



INVESTOR PRESENTATION

RESULTS FOR THE YEAR ENDED 31st MARCH 2019

Picture shot at location

Picture shot at location

2

INDEX

1

Key Highlights

Operational Highlights

Financial Highlights

2

Business Segments

Residential

Office

Retail/Malls

Hospitality

Property Management

3

About Prestige Group

Scale

Business Model

Credentials

Board & Management

Shareholding

4

Annexures

Ongoing Projects

Upcoming Projects

Exit rental breakup

Q4FY19 Operational Highlights

Up by **10%**_{yoy}

Total Presales at ₹ 13726 mn (PY ₹ 12433 mn)
Prestige Share ₹ 11222 mn

Up by **36%**_{yoy}

Total Sales volume at 2.43 mn sft (PY 1.79 mn sft)
Prestige Share 2.08 mn sft

Up by **25%**_{yoy}

Annuity income at ₹ 1958 mn
(PY ₹ 1570 mn)

Up by **18%**_{yoy}

Total Collections at
₹ 12442 mn (PY ₹ 10516 mn)
Prestige Share ₹ 9906 mn

3.47 mn sft
Launched

0.42 mn sft
Leased

Picture shot at location

Picture shot at location

FY19 Operational Highlights

Up by **38%**_{yoy}

Total Presales at ₹ 45571 mn (PY ₹ 33137 mn)
Prestige Share ₹ 36201 mn

4

Up by **46%**_{yoy}

Total Sales volume at 7.09 mn sft (PY 4.84 mn sft)
Prestige Share 5.74 mn sft

up by **203%**_{yoy}

24 mn sft delivered across segments
(PY 7.96 mn sft)

Up by **21%**_{yoy}

Annuity income at ₹ 7487 mn
(PY ₹ 6194 mn)

Up by **3%**_{yoy}

Total Collections at ₹ 44085 mn
(PY ₹ 42684 mn) Prestige Share ₹
35277 mn

6.63 mn sft
Launched

1.77 mn sft
Leased

Picture shot at location

Picture shot at location

Q4FY19 Financial Highlights

Revenue

₹ 19943 mn

EBITDA

₹ 5029 mn

EBITDA%

25 %

PAT

₹ 1419 mn

PAT %

7 %

5

Picture shot at location

Picture shot at location

5

FY19 Financial Highlights

Revenue

₹ 52841 mn

EBITDA

₹ 15660 mn

EBITDA%

30 %

PAT

₹ 4408 mn

PAT %

8 %

6

Picture shot at location

Picture shot at location

6

Value in ₹ mn
Volume in mnsft

Guidance vs Achieved

Pre Sales

₹ 45571
Guidance
35,000 – 40,000

130%

Completions

24.10
Guidance
10 to 12

241%

Leasing

1.77
Guidance
2 mnsft

89%

Collections

₹ 44085
Guidance
37,500 – 40,000

118%

Exit Rentals

₹ 8255
Guidance
8,000-8,250

103%

Launch

6.63
Guidance
10 mnsft

66%

Guidance vs Achieved

Turnover

₹ 52841
Guidance
35,000 – 40,000

151%

1.75

Debt/Equity (Consol)

1.3x
Guidance

FY 19

24mn sft Completion

9

17 Projects completed , 10, 000 Homes delivered

Picture Shot at Location

Project Name
1 Cessna Business Park Block 9
2 Prestige Logistic Centre
3 Prestige Ivy Terraces
4 Prestige Sunrise Park
5 Prestige Augusta Golf Village
6 Prestige Westwoods
7 TMS Square
8 Prestige Lakeside Habitat
9 Prestige Saleh Ahmed

Area
0.67
0.38
0.64
3.33
1.36
1.34
0.29
8.90
0.10

Project Name
10 Prestige Mysore Central
11 Prestige Kingfisher Towers
12 Prestige Royale Gardens
13 Prestige Spencer Heights
14 Prestige Ivy League
15 Prestige Central Street
16 Cessna Business Park Block 11
17 Forum Shantiniketan Mall
Total

