

# Investor Presentation

## Q3 FY24

Prestige Estates Projects Ltd

[www.prestigeconstructions.com](http://www.prestigeconstructions.com)



# Agenda

## Key Highlights

- About Us
- Scale Of Operations
- Key Highlights
- Operational Performance
- Financial Performance
- Debt Profile

## Segment Analysis

- Residential
- Commercial
- Retail
- Hospitality
- Property Management

## Mumbai Projects

- Residential
- Commercial

## Management

- Board Of Directors
- Leadership Team



**The Prestige City, Hyderabad**  
Artist's Impression



Prestige Sky Tech, Hyderabad  
Shot At Location

# About Us

37 Years of Legacy

13 Cities

DAI+ CRISIL Grading

ICRA A+ Stable Rating

## Asset Classes

Residential | Commercial

Retail | Hospitality

Property Management



# Scale of Operations

## Prestige Group

### ✓ COMPLETED

**TOTAL: 291 Projects, 176 mn sft**

● Residential	{	145 Projects
		119 mn sft
● Commercial	{	121 Projects
		44 mn sft
● Retail	{	13 Projects
		10 mn sft
● Hospitality	{	12 Projects
		4 mn sft

### 🔄 ONGOING

**TOTAL: 56 Projects, 96 mn sft**

● Residential	{	41 Projects
		72 mn sft
● Commercial	{	11 Projects
		20 mn sft
● Retail	{	1 Projects
		1 mn sft
● Hospitality	{	3 Projects
		3 mn sft

### 📅 UPCOMING

**TOTAL: 47 Projects, 77 mn sft**

● Residential	{	26 Projects
		53 mn sft
● Commercial	{	12 Projects
		17 mn sft
● Retail	{	6 Projects
		6 mn sft
● Hospitality	{	3 Projects
		2 mn sft

# Our Strengths

**Brand- Trust & Credibility**



**Diversified Portfolio**



**Strong Execution & Track Record**



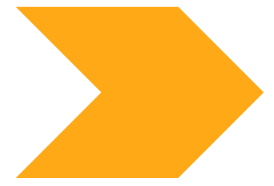
**Track Record**



**Fiscal Discipline**



# Key Highlights



## Sales

- Highest ever 9M Sales: ₹163,334 Mn with YoY 81%
- Highest ever 9M Collections: ₹84,788 Mn with YoY 20%



## Area & Units Sold

- 16.13 Mn Sft Area Sold in 9M FY24
- 8402 units Sold in 9M FY24 @31 Units / Day



## Launches & Completions

- Launched >30 Mn sft highest ever in 9M; 11,000+ Units
- Launched largest single project >12 Mn sft in Hyderabad
- Completed 3 projects this quarter:
  - Opened Marriott branded 128 Keys “Moxy Hotel” which is first in South Asia.
  - Completed one of the largest office developments of over 3.6 Mn sft in Hyderabad
  - Completed residential project in Goa



## Market Cap

- Crossed ₹49,000 Cr in Q3



# Operational Performance

Q3 FY24



Sales

53,261 ₹Mn

+111% YOY

PG Share: 51,677 ₹Mn

+140% YOY



Collections

31,163 ₹Mn

+36% YOY

PG Share: 28,757 ₹Mn

+44% YOY



Area &  
Units Sold

5.46 Mn sft

+88% YOY

PG Share: 5.29 Mn sft

+128% YOY

**2467 Units Sold**

**27 Units / Day**



Avg. Realization

9,762 ₹PSF

+4% YOY

# Operational Performance

9M FY24



Sales

1,63,334 ₹Mn

+81% YOY

PG Share: 1,52,177 ₹Mn

+87% YOY



Collections

84,788 ₹Mn

+20% YOY

PG Share: 77,730 ₹Mn

+24% YOY



Area &  
Units Sold

16.13 Mn sft

+45% YOY

PG Share: 14.94 Mn sft

+52% YOY

**8402 Units Sold**

**31 Units / Day**



Avg. Realization

10,143 ₹PSF

19% YOY

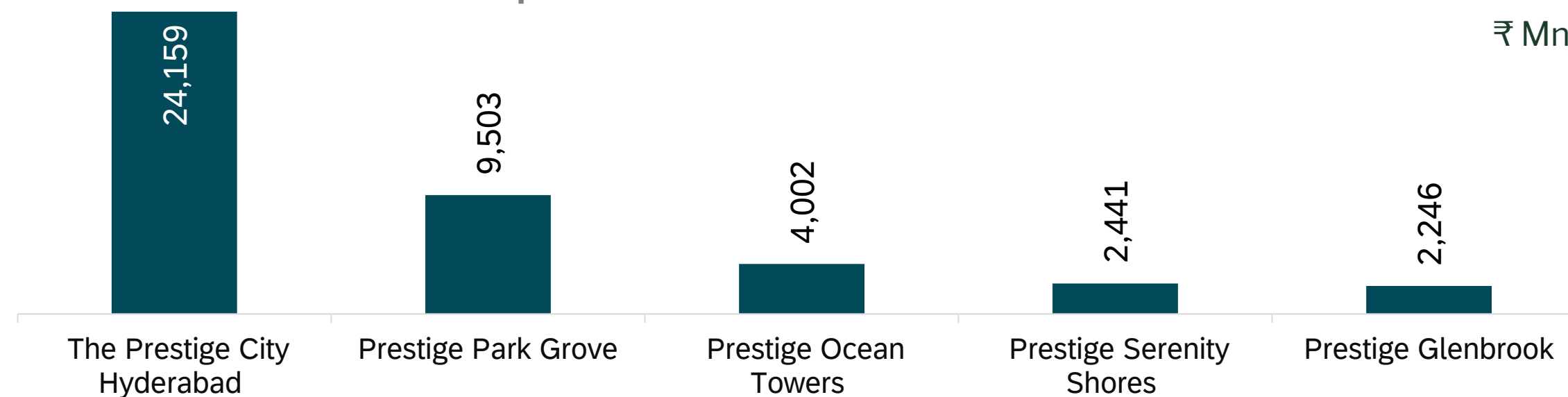


# Sales – Project wise / Avg. Realization

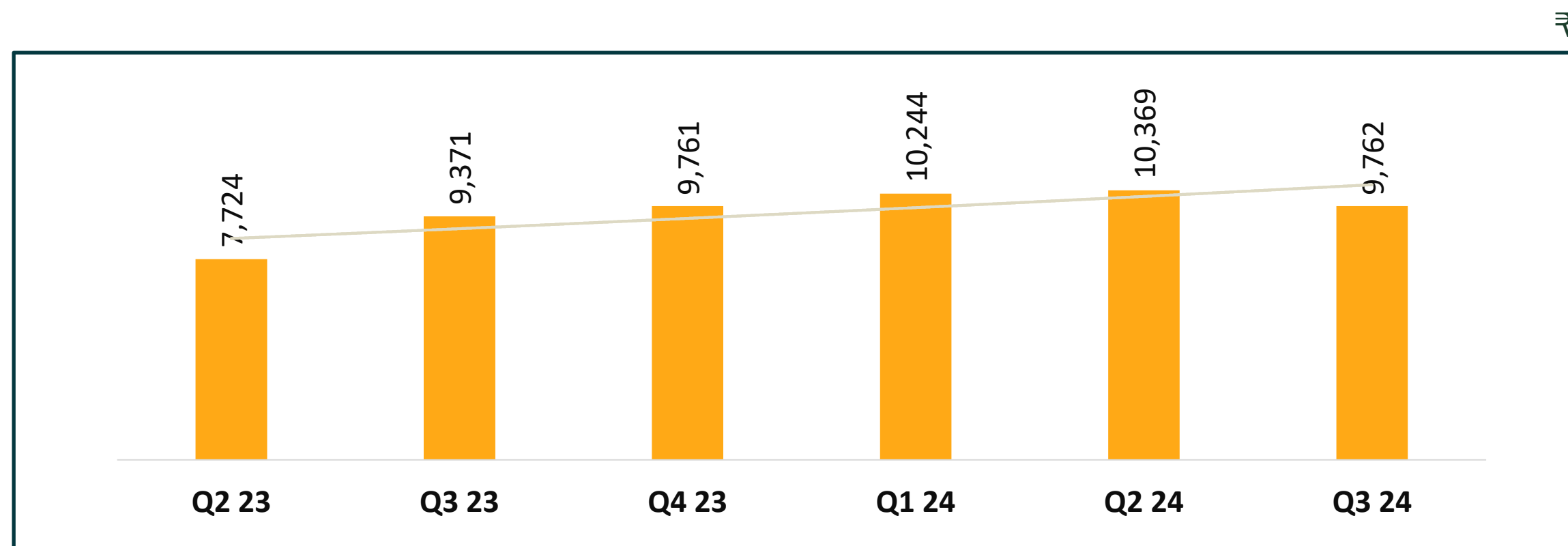
## Top Sales Contribution

Sales  
Q3 FY24

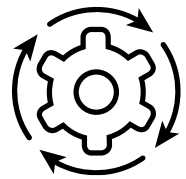
Top Sales Contributors – Q3 FY 24



Avg Realization (QoQ)  
(Aptt, Villas, Comm Sales)



# Launches



## Total Launches (9M)

- 30.82 Mn sft
- 11,215 Units



## Residential

30.82 Mn sft



## Capex Projects

NIL

### Q3

S.No	Projects Launched	Location	Segment	Developable Area (Mnsf)	No of Units
1	Prestige Ocean Towers	Mumbai	Residenatial	1.35	169
2	Prestige Glenbrook	Bengaluru	Residenatial	0.66	285
3	The Prestige City @ Hyd - Apt	Hyderabad	Residenatial	12.61	4,647
<b>Total</b>				<b>14.62</b>	<b>5,101</b>

### Q2

1	Prestige Park Grove - Apartments	Bengaluru	Residential	9.28	3,627
2	Prestige Park Grove-Villas	Bengaluru	Residential	0.34	88
3	Prestige Serenity Shores	Bengaluru	Residential	1.57	657
4	The Prestige City @ Hyd - Villa	Hyderabad	Residential	0.81	119
5	Prestige Vaishnai Rainbow Waters	Hyderabad	Residential	1.11	150
<b>Total</b>				<b>13.10</b>	<b>4,641</b>

### Q1

1	Prestige Lavender Fields	Bengaluru	Residenatial	3.11	1,473
<b>Total</b>				<b>3.11</b>	<b>1,473</b>

**Q3**

S.No	Projects Completed	Location	Segment	Developable Area (Mnsf)	No of Units
1	Prestige Ocean Crest	Goa	Residential	0.30	106
2	Moxy B'luru Airport Prestige Tech Cloud	Bengaluru	Hospitality	0.17	-
3	Prestige Sky Tech	Hyderabad	Commercial	3.64	-
<b>Total</b>				<b>4.12</b>	<b>106</b>

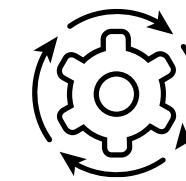
**Q2**

1	Forum Thomsun	Kochi	Retail	1.02	-
2	The Artiste	Kochi	Hospitality	0.08	-
3	Prestige Orchards	Hyderabad	Residential	1.11	322
<b>Total</b>				<b>2.21</b>	<b>322</b>

**Q1**

1	Great Acres @ TPC	Bengaluru	Residential	3.49	808
2	Prestige Marigold	Bengaluru	Residential	1.17	397
3	Prestige Elysian	Bengaluru	Residential	1.11	523
4	Prestige Mulberry Shades	Bengaluru	Hospitality	0.13	-
<b>Total</b>				<b>5.90</b>	<b>1,728</b>

