

# Prestige Estates Projects Ltd

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Q 1 F Y 2 4  
I n v e s t o r P r e s e n t a t i o n

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





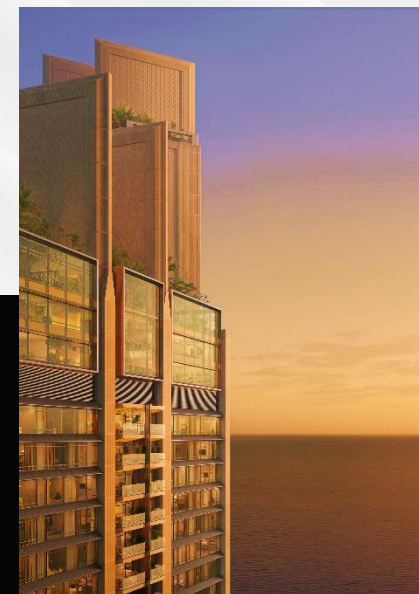
## Key Highlights

- About Us
- Scale of Operations
- Key Highlights
- Operational Highlights
- Financial Highlights
- Debt Profile



## Segment Analysis

- Residential
- Commercial
- Retail
- Hospitality
- Property Management



## Mumbai Projects

- Residential
- Commercial



## Management

- Board Of Directors
- Leadership Team

# Agenda

Q1 FY24



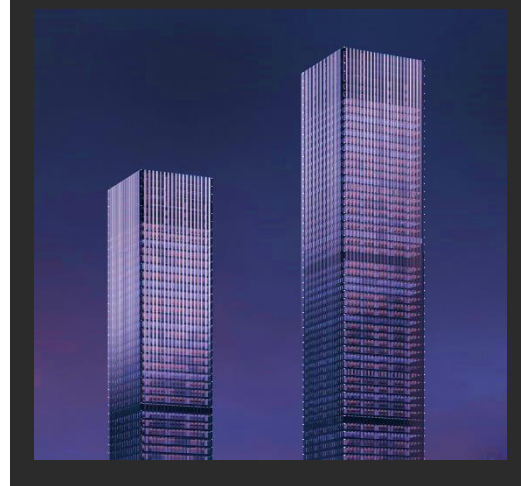
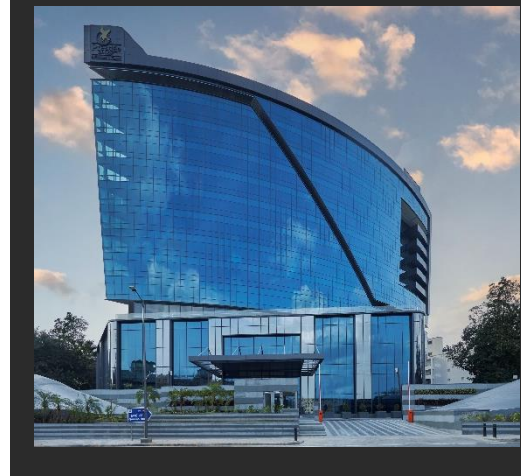
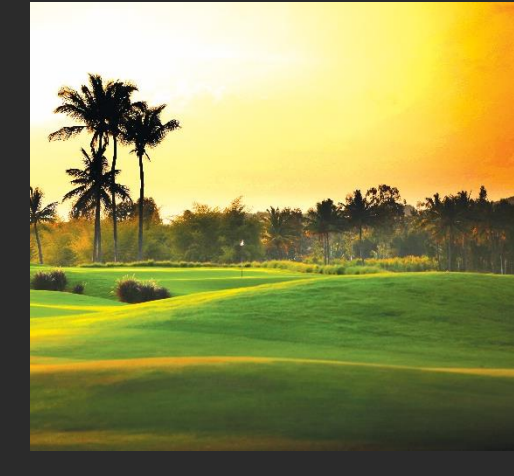
# About Us

**1** 37 Years of Legacy

**2** 13 Cities

**3** CRISIL DA1+ Developer Grading

**4** ICRA A+ Stable Rating



# Scale of Operations

## Prestige Group

### ✓ COMPLETED

TOTAL: 285 Projects, 170 mn sft

● Residential	143 Projects
	117 mn sft
● Commercial	120 Projects
	40 mn sft
● Retail	12 Projects
	9 mn sft
● Hospitality	10 Projects
	4 mn sft

### 🔄 ONGOING

TOTAL: 54 Projects, 75 mn sft

● Residential	35 Projects
	46 mn sft
● Commercial	12 Projects
	24 mn sft
● Retail	2 Projects
	2 mn sft
● Hospitality	5 Projects
	3 mn sft

### 🕒 UPCOMING

TOTAL: 48 Projects, 99 mn sft

● Residential	29 Projects
	76 mn sft
● Commercial	11 Projects
	15 mn sft
● Retail	5 Projects
	6 mn sft
● Hospitality	3 Projects
	1 mn sft



## Q1 FY24 Highlights

- ◆ Sales of ₹3,915 Cr (+30% yoy)
- ◆ Collections of ₹2,741 Cr (+28% yoy)
- ◆ Growth in Avg. Realization to ₹10,244 psf (+20% yoy)
- ◆ 2,276 units sold over 3.83 Mn sft sold @25 units / day
- ◆ Q1 Launch Prestige Lavender Fields generated sales of ₹2,031 Cr
- ◆ Mumbai contributed ~ ₹600 Cr sales

# Operational Highlights



## Sales

**39,147 ₹Mn**

+30% YOY

PG Share: 35,579 ₹Mn  
(29% YOY)

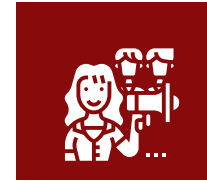


## Collections

**27,408 ₹Mn**

+28% YOY

PG Share: 24,843 ₹Mn  
(29% YOY)



## Area Sold

**3.83 Mn sft**

PG Share: 3.41Mn sft  
(2% YOY)



## Units Sold

**2,276**

25 Units / Day

Launches: 3.11 Mn Sft (- 68% YOY)

RESI 3.11 MN SFT

CAPEX 0 MN SFT



Completions: 5.90 Mn sft (+658% YOY)

RESI 5.77 MN SFT

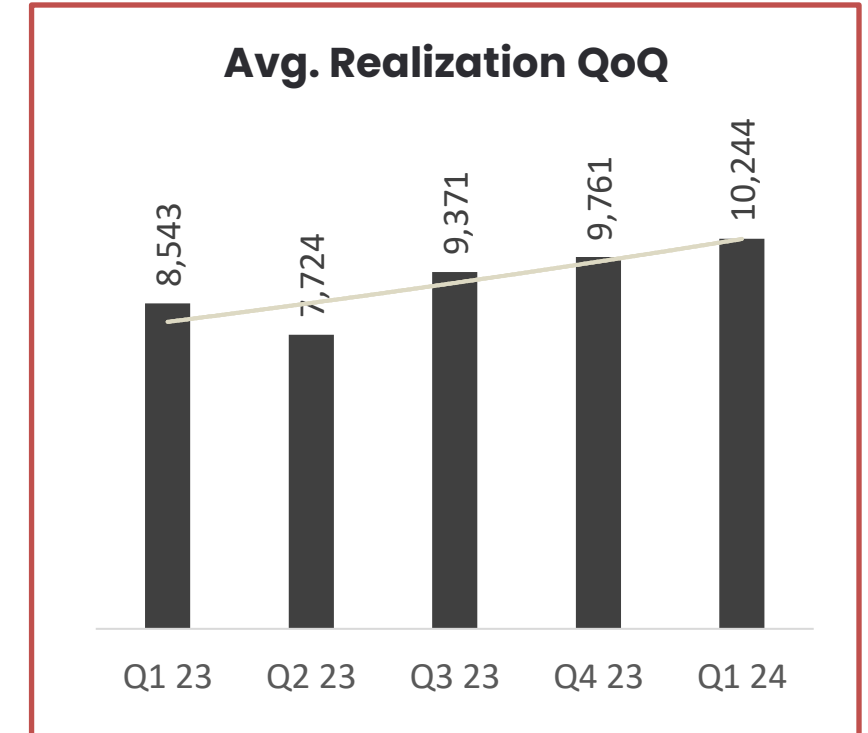
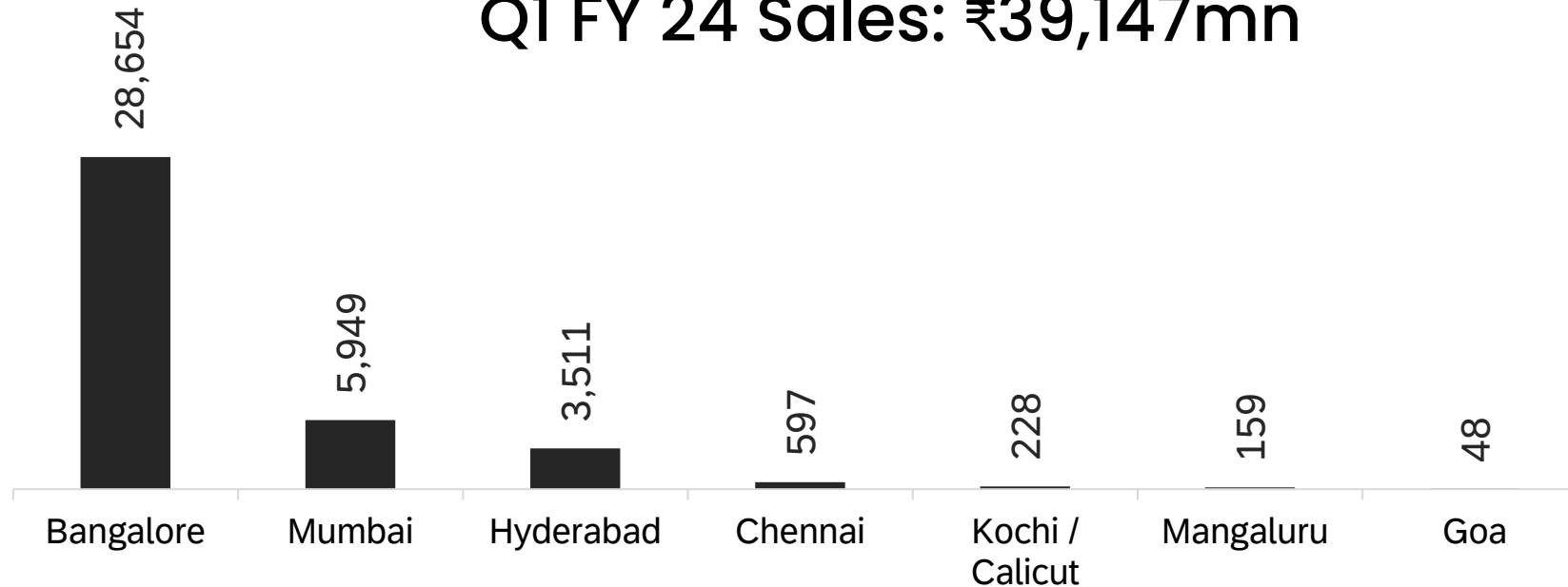
CAPEX 0.13 MN SFT