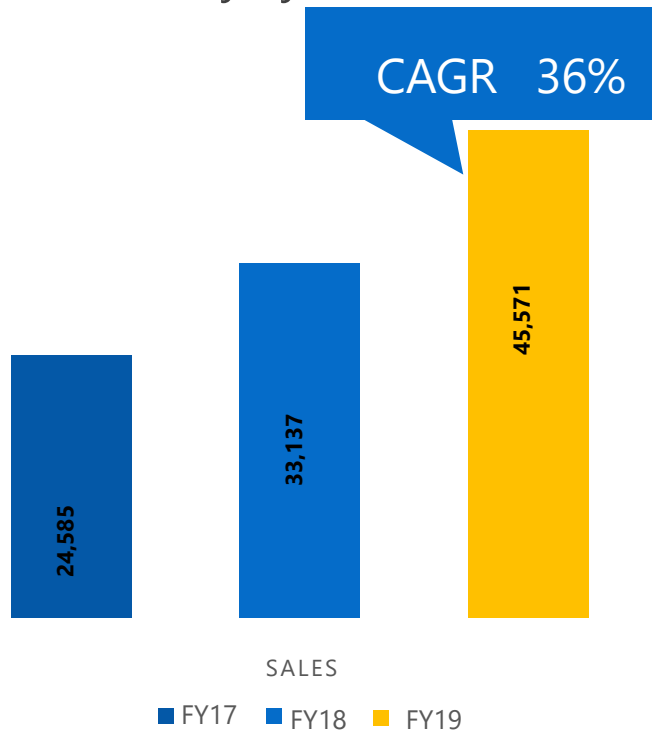
Area
0.11
1.15
2.77
0.11
0.97
0.19
0.70
1.08
24.09