# Completions



## Total Completions (9M)

12.23 Mn sft



## Residential

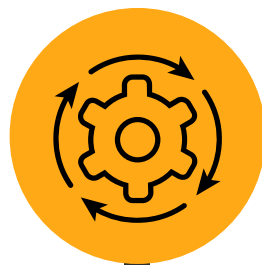
7.19 Mn sft



## Capex Projects

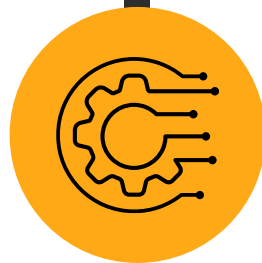
5.04

# Financial Performance Q3 FY24



## Revenue

- ₹19,705 mn
- -16.06% YoY



## EBITDA

- ₹7,262 mn
- 20.09% YoY



## PAT

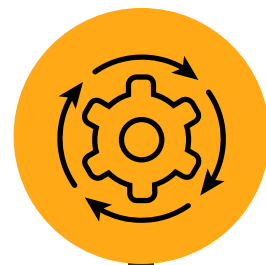
- ₹1,644 mn
- 1.48% YoY



## %

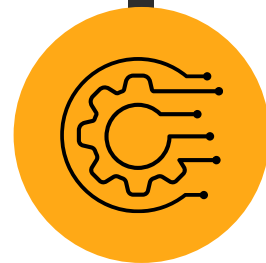
- EBITDA 36.85%
- PAT 8.34%

# Financial Performance 9M FY24



## Revenue

- ₹71,928 mn
- 23.29% YoY



## EBITDA

- ₹31,504 mn
- 102.56% YoY



## PAT

- ₹13,921 mn
- 148% YoY



## %

- EBITDA 43.8%
- PAT 19.35%

# Segment Wise Results & Capital Employed

(in ₹ Million)

9 Months FY 2023-24	Office	Retail	Hospitality	Services	Residential	Others (Note 1)	Total
Revenue	2,251	1,851	5,506	7,034	36,924	3,565	57,131
EBITDA (excluding other income)	1,982	1,075	1,919	1,003	7,163	3,565	16,707
EBITDA %	88%	58%	35%	14%	19%	100%	29%
Depreciation	538	493	1,232	129	293	2,508	5,193
EBIT (excluding other income)	1,443	582	687	874	6,870	1,058	11,514
EBIT %	64%	31%	12%	12%	19%	30%	20%
Interest Expenses (net of interest income)	174	457	595	(8)	3,955	1,310	6,483
Other Income	(37)	(246)	(54)	(42)	(68)	(12,880)	(13,327)
PBT before JV Share of loss / (profit)	1,306	371	146	924	2,983	12,628	18,358
PBT %	58%	20%	3%	13%	8%	354%	32%
Joint Venture share of loss / (profit)	-	-	-	-	-	-	280
PBT after Joint Venture share of loss / (profit)	1,306	371	146	924	2,983	12,628	18,078
Exceptional Items	-	-	-	-	-	-	-
PBT after Exceptional Items	1,306	371	146	924	2,983	12,628	18,078
Tax	380	93	37	323	1,042	2,275	4,150
PAT	926	278	109	601	1,941	10,353	13,928

## Note 1 : Others includes

a. Impact of IND AS 116 and

b. Fair value gain for 9M recognised on Retail REITs Rs. 4,368 Mn.

c. Rs. 8,512 Mn gain recognised during Q2 on acquisition of Prestige (BKC) Realtors Private Limited and Turf Estate Joint Venture LLP.

# Segment Wise Results & Capital Employed

(in ₹ Million)

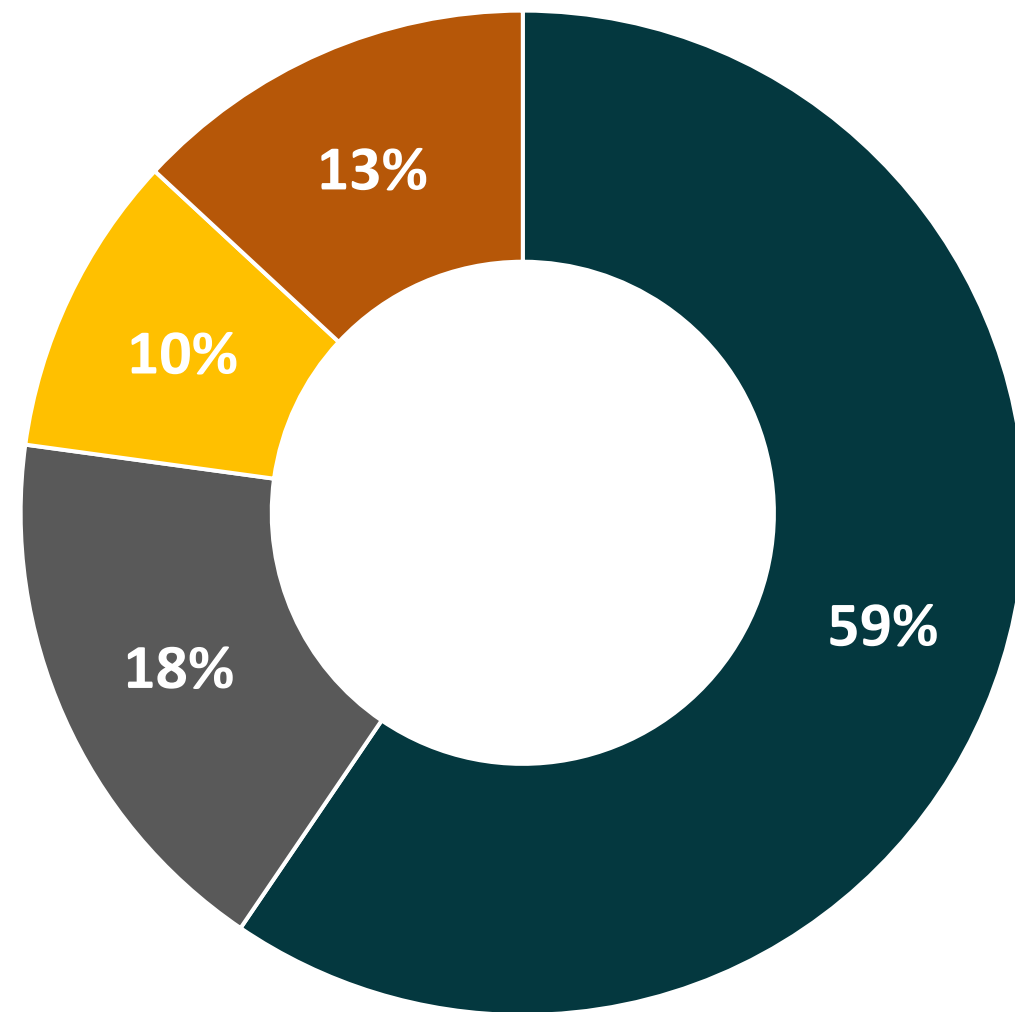
9 Months FY 2023-24		Office	Retail	Hospitality	Services	Residential	Others	Total
<b>Capital Employed</b>								
Equity	A	55,813	13,469	22,929	1,111	18,163	-	111,485
Debt (including ongoing capex)	B	20,365	10,625	9,061	-	53,232	-	93,283
Debt taken for ongoing capex project	C	10,937	500	-	-	-	-	11,437
Debt (excluding ongoing capex)	D=(B-C)	9,428	10,125	9,061	-	53,232	-	81,846
<b>Capital Employed</b>	<b>E=(A+B)</b>	<b>76,178</b>	<b>24,094</b>	<b>31,990</b>	<b>1,111</b>	<b>71,395</b>	-	<b>204,768</b>
Capital employed on Ongoing capex projects and investments	F	59,009	13,175	7,852	-	-	-	80,037
<b>Capital Employed (excluding ongoing capex projects)</b>	<b>G=E-F</b>	<b>17,169</b>	<b>10,919</b>	<b>24,138</b>	<b>1,111</b>	<b>71,395</b>	-	<b>124,731</b>
Debt (excluding ongoing capex)	D	9,428	10,125	9,061	-	53,232	-	81,846
Equity	H=G-D	7,740	794	15,077	1,111	18,163	-	42,885
ROCE (ANNUALISED)		15.39%	13.13%	10.60%	120.37%	13.38%	-	17.86%
ROE (ANNUALISED)		31.77%	145.22%	12.19%	126.37%	24.05%	-	73.22%

1. ROCE - EBITDA/ CAPITAL EMPLOYED (G)

2. ROE - PBT +DEPRECIATION/ EQUITY (H)

# Debt Profile

- Project Debt - Residential & Commercial for sales
- Office Space
- Hospitality
- Lease Rental Discounting



As on Dec 31, 2023

➤ **Debt Equity Ratio**  
0.60

➤ **Net Debt**  
₹ 69,808 mn

➤ **Avg. Borrowing Cost**  
10.50%

#	Particulars	Q2 FY24	Q1 FY24
1	Debt Equity	0.61	0.62
2	Net Debt ₹ mn	69,610	65,045



# Business Segments



**Residential**

**Commercial**

**Retail**

**Hospitality**

**Property Management**



# Residential

Apartments



Villas



Plotted Development



Integrated Townships | Prestige City



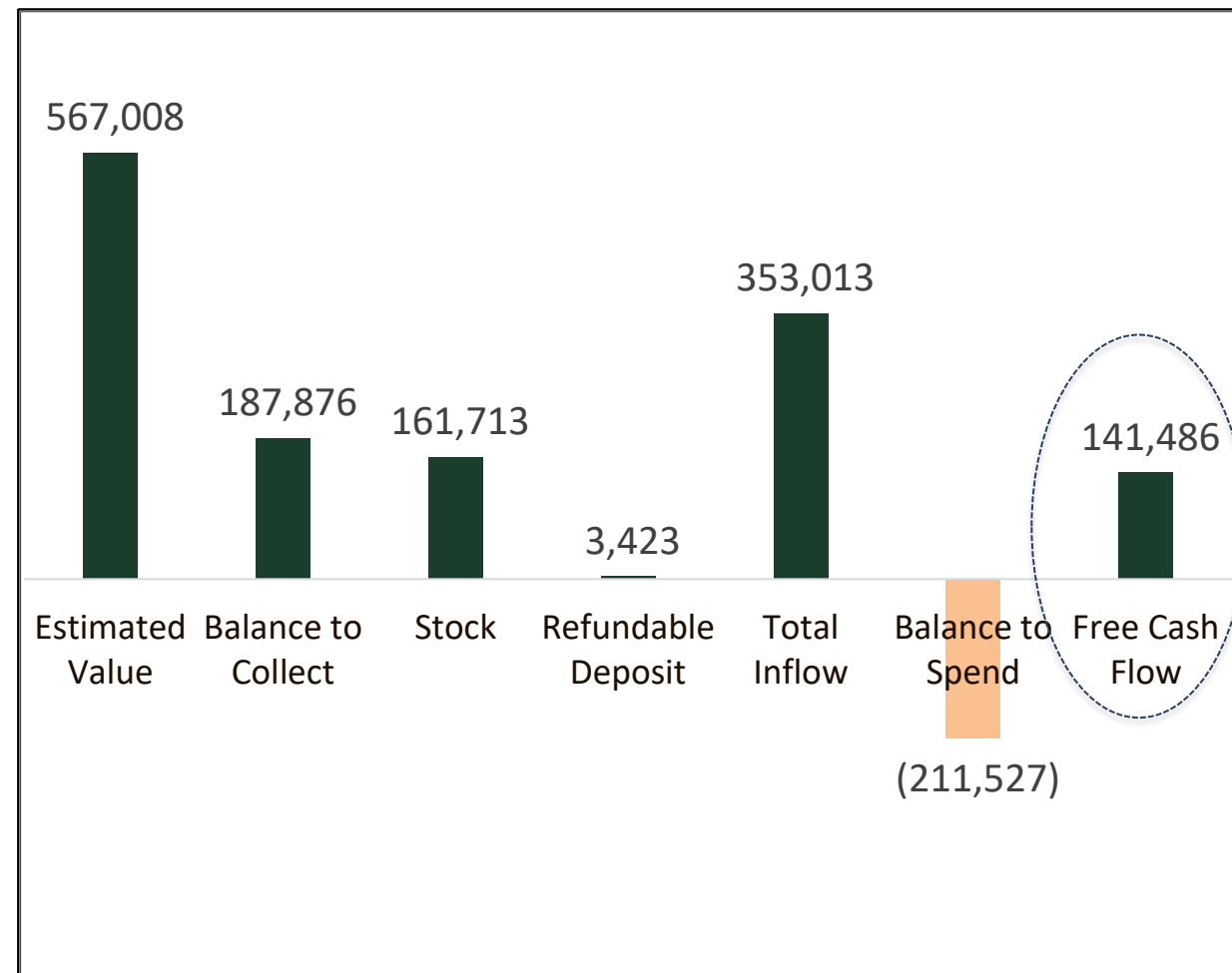
# Residential Portfolio

- COMPLETED**
  - 145 PROJECTS
  - 119 MN SFT
- ONGOING**
  - 41 PROJECTS
  - 72 MN SFT
- UPCOMING**
  - 26 PROJECTS
  - 53 MN SFT

