

Dated: 18th December 2017

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

Dear Sir/Madam,

Subject: Presentation to be shared with Investors/ Analysts Conference Call - Q2 FY 2017-18.

Further to our intimation dated 14th December 2017 with respect to Investors/ Analysts conference call scheduled to be held today i.e. on 18th December 2017, we enclose herewith a copy of Investor Presentation to be shared with Analyst/Institutional Investor for discussion in the conference call.

Further, in compliance with Reg. 46(2)(o) of the SEBI (LODR) Regulation 2015, the aforesaid information shall also being disclosed on the website of the Company at i.e. www.prozoneintu.com.

Kindly acknowledge the receipt of the same.

Thanking you,

Yours truly,
For Prozone Intu Properties Limited


Ajayendra P. Jain
CS & Chief Compliance Officer

Encl: as above



Upward
And Forward



*Q2 FY18 RESULTS
UPDATE PRESENTATION
December – 2017*

- **Grand opening for Coimbatore mall with glitz and glamour**, one of the largest mall in Coimbatore of international standards with globally renowned brands
- Aurangabad and Coimbatore mall leased out space currently at 82% and 85% respectively, annuity income to increase significantly in FY2018
- Good traction seen in leasing activity in Aurangabad, anchor brands like Big Bazaar¹ and Max under fit-out, working towards further improvement in occupancy level
- Coimbatore mall is received well by strong national and international brands, **thirteen anchor brands occupying significant mall space**
- Company has moved to IND-AS from Q1 FY18 as per to the requirement of Companies Act 2013
- BSR & Co LLP (Part of KPMG Network) has been appointed as new statutory auditor, reflecting our commitment towards enhancing governance and following best practices

1. *Big Bazaar is operational as at Dec 2017.*

Regulatory tailwind underpinning sector re-rating

- ✓ Real Estate (Regulation and Development) Act, 2016 (RERA) became effective from 1st May 2016
 - ✓ State notification for RERA fully completed, higher than 25 states and union territories in August
 - ✓ Extremely positive in the long run as **reputed developers would reap the benefits** and return of customer faith will lead to higher demand

- ✓ Real estate in India got renewed push, with unsold inventory slowly coming down

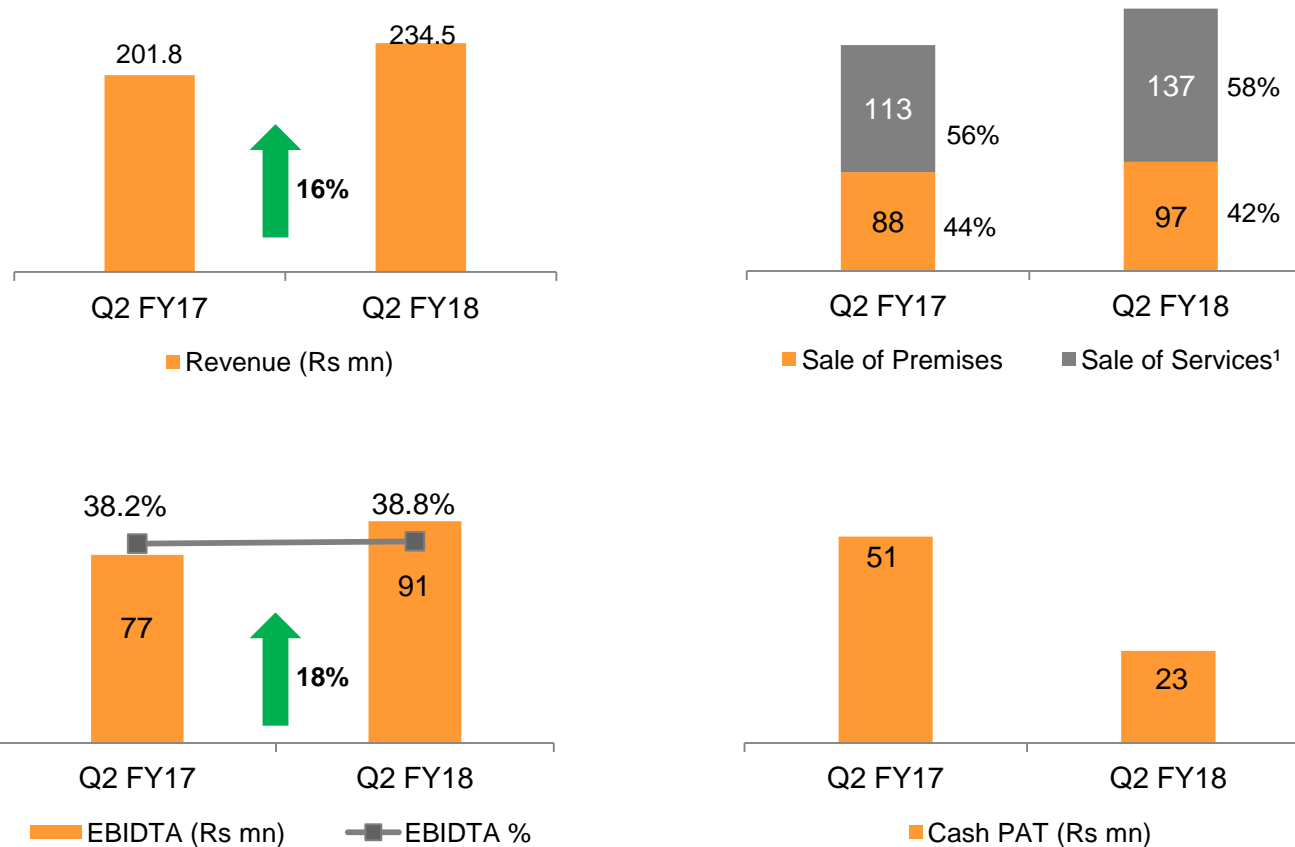
- ✓ Interest rates in India came down in last one year, scope for further reduction in interest rates while global economy may witness increase in interest rates

