



August 6, 2024

To

| | |
|--|---|
| The General Manager Dept. of Corporate Services National Stock Exchange of India Limited Bandra Kurla Complex Bandra (E) Mumbai-400051 NSE Scrip code: PRESTIGE | The Manager Dept of Corporate Services BSE Limited Floor 25, P J Towers Dalal Street Mumbai - 400 001 BSE Scrip code: 533274 |
|--|---|

Dear Sir/Madam,

Sub: Submission of Investor Presentation.

Pursuant to regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation.

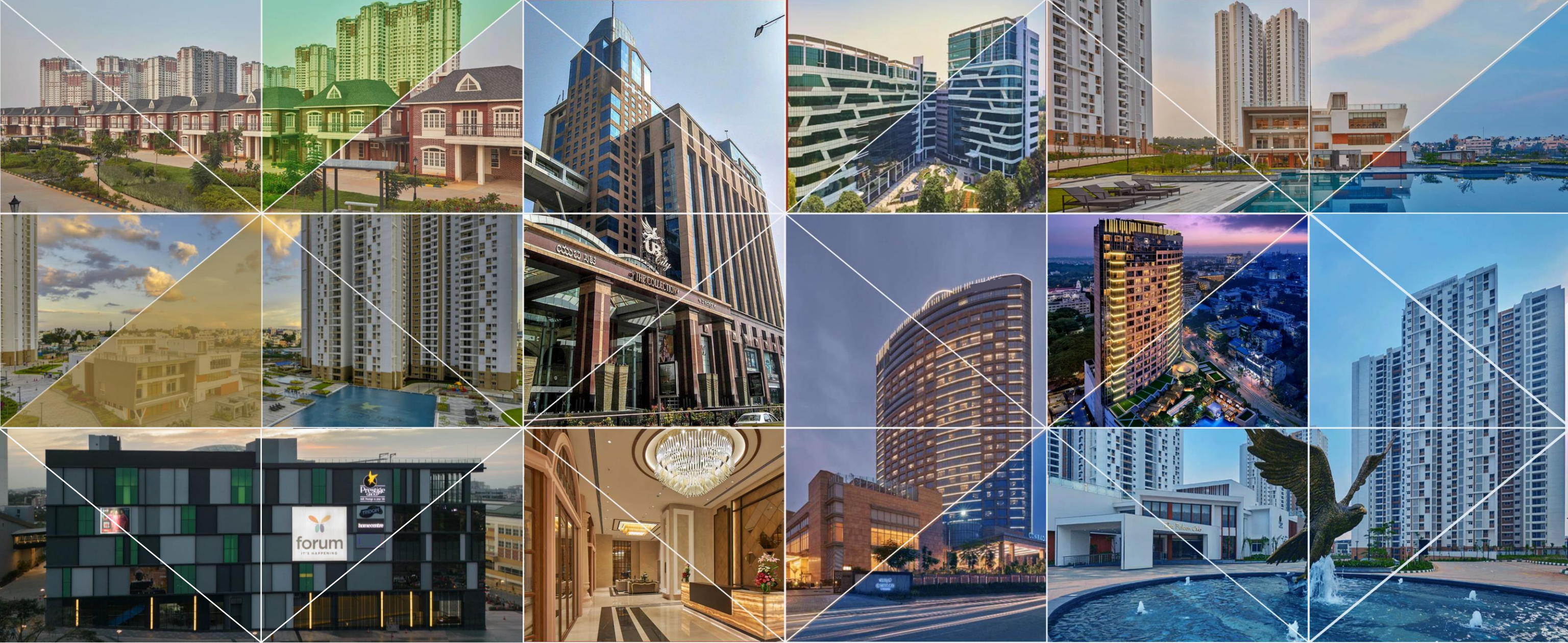
The Investor presentation is also uploaded on the website of the Company www.prestigeconstructions.com.

This is for your information and records.

Thanking You,

Yours sincerely
For **Prestige Estates Projects Limited**

Manoj Krishna JV
Company Secretary and Compliance Officer



Corporate Presentation

AUGUST 2024



01

Business Overview



Prestige Estates at a glance



**One of the Leading
real estate developers
in India¹**



**Pan-India presence with focus on 6
of the largest cities² and other key
urban centers in India**



**Well diversified portfolio of
Residential, Commercial,
Hospitality and Retail projects**



**Track record of successfully
delivering 63 Completed Projects,
covering TDA³ of 67 msf⁴**



**Deep promoter experience
of 38 years in
Real Estate industry**



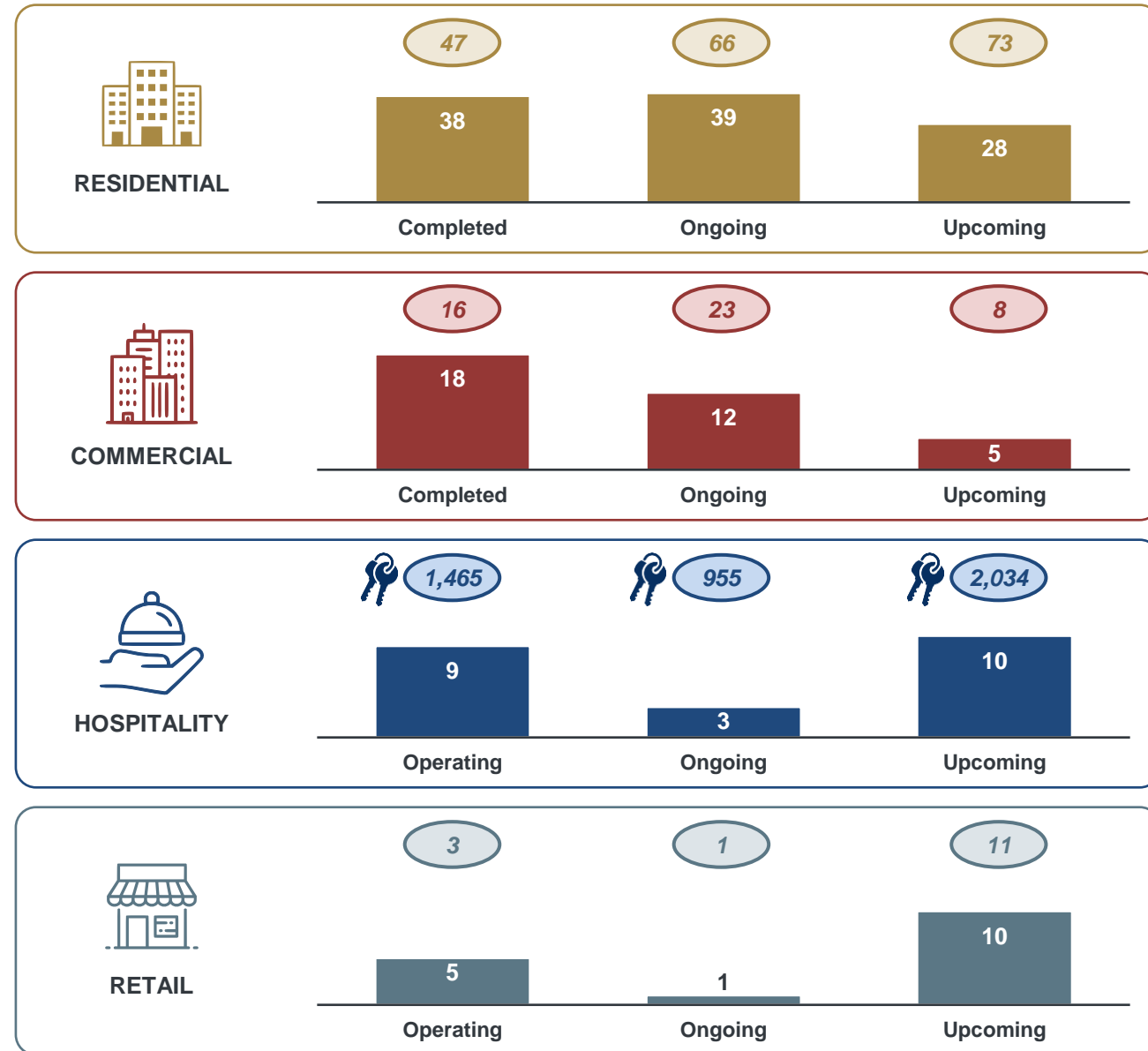
**Ongoing / Upcoming Projects portfolio
of 108 projects covering 189 msf of
TDA³ across all the segments¹**

Prominent developer with a well diversified portfolio of real estate projects

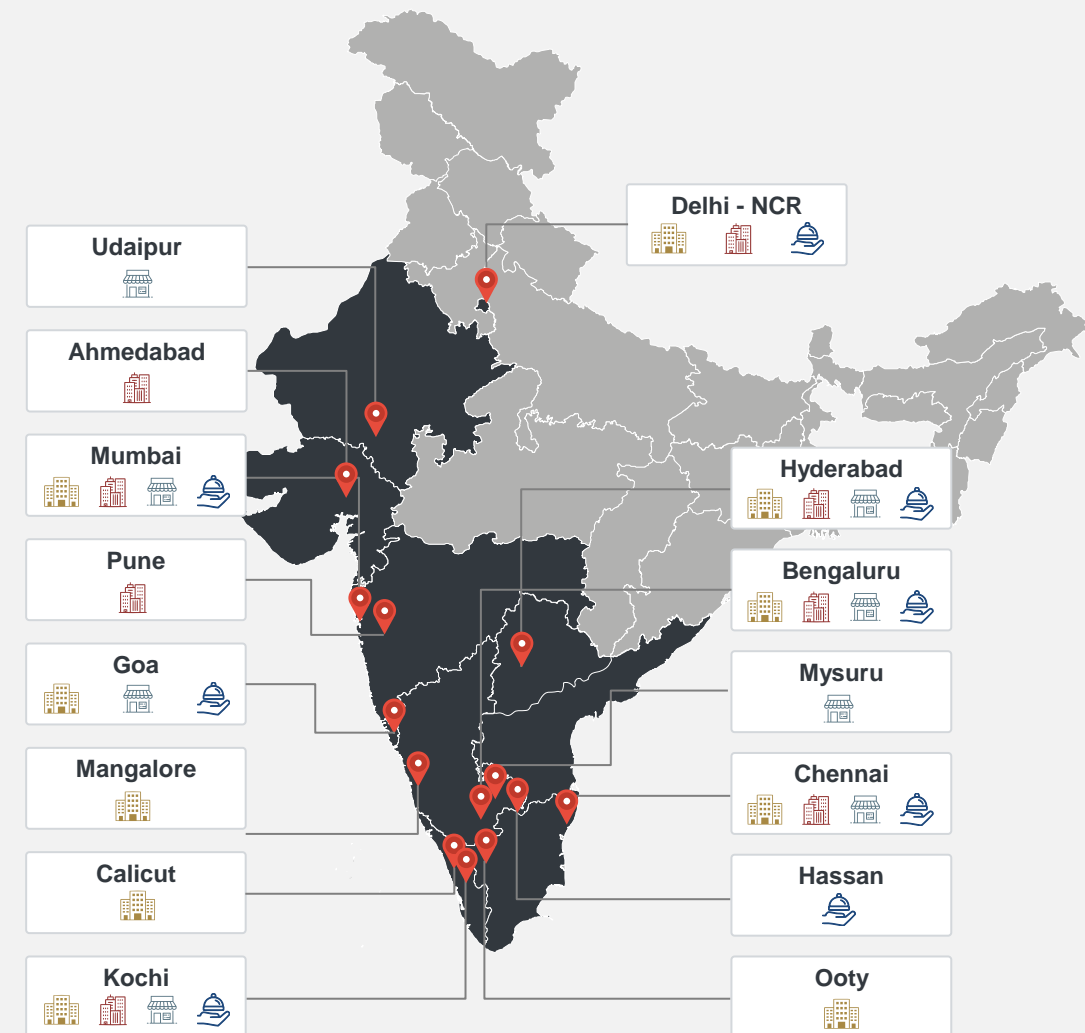


Source: Company information, CBRE report
 Note: ¹ Projects completed during Jun-19 to Jun-24; ² List of top 9 largest cities are defined by population and include Delhi-NCR, Mumbai Metropolitan Region, Kolkata, Bengaluru, Chennai, Hyderabad, Ahmedabad, Surat, and Pune;
³ As of June 30, 2024

Proven track record of project execution across major real estate markets in India



STRONG FOOTPRINT¹ IN 6 OF THE TOP 9 CITIES OF INDIA



■ ■ ■ ■ Number of projects ● ● ● Area in msf

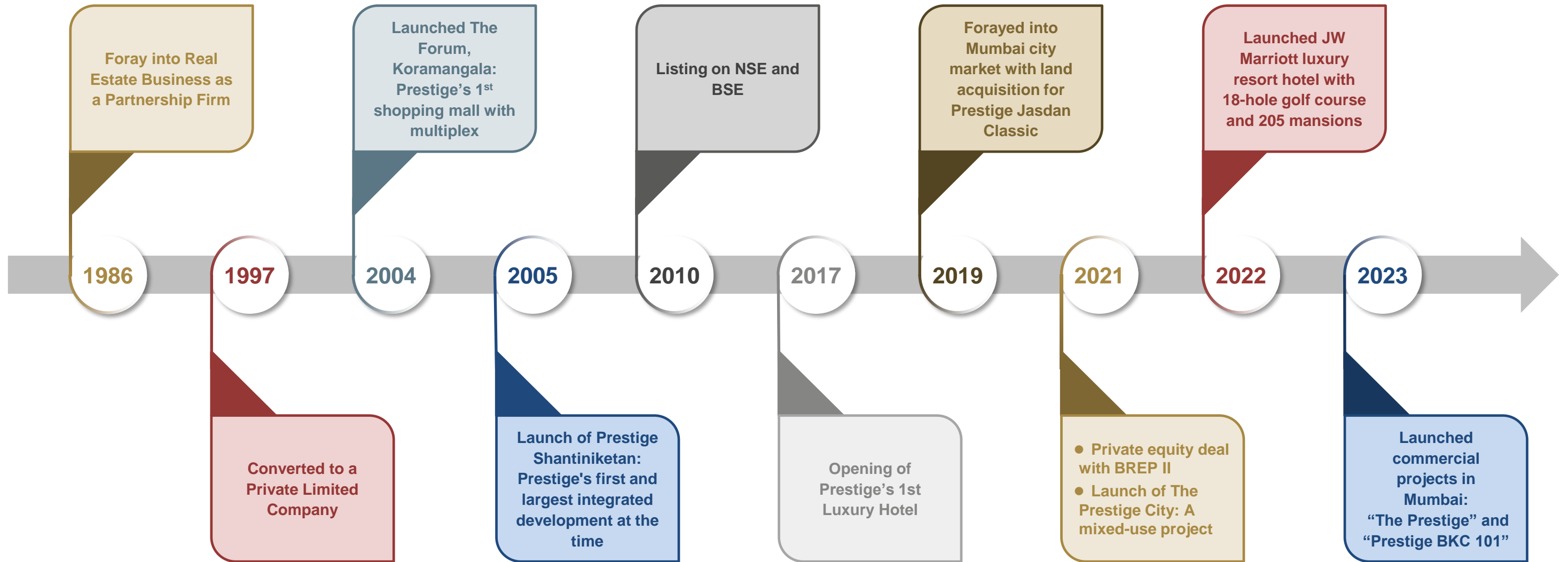


Source: Company information, CBRE report

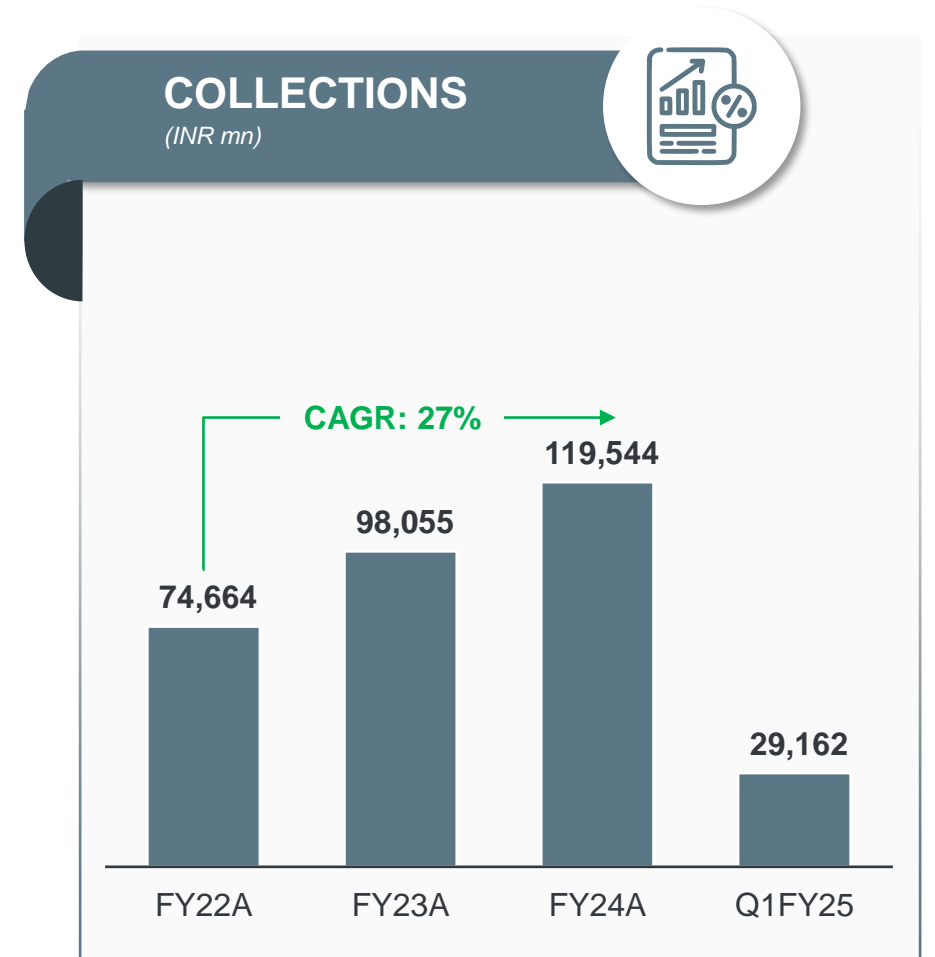
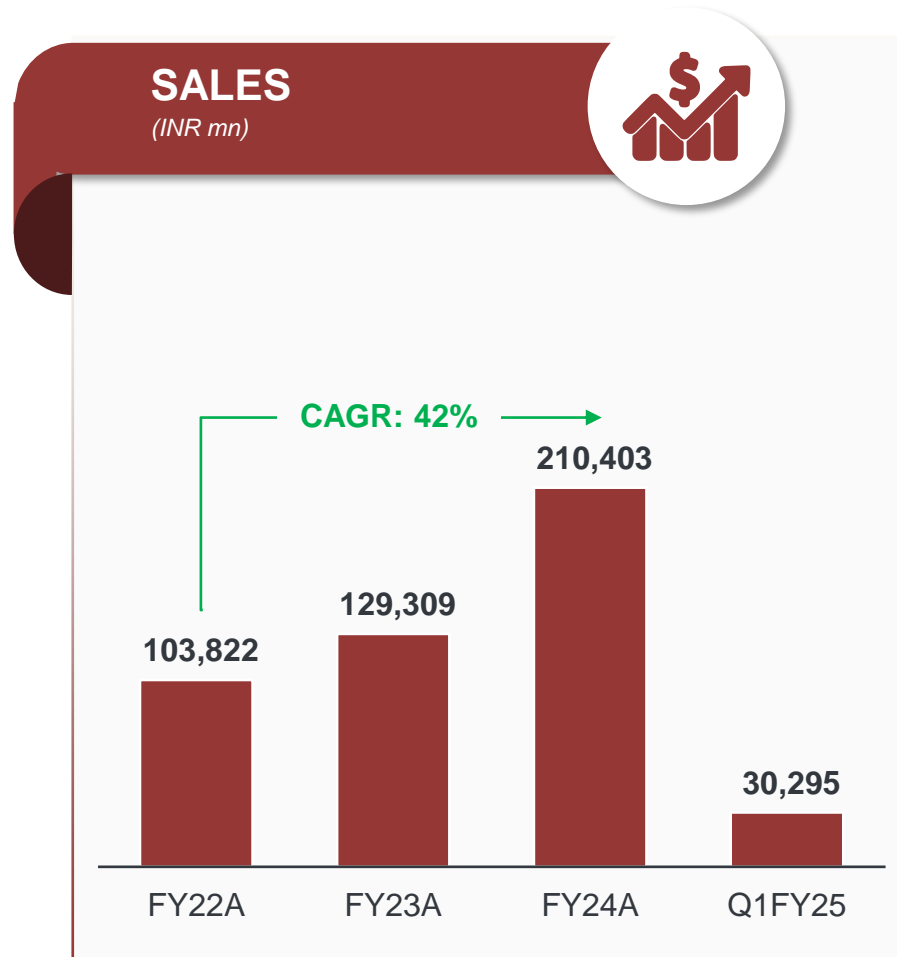
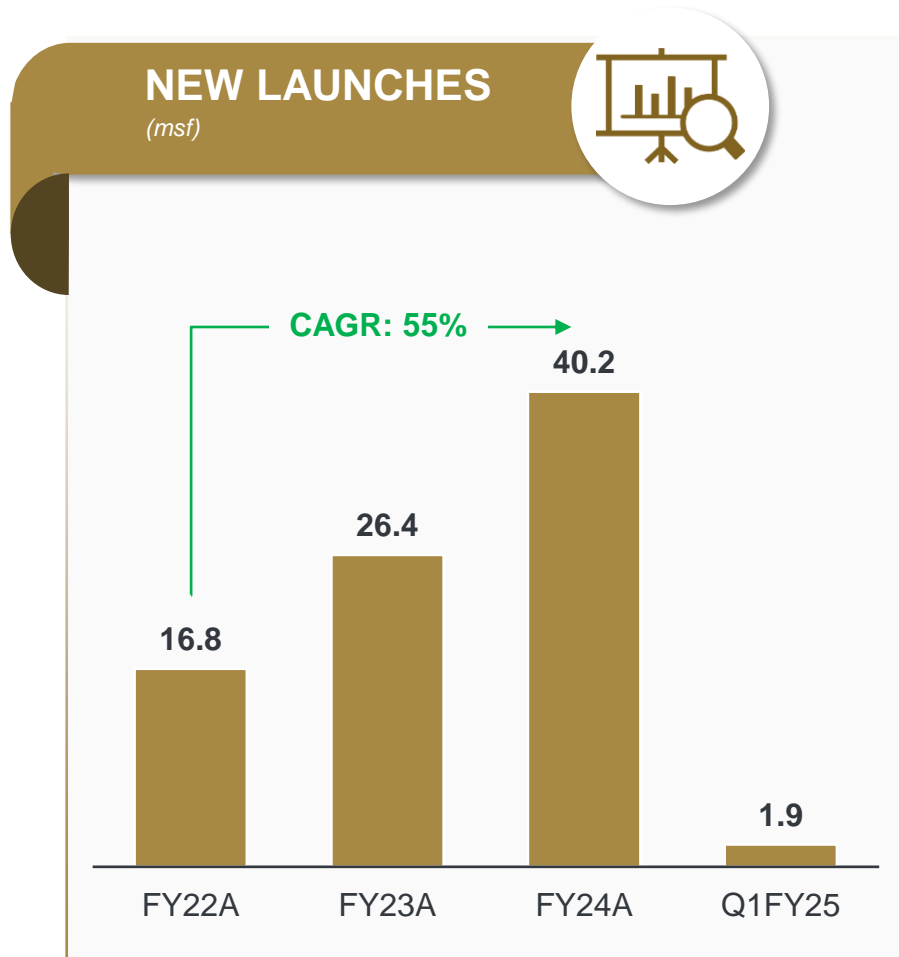
Note: Completed Projects refers to the project completed between Jun-19 to Jun-24 and is defined as projects which have been completed by our Company, Subsidiaries and Joint Ventures; Ongoing Projects are as of June 30, 2024 and are defined as projects of our Company for which (i) construction or development activities have commenced; (ii) all approvals for commencing construction and development have been obtained; and (iii) where any right and/or interest in the land is held directly by our Company and/or the Subsidiaries in which our Company has a stake; Upcoming Projects are as of June 30, 2024 and are defined as projects for which (i) approvals for the conversion of the land (wherever applicable) have been obtained; (ii) all approvals for commencing construction and development have not been obtained as of the relevant date; and (iii) where any right and/or interest in the land is held directly by our Company and/or the Subsidiaries in which our Company has a stake; Operational Projects are as of June 30, 2024