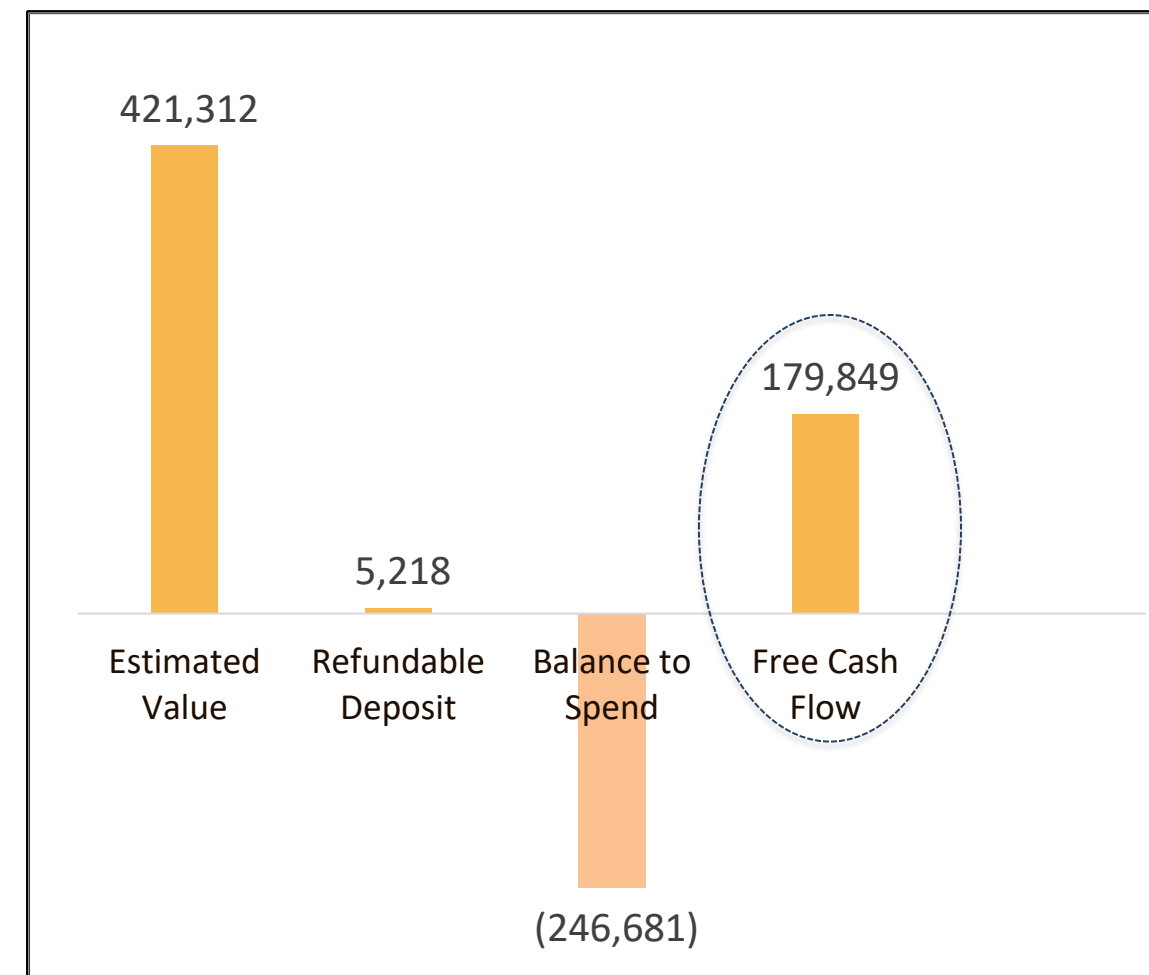
## STOCK BREAKUP

Category	Area	Value(Mn)
Ongoing-Premium & Luxury Projects	2.227	68,564
Ongoing-Mid Income Projects	10.618	89,471
Ongoing Commercial Projects	0.084	844
Completed Projects	0.359	2,835
<b>Total</b>	<b>13.288</b>	<b>1,61,713</b>

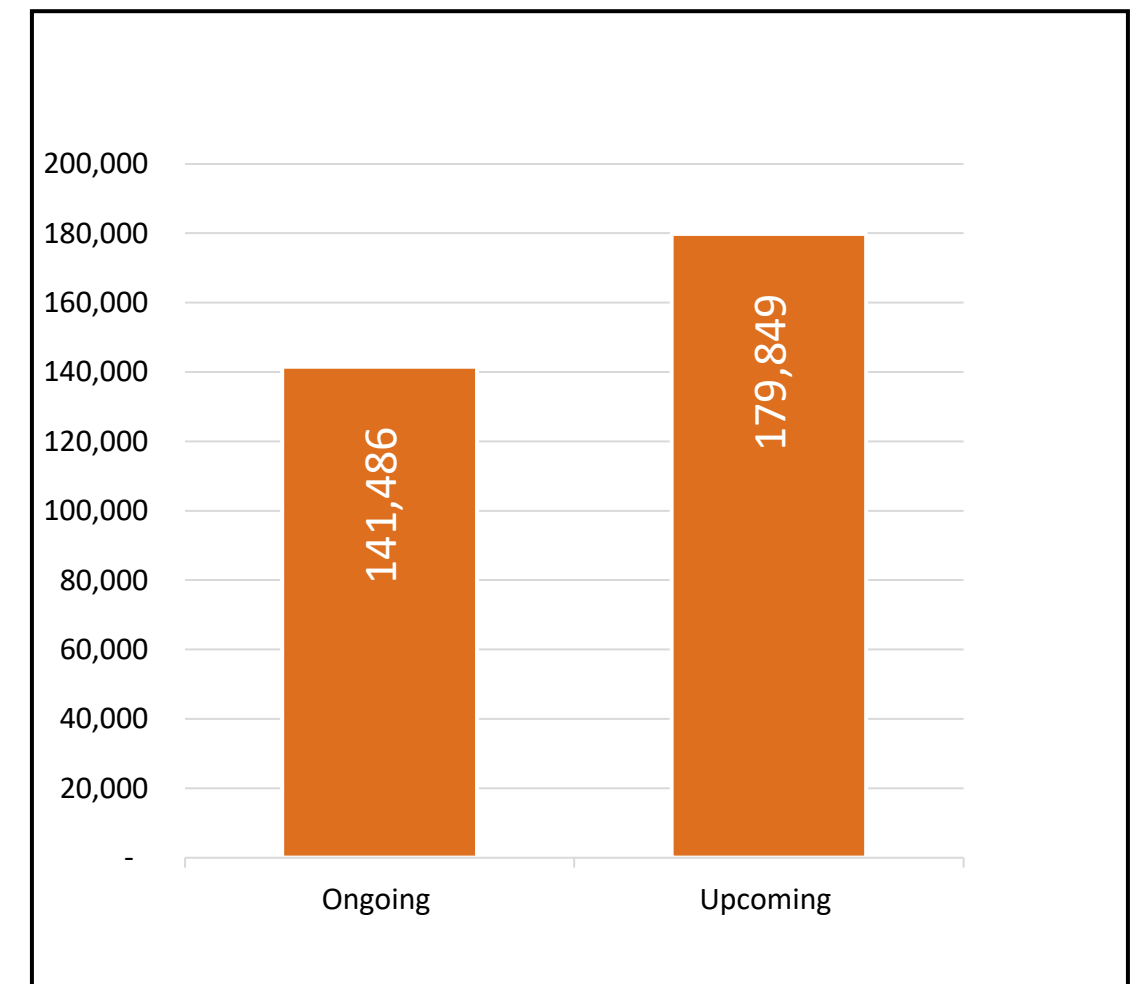
CASH FLOW (₹ mn) : ONGOING + COMPLETED PROJECTS



