

Dated: 01st September 2020

To,

National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex, Bandra (E),
Mumbai 400 051
Scrip: PROZONINTU

BSE Limited
Listing Department,
P.J. Towers, Dalal Street, Fort,
Mumbai 400 001
Scrip: 534675

Subject: Investor presentation- Q1 FY 2020-21

Dear Sir/Madam,

Pursuant to Reg. 30(6) read with Para-A of Part-A of Schedule III of SEBI (LODR), Regulations 2015, we enclose herewith a copy of Investor Presentation to be shared with Analyst/ Institutional Investors.

Further, in compliance with Reg. 46(2)(o) of SEBI (LODR) Regulations 2015, the aforesaid information shall also be hosted on the website of the company at www.prozoneintu.com.

Please take the same on your record.

Thanking you,

Yours truly,

For Prozone Intu Properties Limited

Ajayendra Pratap Jain
CS and Chief Compliance Officer

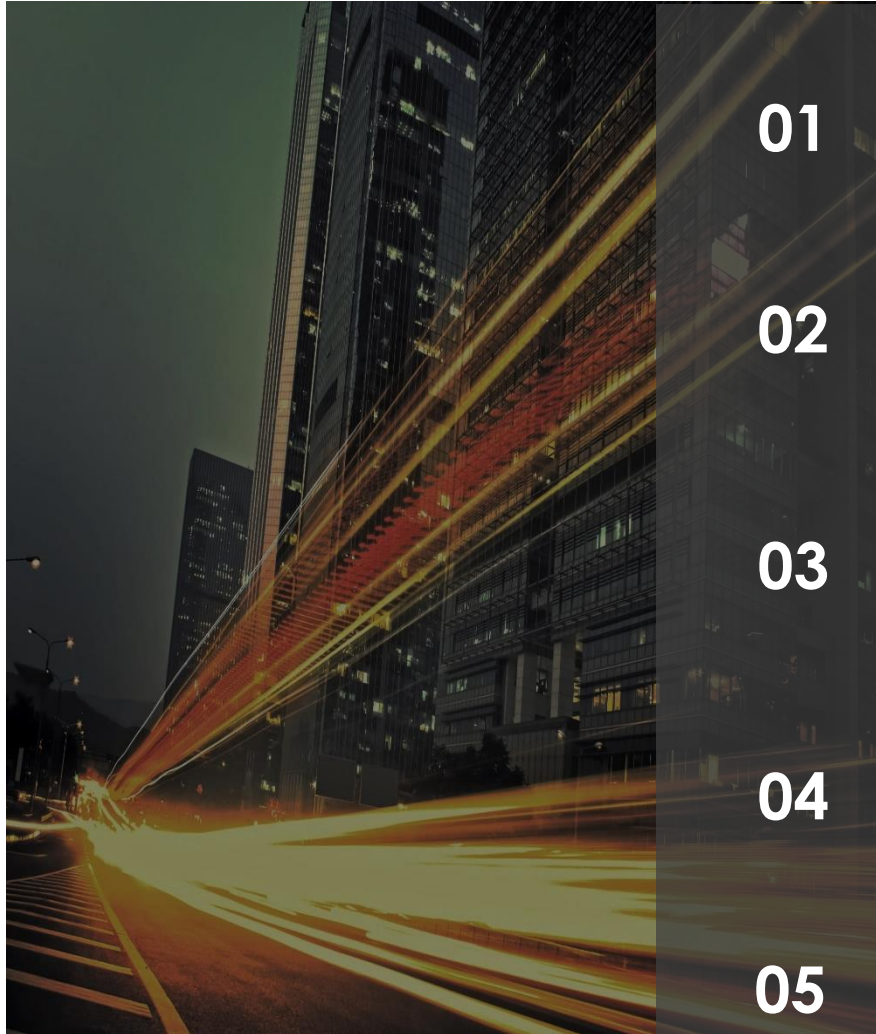
Upward
And Forward

prozone
intu 

Q1 FY21 RESULTS
UPDATE PRESENTATION
AUGUST 2020



PROZONE INTU PROPERTIES LIMITED



01

Impact of Lockdown & Phased Re-opening

02

Quarterly Business Update

03

Financial Results

04

Asset Snapshot

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Annexure



MALL OPERATIONS

- Mall operations in Aurangabad & Coimbatore were ceased from 16th March 2020 following the country wide lockdown to control spread of COVID19 & remained closed throughout the quarter
- Maharashtra government has permitted resuming operations at Aurangabad mall from 6th August
- Approvals awaited from Tamil Nadu government to resume operations at Coimbatore Mall
- Leasing status at both malls remains unchanged, negotiations are in process on a case by case basis
- Initiated creative marketing & engagement with customers via social media, radio & press release to promote mall re-opening
- Aurangabad mall expenses down by 53% QoQ and Coimbatore mall expenses down by 58% QoQ
- Some initiatives to keep costs under control include :
 - Scaled down outsourced manpower, currently operating at 15% capacity
 - Employee cost reduced based on voluntary salary deduction letters submitted by our employees
 - Application for waivers on electricity charges, property taxes submitted to authorities
 - 75% of CAM billing executed, and further savings expected from load reduction

PROMOTIONS FOR MALL RE-OPENING

PROZONE
LIFE BEGINS HERE

What's the first thing you're buying?

SHOES? MAKE UP? CLOTHES?

Re-opening soon

As safe as your home!
See you soon..

- Enhanced Sanitization
- Frequent disinfection
- Use of Face Masks
- Social distancing
- Staff Screening
- Crowd Management

PROZONE
LIFE BEGINS HERE

How excited are you to finally step out...
And step into your favourite mall?

Re-opening soon

As safe as your home!
See you soon..

- Enhanced Sanitization
- Frequent disinfection
- Use of Face Masks
- Social distancing
