REVENUE

Values are in Million ₹



Sl.No	Projects	Total sales value of unit sold as at 30-June-2017	Cumulative turnover declared upto 30-June-2017	Balance turnover to be declared on POC	Expected timeline to reach 25% trigger
34	Prestige Woodland Park	1,680	-	1,680	FY 19
35	Prestige High Fields_Phase I	4,393	-	4,393	FY 18
36	Prestige Bougainvillea - II	195	-	195	FY 19
37	Prestige MSR	341	-	341	FY 18
38	Prestige Technostar	4,079	-	4,079	FY 18
39	Prestige Lake Ridge	1,941	-	1,941	FY 18
40	Prestige Northpoint	1,443	-	1,443	FY 19
41	Prestige Song of South	5,919	-	5,919	FY 18
42	Hillside Gateway	2,273	-	2,273	FY 18
43	Prestige Kew Gardens	5,262	-	5,262	FY 18
44	Prestige Fairfield	1,810	-	1,810	FY 19
45	Prestige Boulevard	822	-	822	FY 18
46	Prestige Valley Crest	780	-	780	FY 19
GRAND TOTAL		1,70,269	94,593	75,677	

PROJECT DEBTORS SUMMARY

Values are in Million ₹



Name of the Project	Opening Balance as At 1/Apr/2017	New Sales	Adjustment	Amount Realised	Closing Balance as at 30-Jun-2017	
<u>Completed Projects</u>						
Prestige Oasis	36	32	-	25	62	30
Prestige Shantiniketan	49	48		-	6	92
Prestige Neptunes Court Yard	27	-	-	70	77	20
Prestige Tech Park Phase - III	19	-		-	-	19
Prestige Technopolis	10	-		-	-	10
Prestige Khoday Tower	250	-		-	-	250
Prestige Silver Oak	271	34	-	15	63	257
Prestige Philadelphia	44	-		-	-	44
Prestige Plaza	113	-		-	-	113
Prestige Star	22	-		-	-	22
Prestige West Holmes	8	-		-	6	2
Prestige SilverCrest	37	-		-	30	7
Prestige Summerfields	260	151		10	116	285
Prestige Parkview	21	51		-	56	16
Prestige Sunny Side	58	105		5	102	56
Prestige Garden Bay	83	11	-	2	20	77
Prestige Glen wood	71	22		2	43	48
Prestige Silver Sun	16	-		-	15	1
Prestige Techvista	24	16		-	5	36

PROJECT DEBTORS SUMMARY

Values are in Million ₹



Name of the Project	Opening Balance as at 1/Apr/2017	New Sales	Adjustment	Amount Realised	Closing Balance as at 30-Jun-2017
Prestige Casabella	112	11	-	27	96
Prestige Mayberry	223	50	40	95	138
Prestige Tranquility	298	78	(37)	290	123
Prestige Bellavista	107	144	(21)	87	185
Prestige Jade Pavilion	140	15	-	79	76
Prestige Edwardian	105	168	(5)	44	234
Prestige Downtown	40	115	(12)	123	44
Others	18	-	-	-	18
Sub Total - A	2,462	1,053	- 130	1,345	2,299

Note: In addition to the above, there are Land Owner dues to the extent of Rs. 1551 mn.

PROJECT DEBTORS SUMMARY

Values are in Million ₹



Name of the Project	Opening Balance as at 1/Apr/2017	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 30-Jun-2017
<u>Ongoing Projects</u>					
Prestige Golfshire	303	217	(46)	234	332
Prestige White Meadows	829	34	(118)	151	829
Prestige Kingfisher Towers	752	14	(339)	255	850
Prestige Royal Wood	116	118	47	100	86
Prestige Ferns Residency	156	869	342	441	242
Prestige Ivy Terraces	38	236	94	112	68
Prestige Westwoods	278	255	24	193	316
Prestige Augusta Golf Village	41	373	333	27	54
Prestige Misty Waters	205	372	142	236	199
Prestige Silversprings	99	34	(7)	43	98
Prestige Sunrise Park	72	1,136	318	797	94
Prestige Lakeside Habitat	297	1,317	(191)	1,586	220
Prestige Brooklyn Heights	8	191	130	19	49
Prestige Royale Gardens	15	329	130	181	33
Prestige Gulmohar	-	163	9	149	5
Prestige Bagamane Temple Bells	26	383	164	220	25
Prestige Falcon City	305	1,441	162	1,371	213
Sub Total - B	3,541	7,481	1,194	6,114	3,714