# Operational Highlights

## Sales – Geography Wise

Q1 FY 24 Sales: ₹39,147mn



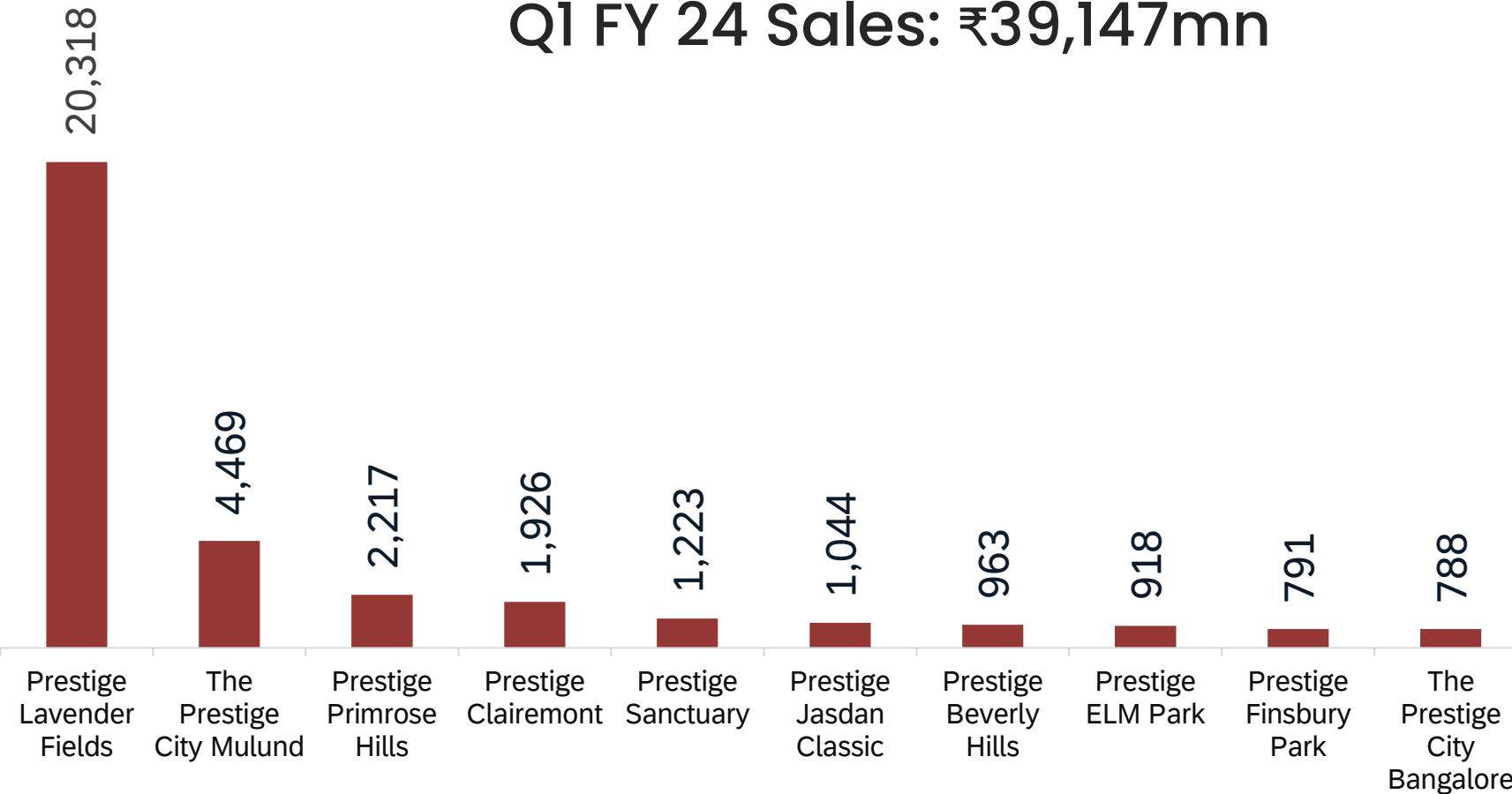
### Avg. Realization Q1FY24

- 10,244 psf  
Apartments, Residential, Commercial
- 5,007 psf  
Plots



# Top 10 Sales – Project wise

Q1 FY 24 Sales: ₹39,147mn



## Major Projects % Contribution

Prestige Lavender Fields  
Bangalore Contribution

Q1 FY24 : 52%

TPC Mumbai Contribution

Q1 FY24 : 11%



# Completions & Launches



Completed Q1 FY24

**5.90 Mn sft**

- Residential: 5.77
- Capex: 0.13



Launches Q1 FY24

**3.11 Mn sft**

- Residential: 3.11
- Capex: NIL

#	Project Completed	Location	Segment	Developable Area (Mn sft)
1	Great Acres @ TPC	Bengaluru	Residential	3.49
2	Prestige Marigold	Bengaluru	Residential	1.17
3	Prestige Elysian	Bengaluru	Residential	1.11
4	Prestige Mulberry Shades	Bengaluru	Hospitality	0.13
			Total	5.90

#	Project Launched	Location	Segment	Developable Area (Mn sft)
1	Prestige Lavender Fields	Bengaluru	Residential	3.11

# Financial Highlights



Revenue

**19,663 ₹Mn**

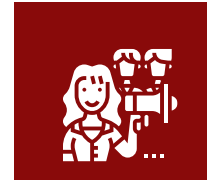
-2.26% YOY



EBITDA

**8,121 ₹Mn**

51.79% YOY



PAT

**3,178 ₹ Mn**

26.56% YOY



EBITDA %

**41.30%**

PAT %

**16.16%**

# Segment Wise Results & Capital Employed

(in Million)

Q1 FY 2023-24	Office	Retail	Hospitality	Services	Residential	Others (Note 1)	Total
Revenue	667	495	1,756	2,203	10,600	1,088	16,809
EBITDA (excluding other income)	546	221	638	271	2,503	1,088	5,267
EBITDA %	82%	45%	36%	12%	24%	100%	31%
Depreciation	188	163	407	32	91	774	1,655
EBIT (excluding other income)	358	58	231	239	2,412	314	3,612
EBIT %	54%	12%	13%	11%	23%	29%	21%
Interest Expenses (net of interest income)	4	135	198	-	1,284	380	2,001
Other Income	(15)	-	(2)	(20)	(8)	(2,428)	(2,473)
PBT before JV Share of loss / (profit)	369	(77)	35	259	1,136	2,362	4,084
PBT %	55%	-16%	2%	12%	11%	217%	24%
Joint Venture share of loss / (profit)	-	-	-	-	-	-	43
PBT after Joint Venture share of loss / (profit)	369	(77)	35	259	1,136	2,362	4,041
Exceptional Items	-	-	-	-	-	-	-
PBT after Exceptional Items	369	(77)	35	259	1,136	2,362	4,041
Tax	108	(19)	9	90	408	267	863
PAT	261	(58)	26	169	728	2,095	3,178

**Note 1 : OTHERS includes**

- Impact of IND AS 116 and
- Fair value gain recognised on Retail REITs.

# Segment Wise Results & Capital Employed

(in Million)

