

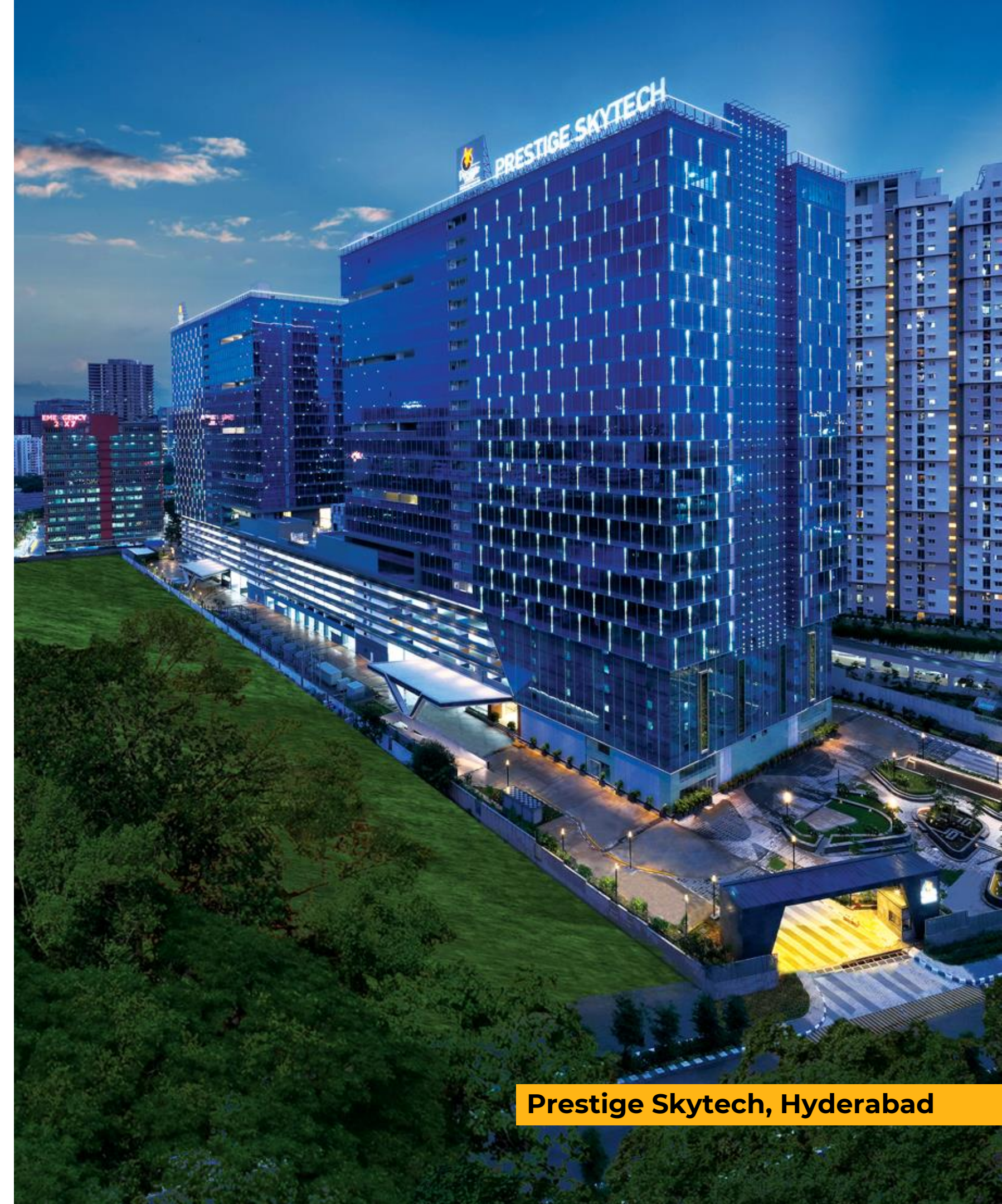
Prestige Group

# Investor Presentation

Q4 & FY24



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



Prestige Skytech, Hyderabad

# Agenda

- ▶ 01 About Us
- ▶ 02 Scale of Operations
- ▶ 03 Operational Update
- ▶ 04 Financial Performance
- ▶ 05 Debt Profile
- ▶ 06 Business Segments
- ▶ 07 Mumbai Projects
- ▶ 08 Management Team
- ▶ 09 Annexures

# About us

RESIDENTIAL | COMMERCIAL

RETAIL | HOSPITALITY

PROPERTY MANAGEMENT



Prestige Ocean Crest, Goa  
Artist's Impression

- 38 Years of Legacy
- 13 Cities
- DAI+ CRISIL Grading
- ICRA A+ Stable Rating



# Scale Of Operations



## Prestige Group

### ✓ COMPLETED

TOTAL: 300 Projects, 190 mn sft

● Residential	{	150 Projects
		127 mn sft
● Commercial	{	125 Projects
		50 mn sft
● Retail	{	13 Projects
		10 mn sft
● Hospitality	{	12 Projects
		4 mn sft

### 🔄 ONGOING

TOTAL: 53 Projects, 92 mn sft

● Residential	{	37 Projects
		65 mn sft
● Commercial	{	12 Projects
		23 mn sft
● Retail	{	1 Projects
		1 mn sft
● Hospitality	{	3 Projects
		3 mn sft

### 🕒 UPCOMING

TOTAL: 48 Projects, 91 mn sft

● Residential	{	30 Projects
		75 mn sft
● Commercial	{	7 Projects
		8 mn sft
● Retail	{	6 Projects
		6 mn sft
● Hospitality	{	5 Projects
		2 mn sft

# Key Highlights

- Highest ever annual Sales of ₹21,040 Cr (Up by 63%).
- Highest ever annual Collections of ₹11,954 Cr (Up by 22%).
- Completed 300 Projects; Delivered 25 Mn sft of area in FY24.
- Signed a deal with ADIA Kotak AIF for ₹2,001 Cr.
- Acquired 62.5 Acres of Land at Indirapuram Extn NCR with a development potential of 10 mn sft and sales potential of ~₹10,000 Cr.
- The Prestige City Hyderabad achieved overall sales of ₹3,797 Cr in a span of 4 months.
- Achieved 75% sales from the newly launched projects during the year amounting to ₹ 15,716 Cr



**Forum Mall, Kochi**

# Operational Performance

FY24



Sales

**210,403 ₹Mn**  
+63% YOY

PG Share: 196,507 ₹Mn (66% YOY)



Collections

**119,544 ₹Mn**  
+22% YOY

PG Share: 110,694 ₹Mn (27% YOY)



Area Sold

**20.25 Mn sft**  
+34% YOY

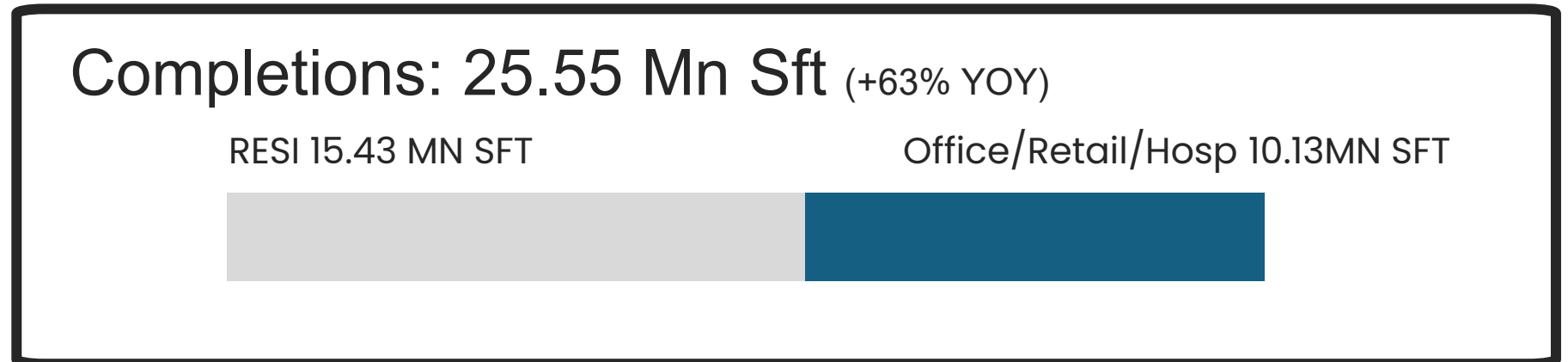
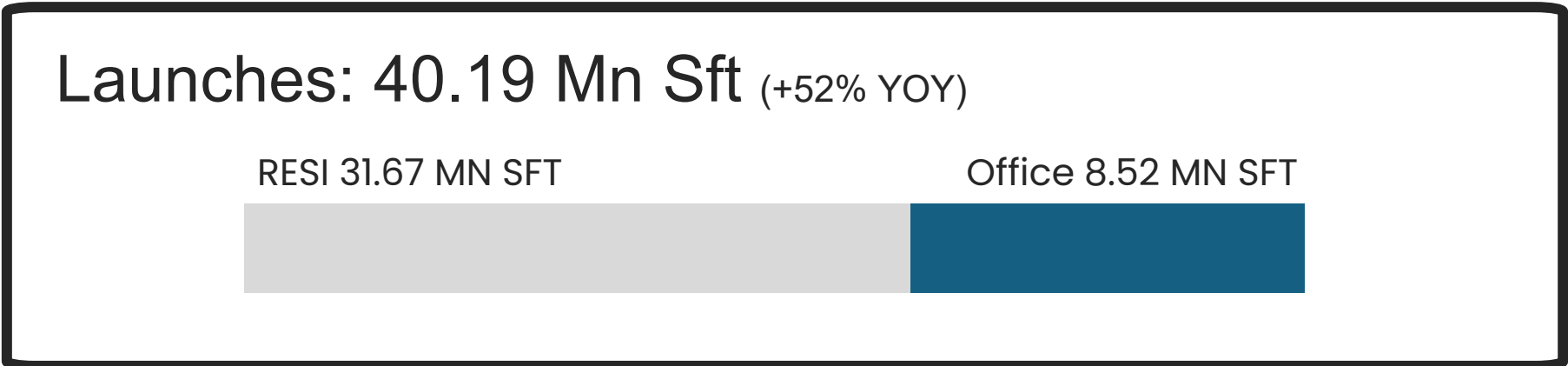
PG Share: 18.80 Mn Sft (39% YOY)



Units Sold

**10,068**  
28 Units / Day

Avg Realization psf: ₹10,410



# Operational Performance

Q4 FY24



Sales

**47,068 ₹Mn**  
+21% YOY

PG Share: 44,330 ₹Mn (20% YOY)



Collections


**34,741 ₹Mn**  
+26% YOY

PG Share: 32,967 ₹Mn (35% YOY)



Area Sold

**4.11 Mn sft**  
PG Share: 3.86 Mn sft (3% YOY)




Units Sold

**1,666**  
19 Units / Day

Avg Realization psf: ₹11,459


Launches: 9.35 Mn Sft (+78% YOY)

RESI 0.83 MN SFT	Office 8.52 MN SFT
------------------	--------------------



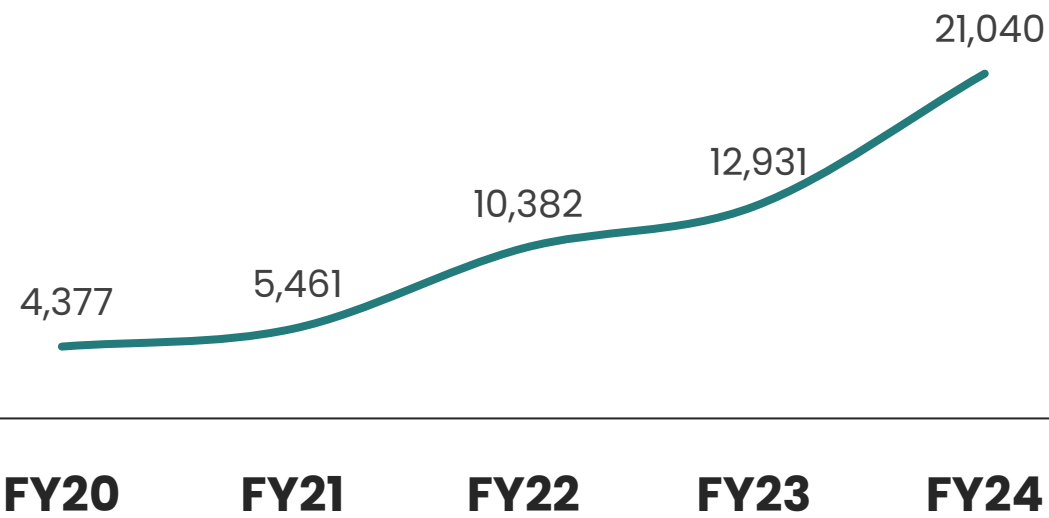
Completions: 13.33 Mn Sft (+938% YOY)