Volume in mn sft

Prestige Group | Presentation | March 2019

Presales

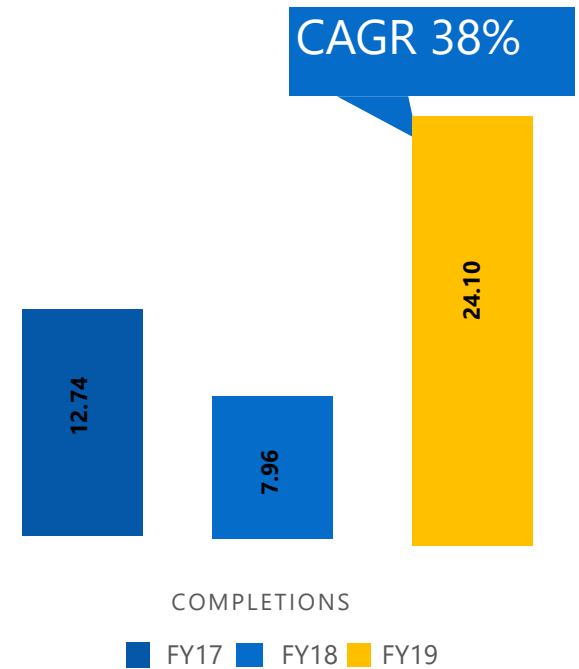
Growth Trend yoy



Areas are in Mn Sft
Values are in Mn ₹

Completions

Growth Trend yoy



3.47 mn sft | Q4F19 Launches

Prestige Nirvana

1.79 Mn Sft

Hyderabad

Plotted
Development

Prestige Alpha Tech

1.18 Mn Sft

Pune

Commercial

Prestige
Cosmopolitan

0.11 Mn Sft

Chennai

Commercial

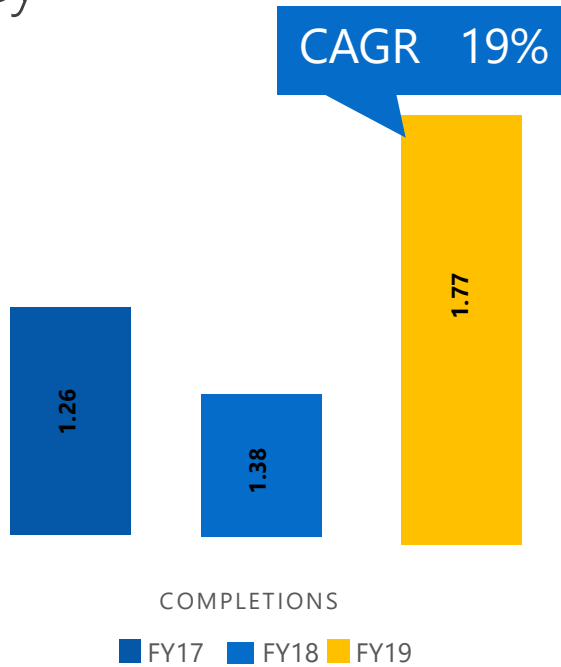
Prestige
Metropolitan

0.39 Mn Sft

Chennai

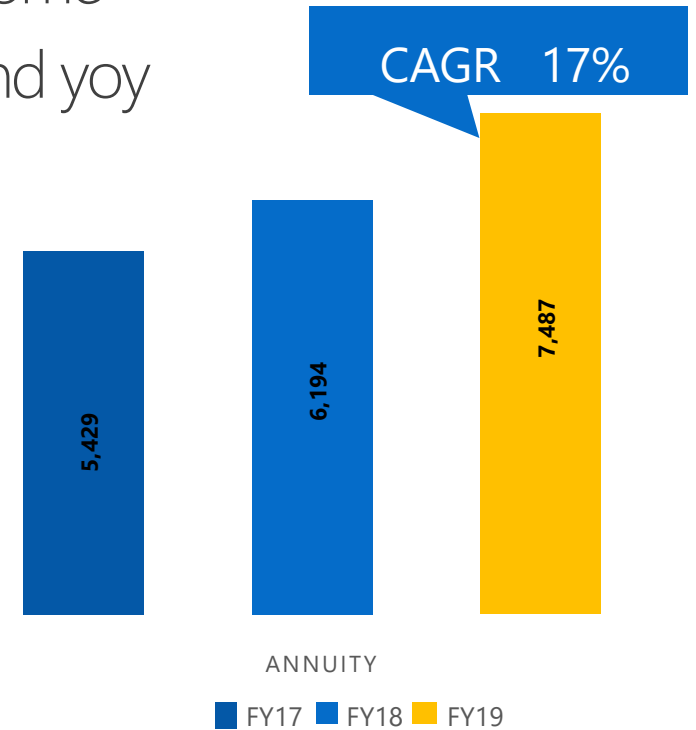
Commercial

Leasing Growth Trend yoy



Areas are in Mn Sft
Values are in Mn ₹

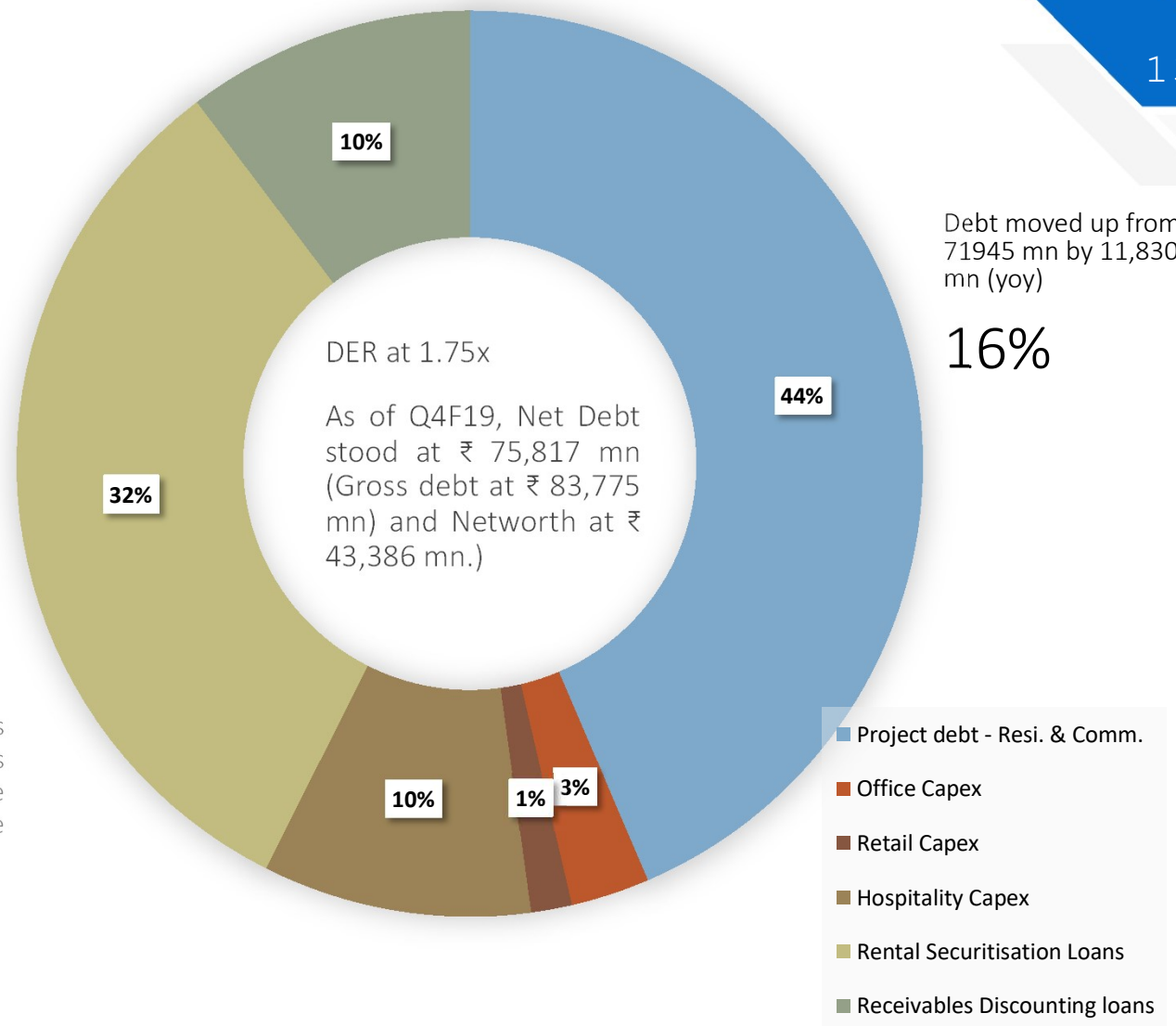
Annuity Income Growth Trend yoy




Debt Profile

Notes, During Q1FY19 IND AS 115 has become applicable for the group, this has resulted in recognition of revenues from real estate activities on completion basis and has reversed revenue to the extent of ₹ 74,656 Mn with consequential reduction in retained earnings as at the said date by ₹10,119 mn.

In addition, during Q1FY19 the company has completed acquisition of CapitaLand's stake in various SPVs for the consideration of ₹ 3420 Mn. This stake acquisition has further resulted in increase in the overall debt by ₹ 2844 Mn due to consolidation.





₹ 9599mn*

Exit Rental Income

Office + Malls

₹ 6313mn

Yielding
Office
Portfolio

₹ 3286mn

Yielding
Retail
Portfolio

14

Hospitality

Revenue