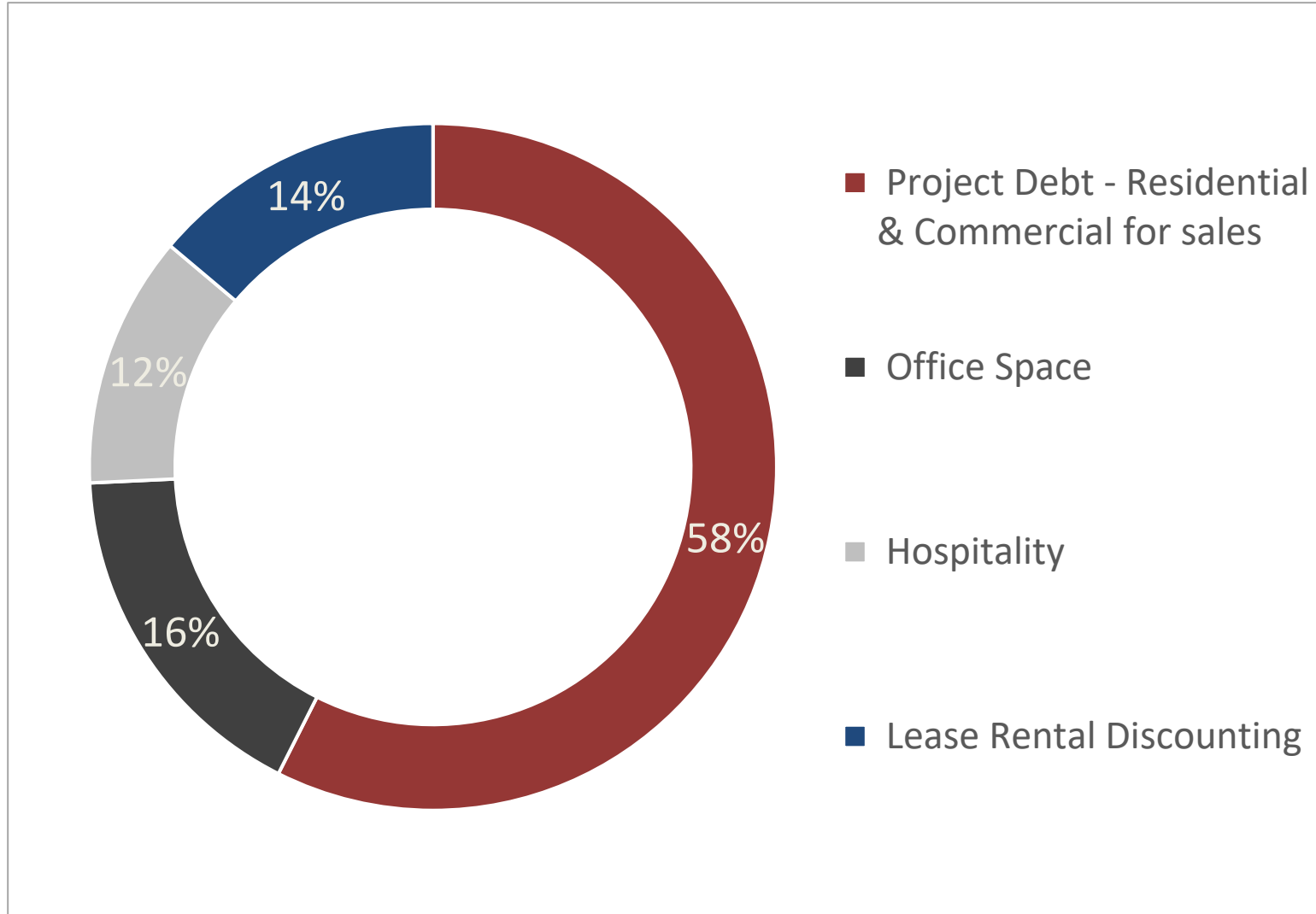
Q1 FY 2023-24		Office	Retail	Hospitality	Services	Residential	Total
<b>Capital Employed</b>							
Equity	A	46,826	15,857	21,847	863	17,025	102,418
Debt (including ongoing capex)	B	16,900	5,368	9,305	3	44,172	75,748
Debt taken for ongoing capex project	C	11,579	-	-	-	-	11,579
Debt (excluding ongoing capex)	D=B-C	5,321	5,368	9,305	3	44,172	64,169
<b>Capital Employed</b>	<b>E=A+B</b>	<b>63,726</b>	<b>21,225</b>	<b>31,152</b>	<b>866</b>	<b>61,197</b>	<b>178,166</b>
Capital employed on Ongoing capex projects and investments	F	55,030	9,632	6,394	-	-	71,055
<b>Capital Employed (excluding ongoing capex projects)</b>	<b>G=E-F</b>	<b>8,696</b>	<b>11,593</b>	<b>24,758</b>	<b>866</b>	<b>61,197</b>	<b>107,111</b>
Debt (excluding ongoing capex)	D	5,321	5,368	9,305	3	44,172	64,169
Equity	H=G-D	3,376	6,225	15,453	863	17,025	42,942
ROCE (ANNUALISED)		25.12%	7.62%	10.31%	125.17%	16.36%	19.67%
ROE (ANNUALISED)		66.05%	5.53%	11.44%	134.88%	28.83%	53.46%

1. ROCE - EBIDTA/ CAPITAL EMPLOYED (G)

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



# Debt Profile Q1 FY24



**0.61**

DEBT EQUITY RATIO



**₹64,804 mn**

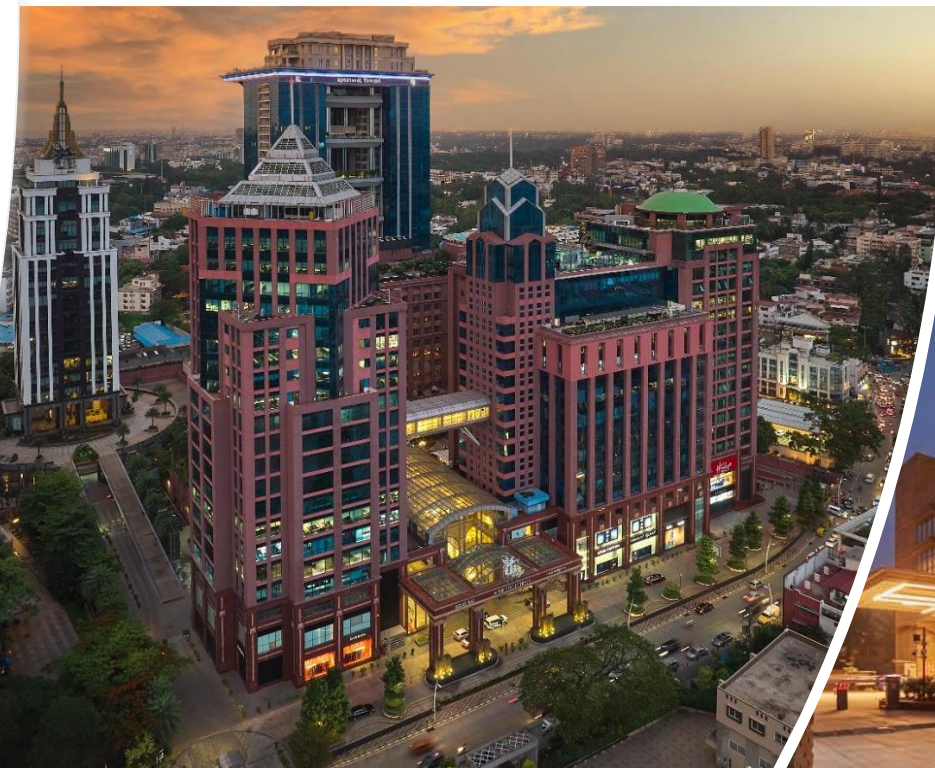
NET DEBT



**10.24%**

AVERAGE BORROWING COST

# Segment Analysis



# Residential Segment

## COMPLETED

- 143 PROJECTS
- 117 MN SFT

## ONGOING

- 35 PROJECTS
- 46 MN SFT

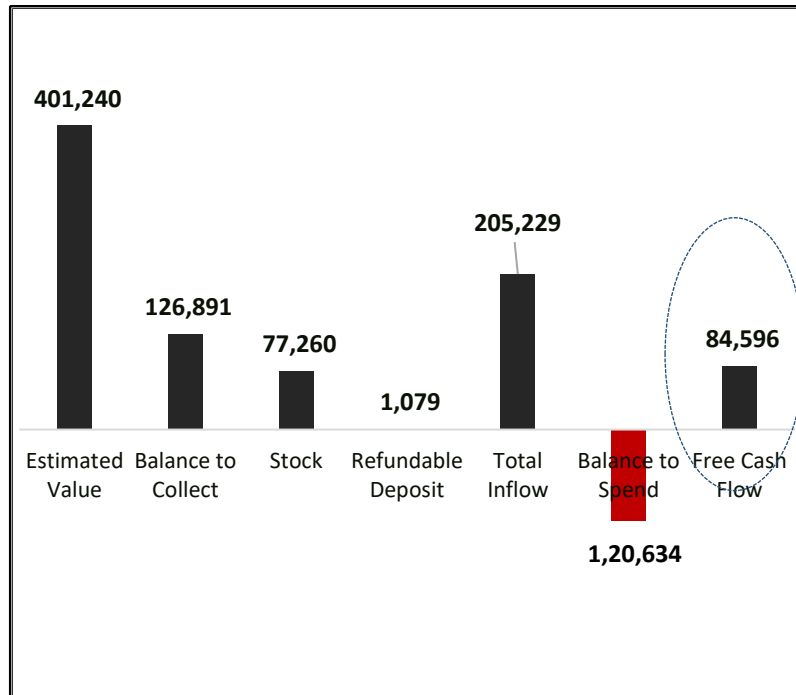
## UPCOMING

- 29 PROJECTS
- 76 MN SFT

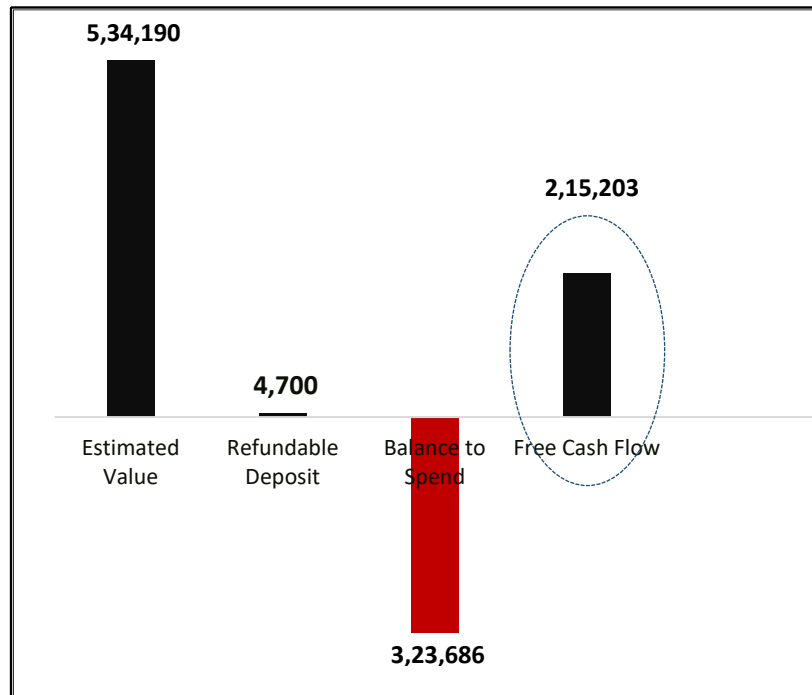
## STOCK BREAKUP

Category	Area	Value(Mn)
Ongoing-Premium & Luxury Projects	0.771	23,255
Ongoing-Mid Income Projects	4.256	47,641
Ongoing Commercial Projects	0.283	2,825
Completed Projects	0.463	3,538
<b>Total</b>	<b>5.773</b>	<b>77,260</b>