PROJECT DEBTORS SUMMARY

Values are in Million ₹



Name of the Project	Opening Balance as at 1/Apr/2017	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 30-Jun-2017
<u>Other Ongoing Projects</u>					
Prestige Spencer Heights	-	-	-	21	-
Prestige Kenil Worth	-	-	-	40	-
Prestige High Fields	-	-	-	310	-
Prestige Ivy League	-	-	-	184	-
Prestige Leela Residences	-	-	-	102	-
Prestige Woodland Park	-	-	-	3	-
Prestige Pine Wood	-	-	-	87	-
Prestige Wood Side	-	-	-	31	-
Prestige Song of the south	-	-	-	369	-
Prestige Hermitage	-	-	-	406	-
Prestige Hillside Gateway	-	-	-	95	-
Prestige Boulevard	-	-	-	119	-
Prestige Kew Gardens	-	-	-	418	-
Prestige Fair Field	-	-	-	1	-
Prestige Techno Star	-	-	-	247	-
Prestige Lake Ridge	-	-	-	98	-
Prestige Valley Crest	-	-	-	17	-
Prestige Misty Waters II	-	-	-	3	-
Sub Total - C	-	-	-	2,590	-
Total (A+B+C)	6,003	8,533	1,194	10,050	6,013

Q1 FY18 PRESTIGE GROUP CASH FLOW STATEMENT

Values are in Million ₹



CASHFLOW STATEMENT	Rs Mn
Collections From Development Business (Residential & Commercial)	12,200
Rental Collections	1,930
Other collections	240
Total	14,370
Construction & Other Operating Cost	8,820
Land Owner Payments/Refunds	2,160
Investment In Land/TDR/Refundable Deposit	450
Income Tax	170
Total	11,600
Net Cashflow From Operating Activities	2,770
Interest Payment	420
Net Surplus	2,350

DEBT PROFILE AS ON 30th JUNE 2017

Values are in Million ₹



Particulars	Standalone	%	Consolidated Loan	%
a. Project Debt - Resi & Comm	13,589.4	48.8%	16,211.9	26.9%
b. Capex Loans	-		-	
- Office Space	1,975.9	7.1%	3,380.8	5.6%
- Retail	-	0.0%	942.9	1.6%
- Hospitality	-	0.0%	7,171.4	11.9%
c. Rental Securitisation Loans	1,196.9	4.3%	21,380.1	35.5%
d. Receivables discounting loans	11,069.7	39.8%	11,069.7	18.4%
Gross Debt	27,831.9	100.0%	60,156.7	100.0%
Less: Cash & Bank Balances	2,346.7		5,477.8	
Net Debt	25,485.2		54,678.9	
Networth	47,874.2		47,392.0	
Debt Equity Ratio	0.53		1.15	

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 P.A (Annualised) (Rs Mn)
1	Prestige Estates Projects Limited	Commercial	1.90	1.90	1.90	866
2	West Palm Developers Pvt Ltd	Commercial	0.32	0.19	0.19	82
3	Prestige Valley View Estates Pvt Ltd	Commercial	0.03	0.019	0.019	14
4	Exora Business Park - Phase I-III	Commercial	2.18	2.18	2.18	1,541
5	ICBI India Pvt Ltd	Commercial	0.06	0.05	0.05	48
6	Cessna (B1 to B8)	Commercial	2.77	2.35	2.35	1,325
7	Prestige Polygon	Commercial	0.33	0.33	0.28	300
8	Forum Vijaya- Commercial	Commercial	0.19	0.10	0.10	50
9	SKN Commercial	Commercial	0.29	0.29	0.29	144
10	Prestige Trade Tower	Commercial	0.43	0.16	0.09	149
11	Forum Mall	Retail	0.35	0.28	0.28	466
12	UB City Retail	Retail	0.10	0.04	0.04	169
13	Forum Value Mall	Retail	0.29	0.15	0.15	131
14	Forum Vijaya- Retail	Retail	0.64	0.32	0.32	343
15	Forum Mall Sujana Hyderabad	Retail	0.81	0.20	0.20	201
16	Forum Mall Mangalore	Retail	0.66	0.23	0.23	86
Total annualised rentals			11.35	8.79	8.67	5,916

