



# Investor Presentation

Q3 & Nine months ended 31<sup>st</sup> December, 2019

PRESTIGE GROUP

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# Operational Highlights

Q3FY20

Information as of 31<sup>st</sup> December, 2019

Pictures Shot at Location

**₹13,097 Mn**

From 1.61 mn sf.  
PG share is ₹ 10,932 mn,  
from 1.31 mn sf

**₹11,332 Mn**

PG share  
Of collection is ₹ 8904 mn

**₹2,337 Mn**

Rental  
Income/quarter

**4.91 mn sf**

Delivered

**₹1,007 Mn**

Hospitality  
Income/quarter

**1.84 mn sf**

Launched

# Completions & Launches\*

Q3FY20

## COMPLETED

S.No	Project Completed	Location	Segment	Developable Area (Mnsf)	Economic Interest (%)	Prestige Share (Mnsf)
1	Prestige Kew Gardens	Bengaluru	Residential	1.71	60.00	1.03
2	Prestige Song of the South	Bengaluru	Residential	3.20	69.04	2.21
<b>Total</b>				<b>4.91</b>		<b>3.23</b>

## LAUNCHED

S.No	Project Launched	Location	Segment	Developable Area (Mnsf)	Economic Interest (%)	Prestige Share (Mnsf)
1	Prestige Summit	Bengaluru	Commercial	0.19	50.00	0.10
2	Prestige Tech Pacifica	Bengaluru	Commercial	1.65	62.95	1.04
<b>Total</b>				<b>1.84</b>		<b>1.14</b>

\*Ongoing projects

**₹26,963 Mn**

Total income  
from operation (net)

**₹7,342 Mn**

EBITDA

**₹2,164 Mn**

Profit for the Period\*

**EBITDA 27.23%**

**PAT 8.03%**

# Financial Highlights

Particulars (In mn)	Q3FY20	Q2FY20
Gross Debt	93,145	93,806
Less: Cash & Bank Balances	6,398	9,108
Net Debt	86,747	84,698
Networth	46,515	44,275
<b>Debt Equity Ratio</b>	<b>1.86</b>	<b>1.91</b>

\* Before Minority Interest



# Residential Segment Review

9MFY20

Bengaluru | Mumbai | NCR | Chennai | Hyderabad | Pune | Kochi |  
Mangaluru | Goa | Ooty | Udaipur | Mysuru

Pictures Shot at Location

## 42 Projects

Across 59.91 mn sf TDA  
**Completed in the  
last 5 years**

## 25 Projects

Across 26.82 mn sf TDA  
**Ongoing**

## 18 Projects

Across 31.28 mn sf TDA  
**Upcoming**

# Ongoing Projects

S.No.	Project	City/State	TDA in Mn Sft
1	Prestige Jindal Property	Bengaluru	6.12
2	Prestige High Fields	Hyderabad	5.89
3	Prestige Lake Ridge- Phase I	Bengaluru	1.58
4	Prestige Hillside Gateway	Kochi	1.46
5	Prestige Song of South- Phase II	Bengaluru	1.26
6	Prestige Park Square	Bengaluru	1.19
7	Prestige Elysian	Bengaluru	1.11
8	Prestige Nirvana	Hyderabad	1.04
9	Prestige Courtyards	Chennai	1.02
10	Prestige Valley Crest	Mangaluru	1.01
11	Prestige Willow Tree	Bengaluru	0.91
12	Prestige Fairfield	Bengaluru	0.54
13	Prestige Leela Residences	Bengaluru	0.53
14	Prestige Bougainvillea	Bengaluru	0.50
15	Prestige Northpoint	Bengaluru	0.40
16	Prestige Woodland Park	Bengaluru	0.38
17	Prestige Palm Residences	Mangaluru	0.35
18	Prestige Cityscape	Kochi	0.30
19	Prestige Panorama	Kochi	0.29
20	Prestige Vista Towers	Bengaluru	0.26
21	Prestige Kenilworth	Bengaluru	0.20
22	Prestige Dolce Vita	Bengaluru	0.16
23	Prestige Fontaine Bleau	Bengaluru	0.12
24	Prestige Botanique	Bengaluru	0.10
25	Prestige MSR	Bengaluru	0.09
<b>Total</b>			<b>26.82</b>