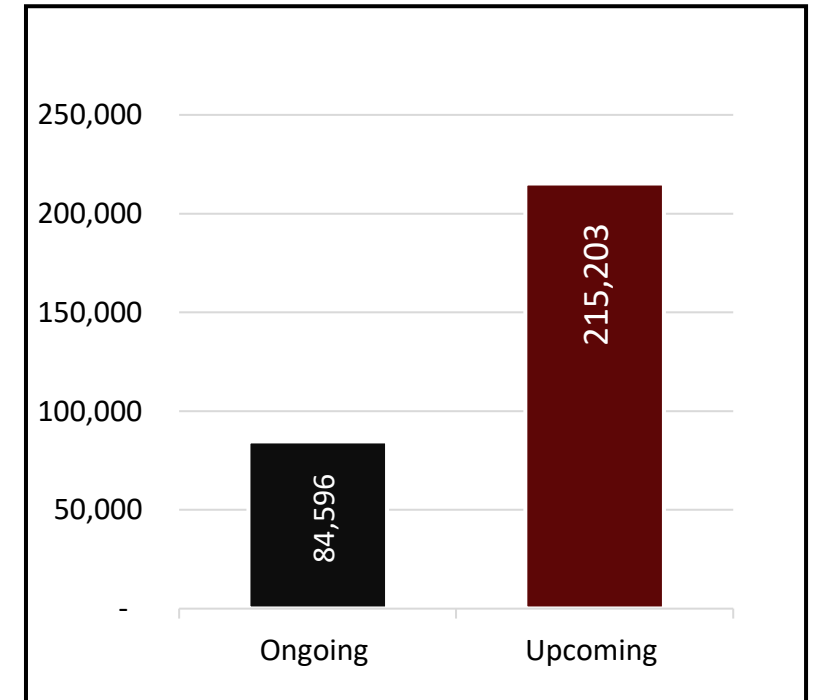
CASH FLOW (₹ mn) : ONGOING + COMPLETED PROJECTS



CASH FLOW (₹ mn) : UPCOMING PROJECTS



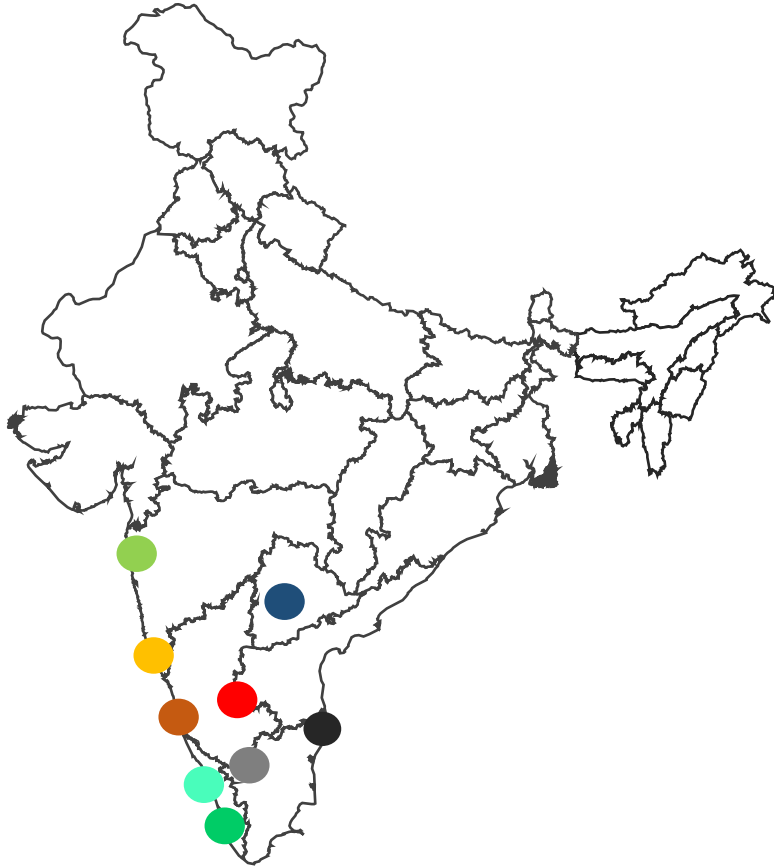
FREE CASH FLOWS (₹ mn) : 2,99,799





# Ongoing Residential

35 Projects 46 mn sft



## ● Bangalore

1	Prestige White Meadows T3	0.50	100%	0.50	FY 24
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 24
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	Prestige Green Gables	0.71	62%	0.44	FY 26
14	Prestige Sanctuary	0.43	100%	0.43	FY 26
15	Aston Park @ TPC	1.35	60%	0.81	FY 27
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
<b>Total</b>		<b>26.83</b>		<b>17.49</b>	

## ● Mumbai

1	Bellanza Ph II @ TPC Mulund	1.69	100%	1.69	FY 28
2	Bellanza PH I @ TPC Mulund	1.70	100%	1.70	FY 27
3	Prestige Daffodils	0.26	64%	0.16	FY 27
4	Prestige Jasdan Classic	0.78	100%	0.78	FY 27
5	Siesta @ TPC Mulund	1.37	100%	1.37	FY 25
<b>Total</b>		<b>5.80</b>		<b>5.70</b>	

## ● Goa

1	Prestige Ocean Crest	0.30	50%	0.15	FY 24
<b>Total</b>		<b>0.30</b>		<b>0.15</b>	

## ● Hyderabad

1	Prestige Clairemont	3.29	100%	3.29	FY 28
2	Prestige Beverly Hills	2.30	73%	1.68	FY 26
3	Prestige Tranquil	2.24	73%	1.64	FY 24
4	Prestige Orchards	1.11	19%	0.21	FY 24
<b>Total</b>		<b>8.94</b>		<b>6.82</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 Eden Garden	0.30	100%	0.30	FY 26
2	Prestige Cityscape	0.30	50%	0.15	FY 25
3	Prestige Panorama	0.29	50%	0.15	FY 25
<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 24
<b>Total</b>		<b>0.11</b>		<b>0.05</b>	

Table Header

Developable Area (Mn sft)

Economic Interest (%)

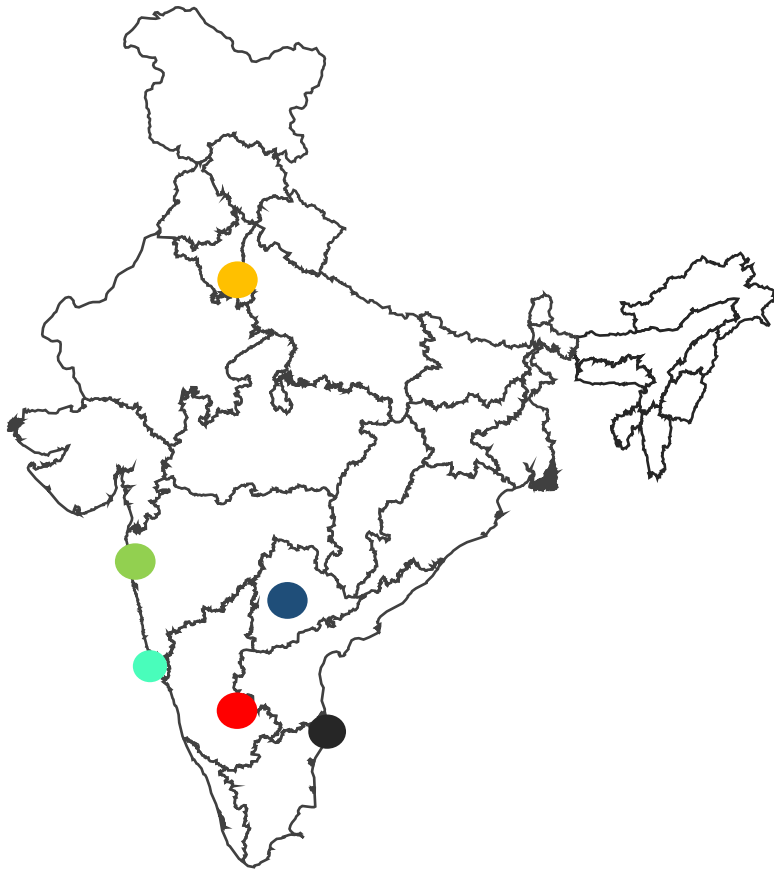
Prestige Share (Mn sft)

Completion (Yr)



# Upcoming Residential

29 Projects 76 mn sft



## ● Bengaluru

1	Prestige Glenbrook	0.66	100%	0.66	FY 24
2	Prestige Misty Waters- Phase III	0.20	32%	0.06	FY 24
3	Prestige Countydale	0.21	100%	0.21	FY 24
4	Prestige Serenity Shores	1.57	80%	1.25	FY 24
5	Prestige Park Grove - Apartments	9.28	50%	4.64	FY 24
6	Prestige Park Grove-Villas	0.34	50%	0.17	FY 24
7	Prestige Southern Star	7.77	48%	3.73	FY 24
8	Prestige Park Ridge	2.43	69%	1.67	FY 24
9	Prestige Raintree Park	4.60	100%	4.60	FY 24
10	Prestige Pine Forest	1.15	60%	0.69	FY 24
11	Prestige Falcon City Ph II	3.45	60%	2.07	FY 24
12	Prestige Somerville	0.87	64%	0.56	FY 25
13	Prestige Greenmoor	0.65	26%	0.17	FY 25
14	Prestige Camden	0.37	66%	0.24	FY 25
15	Prestige Marigold Ph II	1.47	51%	0.75	FY 24
16	Prestige King's County	1.50	41%	0.62	FY 24
17	Prestige Sunset Park	0.79	26%	0.21	FY 24
<b>Total</b>		<b>37.31</b>		<b>22.30</b>	

## ● Mumbai

1	Jijamata Nagar	4.98	26%	1.27	FY 25
2	Prestige Ocean Towers	1.35	60%	0.81	FY 24
3	Prestige Nautilus	2.65	40%	1.05	FY 24
4	Prestige Forest Hills Mulund	4.69	100%	4.69	FY 25
<b>Total</b>		<b>13.67</b>		<b>7.83</b>	

## ● Noida

1	Prestige Bougainvillea Gardens	3.10	72%	2.23	FY 24
<b>Total</b>		<b>3.10</b>		<b>2.23</b>	

## ● Hyderabad

1	Prestige Rock Cliff	0.68	55%	0.37	FY 24
2	The Prestige City @ Hyd - Apt	12.61	30%	3.78	FY 24
3	The Prestige City @ Hyd - Villa	0.81	30%	0.24	FY 24
4	Prestige Vaishnai Rainbow Wate	1.11	37%	0.40	FY 24
<b>Total</b>		<b>15.20</b>		<b>4.80</b>	

