

PRESTIGE ESTATES PROJECTS LTD

INVESTOR PRESENTATION - Q4 & FY23

Agenda Q4 & FY23

▶ 01 KEY HIGHLIGHTS

- Our Presence
- Scale of Operations
- Key Highlights
- Operational Highlights
- Financial Highlights
- Debt Profile

▶ 02 SEGMENT ANALYSIS

- Residential
- Commercial
- Retail
- Hospitality
- Property Management

▶ 03 MUMBAI PROJECTS

- Residential
- Commercial

▶ 04 MANAGEMENT

- Board of Directors
- Leadership Team

Our Presence

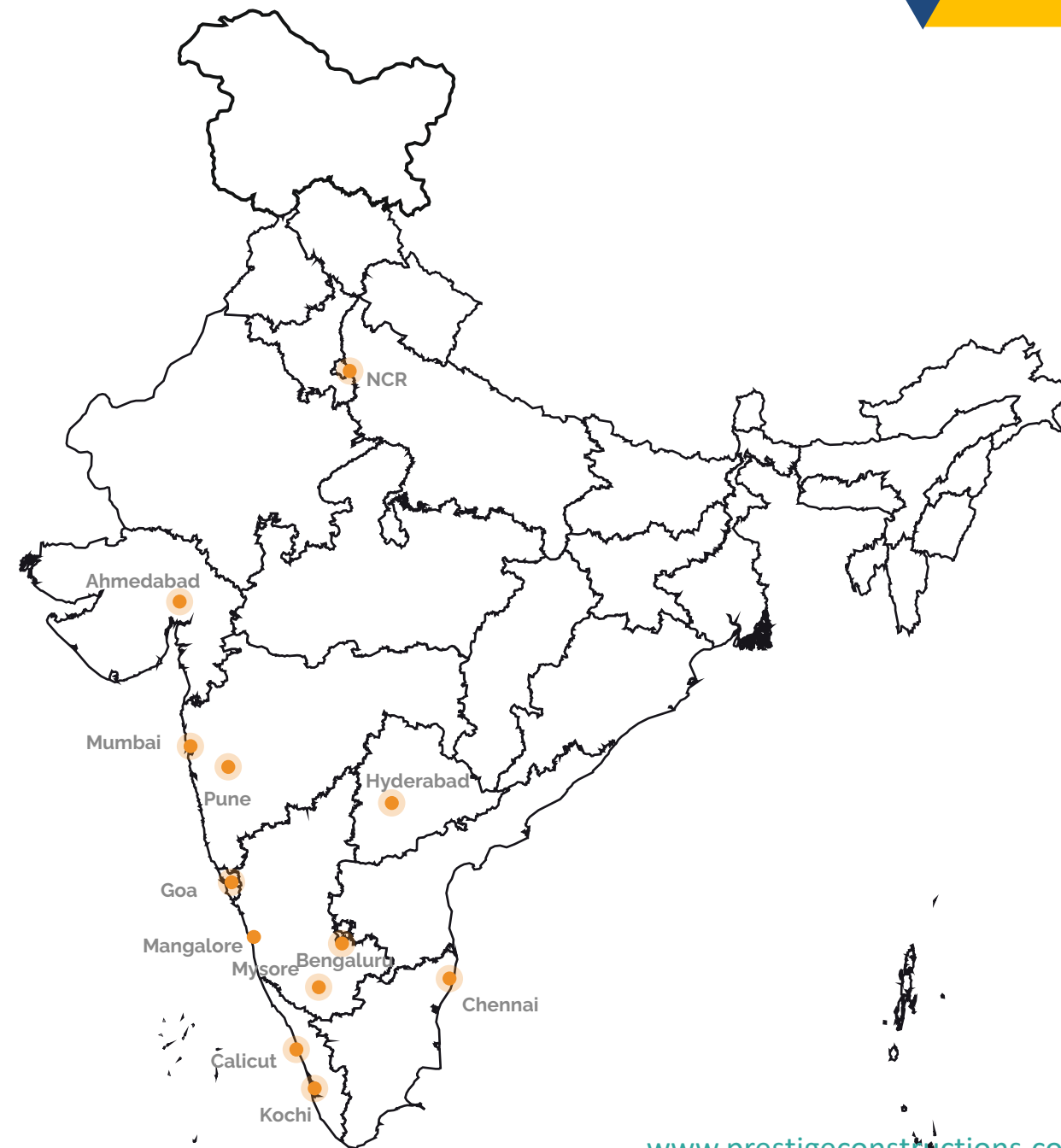


▶ **37** YEARS OF LEGACY

▶ **12+** CITIES

▶ **DA1+** CRISIL GRADING

▶ **ICRA A+** STABLE RATING



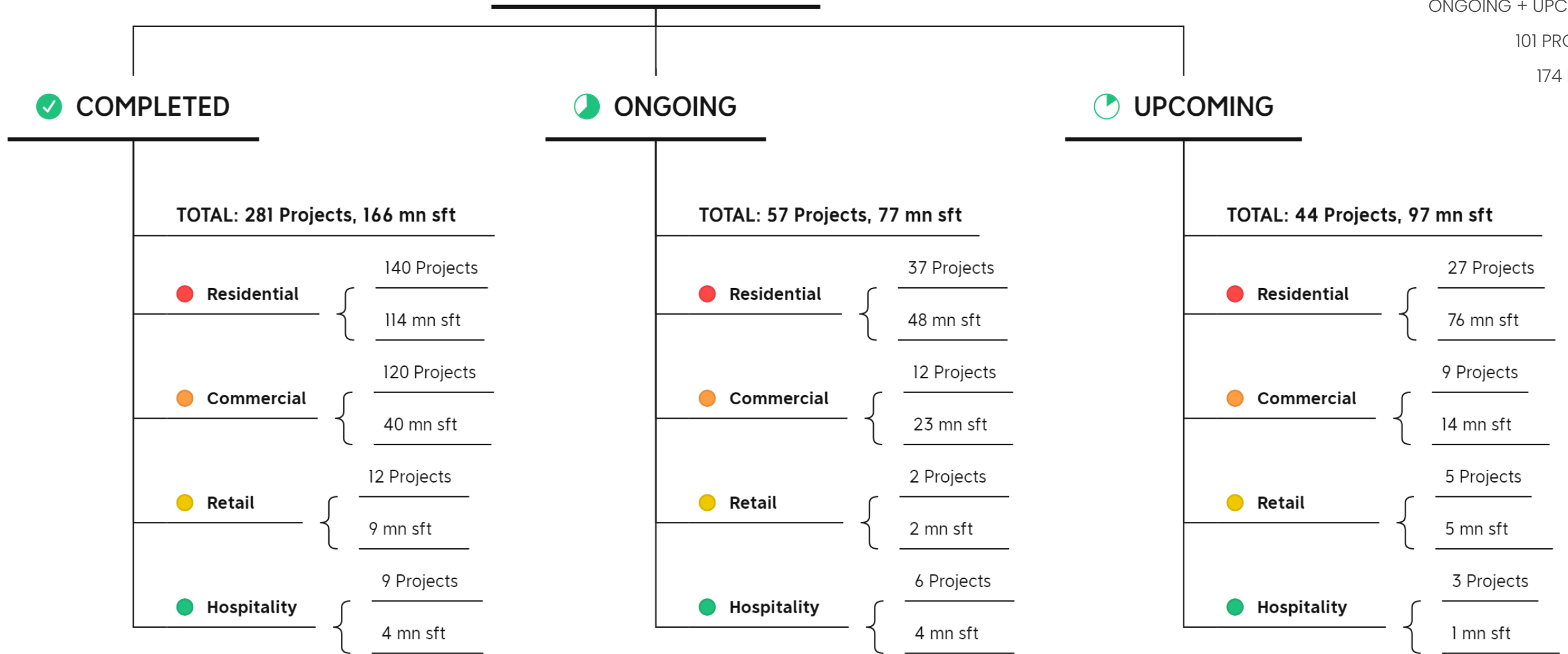
Scale of Operations



ONGOING + UPCOMING

101 PROJECTS

174 MN SFT



Key Highlights of the Year

- ▶ Highest ever Sales of **₹12,931 Cr** ↑ 25% yoy
- ▶ Highest ever Collections of **₹9,805 Cr** ↑ 31% yoy & Quarterly Collections of **₹2,763 Cr** ↑ 12% yoy
- ▶ Growth in Avg. Realization to **₹8812 psf** ↑ 17% yoy
- ▶ Mumbai registered **₹2700+ Cr** of sales in first year
- ▶ Relaunch of Forum brand; Opened Forum Falcon City Mall

Operational Update

Q4 FY23



Sales

38,888 ₹Mn

+19% YOY

PG Share: 36,990 ₹Mn
(19% YOY)



Collections

27,633 ₹Mn

+12% YOY

PG Share: 24,501 ₹Mn
(14% YOY)



Area Sold

4.00 Mn sft

PG Share: 3.74 Mn sft
(-19% YOY)



Units Sold

2438

27 Units / Day

Launches: 5.27 Mn Sft (+5% YOY)

RESI 5.27 MN SFT

CAPEX 0 MN SFT



Completions: 1.28 Mn sft (-74% YOY)


RESI 1.10 MN SFT

CAPEX 0.19 MN SFT



Operational Update

FY23




Sales

129,309 ₹Mn

+25% YOY

PG Share: 118,375 ₹Mn
(34% YOY)



Collections

98,055 ₹Mn

+31% YOY

PG Share: 87,252 ₹Mn
(51% YOY)



Area Sold

15.09 Mn sft

PG Share: 13.57 Mn sft
(2% YOY)




Units Sold

9,644

26 Units / Day


Launches: 26.38 Mn sft (+57% YOY)

RESI 16.46 MN SFT	CAPEX 9.92 MN SFT
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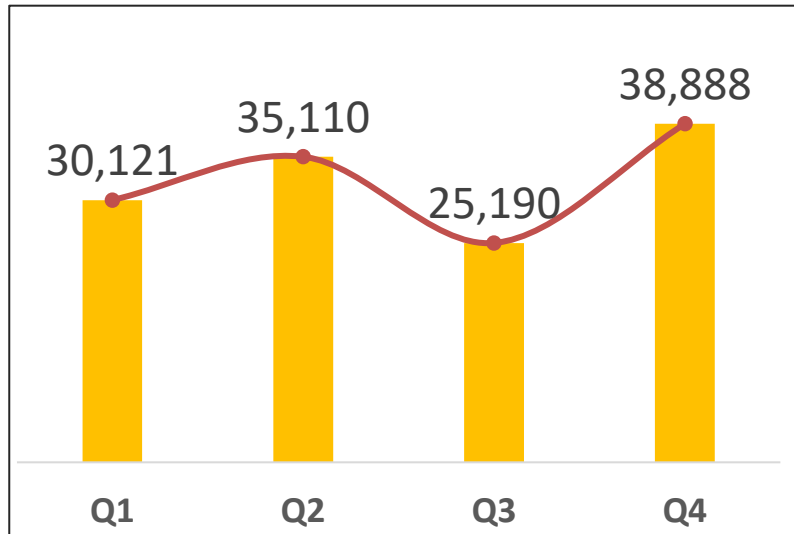
Completions: 15.68 Mn sft (+10% YOY)