- Staff Screening
- Crowd Management

SAFETY MEASURES POST LOCKDOWN

Mall Re-Opening planned with extra caution



Wearing Masks & Thermal temperature scanning mandatory before entering the mall

SAFETY MEASURES POST LOCKDOWN

Sanitisation & Deep Cleaning across the mall



Regular & Frequent Touch- Free Sanitization of common touch points across the mall



Thorough
Sanitization



Regular
Fumigation



Use of
Face Masks



Crowd
Control



Staff
Screening



Enhanced
Air Quality

SAFETY MEASURES POST LOCKDOWN

Social Distancing across the mall interiors & exteriors



COIMBATORE RESIDENTIAL:

- Construction at site resumed from May 2020 with calibrated workforce and extra precautions for healthy & safety of workers
- New programs launched for marketing Coimbatore Residential Project via Digital & online channels to great response
- Special finance scheme (90:10) launched during the lockdown was availed & appreciated by buyers
- Sale of 21 units was recorded under the scheme during lockdown
- As of the end of the quarter, a total of 81 units have been sold amounting to 1,01,154 sq ft.
- Gross value of the above sales is Rs 40.3 crores and a collection of Rs 8.4 crores has been carried out

NAGPUR RESIDENTIAL:

- Under the prevailing guidelines of RERA, MAHARERA had given extension of RERA registration up to 30th June 2020, considering the COVID 19 situation, same has been extended up to 30th Oct 2020
- 84% of the total amount due has been collected
- 152 agreements have been registered till date



INTRODUCING
10:90
SCHEME

PAY 10% NOW & NOTHING TILL POSSESSION

Artistic Impression

Book an apartment by paying Rs.21,000/-*
only (100% refundable)

3,2,1 BHK Apartments at
Rs.32 lacs* onwards (all inclusive)

The project has been registered via TNRera registration number, TN/Building/0081/2019 and TN/Building/0082/2019

*T&C

Call: 1800 1020 193

- Scheme launched on 10th Jun on www.prozoneintu.com with special features: **3D tour** and **Online payment** option
- Promotion through online web portals:



- Promotion of new scheme on social / digital media:



FINANCIAL RESULTS: CONSOLIDATED INCOME STATEMENT

Rs. Mn.	Q1 FY21	Q1 FY20	YoY	Q4 FY20	QoQ	FY20
Revenue from Real Estate Projects	*	0.9	-	0.5	-	5.0
Lease Rental & Related Income	1.5	222.7	-99.3%	177.2	-99.1%	845.4
Total Income from operations	1.5	223.6	-99.3%	177.7	-99.1%	850.4
Other Income	29.4	36.9	-20.2%	45.9	-35.9%	201.4
Total Income including other income	31.0	260.5	-88.1%	223.6	-86.1%	1,051.8
EBITDA w/o Other Income	-37.1	142.4	-	98.8	-	484.4
EBITDA	-7.7	179.3	-	144.8	-	685.8
EBITDA Margin	*	80.2%	-	81.5%	-	80.6%
Depreciation	74.4	80.9	-8.0%	86.2	-	334.0
Interest	99.9	96.3	3.8%	89.6	-	415.2
Profit before tax	-182.1	2.1	-	-31.0	-	-63.5
Profit after tax	-176.8	2.0	-	-14.0	-	-60.4
PAT after minority interest	-93.7	1.7	-	6.1	-	-15.2