## ● Chennai

1	Prestige Pallava Gardens	4.56	78%	3.56	FY 24
2	Prestige Palm Court	1.74	69%	1.20	FY 24
<b>Total</b>		<b>6.31</b>		<b>4.76</b>	

## ● Goa

1	Prestige Biosphere	0.90	78%	0.70	FY 25
<b>Total</b>		<b>0.90</b>		<b>0.70</b>	

### Table Header

Developable Area (Mn sft)	Economic Interest (%)	Prestige Share (Mn sft)	Launch (Yr)
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# Commercial Segment



## COMPLETED

- 120 PROJECTS
- 40 MN SFT



## ONGOING

- 12 PROJECTS
- 24 MN SFT



## UPCOMING

- 11 PROJECTS
- 15 MN SFT



## TENANTS

- 400+



## WORKFORCE

- 450,000

### EXIT RENTALS

₹2114 mn

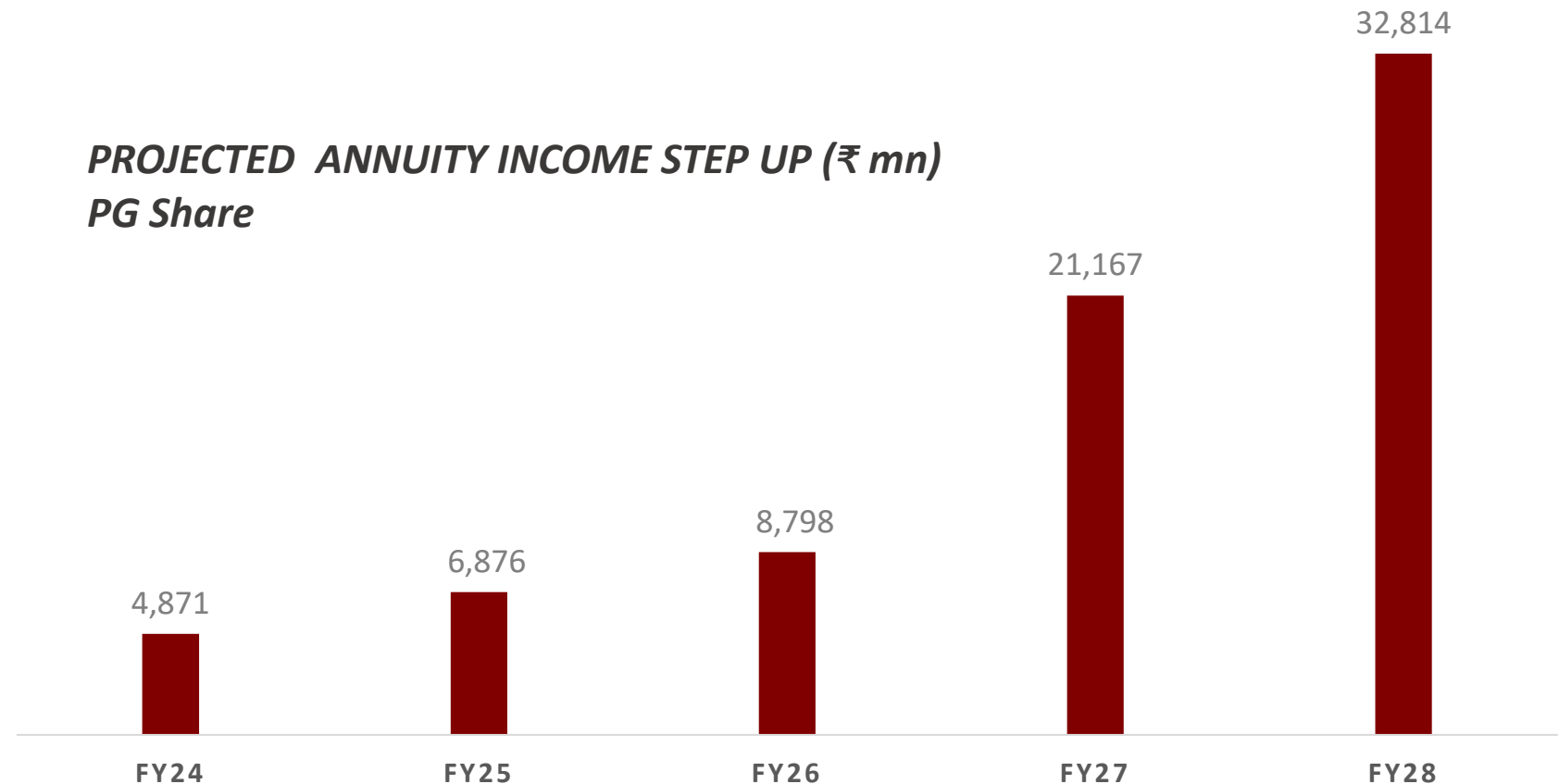
### INCREMENTAL RENTALS FY24

₹265 mn

### ANNUITY INCOME FY28

₹ 32,814 mn

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



# Commercial Capex and Balance to Spend

BALANCE TO SPEND (PG SHARE)	PARTICULARS	Total COC	COC (PG)	Balance	Balance COC
				COC	(PG)
ONGOING COMMERCIAL					
<b>₹59,429</b> mn	Ongoing Commercial Capex	86,671	76,742	65,793	59,429
UPCOMING COMMERCIAL					
<b>₹69,209</b> mn	Upcoming Commercial Capex	74,120	72,846	70,469	69,209
TOTAL	<b>Total Capex (Ongoing &amp; Upcoming)</b>	<b>1,60,791</b>	<b>1,49,588</b>	<b>1,36,261</b>	<b>1,28,638</b>

Value in ₹ mn

# Ongoing Commercial

12 Projects 24 mn sft

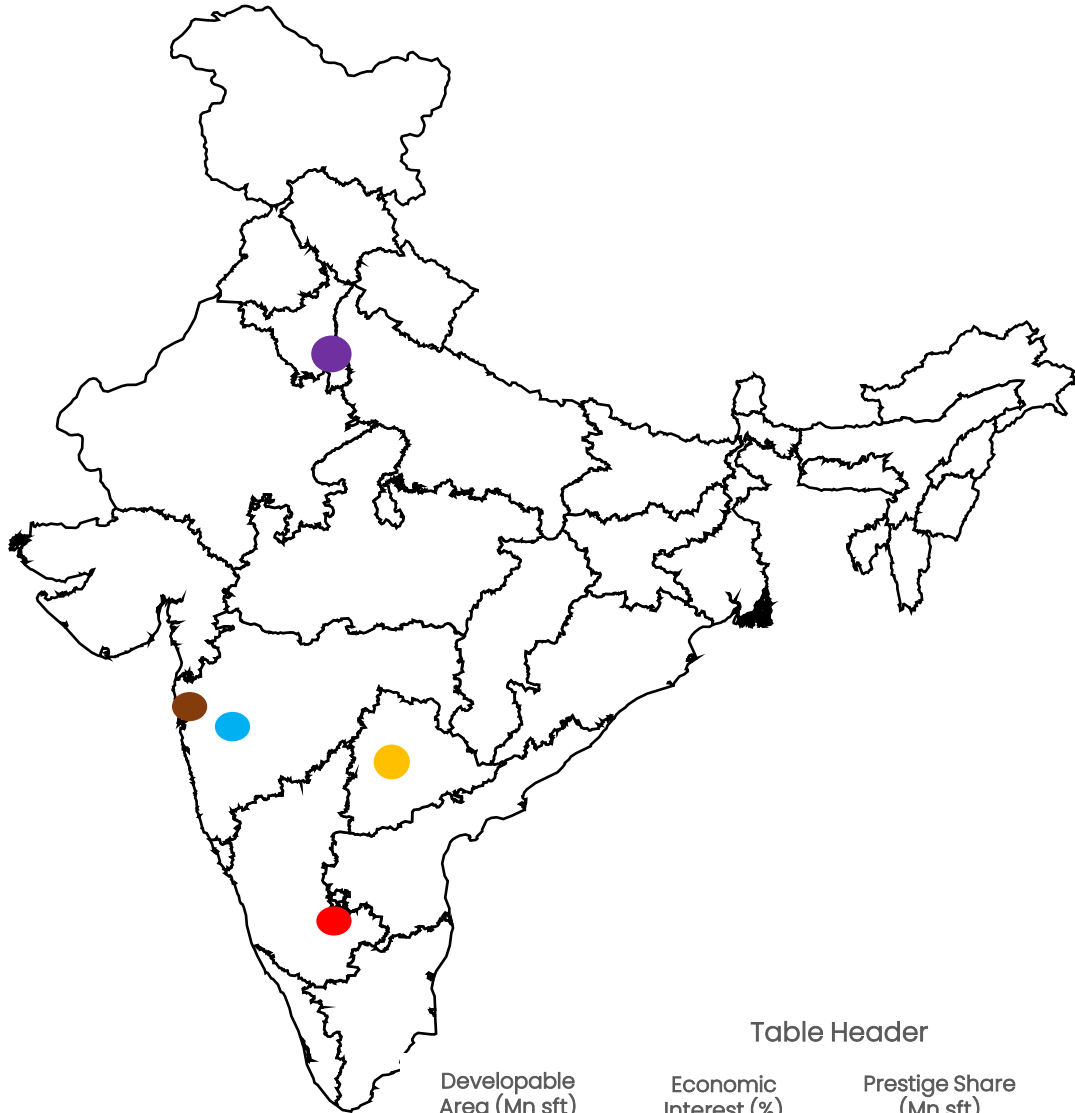


Table Header

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

## ● 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 26
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 24
<b>Total</b>		<b>1.17</b>		<b>0.96</b>	

## ● Mumbai

1	The Prestige (Liberty Towers)	4.33	90%	3.90	FY 27
<b>Total</b>		<b>4.33</b>		<b>3.90</b>	

## ● Hyderabad

1	Prestige Sky Tech	3.64	67%	2.44	FY 24
<b>Total</b>		<b>3.64</b>		<b>2.44</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>	