- ✓ Tier 2/3 cities offer significant growth opportunities as India goes for faster urbanization, overall middle class population in the country is expected to go up from 300mn to 500mn

- ✓ GST became effective from 1 July 2017, expected to be long term positive for overall economy

Q2 FY18 – KEY HIGHLIGHTS

Fig in INR mn



1. Sale of services include CAM revenue and other income of Rs 33.3 mn in Q2 FY17 and Rs. 27.5 mn in Q2 FY18

- **Q2FY18 revenues were higher with increase in sale of services along with slight increase sale of premises-**
 - Coimbatore mall became operational from 21st July 2017 leading significant increase in rental revenue
 - Revenue from sale of services remains strong with over **40 brands crossed threshold limits at Aurangabad**
- **EBIDTA increased by 18% on a YoY basis**, supported by significantly higher revenues partially offset by increase in cost
- With **Coimbatore mall** operational, corresponding depreciation & interest on loan got reflected for the first time in financial statement
- **Mall will be stabilized in next 2-3 quarters**, financial results are not reflective of full earning capacity of mall as
 - Retailers has rent free period
 - Expenses are at maximum as they include peak manpower required for set up & fit out period,
 - Onetime expenses incurred on Marketing for mall launch and brokerage and commission
 - Unabsorbed common area expenses
- Coimbatore mall is expected to reflect stabilised income from **Q1 FY2019**

- **Initiation of the Asset Monetization phase –**

- Nagpur project has healthy profitability which is expected to be recognized over the next few quarters
- Coimbatore residential project is expected to start in Q1 FY19
- Aurangabad PTC construction progressing well, expected to deliver the project by Q1 FY19
- Focus on Asset Monetization for Indore SPV through sale of Plots

- **Retail Update**

- Aurangabad mall – Aurangabad Mall lease currently stands at 82%: VIVO & Me n Moms opened stores in Q2
 - Further Big Bazaar¹, Max, JEEP¹, Shake N Bites signed up for stores occupying over 67,000 sq ft of GLA
- Coimbatore Mall – Coimbatore mall is received well by strong national and international brands, **thirteen anchor brands** occupying significant mall space