RESI 10.62 MN SFT	CAPEX 5.06MN SFT
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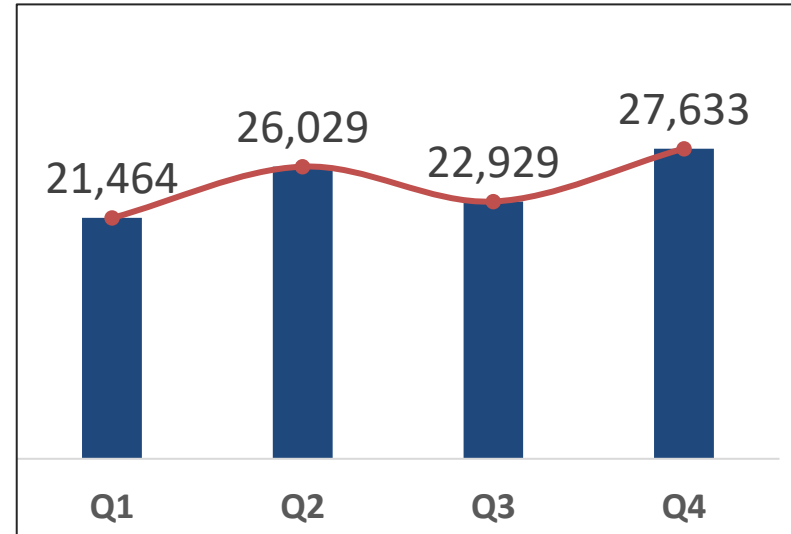


FY23 Operational Analysis

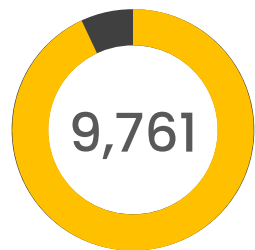
QoQ Sales ₹ mn



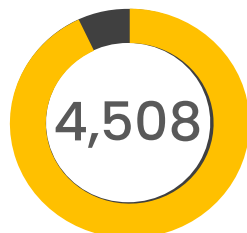
QoQ Collections ₹ mn



▶ Q4 Avg Realization psf



Aptt / Comm Office

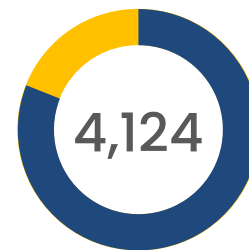


Plots

▶ FY23 Avg Realization psf



Aptt / Comm Office



Plots



FY23 Sales mn

India **129,309**



Bengaluru **76,522 (59%)**



Mumbai **27,132 (21%)**



Hyderabad **17,982 (14%)**



**Kochi/
Calicut** **3,705 (3%)**



Chennai **2,614 (2%)**



**Goa
Mangalore** **884 (1%)
470 (<1%)**

% of
Sales

Sales – Geography wise



Top 3 Geographies Contribution

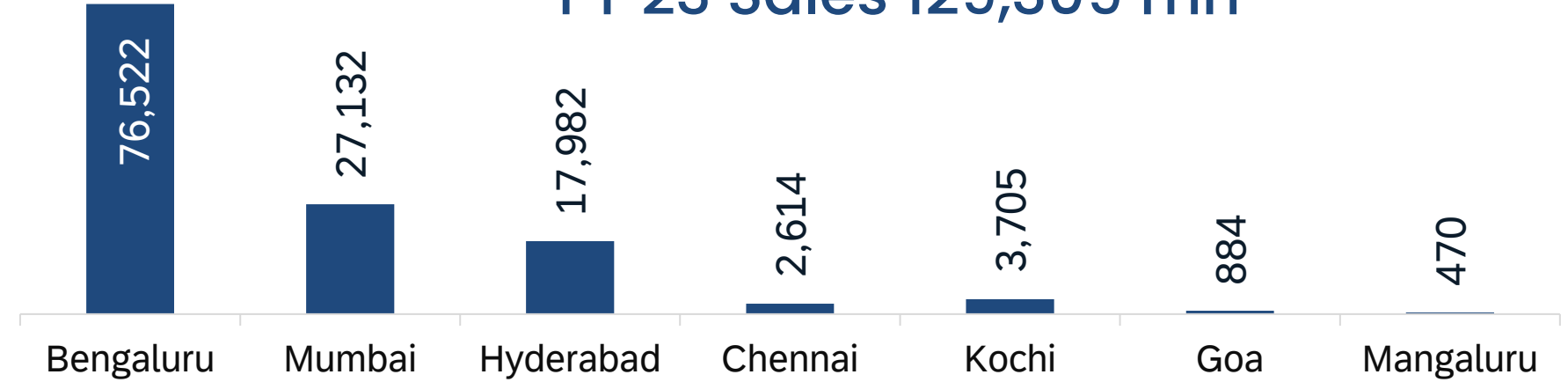
FY 23

Bengaluru: 59%
Mumbai: 21%
Hyderabad: 14%

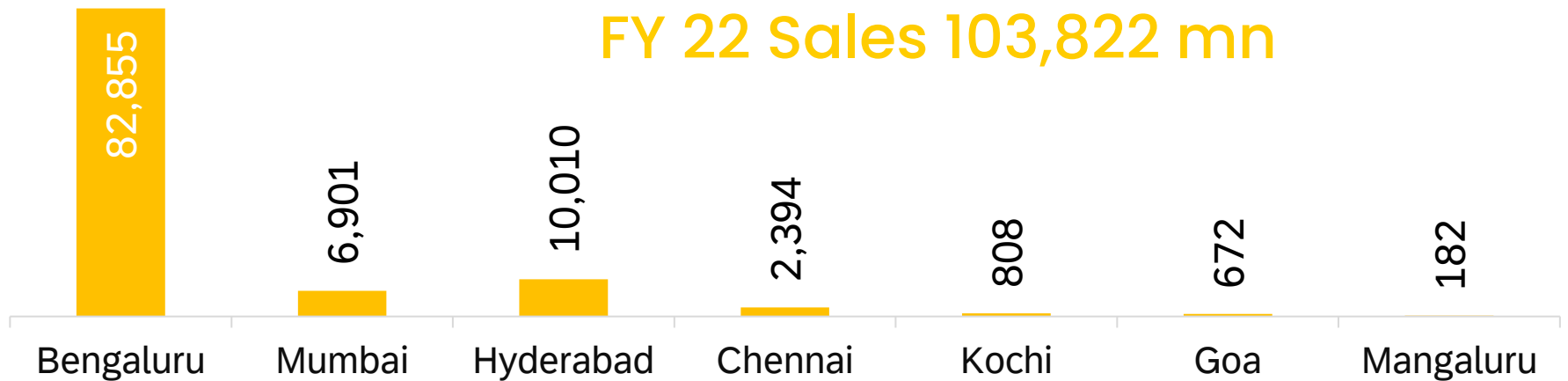
FY 22

Bengaluru: 80%
Hyderabad: 10%
Mumbai: 07%

FY 23 Sales 129,309 mn



FY 22 Sales 103,822 mn



Launches

Launches Q4

5.27 Mn sft

- Residential: 5.27
- Capex: Nil

Launches FY23

26.38 Mn sft

- Residential: 16.46
- Capex: 9.92

Residential

Q4

Project Launched	Location	Developable Area (Mnsf)
Prestige Clairemont	Hyderabad	3.26
Prestige Elm Park	Bengaluru	0.54
Aston Park @TPC	Bengaluru	1.35
Prestige Dew Drops	Bengaluru	0.11
Total Q4		5.27

Q3

Prestige Ocean Pearl	Calicut	1.50
Prestige Daffodils	Mumbai	0.15
Prestige Sanctuary	Bengaluru	0.42
Siesta @TPC Mulund	Mumbai	0.41
Total Q3		2.48

Q2

Meridian Park Ph III @TPC	Bengaluru	1.81
Prestige Parkdrive Ph III	Bengaluru	0.09
Prestige Orchards	Hyderabad	1.11
Bellanza @TPC Mulund Ph II	Mumbai	0.28
Total Q2		3.29

Q1

Meridian Park Ph II @TPC	Bengaluru	2.34
Bellanza @TPC Mulund Ph I	Mumbai	3.08
Total Q1		5.42

Grand Total

16.46

Capex

Q4

Project Launched	Location	Segment	Developable Area (Mnsf)
Nil			

Q3

Prestige 13° North	Bengaluru	Commercial	0.14
W Hotel - Prestige 13° North	Bengaluru	Hospitality	0.34
Forum 13° North	Bengaluru	Retail	1.09
Total Q3			1.57

Q2

The Prestige (Liberty Towers)	Mumbai	Commercial	4.10
Total Q2			4.10

Q1

Prestige Tech Forest	Bengaluru	Commercial	3.71
Prestige Waterfront	Bengaluru	Commercial	0.54
Total Q1			4.25

Grand Total

9.92

Completions

Completions Q4

1.28 Mn sft

- Residential: 1.10
- Capex: 0.19

Completions FY23

15.68 Mn sft

- Residential: 10.62
- Capex: 5.06

Residential

Q4

Project Completed	Location	Developable Area (Mnsf)
Prestige Parkdrive Ph III	Bengaluru	0.09
Prestige Valley Crest	Bengaluru	1.01

Total Q4 1.10

Q3

Prestige Jindal City	Bengaluru	6.12
Prestige Willow Tree	Bengaluru	0.91
Prestige Hillside Gateway	Kochi	1.46

Total Q3 8.49

Q2

Prestige Parkdrive	Bengaluru	0.66
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Total Q2 0.66

Q1

Prestige Woodland Park	Bengaluru	0.38
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Total Q1 0.38

Grand Total 10.62

Capex

Q4

Project Completed	Location	Segment	Developable Area (Mnsf)
Prestige Summit	Bengaluru	Commercial	0.19

Total Q4 0.19

Q3

Prestige Cyber Green	Kochi	Commercial	0.90
Prestige Tech Park IV	Bengaluru	Commercial	1.05
Adobe Block - PTP IV	Bengaluru	Commercial	0.59