ANNUALIZED PROJECTED EXIT RENTALS FOR AREA LEASED

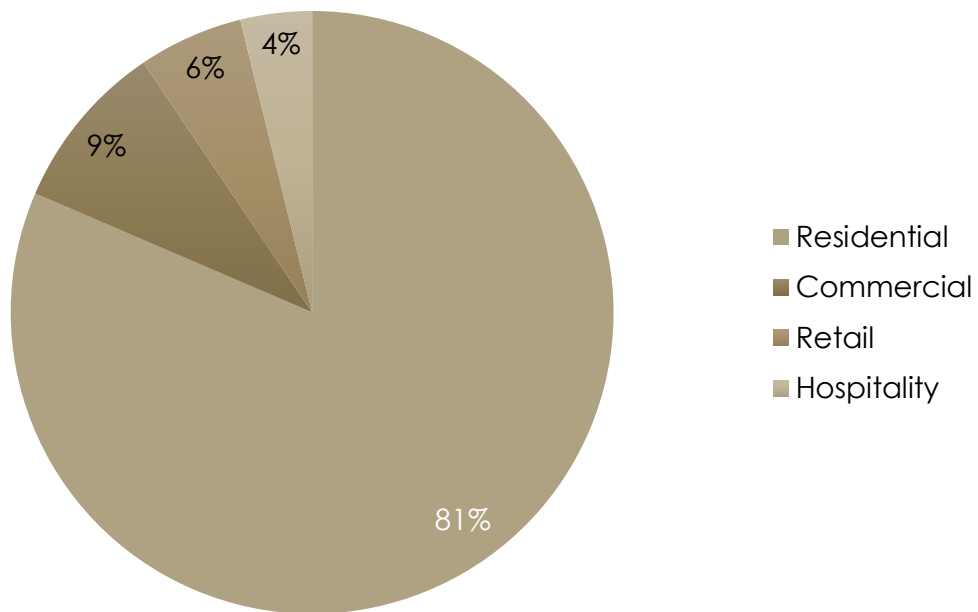
Sl. No	Project Name	Segment	Area available for lease (Mnsqft)	Economic Interest (Mnsqft)	Area to be leased during the FY (Mnsqft)	Rent P.A (Annualised) (Rs Mn)
Rental Income by 31st March 2018						
1	Prestige Polygon	Commercial	0.05	0.05	0.05	45
2	Prestige Trade Tower	Commercial	0.07	0.07	0.07	124
3	Cessna Business Park B9	Commercial	0.49	0.42	0.42	378
4	TMS Square - Commercial	Commercial	0.12	0.07	0.07	43
5	Prestige Saleh Ahmed	Commercial	0.08	0.04	0.04	47
6	Forum Mall Mysore	Retail	0.37	0.19	0.19	103
7	TMS Square - Retail	Retail	0.09	0.05	0.05	38
8	Forum Mall Shantiniketan	Retail	0.64	0.41	0.41	344
9	Prestige Mysore Central	Retail	0.08	0.05	0.05	36
Incremental rentals in FY18			2.00	1.36	1.36	1,158
Total annualised rentals by March 2018			13.35	10.15	10.02	7,074

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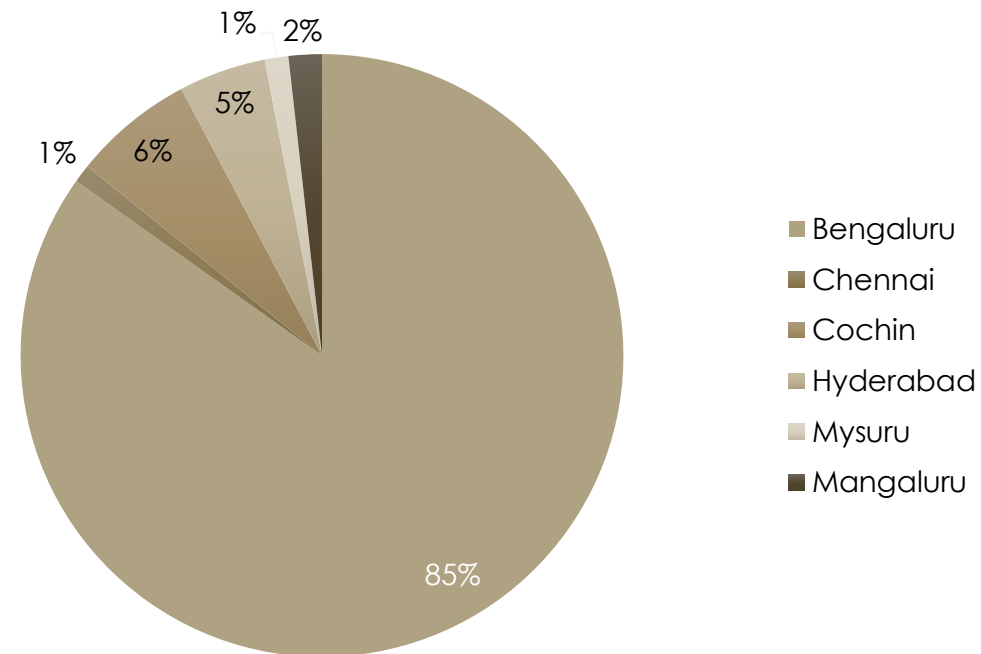
PRODUCT MIX | ONGOING PROJECTS