# Upcoming Commercial

**11** Projects **15**mn sft

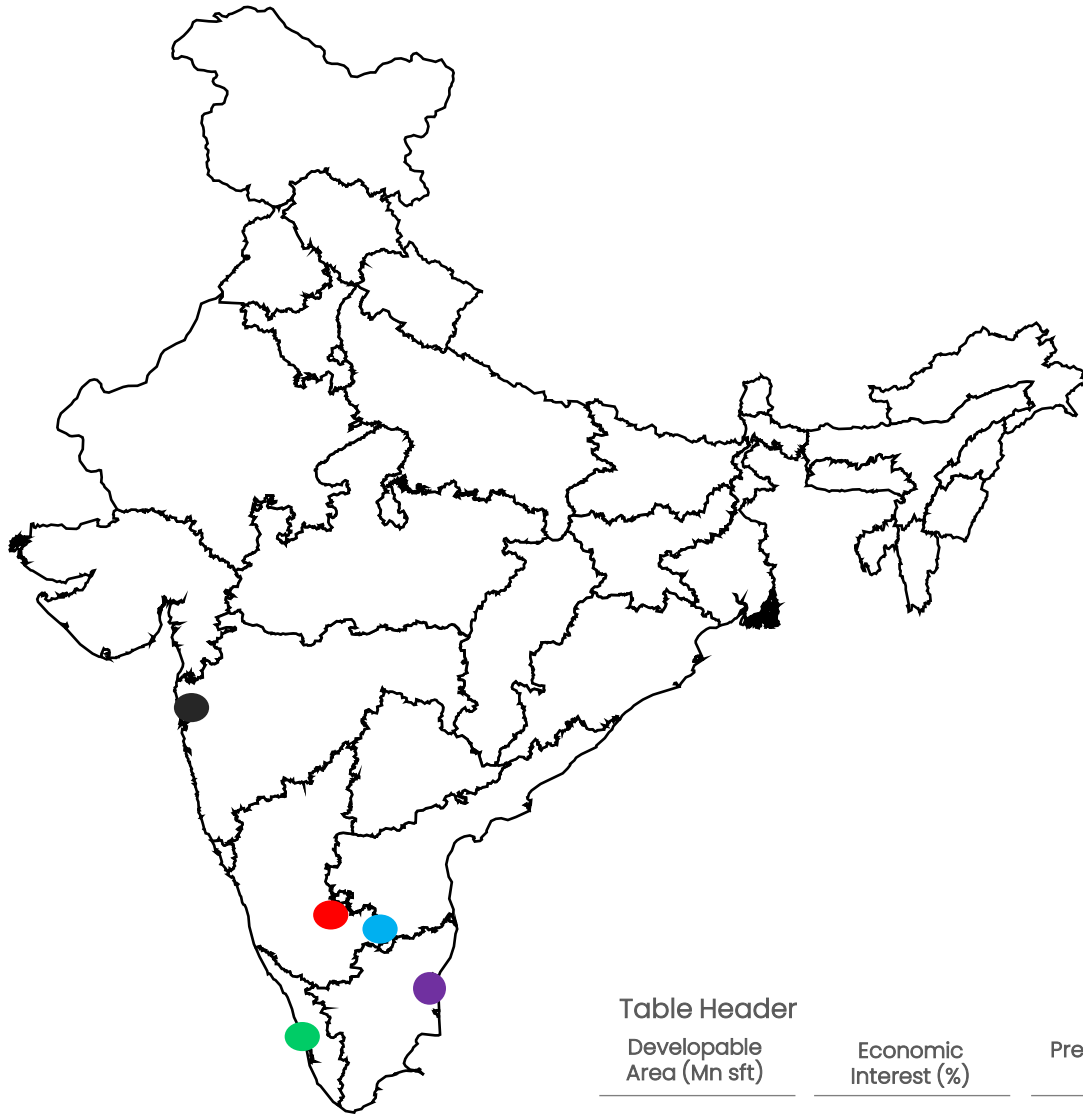


Table Header

Developable Area (Mn sft)

Economic Interest (%)

Prestige Share (Mn sft)

Completion (Yr)

## ● Bengaluru

1	Prestige Techzone	1.78	67%	1.19	FY 27
2	Prestige Tech park 5	0.13	100%	0.13	FY 27
3	Prestige Landmark	2.93	50%	1.46	FY 28
4	Prestige Capital Square	0.12	100%	0.12	FY 28
5	Prestige Tech Habitat	1.04	60%	0.63	FY 27
<b>Total</b>		<b>6.00</b>		<b>3.54</b>	

## ● Mumbai

1	Prestige 101 (1)	2.63	100%	2.63	FY 28
2	Prestige 101 (2)	2.32	50%	1.16	FY 28
<b>Total</b>		<b>4.95</b>		<b>3.79</b>	

## ● Kolar

1	Shipco	2.12	70%	1.49	FY 27
<b>Total</b>		<b>2.12</b>		<b>1.49</b>	

## ● Kochi

1	Prestige Cyber Green- Phase II	0.62	100%	0.62	FY 27
2	Prestige Vantage Point	0.26	60%	0.16	FY 27
<b>Total</b>		<b>0.88</b>		<b>0.78</b>	