Total Q3 2.55

Q2

Prestige Minsk Square	Bengaluru	Commercial	0.58
Forum Falcon City Mall	Bengaluru	Retail	1.34

Total Q2 1.92

Q1

Prestige D'Art	Bengaluru	Commercial	0.01
Prestige Metropolitan	Chennai	Commercial	0.39

Total Q1 0.40

Grand Total 5.06

Financial Update

Q4 FY23



Revenue

29,380 ₹Mn

+18% YOY



EBITDA

9,880 ₹Mn

+68% YOY



PAT*

5,036 ₹Mn

-47% YOY

33.63%

EBITDA %

17.14%

PAT %

Financial Update

FY23



Revenue

87,720 ₹Mn

+33% YOY



EBITDA

25,433 ₹Mn

+46% YOY



PAT*

9,779 ₹Mn

-18% YOY

28.99%

EBITDA %

11.15%

PAT %

Segment Wise Results & Capital Employed

12M 2022-23	Office	Retail	Hospitality	Services	Residential	Others (Note 1)	Total
Revenue	2,194	720	6,605	7,993	61,494	4,144	83,150
EBITDA (excluding other income)	1,408	337	2,455	1,040	11,479	4,144	20,863
EBITDA %	64%	47%	37%	13%	19%	100%	25%
Depreciation	625	689	1,701	119	364	2,973	6,471
EBIT (excluding other income)	783	(352)	754	921	11,115	1,171	14,392
EBIT %	36%	-49%	11%	12%	18%	28%	17%
Interest Expenses (net of interest income)	71	375	884	30	3,899	1,344	6,603
Other Income	(159)	(2,793)	(28)	(40)	(87)	-	(3,107)
PBT before JV Share of loss / (profit)	872	2,066	(102)	931	7,303	(174)	10,896
PBT %	40%	287%	-2%	12%	12%	-4%	13%
Joint Venture share of loss / (profit)	-	-	-	-	-	-	(168)
PBT after Joint Venture share of loss / (profit)	872	2,066	(102)	931	7,303	(174)	11,064
Exceptional Items	-	-	-	-	-	3,079	3,079
PBT after Exceptional Items	872	2,066	(102)	931	7,303	2,905	14,143
Tax	219	520	(26)	325	1,856	581	3,475
PAT	653	1,546	(76)	606	5,447	2,324	10,668

Note 1 : Impact of IND AS 116 and exceptional items has been considered under "Others"

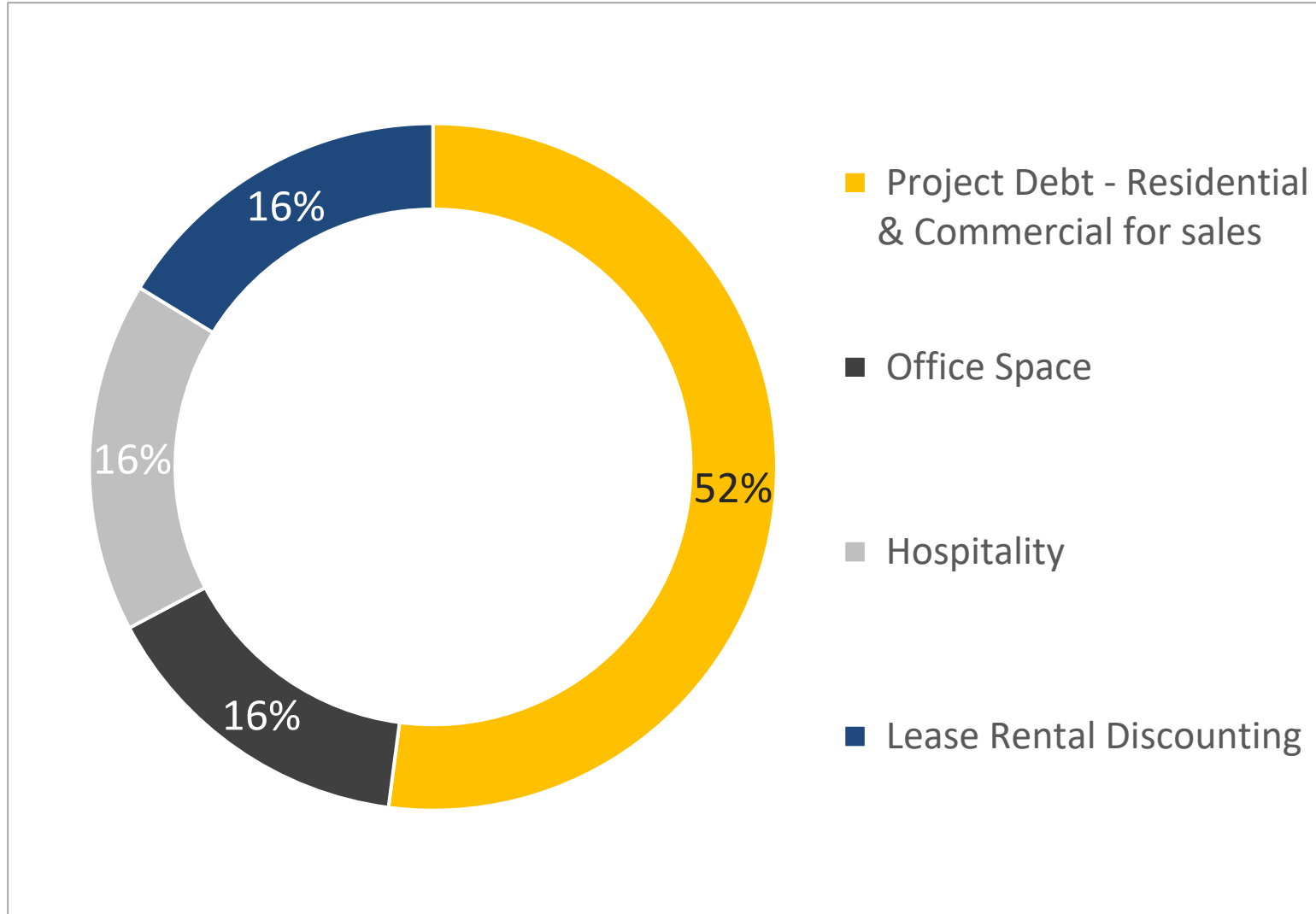
Segment Wise Results & Capital Employed

Capital Employed							
12M 2022-23		Office	Retail	Hospitality	Services	Residential	Total
Equity	A	44,355	11,010	21,869	521	21,998	99,753
Debt (including ongoing capex)	B	15,524	5,398	9,393	-	44,329	74,644
Debt taken for ongoing capex project	C	10,145	-	-	-	-	10,145
Debt (excluding ongoing capex)	D=(B-C)	5,379	5,398	9,393	-	44,329	64,499
Capital Employed	E=(A+B)	59,879	16,408	31,262	521	66,327	174,397
Capital employed on Ongoing capex projects	F	52,069	3,794	7,035	-	258	63,156
Capital Employed (excluding ongoing capex projects)	G=E-F	7,810	12,614	24,227	521	66,069	111,241
Debt (excluding ongoing capex)	D	5,379	5,398	9,393	-	44,329	64,499
Equity	H=G-D	2,430	7,216	14,834	521	21,740	46,742
ROCE (ANNUALISED)		18.03%	2.67%	10.13%	199.62%	17.37%	18.75%
ROE (ANNUALISED)		61.57%	38.18%	10.78%	201.54%	35.27%	37.16%

1. ROCE = EBITDA/ CAPITAL EMPLOYED (G)

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

Debt Profile Q4 FY23



0.54

DEBT EQUITY RATIO



₹55,657 mn

NET DEBT



10.07%

AVERAGE BORROWING
COST



Segment Analysis

Residential Segment

COMPLETED

- 140 PROJECTS
- 114 MN SFT

ONGOING

- 37 PROJECTS
- 48 MN SFT

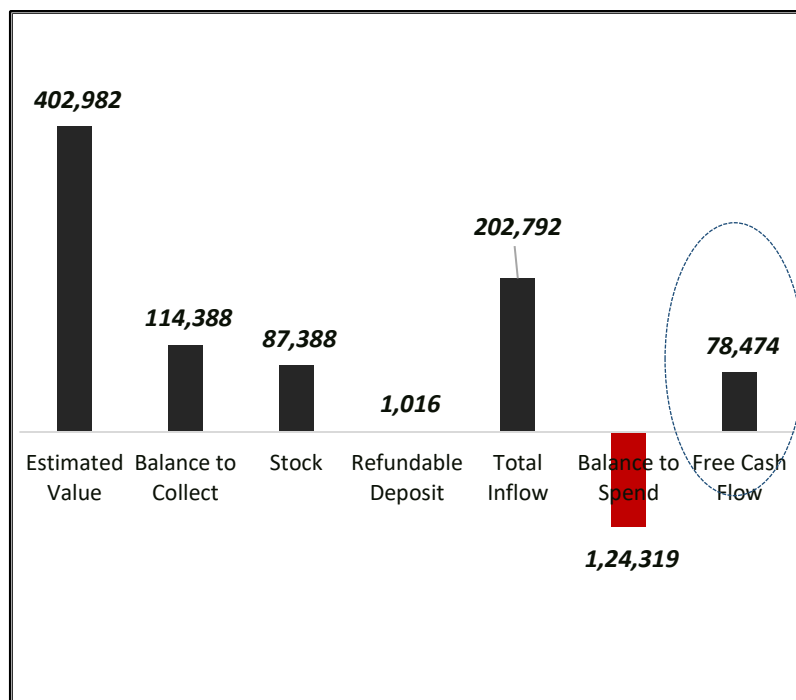
UPCOMING

- 27 PROJECTS
- 76 MN SFT

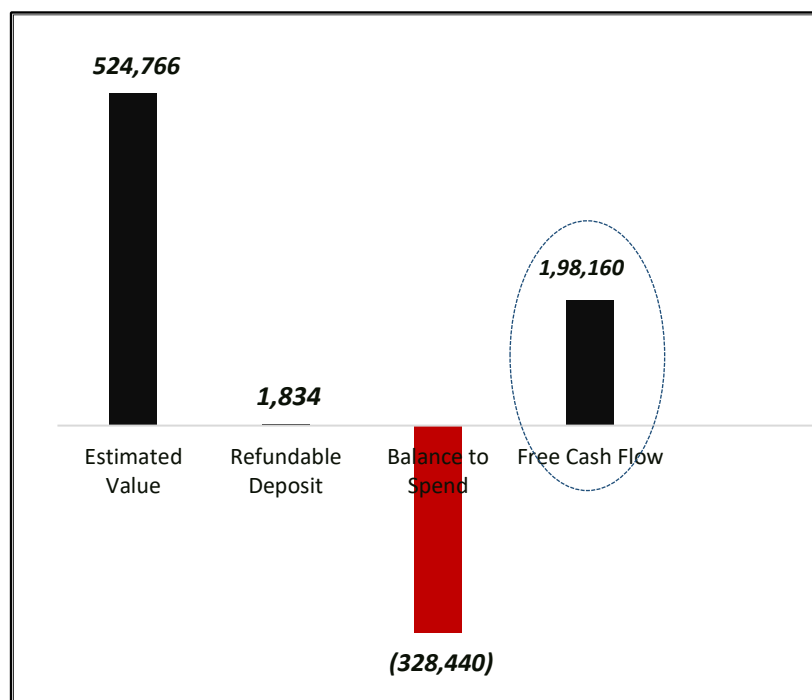
STOCK BREAKUP

Category	Area (mn sft)	Value(₹mn)
Ongoing-Premium & Luxury Projects	0.843	24,650
Ongoing-Mid Income Projects	5.474	56,391
Ongoing Commercial Projects	0.251	2,559
Completed Projects	0.474	3,788
Total	7.041	87,388