₹ 3318 mn

GOP ₹ 1327 Mn

Details Annexed

Pictures shot at location

*Excludes Operating Hospitality income of Rs 3318 mn , GOP of 40%

Picture shot at location

15

INDEX

1

Key Highlights

Operational Highlights

Financial Highlights

2

Business Segments

Residential Office

Retail/Malls

Hospitality

Property Management

3

About Prestige Group

Scale

Business Model

Credentials

Board & Management

Shareholding

4

Annexures

Ongoing Projects

Upcoming Projects

Exit rental breakup

Business Segment CF Summary*

₹ 9077mn

Retail Rentals

Yielding: Rs 4343 Mn

Pipeline : Rs 4734 Mn

₹ 17555mn

Office Rentals

Yielding: Rs 7232 Mn

Pipeline: Rs 10323 Mn

₹ 12100 mn

Revenue,

Property

Management

Yielding: Rs 5826 Mn

Pipeline : Rs 6274 Mn

₹ 132487 mn

FCF from

Dev. Co

₹ 4239mn

Hospitality

Revenue

Yielding: Rs 3670 Mn

Pipeline : Rs 569 Mn

29 mn sft

Land Bank

Potential

FCF from Under construction Projects

17

Particulars	Area in Mn Sft	₹ Mn	%
Total Developable Area	71.69		
Car Park Area	19.25		
Total Saleable Area	52.44		
PG area share	40.43		
Estimated Value		2,67,869	
Sold	31.79	2,00,287	79
Collections		1,59,525	
Balance to collect		40,762	
Stock	8.65	67,583	21
Recovery from Land Owner		-	
Refundable Deposit		4,394	
Free Cash flow to spend-A		1,12,738	
Cost of Development		1,76,253	
Incurred as of Q4F19		1,31,770	
Balance to incur -B		44,483	
Net Cash flow (A-B)		68,255	