CASH FLOW (₹ mn) : UPCOMING PROJECTS

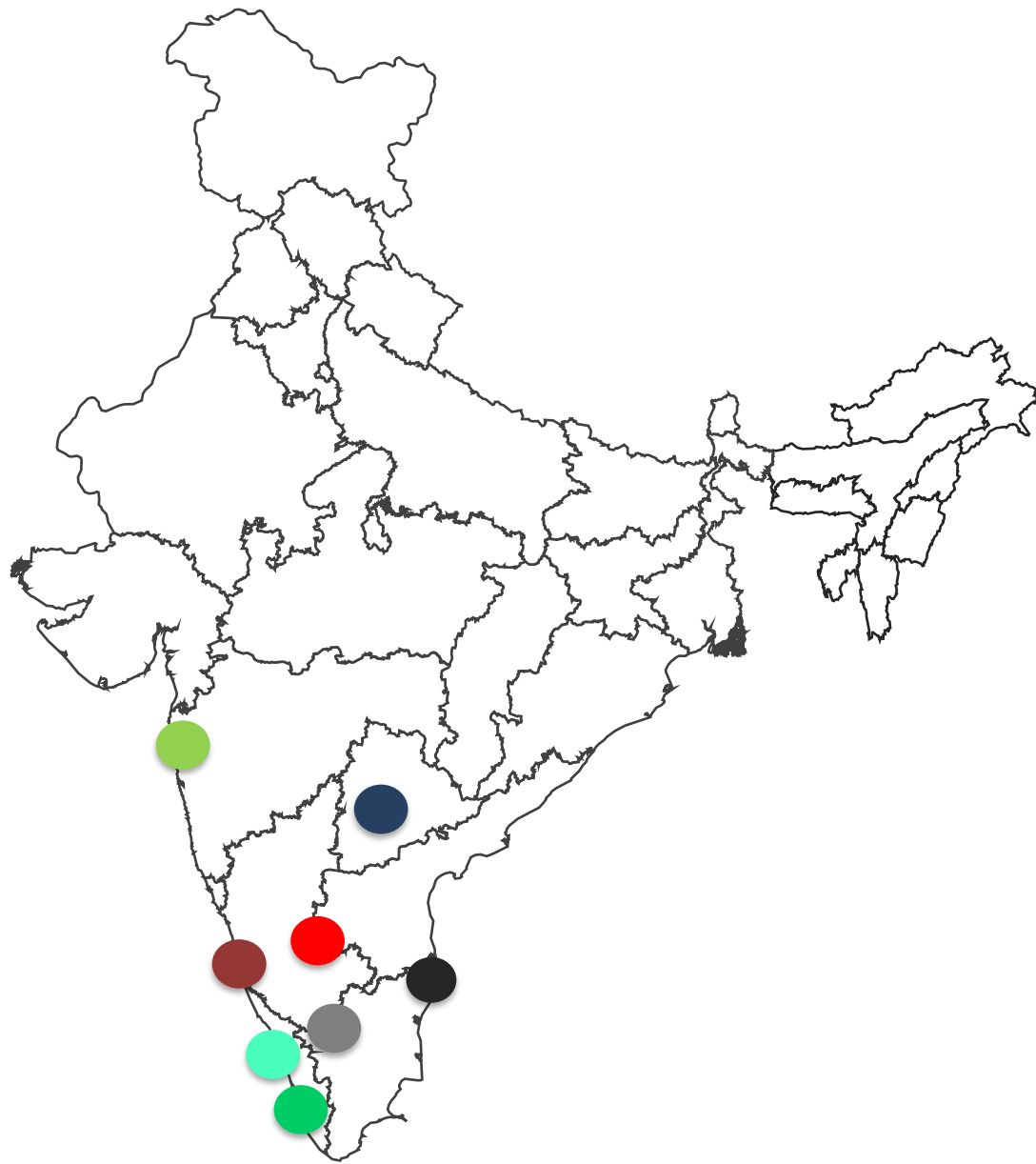


FREE CASH FLOWS (₹ mn) : 3,21,335



# Ongoing Residential

41 Projects 72 mn sft



## Bengaluru

1	Prestige White Meadows T3	0.50	100%	0.50	FY 25
2	Prestige Fairfield	0.51	27%	0.14	FY 24
3	Prestige Finsbury Park- Regent	1.81	60%	1.09	FY 24
4	Prestige Finsbury Park- Hyde	2.77	60%	1.66	FY 24
5	Prestige Primrose Hills	2.00	68%	1.36	FY 25
6	Prestige Waterford	1.75	60%	1.05	FY 25
7	Aspen Greens @ TPC	0.50	60%	0.30	FY 25
8	Avalon Park @ TPC	2.03	60%	1.22	FY 25
9	Eden Park @ TPC	2.69	60%	1.61	FY 26
10	Meridian Park Phase I @ TPC	1.82	60%	1.09	FY 26
11	Meridian Park Phase II @ TPC	2.34	60%	1.40	FY 26
12	Meridian Park Phase III @ TPC	1.81	60%	1.09	FY 26
13	Aston Park @ TPC	1.35	60%	0.81	FY 27
14	Prestige Green Gables	0.71	62%	0.44	FY 26
15	Prestige Sanctuary	0.43	100%	0.43	FY 26
16	Prestige Elm Park	0.57	65%	0.37	FY 27
17	Prestige Dew Drops	0.12	100%	0.12	FY 27
18	Prestige Lavender Fields	3.11	90%	2.81	FY 28
19	Prestige Park Grove – Apartments	9.28	50%	4.63	FY 28
20	Prestige Park Grove-Villas	0.34	55%	0.19	FY 28
21	Prestige Serenity Shores	1.57	80%	1.25	FY 28
22	Prestige Glenbrook	0.66	100%	0.66	FY 28
<b>Total</b>		<b>38.67</b>		<b>24.22</b>	

## Mumbai

1	Prestige Jasdan Classic	0.78	100%	0.78	FY 25
2	Bellanza PH I @ TPC Mulund	1.70	100%	1.70	FY 27
3	Bellanza Ph II @ TPC Mulund	1.69	100%	1.69	FY 28
4	Siesta @ TPC Mulund	1.37	100%	1.37	FY 25
5	Prestige Daffodils	0.26	64%	0.16	FY 27
6	Prestige Ocean Towers	1.35	60%	0.81	FY 31
<b>Total</b>		<b>7.15</b>		<b>6.51</b>	

## Hyderabad

1	Prestige Tranquil	2.24	73%	1.64	FY 24
2	Prestige Beverly Hills	2.30	73%	1.68	FY 25
3	Prestige Clairemont	3.29	100%	3.29	FY 27
	Prestige Vaishnai Rainbow				
4	Waters	1.11	37%	0.40	FY 27
5	The Prestige City @ Hyd - Villa	0.81	30%	0.24	FY 27
6	The Prestige City @ Hyd - Apt	12.61	30%	3.78	FY 28
<b>Total</b>		<b>22.36</b>		<b>11.04</b>	

## Chennai

1	Prestige Windsor Park	0.91	69%	0.62	FY 24
<b>Total</b>		<b>0.91</b>		<b>0.62</b>	

## Kochi

1	Prestige Cityscape	0.30	50%	0.15	FY 25
2	Prestige Panorama	0.29	50%	0.15	FY 25
3	Prestige Eden Garden	0.30	100%	0.30	FY 26
<b>Total</b>		<b>0.89</b>		<b>0.59</b>	

## Calicut

1	Prestige Ocean Pearl	1.50	72%	1.08	FY 27
<b>Total</b>		<b>1.50</b>		<b>1.08</b>	

## Mangaluru

1	Prestige Palm Residences	0.35	75%	0.26	FY 24
<b>Total</b>		<b>0.35</b>		<b>0.26</b>	

## Ooty

1	Prestige Hillcrest	0.11	50%	0.05	FY 25
<b>Total</b>		<b>0.11</b>		<b>0.05</b>	

Table Header

Developable Area (Mn sft)

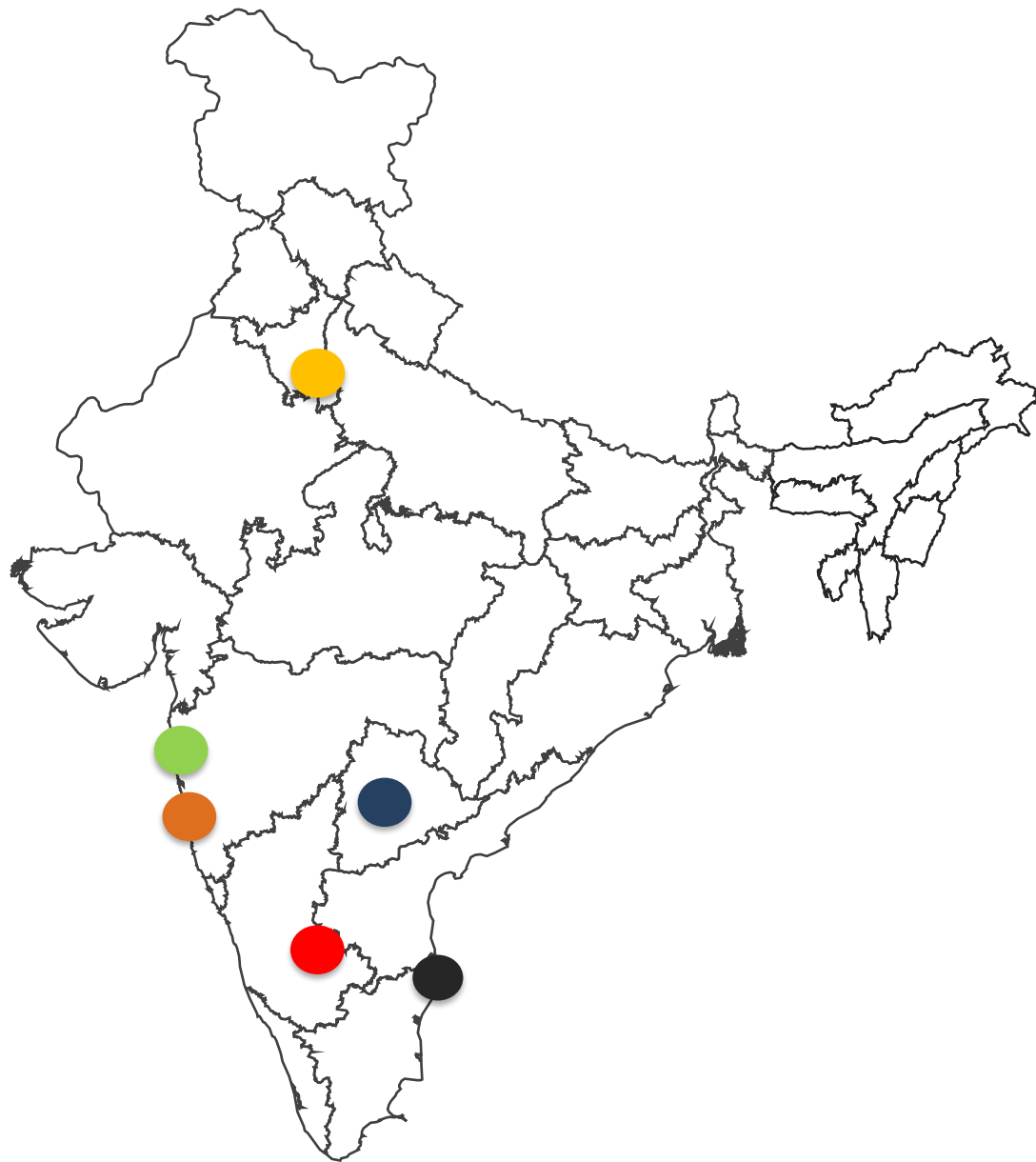
Economic Interest (%)

Prestige Share (Mn sft)

Completion (Yr)

# Upcoming Residential

**26** Projects **53** mn sft



## ● Bengaluru

1	Prestige Misty Waters- Phase III	0.20	32%	0.06	FY 25
2	Prestige Countydale	0.24	100%	0.24	FY 24
3	Prestige Southern Star	8.50	48%	4.08	FY 25
4	Prestige Park Ridge	2.43	69%	1.67	FY 25
5	Prestige Raintree Park	4.58	100%	4.58	FY 25
6	Prestige Pine Forest	1.22	60%	0.73	FY 25
7	Prestige Falcon City Luxe	4.21	60%	2.53	FY 25
8	Prestige Somerville	0.83	64%	0.53	FY 24
9	Prestige Greenmoor	0.67	26%	0.17	FY 25
10	Prestige Camden	0.33	66%	0.22	FY 24
11	Eaton Park @ TPC	0.31	60%	0.19	FY 25
12	Prestige Suncrest	0.78	70%	0.54	FY 25
13	Prestige Marigold Ph II	1.47	51%	0.75	FY 25
14	Prestige King's County	1.51	41%	0.62	FY 24
15	Prestige Sunset Park	0.76	26%	0.20	FY 24
<b>Total</b>		<b>28.05</b>		<b>17.11</b>	

## ● Mumbai

1	Jijamata Nagar	4.98	26%	1.27	FY 25
2	Prestige Nautilus	2.75	37%	1.01	FY 25
3	Prestige Forest Hills Mulund	4.23	100%	4.23	FY 25
<b>Total</b>		<b>11.96</b>		<b>6.51</b>	

## ● Hyderabad

1	Prestige Rock Cliff	0.68	55%	0.37	FY 25
<b>Total</b>		<b>0.68</b>		<b>0.37</b>	

## ● Chennai

1	Prestige Pallava Gardens	4.24	78%	3.31	FY 24
2	Prestige Palm Court	1.74	69%	1.20	FY 25
<b>Total</b>		<b>5.99</b>		<b>4.51</b>	

## ● Noida

1	Prestige Bougainvillea Gardens	3.10	72%	2.23	FY 25
<b>Total</b>		<b>3.10</b>		<b>2.23</b>	

## ● Goa

1	Prestige Biosphere	0.42	78%	0.33	FY 25
2	Veranda Bay & Shimmering Shores @ Prestige Sea Scapes	0.66	51%	0.34	FY 25
3	Palm Coast @ Prestige Sea Scapes Beach Gardens @ Prestige Sea	0.44	51%	0.23	FY 25
4	Scapes	1.63	51%	0.83	FY 25
<b>Total</b>		<b>3.15</b>		<b>1.72</b>	

### Table Header

Developable Area (Mn sft)	Economic Interest (%)	Prestige Share (Mn sft)	Launch (Yr)
---------------------------	-----------------------	-------------------------	-------------