¹ Includes ongoing and upcoming projects

Deep promoter experience of 38 years in real estate industry



Key performance metrics



Consistent growth trajectory driven by successful launches and strong customer traction

Experienced promoters actively supported by the next generation

Promoters have been associated with the real estate business since 1986



Irfan Razack
Chairman and Managing Director



Rezwan Razack
Joint Managing Director



Noaman Razack
Whole-time Director

Next generation of our Promoters' family is actively engaged in the business



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



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



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



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



Anjum Jung
**Executive Director-
Interior Designs**



Uzma Irfan
Executive Director



Sana Rezwan
**Executive Director-
North India**



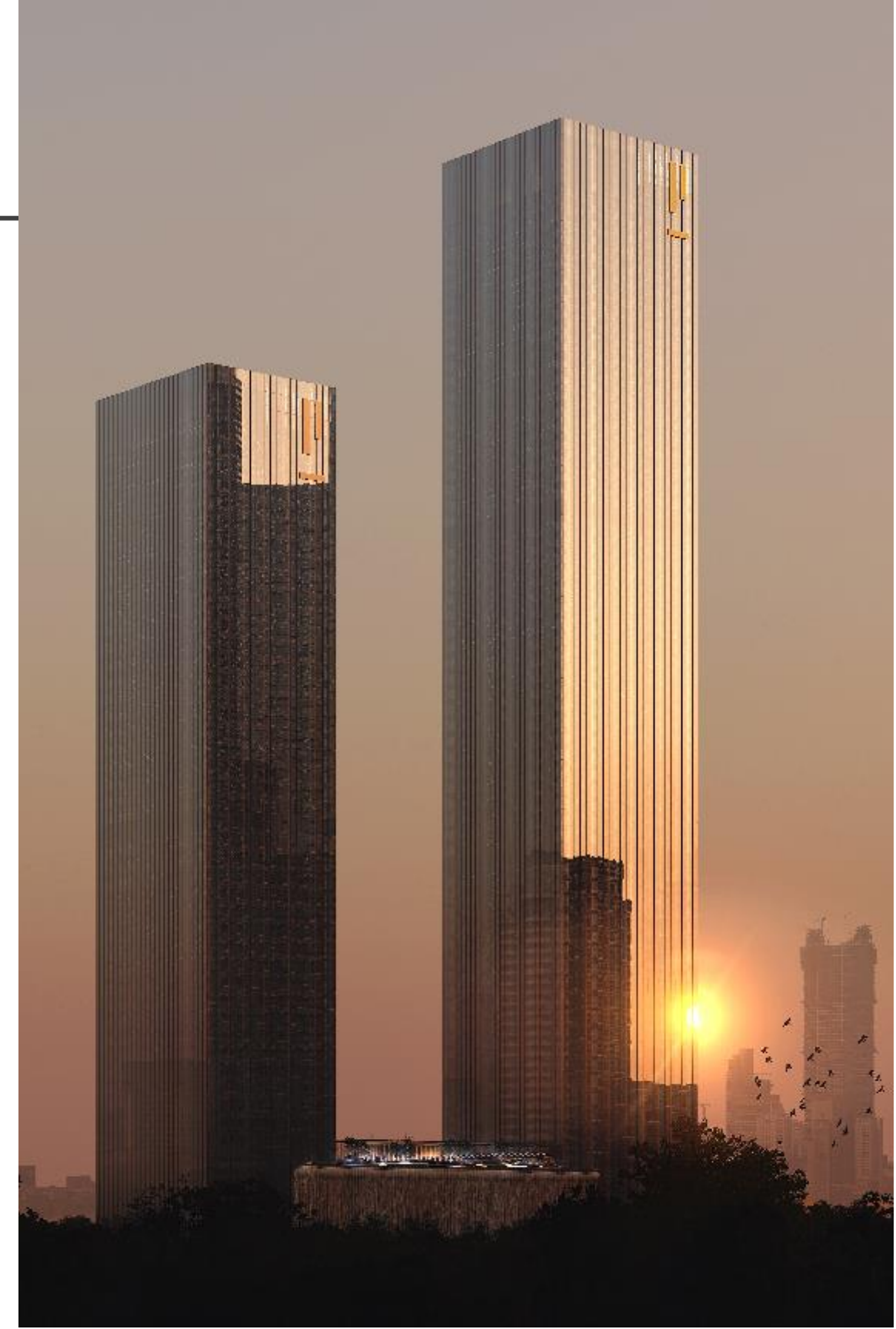
02

Competitive Strengths



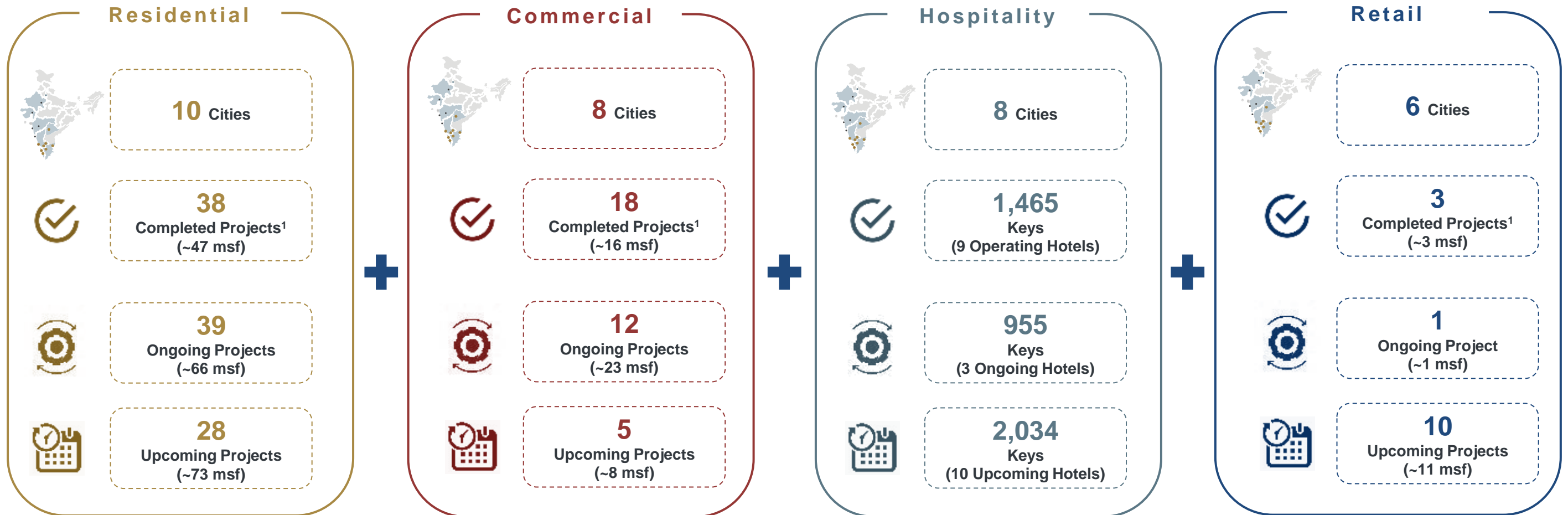
Competitive Strengths

- 01** Highly diversified portfolio with presence across segments and cities
- 02** Reputed brand name and execution track-record
- 03** Well-positioned to become a leading pan-India real estate developer
- 04** Strong relationships with landowners leading to quick access to land banks
- 05** Enhanced access to capital with robust leverage and collections
- 06** Experienced promoter background and management team



1 Highly diversified portfolio with presence across segments and cities


Presence spread across cities, price points and micro markets catering to a wide spectrum of segments





Note: 1. Completed projects include projects completed over the last 5 years 2. All figures as of Q1FY25; 3. Some of our projects are developed on Joint Development / Joint Venture models. Our economic share in those projects is limited by our ownership share. 4. Msf stands for million square feet.


1 Residential Segment

Amongst the largest Residential Real Estate players in India¹

- 

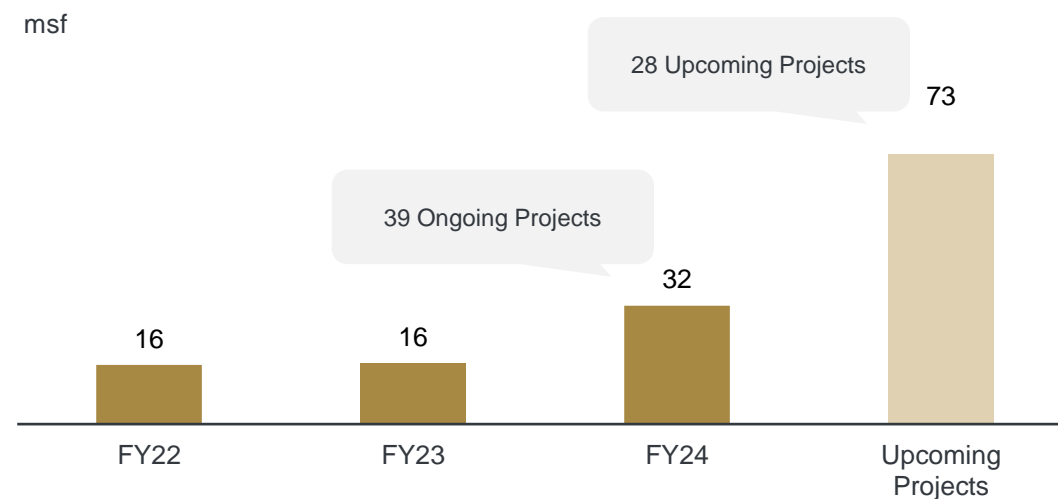
~139 msf
Total Developable Area² in Pipeline (Q1 FY25)
- 

~15 msf
Completions (FY24)
- 

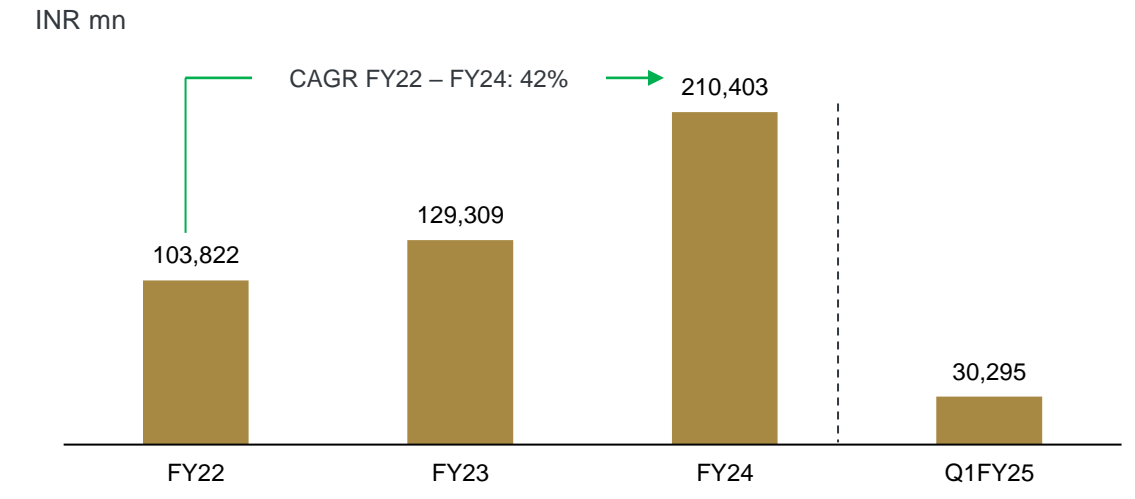
~32 msf
Launches (FY24)
- 

73.5%
Residential TDA in Pipeline (Q1 FY25)³

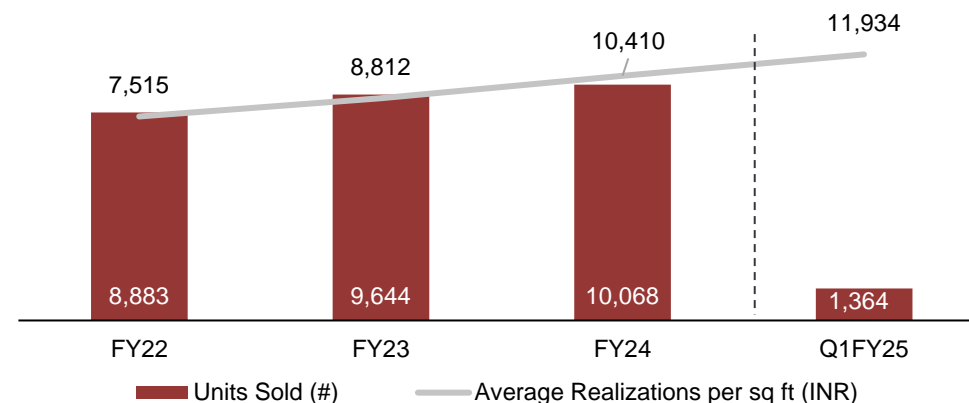
Annual Launches and Upcoming Projects (TDA)



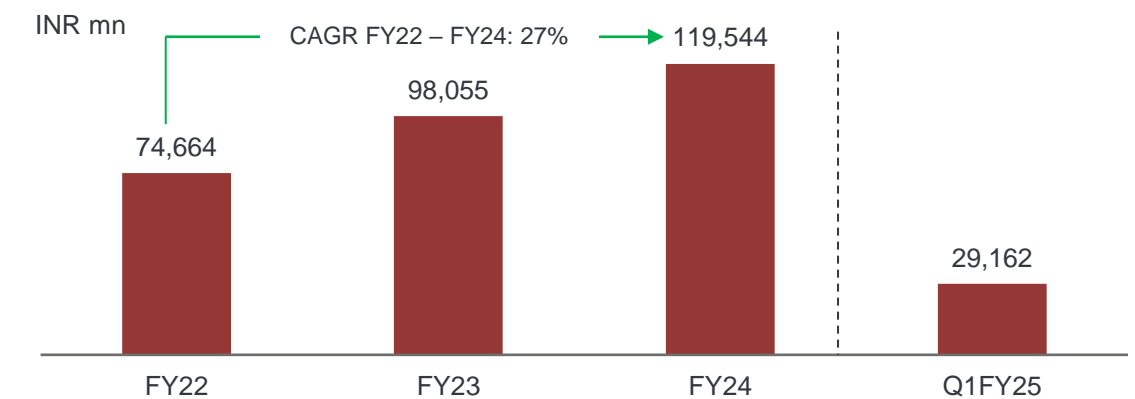
Sales⁴



Units sold and Average Realizations




Gross Collections⁵




Note: 1. As per CBRE Report (in terms of units launched and sold in the last five years) 2. Total Developable Area (TDA) refers total area which we develop in each project, and includes carpet area, common area, service and storage area, as well as other open areas, including car parking. 3. Residential TDA in pipeline includes TDA under residential ongoing and upcoming projects 4. Sales also includes sale of some commercial projects viz FY 22 - 10%, FY 23 - 7%, FY 24 - 4%. 5. The collections include collections from commercial projects viz FY 22- 11 % , FY 23 - 5%, FY 24 - 10% 6. Some of our projects are developed on Joint Development / Joint Venture model. Our economic share in those projects is limited by our ownership share.