## ● Chennai

1	WS Industries	1.29	64%	0.83	FY27
<b>Total</b>		<b>1.29</b>		<b>0.83</b>	

# Retail Segment

## COMPLETED

- 12 PROJECTS
- 9 MN SFT

## ONGOING

- 2 PROJECTS
- 2 MN SFT

## UPCOMING

- 5 PROJECTS
- 6 MN SFT

EXIT RENTALS

**₹1,742** mn

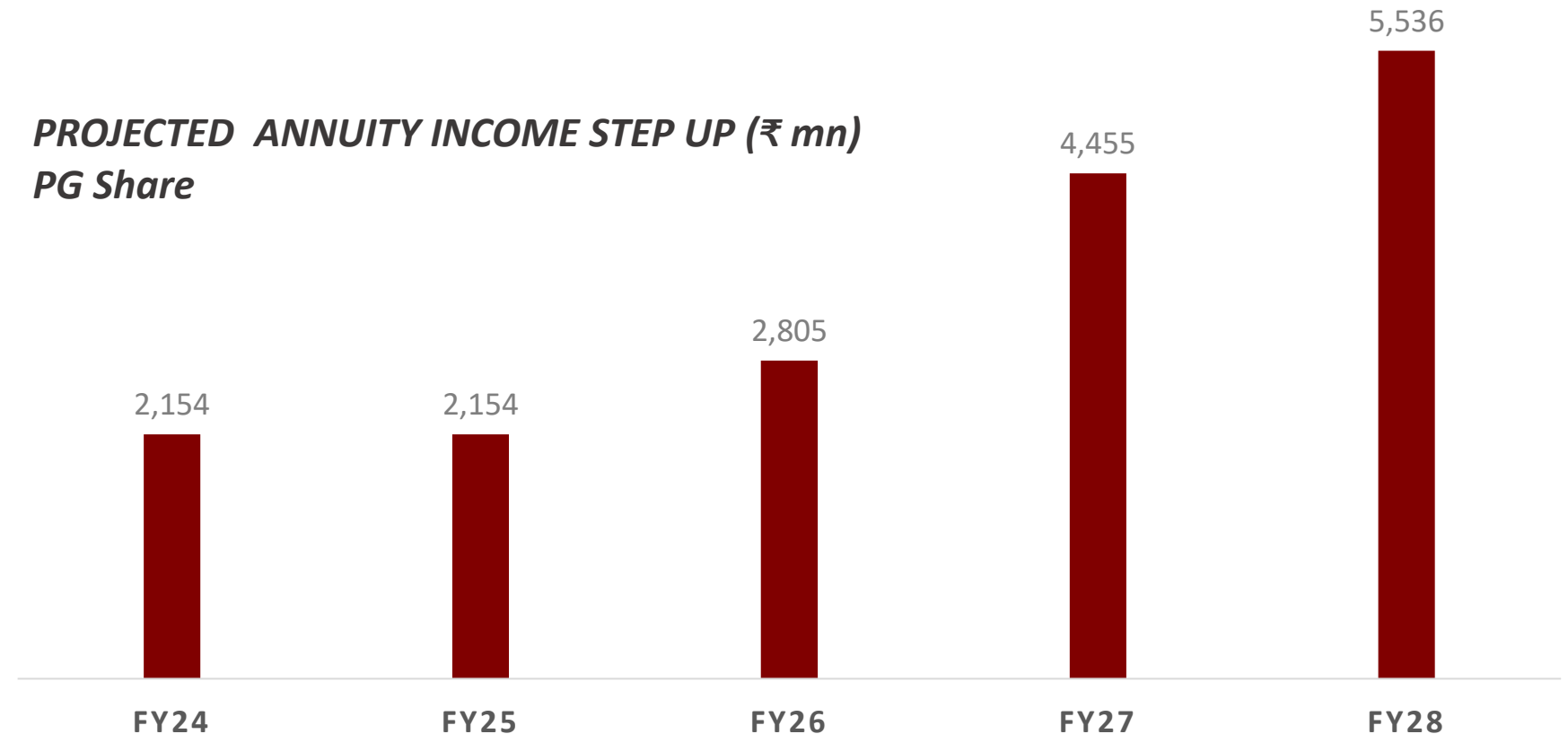
INCREMENTAL RENTALS FY24

**₹412** mn

ANNUITY INCOME FY28

**₹ 5,536** mn

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



# Retail Capex & Balance to Spend

**BALANCE TO SPEND  
(PG SHARE)**

**ONGOING RETAIL**

**₹3,757<sub>mn</sub>**

**UPCOMING RETAIL**

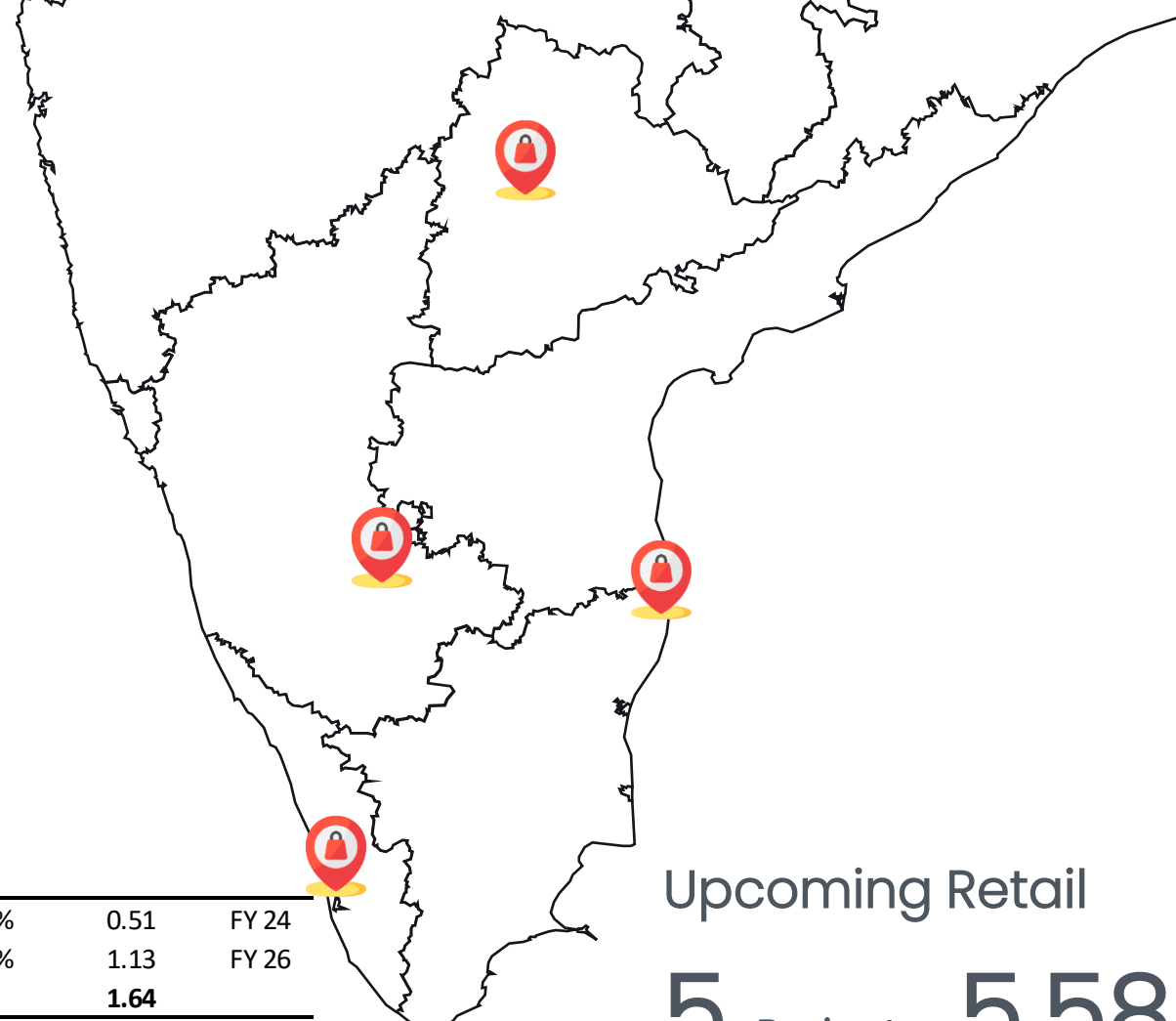
**₹12,630<sub>mn</sub>**

**TOTAL**

**₹16,387<sub>mn</sub>**

PARTICULARS	Total COC	COC (PG)	Balance COC	Balance COC (PG)
Ongoing Retail Capex	9,484	6,551	4,274	3,757
Upcoming Retail Capex	18,716	12,732	18,570	12,630
<b>Total Capex (Ongoing &amp; Upcoming)</b>	<b>28,200</b>	<b>19,283</b>	<b>22,843</b>	<b>16,387</b>

*Value in ₹ mn*



## Ongoing Retail

2 Projects 2.15 mn sft

Kochi | Bengaluru

1	Forum Thomsun	1.02	50%	0.51	FY 24
2	Forum 13o North	1.13	100%	1.13	FY 26
<b>Total</b>		<b>2.15</b>		<b>1.64</b>	

## Upcoming Retail

5 Projects 5.58 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 TPC Hyderabad	1.29	30%	0.39	FY 27
5	Forum Park Grove	0.55	60%	0.33	FY 27
<b>Total</b>		<b>5.58</b>		<b>3.68</b>	

Table Header

Developable  
Area (Mn sft)

Economic  
Interest (%)

Prestige Share  
(Mn sft)

Completion  
(Yr)



# Hospitality Portfolio (2996 Keys)

## ▶ OPERATING

- 8 PROJECTS
- 1325 KEYS

## ▶ ONGOING

- 5 PROJECTS
- 1115 KEYS

## ▶ UPCOMING

- 3 PROJECTS
- 556 KEYS



297 KEYS, BENGALURU



285 KEYS, BENGALURU



221 KEYS, NEW DELHI



558 KEYS, NEW DELHI



200 KEYS, MUMBAI (BKC)



360 KEYS, BENGALURU



79 KEYS, BENGALURU



128 KEYS,  
BENGALURU



32 KEYS,  
KOCHI



153 KEYS, CHENNAI



178 KEYS, BENGALURU



102 KEYS,  
BENGALURU



176 KEYS,  
BENGALURU



203 KEYS, BENGALURU

# Hospitality Revenue Potential (2996 Keys)

## ▶ OPERATING

- 8 PROJECTS
- 1325 KEYS

## ▶ ONGOING

- 5 PROJECTS
- 1115 KEYS

## ▶ UPCOMING

- 3 PROJECTS
- 556 KEYS

	OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Total Keys	1,325	1,115	556	2,996
Keys (PG Share)	1,291	710	431	2,432
Total Revenue p.a.	8,974	8,523	5,521	23,019
Revenue P.A ( PG Share)	8,709	5,313	4,307	18,329

Value (in ₹ Mn)

# Hospitality Capex and Balance to Spend

## BALANCE TO SPEND (PG SHARE)

### ONGOING HOSPITALITY

**₹9,005** mn

### UPCOMING HOSPITALITY

**₹7,236** mn

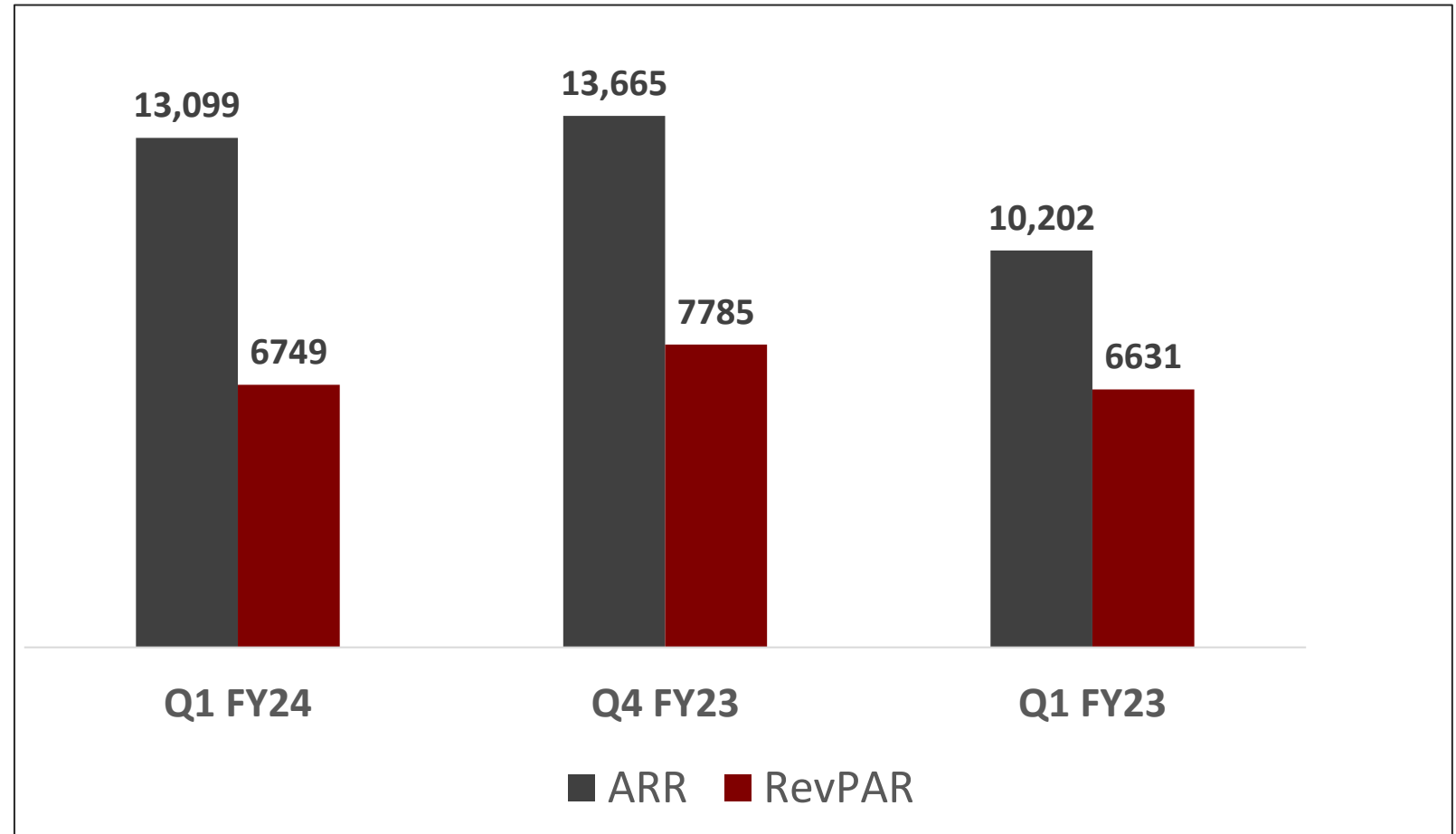
### TOTAL

**₹16,241** mn

PARTICULARS	Total COC	COC (PG)	Balance COC	Balance COC (PG)
Ongoing Hospitality Capex	21,909	12,640	14,923	9,005
Upcoming Hospitality Capex	9,042	7,245	9,023	7,236
<b>Total Capex (Ongoing &amp; Upcoming)</b>	<b>30,951</b>	<b>19,885</b>	<b>23,946</b>	<b>16,241</b>