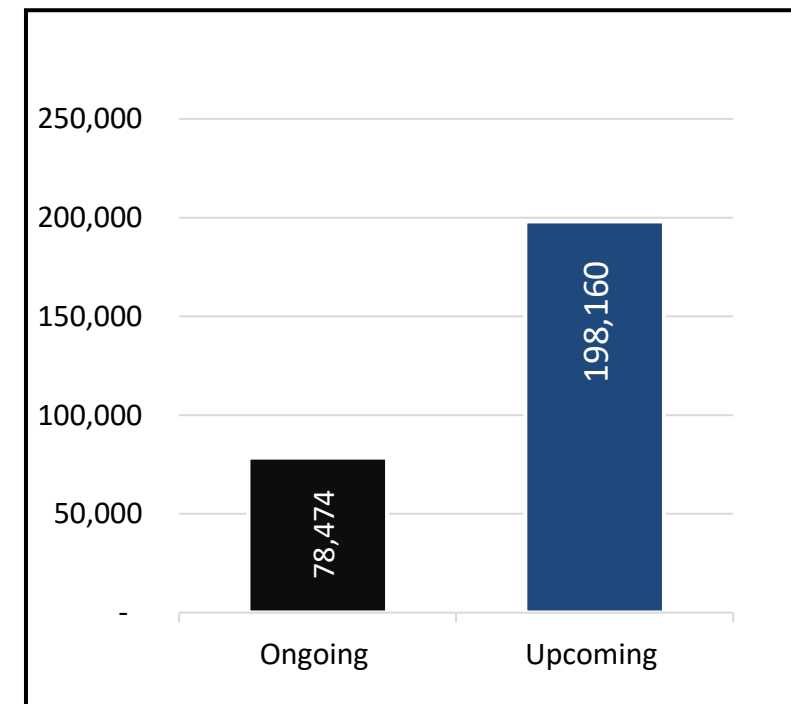
CASH FLOW (₹ mn) : ONGOING + COMPLETED PROJECTS



CASH FLOW (₹ mn) : UPCOMING PROJECTS

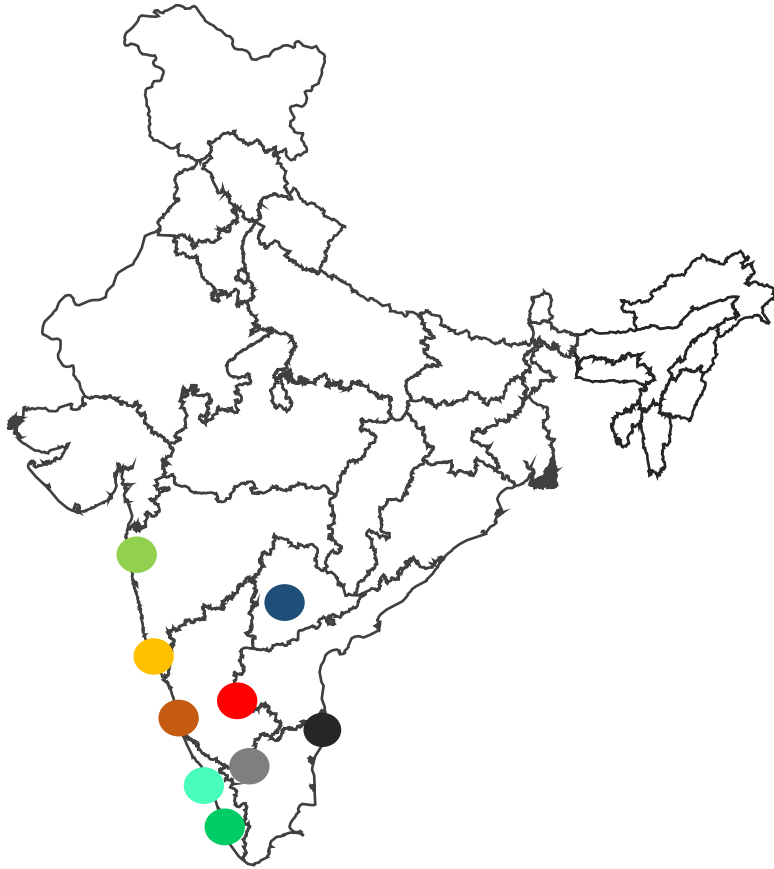


FREE CASH FLOWS (₹ mn) : 276,634



Ongoing Residential

37 Projects **48** mn sft



● **Bengaluru**

1	Prestige Elysian	1.11	31%	0.34	FY 24
2	Prestige White Meadows T3	0.50	100%	0.50	FY 25
3	Prestige Fairfield	0.54	27%	0.15	FY 24
4	Prestige Finsbury Park- Regent	1.81	60%	1.09	FY 24
5	Prestige Finsbury Park- Hyde	2.77	60%	1.66	FY 24
6	Prestige Primrose Hills	1.90	68%	1.29	FY 25
7	Prestige Waterford	1.75	60%	1.05	FY 24
8	The Prestige City - Aspen Greens	0.50	60%	0.30	FY 25
9	The Prestige City - Avalon Park	2.03	60%	1.22	FY 26
10	The Prestige City - Eden Park	2.69	60%	1.61	FY 26
11	The Prestige City - Meridian Park Ph I	1.82	60%	1.09	FY 26
12	The Prestige City - Meridian Park Ph II	2.34	60%	1.40	FY 27
13	The Prestige City - Meridian Park Ph III	1.81	60%	1.09	FY 27
14	Prestige Green Gables	0.71	62%	0.44	FY 26
15	Prestige Sanctuary	0.43	100%	0.43	FY 26
16	The Prestige City - Aston Park	1.35	60%	0.81	FY 27
17	Prestige Elm Park	0.54	65%	0.35	FY 27
18	Prestige Dew Drops	0.11	100%	0.11	FY 27
19	Great Acres @ The Prestige City	3.49	60%	2.09	FY 24
20	Prestige Marigold	1.17	51%	0.60	FY 24
Total		29.39		17.63	

● **Mumbai**

1	Prestige Jasdan Classic	0.81	100%	0.81	FY 26
2	Bellanza @ The Prestige City Mulund	1.70	100%	1.70	FY 27
3	Bellanza Ph II @ The Prestige City Mulund	1.69	100%	1.69	FY 27
4	Siesta @ The Prestige City Mulund	1.37	100%	1.37	FY 25
5	Prestige Daffodils	0.21	64%	0.13	FY 26
Total		5.78		5.71	

● **Goa**

1	Prestige Ocean Crest	0.30	50%	0.15	FY 24
Total		0.30		0.15	

● **Hyderabad**

1	Prestige Tranquil	2.24	73%	1.64	FY 25
2	Prestige Beverly Hills	2.30	73%	1.68	FY 26
3	Prestige Clairmont - Kokapet	3.29	100%	3.29	FY 27
4	Prestige Orchards	1.11	19%	0.21	FY 24
Total		8.94		6.82	

● **Chennai**

1	Prestige Windsor Park	0.91	69%	0.62	FY 25
Total		0.91		0.62	

● **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 27
Total		0.89		0.59	

● **Calicut**

1	Prestige Ocean Pearl	1.50	72%	1.08	FY 26
Total		1.50		1.08	

● **Mangaluru**

1	Prestige Palm Residences	0.35	75%	0.26	FY 24
Total		0.35		0.26	

● **Ooty**

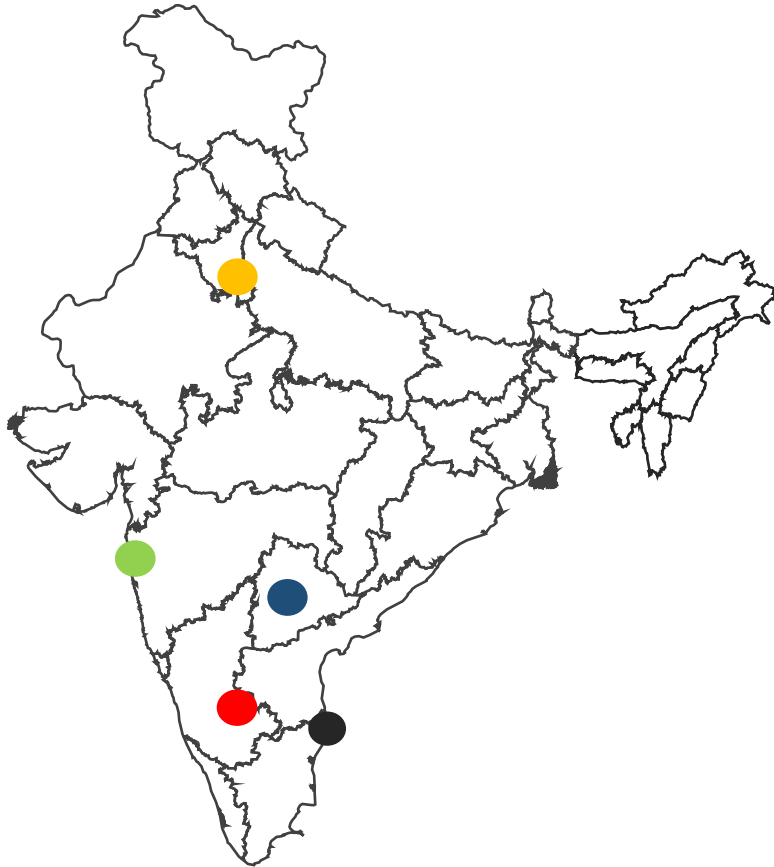
1	Prestige Hillcrest	0.11	50%	0.05	FY 24
Total		0.11		0.05	