1 Commercial Segment


Amongst the largest Commercial Real Estate players in India¹ with assets in top cities and key micro – markets




31.0 msf
TDA in Pipeline
(Q1 FY25)



INR 5,218 mn
Exit Rentals⁴ (Q1 FY25)

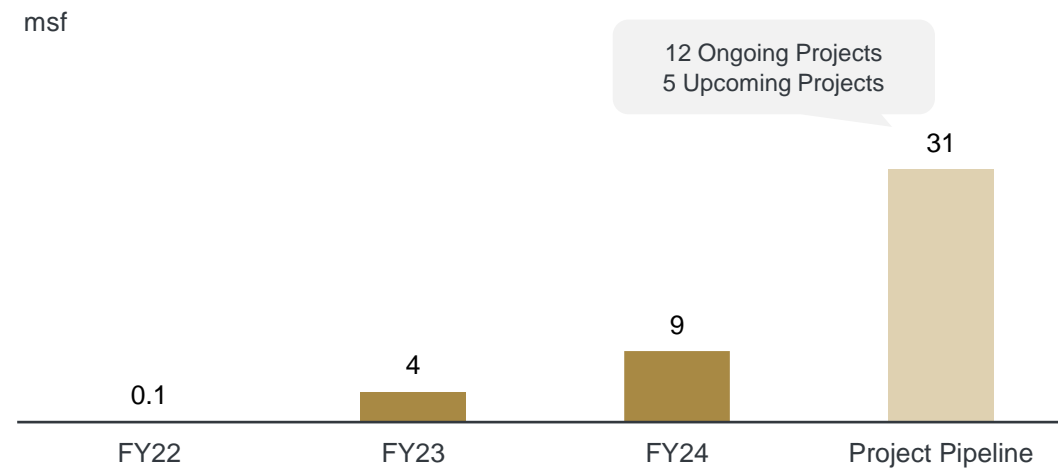


200+
Number of Tenants
(Q1FY25)

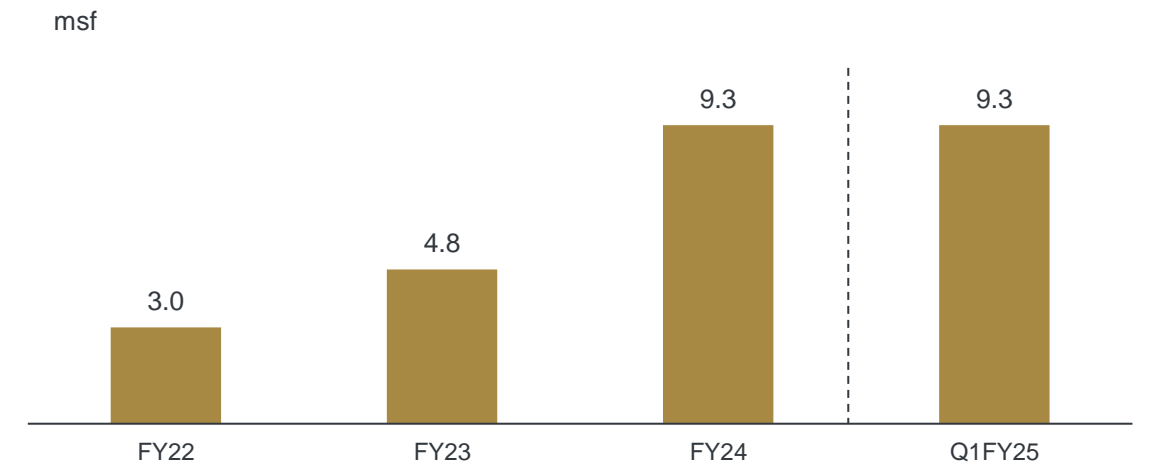


16.4%
Commercial TDA in Pipeline
(Q1 FY25)³

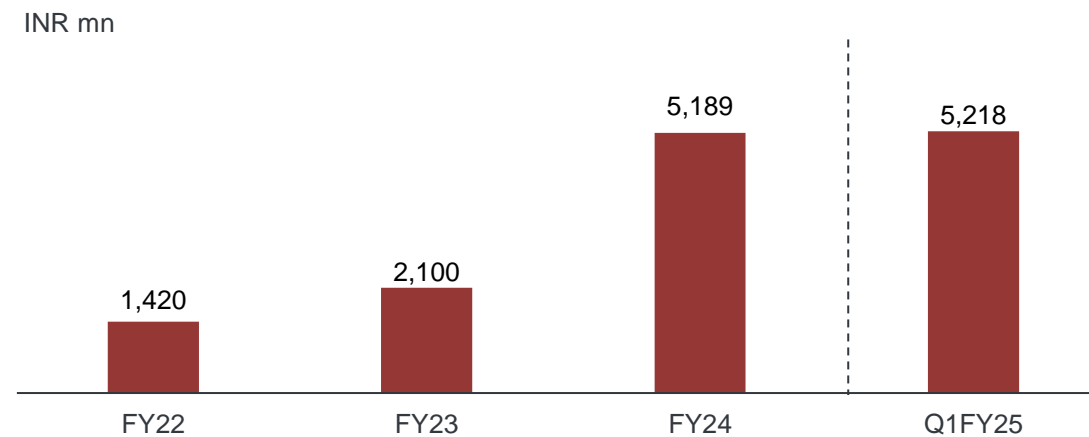
Annual Completions and Pipeline Projects (TDA)



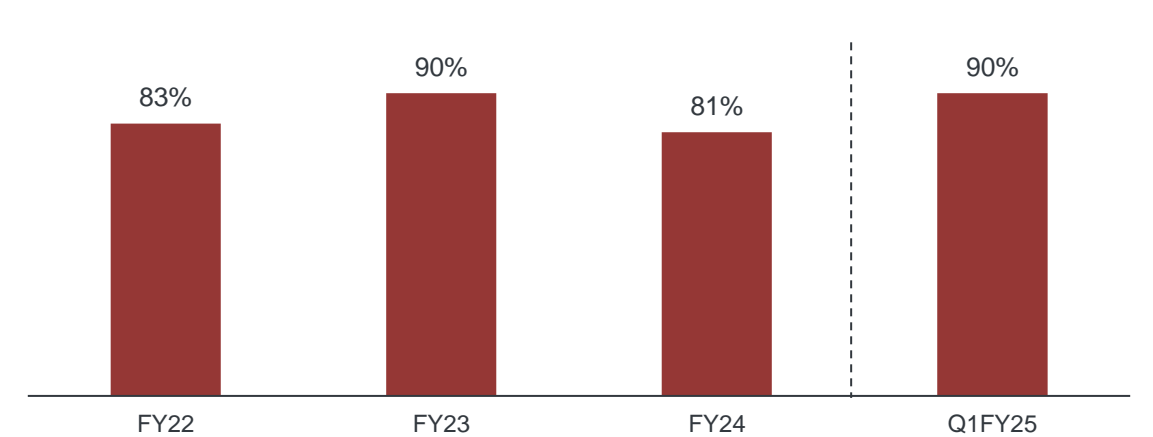
Leasable Area (Completed Projects)



Exit Rentals⁴



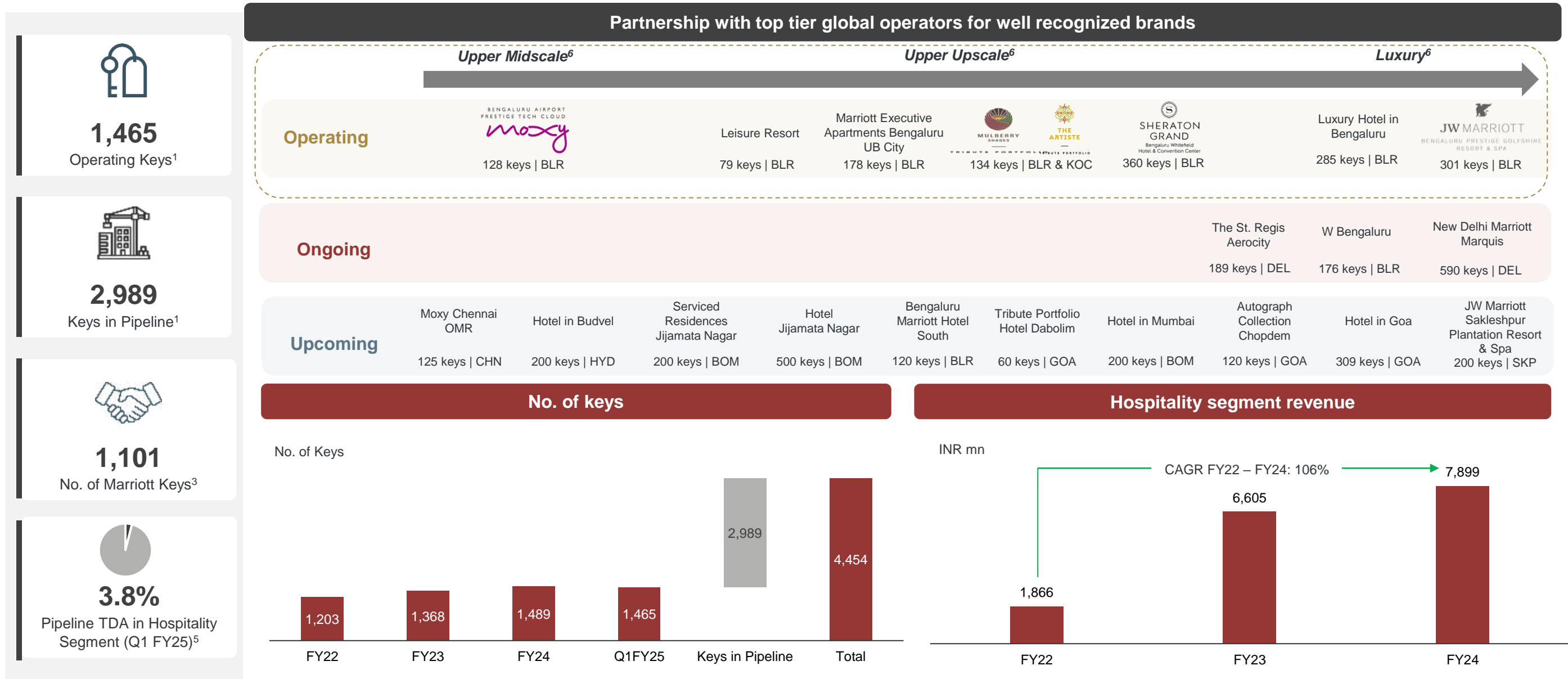
Occupancy %



Note: 1. As per CBRE report in terms of upcoming supply (msf) over the next 3 years. 2. Leasable Area is that part of the Developable Area which relates to our economic interest in such project where all or part of such project is leased 3. Commercial TDA in pipeline includes TDA under ongoing and upcoming commercial projects 4. For each period, Exit rentals have been computed by multiplying rentals earned in March by 12. These denote rentals' share attributable to Prestige Group 5. Some of our projects are developed on Joint Development / Joint Venture model. Our economic share in those projects is limited by our ownership share.

1 Hospitality Segment


Large luxury-focused portfolio in partnership with global operators and a robust pipeline of assets




Note: 1. All figures as of Q1FY25 2. BLR: Bengaluru, DEL: Delhi, BOM: Mumbai, HYD: Hyderabad, KOC: Kochi, CHN: Chennai and SKP: Sakleshpur 3. Based on current operating hotels managed by Marriott 4. Some of our projects are developed on Joint Development / Joint Venture model. Our economic share in those projects is limited by our ownership share 5. Pipeline TDA includes TDA under ongoing and upcoming projects 5. The Marriott Group (which includes Marriott and its affiliates) is not a promoter or sponsor of the company. the Marriott group does not, and will not, vouch for the accuracy and completeness of any statements or information included in this presentation and shall not be held responsible for the same. further, Prestige Estates Projects Limited has no rights or interests over the intellectual property owned by the Marriott Group or its affiliates. 6. Segment classification refers to operating hotels only. Source: CBRE Report

1 Retail Segment


New age malls targeting major Indian cities with a focus on becoming established landmarks




12.0 msf
TDA in Pipeline (Q1FY25)



INR 1,686 mn
Exit Rental³ (Q1FY25)

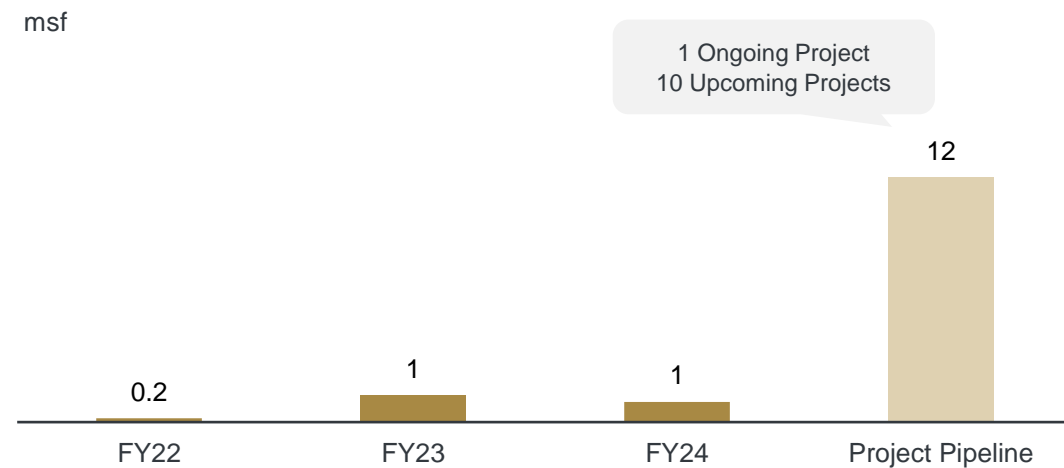


5
Operational Malls in Portfolio¹



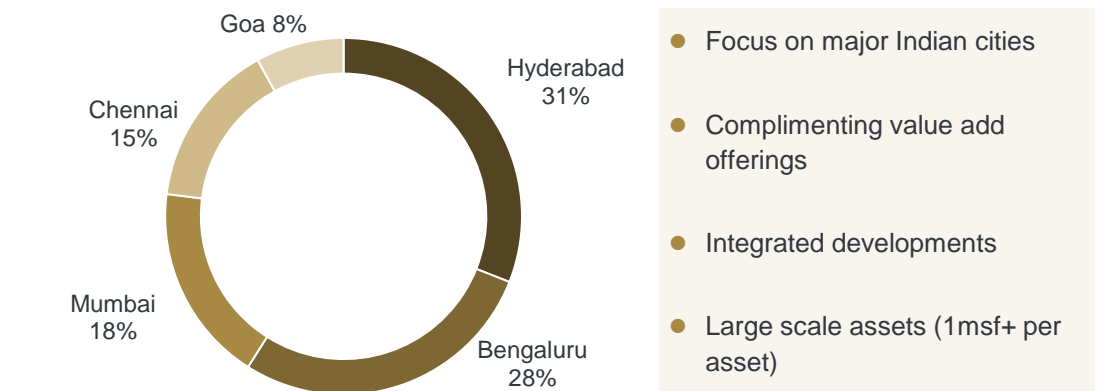
6.3%
Pipeline TDA in Retail Segment (Q1 FY25)²

Annual Completions and Pipeline Projects (TDA)

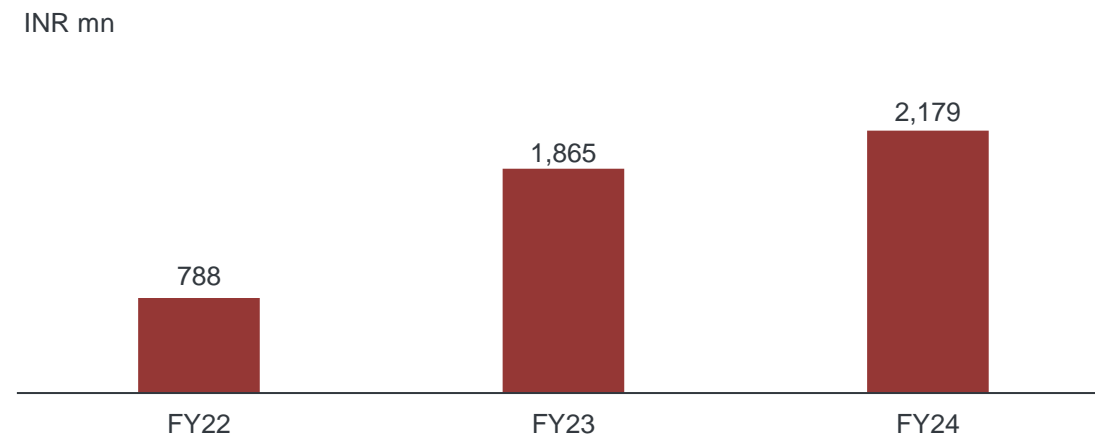


Pipeline of across major cities

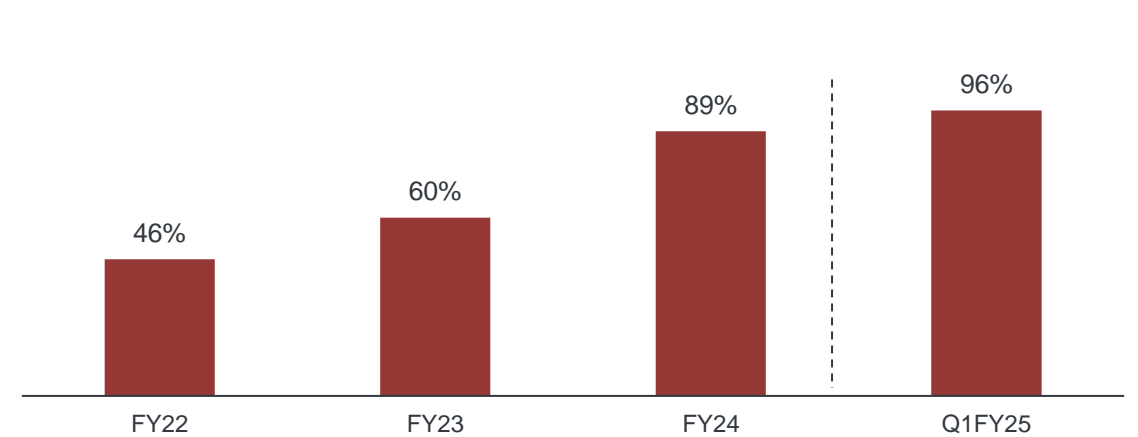
City wise % of TDA across ongoing and upcoming projects, Q1 FY25



Exit rentals³







Occupancy %

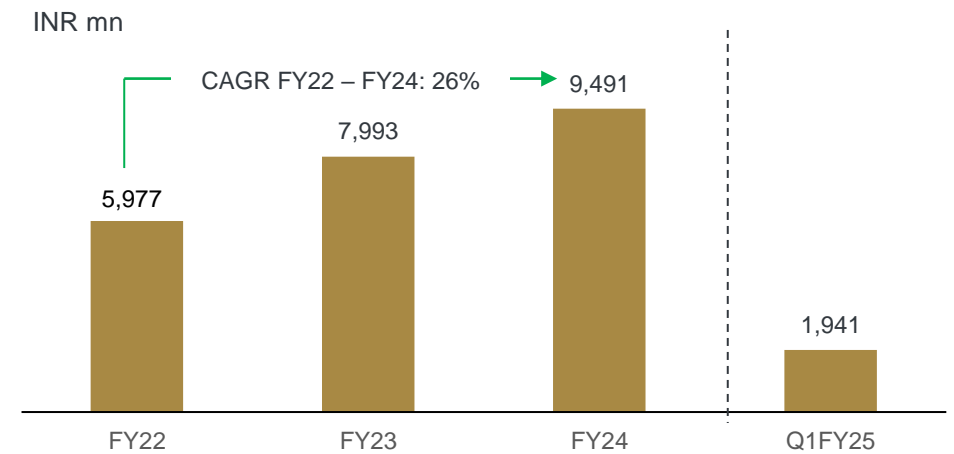


1 Real Estate Business Services

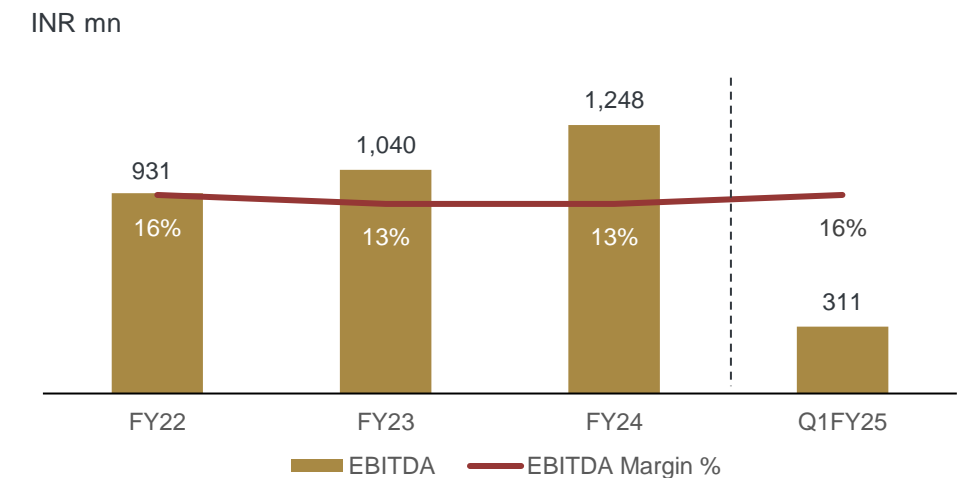
Real estate business services segment has grown into a stable annuity like business

| | |
|--|--|
|  <p>112 No. of Serviced Properties (Q1FY25)</p> | <p>Real Estate Business Services</p> <ul style="list-style-type: none"> ● Focused on maintaining quality of projects after completion ● 112 projects under maintenance |
|  <p>71 msf Billable Area¹ Serviced (Q1FY25)</p> | <p>Leasing and Fit-Out Services</p> <ul style="list-style-type: none"> ● Real estate business develops a project, interior solutions conducts a fit-out and the project is then leased to an end-user |
|  <p>ISO 9001:2015 Provision of Real Estate Management Services</p> | <p>Project and Construction Management Services</p> <ul style="list-style-type: none"> ● Providing services to corporate and commercial clients ● Act as the single point of contact for client |
|  <p>12% Real Estate Business Services Segment Revenue (FY24)</p> | <p>Interior Solutions Services</p> <ul style="list-style-type: none"> ● Provides services to the customers of our commercial and residential development business |
| | <p>Mall Management Services</p> <ul style="list-style-type: none"> ● Provides management services to the tenants of all the completed retail developments |