RESI 8.24 MN SFT	Office 5.09 MN SFT
------------------	--------------------

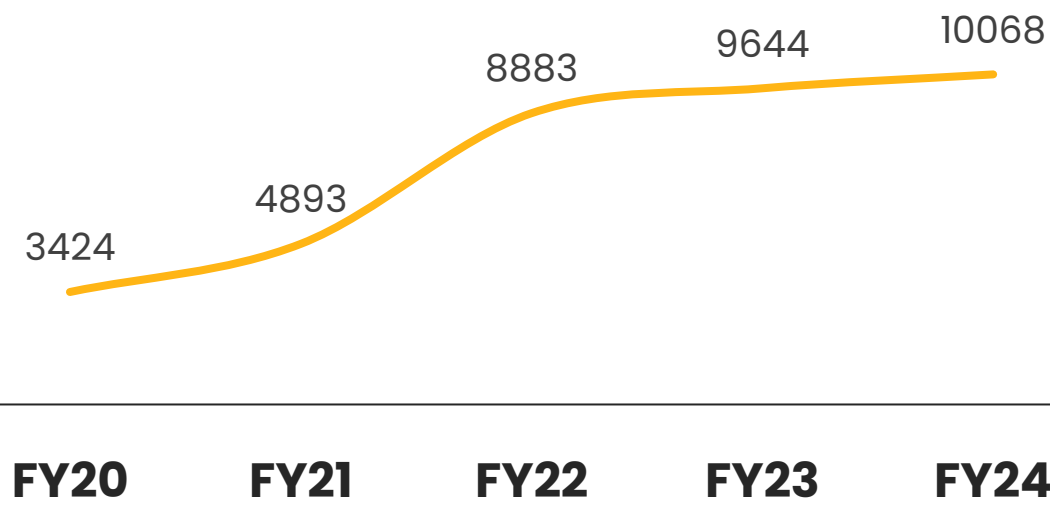


# 5 Years Performance

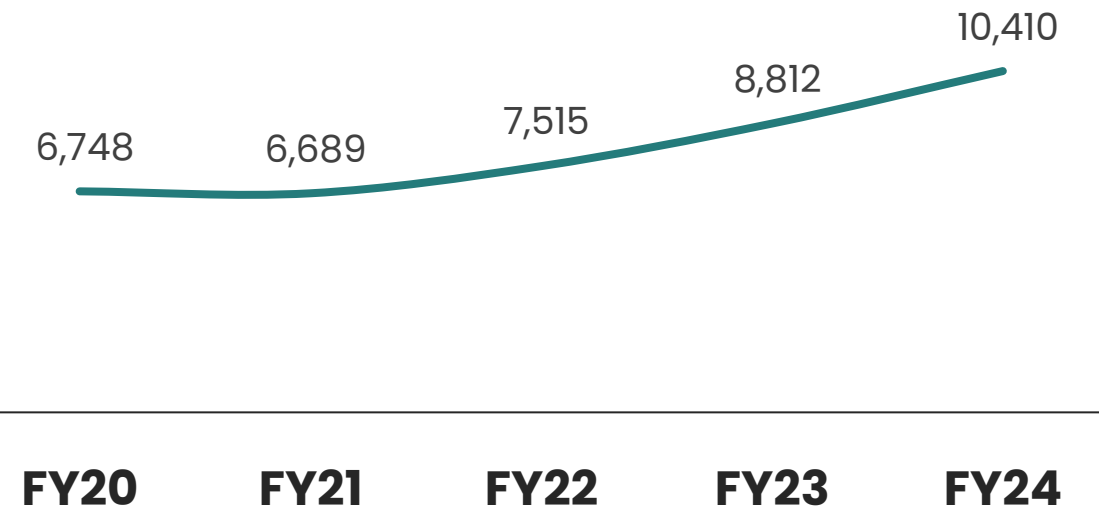
## SALES Cr



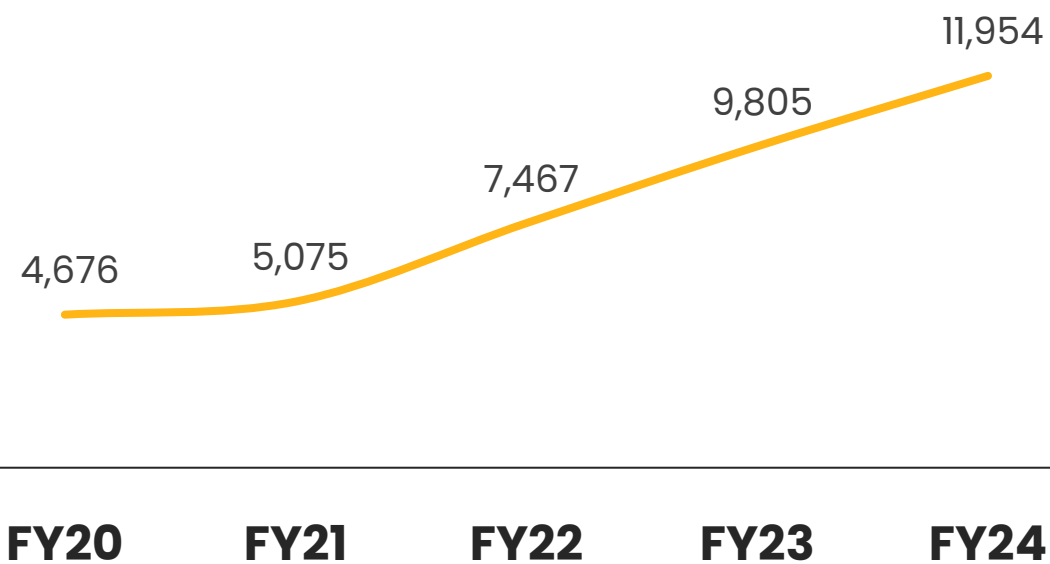
## UNIT SALES #



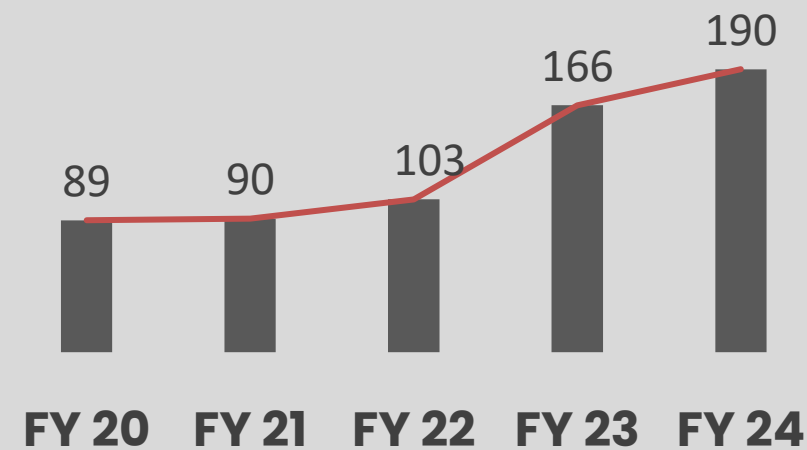
## AVG. REALIZATION psf



## COLLECTIONS Cr



## CUMULATIVE COMPLETIONS MN SFT



## CAGR Growth %

Sales	48%
Unit Sales	31%
Avg Realization	11%
Collection	26%
Completions	21%



# Launches

## Launches Q4

**9.35 Mn sft**

- Residential: 0.83
- Off/Retail/Hosp: 8.52

## Launches FY24

**40.19 Mn sft**

- Residential: 31.67
- Off/Retail/Hosp : 8.52

### Q4

S.No	Projects Launched	Location	Segment	Developable Area (Mnsf)	No of Units
1	Prestige Somerville	Bengaluru	Residential	0.83	306
2	Prestige Tech Habitat	Bengaluru	Commercial	1.04	-
3	Prestige Capital Square	Bengaluru	Commercial	0.18	-
4	Prestige IOI (X)	Mumbai	Commercial	2.94	-
5	Prestige IOI (Y)	Mumbai	Commercial	1.83	-
6	Techzone	Bengaluru	Commercial	2.53	-
<b>Total</b>				<b>9.35</b>	<b>306</b>

### Q3

1	Prestige Ocean Towers	Mumbai	Residential	1.35	169
2	Prestige Glenbrook	Bengaluru	Residential	0.66	285
3	The Prestige City @ Hyd - Apt	Hyderabad	Residential	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 - Villas	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	Residential	3.11	1,473
<b>Total</b>				<b>3.11</b>	<b>1,473</b>

# Completions

## Completions Q4

**13.33 Mn sft**

- Residential: 8.24
- Off/Retail/Hosp : 5.09

## Completions FY24

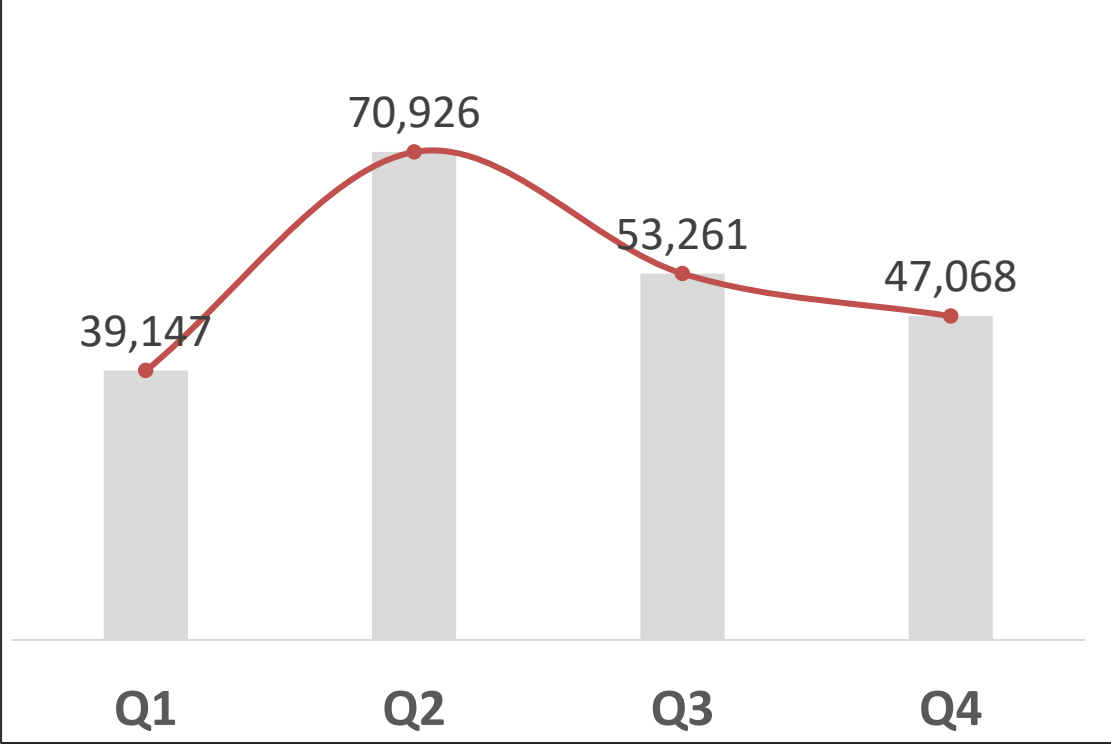
**25.55 Mn sft**

- Residential: 15.43
- Off/Retail/Hosp : 10.13

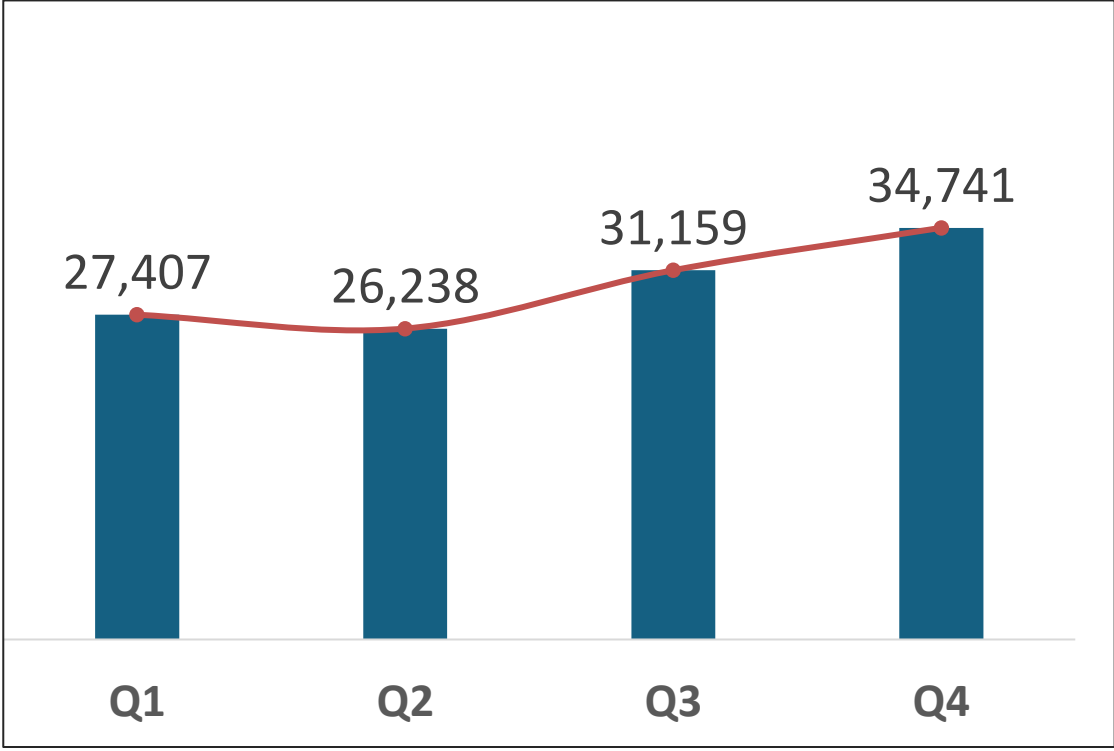
Q4					
S.No	Projects Completed	Location	Segment	Developable Area (Mnsf)	No of Units
1	Prestige Tranquil	Hyderabad	Residential	2.24	906
2	Prestige Windsor Park	Chennai	Residential	0.91	637
3	Prestige Finsbury Park- Regent	Bengaluru	Residential	1.81	958
4	Prestige Finsbury Park- Hyde	Bengaluru	Residential	2.77	2,092
5	Prestige Fairfield	Bengaluru	Residential	0.51	158
6	Prestige Tech Cloud	Bengaluru	Commercial	2.10	-
7	Prestige Tech Pacific Park	Bengaluru	Commercial	1.65	-
8	Prestige Alpha Tech	Pune	Commercial	1.17	-
9	Prestige Tech park IV Block 3	Bengaluru	Commercial	0.16	-
	<b>Total</b>			<b>13.33</b>	<b>4,751</b>
Q3					
1	Prestige Ocean Crest	Goa	Residential	0.30	106
2	MOXY - 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>