# Upcoming Projects

S.No.	Project	State/City	TDA in Mn Sft
1	Prestige Smart City	Bengaluru	10.08
2	Prestige Highline	Chennai	4.30
3	Prestige Finsbury Park- Regent	Bengaluru	2.75
4	Prestige Tranquil	Hyderabad	2.22
5	Prestige Primrose Hills	Bengaluru	1.90
6	Prestige Finsbury Park- Hyde	Bengaluru	1.79
7	Prestige Smart City- Plotted Development	Bengaluru	1.75
8	Prestige Waterford	Bengaluru	1.73
9	Prestige Jasdan Classic	Mumbai	0.98
10	Prestige Green Gables	Bengaluru	0.93
11	Prestige Windsor Park	Chennai	0.83
12	Prestige Lake Ridge- Phase II	Bengaluru	0.53
13	Prestige Misty Waters- Phase III	Bengaluru	0.40
14	Prestige Ocean Crest	Goa	0.32
15	Prestige Verdant Vistas	Mangaluru	0.29
16	Prestige Roshanara	Bengaluru	0.23
17	Prestige Padil	Mangaluru	0.14
18	Prestige Hillcrest	Ooty	0.11
<b>Total</b>			<b>31.28</b>



# Office Portfolio Review

9MFY20

Bengaluru | Chennai | Hyderabad | Kochi | Pune | Mumbai  
| Ahmedabad | NCR

Pictures Shot at Location

**10 mn sft**  
**Operational**

**14 Projects**

Across 14.98 mn sf TDA  
**Ongoing**

**13 Projects**

Across 25.28 mn sf  
**Upcoming**

# Ongoing and Upcoming Projects

S.No.	Ongoing Project	State/City	TDA in Mn Sft
1	Prestige Tech Cloud	Bengaluru	4.65
2	Prestige Tech Pacific Park	Bengaluru	1.65
3	Prestige Star Tech	Bengaluru	1.79
4	Prestige Alpha Tech	Pune	1.30
5	Prestige Tech Park IV	Bengaluru	1.57
6	Prestige Cyber Green- Phase I	Kochi	0.90
7	Cessna B10	Bengaluru	0.70
8	DIAL (Aerocity)	Delhi	0.65
9	Prestige Minsk Square	Bengaluru	0.58
10	Prestige Fin-Tech	Ahmedabad	0.43
11	Prestige Metropolitan	Chennai	0.39
12	Prestige Summit	Bengaluru	0.19
13	Prestige Cosmopolitan	Chennai	0.11
14	Prestige Phoenix	Hyderabad	0.07
Total			14.98

S.No.	Upcoming Project	State/City	TDA in Mn Sft
1	Prestige Tech Habitat	Bengaluru	4.24
2	Prestige Beta	Bengaluru	4.07
3	Prestige Tech Forest	Bengaluru	2.75
4	Prestige Sky Tech	Hyderabad	2.71
5	Prestige Tech Hills	Hyderabad	2.63
6	BKC	Mumbai	2.16
7	Prestige Techzone	Bengaluru	1.90
8	Prestige Southwark	Bengaluru	1.81
9	Prestige Tech Hub	Bengaluru	1.45
10	Prestige Cyber Green- Phase II	Kochi	0.62
11	Prestige Waterfront	Bengaluru	0.50
12	Prestige Battersea Park	Bengaluru	0.28
13	Prestige Kent	Bengaluru	0.16
Total			25.28



# Retail Segment Review

9MF20

Bengaluru | Chennai

| Hyderabad | Kochi | Mangaluru | Mysuru | Udaipur

## 10 Projects

Across 4.28 mn sf  
**Operational**

## 3 Projects

Across 2.56 mn sf  
**Ongoing**

## 4 Projects

Across 4.19 mn sf  
**Upcoming**

# Ongoing and Upcoming Projects

S.No.	Ongoing Project	State/City	TDA in Mn Sft
1	Falcon City Forum Mall	Bengaluru	1.27
2	Forum Thomsun	Kochi	1.06
3	Forum Rex Walk	Bengaluru	0.24
<b>Total</b>			<b>2.56</b>