Real Estate Business Services Revenue




Real Estate Business Services EBITDA and Margins




Note: 1. Billable area refers to area under maintenance of our real estate business services segment


2 Well recognized brand and execution track-record

Established a reputable brand name with high focus on quality of construction

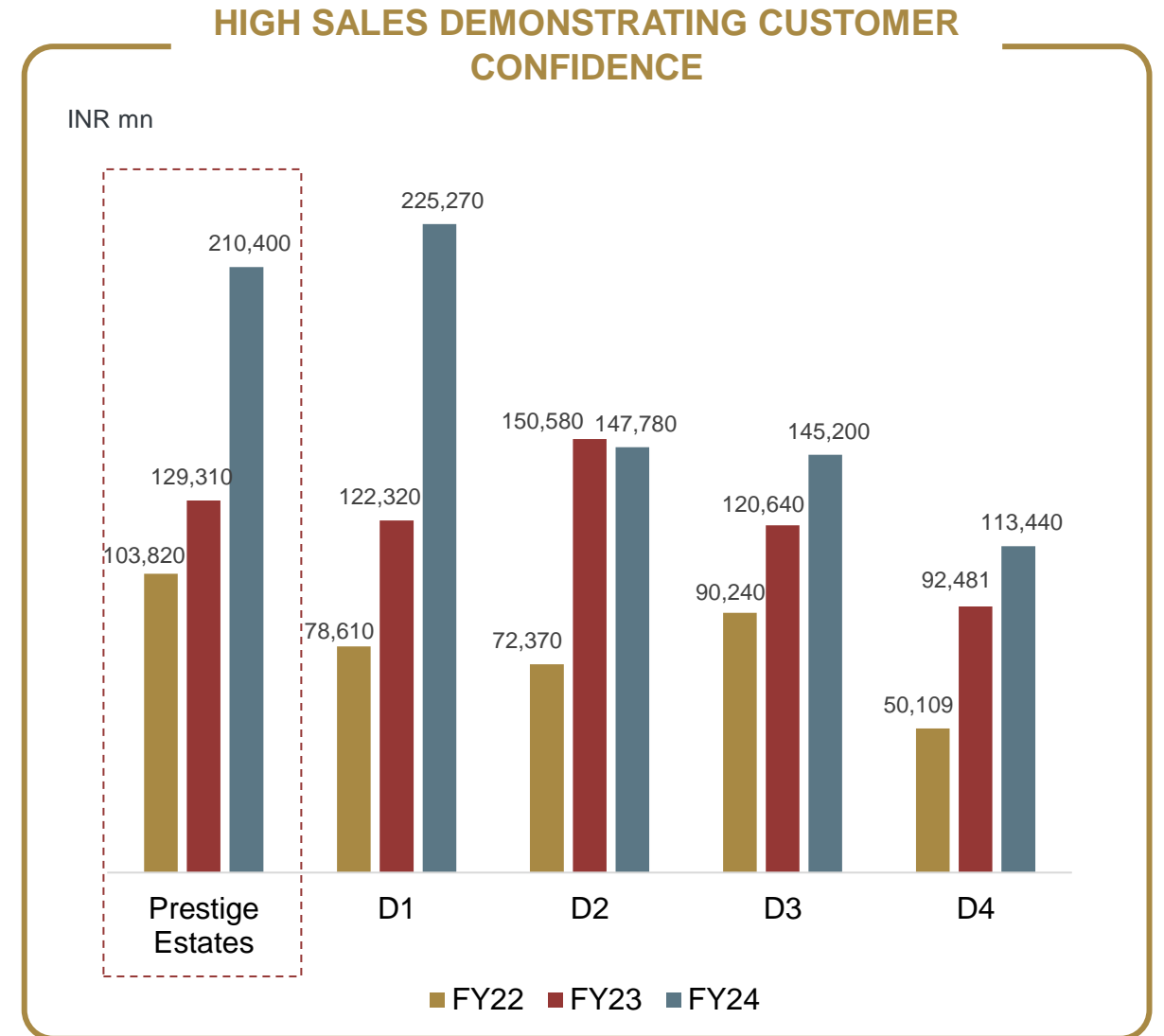
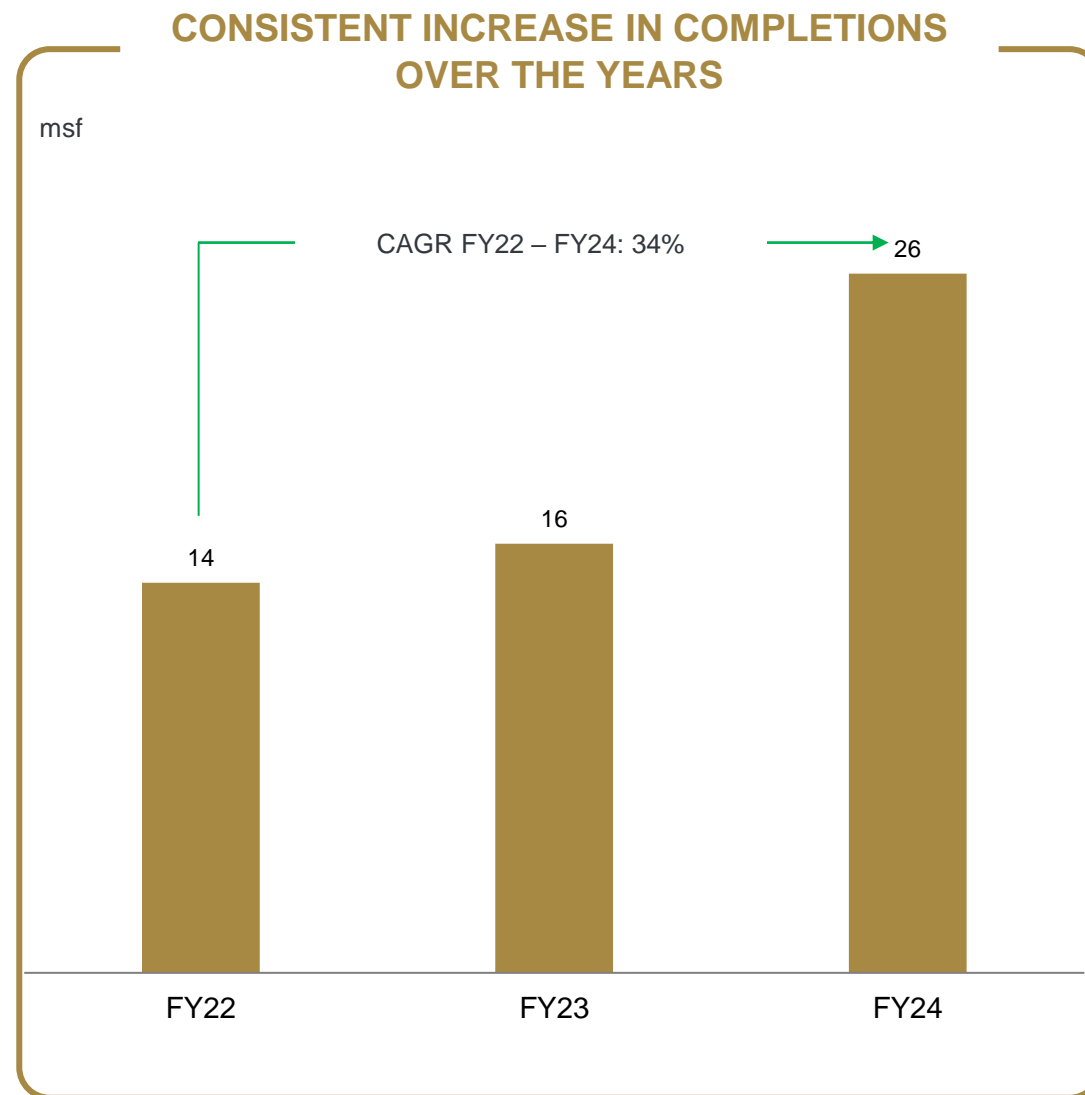
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ISO 14001:2015
Environmental Management System Certification
- 

Buildings designed by globally renowned Architects
- 

Direct sourcing from Manufacturers
- 

Established suppliers base



Note: 1. Source: CBRE Report
Methodology adopted:

Step 1: Identification of listed developers and real estate companies under the following industry classification - Sector- Realty, Industry- Realty and Basic Industry- 'Residential & Commercial Projects' as per National Stock Exchange (NSE)

Step 2: Ranking top 8-10 developers and real estate companies based on the above list in terms of 'Market capitalization' as on August 2, 2024

Step 3: Shortlisting top 5 developers and real estate companies from the above list. Subsequently, the following information has been compiled for these 5 entities as mentioned above. (Prestige Estates and D1 – D4)

Information has been provided on a 'no name basis' and has been sourced from the respective annual reports provided on the NSE







2 Track record of high sales velocity across cities

Ongoing Projects: Achieved high sales velocity post launch¹

| | | |
|--|---|--|
| <p style="writing-mode: vertical-rl; transform: rotate(180deg);">TPC Bengaluru</p> |  <ul style="list-style-type: none"> • TDA (msf): 12.6 • % Saleable Area sold 3M post launch: 55% • % Saleable Area sold 6M post launch: 89% | <p style="writing-mode: vertical-rl; transform: rotate(180deg);">Park Grove</p>  <ul style="list-style-type: none"> • TDA (msf): 9.6 • % Saleable Area sold 3M post launch: 73% • % Saleable Area sold 6M post launch: 90% |
| <p style="writing-mode: vertical-rl; transform: rotate(180deg);">Lavender Fields</p> |  <ul style="list-style-type: none"> • TDA (msf): 3.1 • % Saleable Area sold 3M post launch: 81% • % Saleable Area sold 6M post launch: 94% | <p style="writing-mode: vertical-rl; transform: rotate(180deg);">TPC Hyderabad</p>  <ul style="list-style-type: none"> • TDA (msf): 13.4 • % Saleable Area sold 3M post launch: 14% • % Saleable Area sold 6M post launch: 38% |
| <p style="writing-mode: vertical-rl; transform: rotate(180deg);">Ocean Towers</p> |  <ul style="list-style-type: none"> • TDA (msf): 1.4 • % Carpet Area sold 3M post launch: 39% • % Carpet Area sold 6M post launch: 68% | <p style="writing-mode: vertical-rl; transform: rotate(180deg);">TPC Mulund</p>  <ul style="list-style-type: none"> • TDA (msf): <ul style="list-style-type: none"> • Bellanza Ph 1 - 1.7 • Bellanza Ph 2 - 1.7 • Siesta - 1.4 • % Carpet Area sold 3M post launch: 37% • % Carpet Area sold 6M post launch: 55% |

2 Track record of high sales velocity across cities (Cont'd)

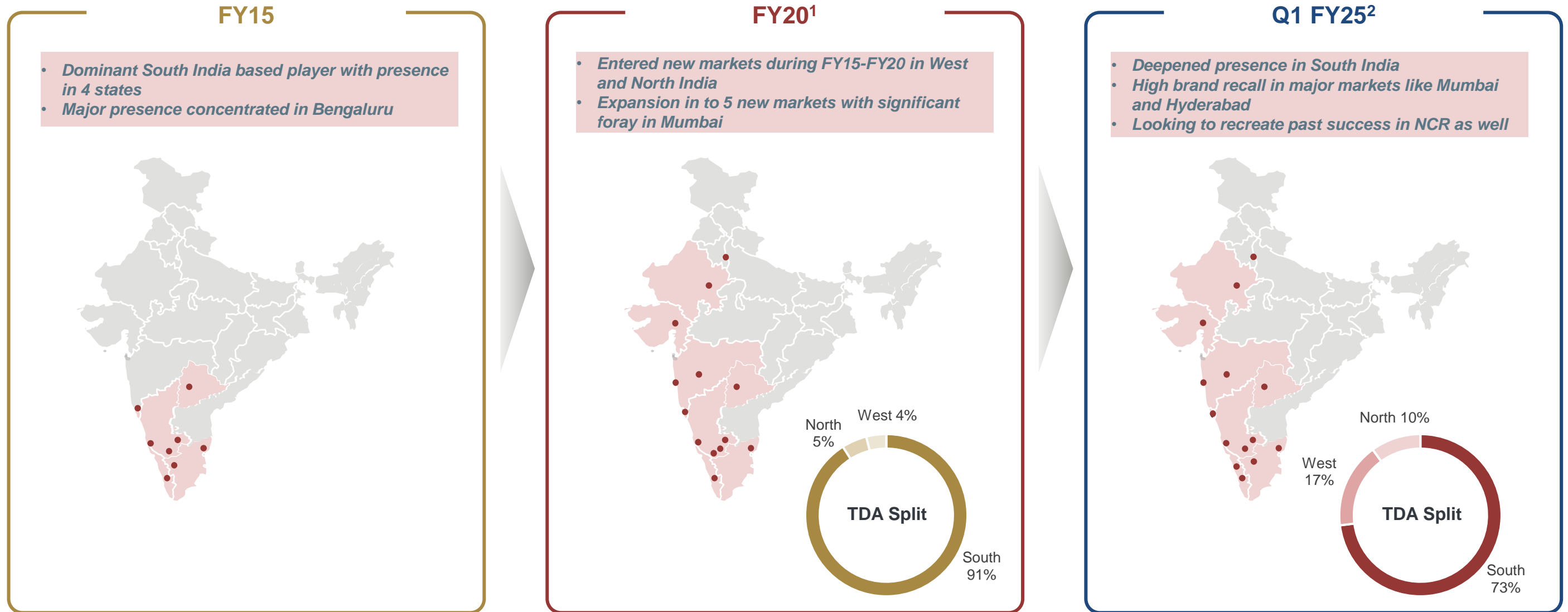
Completed Projects: Substantial area sold before project completion²

| | | | |
|--------------------|---|--------------------|---|
| <p>Jindal Ph 1</p> |  <ul style="list-style-type: none"> • City: Bengaluru • TDA (msf): 6.1 • % Saleable Area sold prior to OC (msf): 82% | <p>Great Acres</p> |  <ul style="list-style-type: none"> • City: Bengaluru • TDA (msf): 3.5 • % Saleable Area sold prior to OC (msf): 99% |
| <p>Tranquil</p> |  <ul style="list-style-type: none"> • City: Hyderabad • TDA (msf): 2.2 • % Saleable Area sold prior to OC (msf): 94% | <p>Waterford</p> |  <ul style="list-style-type: none"> • City: Bengaluru • TDA (msf): 1.8 • % Saleable Area sold prior to OC (msf): 100% |
| <p>Primrose</p> |  <ul style="list-style-type: none"> • City: Bengaluru • TDA (msf): 3.0 • % Saleable Area sold prior to OC (msf): 100% | <p>Elysian</p> |  <ul style="list-style-type: none"> • City: Bengaluru • TDA (msf): 1.1 • % Saleable Area sold prior to OC (msf): 100% |

Bengaluru Hyderabad

3 Well-positioned to become a leading pan India real estate developer

Diversified presence into West and North India while deepening foothold in South

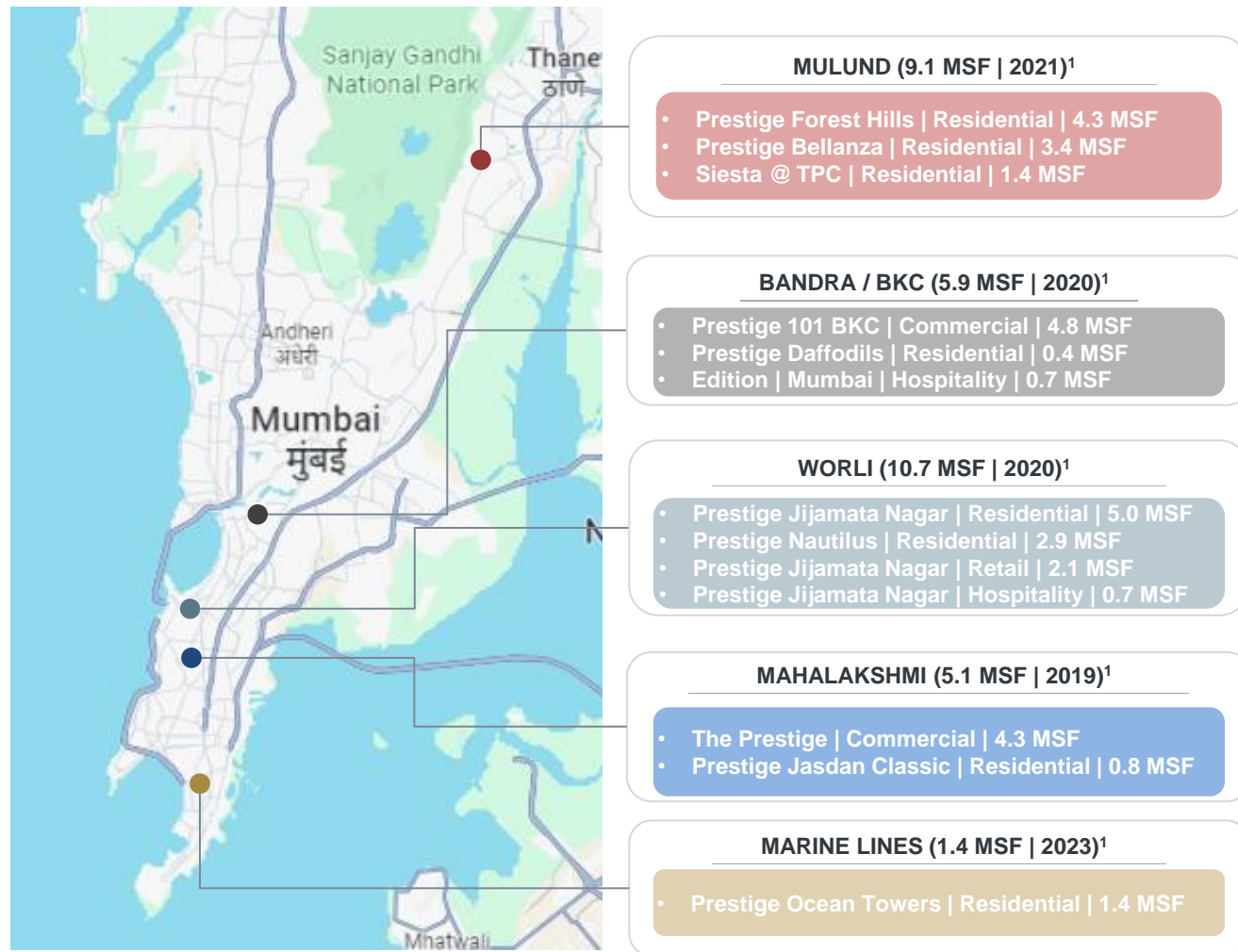


Note: 1. TDA split signifies TDA under Ongoing and Upcoming Projects in South, West and North India as of FY20 2. TDA split signifies TDA under Ongoing and Upcoming Projects in South, West and North India as of Q1FY25