* No Revenue collection due to lockdown through out the quarter which kept our malls closed

Note-

- Lease Rental & Related income and CAM Income received from Aurangabad Mall and Coimbatore Mall.; Revenue from Real Estate Projects represent Revenues recognized from the Build & Sell model
- Other Income represents Interest & Dividend Income on Investments etc



Aurangabad Mall



Nagpur Mall



Nagpur Residential



Coimbatore Mall



Aurangabad PTC



Coimbatore Residential

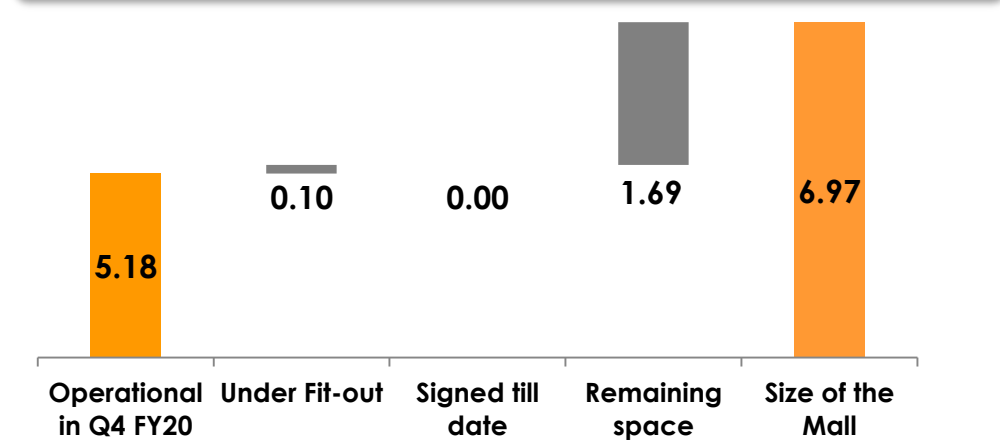




Key Operating Parameters Q1 FY21

Gross Leased Area (lakh sq.ft.)	5.2
Current Leasing Status	76%
Number of Stores Signed	111

Occupancy



BRAND PARTNERS AT AURANGABAD MALL

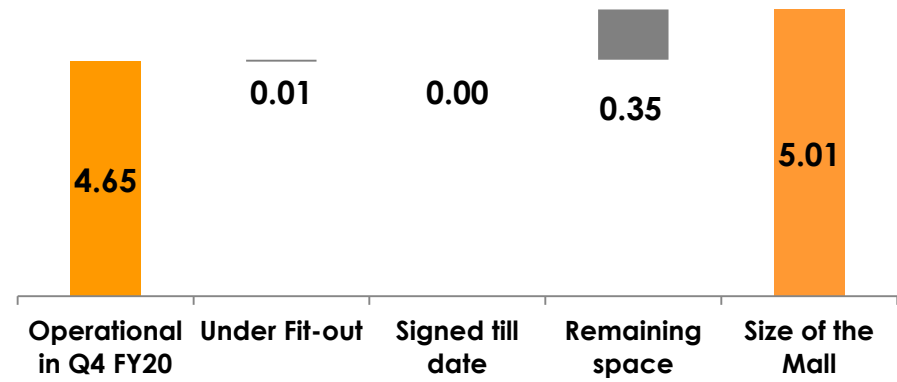




Key Operating Parameters Q1 FY21

Gross Leased Area (lakh sq.ft.)	4.6
Current Leasing Status	93%
Number of Stores Signed	119