*Value in ₹ mn*

# Operating Hotel Performance



# Cashflows Q1 FY24

(INR mn)

	Q1 FY24
<b><u>OPERATIONAL ACTIVITIES</u></b>	
<b><u>Inflow</u></b>	
Residential Collection/ Commercial & Retail Rentals / Property Maintenance / Mall	30,681
<b><u>Outflow</u></b>	
Construction Cost- Development Business	11,819
LO Payments /Sales/ Marketing / Admin Overheads & Taxes	8,309
<b>Sub Total</b>	<b>20,128</b>
<b>Net Cashflow from Operations</b>	<b>10,554</b>
<b><u>INVESTMENTS</u></b>	
<b><u>Outflow</u></b>	
Construction Cost (Retail/Commercial/Hospitality)	5,923
Investment in Land/TDR/Refundable Deposit/buyback of stakes	13,009
<b>Total Investments</b>	<b>-18,932</b>
<b><u>FINANCING ACTIVITY</u></b>	
Debt Drawn Net	2,962
Finance Cost	-2,269
Others	1,090
<b>Net Cash flow from Financing Activities</b>	<b>1,783</b>



▶ **185**  
Properties Maintained  
120 Mn sft

▶ **100**  
Projects in Pipeline  
157 Mn sft



▶ **INR 1,662 mn**  
Q1 FY24  
Gross Revenue

▶ **INR 10,000 mn**  
Future Potential



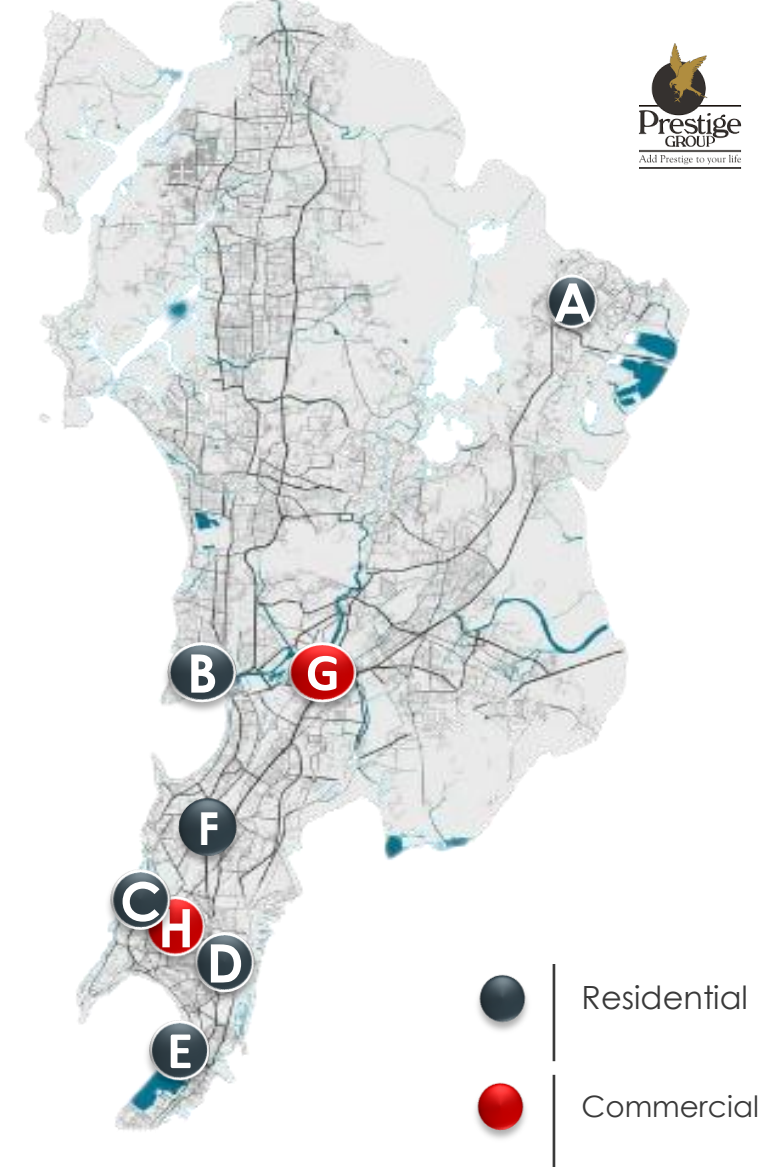
# PROPERTY MANAGEMENT





Artist's Impression

- 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

# 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	49,027	100	49,027
3	Prestige Daffodils	0.12	1,05,500	12,715	64	8,074
<b>Upcoming Residential</b>						
4	The Prestige City Forest Hills Mulund	2.01	26,000	52,153	100	52,153
5	Prestige Ocean Towers	0.46	75,000	34,544	60	20,726
6	Prestige Nautilus	0.76	75,000	57,212	40	22,771
7	Jijamata Nagar	3.05	65,000	1,98,250	26	50,554
<b>Total</b>		<b>8.86</b>		<b>4,18,563</b>		<b>2,17,967</b>

# Commercial – Mumbai

S.No.	Project	Total Leasable Area Mnsf	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	1,37,640	90	1,23,876	325	10,530
<b>Upcoming Commercial</b>								
2	Prestige IOI (1)	2.17	45,882	99,783	100	99,783	325	8,482
3	Prestige IOI (2)	1.37	45,882	62,946	50	31,473	325	2,675
<b>Total</b>		<b>6.55</b>		<b>3,00,369</b>		<b>2,55,132</b>		<b>21,686</b>

8.5% Cap rate applied on Rs. 325 psf rental

# Land Bank

S.No.	Entity Name	Location	Land Area (Acres)	Economic Interest are (Acres)	Prestige
1	Prestige Bidadi Holdings Pvt Ltd	Bidadi, Bengaluru	143	100%	143
2	Prestige Estates Projects Ltd	Perumbakam, Chennai	20	66%	13
3	The QS Company	Padil Mangaluru	17	100%	17
4	Prestige Warehousing And Cold Storage Services Pvt Ltd	Dobaspeta, Bengaluru	50	100%	50
5	Prestige Sterling Infra Projects Pvt Ltd	ORR Bengaluru	30	90%	27
6	Prestige Estates Projects Ltd	Sonenahalli, Bengaluru	41	100%	41
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 Nottinghill Investments	Kanakapura Road, Bengaluru	9	31%	3
12	Prestige Estates Projects Ltd	Bannergatta Road, Bengaluru	104	80%	83
<b>Total</b>			<b>710</b>		<b>529</b>



# PRESTIGE OCEAN TOWERS

Mumbai



## MANAGEMENT TEAM

- Board of Directors
- Leadership Team

*Artist's Impression*

# 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**



*Noor Ahmed Jaffer*  
**Independent Director**



*Neelam Chhiber*  
**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**



# PRESTIGE OCEAN PEARL

Calicut



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Website:  
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*Artist's Impression*

# Thank You



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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	85
2	Prestige Polygon	0.34	100	0.34	352
3	West Palm Developers Pvt Ltd	0.32	61	0.20	211
4	SKN Commercial	0.13	100	0.13	109
5	Presitge Estates Projects Ltd.	0.86	100	0.86	275
6	Prestige Cybertower	0.26	100	0.26	87
7	Prestige TMS Square	0.22	58	0.13	85
8	Prestige Central Street	0.13	46	0.06	64
9	Prestige Technopolis	0.10	100	0.10	74
10	Prestige Saleh Ahmed	0.06	50	0.03	43
11	Prestige Cube	0.03	100	0.03	35
12	Prestige Phoenix	0.05	50	0.02	16
13	Prestige Cosmopolitan	0.09	100	0.09	86
14	Prestige Metropolitan	0.31	45	0.14	152
15	Prestige D' Art	0.01	50	0.00	3
16	Prestige Tech Park IV	0.77	50	0.38	415
17	Prestige Summit	0.02	100	0.02	23
<b>Total</b>		<b>4.09</b>		<b>3.19</b>	<b>2,114</b>

## INCEMENTAL RENTALS FY24

1	Prestige Cyber Green- Phase I	0.55	100	0.55	265
<b>Total</b>		<b>0.55</b>		<b>0.55</b>	<b>265</b>



# EXIT RENTALS – RETAIL

S.No.	Project Name	Total Leasable Area	Economic Interest (%)	Economic Interest (MnSf)	Rent P.A (Annualised) (Rs Mn)
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	REIT Units				493
<b>Total</b>		<b>1.29</b>		<b>0.78</b>	<b>1,742</b>

## INCEMENTAL RENTALS FY24

1	Forum Thomsun	0.65	50	0.33	412
<b>Total</b>		<b>0.65</b>		<b>0.33</b>	<b>412</b>

# RESIDENTIAL PROJECTS FREE CASHFLOWS

## Ongoing + Completed Projects

Particulars	Area in Mn Sft	Value in ₹ Mn
Total Developable Area	76.65	
Car Park Area	21.61	
Total Saleable Area	55.04	
PG area share	47.74	
Estimated Value	-	4,01,240
Sold	41.97	3,23,980
Collections	-	1,97,090
Balance to collect	-	1,26,891
Stock	5.77	77,260
Recovery from Land Owner		-
Refundable Deposit		1,079
Projected Inflow-A		2,05,229
		-
Cost of Development		2,64,661
Cost Incurred		1,44,027
Balance to Spend-B		1,20,634
		-
<b>Free Cash flow (A-B)</b>		<b>84,596</b>

## Upcoming Projects

Particulars	Area in Mn Sft	Value in ₹ Mn
Total Developable Area	76.49	
Car Park Area	19.45	
Total Saleable Area	57.04	
PG area share	48.30	
Estimated Value-A		5,34,190
Cost of Development		3,69,067
Cost Incurred (Incl RD)		45,381
Balance to spend-B		3,23,686
Refundable Deposit -C		4,700
<b>Free Cash flow (A-B+C)</b>		<b>2,15,203</b>