Table Header

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

27 Projects 76 mn sft



● Bengaluru

1	Prestige Glenbrook	0.66	100%	0.66	FY 24
2	Prestige Misty Waters Ph III	0.20	32%	0.06	FY 24
3	Prestige Countydale - Roshanara	0.21	100%	0.21	FY 24
4	Prestige Sunset Park	0.31	26%	0.08	FY 24
5	Prestige Serenity Shores	1.50	70%	1.05	FY 24
6	Prestige Lavender Fields	3.11	90%	2.81	FY 24
7	Prestige Park Grove - Apartments	8.99	50%	4.49	FY 24
8	Prestige Park Grove-Villas	0.24	50%	0.12	FY 24
9	Prestige Southern Star (Begur)	8.09	48%	3.88	FY 24
10	Prestige Park Ridge	2.43	69%	1.67	FY 24
11	Prestige Raintree Park	4.66	100%	4.66	FY 24
12	Prestige Pine Forest - Kalsa Farm	1.42	60%	0.85	FY 24
13	Prestige Falcon City Ph II	4.23	60%	2.54	FY 24
14	The Prestige City - Eaton Park	0.31	60%	0.19	FY 24
15	Prestige Marigold Ph II	1.47	51%	0.75	FY 24
16	Prestige King's County (Rajapura)	1.82	41%	0.75	FY 24
Total		39.65		24.77	

● Mumbai

1	Jijamata Nagar	4.98	26%	1.27	FY 25
2	Prestige Ocean Towers	1.68	60%	1.01	FY 24
3	Prestige Nautilus	0.90	41%	0.37	FY 24
4	Forest Hills @ TPC Mulund	4.69	100%	4.69	FY 24
Total		12.25		7.34	

● Noida

1	Prestige Bougainvillea Gardens	3.10	72%	2.23	FY 24
Total		3.10		2.23	

● Hyderabad

1	Prestige Rock Cliff	0.71	55%	0.39	FY 24
2	The Prestige City @ Hyd - Apt	11.83	30%	3.55	FY 24
3	The Prestige City @ Hyd - Villa	0.82	30%	0.24	FY 24
4	Prestige Vaishnai Rainbow Waters	1.11	37%	0.40	FY 24
Total		14.46		4.59	

● Chennai

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

Table Header

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

Commercial Segment

- COMPLETED**

 - 120 PROJECTS
 - 40 MN SFT
- ONGOING**

 - 12 PROJECTS
 - 23 MN SFT
- UPCOMING**

 - 9 PROJECTS
 - 14 MN SFT
- TENANTS**

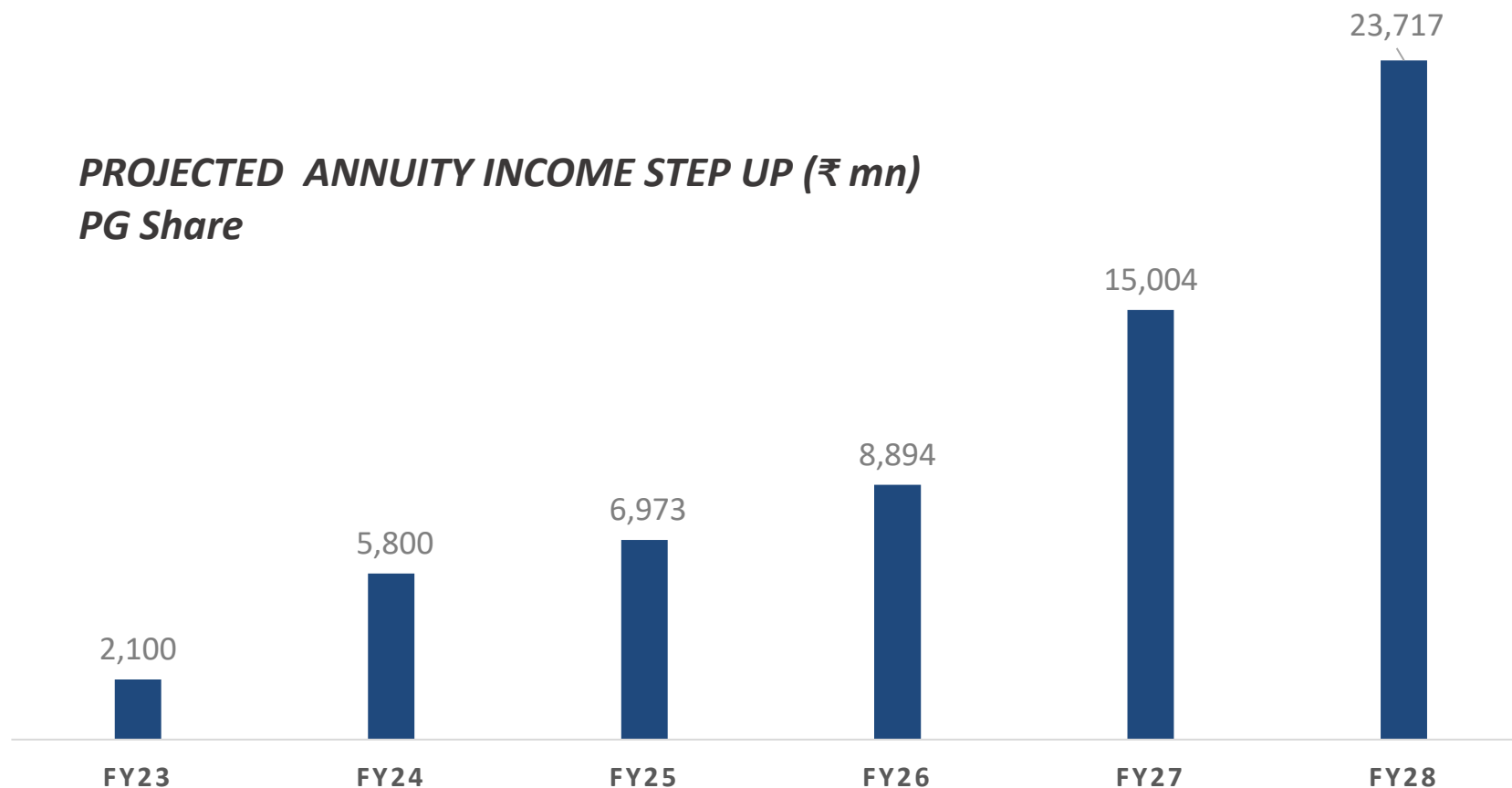
 - 400+
- WORKFORCE**

 - 450,000

EXIT RENTALS
₹2100 mn

ANNUITY INCOME FY28
₹ 23,717 mn

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



Commercial Capex and Balance to Spend

BALANCE TO SPEND (PG SHARE)	PARTICULARS	Total COC	Total COC (PG)	Balance COC	Balance COC (PG)
ONGOING COMMERCIAL					
₹62,779 mn	Ongoing Commercial Capex	85,107	75,868	68,910	62,779
UPCOMING COMMERCIAL					
₹61,210 mn	Upcoming Commercial Capex	68,287	63,266	66,115	61,210
TOTAL	Total Capex (Ongoing & Upcoming)	1,53,395	1,39,133	1,35,026	1,23,988

Value in ₹ mn

Ongoing Commercial

12 Projects 23 mn sft

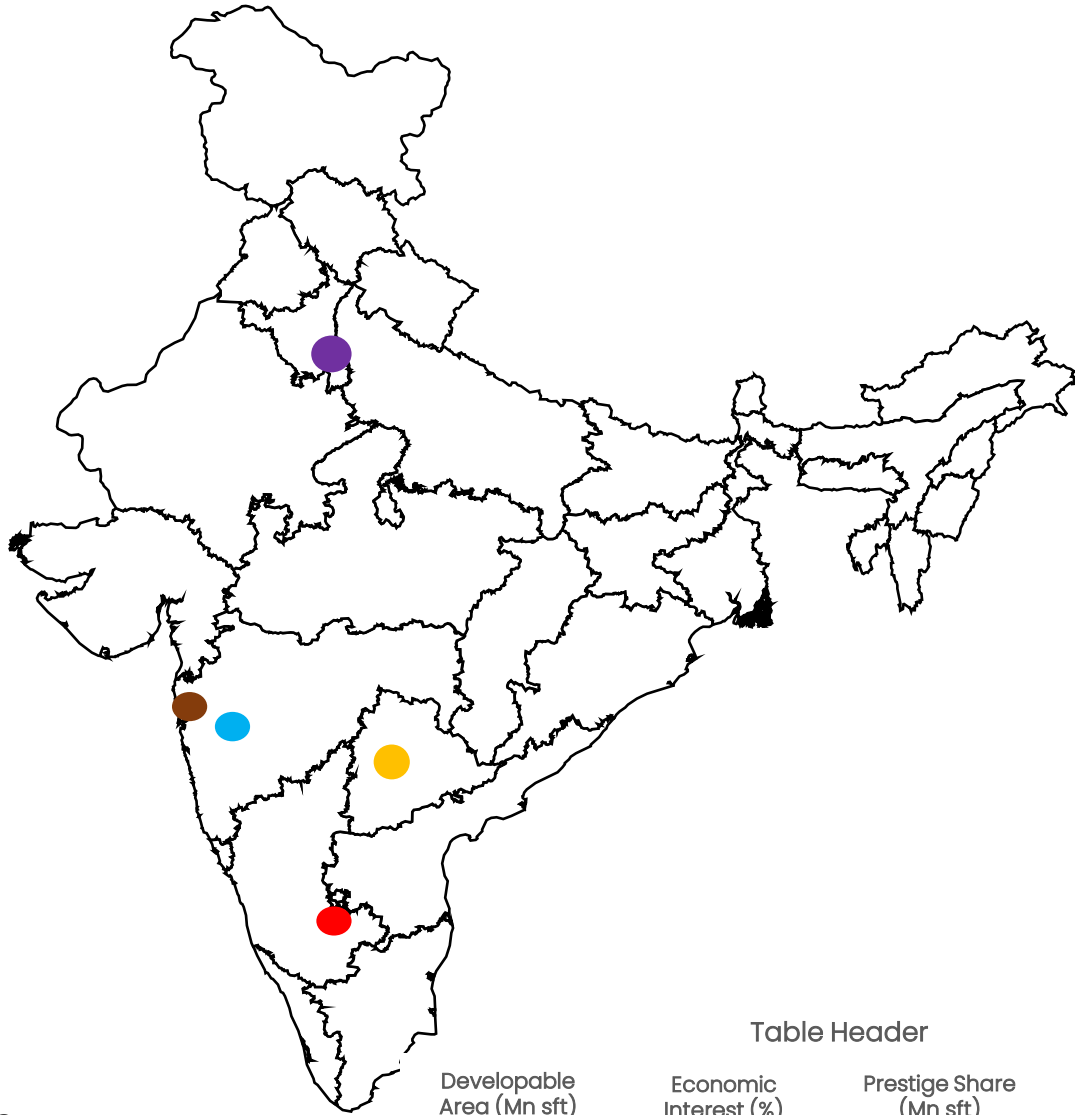


Table Header

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	1.32	60%	0.79	FY 26
3	Prestige Tech Pacific Park	1.65	63%	1.04	FY 24
4	Prestige Tech park IV Block 3	0.15	50%	0.07	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	0.14	100%	0.14	FY 26
Total		13.65		8.32	