Occupancy



BRAND PARTNERS AT COIMBATORE MALL



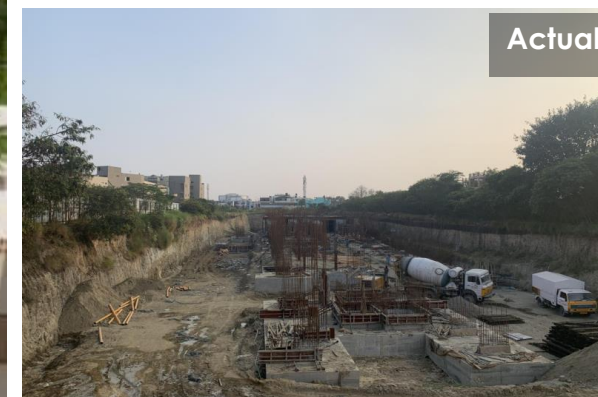
- ~1.9 m sqft of residential
- 7 towers of 18 floors comprising 1,152 apartments
- 3 towers of 18 floors comprising 540 apartments planned in phase 1.
- Construction in full swing for Phase 1.
- 23 new bookings in Q4FY20
- **Amenities:**
Club house, swimming pool, tennis court, amphitheatre, squash court, gymnasium



Coimbatore Residential (CGI)



Actual



Actual

RESIDENTIAL UPDATE



- **0.5m** sqft of retail space under advanced stage of approvals
 - **0.39m** additional development potential
-
- **4.5m** catchment population
-
- **15.7 acres** of residential under development
-
- **4 towers** of 14 floors comprising 336 apartments under advance stage of completion in Phase 1. Application for Part OC has been submitted for 264 apartments
-
- **Amenities:** Club house, swimming pool tennis court, amphi theatre, cricket court, meditation centre, gymnasium



Nagpur mall design (CGI)

RESIDENTIAL UPDATE

<p>Units Launched</p> <p>336 Units</p>	<p>Units Sold</p> <p>272 units</p>	<p>Sale Value</p> <p>Rs. 1,713 mn</p>	<p>Cash Collection</p> <p>Rs. 1,265 mn</p>
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-
- **1.9m** city population
 - Prominent business and industrial centre in Madhya Pradesh
-
- **43.5acres** comprising residential township with 5 acres for commercial to be developed in phases
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- **Phase 1&2** is for plotted development of about 200 units for better monetisation
 - **Phase 3&4** will be high rise development of about **800** apartments
-
- **Amenities:**
Club house, swimming pool, tennis court, amphi theatre, cricket court, meditation centre, gymnasium
-



Generic Disclaimer

The following is a general overview of Prozone INTU Limited (the “Company”) and is qualified in its entirety by reference to the applicable offering memorandum, memorandum and articles of association or other constitutional documents and subscription agreement (together the “Investment Documents”) relating to the purchase of interests in the Company, all of which will be available upon request from the Company’s administrator and should be reviewed carefully prior to making an investment decision. This overview is being furnished on a confidential basis for discussion purposes only to a limited number of persons who may be interested in this type of investment. Neither the information nor any opinion expressed herein constitutes a solicitation or recommendation by anyone of the purchase or sale of any securities or other financial instruments. Any reproduction or distribution of this overview, in whole or in part, or the disclosure of its contents, without prior written consent is prohibited.

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THANK YOU



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Website: www.prozoneintu.com

DICKENSON

Mehul Mehta/ Nachiket Kale

Dickenson IR

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BUSINESS OVERVIEW

- Prozone Intu Properties Ltd. (Prozone Intu) is jointly developed by Promoters and Intu Properties Plc set up to create, develop and manage world-class regional shopping centres and associated mixed-use developments Pan-India.
- Prozone Intu strategy is to participate and dominate in the retail space in Tier 2 and 3 cities in which robust urbanization is expected, which will result in growth of consuming middle class from 300 to 500 million in next 5 years
- Key Business Strategy - Develop Large scale Land Parcels for Mixed Use development with 75% of the Land to be developed as Residential & Commercial – Build & Sell model whereas 25% of the Land to be developed as Retail – Build & Lease Model

STRONG PEDIGREE

- The Promoters hold 30.4%, INTU holds 32.4% and balance is held by public¹
- Intu Properties is one of UK's Largest Retail Real Estate Company.
- Intu Properties plc is a UK Company owning and managing assets worth more than 6 bn pounds. They own more than 20 properties across UK and Spain, 9 of which are among the top 20 shopping centers in the UK, representing ~ 40% UK market share.²
- Intu Properties plc has more than 22mn sqft of retail space; 360 million customer visits a year²

FULLY PAID UP LAND BANK & ROBUST BALANCE SHEET

- The Company has 17.79 mn sq. ft. of fully paid-up land bank in prime locations with 1.2 mn developed till date and more than 16.5 mn sq. ft. balance to be monetized which is being developed in different phases .
- Robust Balance sheet with Low Leverage.