- **Corporate update**

Prozone Intu Properties Limited has elected to do fair valuation of its investment accordingly Prozone Intu Properties Limited net worth has increased by over INR 6,152 mn mainly on account of fair value gains. This is reflected in our standalone balance sheet as net worth stands at INR 10,293 mn as on 30 September 2017

1. *Big Bazaar & Jeep are operational as at Dec 2017.*

OUR CURRENT FOCUS AREAS

OPERATIONAL ASSET PERFORMANCE OPTIMIZATION

- Aurangabad Mall lease currently stands at 82%
- Further improve occupancy level & Brand Mix
- **Big Bazaar¹** , **Max**, **JEEP¹**, **Shake N Bites** signed up for stores

SUCCESSFUL COMPLETION & LEASING OF COIMBATORE RETAIL CENTRE

- Grand opening for Coimbatore mall with glitz and glamour
- **Leasing level 85%**
- Anchor brands **H&M**, **FBB**, **Unlimited**, **Lifestyle**, **Westside**, **Reliance Digital**, **SPAR**, **Max**, **Pantaloons** & **Reliance trends** stores operational at the mall



EXECUTION & MONETIZATION OF NAGPUR RESIDENTIAL PROJECT

- Project complied with RERA requirement, 336 units will be delivered under the project
- Construction in Full swing, Finishing work in progress Phase wise delivery to start from Q1 FY19.

MONETIZATION OF COIMBATORE RESIDENTIAL PROJECT & INDORE LAND

- Coimbatore residential initial Infrastructure has been completed. 95 units sold till date.
- Indore, the strategy is to launch sale of Plots and focus on faster monetization.

1. Big Bazaar & Jeep are operational as at Dec 2017.

DISCUSSION SUMMARY

- Quarterly Business Update
- Financial Results
- Asset Snapshot
 - Aurangabad
 - Coimbatore
 - Nagpur
 - Indore
- Annexure



Retail– Aurangabad Mall update - Build & Lease Model

- Revenue from sale of services remains robust with over 40 brands crossed threshold limits at Aurangabad
 - Leasing currently stands at 82% including the stores under tenant fit-outs
 - **Installing solar panel** over mall under green initiatives reducing our carbon footprints and reducing operational expenses
- **New Stores** opened in Q2 FY18 – VIVO and Me n Moms
- **Upcoming stores:** Good Traction seen in leasing activity as another four Brands are under fit-outs stage with over 67,836 sq. ft including anchor brands Max and Big Bazaar.

ANCHOR



INLINE



1. Big Bazaar & Jeep are operational as at Dec 2017.

QUARTERLY BUSINESS UPDATE

- **Retail – Nagpur:** Retail design finalized and approvals have been applied, expected to start construction in FY2019
- **Retail– Coimbatore Mall**
 - Grand opening for Coimbatore mall with glitz and glamour, largest mall in the city of international standards with globally renowned brands and 85% leased out space
 - Coimbatore mall is received well by strong national and international brands, thirteen anchor brands occupying significant mall space
 - 9 screens multiplex from Inox highlighting strengthening relationship with strong brands
 - Refinanced Debt into LRD at lower rates; annual savings of Rs 8 Crore
 - Key brands occupying space at the mall:
- **Anchor brand partners– Coimbatore Mall**



BRAND PARTNER



Update - Build & Sell Model

- **Residential – Nagpur**
 - Project complied with RERA requirement, 336 units will be delivered under the project, revenue recognition continuing in a phased manner
 - Registered with RERA; reforms expected to bring long term benefits for the sector
 - Focus on completion of project, tower wise handover to commence from Q1 FY 2018 - 19
- **Commercial– PTC Phase 1 – Aurangabad**
 - Overall 190,000 sq. ft. of Commercial Area launched in Phase 1 and ~96% is sold out
 - Construction progress as per plan, expected to be delivered by Q1 FY2018-19
- **Retail – Saral Bazar - Aurangabad**
 - A community street market with small shop spaces of 80-150 sq. ft. with over 17,893 sq. ft. and 94% is sold
 - Phase 1 shops are ready and possession is in progress, **95 stores are currently operational**