# FY 24 Operational Analysis

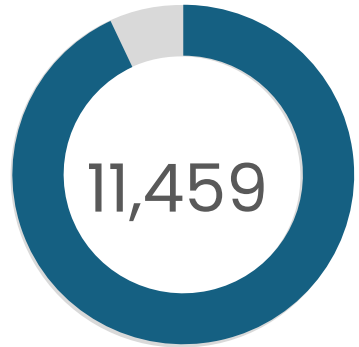
## QoQ Sales ₹ mn



## QoQ Collections ₹ mn

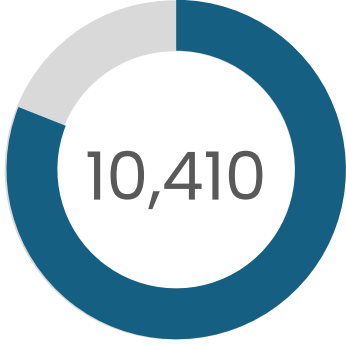


► Q4 Avg Realization psf










Appt / Comm Office

► FY24 Avg Realization psf



Appt / Comm Office

FY24 Sales ₹ mn	
	Pan India 210,403
	% of Sales
	Bengaluru 122,407 (58%)
	Mumbai 32,393 (15%)
	Hyderabad 50,634 (24%)
	Kochi/Calicut 2,453 (1.2%)
	Chennai 1,401 (0.7%)
	Goa 776 (<1%) Mangalore 338 (<1%)

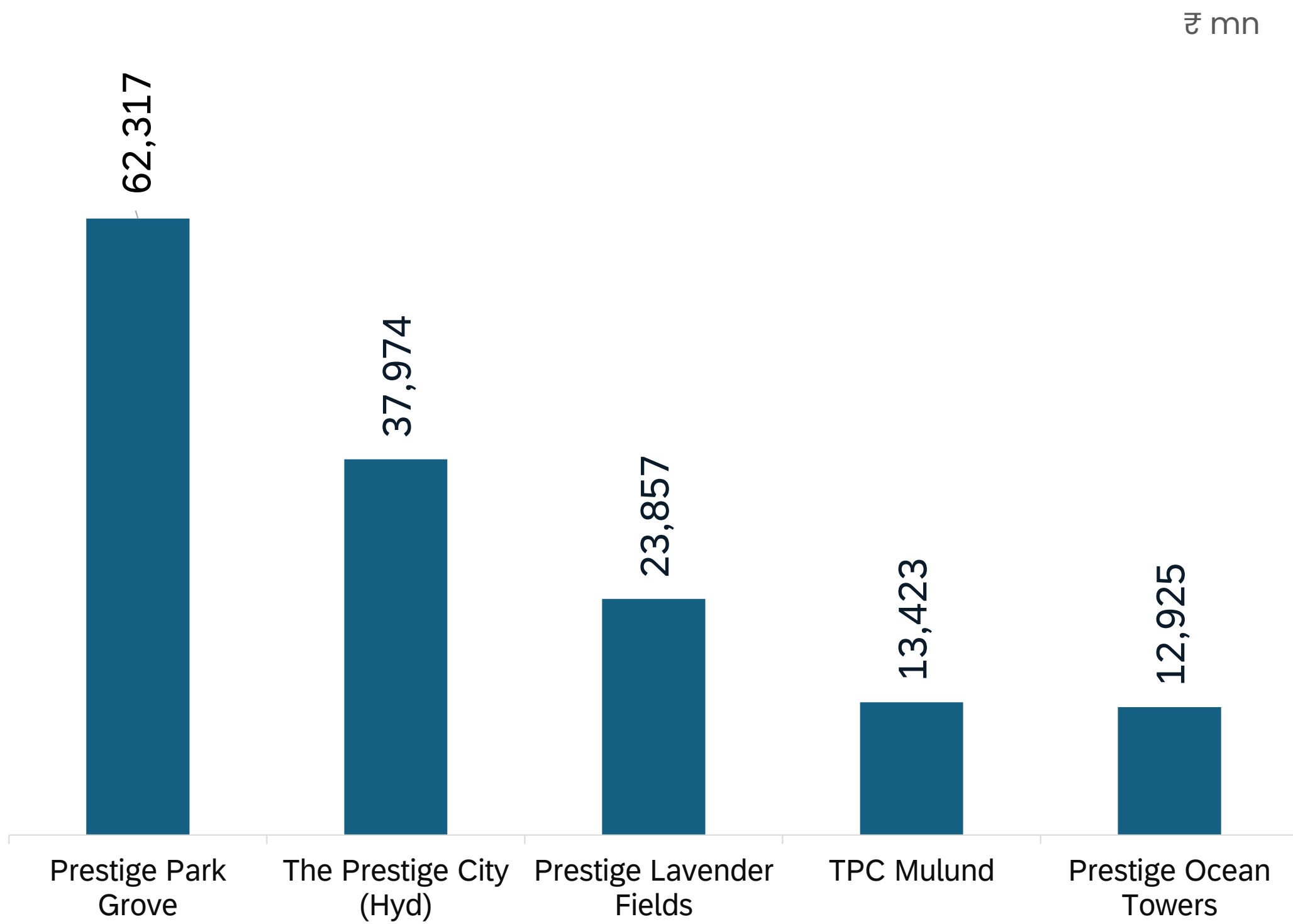
# Top Sales Contributors – FY 24



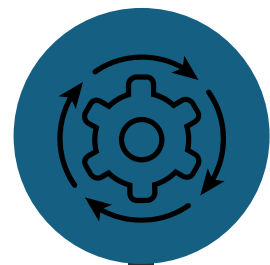
Prestige Park Grove  
Artist's Impression



The Prestige City Hyderabad  
Artist's Impression



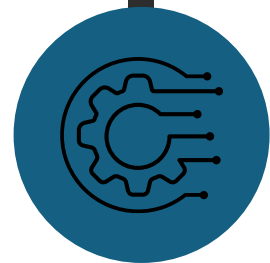
# Financial Performance FY24



## Revenue

₹94,253 mn

+7.45% YoY



## EBITDA

₹40,466 mn

+59.1% YoY



## PAT

₹16,282 mn

+52.75% YoY



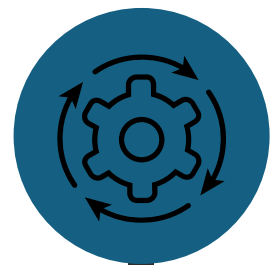
## %

EBITDA 42.93%

PAT 17.27%

Above Items include gain of ₹8,512 mn recognised on acquisition of Prestige (BKC) Realtors Pvt Ltd & Turf Estate Joint Venture LLP

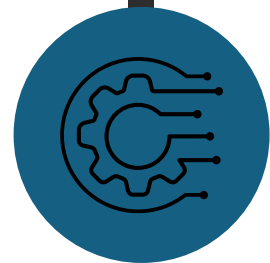
# Financial Performance Q4 FY24



## Revenue

₹22,325 mn

-24.01% YoY



## EBITDA

₹8,962 mn

-9.29% YoY



## PAT

₹2,361 mn

-53.12% YoY



## %

EBITDA 40.14%

PAT 10.58%

# Segment-wise Results & Capital Employed

(in ₹Million)

12 Months FY 2023-24	Office	Retail	Hospitality	Services	Residential	Others (Note 1)	Total
Revenue	2,980	2,506	7,899	9,491	51,057	4,838	78,771
EBITDA (excluding other income)	2,633	1,417	2,917	1,248	11,931	4,838	24,984
<b>EBITDA %</b>	88%	57%	37%	13%	23%	100%	32%
Depreciation	812	652	1,646	179	401	3,475	7,165
EBIT (excluding other income)	1,821	765	1,271	1,069	11,530	1,363	17,819
<b>EBIT %</b>	61%	31%	16%	11%	23%	28%	23%
Interest Expenses (net of interest income)	463	573	759	(12)	6,008	1,894	9,685
Other Income	(157)	(322)	(2)	(41)	(68)	(12,386)	(12,976)
PBT before JV Share of loss / (profit)	1,514	514	514	1,122	5,590	11,856	21,110
<b>PBT %</b>	51%	21%	7%	12%	11%	245%	27%
Joint Venture share of loss / (profit)	-	-	-	-	-	-	(113)
PBT after Joint Venture share of loss / (profit)	1,514	514	514	1,122	5,590	11,856	21,223
Exceptional Items	-	-	-	-	-	-	-
PBT after Exceptional Items	1,514	514	514	1,122	5,590	11,856	21,223
Tax	441	129	129	392	1,953	1,892	4,936
<b>PAT</b>	1,073	385	385	730	3,637	9,964	16,287

## Note 1 : Others includes

a. Impact of IND AS 116

b. Fair value gain recognised on Retail REITs Rs. 3,828 Mn.

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

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# Segment-wise Results & Capital Employed

(in ₹Million)

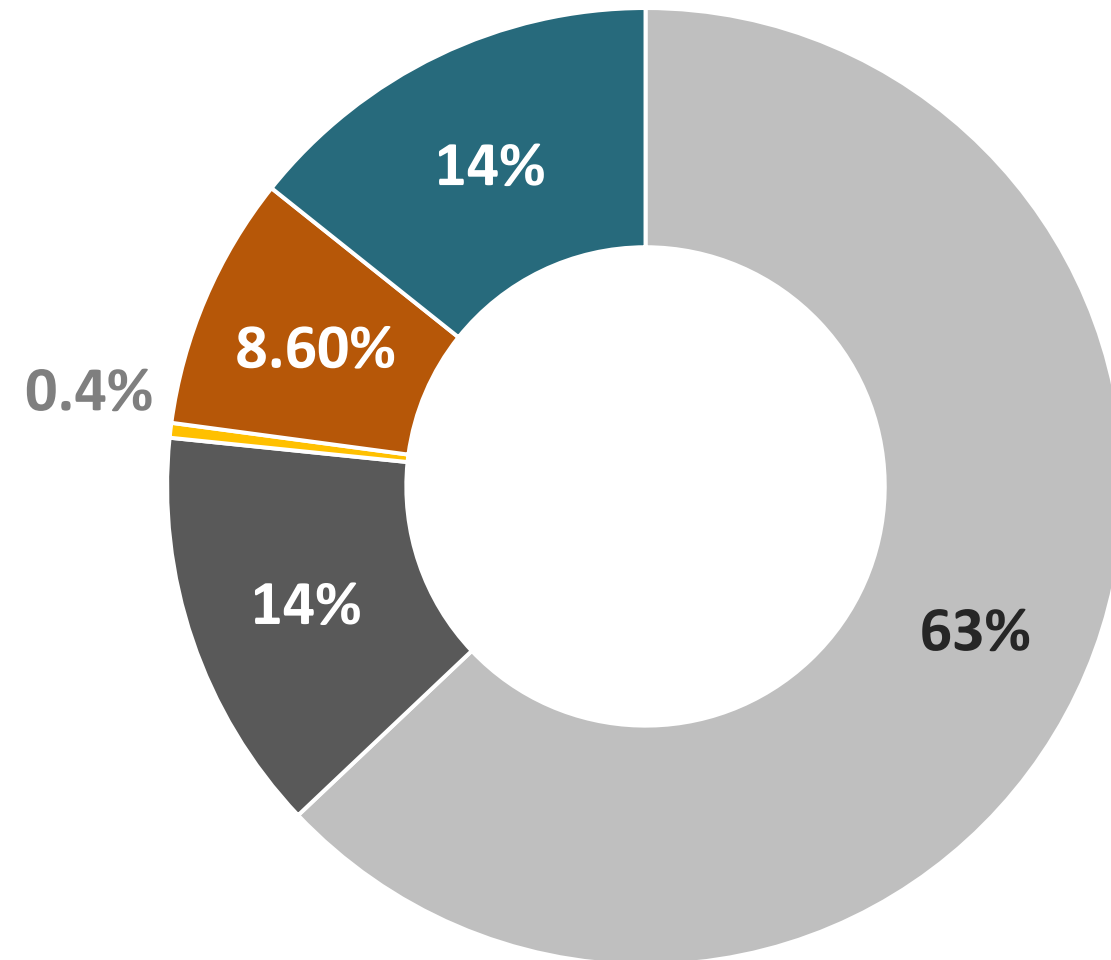
12 Months FY 2023-24		Office	Retail	Hospitality	Services	Residential	Total
<b>Capital Employed</b>							
Equity	A	52,310	12,484	24,329	506	23,259	112,888
Debt (including ongoing capex)	B	22,531	10,533	8,918	-	62,164	104,146
Debt taken for ongoing capex project	C	10,255	500	-	-	-	10,755
Debt (excluding ongoing capex)	D=(B-C)	12,276	10,033	8,918	-	62,164	93,391
<b>Capital Employed</b>	<b>E=(A+B)</b>	<b>74,841</b>	<b>23,017</b>	<b>33,247</b>	<b>506</b>	<b>85,423</b>	<b>217,034</b>
Capital employed on Ongoing capex projects and investments	F	55,297	12,204	7,956	-	-	75,457
<b>Capital Employed (excluding ongoing capex projects)</b>	<b>G=E-F</b>	<b>19,544</b>	<b>10,813</b>	<b>25,291</b>	<b>506</b>	<b>85,423</b>	<b>141,577</b>
Debt (excluding ongoing capex)	D	12,276	10,033	8,918	-	62,164	93,391
Equity	H=G-D	7,269	780	16,373	506	23,259	48,186
ROCE (ANNUALISED)		13.47%	13.11%	11.53%	246.64%	13.97%	17.65%
ROE (ANNUALISED)		32.01%	149.57%	13.19%	257.11%	25.76%	58.68%
<b>1. ROCE - EBIDTA/ CAPITAL EMPLOYED (G)</b>							
<b>2. ROE - PBT +DEPRECIATION/ EQUITY (H)</b>							