Stock		
Category	Area	Value
Premium & Luxury Projects	1.08	11,577
Mid Income Projects	3.92	26,308
Commercial Projects	0.15	978
Completed Projects	3.49	28,721
Total	8.65	67,583

FCF from Under Planning Projects*

Particulars	Area in Mn Sft	₹ Mn
Total Developable Area	44.60	
Car Park Area	11.51	
Total Saleable Area	33.09	
PG area share	27.28	
Estimated Value -A		1,59,282
Cost of Development		1,07,115
Incurrd as of Q4F19		9,172
Balance to spend -B		97,943
RD Paid -C		2,893
Net Cash flow (A-B+C)		64,232

22 mnsft Office Portfolio*

₹17,555 mn
Annuity
Rentals

Snapshot

Value in ₹ Mn, Areal in mn sft	OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
GLA	10.25	4.45	7.04	21.75
Economic Interest	8.92	3.06	5.39	17.37
Rentals p.a. ₹	7,232	4,429	5,894	17,555
Economic Interest ₹	5,917	2,809	4,550	13,276



Picture shot at location

17 Malls

8.5 mnsf

Retail Portfolio*

₹9077 mn
Annuity
Rentals

Snapshot

Value in ₹ Million	OPERATING	ONGOING	UPCOMING	TOTAL
GLA	4.31	1.69	2.53	8.52
Economic Interest	2.98	0.70	1.92	5.60
Rentals p.a. ₹	4,343	2,419	2,315	9,077
Economic Interest ₹	2,771	989	1,718	5,479

Picture shot at location

Prestige Group | Presentation | March 2019

*Estimates

1559 Keys Hospitality Portfolio*

₹4239 mn
Revenue

Snapshot

Value in ₹ Million	OPERATING	UNDER CONSTRUCTION	TOTAL
Total Keys	1,262	297	1,559
Economic Interest	1,123	297	1,420
Total Revenue p.a. ₹	3,670	569	4,239
Economic Interest ₹	3,318	569	3,887

Picture shot at location

Prestige Group | Presentation | March 2019²¹

**Estimates*

₹12100 mn
Revenue from
Property
Management
Portfolio*

107 mnsft
Potential
Area

Snapshot

Value in Rs Mn	Revenue	EBITDA
Operating	5,826	1,052
Under Construction	2,663	479
Under Planning	3,611	650
Total	12100	2181

Picture shot at location

Prestige Group | Presentation | March 2019²²

*Estimates

Picture shot at location

23

INDEX

1

Key Highlights

Operational Highlights

Financial Highlights

2

Business Segments

Residential

Office

Retail/Malls

Hospitality

Property Management

3

About Prestige Group

Scale

Business Model

Credentials

Board & Management

Shareholding

4

Annexures

Ongoing Projects

Upcoming Projects

Exit rental breakup

32 Years
of Trust



24

Picture shot at location

Shot at location
Prestige Group | Presentation | March 2019



112 Mnsft
Delivered

25

231
Projects
Delivered



shot at location

25

Completion Track Record

231 projects across segments

99

RESIDENTIAL

64 Mnsft

106

COMMERCIAL

31 Mnsft

10

RETAIL

7 Mnsft

8

HOSPITALITY

3 Mnsft

8

PLOTTED DEV.

7 Mnsft

Scale of Operation

27

	Residential		Commercial		Retail		Hospitality		Plotted Development		Total	
Particulars	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area	Nos.	Area
Completed Projects	99	64.11	106	31.47	10	7.12	8	2.55	8	7.42	231	112.67
Ongoing Projects	34	37.36	11	7.84	3	2.42	1	1.11	-	-	49	48.73
Upcoming Projects	23	40.11	10	14.95	4	3.17	-	-	-	-	37	58.23
Land Bank/Deal pipeline	-	-	-	-	-	-	-	-	-	-	-	29.00
TOTAL	156	142	127	54	17	13	9	4	8	7	317	248.63