- **Residential – Coimbatore**
 - **Soft launch initiated for the Coimbatore Residential Project, 95 units sold till date at an average base price of 3,540 psf**
 - Currently legal documents are being finalized including the Sale & Construction agreements for the customers.
 - Already floated the tenders for civil works & finishes of residential phase 1. **Based on current progress in tendering, we will be ready to start construction of residential towers by Q1 FY 2018-19**
- **Residential – Indore**
 - Construction of sales office & site infrastructure completed, club house work in progress
 - Strategy is to initiate the launch of plotted development and focus on faster monetization

FINANCIAL RESULTS: CONSOLIDATED INCOME STATEMENT



Rs. Mn.	Q2 FY18	Q2 FY17	YoY %
Revenue from Real Estate Projects	97.5	88.3	10%
Lease Rental & Related Income	109.5	80.2	37%
Total Income from operations	207.0	168.5	23%
Other Income	27.5	33.3	-17%
Total Income including other income	234.5	201.8	16%
EBITDA w/o Other Income	63.5	43.8	45%
EBITDA	91.0	77.1	18%
EBITDA Margin	38.8%	38.2%	
Depreciation	71.5	29.2	145%
Interest	66.7	21.0	218%
Profit before tax	(47.2)	26.9	-275%
PAT after minority interest	(34.6)	17.2	-301%

Result Update -

- Lease and rentals have grown by 37% with launch of Coimbatore mall, while sales of properties have been marginally higher with sales at Nagpur
- EBITDA during the quarter was 18% higher primarily due to:
 - Contribution from Coimbatore mall rentals and
 - Partially offset by lower other income
- PBT and PAT were lower due to following...
 - First time reflection of Depreciation of Coimbatore mall;
 - First time reflection of Interest on loan of Coimbatore mall;
 - Lower rental of Coimbatore mall due to rent free period of Retailers;
 - Higher expenses at Coimbatore mall due to peak manpower required for set up & fit out period, Onetime expenses incurred on Marketing for mall launch and brokerage and commission and Unabsorbed common area expenses .

Note-

- Sale of Services represent rent income and CAM Income received from Aurangabad Mall and Coimbatore Mall.; Sale of premises represent Revenues recognized from the Build & Sell model
- Other Income constitutes Interest & Dividend Income on Investments



RETAIL UPDATE AURANGABAD MALL

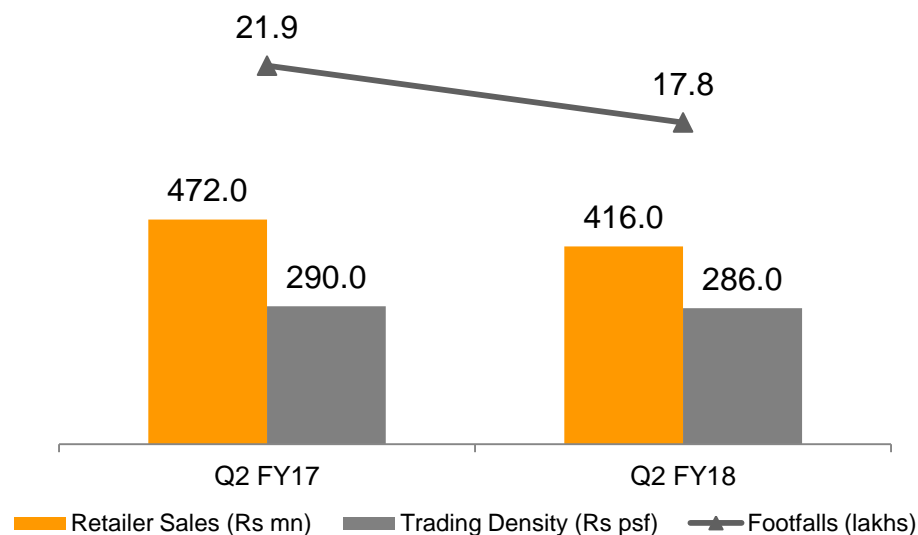


Mall Matrix

Key Operating Parameters	Q2 FY2017-18
Gross Leased Area (lakh sq.ft.)	5.57
Current Leasing Status	82%
Current Occupancy Status	72%
Number of Stores Signed	106
Retailer Sales (Rs. Mn.)	416
Average Monthly Trading Density (Rs/sqft)	286
Footfalls (Mn.)	1.8