# Debt Profile

As on March 31, 2024

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



➤ **Net Debt**  
₹ 77,880 mn

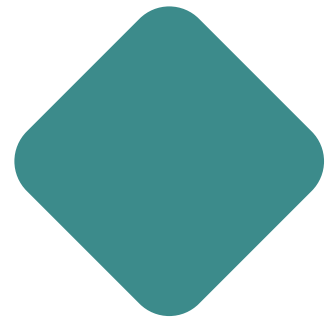
➤ **Debt Equity Ratio**  
0.66

➤ **\*Adjusted Net Debt**  
₹ 69,468 mn

➤ **Adjusted Debt Equity Ratio**  
0.59

➤ **Avg. Borrowing Cost**  
10.69%

\* Adjusted for Market Value of Current Investment ₹8,412 mn



# Business Segments



**Residential**

**Commercial**

**Retail**

**Hospitality**

**Property Management**

# Residential

Apartments



Villas



Plotted Development



Integrated Townships | Prestige City Format



# Residential Portfolio

- COMPLETED**

  - 150 PROJECTS
  - 127 MN SFT
- ONGOING**

  - 37 PROJECTS
  - 65 MN SFT
- UPCOMING**

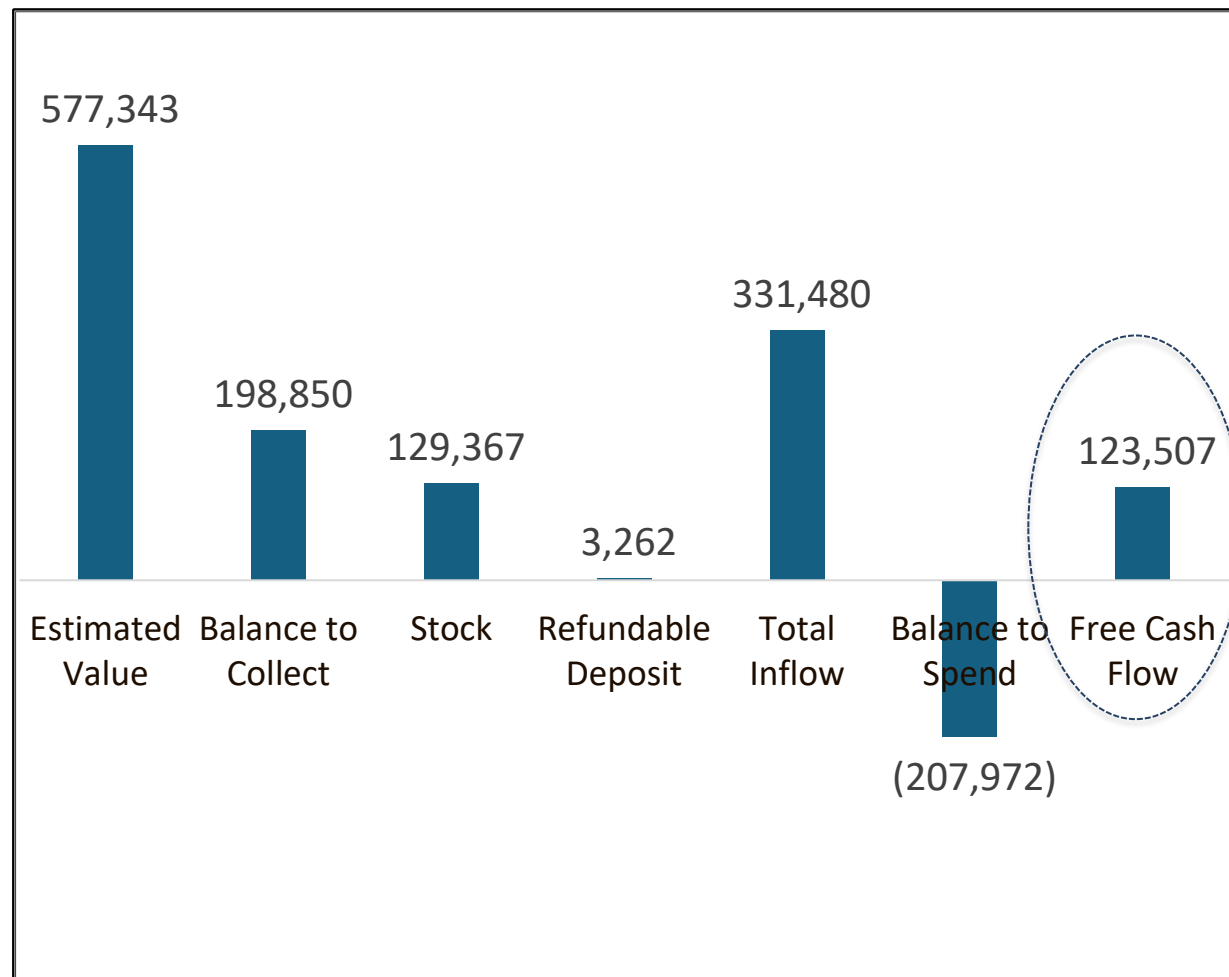
  - 30 PROJECTS
  - 75 MN SFT

## STOCK BREAKUP

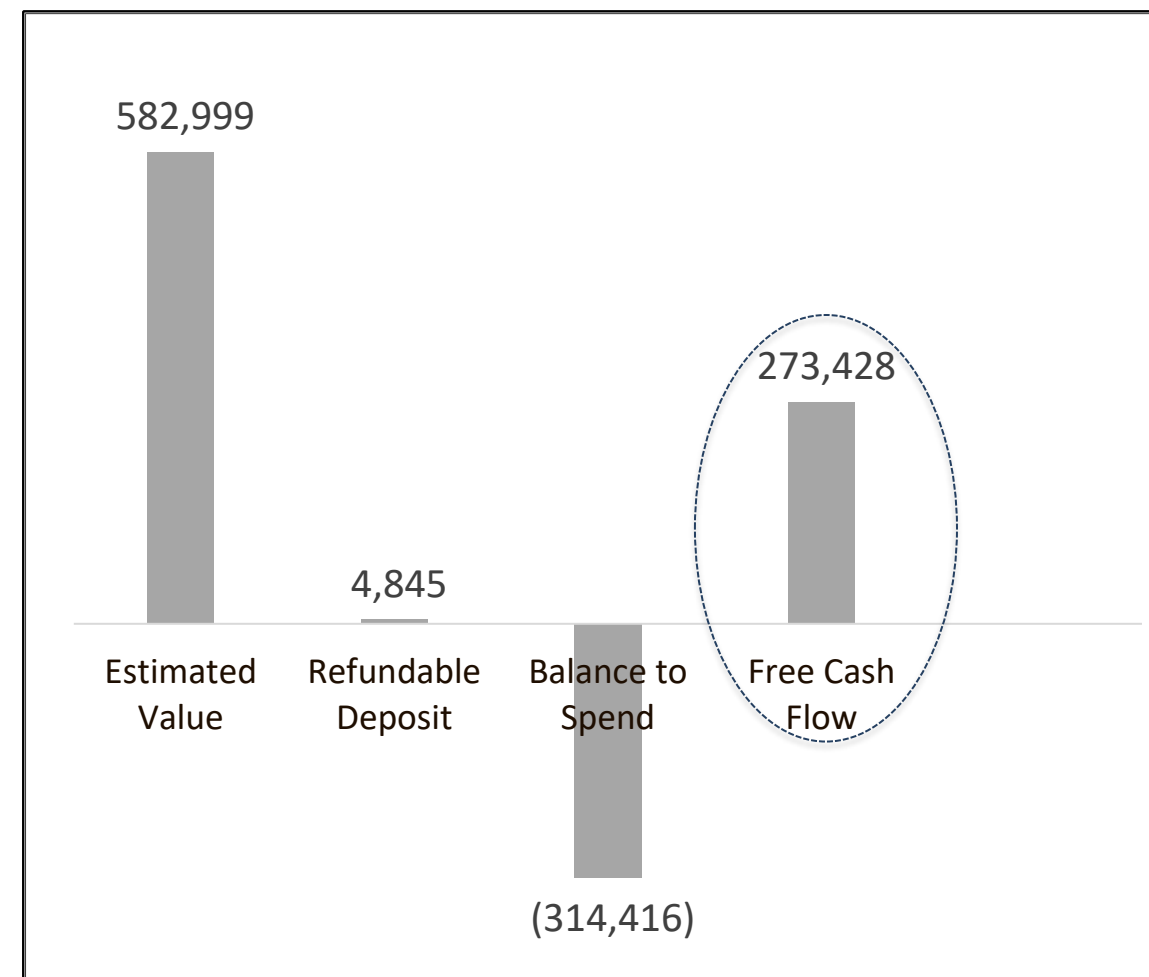
Category	Area	Value(Mn)
Ongoing-Premium & Luxury Projects	1.849	53,582
Ongoing-Mid Income Projects	8.094	68,812
Ongoing Commercial Projects	0.405	4,054
Completed Projects	0.375	2,919
<b>Total</b>	<b>10.723</b>	<b>1,29,367</b>

## Prestige Share

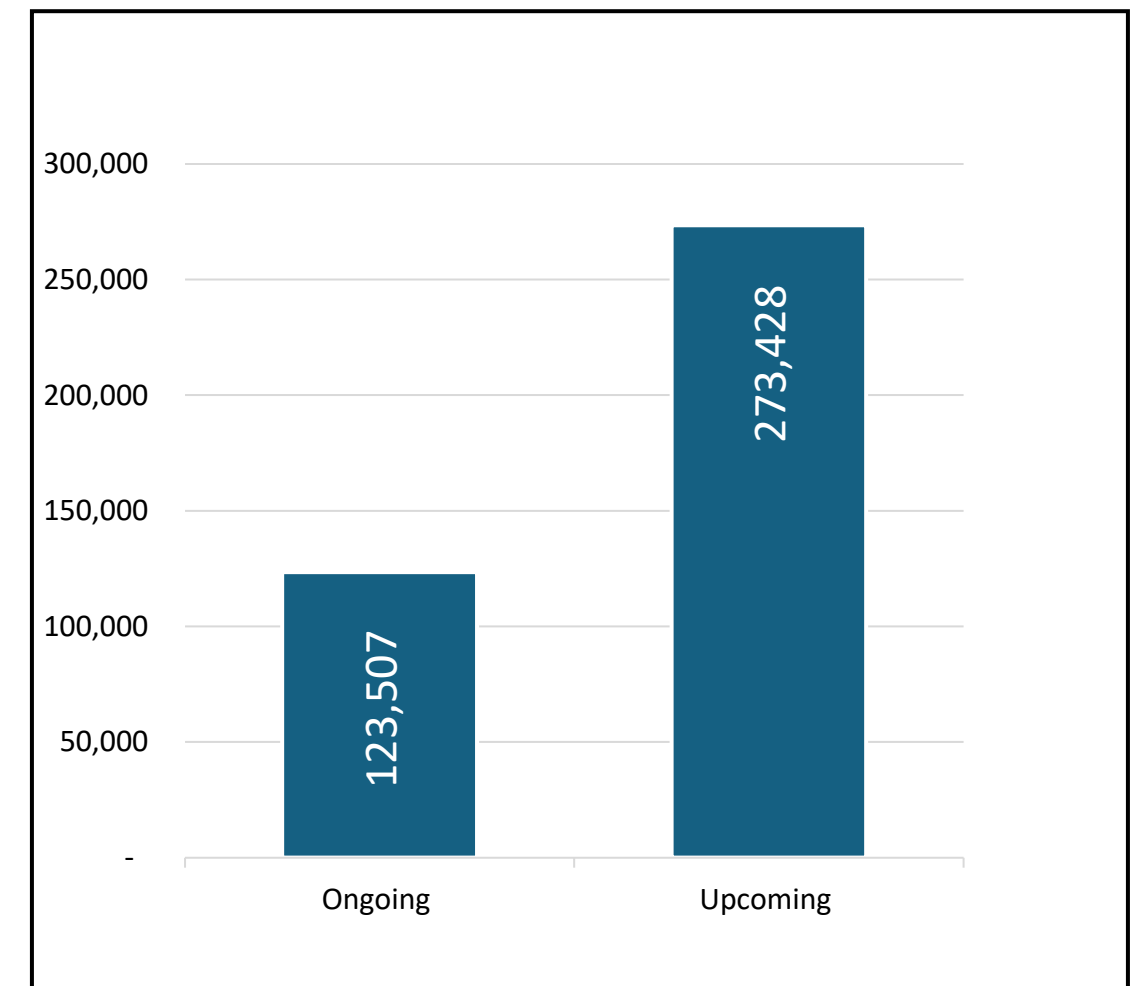
CASH FLOW (₹ mn) : ONGOING + COMPLETED PROJECTS