# Commercial

IT Parks



Corporate Offices



SEZs



Data Centre / Warehousing



# Commercial Segment



## COMPLETED

- 121 PROJECTS
- 44 MN SFT



## ONGOING

- 11 PROJECTS
- 20 MN SFT



## UPCOMING

- 12 PROJECTS
- 17 MN SFT



## TENANTS

- 400+



## WORKFORCE

- 450,000

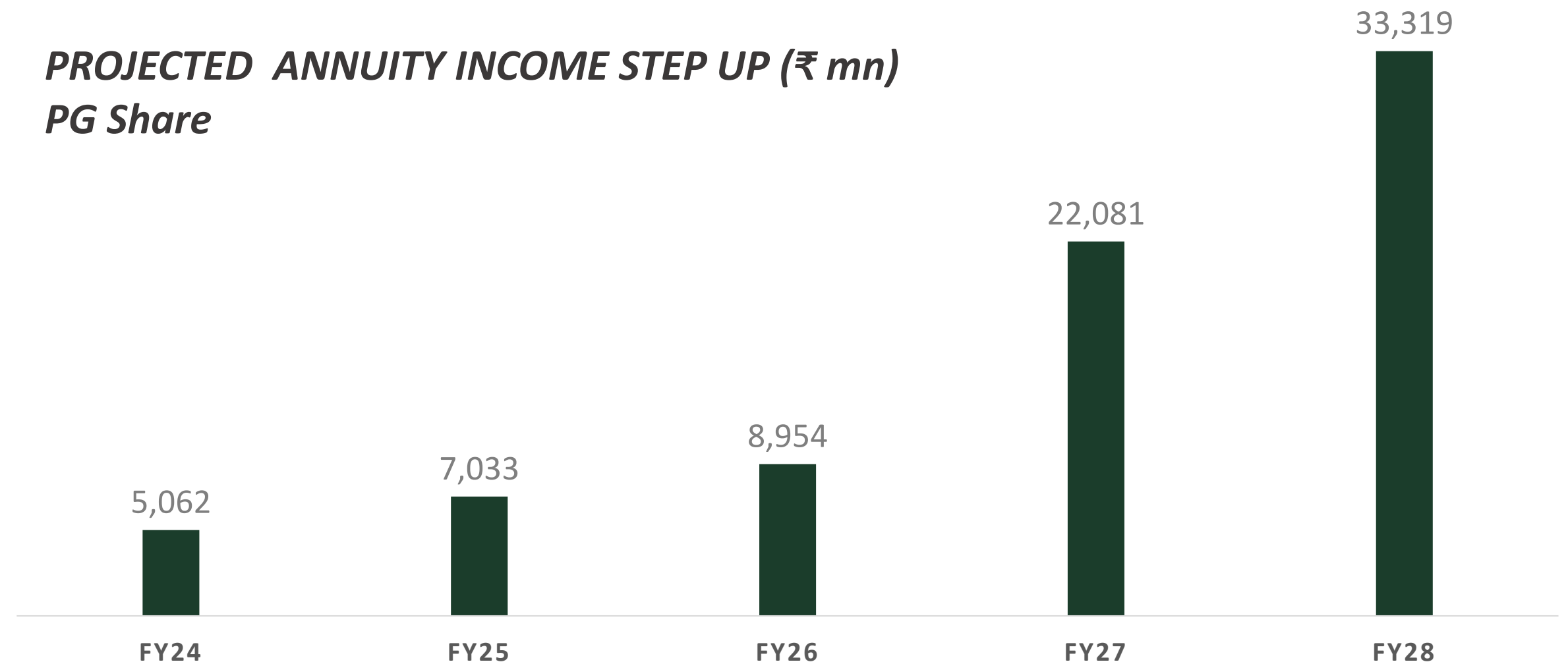
EXIT RENTALS

₹3,350<sub>mn</sub>

ANNUITY INCOME FY28

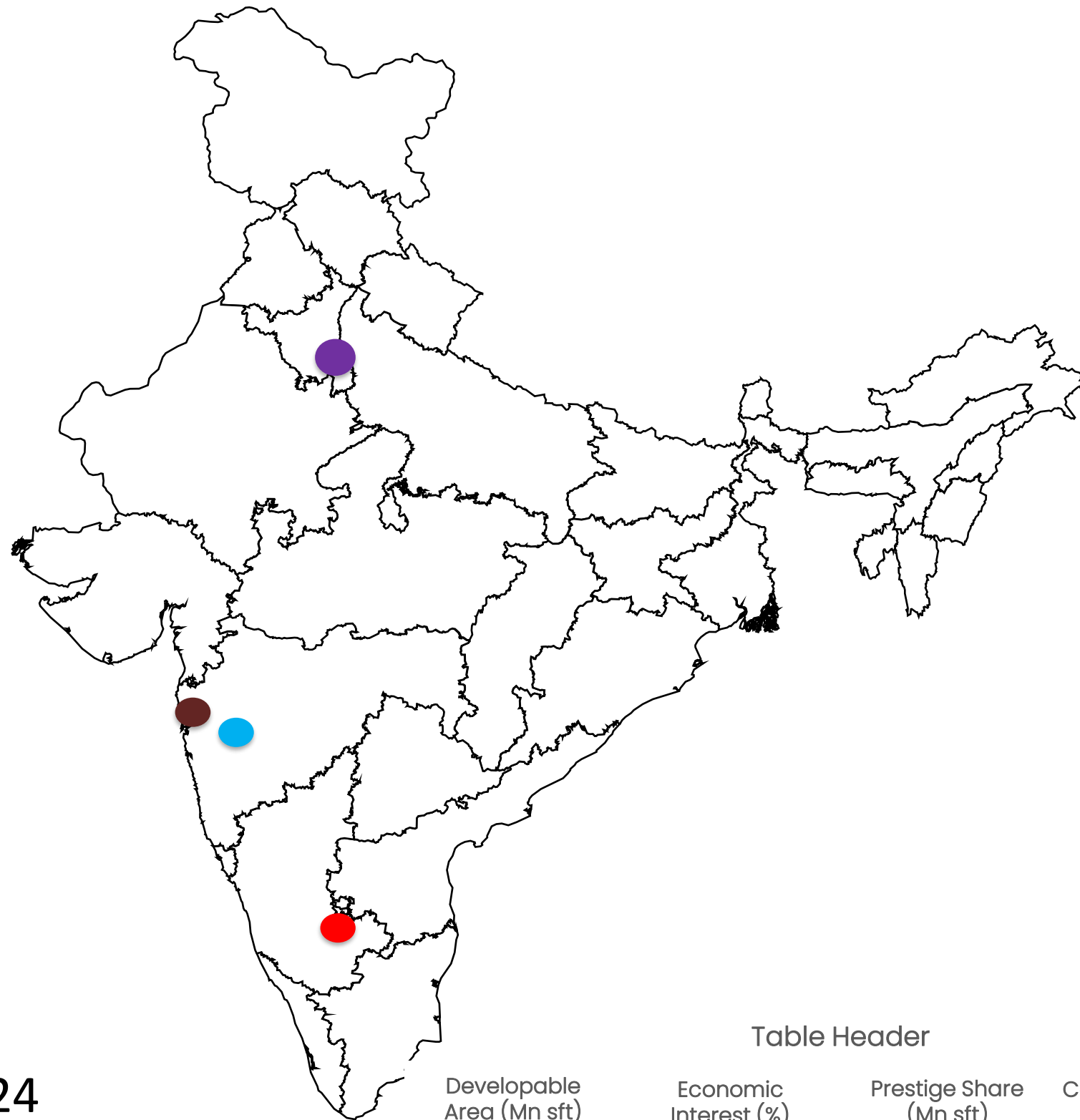
₹ 33,319<sub>mn</sub>

*PROJECTED ANNUITY INCOME STEP UP (₹ mn)  
PG Share*



# Ongoing Commercial

**11** Projects **20** mn sft



## ● Bengaluru

1	Prestige Tech Cloud	2.10	86%	1.81	FY 24
2	Prestige Tech Hub	1.33	60%	0.80	FY 26
3	Prestige Tech Pacific Park	1.65	66%	1.09	FY 24
4	Prestige Tech park IV Block 3	0.16	50%	0.08	FY 24
5	Prestige Lake Shore Drive Ph I	4.02	40%	1.61	FY 25
6	Prestige Tech Forest	3.73	68%	2.54	FY 27
7	Prestige Waterfront	0.54	60%	0.32	FY 26
8	13° North Commercial	0.14	100%	0.14	FY 26
<b>Total</b>		<b>13.67</b>		<b>8.38</b>	



## ● Pune

1	Prestige Alpha Tech	1.17	82%	0.96	FY 25
<b>Total</b>		<b>1.17</b>		<b>0.96</b>	

## ● Mumbai

1	The Prestige (Liberty Towers)	4.25	90%	3.83	FY 28
<b>Total</b>		<b>4.25</b>		<b>3.83</b>	

## ● Delhi

1	Trade Center DIAL (Aerocity)	0.80	50%	0.40	FY 25
<b>Total</b>		<b>0.80</b>		<b>0.40</b>	

Table Header

Developable Area (Mn sft)    Economic Interest (%)    Prestige Share (Mn sft)    Completion (Yr)



# Upcoming Commercial

# 12 Projects 17 mn sft

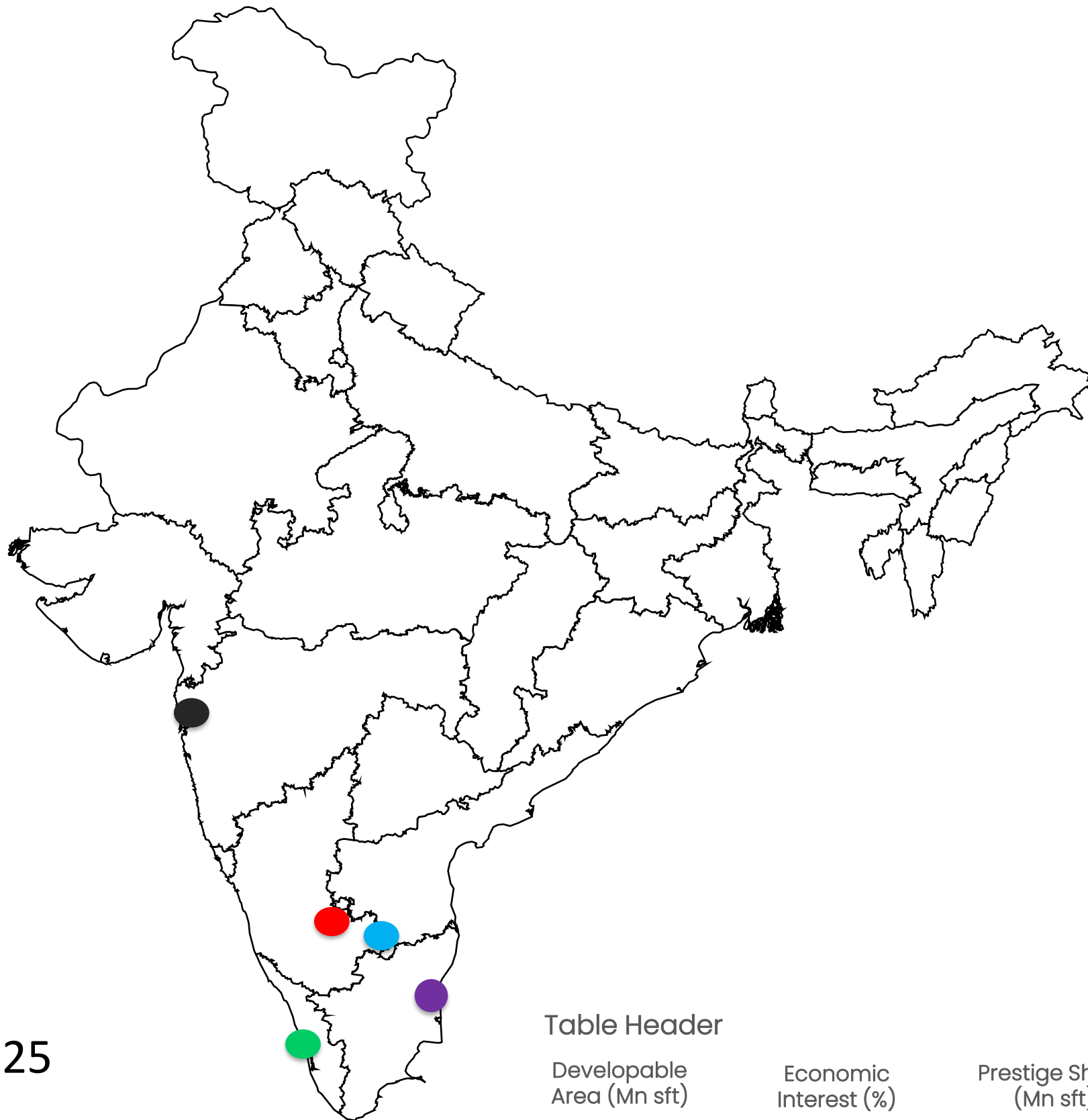


Table Header

Developable Area (Mn sft)