Mall Update -

- New Stores opened in Q2 FY18 – VIVO and Me n Moms
- Drop in footfall as the Hyper market was not operating during the quarter.
- Good Traction seen in leasing activity as another three Brands are under fit-outs stage with over 67,836 sq. ft including anchor brand Big Bazaar¹ and Max



1. Big Bazaar & Jeep are operational as at Dec 2017.

FINANCIAL SNAPSHOT AURANGABAD MALL

Operational Details (Rs. Mn.)	Q2 FY18	Q1 FY18	YoY %
Area Leased (lakh sq. ft.)	5.57	5.41	
% Occupancy	82%	80%	
Rental Income	43.9	49.0	-10.3%
Recoveries (CAM & Other)	37.4	38.4	-2.5%
Total Income	112.0	116.3	-3.6%
EBIDTA	63.7	57.7	10.3%
EBIDTA Margin % (as % of Total Income)	56.8%	49.6%	

- **New Stores opened in Q2 FY18 – VIVO and Me n Moms**
- Good Traction seen in leasing activity as another three Brands are under fit-outs stage with over 67,836 sq. ft including anchor brand **Big Bazaar and Max**
- Continue to witness strong demand from various brands, currently under discussion with few more brands for occupancy
- Strong EBIDTA margin at 56.8%; EBITDA generated during the quarter was Rs. 63.7 mn

Note 1 – Recoveries Include CAM as well as Other Charges such as HVAC, Electricity & Water Charges

Note 2 – Total income includes income from PTC sale of premises of Rs 30.7 mn in Q2 FY18

Note 3 – Big Bazaar & Jeep are operational as at Dec 2017.

NEW STORES OPENED IN Q2 FY18 AURANGABAD MALL

Me n Moms



VIVO CAMERA & MUSIC



BRAND PARTNERS AURANGABAD MALL



Note: Big bazaar started operations from Dec 2017.

EVENTS AURANGABAD MALL



Friendship Day 6th Aug 2017



Independence Day Celebration 15th Aug 17



RED FM COLLEGE KA TASHAN - 10 SEP 2017



DANDIYA 25 – 29 SEP 2017

COMMERCIAL UPDATE AURANGABAD PTC PHASE 1

Prozone Trade Center (PTC) Phase 1 Q2 FY 2017-18

Total Area Launched (sqft)	190,528
Total Units Launched (No)	117
Total Area Sold (sqft)	184,796
% Total Area Booked	96%
Avg. Sale Rate per sqft (Rs)	3,258
Total Sale Value (Rs. Mn.)	595.4
Amount Collected (Rs. Mn.)	213.9
Total Construction Cost (Rs. Mn.)	259.9
Estimated Project Completion Date	Q1 FY19



Prozone Trade Centre (PTC) Phase 1

- Construction of Prozone Trade Centre (PTC) Phase 1 of ~190,000 sq ft progress as per plan
- **Expect Cash inflows of ~Rs. 382 Mn. to be generated by Q1 FY19**
- Raised funds to complete the project faster, expected to repay by the end of financial year

COMMERCIAL UPDATE AURANGABAD PTC PHASE 1



RETAIL UPDATE AURANGABAD – SARAL BAZAR

Saral Bazar Phase 1	Q2 FY 2017-18
Total Carpet Area Launched (sqft)	17,893
Total Units Launched (No)	177
Total Carpet Area Booked (sqft)	16,837
% Total Area Sold	94%
Avg. Sale Rate per sqft (Rs)	13,499
Total Sale Value (Rs. Mn.)	227
Amount Collected (Rs. Mn.)	119



- **Saral Bazar** - A community street market concept with small shop spaces of 80-150 sqft.
- Phase 1 shops are ready and possession is in progress. Already 95 stores have started operations