SEGMENT



Segment	No. of Projects	Developable Area (Mnsf)
Residential	37	43.97
Commercial	7	4.91
Retail	6	3.04
Hospitality	3	2.07
Total	53	53.99

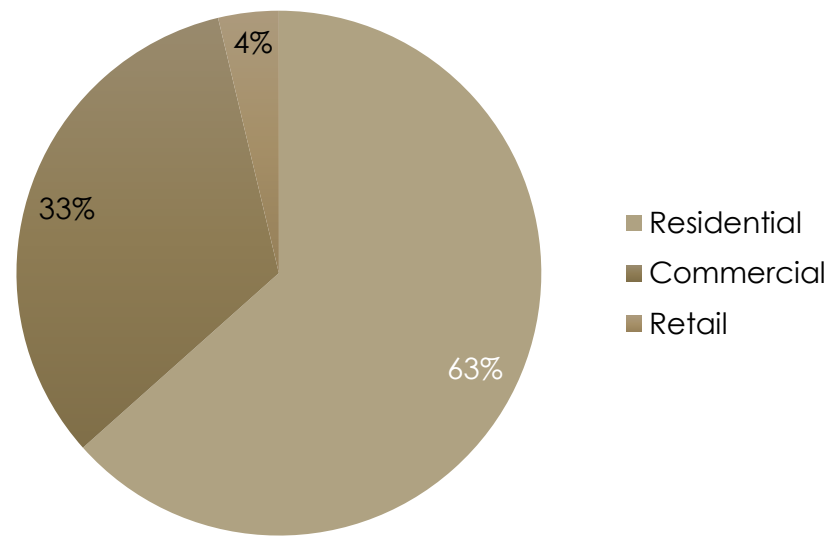
GEOGRAPHY



City	No. of Projects	Developable Area (Mnsf)
Bengaluru	42	45.79
Chennai	1	0.53
Cochin	5	3.50
Hyderabad	2	2.52
Mysuru	2	0.69
Mangaluru	1	0.96
Total	53	53.99

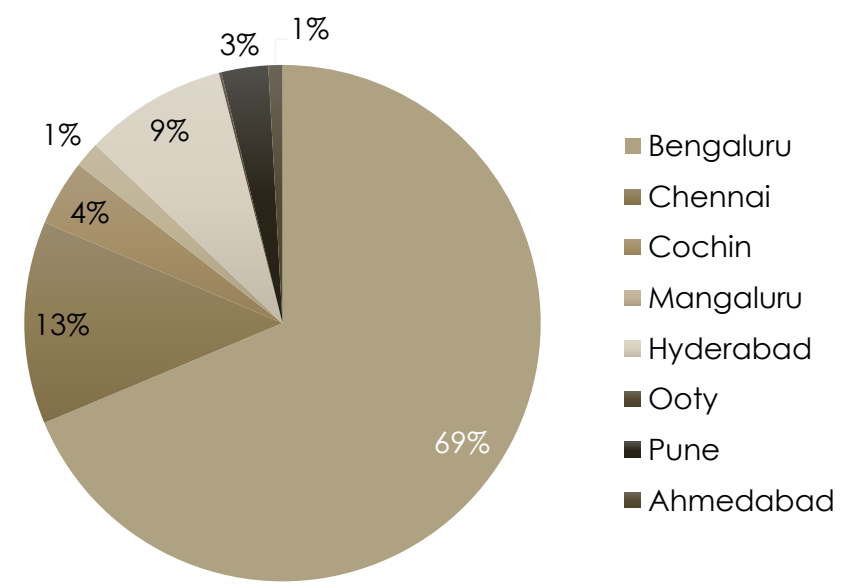
PRODUCT MIX | UPCOMING PROJECTS

SEGMENT



Segment	No. of Projects	Developable Area (Mnsf)
Residential	23	30.31
Commercial	10	15.70
Retail	2	1.78
Total	35	47.79