S.No.	Upcoming Project	State/City	TDA in Mn Sft
1	Prestige One OMR	Chennai	1.42
2	Prestige Forum 13 (Degree) North	Bengaluru	1.27
3	Prestige Forum Neighbourhood Mall	Kochi	0.93
4	Prestige Smart City	Bengaluru	0.57
<b>Total</b>			<b>4.19</b>



# Hospitality Portfolio Review

9MF20

Pictures Shot at Location

## 7 Projects

1,262 KEYS  
**Operational**

## 2 Projects

1229 KEYS  
**Ongoing**

## 5 Projects

567 KEYS  
**Upcoming**

# Ongoing and Upcoming Projects

S.No.	Ongoing Project	State/City	KEYS
1	DIAL (Aerocity)	Delhi	932
2	JW Marriott Hotel	Bengaluru	297
Total			1229

S.No.	Upcoming Project	State/City	KEYS
1	Prestige 13° North (W Hotel)	Bengaluru	108
2	MOXY Bengaluru Sarjapur	Bengaluru	200
3	MOXY Chennai OMR	Chennai	125
4	Prestige Hillside Retreat- Tribute Portfolio	Bengaluru	102
5	Tribute Portfolio- Kochi	Kochi	32
Total			567





—  
33 Years in the  
Business of real estate  
development







## COMMERCIAL

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



## HOSPITALITY

*HOTELS,  
RESORTS,  
SPAS AND  
SERVICED APARTMENTS*



30

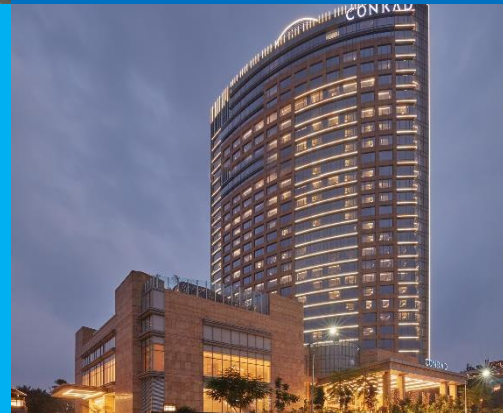
## RESIDENTIAL

*Apartments  
Villas  
Integrated Townships  
Plotted Developments*



## RETAIL

-The Forum



## PROPERTY MANAGEMENT

# Diversified Business Model

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# Projects Delivered in the last 5 years

As of 31<sup>st</sup> December, 2019

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59 Projects

69.42 mn sft

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*Pictures shot at location*

# 109.53 mn sft

Across 84 Ongoing  
& Upcoming Projects



Segment (In mn sft)	Ongoing	Upcoming	Total
Residential	26.82	31.28	58.10
Office	14.98	25.28	40.26
Retail	2.56	4.19	6.75
Hospitality	3.59	0.83	4.42
Total	47.95	61.58	109.53



# Board



Irfan Razack  
Chairman & Managing Director



Rezwan Razack  
Joint Managing Director



Noaman Razack  
Whole-time Director



Uzma Irfan  
Whole-time Director



Jagdeesh K. Reddy  
Independent  
Director



B.G. Koshy  
Independent  
Director



Noor Ahmed Jaffer  
Independent  
Director



Dr. Pangal Ranganath Nayak  
Independent  
Director



Neelam Chhiber  
Independent  
Director

# Executive Management



Venkat K Narayan  
Chief Executive Officer



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



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For any queries Please contact,

E: [investors@prestigeconstructions.com](mailto:investors@prestigeconstructions.com)

Registered Office- No. 19, Brunton Road,( Off M.G Road )

Bangalore 560 025

Landmark- Trinity Metro Station

T: +91 -80 -25001 248,

F: + 91 -80 -25591945,

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