RETAIL UPDATE AURANGABAD – SARAL BAZAR

Exhibitions Shops



New Operational Shops



PROJECT UPDATE

COIMBATORE - RESIDENTIAL

- Location –

- Prozone land parcel is Located on the Sathyamangalam road a.k.a. the IT Corridor of Coimbatore.
- Site has main access via National Highway No 209 providing excellent connectivity to the site



- Project Size –

- Retail development to have 664,000 sq ft of GLA spread over 2 phases across 11 acres of land
- Prozone Palms offers 18-storey towers with a total of ~1000 flats

- Premium Clubhouse Infrastructure –

- Club Palms, spread over 4 acres, which offers one of the finest clubbing experiences through a wide range of modern luxurious amenities

PROJECT UPDATE

COIMBATORE – RETAIL & RESIDENTIAL

- Residential Update -
 - **Soft launch initiated for the Coimbatore Residential Project, 95 units sold till date at an average base price of 3,540 psf**
 - **Currently legal documents are being finalized including the Sale & Construction agreements for the customers.**
 - **Already floated the tenders for civil works & finishes of residential phase 1. Based on current progress in tendering, we will be ready to start construction of residential towers by Q1 FY 2018-19**
- Retail Update –
 - Grand opening for Coimbatore mall with glitz and glamour, largest mall in the city of international standards with globally renowned brands and 85% leased out space
 - Coimbatore mall is received well by strong national and international brands, thirteen anchor brands occupying significant mall space
 - 9 screens multiplex from Inox, highlighting strengthening relationship with strong brands
 - Refinanced Debt into LRD at lower rates; annual savings of Rs 8 Crore

FINANCIAL SNAPSHOT COIMBATORE MALL

Operational Details (Rs. Mn.)	Q2 FY18
Area Leased (lakh sq. ft.)	4.23
% Occupancy	85%
Rental Income	21.0
Recoveries (CAM & Other)	16.6
Total Income	37.6
EBIDTA	8.4
EBIDTA Margin % (as % of Total Income)	22%

- With **Coimbatore mall** operational, corresponding depreciation and interest on loan got reflected for the first time in financial statement
- **Mall will be stabilized in next 2-3 quarters**, financial results are not reflective of full earning capacity of mall as
 - Retailers has rent free period
 - Expenses are at maximum as they include peak manpower required for set up & fit out period,
 - Onetime expenses incurred on Marketing for mall launch and brokerage and commission
 - Unabsorbed common area expenses
- Coimbatore mall is expected to reflect stabilised income from **Q1 FY2018-19**

Note 1 - Recoveries Include CAM as well as Other Charges such as HVAC, Electricity & Water Charges

PROJECT UPDATE COIMBATORE - RETAIL

Strong traction from Premium Anchor Brands



PROJECT UPDATE COIMBATORE - RETAIL

Strong traction from Premium Anchor Brands



PROJECT UPDATE COIMBATORE - RETAIL

Strong traction from Premium Brands



MARKETING UPDATE COIMBATORE - RESIDENTIAL

Property Portals – 99 Acres, Magic Bricks

Property by 99acres.com

Home About Us Contact Us

OVERVIEW PLANS LOCATION MAP AMENITIES SPECIFICATIONS GALLERY PROPERTIES

Prozone Palms

BEDROOM
1, 2 & 3 BHK Residential Flats

LOCATION
Shivanandapuram, Coimbatore

STARTING PRICE
Rs. 25.23 lakhs onwards

POSSESSION
Under Construction

Yes! I am interested

Name: _____
 IN (+91) _____ Mobile No: _____
 Email id: _____
 *Write your message: _____

I am interested to Book I can
 Same regular Property, Amenities and
 I want my contact details with
 interested clients.

Send Email & SMS

Content provided by Prozone intu. Info Edge (India) Ltd. disclaims all warranties against infringement.

View Floor Plan

Let me know if you are interested in this property. I will contact you with all the details.

Send Email & SMS

Content provided by Prozone intu. Info Edge (India) Ltd. disclaims all warranties against infringement.