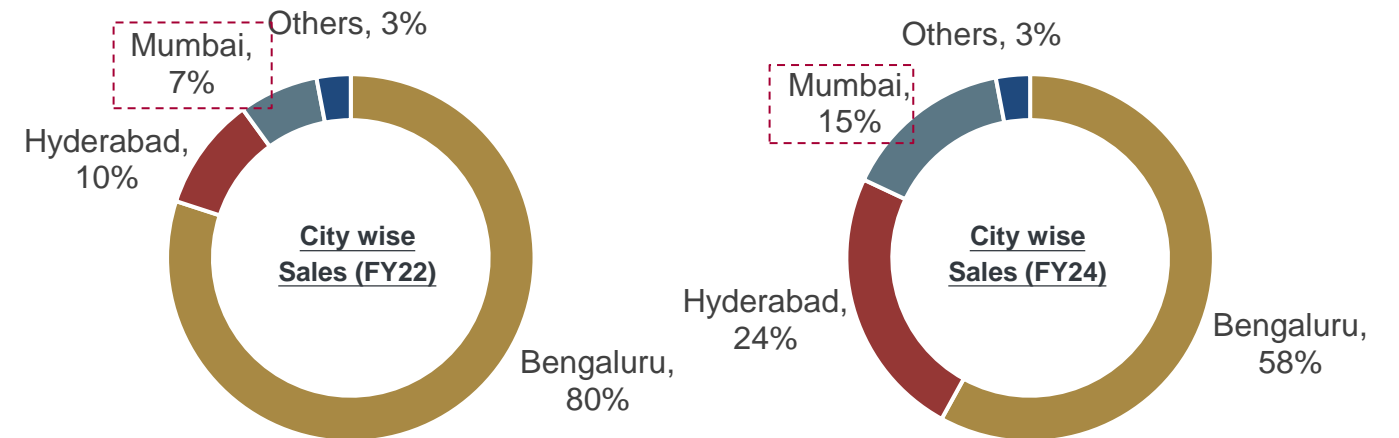
3 Case Study: Established presence in Mumbai

Showcased ability to enter a new geography and establish presence in the market

Developed presence in various micro markets in across segments



Sales from Mumbai now form a significant portion of overall sales



Offerings priced in-line or at a premium to peers²; able to generate high sales velocity

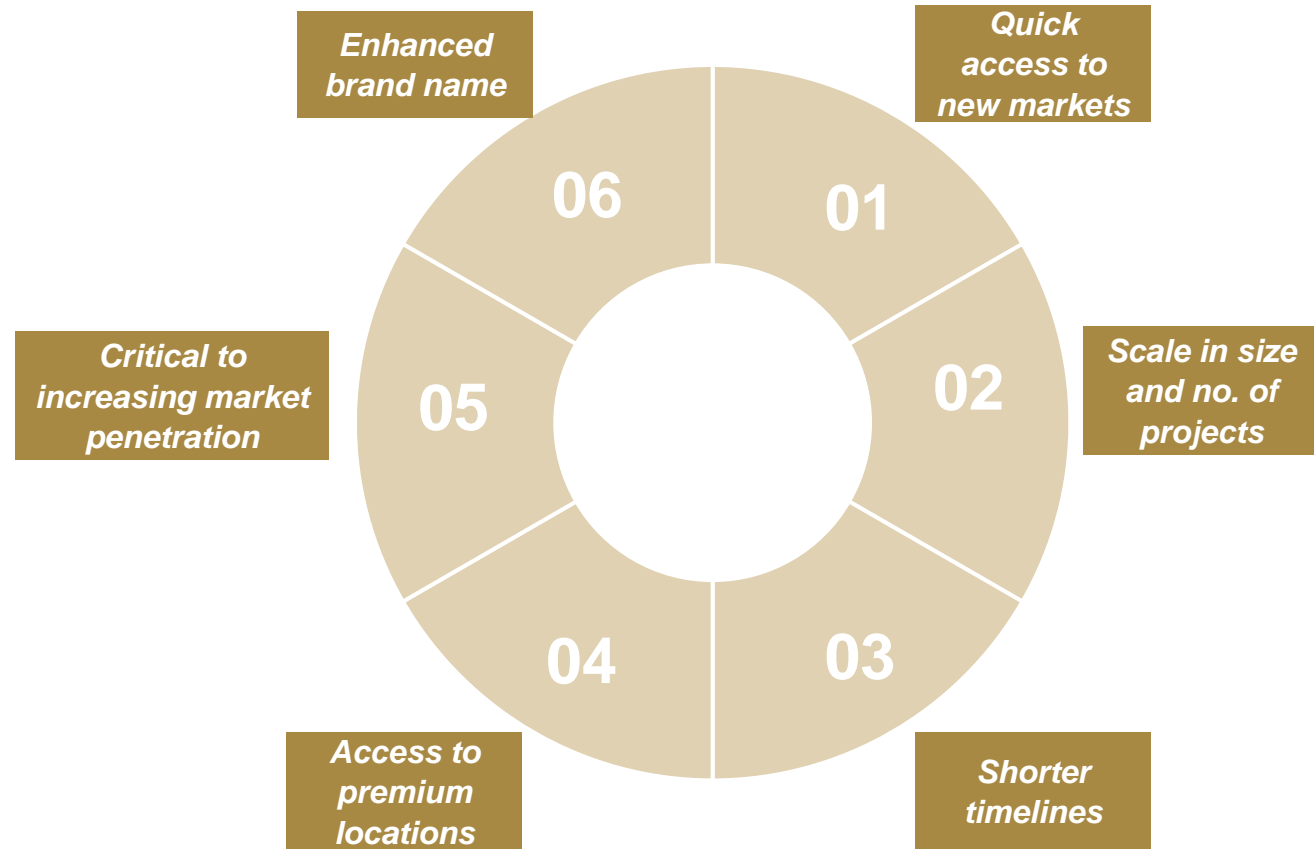
| Project Name | Segment | TDA (msf) | Carpet Area (msf) | % TDA sold 6M from launch | Average Price per sq. ft. (Carpet Area) (INR) ³ |
|-------------------------------------|-------------------------|------------------|-------------------|---------------------------|--|
| Prestige Bellanza, Mulund | Mid-Income | 3.4 | ~1.4 | 55% | INR 21,788 |
| Prestige Ocean Towers, Marine Lines | Super Luxury and Luxury | 1.4 ⁴ | ~0.5 | 68% | INR 78,992 |

Note: 1. Year denotes year of entry in the market. Year of entry refers to entry in the micro-market when Prestige Group signed the agreement to acquire land. The Area denotes TDA. 2. Source: CBRE Report. In the Mulund market, projects launched by Prestige Estates are commanding prices in line with the market averages. In the Marine Lines market, Prestige Estates commands a premium over the market average vis-à-vis other developers operating currently in the micro-market. 3. Based on sales made till August 5, 2024 4. TDA for Ocean Towers stands at ~1.4 msf . The total carpet area for the project is 4,62,804 sq. ft. Prestige Estates has Launched 75 units out of 169 units totaling to a carpet area of 197,864 sq. ft.

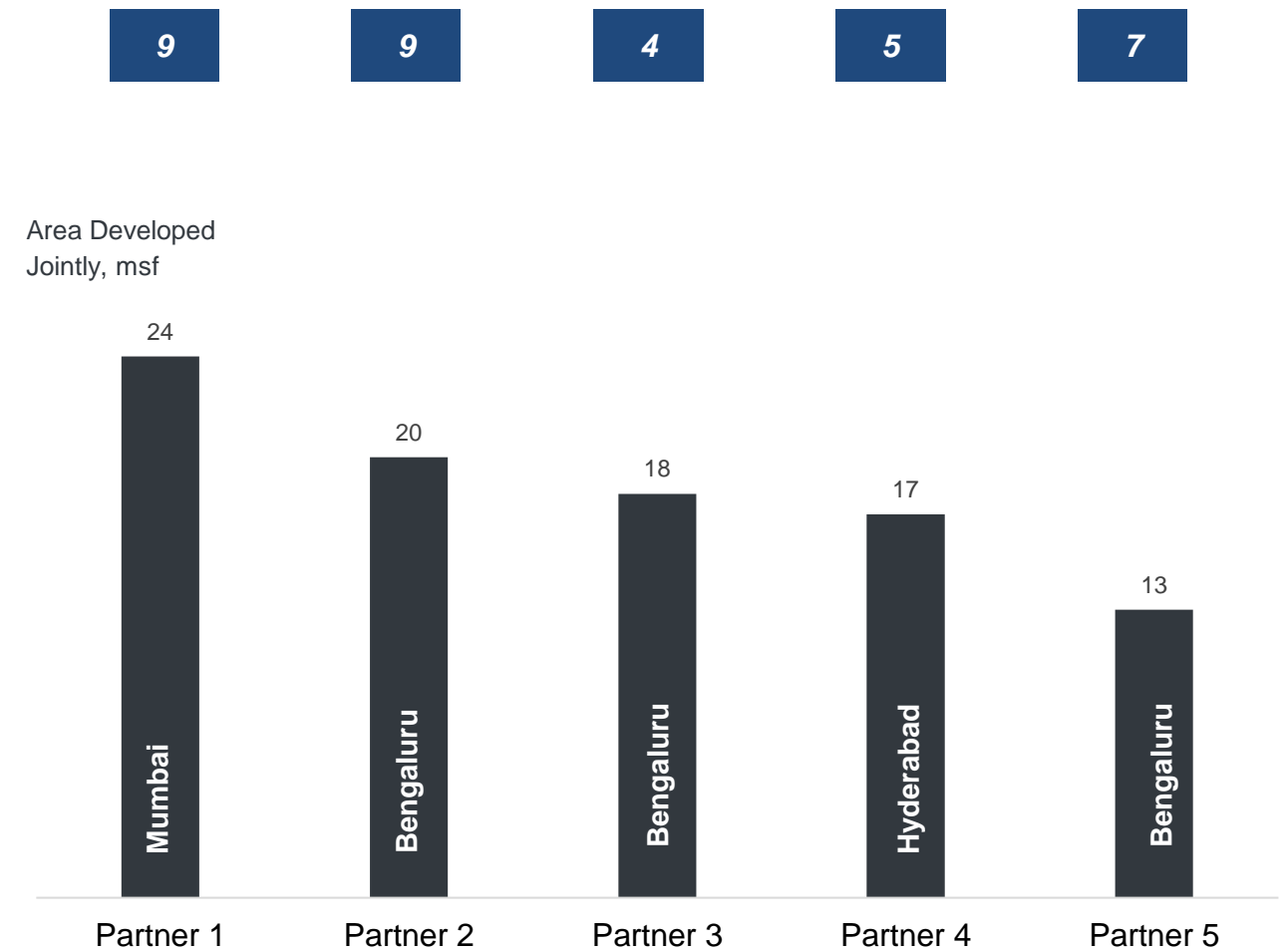
4 Strong relationships with landowners leading to quick access to land banks

Ability to enter into JDAs / JVs allows us to develop and execute larger real estate projects in short period of time

Proven model of land acquisition



Repeat developments with large land owners



No. of Projects Developed Jointly

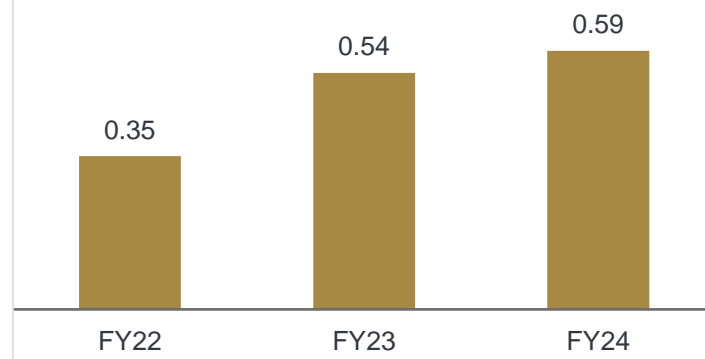
5 Enhanced access to capital with robust leverage and collections

Aim of ensuring consistent returns to shareholders and balancing capital for growth

Efficient use of Debt and Equity

- Focus on maintaining optimal debt equity ratio
- Raising capital opportunistically
- Balance between shareholder returns and leverage

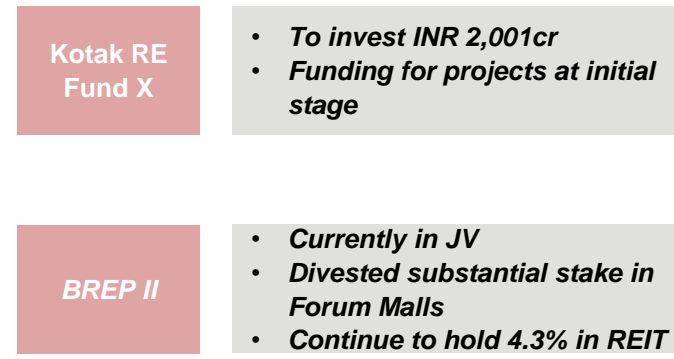
Net Debt – Equity Ratio¹ (x)



Leveraging platforms with 3rd parties

- Recycling capital and ensuring ready access to financing
- Track record of monetizing portfolio
- Platforms with marquee investors in the past

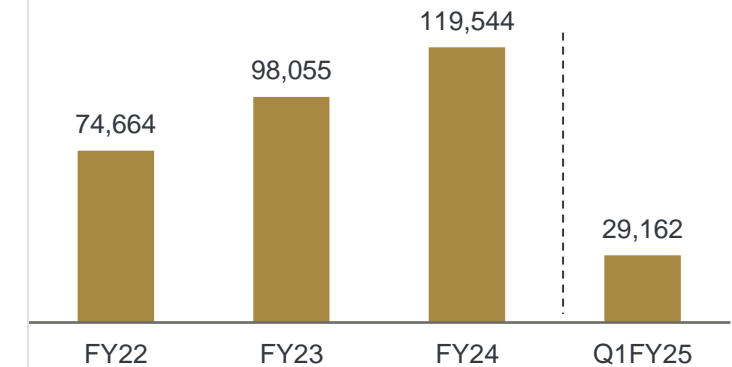
Key Platforms



Focused on ensuring robust collections

- Actively monitoring liquidity
- Prioritize building strong cash reserves
- Strong liquidity with high sales and gross collections

Gross Collections, INR mn



6 Experienced management team

Prestige Estates has outlined its roadmap by appointing various Business Heads for each vertical and geography

Seasoned team of vertical / business heads



Amit Omprakash Mor
Chief Financial Officer



Swaroop Anish
Executive Director & CEO
Residential Segment &
Business Development



Jagdeep Singh Marwaha
CEO- Prestige Office
Ventures



Valangar Muhammed Ali
CEO- Retail



Suresh Singaravelu
Executive Director & CEO
Hospitality Segment



Tariq Nadeem Ahmed
Executive Director & CEO
West India



Nayeem Noor
Executive Director-
Government Relations

6 Experienced management team (Cont'd)

Prestige Estates has outlined its roadmap by appointing various Business Heads for each vertical and geography

Seasoned team of vertical / business heads



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



Arvind Pai Tonse
Executive Director- Legal



Milan Khurana
**Executive Director- HR, IT
and Admin**



Zackria Hashim
**Executive Director- Land
Acquisition**



Manoj Krishna
**Company Secretary and
Compliance Officer**




03


Our Strategy



Our Strategy

1 Develop new age assets across all business segments

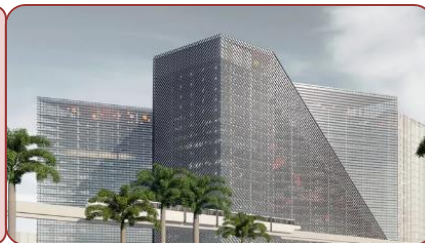
 Increase our recurring income streams

 Intend to explore various fundraising options


Residential
Grow and replicate integrated township format




Commercial
Identify prime location for grade A portfolio development



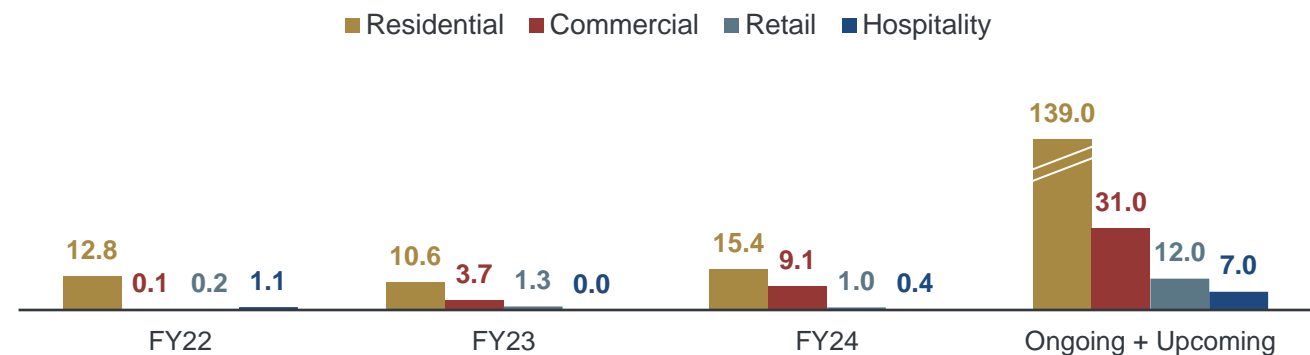
Retail
Deliver new-age customer-centric retail experiences



Hospitality
Expand portfolio through partnerships with global brands



Yearly completions of projects in terms of msf



2 Expansion strategy to become a leading pan-India developer

EXPAND OUR GEOGRAPHICAL PRESENCE ACROSS TIER-1 INDIAN CITIES AND OTHER KEY MARKETS

EXPANDED IN 13 MAJOR URBAN CENTERS IN INDIA

EXPANDED IN SOUTHERN INDIA

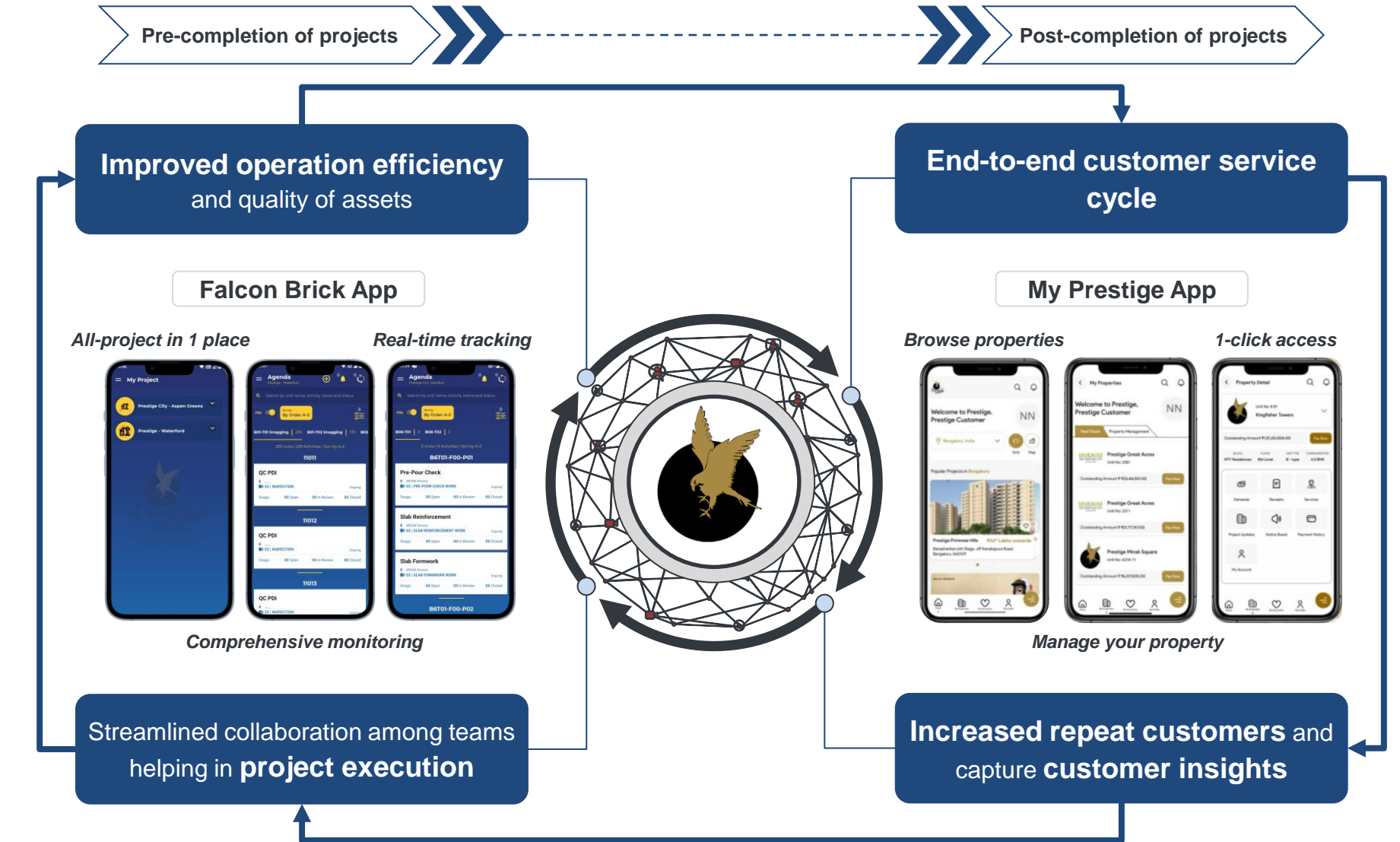
BENGALURU

Our Strategy (cont'd)