GEOGRAPHY



City	No. of Projects	Developable Area (Mnsf)
Bengaluru	21	32.83
Chennai	5	6.07
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	35	47.79

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	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	Kingfisher Towers	Bengaluru	1.15	45.51%	0.52	83	38
4	Prestige Hillside Retreat	Bengaluru	0.11	75.00%	0.08	58	44
5	Prestige Spencer Heights	Bengaluru	0.11	100.00%	0.11	34	34
6	Prestige Royale Garden - Phase I & II	Bengaluru	3.15	68.50%	2.16	1,696	1,162
7	Prestige Sunrise Park - Phase I	Bengaluru	1.69	99.00%	1.67	1,046	1,036
8	Prestige West Woods	Bengaluru	1.34	60.00%	0.80	567	340
9	Prestige Augusta Golf Village	Bengaluru	1.38	67.00%	0.92	460	308
10	Prestige Sunrise Park - Phase II	Bengaluru	1.58	99.00%	1.56	864	855
11	Prestige Silver Spring	Chennai	0.53	27.54%	0.15	121	33
12	Prestige Thomson	Cochin	0.60	25.00%	0.15	238	60
13	Prestige Ivy Terraces	Bengaluru	0.64	62.00%	0.40	315	195
14	Prestige Lakeside Habitat- Phase I & II	Bengaluru	5.60	69.30%	3.88	2,488	1,724
15	Prestige Falcon City Phase I	Bengaluru	4.98	42.84%	2.13	1,890	810
16	Prestige Bagmane Temple Bells	Bengaluru	1.73	70.00%	1.21	968	678
17	Prestige Gulmohar	Bengaluru	0.87	51.00%	0.44	404	206
18	Prestige Leela Residences	Bengaluru	0.53	60.00%	0.32	88	53
19	Prestige Ivy League	Hyderabad	0.97	60.00%	0.58	349	209
20	Prestige High Fields_Phase I	Hyderabad	1.55	68.34%	1.06	665	454
21	Prestige North Point	Bengaluru	0.40	51.00%	0.21	184	94
22	Prestige Pine Wood	Bengaluru	0.62	44.00%	0.27	256	113

ONGOING PROJECTS | RESIDENTIAL

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
23	Prestige Woodland Park	Bengaluru	0.38	50.00%	0.19	166	83
24	Prestige Woodside	Bengaluru	0.41	60.00%	0.25	132	79
25	Prestige MSR	Bengaluru	0.15	65.00%	0.10	66	43
26	Prestige Bougainvillea Platinum	Bengaluru	0.13	60.00%	0.08	22	13
27	Prestige Falcon City Phase II	Bengaluru	1.52	35.70%	0.54	630	225
28	Prestige Déjà vu	Bengaluru	0.15	56.00%	0.08	40	22
29	Prestige Kenilworth	Bengaluru	0.19	40.00%	0.08	42	17
30	Prestige Song of the South	Bengaluru	2.28	69.04%	1.57	1,117	771
31	Prestige Hillside Gateway	Cochin	1.55	70.00%	1.09	629	440
32	Prestige Kew Gardens	Bengaluru	1.71	60%	1.03	979	587
33	Prestige Fairfield (Dollars Colony)	Bengaluru	0.54	27.03%	0.15	165	45
34	Prestige Boulevard	Bengaluru	0.26	100%	0.26	144	144
35	Prestige Misty Waters (Phase 2)	Bengaluru	0.41	51.00%	0.21	198	101
36	Prestige Lake ridge	Bengaluru	1.02	66.70%	0.68	560	374
37	Prestige Valley Crest (Bejai Property)	Mangaluru	0.96	70.00%	0.67	510	357
Total - A			43.97		28.39	18,553	12,125

ONGOING PROJECTS

Office

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Cessna Business Park B9-B11	Bengaluru	1.98	85.00%	1.68
2	Prestige TMS Square	Cochin	0.17	58.00%	0.10
3	Prestige Falcon Towers	Bengaluru	0.49	45.00%	0.22
4	Prestige Saleh Ahmed	Bengaluru	0.11	50.00%	0.06
5	Prestige Technostar	Bengaluru	1.60	80.00%	1.28
6	Prestige Central Street	Bengaluru	0.18	55.00%	0.10
7	Prestige Logistics Centre, Malur	Bengaluru	0.38	100.00%	0.38
Total - B			4.91		3.82