Site Plan

2 BHK
Area: 1304 Sq.Ft.
₹ 47.49 lakhs onwards

3 BHK
Area: 1753 Sq.Ft.
₹ 51.35 lakhs onwards

View Floor Plan

Yes! I am interested

Name: _____
 IN (+91) _____ Mobile No: _____
 Email id: _____
 *Write your message: _____

I am interested to Book I can
 Same regular Property, Amenities and
 I want my contact details with
 interested clients.

Send Email & SMS

Content provided by Prozone intu. Info Edge (India) Ltd. disclaims all warranties against infringement.

prozone intu

PROPERTIES AVAILABLE UNIT DETAILS GALLERY MAP VIEW

Click Here to Contact Us

DTCP approved

ADDRESS: Sathy Road, Shivanandapuram, Coimbatore

AREA RANGE: 721 - 1753 sq.ft.

POSSESSION: 30 Months

PRICE: ₹ 25.23 Lacs onwards

BEDROOM: 1, 2, 3 BHK

Prozone Palms Project

Prozone Palms Coimbatore is the first integrated Township in Coimbatore with luxuriously designed residential spaces & a shopping mall at your door step. It enjoys a strategic location on Sathyanagaram Road, with the City Center on one side and the rising IT Hub of Saravanampatti on the other. It is a 15 minutes drive from the Coimbatore Airport. [Read More](#)

Project Area	Total No. of Towers	Total No. of Flats	Total Units & available units	Launch Date
9.027 Acres	3 Tower	18	540	2016

Project Video



PROJECT UPDATE COIMBATORE - RESIDENTIAL



Sales & Marketing Office , Show Flat



PROJECT UPDATE COIMBATORE - RESIDENTIAL



Club House & Infrastructure Work in Progress



PROJECT UPDATE

NAGPUR - RESIDENTIAL

- Location –

- Prozone Palms is strategically located just off Wardha Road, a prime residential location at Nagpur.
- It is in close proximity to the MIHAN (Multi-modal International Cargo Hub and Airport at Nagpur) airport.



- Project Size –

- Prozone Palms township is being developed in phases and Phase 1 of the same is spread over 11 acres of land.
- Prozone Palms offers 14-storey towers with a more than 1,000 luxurious apartments

- Premium Clubhouse Infrastructure –

- Club Palms, spread over 4 acres, which offers one of the finest clubbing experiences through a wide range of modern luxurious amenities

PROJECT UPDATE

NAGPUR - RESIDENTIAL

- **Sales Update & Revenue Recognition Update –**
 - Project complied with RERA requirement, 336 units will be delivered under the project, revenue recognition continuing in a phased manner
- **Residential Construction update –**
 - Construction of Sales Office, Sample Flat and site infrastructure has been completed.
 - Civil work has been completed for Club house and for major structures in landscape area.
 - Contract for residential towers awarded to NCCCL. Construction work is in full swing on site
 - Applying for RERA registration; reforms expected to bring long term benefits for the sector
 - **RCC structure work has been almost completed while Finishing work has started phase wise. Phase wise completion of towers is expected to start from Q1 FY2018-19 Onwards**
- **Retail update –**
 - Retail design Pre-Concept has been finalized and Concept design is being developed.
 - Pre-leasing with Retailers have been initiated as well as Project Approvals are in process.

PROJECT UPDATE NAGPUR - RESIDENTIAL

Sales Office & Show Flat



PROJECT UPDATE NAGPUR - RESIDENTIAL

Tower Nearing Completion



PROJECT UPDATE NAGPUR - RESIDENTIAL



PROJECT UPDATE

INDORE - RESIDENTIAL

- Location –

- Prozone Palms is situated on Kanadia Road, a prime residential location at Indore.
- Well connected by Bypass road, proposed RE-2, it is strategically located within a 5 min drive from high end residential areas like Saket & Gulmohar.



- Project Size –

- Prozone Palms township is being developed in 2 phases and Phase 1 of the same is spread over 11 acres of land
- Prozone Palms phase 1 offers plotted development.