Development Pipeline

28

136 mn sft



*UNDER
CONSTRUCTION*



*UNDER
PLANNING*



LAND BANK

Residential | Office | Retail | Hospitality | Property Management



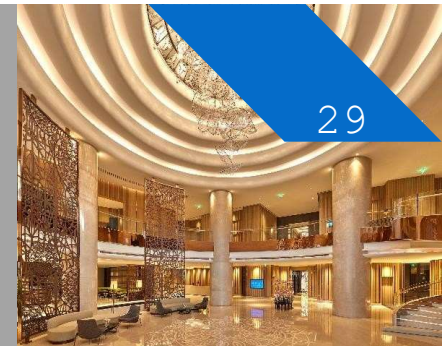
COMMERCIAL

- Office Space
- Built-to-Suit Campuses
- SEZs
- IT Parks



HOSPITALITY

CONRAD
SHERATON
OAKWOOD
J W MARIOTT
ALOFT



29

RESIDENTIAL

*Apartments
Villas
Integrated Townships
Plotted Developments*



RETAIL

-10 malls, 1200 STORES
-60 MN FOOT FALLS
-₹ 30 Bn TRADING
-140 MN SOCIAL MEDIA



PROPERTY MANAGEMENT

Diversified Business Model

Pictures shot at location

300+ Awards & Recognitions



250+
AWARDS



TOP INDIAN
REAL ESTATE
COMPANY



CERTIFICATE OF
EXCELLENCE



MOST ADMIRERD
SHOPPING
CENTER



BEST
RESIDENTIAL
PROJECTS



BUILDER OF THE
YEAR



DEVELOPER OF
THE YEAR



ADMIRERD
BRAND OF ASIA



BEST RETAIL
PROJECTS



MOST
PROMISING
BRAND ...AND MANY MORE

Board



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
Prestige Group | Presentation | March 2019

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



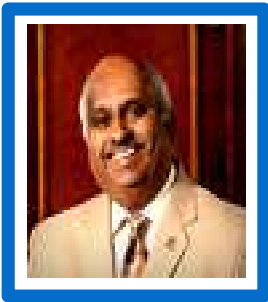
Zackria Hashim
Executive Director- Land
Acquisition



Venkat K Narayan
Chief Executive Officer

Executive Management

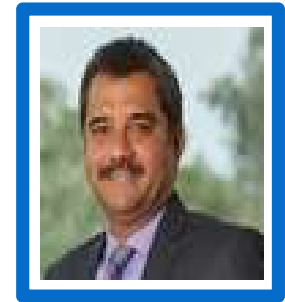
33



Arvind Pai
Executive Director- Legal



Suresh Singaravelu
Executive Director- Retail,
Hospitality



Swaroop Anish
Executive Director- Business
Development



V. Gopal
Executive Director-
Projects & Planning



V.V.B.S. Sarma
Chief Financial Officer



Lt. Col. Milan Khurana (Retd.)
Executive Director – HR, IT & Admin
Prestige Group | Presentation | March 2019

Shareholding

Promoters	70%
FII's	27%
DII's	2%
Retail	1%

Research Coverage

1	Axis Capital Limited	8	ICICI Securities
2	Bank of America Merrill Lynch	9	JM Financial
3	Citigroup	10	J.P. Morgan
4	CLSA	11	Kotak Securities
5	Elara Capital	12	Macquarie
6	Goldman Sachs	13	Morgan Stanley
7	HDFC securities	14	UBS & More....