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			53.99		35.75	

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
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 Highline	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	86.00%	3.85
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	Mount road Chennai	Chennai	0.32	45.00%	0.14
5	Prestige Strar Tech	Bengaluru	1.82	51.00%	0.93
6	Kharadi, Pune Property	Pune	1.40	66.75%	0.93
7	Gift City (Ahmedabad)	Ahmedabad	0.42	100.00%	0.42
8	Cyber Green (Kochi Smart City)	Cochin	1.46	100.00%	1.46
9	Prestige Retreat	Bengaluru	1.48	100.00%	1.48
10	Prestige First World, Omr, Chennai	Chennai	1.13	47.600%	0.54
Total - B			15.70	7.49	12.19

Retail

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			47.79		29.23

LAND BANK

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

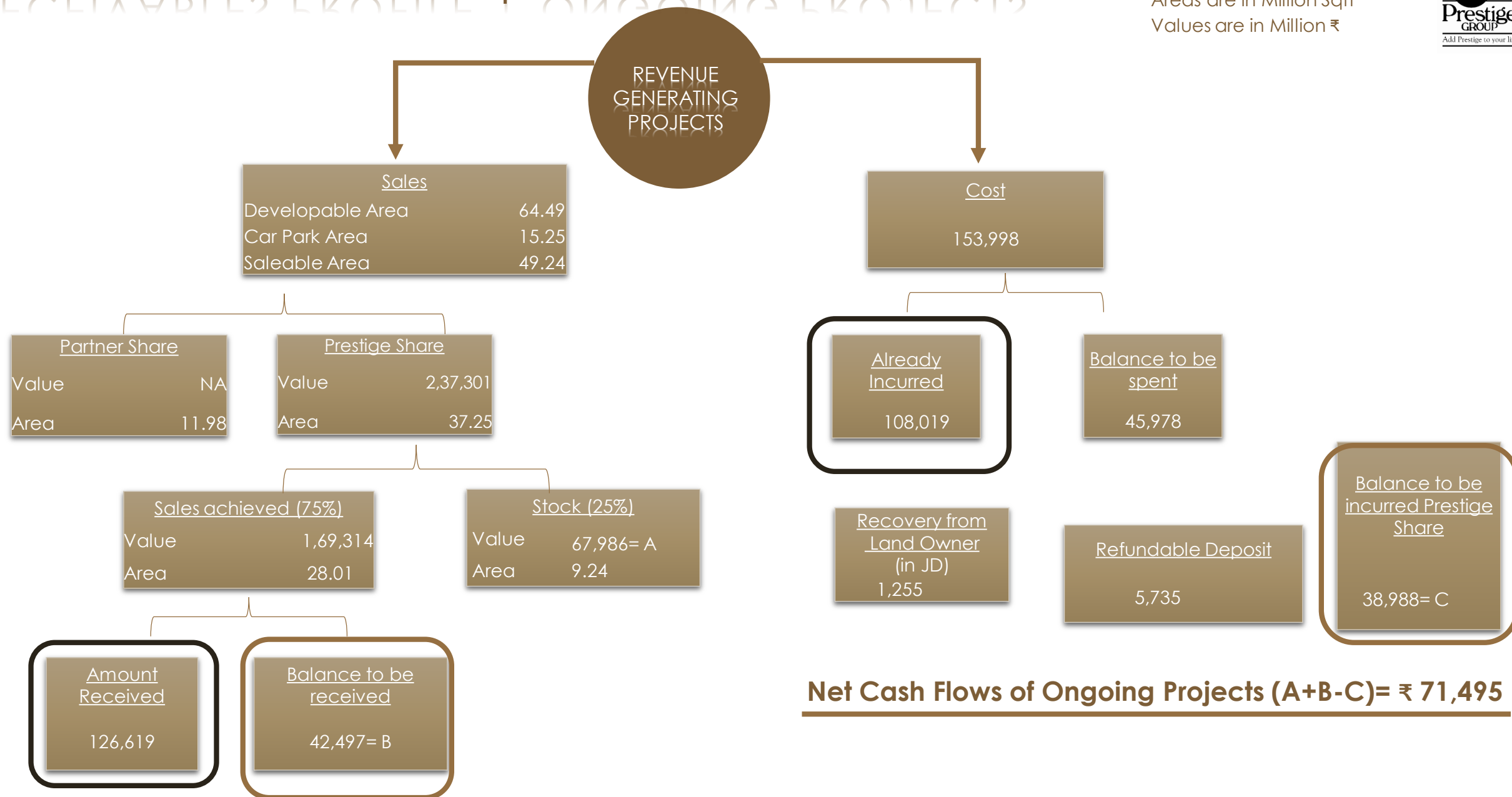
Potential Developable area of 42 mn sft (Prestige Share 28 Mn sqft)