3 Repeat Mumbai execution strategy in Tier-1 cities and other key markets in India

-  Partner with leading developers and landowners leading to significant synergy
-  Acquire land at attractive valuation at strategic location
-  Flexible approach towards land acquisition including JDA / JVA and outright acquisition
-  Develop a strong on-ground execution team
-  Robust sales strategy and strong channel partner network

4 Leverage innovative technology to increase efficiency and customer engagement



Becoming a leader in sustainable construction

Embracing the ESG Agenda

High focus on ESG commitments

| Environmental Stewardship | Social Responsibility | Governance and Ethics |
|---|---|---|
|  <p>93% completed commercial buildings are certified green buildings¹</p> |  <p>Focus on high employee satisfaction and stability</p> |  <p>ISO 9001:2015 reflecting commitment to quality</p> |
|  <p>Responsible supply chain management</p> |  <p>Partnering in 'Housing for All' Scheme</p> |  <p>ISO 45001:2018 Occupational Health and Safety</p> |
|  <p>Focus on high green coverage in all developments</p> |  <p>CSR Beneficiaries leading to community development.</p> |  <p>ISO 14001:2018 Environmental Management</p> |

Sustainability Commitment in Action

| | | |
|---|--|--|
| <p>ESG Council, comprising of senior leadership, to drive sustainability initiatives</p>  | <p>Engaged employees in activities such as clean-up drives etc</p>  | <p>Ensured adherence to safety standards through training and site testing</p>  |
| <p>ESG Council</p>  | <p>Materiality Topics Identification</p> <p>Refined focus on areas such as Resource Efficiency, Privacy & Data Security etc</p> | <p>World Environment Day</p>  |
| <p>Thought Leadership</p> <p>Active participation in industry conferences and committees</p> | <p>Member of National Safety Council of India</p> | |



04

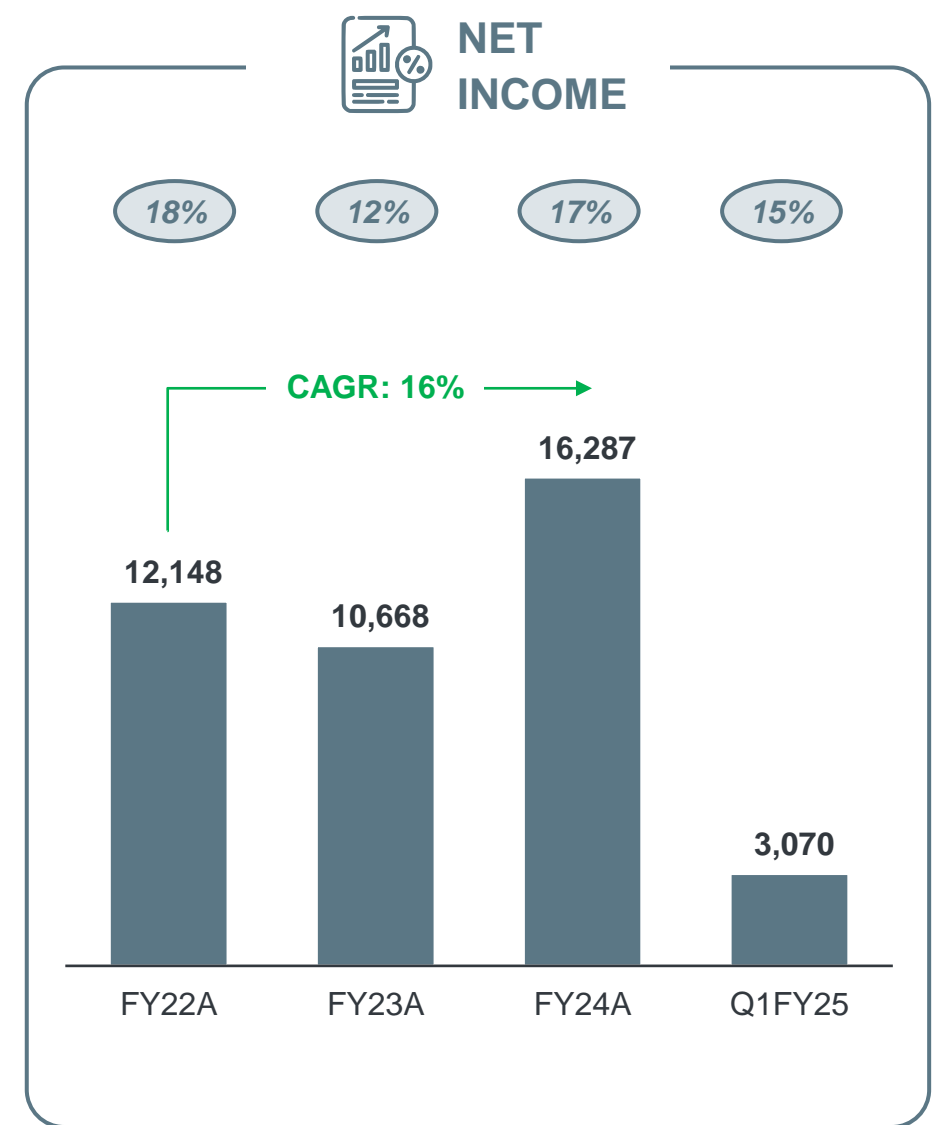
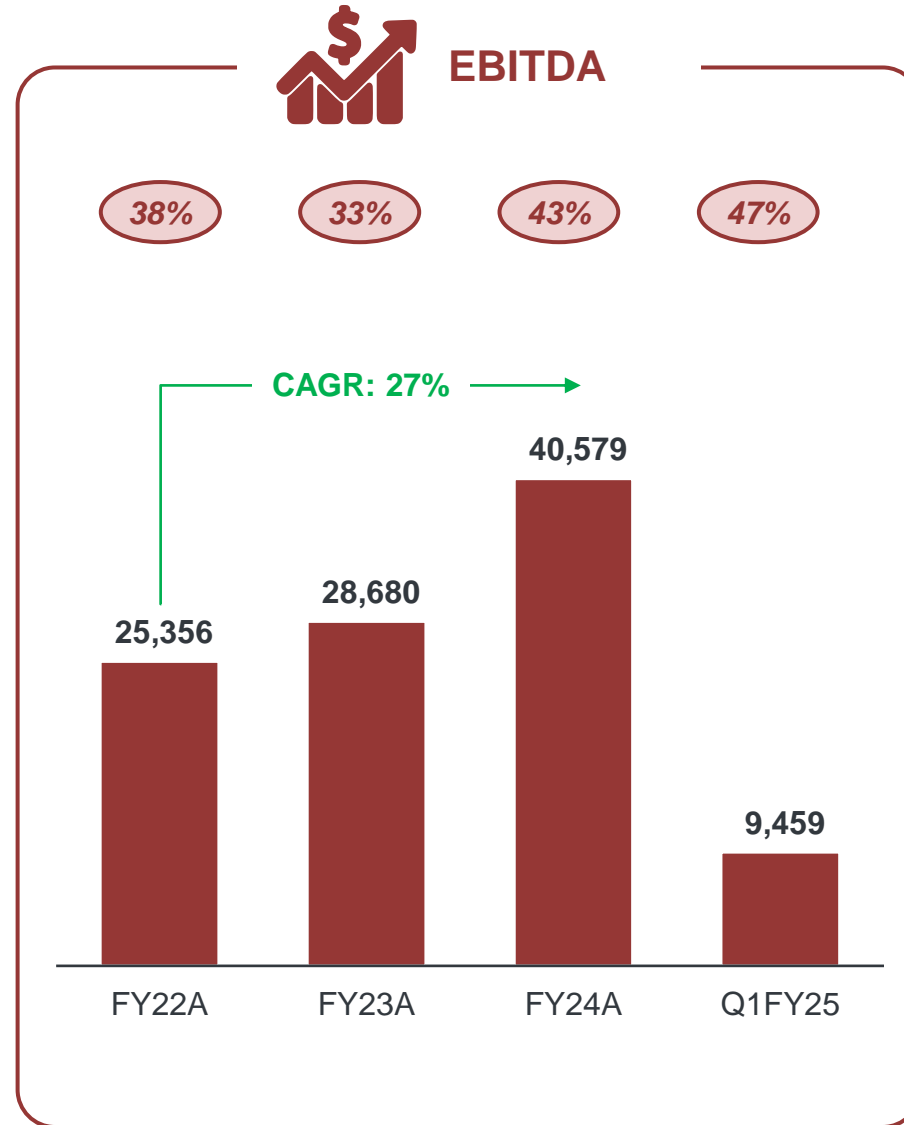
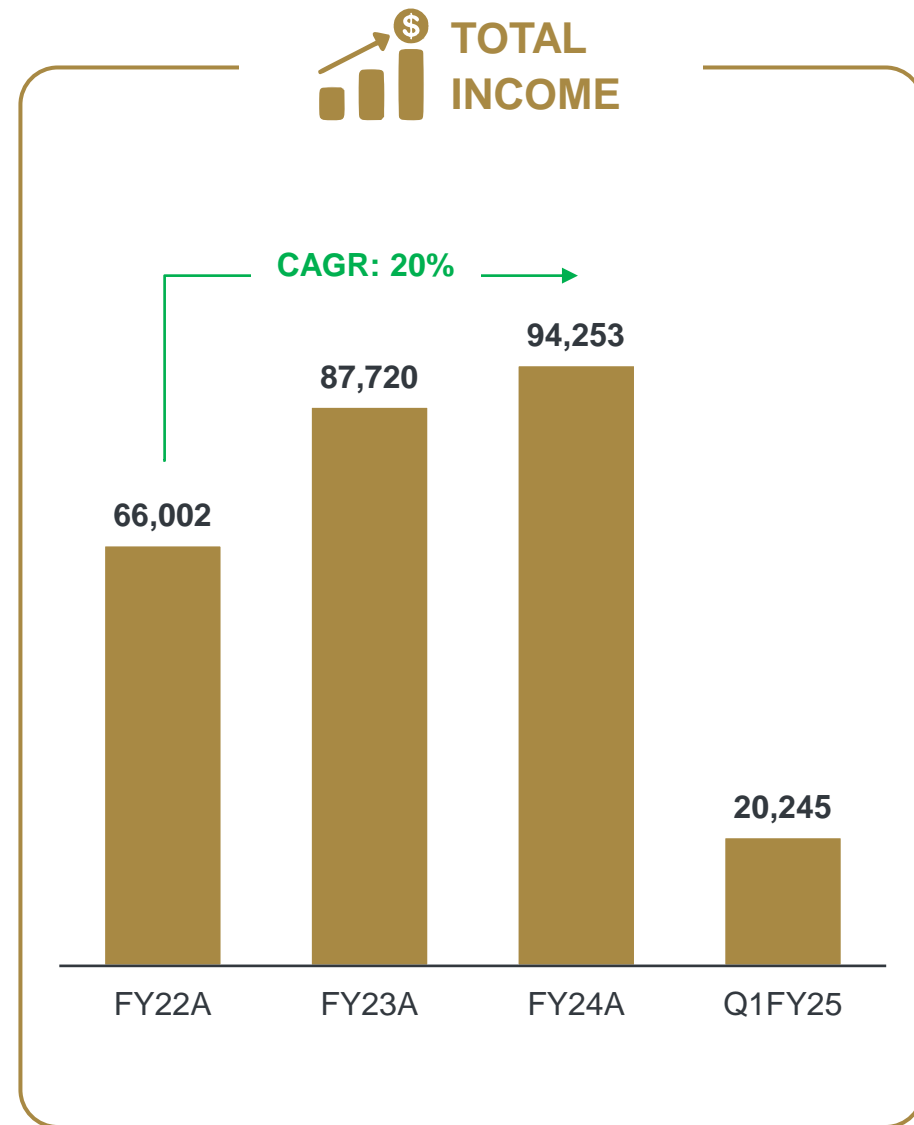
Summary Financial Statement



Summary financial profile

In INR mn

○ % margins





05

Appendix

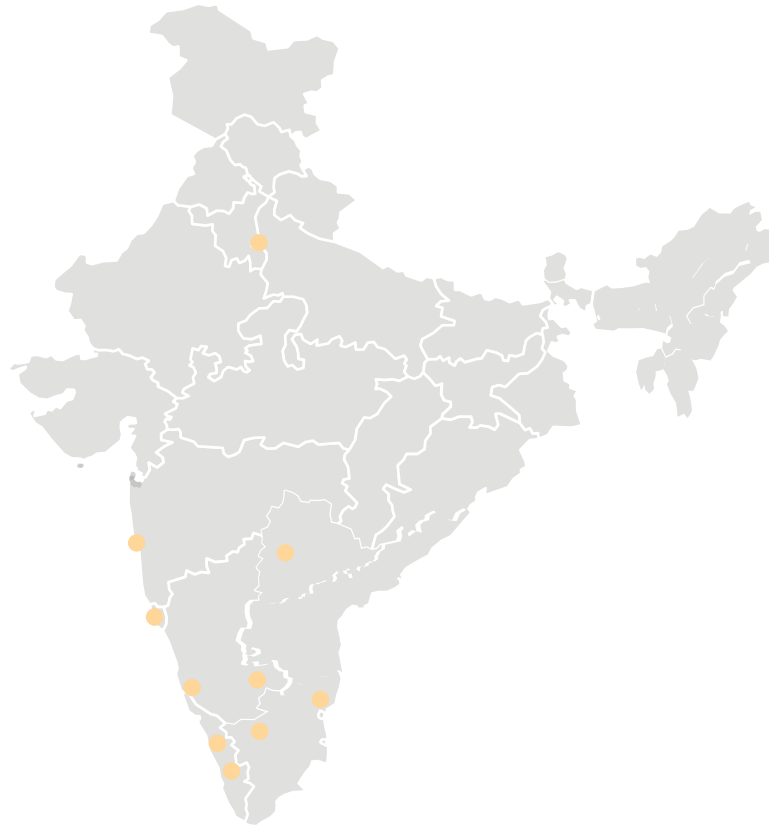


Diversified portfolio of residential projects across price points and segments

Residential projects encompass a diverse range of options

| Luxury and Super-Luxury | | |
|-------------------------|---------------|---------------------|
| Projects | # of Projects | Saleable Area (msf) |
| Ongoing | 10 | 6 |
| Upcoming | 7 | 8 |

| Mid-Income | | |
|------------|---------------|---------------------|
| Projects | # of Projects | Saleable Area (msf) |
| Ongoing | 28 | 59 |
| Upcoming | 17 | 60 |



Prestige Ocean Towers, Mumbai – Super Luxury and Luxury Residences



- Located in Marine Lines
- To include 4BHK Villaments
- Multi-level podium with infinity pool and clubhouse offering

Prestige Park Grove, Bengaluru –Luxury and Mid-Income Residences



- High-rise towers with large number of apartments
- Towers' heights to vary from 24 to 42 floors

Prestige Clairemont, Hyderabad – Mid-Income Residences



- Significant no. of apartments in a widespread layout in Kokapet
- Mix of commercial and luxury residential developments

Prestige City Indirapuram, NCR – Integrated Mid-Income Township



- TDA of 11.93 msf
- Bringing the Prestige City concept to NCR
- To feature residences (2800+), schools, hospitals, retail and other facilities

The Prestige City, Mumbai – Integrated Mid-Income Township



- Situated near Yogi Hills, Mulund
- Large integrated development

Prestige City Hyderabad – Integrated Township

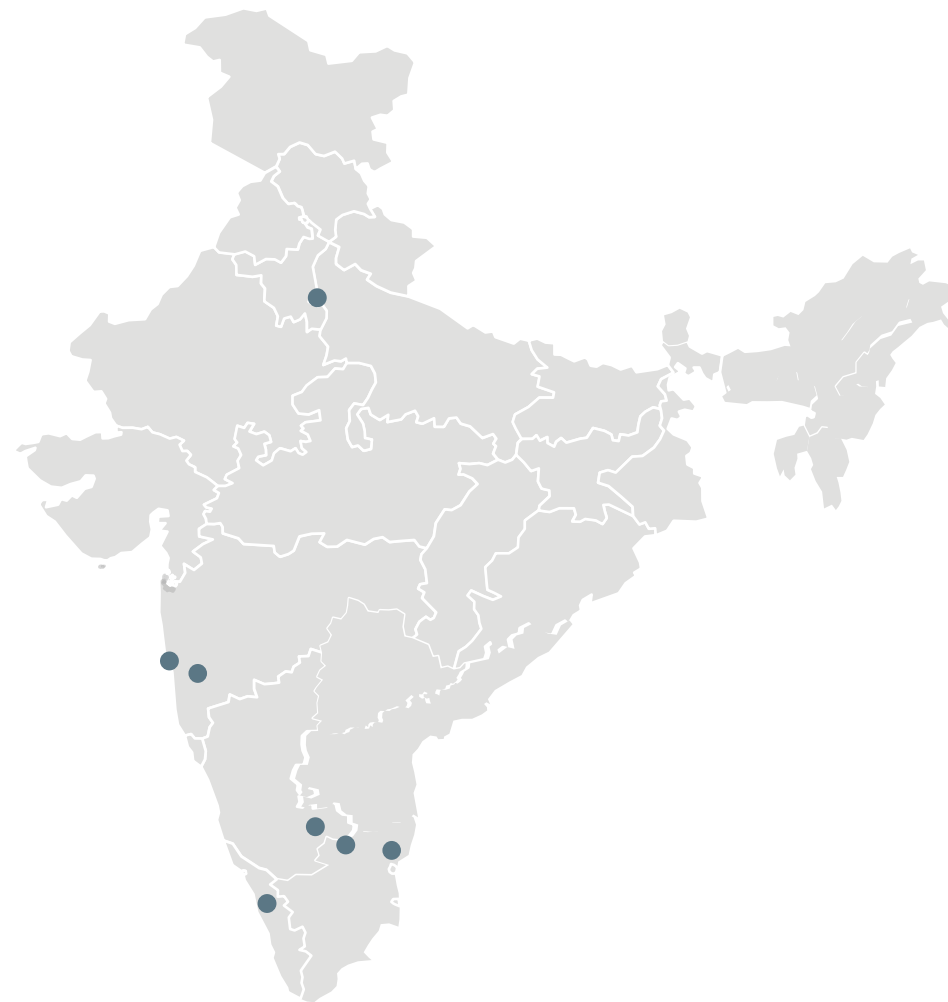


- Offering to comprise of luxury villas and high rise apartments
- Situated near Mulagund Lake

Note: 1. All figures as of Q1FY25; 2. Some of our projects are developed on Joint Development / Joint Venture model. Our economic share in those projects is limited by our ownership share.