- Premium Clubhouse Infrastructure –

- Club Palms, spread over 4 acres, which offers one of the finest clubbing experiences through a wide range of modern luxurious amenities

PROJECT UPDATE INDORE - RESIDENTIAL

- Residential update –
 - Infrastructure development work in progress.
 - Marketing Office and Sample Flat Civil structure and Interiors work completed.
 - Access road as well as Site Infrastructure completed.
 - Club House Civil structure completed and Interiors work is in progress.
 - Project Launch to take place post Approvals in place and Club house is completed.



PROJECT UPDATE INDORE - RESIDENTIAL



Landscape & Boundary wall



Club House & Swimming Pool



Access Road



Kids play area & Landscape



COMPANY OVERVIEW – ABOUT US

BRIEF OVERVIEW



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 32%, INTU holds 32.4% and balance is held by public¹
- Intu Properties is UK's Largest Retail Real Estate Company.
- Intu Properties plc is a UK FTSE 100 listed Company owning and managing assets worth more than 10 bn pounds. They own more than 20 properties across UK and Spain, 10 of which are among the top 25 shopping centers in the UK, representing ~ 38% UK market share.
- Intu Properties plc has more than 22mn sqft of retail space; 400 million customer visits a year

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.
- At current valuation, the Land bank valuation for the company is expected to be Rs. 20,000 mn

1: As on 30TH Sep 2017

UNDERSTANDING OUR BUSINESS MODEL

BUSINESS STRATEGY

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 as 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 over whelming response as compared to the best 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

UNDERSTANDING OUR BUSINESS MODEL

BUSINESS STRATEGY



- 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

COMPANY OVERVIEW – ABOUT US

OUR BOARD OF DIRECTORS



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



David Fischel

Mr David Fischel is the Chief Executive of Intu Properties Plc (formerly CSC) He converted the business into a Real Estate Investment Trust (REIT) to make Intu one of the top 20 REITs in the world. He is today one of the most respected retail property professionals of his generation



Salil Chaturvedi

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



John Abel

(Director Emeritus)

Mr John Abel joined the Liberty International Group in 1972 and was appointed an Executive Director in 2000. He was appointed a Director of INTU in 1994 and Managing Director in 2005 and he continues as non-executive Director of Intu Properties plc (formerly CSC) with a special focus on India

COMPANY OVERVIEW – ABOUT US

OUR BOARD OF DIRECTORS



Punit Goenka

(Independent Director)

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 tele-communications in global markets



Dushyant Sangar

Mr. Dushyant Sangar is the Corporate Development Director of Intu Properties plc ("Intu") and is a member of Intu's Executive Committee which is responsible for the day to day operations of the business. He also sits on the board of directors of Intu's Spanish business. Prior to Intu, Dushyant worked for MGPA & UBS



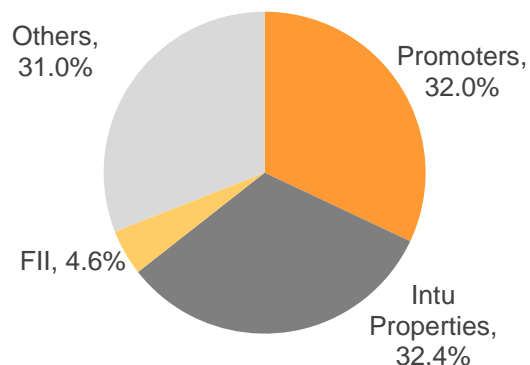
Deepa Harris

(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.

Key shareholders Trading update

Shareholding in % – Sep 2017



Source: BSE

Share Price Performance



Key Investors

Holding (%)

ACACIA Partners	3.25%
Rakesh Jhunjunwala	2.46%
Aditya Chandak & Family	1.98%
Ramesh Damani & Family	1.21%
Cavendish AM	1.18%
Elara India Opportunities Fund	0.17%
Life Insurance Corporation (LIC)	0.11%
B P Equities	0.08%

Market Data

As on 15.12.17 (BSE)

Market Capitalisation (Rs Mn)	10,820
Price (Rs)	70.9
No. of Shares Outstanding (Mn)	152.6
Face Value (Rs)	2.0
52-Week High-Low (Rs)	78.3 – 31.3

IMPORTANT NOTE DISCLAIMER



Generic Disclaimer

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THANK YOU



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