1: As on 31 March 2020

2: As on 31 December 2019

Business Strategy

- Develop Large scale Land Parcels for Mixed Use development.
- 75% of the Land to be developed as Residential & Commercial – Build & Sell model
- 25% of the Land to be developed as Retail – Build & Lease Model
- The Company follows this model so that the Cash Flows from Build & Sell portfolio facilitate the Build & lease model, Thus resulting into Debt Free Annuity Assets and free cash flows for future developments.

Residential Projects - Strategy

- The Company invests and develops the entire Clubhouse and Site Infrastructure for the project upfront before the Launch of the Project.
- It provides credibility to the business and accelerates the sale of the project, resulting into better cash flows.
- Due to this, the Company emerges as the strongest and the most credible player in the region. Eg, In Nagpur, Company has received an overwhelming response as compared to the other established players in the region.

Mall Development - Strategy

- Dominant regional shopping and leisure destination
- Design-G + 1 Mall horizontal model with racetrack circulation
- Infrastructure-Large parking spaces planned to cater for future growth
- Tenant Mix- Well planned tenant mix with category focus to aggregate consumption



- Locations selected in high growth corridors within city limits
- Execute high quality retail assets at the right price and the right time
- Develop and sell mixed-use assets to facilitate retail investments



Nikhil Chaturvedi

Founder and Managing Director, Nikhil is a visionary and hands-on leader, who inspires the organisation with a passion for excellence and single-mindedness to build shareholder value, which is his driving force



Dushyant Sangar

Mr. Dushyant Sangar is the Corporate Development Director of Intu Properties plc and is a member of Intu's Executive Committee which is responsible for the day to day operations of the business. He has overall responsibility for Intu's acquisitions, divestments and joint venture transactions. Prior to Intu, Dushyant worked for MGPA & UBS



Umesh Kumar

(Independent Director)

Mr. Umesh, has over 35 years of diverse experience at senior positions in the IAS, mostly in economic sectors, infrastructure, investment and finance, both at Government of India and Government of Rajasthan as well as managing the largest Public Sector Undertakings in Rajasthan.



Salil Chaturvedi

Co-Founder, and Deputy Managing Director, Salil's vision has charted the strategic direction of the Company. He leads business development, land acquisition and new asset class initiatives in the residential and commercial sectors



Punit Goenka

Mr. Goenka, Director of Essel Group, is CEO of Zee Entertainment Enterprises Limited, managing one of India's most successful TV and Media businesses. He has an extensive, diversified background in the areas of media, entertainment, and telecommunications in global markets

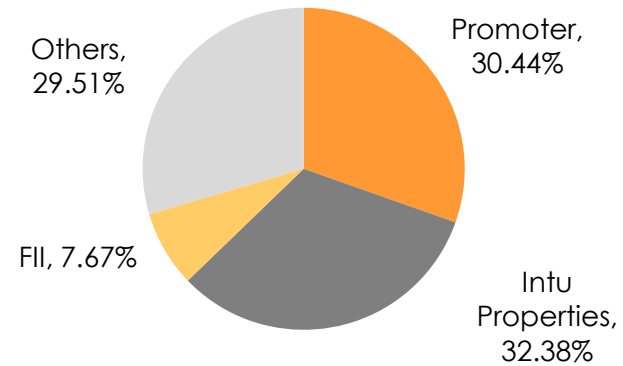


Deepa Harris

(Independent Director)

Ms. Deepa Misra Harris is Founder & CEO of BrandsWeLove Marketing and Branding Services. Specialist in Branding, Marketing and Sales, Deepa has over 30 years experience in the luxury and hospitality category.

Shareholding in % – June 2020



Key Investors	Holding (%)
ACACIA Partners	1.5%
Radhakishan Damani	1.3%
Rakesh Jhunjhunwala	2.1%
Rajesh Narang	1.5%
Aditya Chandak	1.1%

Source: BSE