Significant portfolio of commercial projects across cities

Diverse range of community driven and sustainable assets across major cities and commercial hubs



Prestige BKC 101, Mumbai



- Gross Leasable Area (GLA) of 4.8 msf
- To include an integrated hotel, Cafes, lounges etc
- USGBC LEED PLATINUM and WELL PLATINUM certification applied for

Prestige Skytech Hyderabad



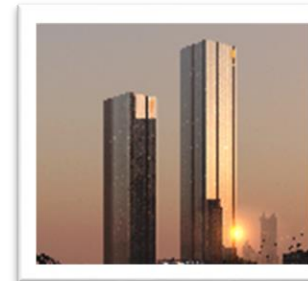
- GLA of 3.6 msf
- To include cafes, Art Gallery, sports arena etc
- USGBC LEED GOLD and WELL Gold certification applied for

Prestige Alpha Tech, Pune



- TDA 1.2 msf
- USGBC LEED GOLD and WELL GOLD certification applied for

The Prestige, Mumbai



- GLA 4.3 msf
- Planned height of ~300m
- To include double-decker elevators to minimize passenger wait times

Prestige Tech Pacific, Bengaluru



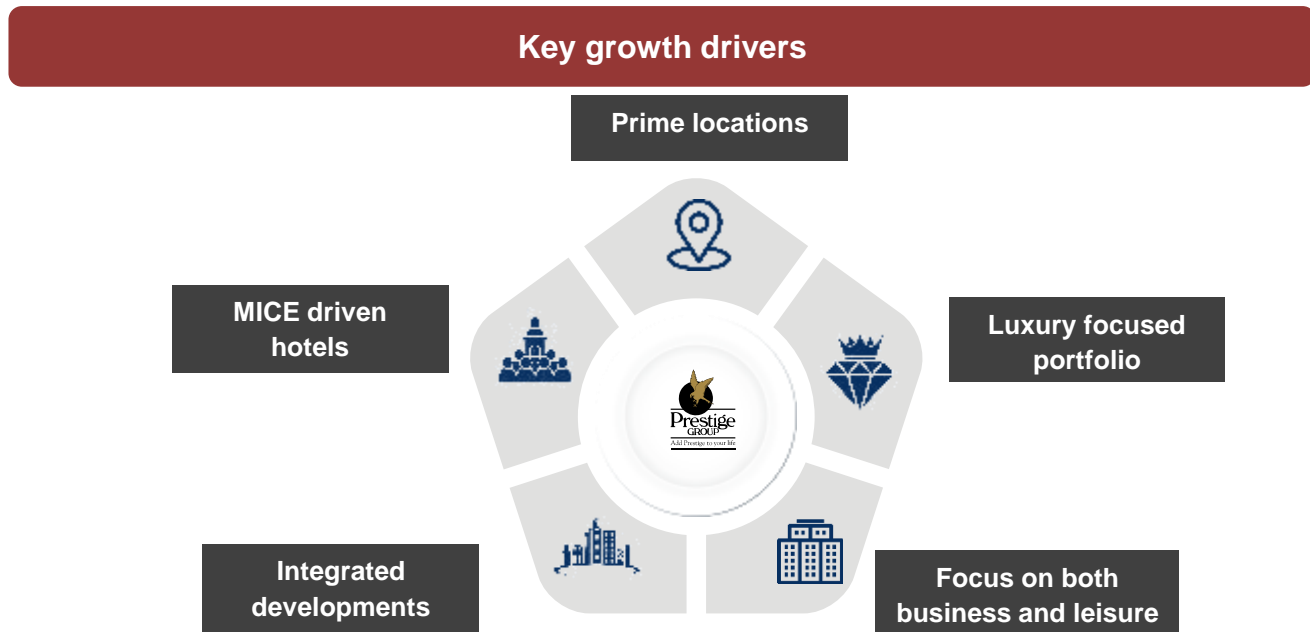
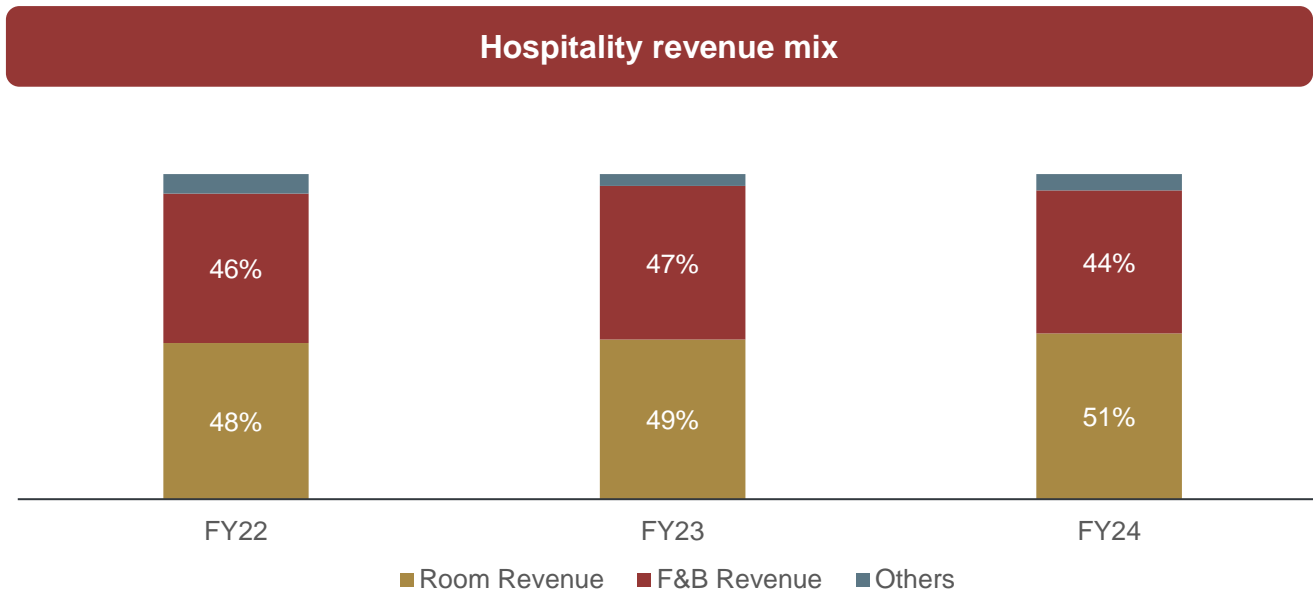
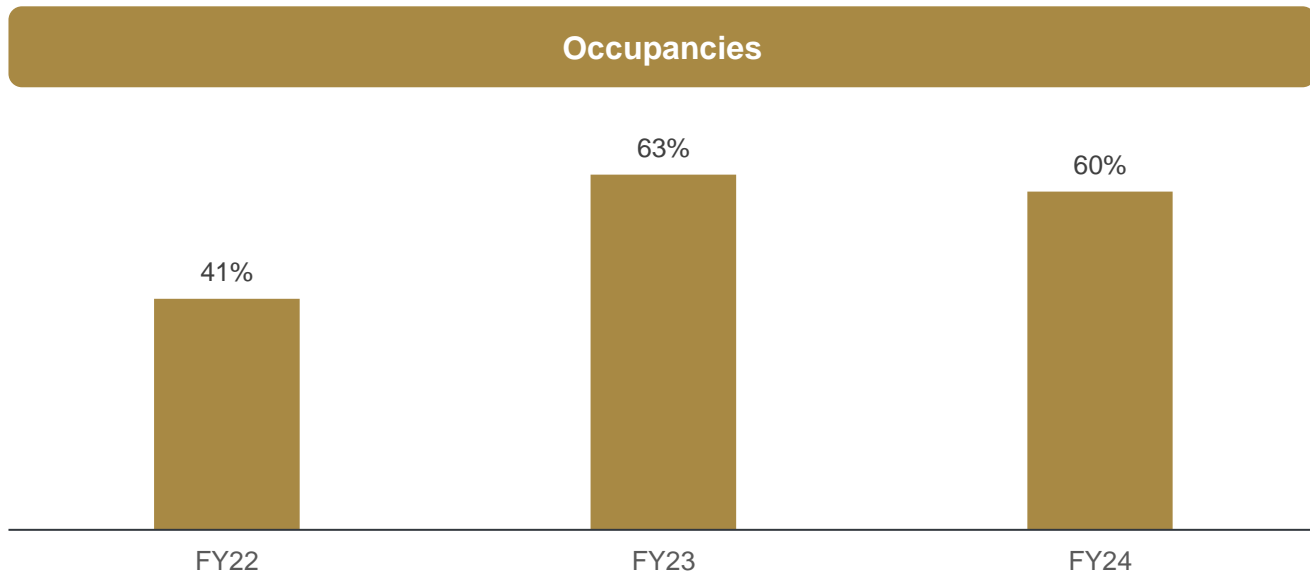
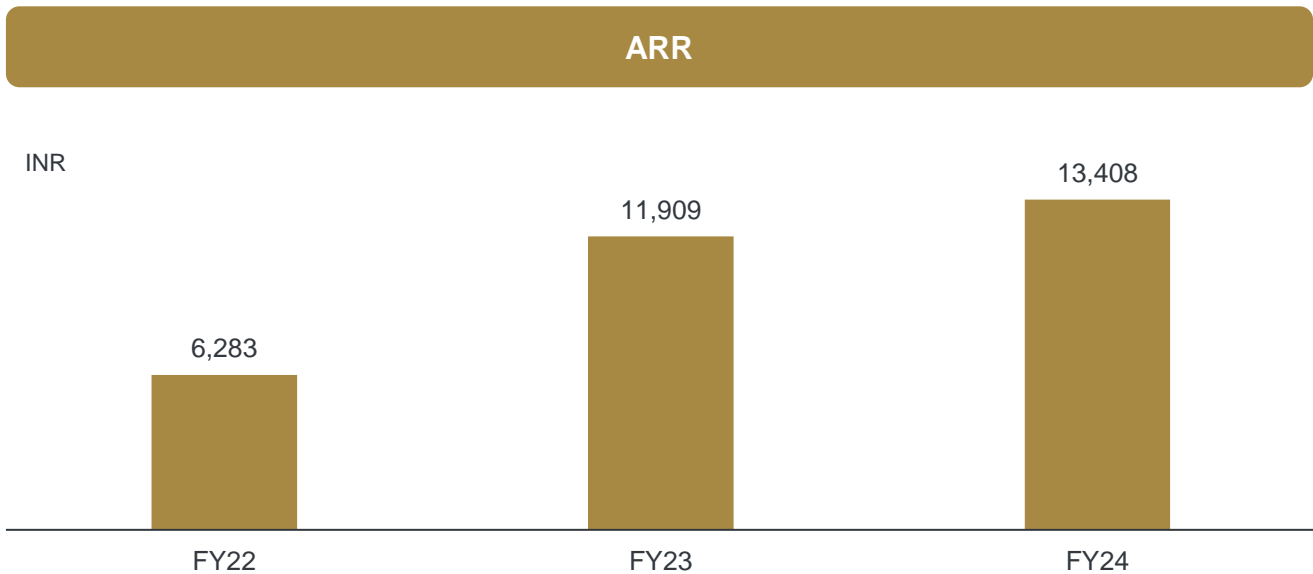
- TDA 1.65 msf
- To include, cafes, restaurants, fitness centres etc
- USGBC LEED GOLD and WELL GOLD certification applied for

Prestige Lakeshore Drive, Bengaluru



- TDA of 4 msf
- To include Gourmet, Lounge, Cafes etc
- USGBC LEED PLATINUM and WELL PLATINUM applied for

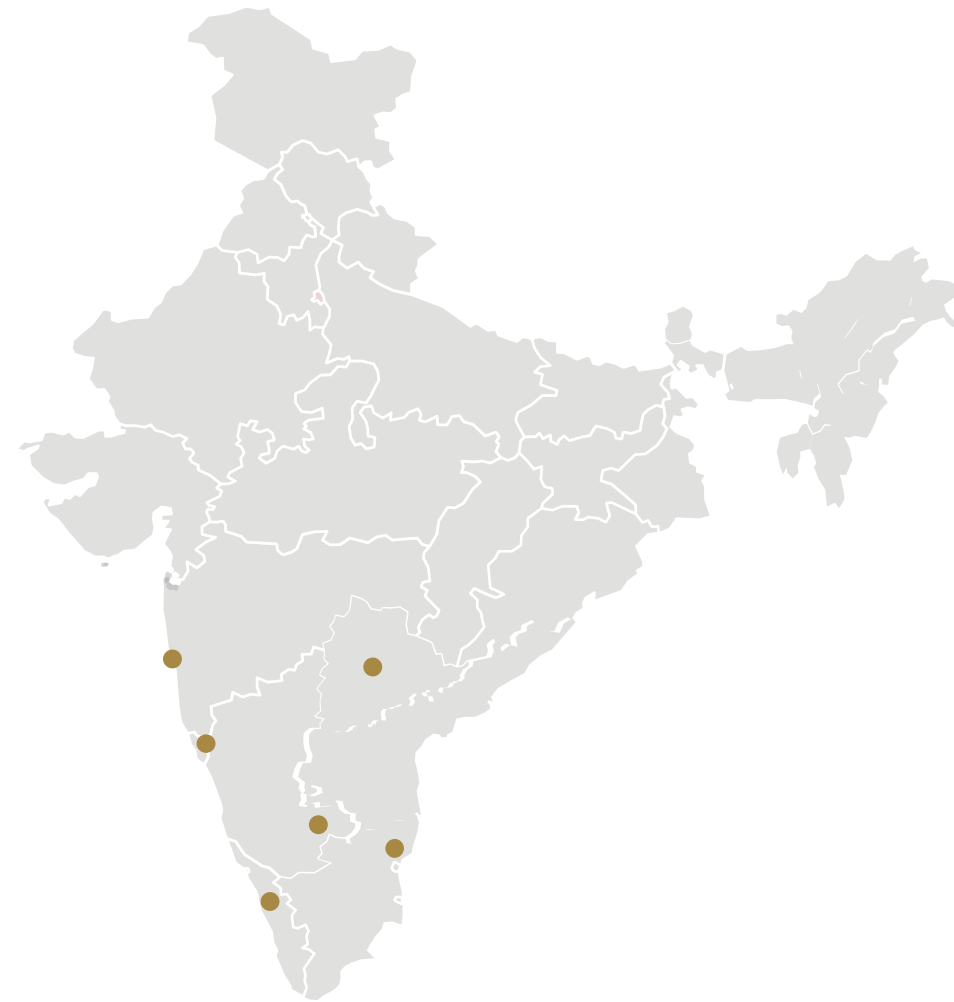
High performing hotel assets with portfolio in prime locations



Note: 1. MICE stands for Meetings, Incentives, Conferences and Exhibitions

Innovative and new age retail assets across major urban centers

Range of smart and sustainable assets coming up across major cities and commercial hubs



Forum South BLR, Bengaluru



- TDA 1.3 msf
- Prominent shopping destination in Bengaluru
- High-end brands, array of dining options and a family entertainment center

Forum Kochi



- TDA 1.0 msf
- Modern retail experience
- Integrated development with hotel and residences

UB City, Bengaluru



- TDA 0.2 msf
- Luxury mall with high end brands and dining options
- Encompasses UB Tower, Kingfisher Plaza, Concorde, Canberra and Comet Blocks

Forum Rex Walk, Bengaluru



- TDA 0.2 msf
- Offers selection of gourmet restaurants
- Convenient shopping location
- Also features a modern cinema hall

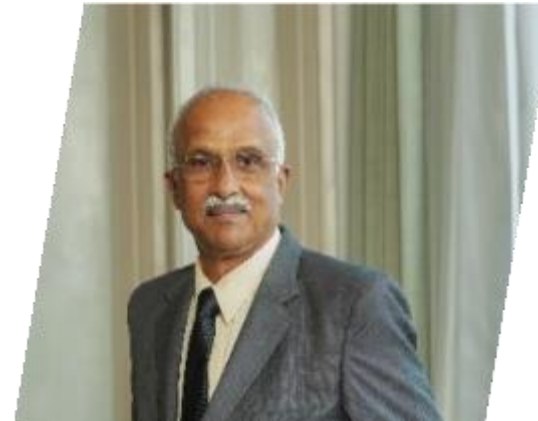
Prestige Mysore Central

- TDA 0.11 msf

Experienced Independent Directors



Srinivasrao Nagabushana Rao Nagendra
Non-Executive Independent Director



Pangal Ranganath Nayak
Non-Executive Independent Director



Jagdeesh Reddy
Non-Executive Independent Director



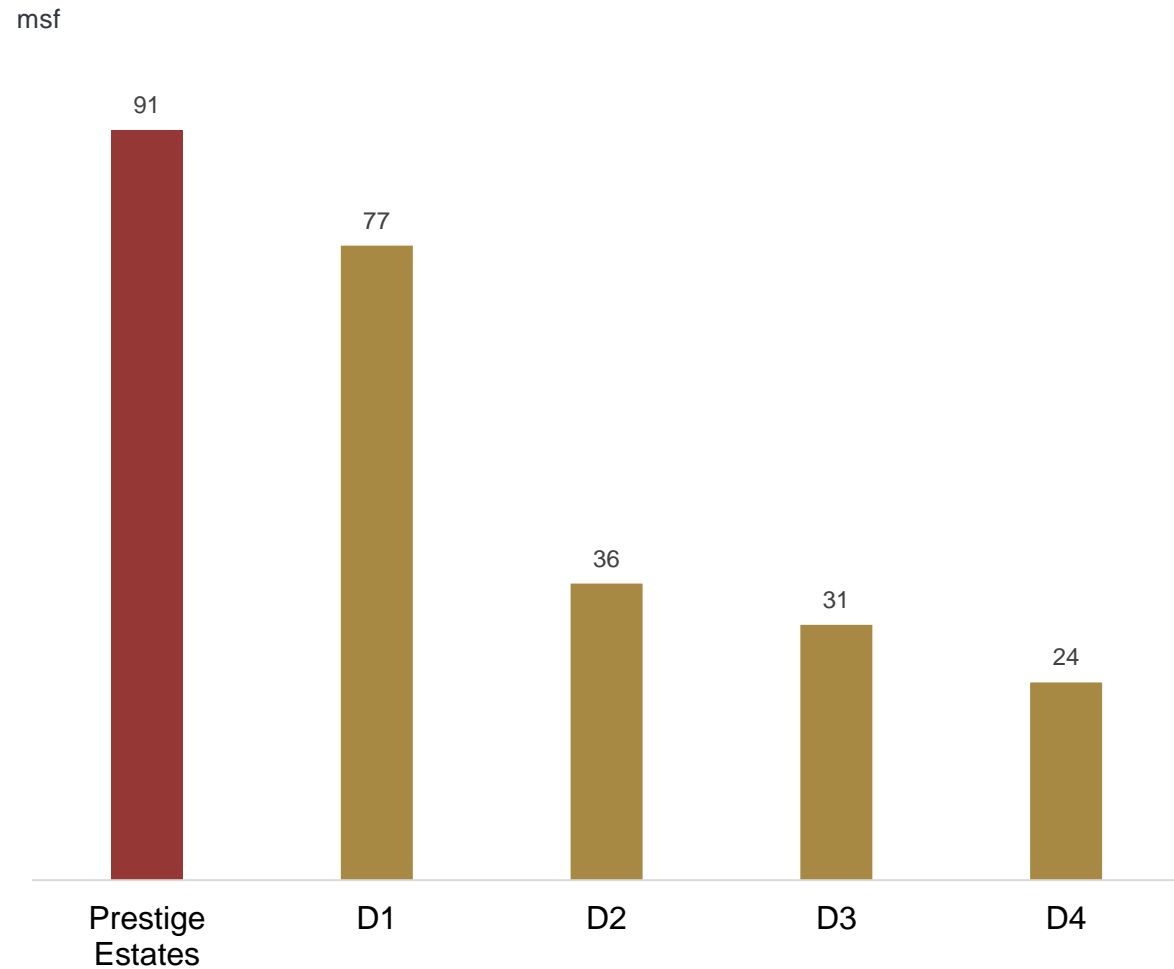
Neelam Chhiber
Non-Executive Independent Director