Economic Interest (%)

Prestige Share (Mn sft)

Completion (Yr)

## ● Bengaluru

1	Prestige Techzone	2.53	67%	1.70	FY 27
2	Prestige Tech park 5	0.14	100%	0.14	FY 27
3	Prestige Landmark	2.92	50%	1.46	FY 28
4	Prestige Capital Square	0.12	100%	0.12	FY 27
5	Prestige Tech Habitat	1.04	60%	0.63	FY 27
6	Prestige Signature Tower (JRC)	0.28	100%	0.28	FY 27
<b>Total</b>		<b>7.03</b>		<b>4.32</b>	

## ● Mumbai

1	Prestige 101 (1)	2.95	100%	2.95	FY 28
2	Prestige 101 (2)	1.82	50%	0.91	FY 28
<b>Total</b>		<b>4.77</b>		<b>3.86</b>	

## ● Kolar

1	Shipco	2.05	70%	1.44	FY 27
<b>Total</b>		<b>2.05</b>		<b>1.44</b>	

## ● Kochi

1	Prestige Cyber Green- Phase II	0.62	100%	0.62	FY 27
2	Prestige Vantage Point	0.45	60%	0.27	FY 27
<b>Total</b>		<b>1.07</b>		<b>0.89</b>	

## ● Chennai

1	WS Industries	1.64	64%	1.05	FY 27
<b>Total</b>		<b>1.64</b>		<b>1.05</b>	

# Commercial Capex and Balance to Spend

BALANCE TO SPEND  
(PG SHARE)

ONGOING COMMERCIAL

₹47,535<sub>mn</sub>

UPCOMING COMMERCIAL

₹65,175<sub>mn</sub>

TOTAL

₹1,12,710<sub>mn</sub>

PARTICULARS	Total COC	COC (PG)	Balance COC	Balance COC (PG)
Ongoing Commercial Capex	77,146	66,774	53,288	47,535
Upcoming Commercial Capex	71,797	70,567	66,386	65,175
<b>Total Capex (Ongoing &amp; Upcoming)</b>	<b>1,48,943</b>	<b>1,37,341</b>	<b>1,19,674</b>	<b>1,12,710</b>

Value in ₹ mn



# Retail

Shopping Malls 

Multiplexes 

High Street 

Luxury Retail 

Centre for Performing Arts 

# Retail Segment

## COMPLETED

- 13 PROJECTS
- 10 MN SFT

## ONGOING

- 1 PROJECT
- 1 MN SFT

## UPCOMING

- 6 PROJECTS
- 6 MN SFT

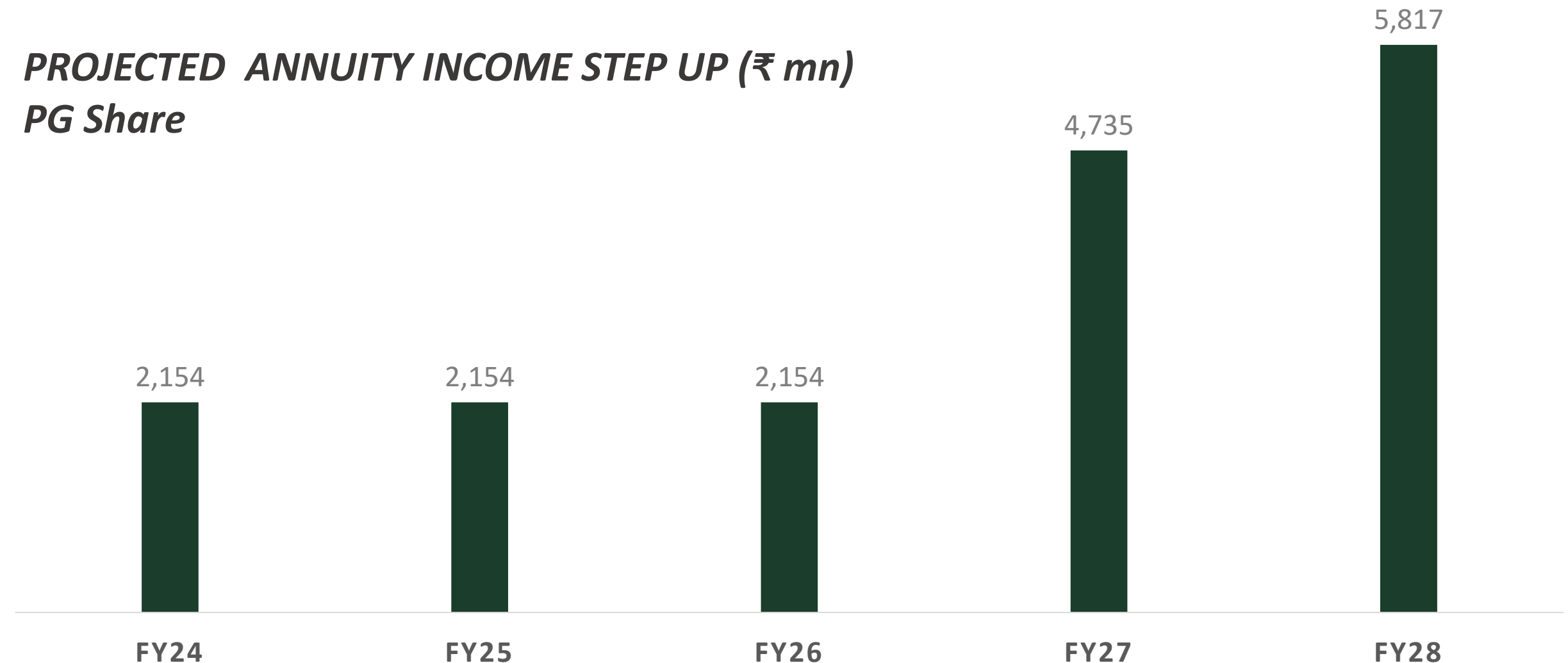
EXIT RENTALS

₹2,154<sub>mn</sub>

ANNUITY INCOME FY28

₹ 5,817<sub>mn</sub>

### PROJECTED ANNUITY INCOME STEP UP (₹ mn) PG Share



## Ongoing Retail

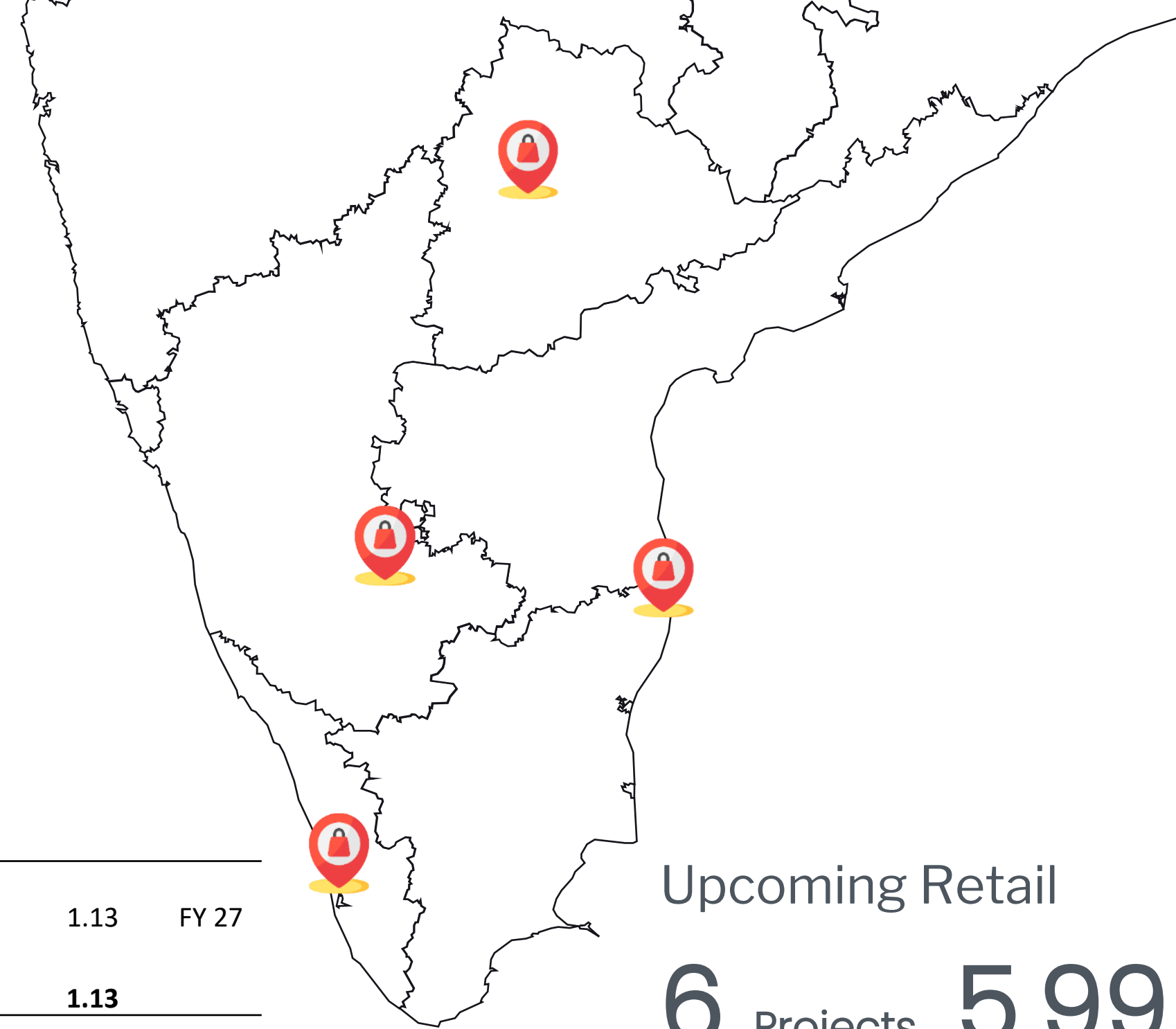
1 Project 1.13 mn sft

### Bengaluru

1	Forum 13o North	1.13	100%	1.13	FY 27
<b>Total</b>		<b>1.13</b>		<b>1.13</b>	

#### Table Header

Developable Area (Mn sft)	Economic Interest (%)	Prestige Share (Mn sft)	Completion (Yr)
---------------------------	-----------------------	-------------------------	-----------------