INDEX

1

Key Highlights

Operational Highlights

Financial Highlights

2

Business Segments

Residential

Office

Retail/Malls

Hospitality

Property Management

3

About Prestige Group

Scale

Business Model

Credentials

Board & Management

Shareholding

4

Annexures

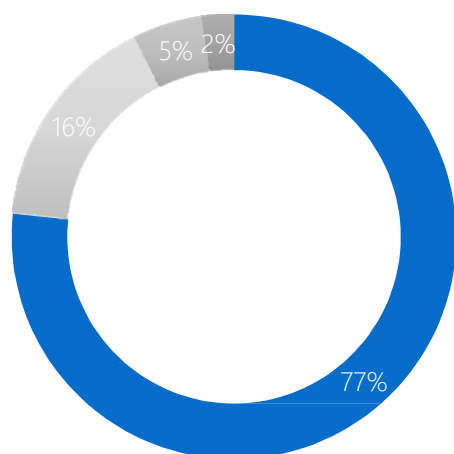
Ongoing Projects

Upcoming Projects

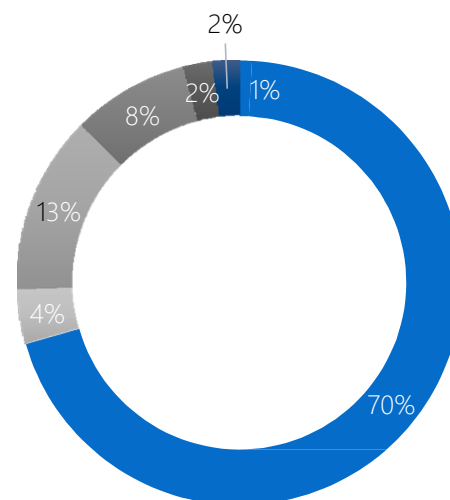
Exit rental breakup

Projects Under Construction

36



■ Residential
■ Commercial
■ Retail
■ Hospitality



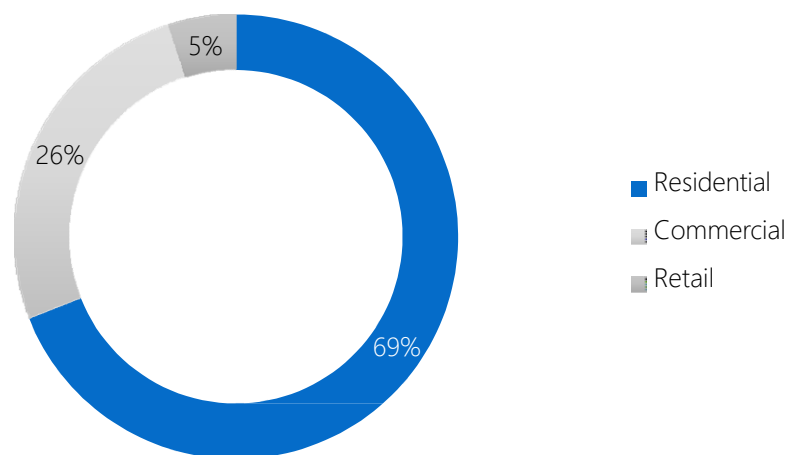
■ Ahmedabad
■ Bengaluru
■ Chennai
■ Hyderabad
■ Kochi
■ Mangaluru
■ Pune

Segment	No. of Projects	Developable Area (Mnsf)
Residential	34	37.36
Commercial	11	7.84
Retail	3	2.42
Hospitality	1	1.11
Total	49	48.73

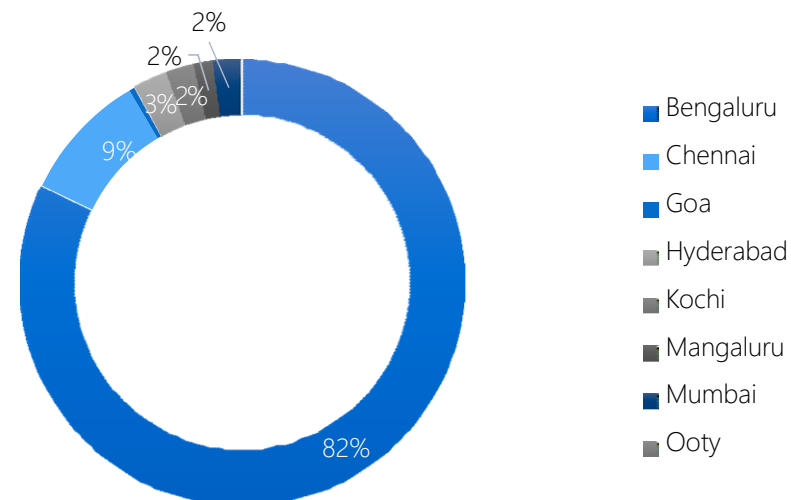
State/City	No. of Projects	Developable Area (Mnsf)
Ahmedabad	1	0.43
Bengaluru	34	33.90
Chennai	4	1.93
Hyderabad	3	6.27
Kochi	5	4.01
Mangaluru	1	1.01
Pune	1	1.17
Total	49	48.73

Projects Under Planning

37



Segment	No. of Projects	Developable Area (Mnsf)
Residential	23	40.11
Commercial	10	14.95
Retail	4	3.17
Total	37	58.23



State/City	No. of Projects	Developable Area (Mnsf)
Bengaluru	26	48.25
Chennai	2	5.28
Goa	1	0.22
Hyderabad	1	1.47
Kochi	2	1.14
Mangaluru	3	0.78
Mumbai	1	0.98
Ooty	1	0.10
Total	37	58.23