Pune

1	Prestige Alpha Tech	1.17	82%	0.96	FY 24
Total		1.17		0.96	

Mumbai

1	The Prestige (Liberty Towers)	4.01	45%	1.79	FY 27
Total		4.01		1.79	

Hyderabad

1	Prestige Sky Tech	3.45	67%	2.31	FY 24
Total		3.47		2.32	

Delhi

1	Dial (Aerocity)	0.80	50%	0.40	FY 25
Total		0.80		0.40	

Upcoming Commercial

9 Projects 14 mn sft

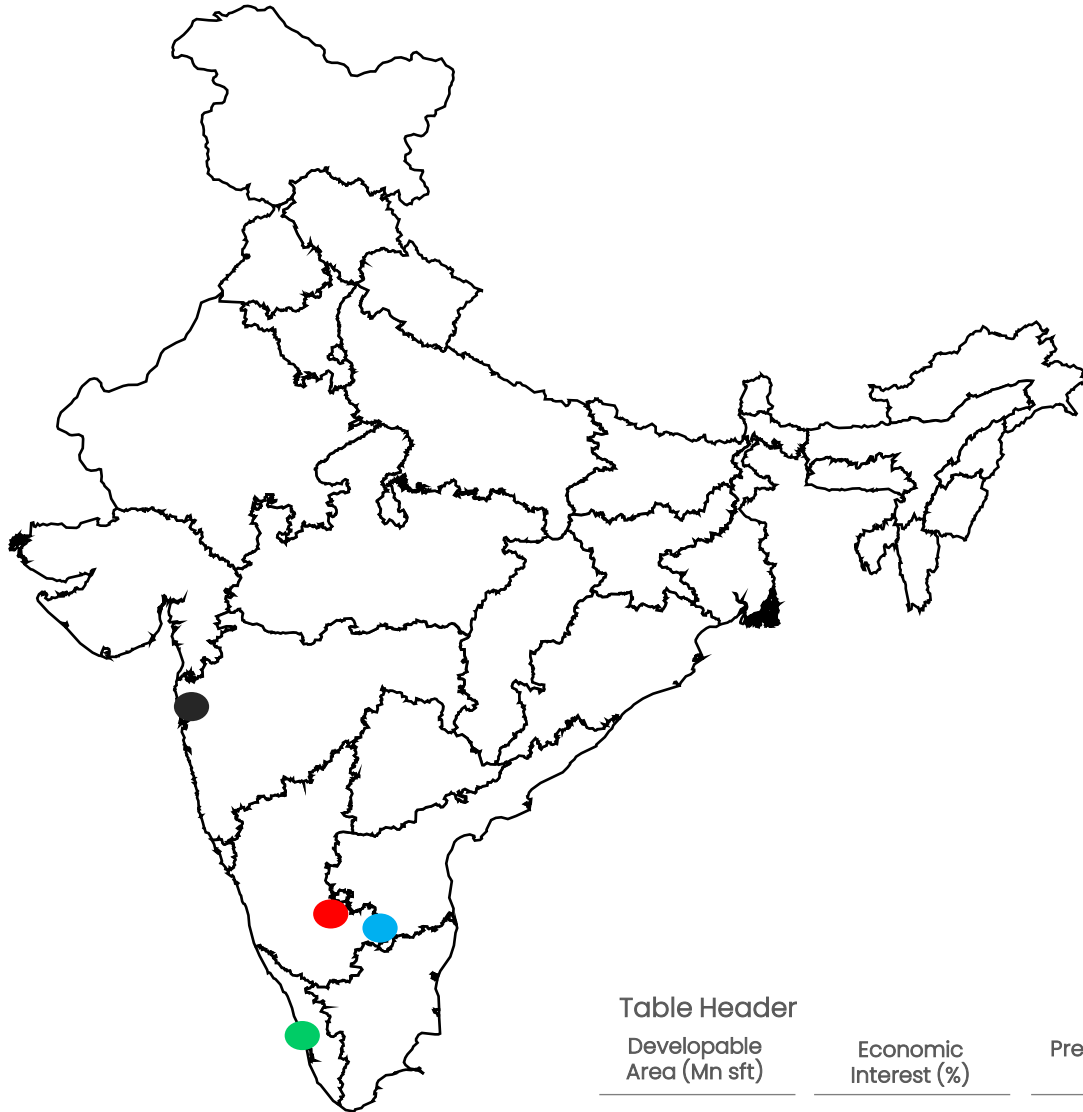


Table Header

Developable Area (Mn sft)	Economic Interest (%)	Prestige Share (Mn sft)	Completion (Yr)
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● 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 27
4	Prestige Tech Habitat	1.04	74%	1.19	FY 27
Total		5.88		3.98	

● Mumbai

1	Prestige 101 X Axis	2.59	50%	1.29	FY 27
2	Prestige 101 Y Axis	2.70	50%	1.35	FY 27
Total		5.29		2.64	

● Kolar

1	Shipco	2.12	70%	1.49	FY 27
Total		2.12		1.49	

● 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
Total		0.88		0.78	

Retail Segment

▶ COMPLETED

- 12 PROJECTS
- 9 MN SFT

▶ ONGOING

- 2 PROJECTS
- 2 MN SFT

▶ UPCOMING

- 5 PROJECTS
- 5 MN SFT

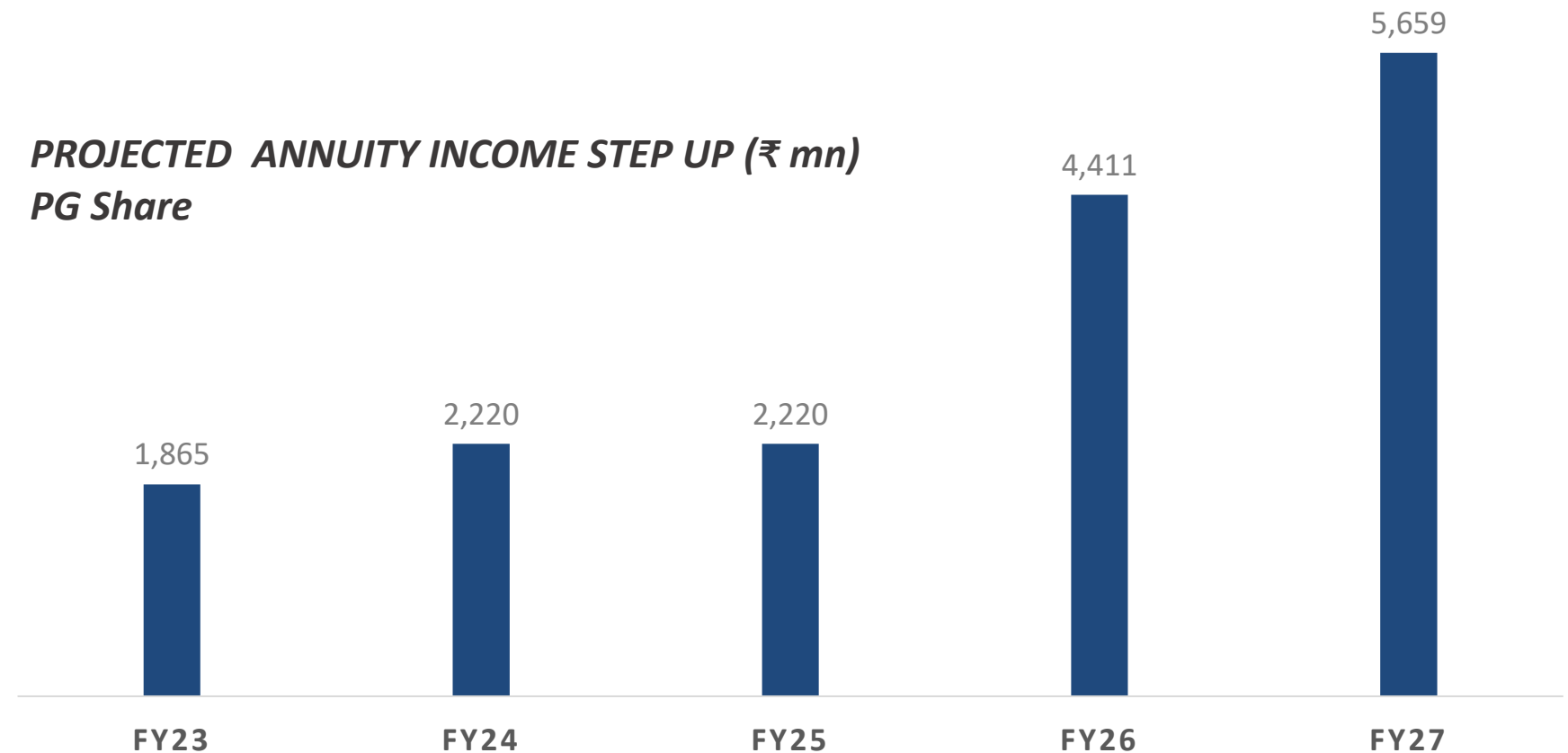
EXIT RENTALS

₹1,865_{mn}

ANNUITY INCOME FY27

₹ 5,659_{mn}

PROJECTED ANNUITY INCOME STEP UP (₹ mn) PG Share



Retail Capex & Balance to Spend

BALANCE TO SPEND (PG SHARE)