CASH FLOW (₹ mn) : UPCOMING PROJECTS

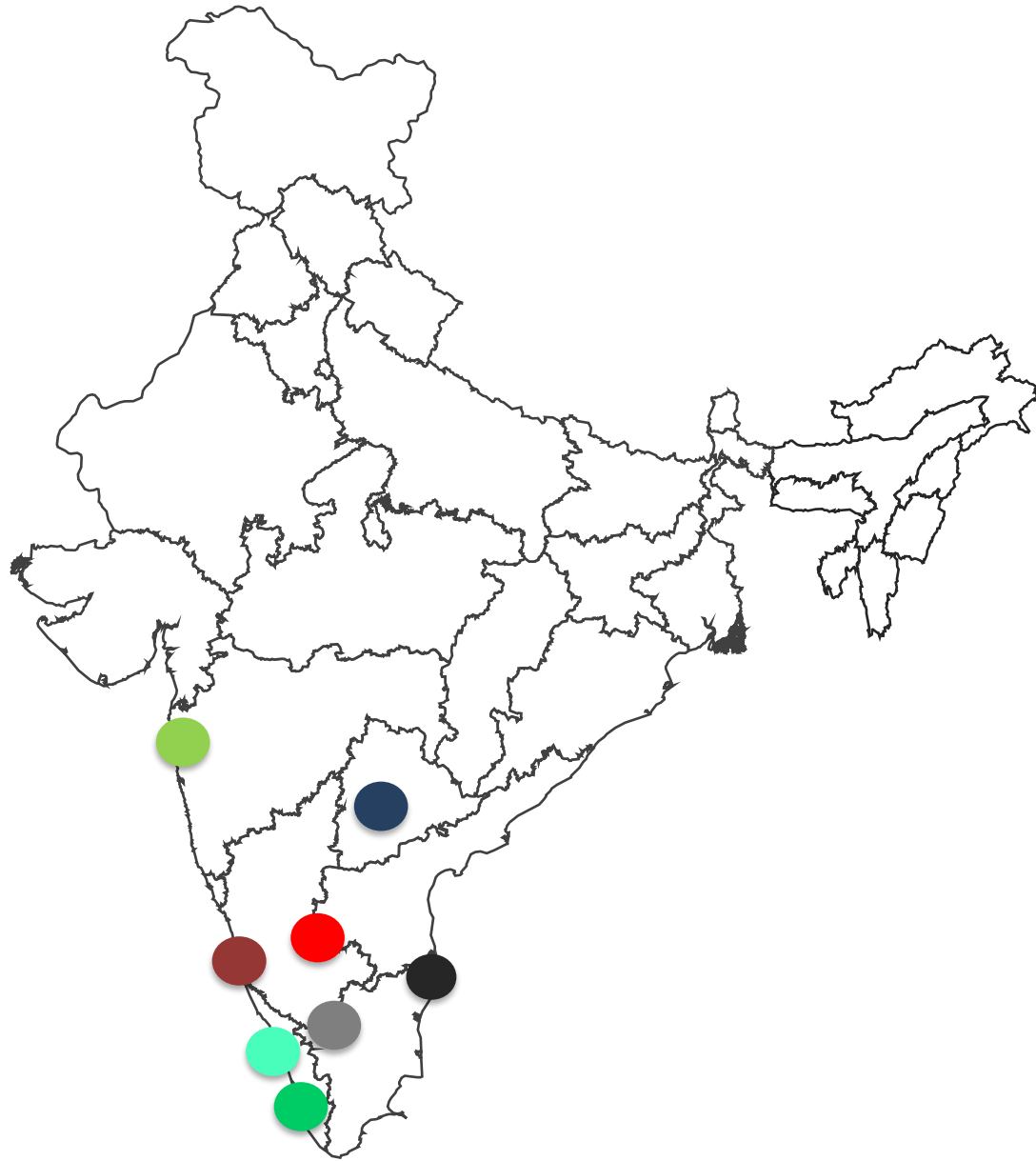


FREE CASH FLOWS (₹ mn) : 3,96,935



# Ongoing Residential

37 Projects 65 mn sft



## Bengaluru

1	Prestige White Meadows T3	0.50	100%	0.50	FY 25
2	Prestige Primrose Hills	2.00	68%	1.36	FY 25
3	Prestige Waterford	1.75	60%	1.05	FY 25
4	Aspen Greens @ TPC	0.50	60%	0.30	FY 25
5	Avalon Park @ TPC	2.03	60%	1.22	FY 25
6	Eden Park @ TPC	2.69	60%	1.61	FY 26
7	Meridian Park Phase I @ TPC	1.82	60%	1.09	FY 26
8	Meridian Park Phase II @ TPC	2.34	60%	1.40	FY 26
9	Meridian Park Phase III @ TPC	1.81	60%	1.09	FY 26
10	Aston Park @ TPC	1.35	60%	0.81	FY 27
11	Prestige Green Gables	0.71	62%	0.44	FY 26
12	Prestige Sanctuary	0.43	100%	0.43	FY 26
13	Prestige Elm Park	0.57	65%	0.37	FY 27
14	Prestige Dew Drops	0.12	100%	0.12	FY 27
15	Prestige Lavender Fields	3.11	90%	2.81	FY 28
16	Prestige Park Grove - Apartments	9.28	50%	4.63	FY 28
17	Prestige Park Grove-Villas	0.34	55%	0.19	FY 28
18	Prestige Serenity Shores	1.57	80%	1.25	FY 28
19	Prestige Glenbrook	0.66	100%	0.66	FY 28
20	<b>Prestige Somerville</b>	<b>0.83</b>	<b>64%</b>	<b>0.53</b>	<b>FY 28</b>
<b>Total</b>		<b>34.42</b>		<b>21.86</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 Beverly Hills	2.30	73%	1.68	FY 25
2	Prestige Clairemont	3.29	100%	3.29	FY 27
3	Prestige Vaishnai Rainbow Waters	1.11	37%	0.40	FY 27
4	The Prestige City @ Hyd - Villa	0.81	30%	0.24	FY 27
5	The Prestige City @ Hyd - Apt	12.61	30%	3.78	FY 28
<b>Total</b>		<b>20.12</b>		<b>9.40</b>	

## Kochi

1	Prestige Cityscape	0.30	50%	0.15	FY 27
2	Prestige Panorama	0.29	50%	0.15	FY 27
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 25
<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)

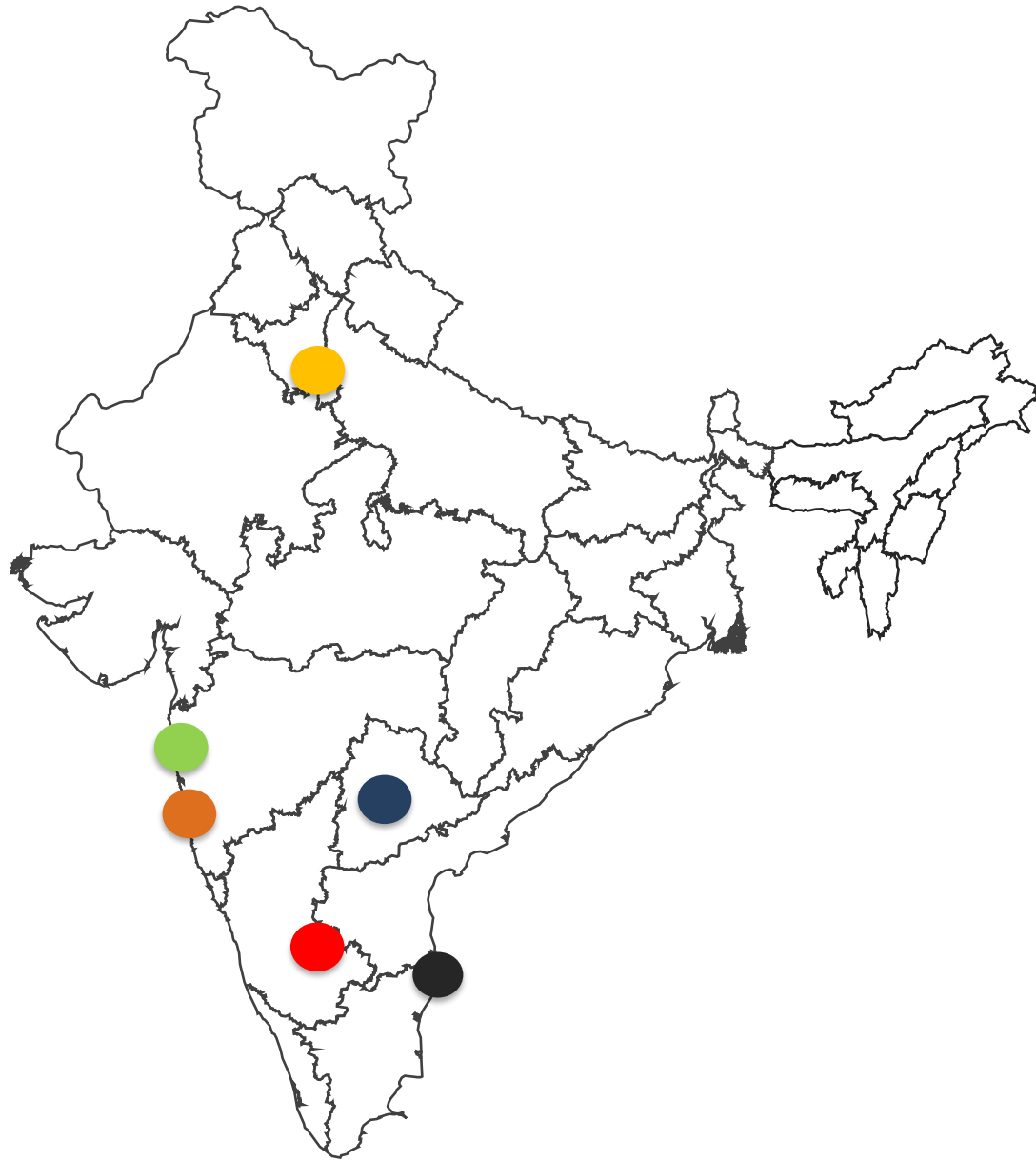
Economic Interest (%)

Prestige Share (Mn sft)

Completion (Yr)

# Upcoming Residential

**30** Projects **75** mn sft



## ● Bengaluru

1	Prestige Countydale	0.24	100%	0.24	FY 25
2	Prestige Southern Star	8.50	48%	4.08	FY 25
3	Prestige Park Ridge	2.43	69%	1.67	FY 25
4	Prestige Raintree Park	4.58	100%	4.58	FY 25
5	Prestige Pine Forest	1.22	60%	0.73	FY 25
6	Prestige Falcon City Luxe	4.21	60%	2.53	FY 25
7	Prestige Greenmoor	0.67	26%	0.17	FY 25
8	Prestige Camden Gardens	0.34	66%	0.22	FY 25
9	Eaton Park @ TPC	0.31	60%	0.19	FY 25
10	Prestige Suncrest	0.83	70%	0.58	FY 25
11	Prestige Marigold Ph II	1.47	51%	0.75	FY 25
12	Prestige King's County	1.51	41%	0.62	FY 25
13	Prestige Sunset Park	0.76	40%	0.31	FY 25
14	<b>Prestige Gardenia Estates</b>	<b>1.44</b>	<b>40%</b>	<b>0.57</b>	<b>FY 25</b>
15	<b>Prestige Autumn Leaves</b>	<b>0.74</b>	<b>40%</b>	<b>0.30</b>	<b>FY 25</b>
16	<b>Prestige Oakville</b>	<b>4.84</b>	<b>73%</b>	<b>3.53</b>	<b>FY 25</b>
17	<b>Evergreen @ Prestige Raintree Park</b>	<b>3.74</b>	<b>100%</b>	<b>3.74</b>	<b>FY 25</b>
<b>Total</b>		<b>37.83</b>		<b>24.80</b>	

## ● Mumbai

1	Jijamata Nagar	4.98	26%	1.27	FY 26
2	Prestige Nautilus	2.92	36%	1.06	FY 25
3	Prestige Forest Hills Mulund	4.30	100%	4.30	FY 25
<b>Total</b>		<b>12.20</b>		<b>6.63</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 25
2	Prestige Palm Court	1.74	69%	1.20	FY 25
<b>Total</b>		<b>5.99</b>		<b>4.51</b>	

## ● Delhi / NCR

1	Prestige Bougainvillea Gardens	3.10	72%	2.23	FY 25
2	<b>Prestige 9 KG Marg</b>	<b>0.18</b>	<b>60%</b>	<b>0.11</b>	<b>FY 25</b>
3	<b>TPC Indirapuram</b>	<b>10.78</b>	<b>53%</b>	<b>5.75</b>	<b>FY 25</b>
<b>Total</b>		<b>14.05</b>		<b>8.09</b>	

## ● Goa

1	Prestige Biosphere	1.16	78%	0.90	FY 25
2	Veranda Bay & Shimmering Shores @ Prestige Sea Scapes	0.66	51%	0.34	FY 25
3	Palm Coast @ Prestige Sea Scapes	0.44	51%	0.23	FY 25
4	Beach Gardens @ Prestige Sea Scapes	1.63	51%	0.83	FY 25
<b>Total</b>		<b>3.89</b>		<b>2.29</b>	