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RECEIVABLES PROFILE | ONGOING PROJECTS

As on 30TH JUNE 2017
Areas are in Million Sqft
Values are in Million ₹



Net Cash Flows of Ongoing Projects (A+B-C)= ₹ 71,495

STOCK BREAKUP

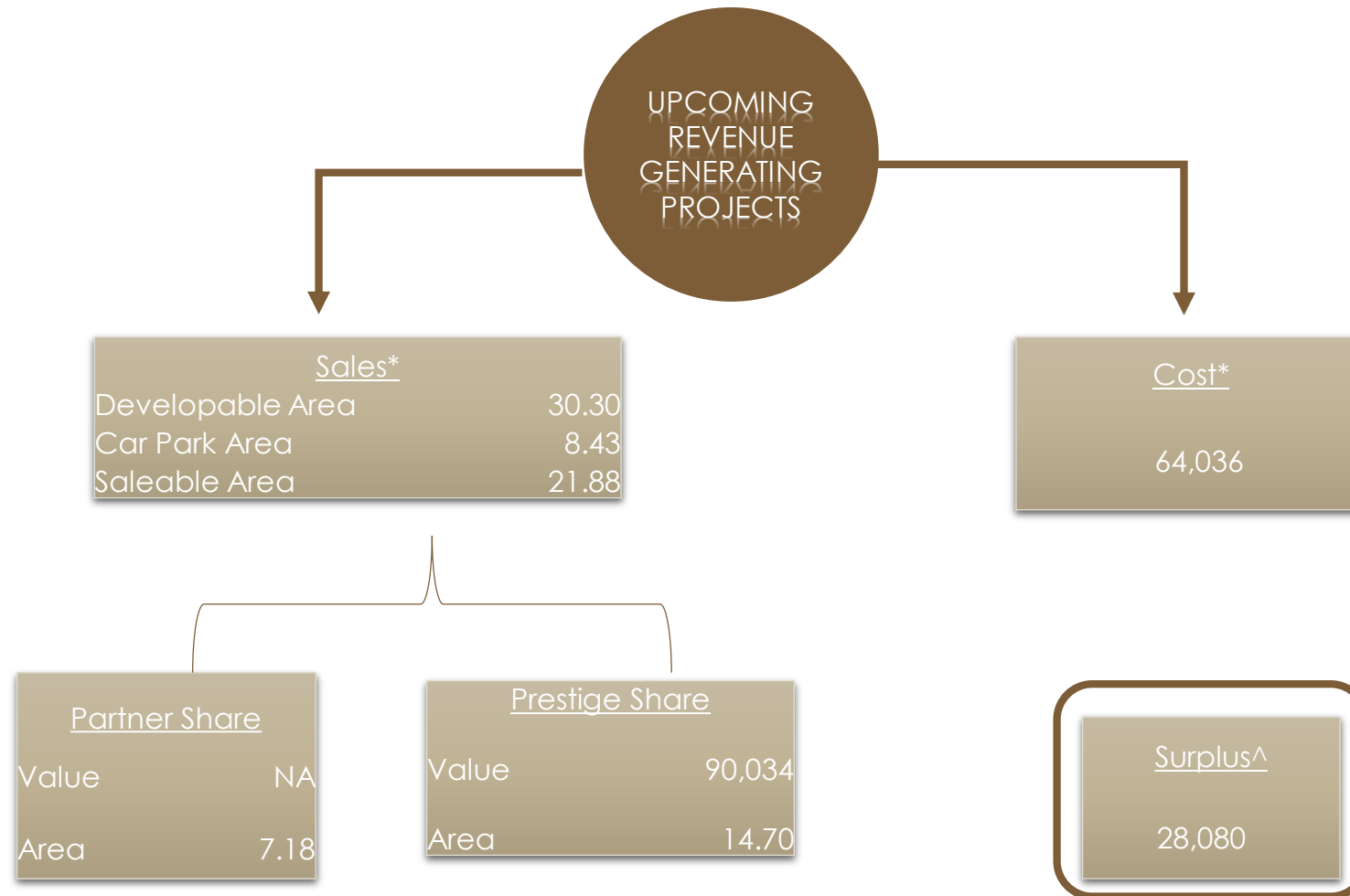
As on 30TH JUNE 2017
Areas are in Million Sqft
Values are in Million ₹