ONGOING RETAIL

₹3,844 mn

UPCOMING RETAIL

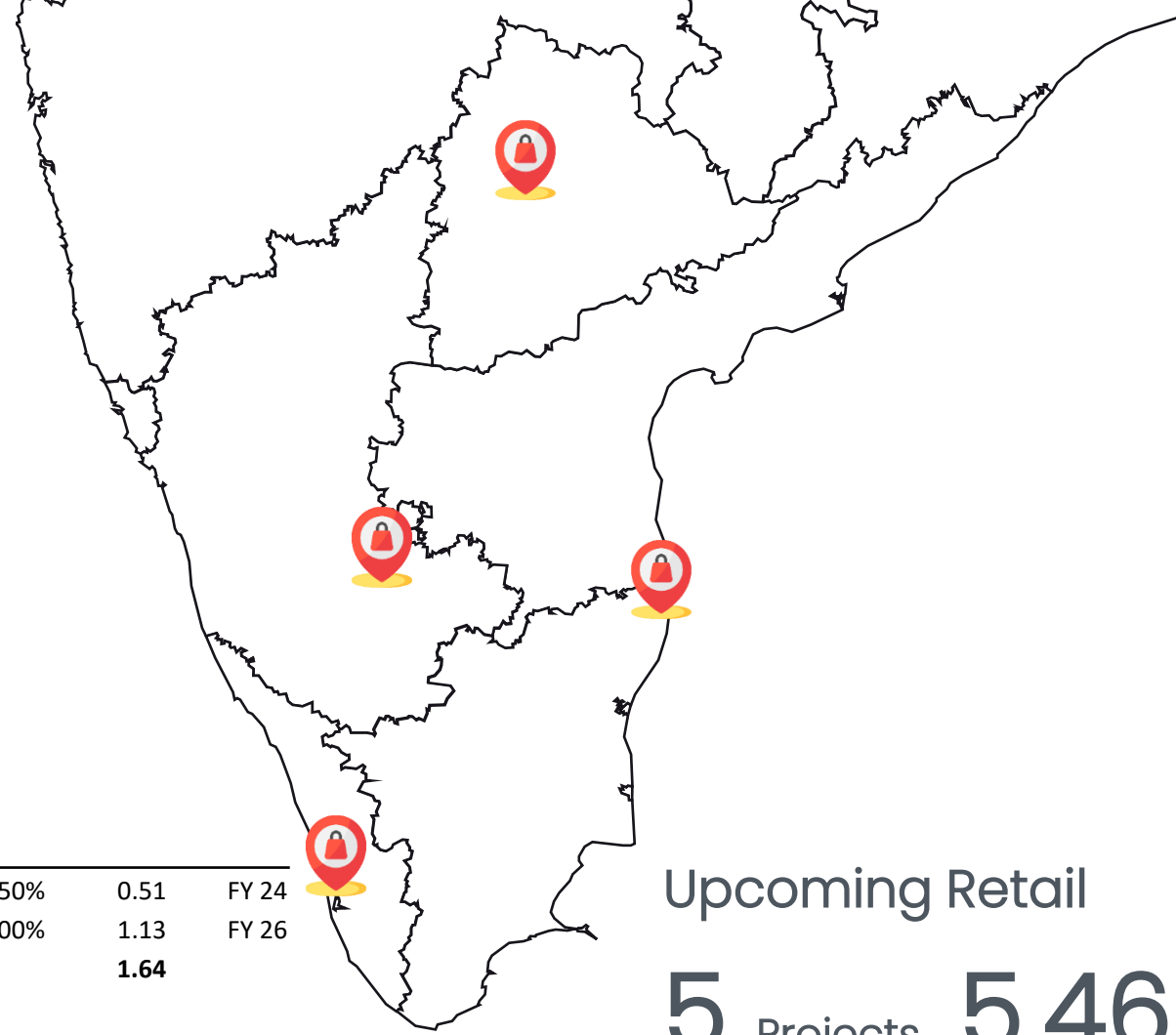
₹13,531 mn

TOTAL

₹17,375 mn

PARTICULARS	Total COC	Total COC (PG)	Balance COC	Balance COC (PG)
Ongoing Retail Capex	8,549	6,084	4,241	3,844
Upcoming Retail Capex	19,577	13,561	19,547	13,531
Total Capex (Ongoing & Upcoming)	28,126	19,645	23,788	17,375

Value in ₹ mn



Ongoing Retail

2 Projects **2.15** mn sft

Kochi | Bengaluru

1	Forum Thomsun	Kochi	1.02	50%	0.51	FY 24
2	Forum 13° North	Bengaluru	1.13	100%	1.13	FY 26
Total			2.15		1.64	

Upcoming Retail

5 Projects **5.46** mn sft

Bengaluru | Hyderabad | Chennai | Kochi

1	Forum One OMR	Chennai	1.96	85%	1.66	FY 27
2	Forum Neighbourhood Mall	Kochi	0.69	70%	0.48	FY 26
3	Forum TPC Bengaluru	Bengaluru	1.27	60%	0.76	FY 26
4	Forum TPC Hyderabad	Hyderabad	1.00	30%	0.30	FY 26
5	Forum Park Grove	Bengaluru	0.55	60%	0.33	FY 26
Total			5.46		3.53	

Table Header

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

Hospitality Portfolio (3138 Keys)

COMPLETED

- 9 PROJECTS
- 1368 KEYS

ONGOING

- 6 PROJECTS
- 1217 KEYS

UPCOMING

- 3 PROJECTS
- 553 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



102 KEYS | 32 KEYS, BENGALURU | KOCHI



150 KEYS, CHENNAI



178 KEYS, BENGALURU



24 KEYS, BENGALURU



176 KEYS, BENGALURU



203 KEYS, SAKLESHPUR KARNATAKA

Hospitality Revenue Potential (3138 Keys)

COMPLETED

- 9 PROJECTS
- 1368 KEYS

ONGOING

- 6 PROJECTS
- 1217 KEYS

UPCOMING

- 3 PROJECTS
- 553 KEYS

	OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Total Keys	1,368	1,217	553	3,138
Keys (PG Share)	1,211	812	329	2,351
Total Revenue p.a.	7,752	7,985	5,070	20,807
Revenue p.a. (PG Share)	7,638	5,396	2,763	15,796

Value (in ₹ Mn)

Hospitality Capex and Balance to Spend

BALANCE TO SPEND (PG SHARE)

ONGOING HOSPITALITY

₹9,876 mn

UPCOMING HOSPITALITY

₹5,056 mn

TOTAL

₹ 14,932 mn

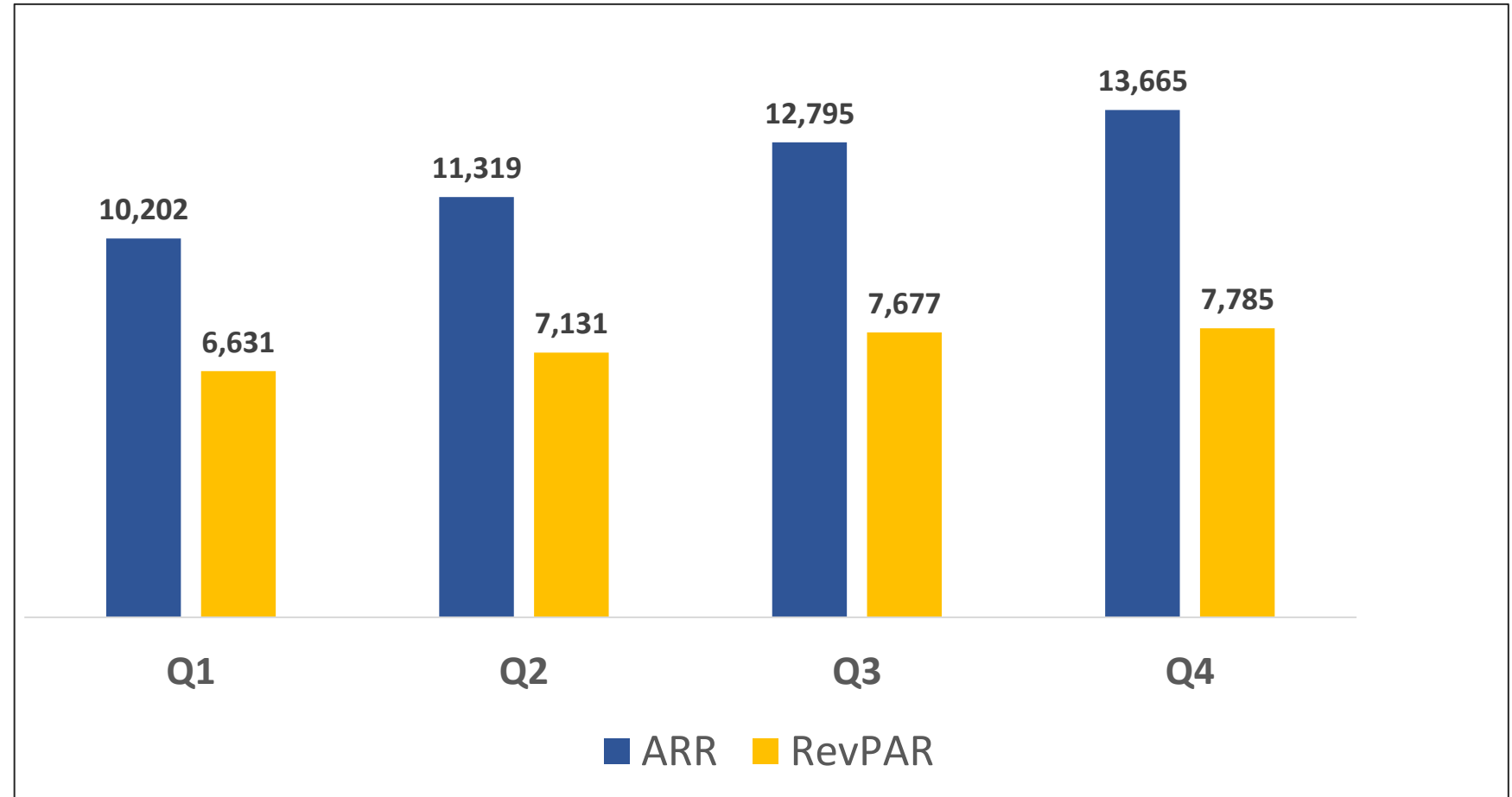
PARTICULARS	Total COC	Total COC (PG)	Balance COC	Balance COC (PG)
Ongoing Hospitality Capex	23,335	14,134	16,160	9,876
Upcoming Hospitality Capex	9,042	5,292	9,042	5,056
Total Capex (Ongoing & Upcoming)	32,377	19,426	25,202	14,932

Value in ₹ mn

Operating Hotel Performance

12MFY23

(INR)



■ ARR ■ RevPAR

Cashflows 12M and Q4 FY23

(INR mn)

	Q4 FY23	12M FY 23
OPERATIONAL ACTIVITIES		
<u>Inflow</u>		
Residential Collection/ Commercial & Retail Rentals / Property Maintenance / Mall Operations/ Others	31,362	1,10,160
<u>Outflow</u>		
Construction Cost- Residential	11,396	42,624
LO Payments /Sales/ Marketing / Administrative Overheads & Taxes	5,017	27,905
Sub Total	16,143	70,529
Net Cashflow from Operations	14,950	39,630
INVESTMENTS		
<u>Outflow</u>		
Construction Cost (Retail/Commercial/Hospitality)	5,887	19,260
Investment in Land/TDR/Refundable Deposit/buyback of stakes	12,683	37,691
Fixed Assets	79	291
Total Investments	(18,649)	(57,242)