Table Header

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

# GDV of Projects Expected to Launch in the FY 2025

SI No	Project Name	Location	* TDA (Mnsft)	GDV ₹Mn
1	Prestige Southern Star	Bengaluru	8.50	61,071
2	Prestige Raintree Park	Bengaluru	4.58	46,587
3	Prestige Pine Forest	Bengaluru	1.22	11,220
4	Prestige Falcon City Luxe	Bengaluru	4.21	43,570
5	Prestige Greenmoor	Bengaluru	0.67	10,325
6	Prestige Camden Gardens	Bengaluru	0.34	2,440
7	Eaton Park @ TPC	Bengaluru	0.31	2,654
8	Prestige Suncrest	Bengaluru	0.83	4,704
9	Evergreen @ Prestige Raintree Park	Bengaluru	3.74	43,124
10	Prestige Marigold Ph II	Bengaluru	1.47	5,427
11	Prestige King's County	Bengaluru	1.51	11,345
12	Prestige Sunset Park	Bengaluru	0.76	3,823
13	Prestige Gardenia Estates	Bengaluru	1.44	7,187
14	Prestige Pallava Gardens	Chennai	4.24	26,395
15	Prestige Biosphere	Goa	1.16	15,686
16	Veranda Bay & Shimmering Shores @ Prestige Sea Scapes	Goa	0.66	8,700
17	Beach Gardens @ Prestige Sea Scapes	Goa	1.63	8,130
18	Prestige Rock Cliff	Hyderabad	0.68	9,374
19	Prestige Nautilus	Mumbai	2.92	71,256
20	Prestige Forest Hills Mulund	Mumbai	4.30	59,035
21	Prestige Bougainvillea Gardens	Noida	3.10	21,158
22	9 KG Marg	Delhi	0.18	10,506
23	TPC Indirapuram	NCR	10.78	82,899
<b>Total</b>			<b>59.22</b>	<b>5,91,484</b>

\* TDA includes car parking

# Commercial



Prestige BKC 101, Mumbai  
Artist's Impression

IT Parks



Corporate Offices



SEZs





# Commercial Segment

## COMPLETED

- 125 PROJECTS
- 49 MN SFT

## ONGOING

- 12 PROJECTS
- 23 MN SFT

## UPCOMING

- 7 PROJECTS
- 8 MN SFT

## TENANTS

- 400+

## WORKFORCE

- 450,000

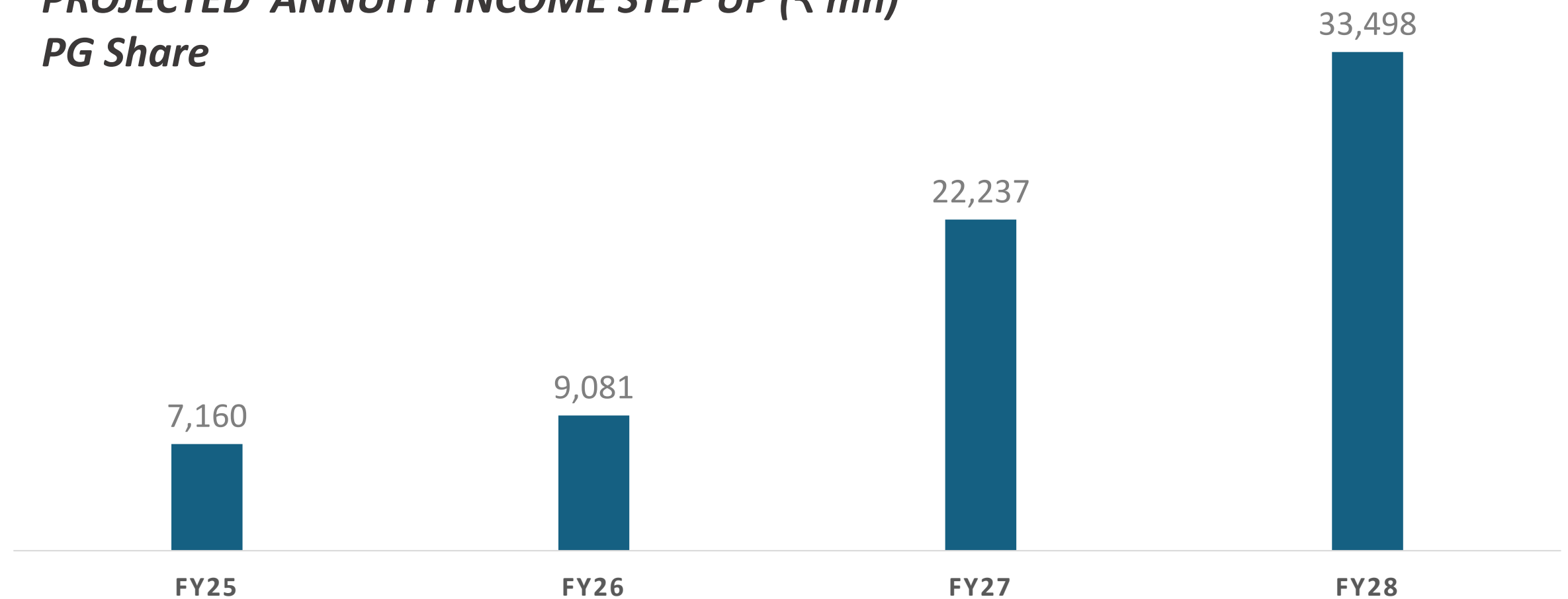
EXIT RENTALS

₹5,189<sub>mn</sub>

ANNUITY INCOME FY28

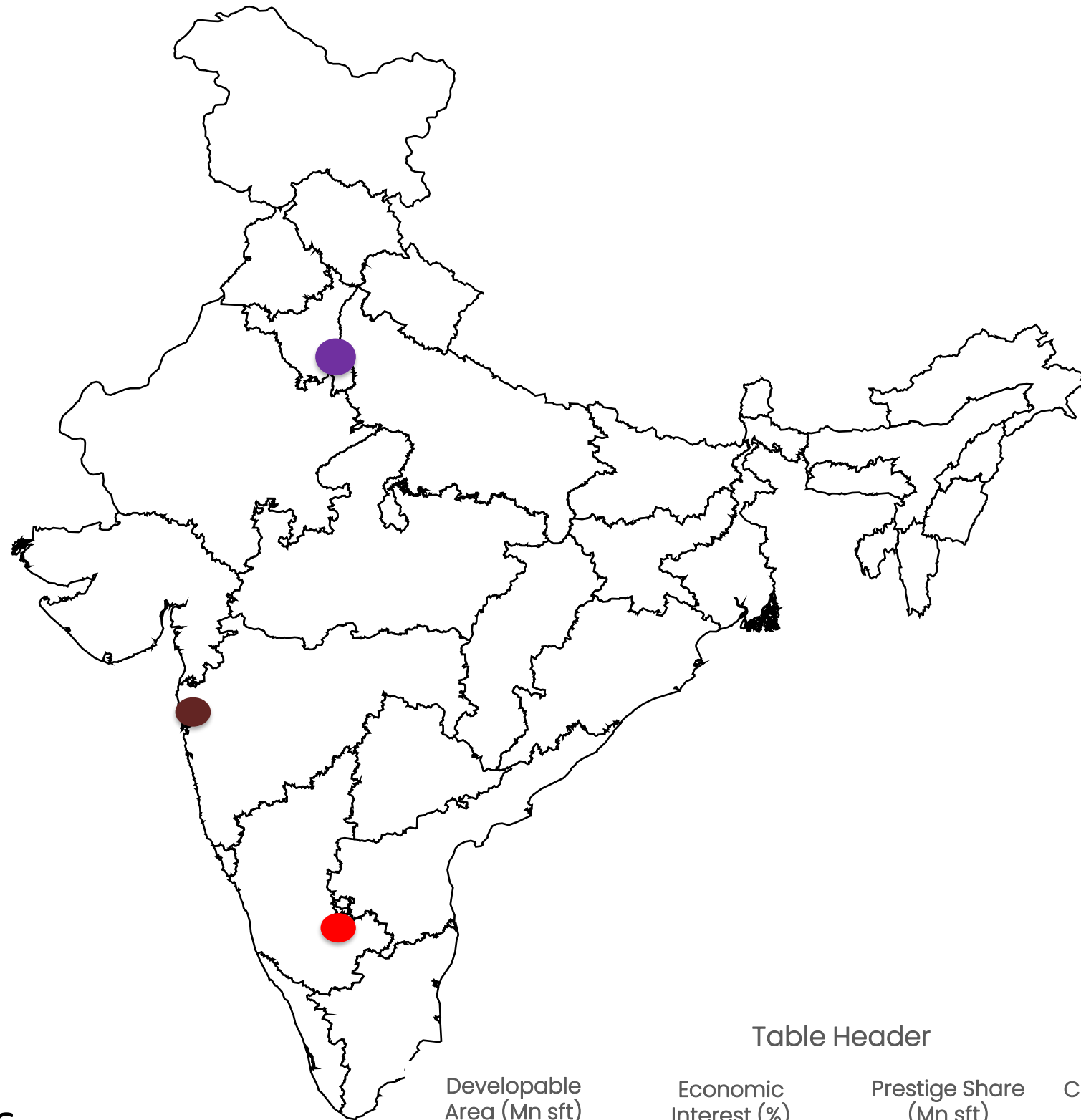
₹ 33,498<sub>mn</sub>

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



# Ongoing Commercial

12 Projects 23 mn sft



## ● Bengaluru

1	Prestige Tech Hub	1.33	60%	0.80	FY 26
2	Prestige Tech Habitat	1.04	74%	0.77	FY 27
3	Prestige Lake Shore Drive Ph I	4.02	40%	1.61	FY 25
4	Prestige Tech Forest	3.73	68%	2.54	FY 27
5	Prestige Waterfront	0.54	60%	0.32	FY 26
6	13° North Commercial	0.14	100%	0.14	FY 26
7	<b>Prestige Techzone</b>	<b>2.53</b>	<b>67%</b>	<b>1.70</b>	<b>FY 27</b>
8	<b>Prestige Capital Square</b>	<b>0.18</b>	<b>100%</b>	<b>0.18</b>	<b>FY 27</b>
<b>Total</b>		<b>13.51</b>		<b>8.05</b>	

## ● Mumbai

1	The Prestige (Liberty Towers)	4.28	90%	3.86	FY 28
2	<b>Prestige 101 (X)</b>	<b>2.94</b>	<b>100%</b>	<b>2.94</b>	<b>FY 28</b>
3	<b>Prestige 101 (Y)</b>	<b>1.83</b>	<b>50%</b>	<b>0.91</b>	<b>FY 28</b>
<b>Total</b>		<b>9.05</b>		<b>7.71</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)

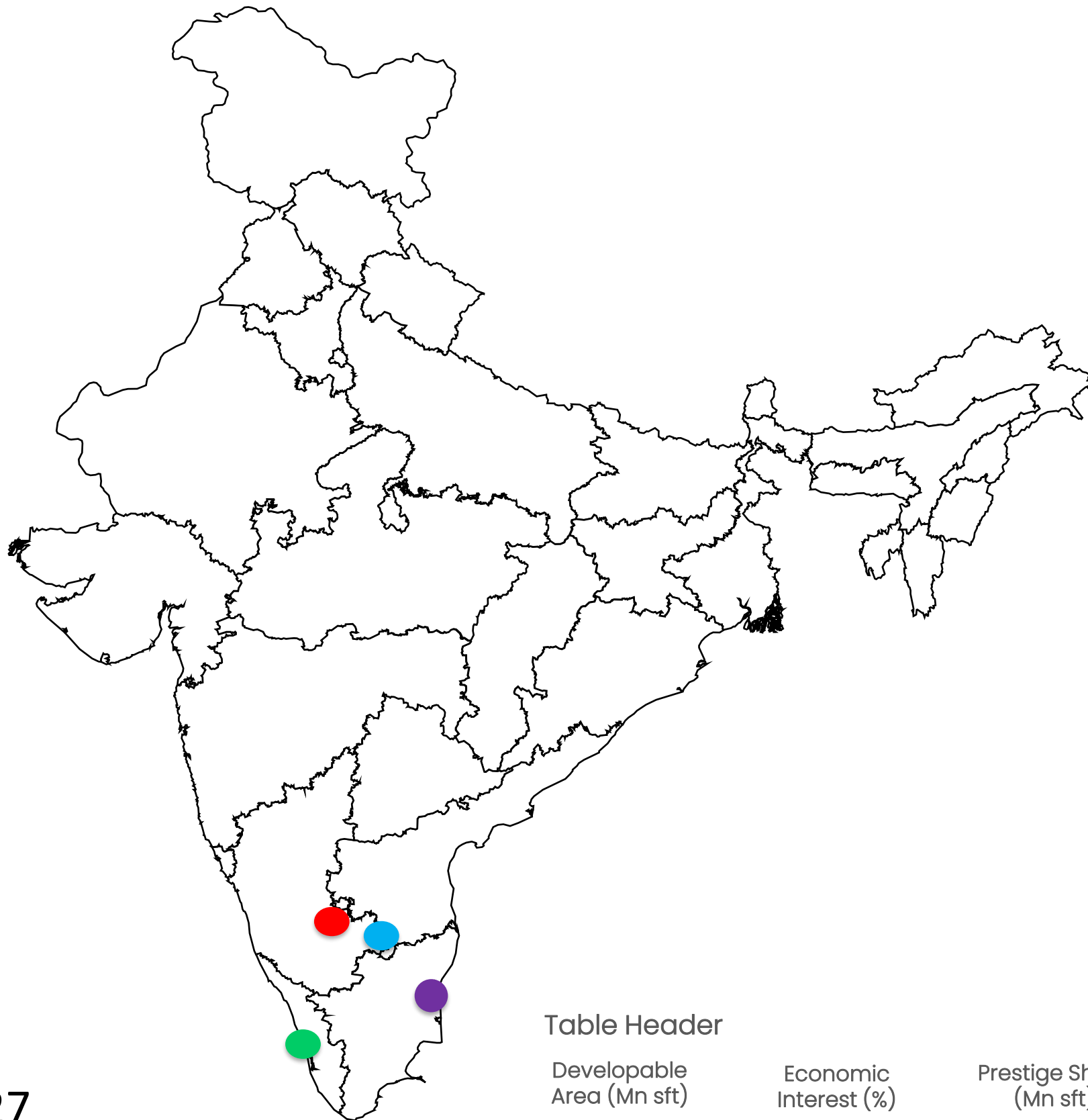
Economic Interest (%)