## Upcoming Retail

6 Projects 5.99 mn sft

### Bengaluru | Hyderabad | Chennai | Kochi

1	Forum One OMR	1.79	85%	1.52	FY 28
2	Forum Neighbourhood Mall	0.69	100%	0.69	FY 27
3	Forum TPC Bengaluru	1.27	60%	0.76	FY 27
4	Forum @ The Prestige City(Hyd)	1.29	30%	0.39	FY 28
5	Forum Park Grove	0.55	60%	0.33	FY 27
6	Forum Mall @ Prestige Falcon City Phase 2	0.41	60%	0.24	FY 27
<b>Total</b>		<b>5.99</b>		<b>3.92</b>	

# Retail Capex & Balance to Spend

BALANCE TO SPEND  
(PG SHARE)

ONGOING RETAIL

₹2,785<sub>mn</sub>

UPCOMING RETAIL

₹13,744<sub>mn</sub>

TOTAL

₹16,529<sub>mn</sub>

PARTICULARS	Total COC	COC (PG)	Balance COC	Balance COC (PG)
Ongoing Retail Capex	3,619	3,619	2,785	2,785
Upcoming Retail Capex	20,588	13,855	20,420	13,744
<b>Total Capex (Ongoing &amp; Upcoming)</b>	<b>24,207</b>	<b>17,474</b>	<b>23,205</b>	<b>16,529</b>

Value in ₹ mn



# Hospitality

Resorts



Business Hotels



Service Apartments



Convention Centers



# Hospitality Portfolio (2969 Keys)

## ▶ OPERATING

- 10 PROJECTS
- 1489 KEYS

## ▶ ONGOING

- 3 PROJECTS
- 955 KEYS

## ▶ UPCOMING

- 3 PROJECTS
- 525 KEYS



301 KEYS, BENGALURU



285 KEYS, BENGALURU



360 KEYS, BENGALURU



ST REGIS

189 KEYS, NEW DELHI



200 KEYS, MUMBAI (BKC)



178 KEYS, BENGALURU



102 KEYS | 32 KEYS,  
BENGALURU | KOCHI



128 KEYS, BENGALURU



590 KEYS, NEW DELHI



HOTELS  
WORLDWIDE

176 KEYS BENGALURU



ANGSANA  
Hotels & Resorts

79 KEYS, BENGALURU



125 KEYS, CHENNAI



JW MARRIOTT  
200 KEYS, SAKLESHPUR



# Hospitality Capex and Balance to Spend

BALANCE TO SPEND (PG SHARE)					
ONGOING HOSPITALITY					
UPCOMING HOSPITALITY					
TOTAL					
	PARTICULARS	Total COC	COC (PG)	Balance COC	Balance COC (PG)
₹8,159 <sub>mn</sub>	Ongoing Hospitality Capex	20,466	11,416	13,952	8,159
₹8,831 <sub>mn</sub>	Upcoming Hospitality Capex	10,615	8,846	10,586	8,831
₹16,990 <sub>mn</sub>	<b>Total Capex (Ongoing &amp; Upcoming)</b>	<b>31,081</b>	<b>20,262</b>	<b>24,538</b>	<b>16,990</b>

*Value in ₹ mn*

# Hospitality Revenue Potential (2969 Keys)

## ▶ OPERATING

- 10 PROJECTS
- 1489 KEYS

## ▶ ONGOING

- 3 PROJECTS
- 955 KEYS

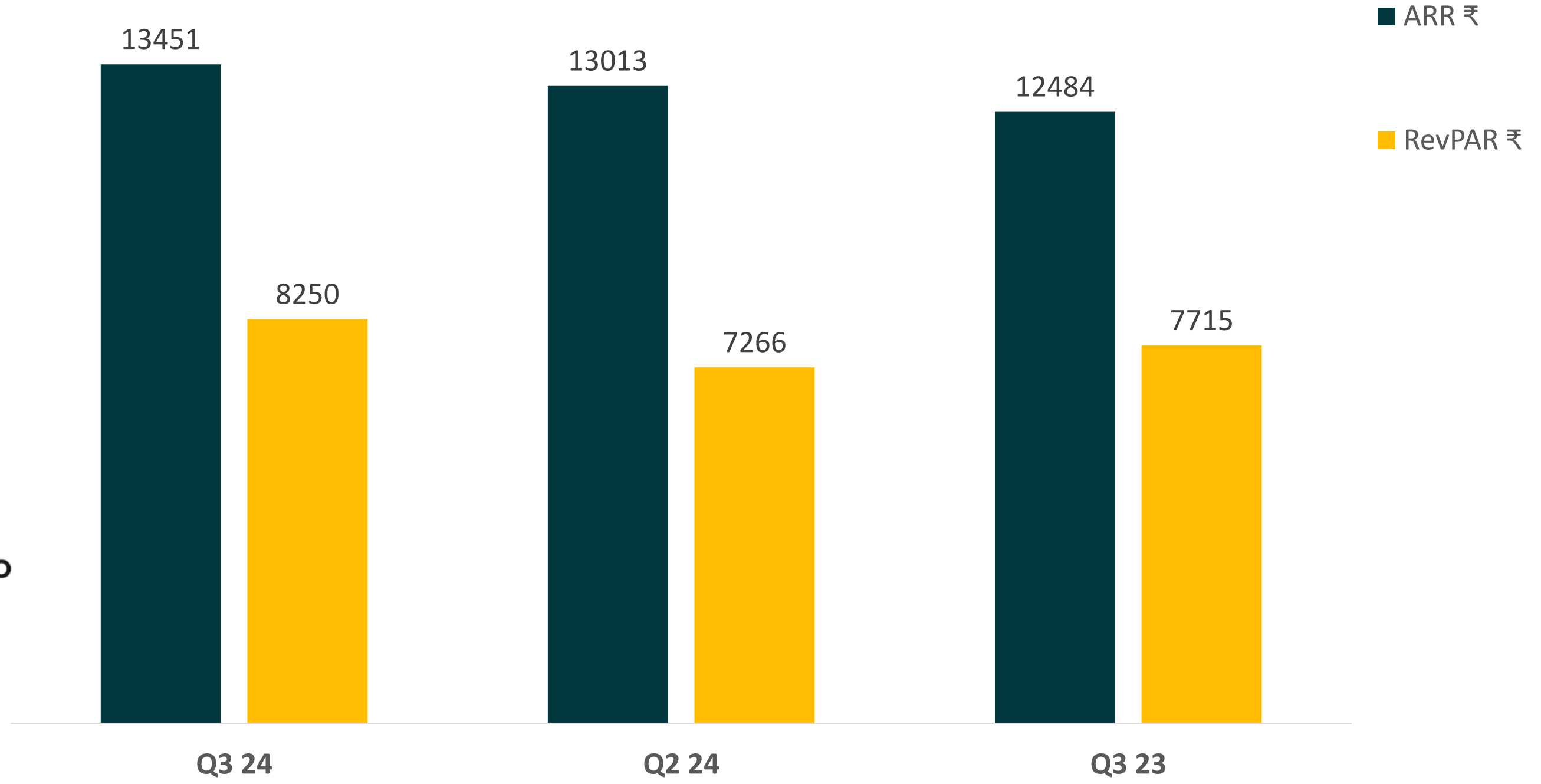
## ▶ UPCOMING

- 3 PROJECTS
- 525 KEYS

	OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Total Keys	1,489	955	525	2,969
Keys (PG Share)	1,439	566	406	2,410
Total Revenue p.a.	9,645	8,220	5,366	23,230
Revenue P.A (PG Share)	9,458	4,881	4,187	18,526

Value (in ₹ Mn)

# Operating Hotel Performance





# Property Management

Housekeeping  
Security  
Training  
Safety  
Landscaping  
Property Upkeep  
Community



180

Projects Under Maintenance  
115mn sft



98

Projects in Pipeline.  
155 mn sft



₹5,100 mn

9MFY24 Gross Revenue



₹10,000

Future Potential

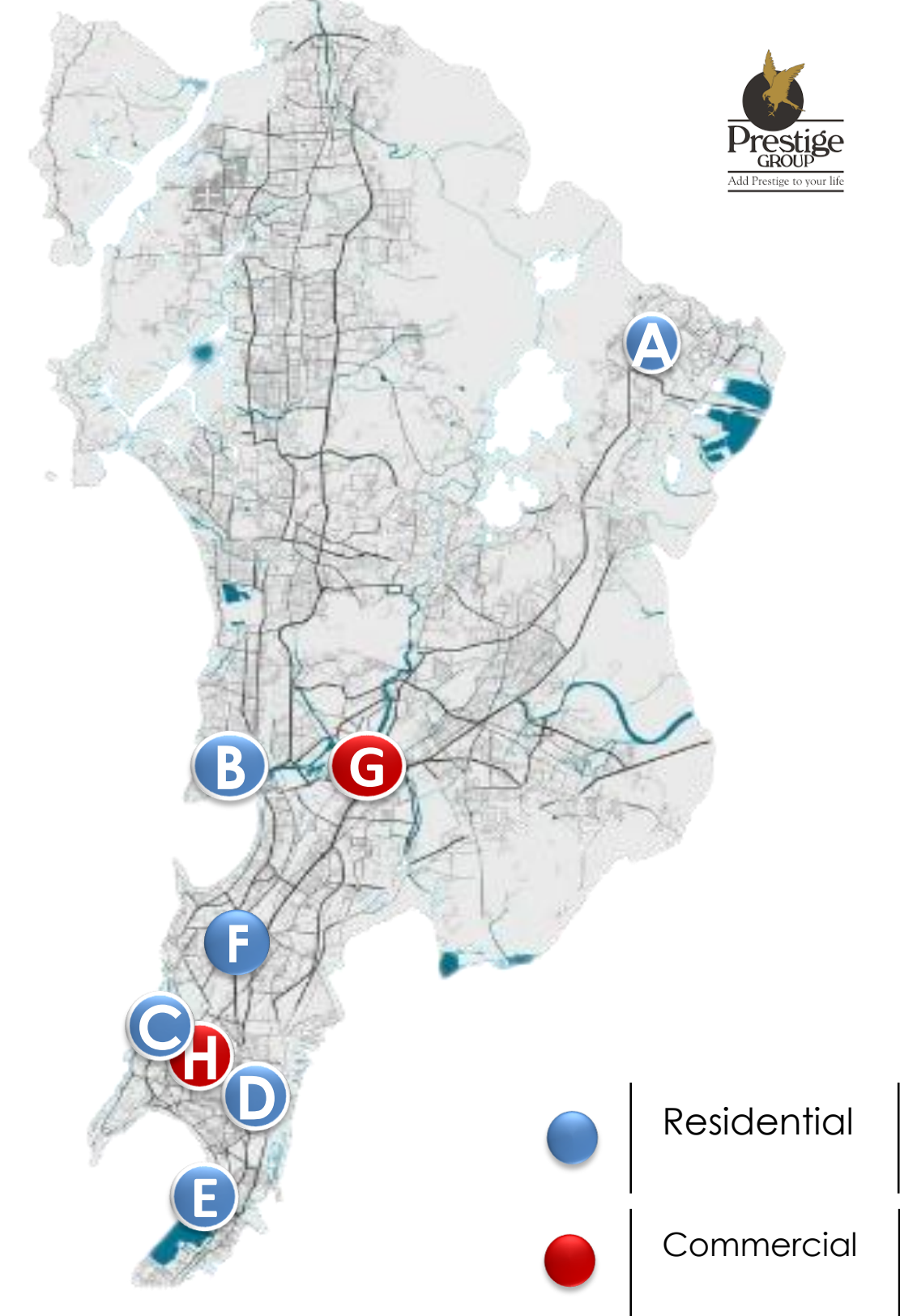
# Cashflows Q3 & 9M FY24

	Q3 FY24	9M FY 24
<b><u>OPERATIONAL ACTIVITIES</u></b>		
<b><u>Inflow</u></b>		
Residential Collection/ Commercial & Retail Rentals / Property Maintenance / Mall	35,752	96,686
<b><u>Outflow</u></b>		
Construction Cost- Development Business	12,733	36,412
LO Payments /Sales/ Marketing / Admin Overheads & Taxes	7,800	23,459
<b>Sub Total</b>	<b>20,533</b>	<b>59,871</b>
<b>Net Cashflow from Operations</b>	<b>15,219</b>	<b>36,815</b>
<b><u>INVESTMENTS</u></b>		
<b><u>Outflow</u></b>		
Construction Cost (Retail/Commercial/Hospitality)	5,926	17,249
Investment in Land/TDR/Refundable Deposit/buyback of stakes	6,806	28,385
<b>Total Investments</b>	<b>-12,732</b>	<b>-45,635</b>
<b><u>FINANCING ACTIVITY</u></b>		
Debt Drawn Net	3,373	22,999
Finance Cost	-2,768	-7,684
Others	2,548	-842
<b>Net Cash flow from Financing Activities</b>	<b>3,153</b>	<b>14,473</b>