284 Acres Land Bank

38

Picture shot at location

S.No	Entity Name	Location	LandArea(Acres)	PG Share	PG Share (Acres)
1	Prestige Bidadi Holdings Pvt Ltd	Bidadi,Bengaluru	143	100%	143
2	Prestige Estates Projects Ltd	Bengaluru	2	100%	2
3	Village De Nandi Pvt Ltd	Bengaluru	25	100%	25
4	Eden Investments	Goa	74	78%	58
5	Perumbakam/Chennai	Chennai	20	66%	13
6	Prestige Beta	Bengaluru	20	80%	16
Total			284		257

Exit Rental Breakup

39

S.No.	Project Name	Segment	Total Leasable Area	Economic Interest (%)	Economic Interest (MnSf)	Area Leased Prestige Share	Rent P.A.
1	Prestige Estates Projects Limited	Commercial	2.03	100.00	2.03	2.03	976
2	West Palm Developers Pvt Ltd	Commercial	0.32	61.00	0.20	0.20	90
3	Prestige Valley View Estates LLP	Commercial	0.03	51.05	0.02	0.02	17
4	Exora Business Park -Phase I-III	Commercial	2.18	100.00	2.18	2.18	1,638
5	ICBI India Pvt Ltd	Commercial	0.06	82.57	0.05	0.05	59
6	Cessna (B1 to B9)	Commercial	3.19	85.00	2.71	2.71	1,697
7	Prestige Polygon	Commercial	0.33	100.00	0.33	0.33	320
8	Forum Vijaya-Commercial	Commercial	0.19	50.00	0.10	0.10	57
9	SKN Commercial	Commercial	0.24	100.00	0.24	0.24	194
10	Prestige Central Street	Commercial	0.13	46.00	0.06	0.06	79
11	Prestige Trade Tower	Commercial	0.50	33.80	0.17	0.17	305
12	Prestige Logistic Centre	Commercial	0.26	100.00	0.26	0.26	54
13	Forum Celebration Mall	Retail	0.39	100.00	0.39	0.39	229
14	Forum Mall Bengaluru	Retail	0.35	79.90	0.28	0.28	458
15	UB City Retail	Retail	0.10	45.00	0.04	0.04	198
16	The Forum Neighbourhood Mall	Retail	0.29	100.00	0.29	0.29	261
17	Forum Vijaya Mall	Retail	0.64	50.00	0.32	0.32	461
18	Forum Sujana Mall Hyderabad	Retail	0.81	49.00	0.40	0.40	454
19	Forum Fiza Mall	Retail	0.66	68.00	0.45	0.45	160
20	Forum Centre City Mall	Retail	0.34	100.00	0.34	0.34	183
21	Prestige Mysore Central	Retail	0.06	65.00	0.04	0.04	22
22	Forum Mall Shantiniketan	Retail	0.64	64.00	0.41	0.41	344
Total annualised rentals			13.74		11.29	11.29	8,255

Exit Rental Breakup

40

S.No.	Project Name	Segment	Total Leasable Area	Economic Interest (%)	Economic Interest (MnSf)	Area Leased Prestige Share	Rent P.A.
1	Cessna Business Park B09 (Already Leased)	Commercial	0.05	85	0.05	0.05	41
2	Cessna Business Park B10 (Already Leased)	Commercial	0.48	85	0.41	0.41	391
3	Cessna Business Park B11 (Already Leased)	Commercial	0.46	85	0.39	0.39	355
4	TMS Square –Cochin (Already Leased)	Commercial	0.04	58	0.02	0.02	16
5	Prestige Logistic Centre (Already Leased)	Commercial	0.12	100	0.12	0.12	24
6	Forum Sujana Mall Hyderabad (Bal. stake acquired)	Retail	0.81	51	0.41	0.41	472
7	Prestige Cube (Already Leased)	Retail	0.03	100	0.03	0.03	35
8	Prestige Mysore Central (Already Leased)	Retail	0.02	65	0.02	0.02	10
Incremental rentals in FY 20			2.02		1.45	1.45	1,344

Total annualised rentals by March 2020

9,599

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

CONTACT

For any queries Please contact,
E: investors@prestigeconstructions.com
Registered Office- Prestige Estates Projects
Limited,
The Falcon House, No. 1, Main Guard Cross Road,
Bangalore -560 001, T: +91 -80 -25001248,
F: + 91 -80 -25591945,
Website: www.prestigeconstructions.com