Prestige Share (Mn sft)

Completion (Yr)

# Upcoming Commercial

**7** Projects **8** mn sft



## ● Bengaluru

1	Prestige Tech Park V	0.14	100%	0.14	FY 25
2	Prestige Landmark	2.92	50%	1.46	FY 25
3	Prestige JRC Signature Tower	0.28	100%	0.28	FY 25
<b>Total</b>		<b>3.34</b>		<b>1.88</b>	

## ● Kolar

1	Shipco (Warehousing)	2.05	70%	1.44	FY 25
<b>Total</b>		<b>2.05</b>		<b>1.44</b>	

## ● Kochi

1	Prestige Cyber Green- Phase II	0.62	100%	0.62	FY 26
2	Prestige Vantage Point	0.45	60%	0.27	FY 25
<b>Total</b>		<b>1.07</b>		<b>0.89</b>	

## ● Chennai

1	WS Industries- Porur	1.64	64%	1.05	FY 25
<b>Total</b>		<b>1.64</b>		<b>1.05</b>	

Table Header

Developable  
Area (Mn sft)

Economic  
Interest (%)

Prestige Share  
(Mn sft)

Launch(Yr)

# Commercial Capex and Balance to Spend

BALANCE TO SPEND (PG SHARE)	PARTICULARS	Total COC	COC (PG)	Balance COC	Balance COC (PG)
ONGOING COMMERCIAL ₹83,429 <sub>mn</sub>	Ongoing Commercial Capex	1,17,679	1,08,586	88,418	83,429
UPCOMING COMMERCIAL ₹20,259 <sub>mn</sub>	Upcoming Commercial Capex	21,903	20,673	21,470	20,259
TOTAL ₹1,03,688 <sub>mn</sub>	<b>Total Capex (Ongoing &amp; Upcoming)</b>	<b>1,39,582</b>	<b>1,29,260</b>	<b>1,09,888</b>	<b>1,03,688</b>

*Value in ₹ mn*

# Retail

Shopping Malls



Multiplexes



High Street



Luxury Retail



Centre for Performing Arts



The Collection@ UB City, Bengaluru  
Shot at Location

# Retail Segment

## COMPLETED

- 13 PROJECTS
- 10 MN SFT

## ONGOING

- 1 PROJECT
- 1 MN SFT

## UPCOMING

- 6 PROJECTS
- 6 MN SFT

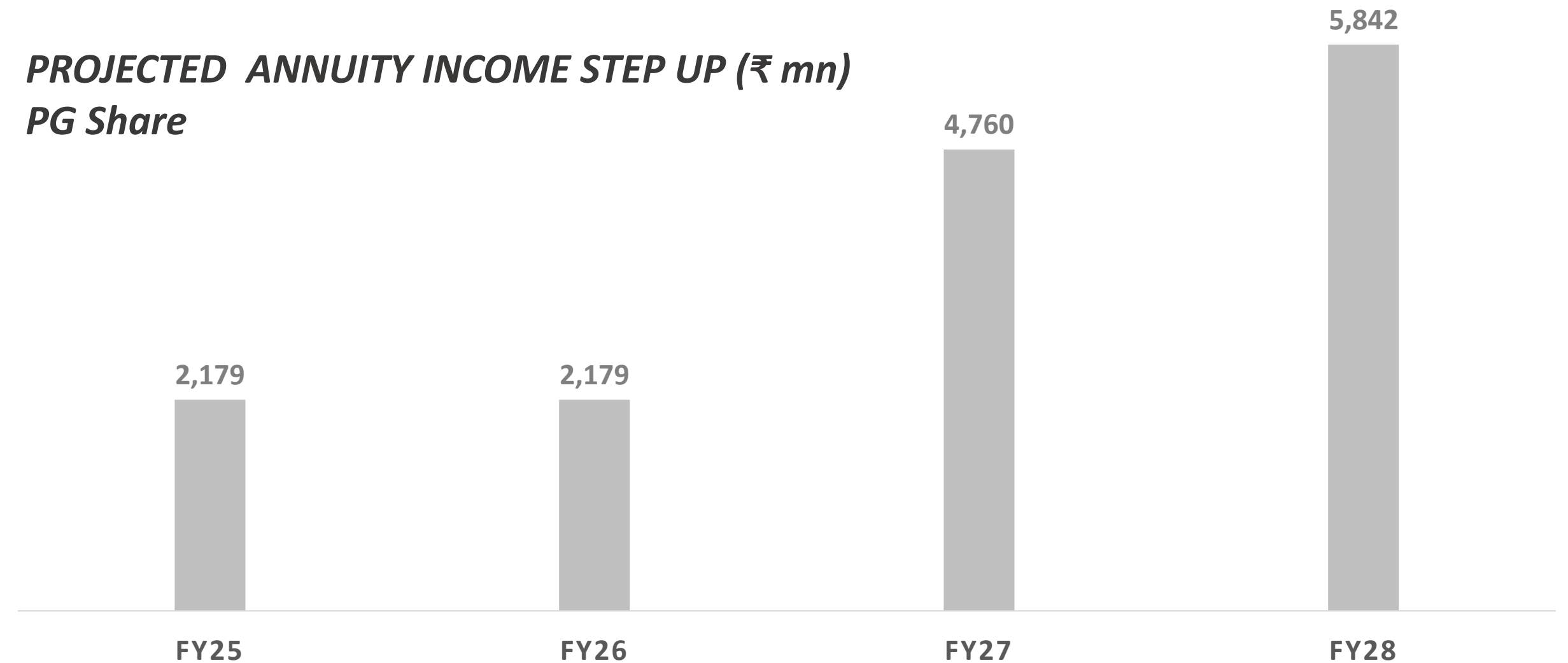
EXIT RENTALS

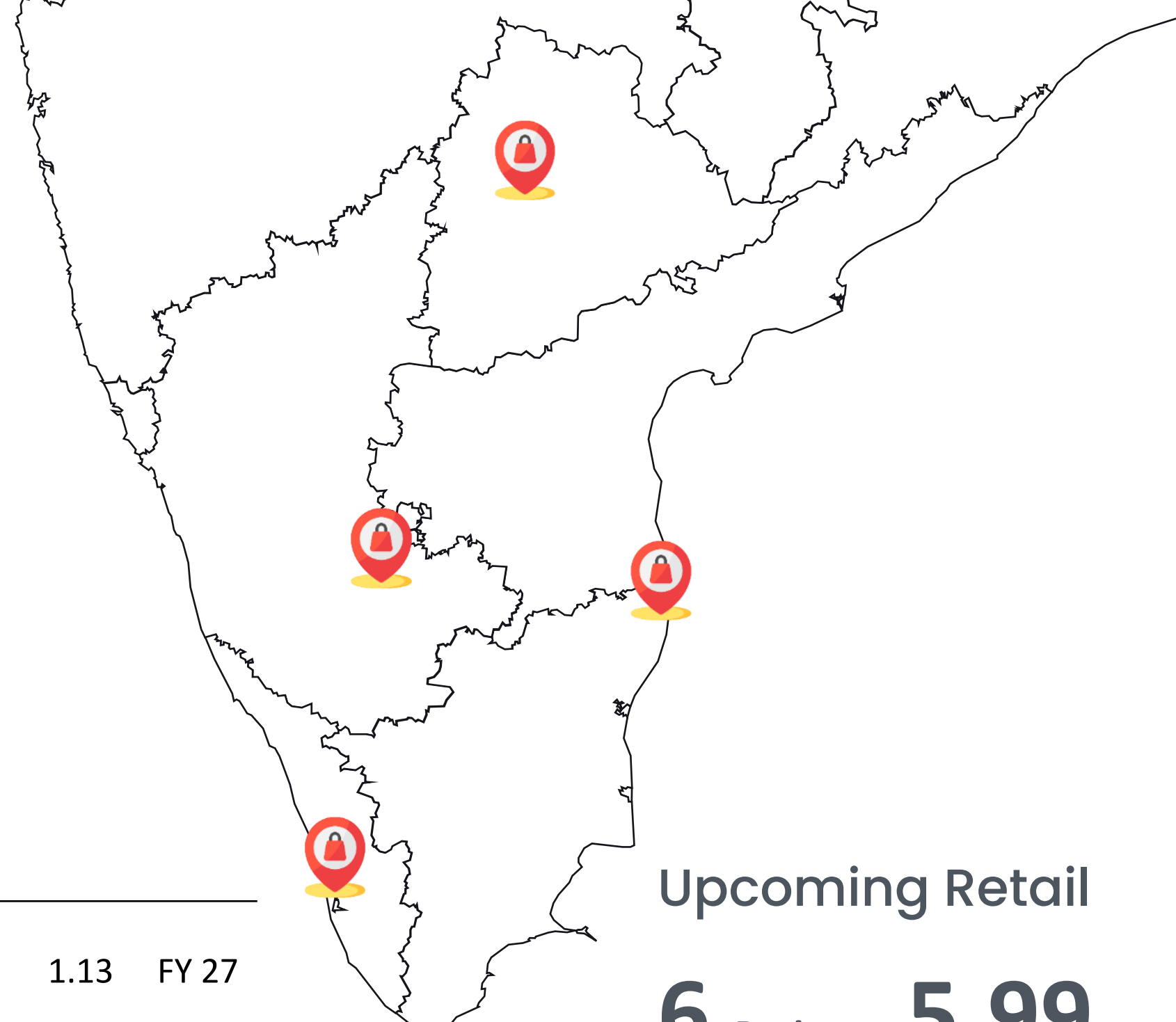
₹2,179<sub>mn</sub>

ANNUITY INCOME FY28

₹ 5,842<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>	

## Upcoming Retail

**6** Projects **5.99** mn sft

### Bengaluru | Hyderabad | Chennai | Kochi

1	Forum One OMR	1.79	85%	1.52	FY 25
2	Forum Neighbourhood Mall	0.69	100%	0.69	FY 26
3	Forum TPC Bengaluru	1.27	60%	0.76	FY 25
4	Forum @ The Prestige City(Hyd)	1.29	30%	0.39	FY 25
5	Forum Park Grove	0.55	60%	0.33	FY 25
6	Forum Mall @ Prestige Falcon City Phase 2	0.41	60%	0.24	FY 25
<b>Total</b>		<b>5.99</b>		<b>3.92</b>	

#### Table Header

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

# Retail Capex & Balance to Spend

BALANCE TO SPEND (PG SHARE)						
		<b>PARTICULARS</b>	<b>Total COC</b>	<b>COC (PG)</b>	<b>Balance COC COC</b>	<b>Balance COC (PG)</b>
ONGOING RETAIL		Ongoing Retail Capex	3,619	3,619	2,613	2,613
<b>₹2,613<sub>mn</sub></b>						
UPCOMING RETAIL		Upcoming Retail Capex	20,588	13,855	20,479	13,781
<b>₹13,781<sub>mn</sub></b>						
TOTAL		<b>Total Capex (Ongoing &amp; Upcoming)</b>	<b>24,207</b>	<b>17,474</b>	<b>23,092</b>	<b>16,395</b>
<b>₹16,395<sub>mn</sub></b>						

Value in ₹ mn



# Hospitality

Resorts



Business Hotels



Service Apartments



Convention Centers



# Hospitality Portfolio (3209 Keys)

## ▶ OPERATING

- 10 Hotels
- 1489 KEYS



301 KEYS, BENGALURU



285 KEYS, BENGALURU



360 KEYS, BENGALURU



178 KEYS, BENGALURU



102 KEYS | 32 KEYS,  
BENGALURU | KOCHI



128 KEYS, BENGALURU



ANGSANA  
Hotels & Resorts

79 KEYS, BENGALURU

## ▶ ONGOING

- 3 Hotels
- 955 KEYS



ST REGIS

189 KEYS, Aerocity NEW DELHI



590 KEYS, Aerocity NEW DELHI



W  
HOTELS  
WORLDWIDE

176 KEYS BENGALURU

## ▶ UPCOMING

- 5 Hotels
- 765 KEYS



200 KEYS, MUMBAI (BKC)



JW MARRIOTT.