▶ **182**
Properties Maintained
117 Mn sft

▶ **98**
Projects in Pipeline
155 Mn sft



▶ **INR 5,950 mn**
FY 23
Gross Revenue

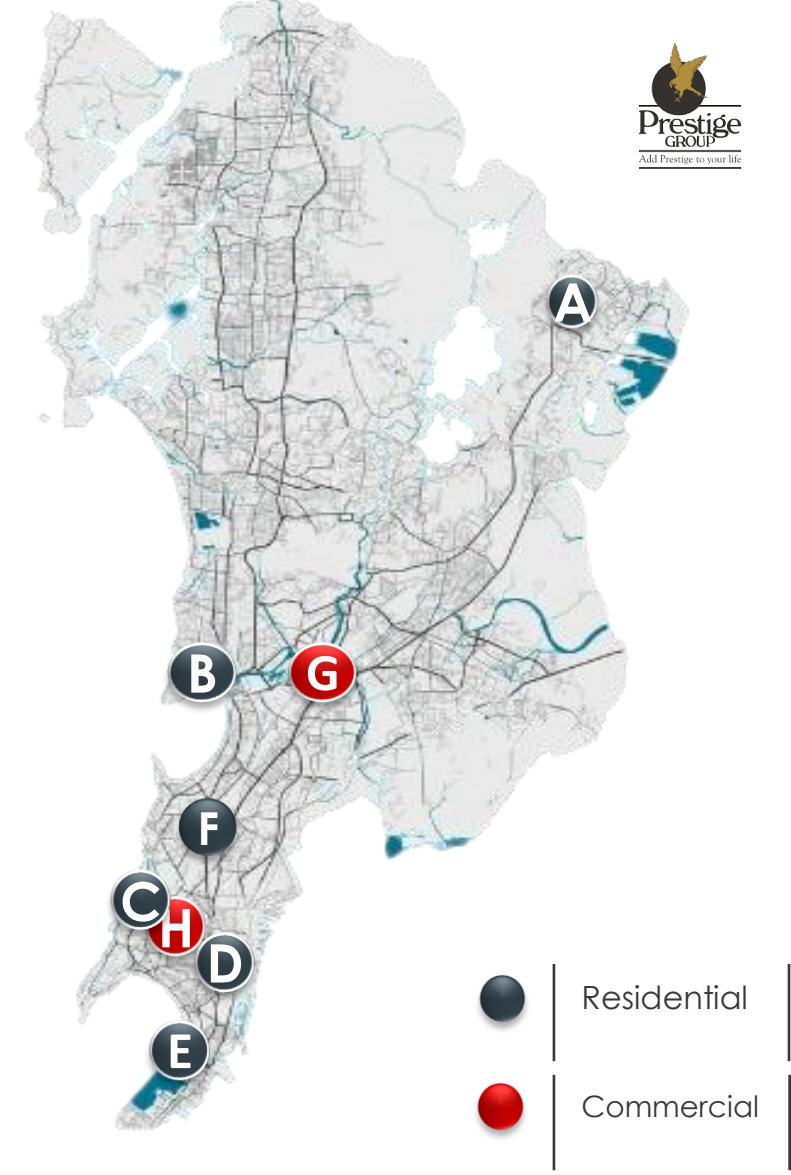
▶ **INR 10,000 mn**
Future Potential



PROPERTY MANAGEMENT



- 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 PRESENCE

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
Ongoing Residential						
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	105,500	12,660	64	8,039
Upcoming Residential						
4	The Prestige City Forest Hills Mulund	2.01	26,000	52,153	100	52,153
5	Prestige Ocean Towers	0.45	75,000	33,919	60	20,351
6	Prestige Nautilus	0.89	75,000	66,483	41	27,499
7	Jijamata Nagar	3.05	65,000	198,250	26	50,554
Total		8.97		427,153		222,285

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
Ongoing Commercial								
1	The Prestige (Liberty Towers)	2.74	45,882	125,561	50	62,780	325	5,336
Upcoming Commercial								
2	Prestige 101 (X)	2.50	45,882	114,617	50	57,308	325	4,871
3	Prestige 101 (Y)	2.12	45,882	97,105	50	48,553	325	4,127
Total		7.35		337,283		168,641		14,335

Note: -

On 29th May 2023 the company has entered into agreement to acquire 100% stake in The Prestige (Liberty Towers) & Prestige 101 (X), accordingly Prestige share of sale value/Projected Rental will increase in subsequent quarter.



Land Bank

S.No.	Entity Name	Location	Land Area (Acres)	Economic Interest	Prestige Share (Acres)
1	Prestige Bidadi Holdings Pvt Ltd	Bidadi, Bengaluru	143	100%	143
2	Eden Investments	Goa	74	78%	58
3	Prestige Estates Projects Ltd	Perumbakam, Chennai	20	66%	13
4	The QS Company	Padil, Mangaluru	17	100%	17
5	Prestige Warehousing And Cold Storage Services Pvt Ltd	Dobaspet, Bengaluru	50	100%	50
6	Prestige Sterling Infra Projects Pvt Ltd	ORR, Bengaluru	30	90%	27
7	Prestige Estates Projects Ltd	Sonenahalli, Bengaluru	41	100%	41
8	Prestige Acres Pvt Ltd	Goa	224	51%	114
9	Prestige Whitefield Developers	Whitefield, Bengaluru	20	47%	9
10	Prestige Estates Projects Ltd	Yeshwanthpur, Bengaluru	2	100%	2
11	Prestige Acres Pvt Ltd	Kannamangala, Bengaluru	48	51%	24
12	Prestige Estates Projects Ltd	Huyilalu, Mysuru	4	100%	4
13	Prestige Realty Ventures	Bellary Road, Bengaluru	7	100%	7
Total			680		510

PRESTIGE OCEAN TOWERS

Mumbai

MANAGEMENT TEAM

- Board of Directors
- Leadership Team



Artist's Impression

Board of Directors



Irfan Razack
Chairman and Managing Director



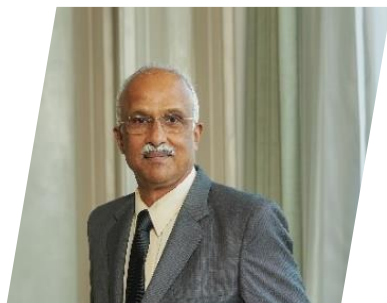
Dr. Rezwan Razack
Joint Managing Director



Noaman Razack
Whole-time Director



Uzma Irfan
Director



Dr. Pangal Ranganath Nayak
Independent Director



Biji George Koshi
Independent Director



Jagdeesh K. Reddy
Independent Director



Noor Ahmed Jaffer
Independent Director



Neelam Chhiber
Independent Director

Leadership Team



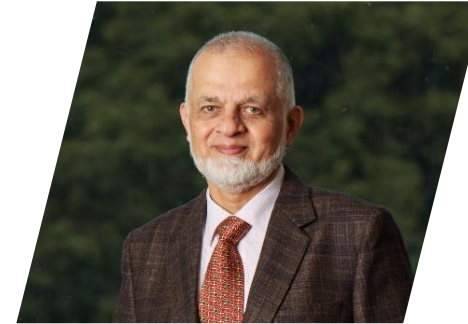
Venkat K. Narayana
CEO- Prestige Group



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



Nayeem Noor
**Executive Director-
Government Relations**



T. Arvind Pai
Executive Director- Legal



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

Leadership Team



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 SANCTUARY
Nandi Hills, Bengaluru



Artist's Impression

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Website: www.prestigeconstructions.com

Thank You



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.

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	Forum Vijaya-Commercial	0.19	8	0.01	9
6	Presitge Estates Projects Ltd.	0.86	100	0.86	275
7	Prestige Cybertower	0.26	100	0.26	87
8	Prestige TMS Square	0.22	58	0.13	85
9	Prestige Central Street	0.13	46	0.06	64
10	Prestige Technopolis	0.10	100	0.10	74
11	Prestige Saleh Ahmed	0.07	44	0.03	43
12	Prestige Cube	0.03	100	0.03	35
13	Prestige Phoenix	0.05	50	0.02	16
14	Prestige Cosmopolitan	0.09	100	0.09	86
15	Prestige Metropolitan	0.31	45	0.14	152
16	Prestige D' Art	0.01	50	0.00	3
17	Prestige Tech Park IV	0.77	50	0.38	415
Total		4.26		3.18	2,100

EXIT RENTALS – RETAIL

S.No.	Project Name	Total Leasable Area	Economic Interest (%)	Economic Interest (MnSf)	Rent P.A (Annualised) (Rs Mn)
1	Forum Sujana Mall Hyderabad	0.81	15	0.12	149
2	Forum Fiza Mall	0.66	10	0.07	65
3	Forum Vijaya Mall	0.64	8	0.05	62
4	Forum Mall Shantiniketan	0.64	10	0.06	112
5	Forum Celebration Mall	0.39	15	0.06	60
6	Forum Mall Bengaluru	0.35	11	0.04	74
7	Forum Centre City Mall	0.31	15	0.05	48
8	The Forum Neighbourhood Mall	0.29	15	0.04	47
9	UB City Retail	0.10	45	0.05	148
10	Prestige Mysore Central	0.08	65	0.05	23
11	Forum Rex Walk	0.16	34	0.05	103
12	Falcon City Forum Mall	0.95	66	0.62	974
Total		5.39		1.26	1,865

RESIDENTIAL PROJECTS FREE CASHFLOWS

Ongoing+ Completed Projects

Particulars	Area in Mn Sft	Value in ₹ Mn	%
Total Developable Area	80.69		
Car Park Area	22.08		
Total Saleable Area	58.62		
PG area share	49.40		
Estimated Value		402,982	
Sold	42.36	315,593	86
Collections		201,205	
Balance to collect		114,388	
Stock	7.04	87,388	14
Recovery from Land Owner		-	
Refundable Deposit		1,016	
Projected Inflow-A		202,792	
Cost of Development		269,551	
Cost Incurred		145,232	
Balance to Spend-B		124,319	
Free Cash flow (A-B)		78,474	

Upcoming Projects

Particulars	Area in Mn Sft	Value in ₹ Mn
Total Developable Area	76.80	
Car Park Area	18.56	
Total Saleable Area	58.23	
PG area share	49.55	
Estimated Value-A		524,766
Cost of Development		360,869
Cost Incurred		32,429
Balance to spend-B		328,440
RD Paid-C		1,834
Free Cash flow (A-B+C)		198,160