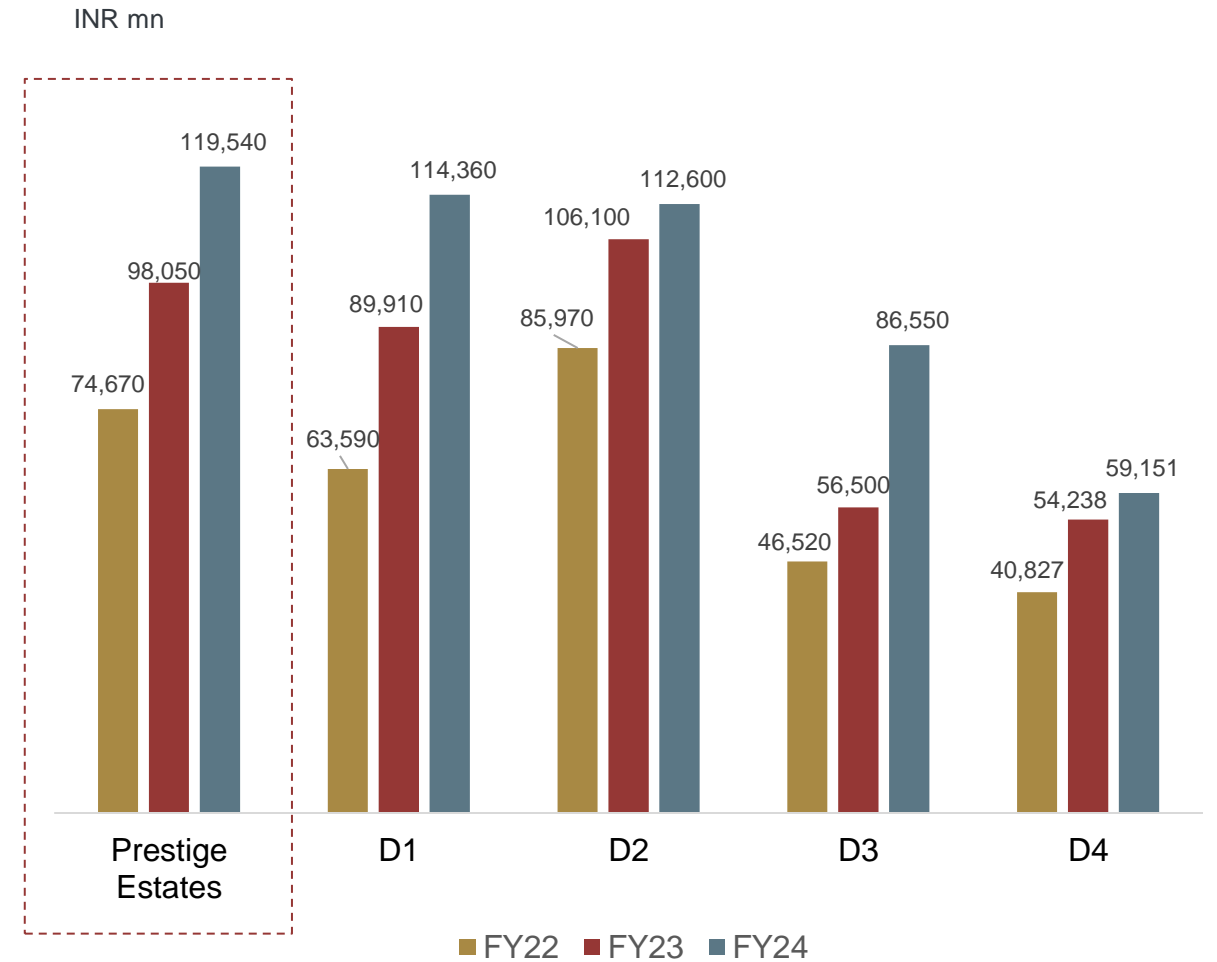
Ravindra Munishwar Mehta
Non-Executive Independent Director

Industry Comparison

Project Pipeline (as of FY24)¹



Collections cumulative¹



Note: 1. Source: CBRE Report

Methodology adopted:

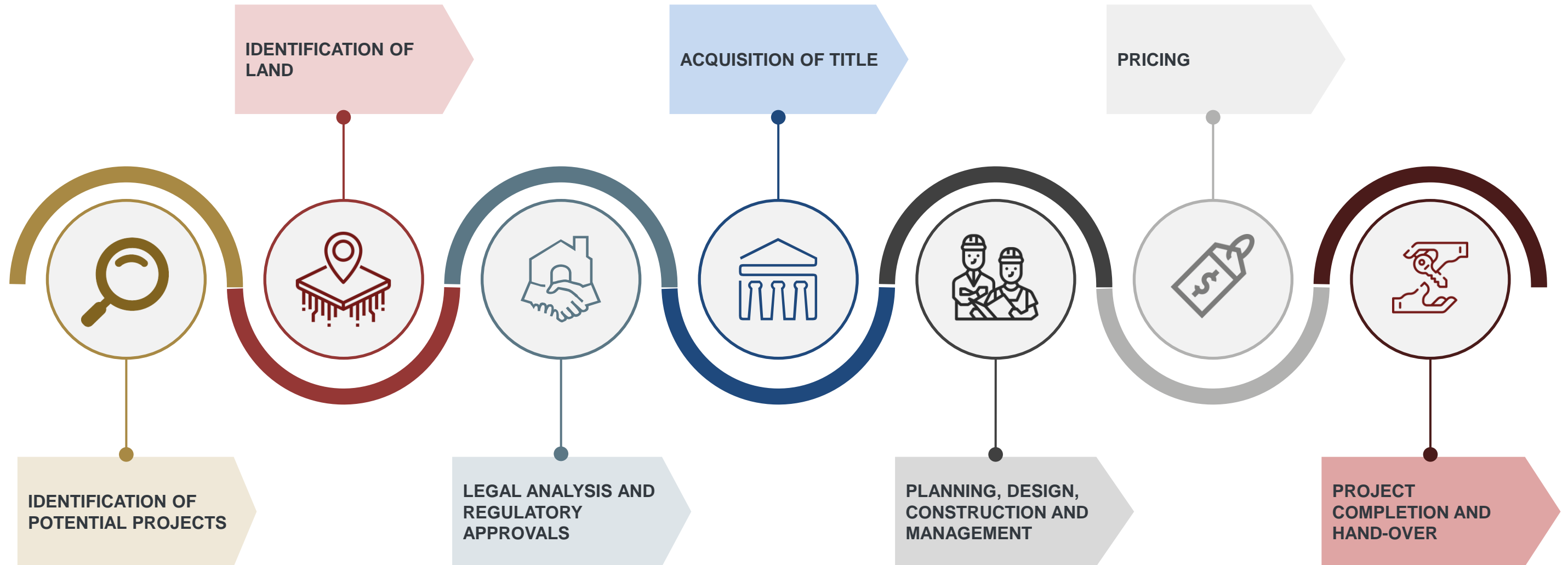
Step 1: Identification of listed developers and real estate companies under the following industry classification - Sector- Realty, Industry- Realty and Basic Industry- 'Residential & Commercial Projects' as per National Stock Exchange (NSE)

Step 2: Ranking top 8-10 developers and real estate companies based on the above list in terms of 'Market capitalization' as on 2nd Aug 2024

Step 3: Shortlisting top 5 developers and real estate companies from the above list. Subsequently, the following information has been compiled for these 5 entities as mentioned above. (Prestige Estates and D1 – D4)

Information has been provided on a 'no name basis' and has been sourced from the respective annual reports provided on the NSE

Our real estate project development and execution methodology



As of June 30, 2024, the average time from land acquisition to completion of our projects is 6 years

Audited consolidated profit and loss statement

| <i>(INR mn)</i> | Quarter ended 30-Jun-24 ¹ | Year ended 31-Mar-24 | Year ended 31-Mar-23 | Year ended 31-Mar-22 |
|---|---|-------------------------|-------------------------|-------------------------|
| Income | | | | |
| Revenue from operations | 18,621 | 78,771 | 83,150 | 63,895 |
| Other income | 1,624 | 15,482 | 4,570 | 2,107 |
| Total Income (I) | 20,245 | 94,253 | 87,720 | 66,002 |
| Expenses | | | | |
| (Increase)/decrease in inventory | (13,717) | (57,360) | (22,312) | 5,652 |
| Contractor cost | 7,797 | 32,283 | 25,924 | 15,048 |
| Purchase of materials | 1,234 | 7,015 | 6,553 | 3,848 |
| Land cost | 7,704 | 44,985 | 30,594 | 7,986 |
| Employee benefits expense | 2,090 | 7,467 | 6,034 | 4,510 |
| Finance costs | 3,461 | 12,191 | 8,066 | 5,553 |
| Depreciation and amortization expense | 1,905 | 7,165 | 6,471 | 4,710 |
| Other expenses | 5,550 | 19,397 | 15,494 | 11,516 |
| Total Expenses (II) | 16,024 | 73,143 | 76,824 | 58,823 |
| Profit before exceptional items (III = I-II) | 4,221 | 21,110 | 10,896 | 7,179 |
| Exceptional Items (IV) | - | - | 3,079 | 8,079 |
| Profit before share of profit/(loss) from jointly controlled entities (V = III+IV) | 4,221 | 21,110 | 13,975 | 15,258 |
| Share of profit/(loss) from jointly controlled entities (Net of tax) (VI) | (128) | 113 | 168 | (165) |
| Profit before tax (VII = V + VI) | 4,093 | 21,223 | 14,143 | 15,093 |
| Tax expense : | | | | |
| Current tax | 1,119 | 3,108 | 2,591 | 2,761 |
| Deferred tax | (96) | 1,828 | 884 | 184 |
| Total Tax expense (VIII) | 1,023 | 4,936 | 3,475 | 2,945 |
| Profit for the year (IX = VII - VIII) | 3,070 | 16,287 | 10,668 | 12,148 |
| Other comprehensive income/(loss) | | | | |
| Items that will not be recycled to profit or loss | | | | |
| Remeasurement of the defined benefit liabilities | - | (7) | (13) | 45 |
| Tax impact | - | 2 | 4 | (12) |
| Total other comprehensive income/(loss) (X) | - | (5) | (9) | 33 |
| Total comprehensive income for the year [Comprising Net profit for the year and Other comprehensive income (after tax)] (IX + X) | 3,070 | 16,282 | 10,659 | 12,181 |
| Earning per share (equity shares, par value of Rs. 10 each) | | | | |
| Basic and diluted EPS (in Rs.) | 5.80 | 34.28 | 23.49 | 28.69 |

Audited consolidated balance sheet

| <i>(INR mn)</i> | As at 31-Mar-24 | As at 31-Mar-23 | As at 31-Mar-22 |
|---|--------------------|--------------------|--------------------|
| A. ASSETS | | | |
| (1) Non-current assets | | | |
| (a) Property, plant and equipment | 27,484 | 24,952 | 26,125 |
| (b) Capital work-in-progress | 21,372 | 23,987 | 17,246 |
| (c) Investment property | 58,611 | 42,272 | 31,856 |
| (d) Goodwill | 534 | 534 | 534 |
| (e) Other intangible assets | 63 | 47 | 62 |
| (f) Investments in associates and joint venture | 4,033 | 5,589 | 5,737 |
| (g) Financial assets | | | |
| (i) Investments | 341 | 4,625 | 1,982 |
| (ii) Loans | 3,263 | 7,115 | 4,445 |
| (iii) Other financial assets | 4,004 | 6,494 | 8,854 |
| (h) Deferred tax assets (net) | 6,288 | 5,582 | 5,867 |
| (i) Income tax assets (net) | 4,693 | 3,871 | 2,873 |
| (j) Other non-current assets | 1,090 | 1,179 | 3,147 |
| Sub-total | 131,776 | 126,247 | 108,728 |
| (2) Current assets | | | |
| (a) Inventories | 241,562 | 143,671 | 115,667 |
| (b) Financial assets | | | |
| (i) Investments | 8,412 | 14 | 5 |
| (ii) Trade receivables | 12,340 | 13,286 | 14,196 |
| (iii) Cash and cash equivalents | 22,679 | 14,564 | 20,685 |
| (iv) Bank balances other than cash and cash equivalents | 2,903 | 3,582 | 1,027 |
| (v) Loans | 19,629 | 29,551 | 17,635 |
| (vi) Other financial assets | 19,453 | 12,556 | 9,797 |
| (c) Other current assets | 26,433 | 22,358 | 16,701 |
| Sub-total | 353,411 | 239,582 | 195,713 |
| Total | 485,187 | 365,829 | 304,441 |

Audited consolidated balance sheet (Cont'd)

| <i>(INR mn)</i> | As at 31-Mar-24 | As at 31-Mar-23 | As at 31-Mar-22 |
|---|--------------------|--------------------|--------------------|
| B. EQUITY AND LIABILITIES | | | |
| (1) Equity | | | |
| (a) Equity share capital | 4,009 | 4,009 | 4,009 |
| (b) Other Equity | 108,879 | 95,744 | 86,937 |
| Equity Attributable to Owners of the Company | 112,888 | 99,753 | 90,946 |
| (c) Non controlling interest | 5,122 | 2,832 | 4,523 |
| Sub-total | 118,010 | 102,585 | 95,469 |
| (2) Non-current liabilities | | | |
| (a) Financial Liabilities | | | |
| (i) Borrowings | 45,545 | 34,100 | 40,029 |
| (ii) Lease liabilities | 17,422 | 9,502 | 6,044 |
| (iii) Other financial liabilities | 1,134 | 1,167 | 811 |
| (b) Deferred tax liabilities (net) | 5,447 | 3,118 | 2,731 |
| (c) Other non-current liabilities | 203 | 321 | 263 |
| (d) Provisions | 444 | 363 | 311 |
| Sub-total | 70,195 | 48,571 | 50,189 |
| (3) Current liabilities | | | |
| (a) Financial Liabilities | | | |
| (i) Borrowings | 69,078 | 47,108 | 25,101 |
| (ii) Lease liabilities | 2,535 | 3,489 | 2,948 |
| (iii) Trade payables | 16,574 | 14,514 | 9,800 |
| (iv) Other financial liabilities | 21,926 | 16,495 | 13,156 |
| (b) Other current liabilities | 179,234 | 127,559 | 99,595 |
| (c) Provisions | 6,943 | 4,771 | 7,789 |
| (d) Income tax liabilities (net) | 692 | 737 | 394 |
| Sub-total | 296,982 | 214,673 | 158,783 |
| Total | 485,187 | 365,829 | 304,441 |

Audited consolidated cash flow statement

| <i>(INR mn)</i> | Year ended 31-Mar-24 | Year ended 31-Mar-23 | Year ended 31-Mar-22 |
|---|-------------------------|-------------------------|-------------------------|
| Cash flow from operating activities: | | | |
| Net Profit before tax | 21,223 | 14,143 | 15,093 |
| Add: Expenses/debits considered separately | | | |
| Depreciation and amortisation | 7,165 | 6,471 | 4,710 |
| Finance costs | 12,191 | 8,066 | 5,553 |
| Loss on redemption of investments | - | 5 | - |
| Loss on sale of property, plant and equipment and investment property | - | 10 | 1 |
| Expected credit loss allowance on receivables | 17 | 29 | - |
| Sub-total | 19,373 | 14,581 | 10,264 |
| Less: Incomes/credits considered separately | | | |
| Interest income | 2,308 | 1,463 | 1,590 |
| Share of profit from associates/ jointly controlled entities (net) | 113 | 168 | (165) |
| Gain on disposal of joint ventures | 8,512 | - | - |
| Fair value gain on financial instruments | 3,919 | 2,661 | 171 |
| Dividend income | 192 | - | - |
| Profit on loss of control | - | 3,079 | 8,079 |
| Profit on sale of property, plant and equipment/investment property | 32 | 252 | 63 |
| Sub-total | 15,076 | 7,623 | 9,738 |
| Operating profit before changes in working capital | 25,520 | 21,101 | 15,619 |
| Adjustments for: | | | |
| (Increase)/decrease in trade receivables | 2,096 | 1,181 | (456) |
| (Increase)/decrease in inventories | (54,502) | (22,030) | 14,648 |
| (Increase)/decrease in loans and financial assets | (1,752) | (2,501) | (2,223) |
| (Increase)/decrease in other assets | (1,329) | (4,926) | (7,610) |
| Increase/(decrease) in trade payables | 533 | 4,456 | (1,131) |
| Increase/(decrease) in other financial liabilities | 5,228 | 3,321 | 1,381 |
| Increase/(decrease) in other liabilities | 40,319 | 21,060 | 200 |
| Increase/(decrease) in provisions | 1,024 | (2,979) | 3,332 |
| Sub-total | (8,383) | (2,418) | 8,141 |
| Cash generated from operations | 17,137 | 18,683 | 23,760 |
| Income taxes paid | (4,164) | (3,288) | (2,361) |
| Net cash generated from operating activities - A | 12,973 | 15,395 | 21,399 |

Audited consolidated cash flow statement (cont'd)

| <i>(INR mn)</i> | Year ended 31-Mar-24 | Year ended 31-Mar-23 | Year ended 31-Mar-22 |
|---|-----------------------------|-----------------------------|-----------------------------|
| Cash flow from investing activities | | | |
| Capital expenditure on investment property, property plant and equipment and intangible assets (including capital work-in-progress) | (19,067) | (16,502) | (22,704) |
| Consideration paid for acquisition of subsidiaries | (9,787) | - | - |
| Sale proceeds of property plant and equipment and investment property | 64 | 496 | 1,126 |
| Decrease/(increase) in inter corporate deposits given | 9,168 | (6,423) | (17,439) |
| Investments in bank deposits (having original maturity of more than three months) | (294) | (2,688) | (705) |
| Deferred consideration received (Refer Note 58) | - | 3,079 | 3,250 |
| Decrease/(increase) in partnership current account | (8,157) | (6,926) | (3,192) |
| Investments disposed | - | 5 | - |
| Investments made -net | (346) | 177 | (1,930) |
| Interest received | 2,745 | 1,221 | 1,140 |
| Dividend received | 192 | - | - |
| Net cash from/(used in) investing activities - B | (25,482) | (27,561) | (40,454) |
| Cash flow from financing activities | | | |
| Secured loans availed | 63,661 | 36,454 | 34,772 |
| Secured loans repaid | (34,152) | (19,427) | (13,414) |
| Decrease/(Increase) in inter corporate deposits taken | 3,201 | (922) | 891 |
| Dividend payout including tax | (601) | (601) | (601) |
| Finance costs paid | (12,161) | (7,412) | (5,341) |
| Contribution/(withdrawals) by non controlling interest holders | (256) | (2,637) | (323) |
| Net cash from/(used in) financing activities - C | 19,692 | 5,455 | 15,984 |
| | | | |
| | Year ended 31 March 2024 | Year ended 31 March 2023 | Year ended 31 March 2023 |
| Particulars | | | |
| Total increase/(decrease) in cash and cash equivalents during the year (A+B+C) | 7,183 | (6,711) | (3,071) |
| Cash and cash equivalents opening balance | 14,564 | 20,685 | 23,460 |
| Add: Cash acquired on acquisition of subsidiaries | 932 | 590 | 296 |
| Cash and cash equivalents closing balance | 22,679 | 14,564 | 20,685 |

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The Information contains certain non-GAAP measures, including EBITDA, EBITDA margin and PAT margin, which are not audited, not included in the Company’s audited financial statements and not presented in accordance with Ind AS, Indian GAAP, IFRS or U.S. GAAP. Further, these non-GAAP Measures are not a measurement of our financial performance or liquidity under Ind AS, Indian GAAP, IFRS or U.S. GAAP and should not be considered in isolation or construed as an alternative to cash flows, profit/ (loss) for the years/ period or any other measure of financial performance or as an indicator of our operating performance, liquidity, profitability or cash flows generated by operating, investing or financing activities derived in accordance with Ind AS, Indian GAAP, IFRS or U.S. GAAP. The measures have been used by management as a supplemental measure of the Company’s performance. Although these measures are either contained in or fully reconcilable to line items on the Company’s audited financial statements and/or based on management accounts, they may not be equivalent to similarly named measures used by other companies, and should not be considered as a measure comparable to income statement items for the year in the financial statements.

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The Information includes industry, macro-economic and market data that were prepared by CBRE, whom we have commissioned to provide statistical data on the real estate industry. You should note that the industry data included in the Information is estimated in the absence of official company confirmation or reliable country source information, and you should not place undue reliance on such data. In addition, while we have taken reasonable actions to ensure that the information is extracted accurately and in its proper context, we have not independently verified any of the data from CBRE or ascertained the underlying economic assumptions relied upon therein. As a result, you should not place undue reliance on such information.

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