200 KEYS, SAKLESHPUR



125 KEYS, CHENNAI



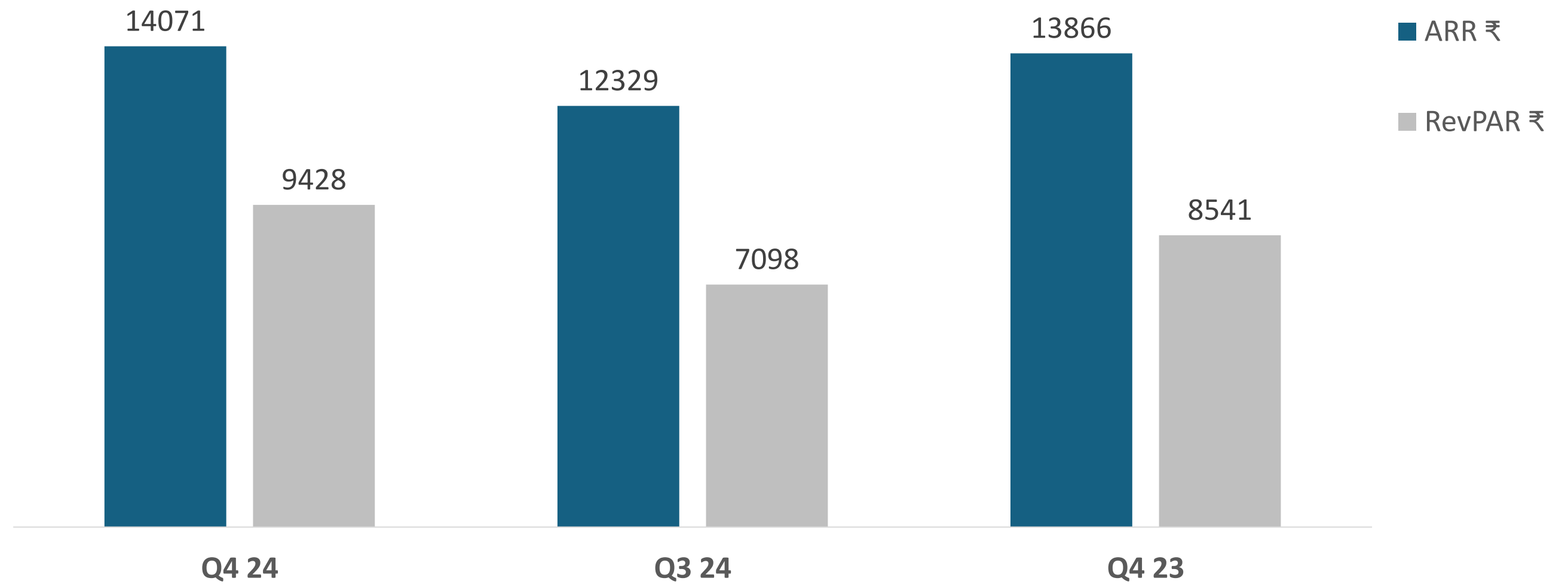
MARRIOTT

120 KEYS, BENGALURU

AUTOGRAPH  
COLLECTION®  
HOTELS

120 KEYS, GOA

# Operating Hotel Performance



# Hospitality Revenue Potential (3209 Keys)

## ▶ OPERATING

- 10 Hotels
- 1489 KEYS

## ▶ ONGOING

- 3 Hotels
- 955 KEYS

## ▶ UPCOMING

- 5 Hotels
- 765 KEYS

	OPERATING	UNDER CONSTRUCTION	UPCOMING	TOTAL
Total Keys	1,489	955	765	3,209
Keys (PG Share)	1,439	566	571	2,575
Total Revenue p.a.	10,013	8,220	7,468	25,701
<u>Revenue P.A ( PG Share)</u>	9,826	4,881	5,632	20,339

Value (in ₹ Mn)

# Hospitality Capex and Balance to Spend

BALANCE TO SPEND (PG SHARE)	PARTICULARS	Total COC	COC (PG)	Balance COC	Balance COC (PG)
ONGOING HOSPITALITY ₹7,740 <sub>mn</sub>	Ongoing Hospitality Capex	20,466	11,416	13,114	7,740
UPCOMING HOSPITALITY ₹11,383 <sub>mn</sub>	Upcoming Hospitality Capex	14,169	11,398	14,139	11,383
TOTAL ₹19,123 <sub>mn</sub>	<b>Total Capex (Ongoing &amp; Upcoming)</b>	<b>34,635</b>	<b>22,814</b>	<b>27,253</b>	<b>19,123</b>

*Value in ₹ mn*



Prestige Leela Residences, Bengaluru  
Shot at Location

# Property Management

Housekeeping  
Security  
Training  
Safety  
Landscaping  
Property Upkeep  
Community



185

Projects Under Maintenance  
120 mn sft



95

Projects in Pipeline.  
150 mn sft



₹7066 mn

FY24 Gross Revenue



₹10,000

Future Potential

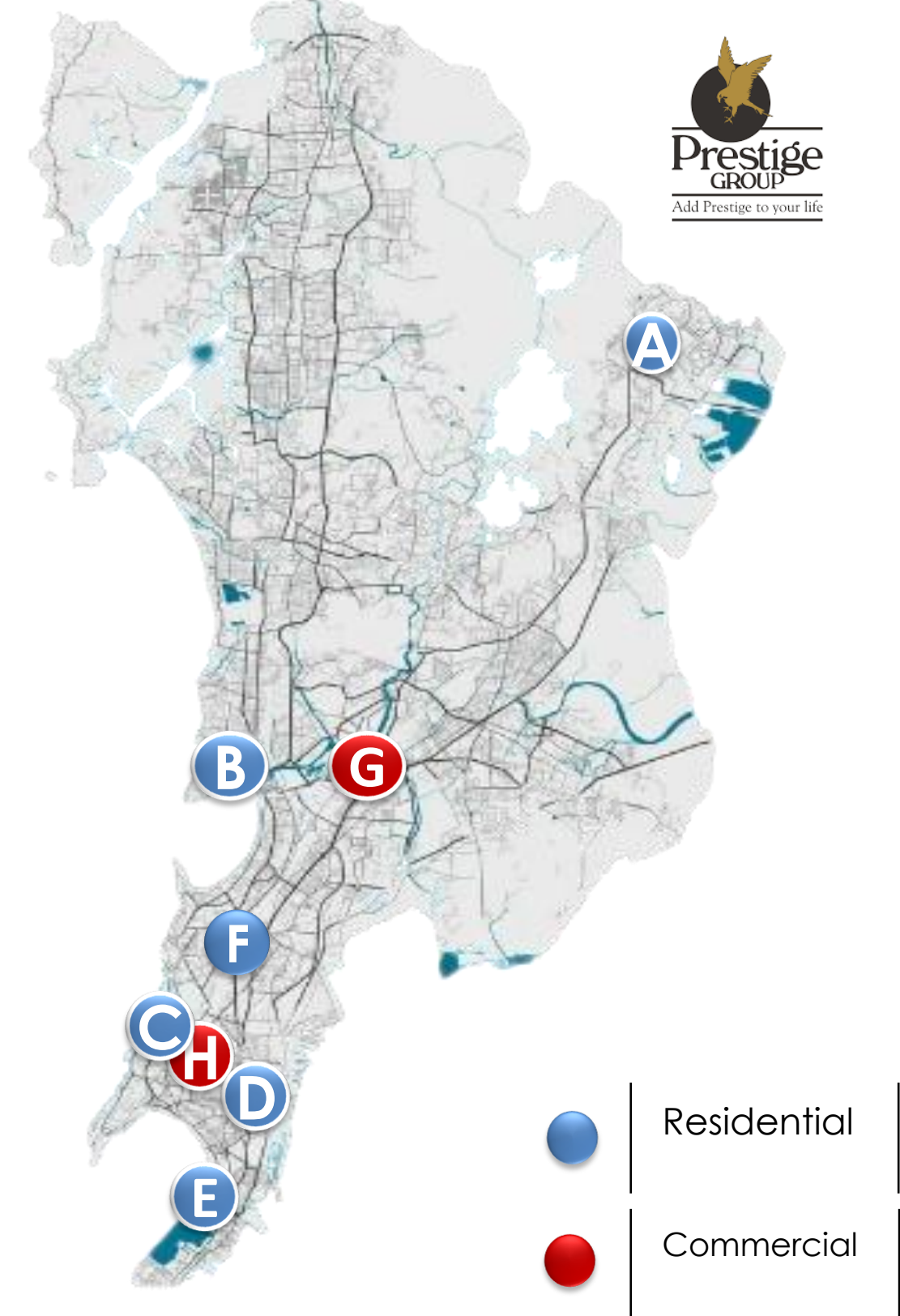
# Cashflows Q4 & FY24

₹ Mn

	Q4 FY24	FY 24
<b><u>OPERATIONAL ACTIVITIES</u></b>		
<b><u>Inflow</u></b>		
Residential Collection/ Commercial & Retail Rentals / Property Maintenance / Mall Operations/ Others	40,921	137,607
<b><u>Outflow</u></b>		
Construction Cost- Development Business	12,960	49,372
LO Payments /Sales/ Marketing / Admin Overheads & Taxes	9,608	33,066
<b>Sub Total</b>	<b>22,567</b>	<b>82,439</b>
<b>Net Cashflow from Operations</b>	<b>18,353</b>	<b>55,168</b>
<b><u>INVESTMENTS</u></b>		
<b><u>Outflow</u></b>		
Construction Cost (Retail/Commercial/Hospitality)	6,000	23,249
Investment in Land/TDR/Refundable Deposit/buyback of stakes	19,430	47,815
<b>Total Investments</b>	<b>-25,430</b>	<b>-71,064</b>
<b><u>FINANCING ACTIVITY</u></b>		
Debt Drawn Net	11,532	34,531
Finance Cost	-2,989	-10,673
Others	4,689	3,847
<b>Net Cash flow from Financing Activities</b>	<b>13,232</b>	<b>27,706</b>



- 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	46,140	15,000	100	15,000
2	The Prestige City Mulund Bellanza + Siesta	2.13	22,228	47,433	100	47,433
3	Prestige Daffodils	0.12	95,390	11,497	64	7,301
4	Prestige Ocean Towers	0.46	90,211	41,750	60	25,050
<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	36	27,549
7	Jijamata Nagar	2.34	60,000	140,503	26	35,828
	<b>Total</b>	<b>7.96</b>		<b>382,897</b>		<b>210,040</b>

# 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
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## Ongoing Commercial

1	The Prestige (Liberty Towers)	3.01	45,882	138,111	90%	124,300	325	10,566
2	Prestige 101 (X)	2.13	45,882	97,646	100%	97,676	325	8,300
3	Prestige 101 (Y)	1.80	45,882	82,384	50%	41,192	325	3,501
<b>Total</b>		<b>6.94</b>		<b>3,18,141</b>		<b>2,63,138</b>		<b>22,367</b>

# 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	Budvel, Rajendra Nagar, Hyderabad	24	60%	15
13	Prestige Estates Projects Ltd	Meesaganahalli	60	100%	60
14	Apex Realty Management	Bagaluru	60	60%	36
<b>Total</b>			<b>888</b>		<b>679</b>

# Board of Directors



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



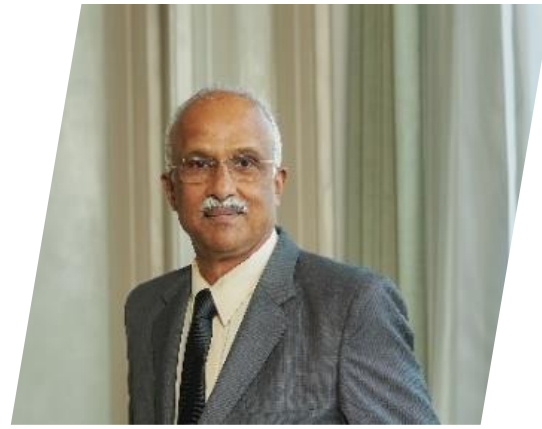
*Dr. Rezwan Razack*  
**Joint Managing Director**



*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



*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- North India**



*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 & CEO Residential Segment & Business Development**



*Suresh Singaravelu*  
**Executive Director & CEO Hospitality Segment**



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



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



*Tariq Ahmed*  
**Executive Director & CEO West India.**



*Muhammed Ali*  
**CEO- Retail**



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



*Amit Mor*  
**Chief Financial Officer**

# 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	73
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	59	1.37	821
20	Prestige Alpha Tech	0.97	100	0.97	920
21	Prestige Tech park IV Block 3	0.12	50	0.06	64
22	Prestige Tech Pacific Park	1.19	66	0.78	893
<b>Total</b>		<b>9.35</b>		<b>6.94</b>	<b>5,189</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	128
4	Forum Falcon City 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>2,179</b>

# RESIDENTIAL PROJECTS FREE CASHFLOWS

## Ongoing+ Completed Projects

Particulars	Area in Mn Sft	Value in ₹ Mn
Total Developable Area	100.96	
Common Area/ Car Park Area	27.70	
Net Saleable Area	73.26	
PG area share	64.01	
Estimated Sale Value		5,77,343
Sold	53.28	4,47,976
Collections		2,49,126
Balance to collect		1,98,850
Stock	10.72	1,29,367
Recovery from Landowner		-
Refundable Deposit		3,262
Projected Inflow-A		3,31,480
Cost of Development		3,87,842
Cost Incurred		1,79,869
Balance to Spend-B		2,07,972
<b>Free Cash flow (A-B)</b>		<b>1,23,507</b>

## Upcoming Projects

Particulars	Area in Mn Sft	Value in ₹ Mn
Total Developable Area	74.63	
Common Area/ Car Park Area	19.54	
Net Saleable Area	55.10	
PG area share	45.11	
Estimated Sale Value-A		5,82,999
Cost of Development		3,62,292
Cost Incurred (Incl RD)		47,876
Balance to spend-B		3,14,416
Refundable Deposit -C		4,845
<b>Free Cash flow (A-B+C)</b>		<b>2,73,428</b>