Value in ₹ mn



- A** THE PRESTIGE CITY MULUND  
Mulund
- B** PRESTIGE DAFFODILS  
Pali Hill
- C** JIJAMATA NAGAR  
Worli
- D** PRESTIGE JASDAN CLASSIC  
Mahalaxmi
- E** PRESTIGE OCEAN TOWERS  
Marine Lines
- F** PRESTIGE NAUTILUS  
Worli
- G** PRESTIGE 101 BKC  
BKC
- H** THE PRESTIGE (LIBERTY TOWERS)  
Mahalaxmi



# Mumbai Portfolio

Prestige Mumbai Residential Portfolio



The Prestige City Mulund



Prestige Nautilus, Worli



Prestige Daffodils, Pali Hill



Prestige Jasdan Classic, Mahalakshmi



Prestige Ocean Towers, Marine Lines

# Residential – Mumbai

S.No.	Project	Carpet Area Mn sf	Expected Selling Price	Total Sale value In Mn	PG %	PEPL Share of Sales Value In Mn
<b>Ongoing Residential</b>						
1	Prestige Jasdan Classic	0.33	45,100	14,662	100%	14,662
2	The Prestige City Mulund Bellanza + Siesta	2.13	23,000	49,080	100%	49,080
3	Prestige Daffodils	0.12	105,500	12,715	64%	8,074
4	Prestige Ocean Towers	0.46	90,000	41,652	60%	24,991
<b>Upcoming Residential</b>						
5	The Prestige City Forest Hills Mulund	1.79	29,000	51,879	100%	51,879
6	Prestige Nautilus	0.79	95,000	74,835	37%	27,549
7	Jijamata Nagar	3.05	65,000	198,250	26%	50,554
	<b>Total</b>	<b>8.67</b>		<b>443,073</b>		<b>226,789</b>



All pictures are Artist's Impression

Prestige Mumbai Commercial Portfolio



Prestige BKC 101



The Prestige, Mahalaksmi

# Commercial – Mumbai

S.No.	Project	Total Leasable Area Mn sf	Expected Selling Price	Total Sale value In Mn	PG %	PEPL Share of Sales Value In Mn	Projected Rent/Sf	PEPL Projected Rental PA (in case of leasing) In Mn
<b>Ongoing Commercial</b>								
1	The Prestige (Liberty Towers)	3.00	45,882	137,646	90%	123,881	325	10,514
<b>Upcoming Commercial</b>								
2	Prestige 101 (1)	2.13	45,882	97,676	100%	97,676	325	8,303
3	Prestige 101 (2)	1.40	45,882	64,277	50%	32,138	325	2,732
	<b>Sub Total</b>	<b>3.53</b>		<b>161,952</b>		<b>129,814</b>		<b>11,034</b>
	<b>Total</b>	<b>6.53</b>		<b>299,598</b>		<b>253,695</b>		<b>21,548</b>

8.5% Cap Rate applied on ₹325 psf rental

# Land Bank

S.No.	Entity Name	Location	Land Area (Acres)	Economic Interest	Prestige Share (Acres)
1	Prestige Bidadi Holdings Pvt Ltd	Bidadi, Bengaluru	183	100%	183
2	Prestige Estates Projects Ltd	Perumbakam, Chennai	20	66%	13
3	The QS Company	Padil Mangaluru	21	100%	21
4	Prestige Warehousing And Cold Storage Services Pvt Ltd	Dobaspet, Bengaluru	50	100%	50
5	Prestige Sterling Infra Projects Pvt Ltd	ORR Bengaluru	35	90%	32
6	Northland Holdings (Earlier land in PEPL)	Sonnenahalli, Bengaluru	35	100%	35
7	Prestige Acres Pvt Ltd	Goa	224	51%	114
8	Prestige Whitefield Developers	Whitefield, Bengaluru	20	47%	9
9	Prestige Acres Pvt Ltd	Kannamangala, Bengaluru	48	51%	24
10	Prestige Estates Projects Ltd	Huyilalu, Mysuru	4	100%	4
11	Prestige Estates Projects Ltd	Bannergatta Road, Bengaluru	104	80%	83
12	Prestige Projects Private Ltd	Rajendra Nagar, Hyderabad	24	60%	15
<b>Total</b>			<b>768</b>		<b>583</b>

# Board of Directors



*Irfan Razack*  
**Chairman and Managing Director**



*Dr. Rezwan Razack*  
**Joint Managing Director**



*Noaman Razack*  
**Whole-time Director**



*Uzma Irfan*  
**Director**



*Dr. Pangal Ranganath Nayak*  
**Independent Director**



*Jagdeesh K. Reddy*  
**Independent Director**



*S.N. Nagendra*  
**Independent Director**



*Neelam Chhiber*  
**Independent Director**



*Dr. Ravindra M Mehta*  
**Independent Director**

# Leadership Team



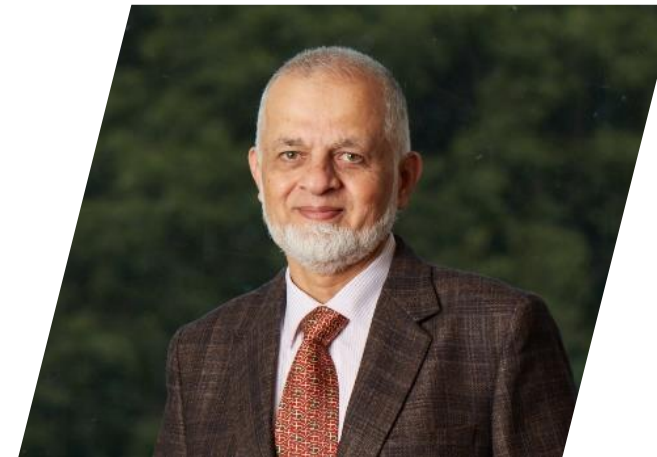
*Venkat K. Narayana*  
**CEO- Prestige Group**



*Nawabzada Omer Bin Jung*  
**Executive Director- Hospitality**



*Anjum Jung*  
**Executive Director-  
Interior Designs**



*Zackria Hashim*  
**Executive Director- Land Acquisition**



*Mohmed Zaid Sadiq*  
**Executive Director- Liaison and Hospitality**



*Faiz Rezwan*  
**Executive Director-  
Contracts and Projects**



*Zayd Noaman*  
**Executive Director- CMD's Office**



*Sana Rezwan*  
**Executive Director**



*Nayeem Noor*  
**Executive Director-  
Government Relations**



*T. Arvind Pai*  
**Executive Director- Legal**

# Leadership Team



*V. Gopal*  
**Executive Director- Projects and Planning**



*Swaroop Anish*  
**Executive Director- Business Development**



*Suresh Singaravelu*  
**Executive Director- Retail, Hospitality and Business Expansion**



*Jagdeep Singh Marwaha*  
**CEO- Prestige Office Ventures**



*Lt Col. Milan Khurana (Retd.)*  
**Executive Director- HR, IT and Admin**



*Tariq Ahmed*  
**CEO-West India & ED-Corporate Development**



*Muhammed Ali*  
**CEO- Retail**



*Manoj Krishna J.V*  
**Company Secretary and Compliance Officer**



*Amit Mor*  
**Chief Financial Officer**

# Connect with us



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# ANNEXURES



# EXIT RENTALS – COMMERCIAL

S.No.	Project Name	Total Leasable Area	Economic Interest (%)	Economic Interest (MnSf)	Rent P.A (Annualised) (Rs Mn)
1	Prestige Logistic Centre	0.39	100	0.39	89
2	Prestige Polygon	0.33	100	0.33	336
3	West Palm Developers Pvt Ltd	0.32	61	0.20	256
4	SKN Commercial	0.13	100	0.13	88
5	Prestige Estates Projects Limited	0.86	100	0.86	279
6	Prestige Cybertower	0.29	100	0.29	123
7	Prestige 'TMS Square	0.22	58	0.13	88
8	Prestige Central Street	0.13	46	0.06	88
9	Prestige Technopolis	0.10	100	0.10	92
10	Prestige Saleh Ahmed	0.07	44	0.03	49
11	Prestige Cube	0.03	100	0.03	39
12	Prestige Phoenix	0.05	50	0.02	15
13	Prestige Cosmopolitan	0.08	100	0.08	72
14	Prestige Metropolitan	0.31	45	0.14	130
15	Prestige D' Art	0.01	50	0.00	4
16	Prestige Tech Park IV	0.77	50	0.38	413
17	Prestige Summit	0.13	18	0.02	40
18	Prestige Cyber Green- Phase I	0.55	100	0.55	291
19	Prestige Sky Tech	2.30	62	1.43	859
<b>Total</b>		<b>7.07</b>		<b>5.19</b>	<b>3,350</b>

# EXIT RENTALS – RETAIL

<b>S.No.</b>	<b>Project Name</b>	<b>Total Leasable Area</b>	<b>Economic Interest (%)</b>	<b>Economic Interest (MnSf)</b>	<b>Rent P.A (Annualised) (Rs Mn)</b>
1	UB City Retail	0.10	45	0.05	148
2	Prestige Mysore Central	0.08	65	0.05	23
3	Forum Rex Walk	0.16	34	0.05	103
4	Falcon City Forum Mall	0.95	66	0.62	974
5	Forum Thomsun	0.65	50	0.33	412
6	REIT Assets	-	-	-	493
<b>Total</b>		<b>1.94</b>		<b>1.10</b>	<b>2,154</b>

# RESIDENTIAL PROJECTS FREE CASHFLOWS

## Ongoing + Completed Projects

Particulars	Area in Mn Sft	Value in ₹ Mn
Total Developable Area	99.10	
Car Park Area	26.81	
Total Saleable Area	72.29	
PG area share	63.04	
Estimated Value		5,67,008
Sold	49.75	4,05,294
Collections		2,17,418
Balance to collect		1,87,876
Stock	13.29	1,61,713
Recovery from Landowner		-
Refundable Deposit		3,423
Projected Inflow-A		3,53,013
Cost of Development		3,79,718
Cost Incurred		1,68,191
Balance to Spend-B		2,11,527
<b>Free Cash flow (A-B)</b>		<b>1,41,486</b>

## Upcoming Projects

Particulars	Area in Mn Sft	Value in ₹ Mn
Total Developable Area	54.38	
Car Park Area	14.77	
Total Saleable Area	39.61	
PG area share	32.04	
Estimated Value-A		4,21,312
Cost of Development		2,77,429
Cost Incurred (Incl RD)		30,748
Balance to spend-B		2,46,681
Refundable Deposit -C		5,158
<b>Free Cash flow (A-B+C)</b>		<b>1,79,849</b>