Category	Area	Value
Premium & Luxury Projects	1.94	19,897
Mid Income Projects	5.00	30,922
Commercial Projects	0.38	2,492
Completed Projects	1.92	14,675
Total	9.24	67,986

RECEIVABLES PROFILE | UPCOMING PROJECTS

As on 30TH JUNE 2017
Areas are in Million Sqft
Values are in Million ₹



*Estimated, ^Includes RD

RENTAL INCOME

As on 30TH JUNE 2017
Areas are in Million Sqft
Values are in Million ₹

OFFICE SPACE

OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Leasable Area 8.50	Leasable Area 2.54	Leasable Area 11.04	= 22.08
Prestige Share Leasable Area 7.57	Prestige Share Leasable Area 1.98	Prestige Share Leasable Area 8.54	= 18.09
Gross Rental Income 5394	Gross Rental Income 2116*	Gross Rental Income 8,172*	= 15,731
Prestige Share- Income 4646	Prestige Share- Income 1626*	Prestige Share Income 6,097*	= 12,369

**Estimated*

RENTAL INCOME

As on 30TH JUNE 2017
Areas are in Million Sqft
Values are in Million ₹

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 3,019	Gross Rental Income 1,785*	Gross Rental Income 1,832*	= 6,636
Prestige Share Income 1,415	Prestige Share Income 763*	Prestige Share Income 774*	= 2,952

*Estimated

HOSPITALITY INCOME

As on 30TH JUNE 2017
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 1,294	Gross Operating Income p.a 2,134*	= 3,428
Prestige Share Income p.a 878	Prestige Share Income p.a 2,134*	= 3,012

**Estimated*

PMS		
<u>Operating</u>	<u>Future Projects</u>	<u>Total</u>
Area Under Mgt 51 Mn	Area 92 Mn	143 Mn
Total Income 3690	Total Income 6609	10,299
EBITDA 565	EBITDA 1011	1576

*Estimated

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Q1 FY18 AWARDS & RECOGNITION

1. **Apartment category** -Prestige Bagmane Temple Bells
2. **Commercial High-rise Development** - Prestige Palladium Bayan
3. **Development Marketing** - Prestige Song of the South, Prestige Lakeside Habitat
4. **Developer Website** - Prestige Constructions
5. **Office Architecture - ACC Holcm (5 star rated)**, Prestige Netscope
6. **Property Single Unit** - Prestige Royal Woods & Prestige Tech Vista
7. **Residential Hi Rise** - Prestige Edwardian
8. **Retail Development** - ForumVijaya Mall (5 star rating) & Forum Sujana mall



Morph Design

1. **Interior Design Apartment category** - Prestige Edwardian
2. **Interior Design Show Home category** - Prestige Augusta Golf Village

Best Most Admired shopping center of the year :Best ROI - Forum Koramangala



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PROJECT SNAPSHOTS | RESIDENTIAL PROJECTS

PRESTIGE SUNRISE PARK



KINGFISHER TOWERS



PRESTIGE AUGUSTA GOLF VILLAGE



PRESTIGE PINE WOOD



PRESTIGE WEST WOODS



PRESTIGE ROYALE GARDENS



PROJECT SNAPSHOTS | RESIDENTIAL PROJECTS

PRESTIGE MISTY WATERS



PRESTIGE LAKESIDE HABITAT



PRESTIGE FALCON CITY



PRESTIGE IVY TERRACES



PRESTIGE GULMOHAR



PRESTIGE SILVER SPRINGS,



PROJECT SNAPSHOTS

SHERATON HOTEL



CESSNA- B9



FORUM SHANTINIKETAN MALL



CONRAD HOTEL



CESSNA- B11



FORUM MYSORE MALL



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GUIDANCE VS ACHIEVED

Value in ₹ Million
Volume in Mnsqft

Particulars	Target for Full Year	Achieved As of Q1FY18	% Achieved
New Sales Value	35,000	5,952	17%
Turnover	45000-50000	13,018	29%
Collections	42,500	12,260	29%
Launch Volume	10	0.00	0%
Completions	12	6.24	52%
Leasing Volume	2.50	0.11	4%
Exit Rental Income	6,750-7,000	5,916	88%
<u>Debt Equity Ratio</u>			
Consolidated	1.15	1.15	
Standalone	0.56	0.53	

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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**We are
made of you.**