

Date: 15<sup>th</sup> September 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,

**Subject: Presentation to be shared with Investors/ Analysts Conference Call – Q1 FY 2017-18.**

Further to our intimation dated 14<sup>th</sup> September, 2017 with respect to Investors/ Analysts conference call scheduled to be held on 15<sup>th</sup> September 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 SEBI (LODR) Regulation 2015, the aforesaid information shall also being disclosed on the website of the Company at i.e. [www.prozoneintu.com](http://www.prozoneintu.com).

Kindly acknowledge the receipt of the same.

Thanking you,

Yours truly,

**For Prozone Intu Properties Limited**

*S.G. Bhatt*  
*— a —*  
*for*

Ajayendra P. Jain  
CS & Chief Compliance Officer  
Enclosed as above



Upward  
And Forward



*Q1 FY18 RESULTS  
UPDATE PRESENTATION  
September – 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 80% and 85% respectively, annuity income to increase significantly in FY2018
- Good traction seen in leasing activity in Aurangabad, anchor brands like Big Bazaar and Max have signed up, Working towards further improvement in occupancy level
- Coimbatore mall is received well by strong national and international brands, **eight anchor brands occupying significant mall space**
- Company has moved to IND-AS from Q1 FY18 as per to the requirement of SEBI circular last year
- KPMG has been assigned as new auditor, reflecting our commitment towards enhancing governance and following best practices
- Fully paid land bank of 17.8 mn sq ft, of which only 1.2 mn sq ft has been developed till date, significant untapped value from undeveloped land parcel

- ✓ Real Estate (Regulation and Development) Act, 2016 (RERA) became effective from 1st May 2016
  - ✓ State notification for RERA gathering steam, 25 states have notified till August end, much higher than 13 states and union territories in May
  - ✓ 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

# Q1 FY18 – KEY HIGHLIGHTS

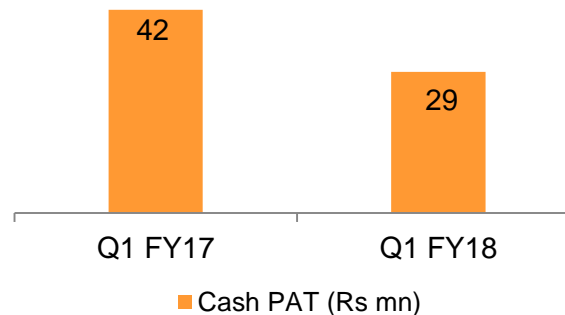
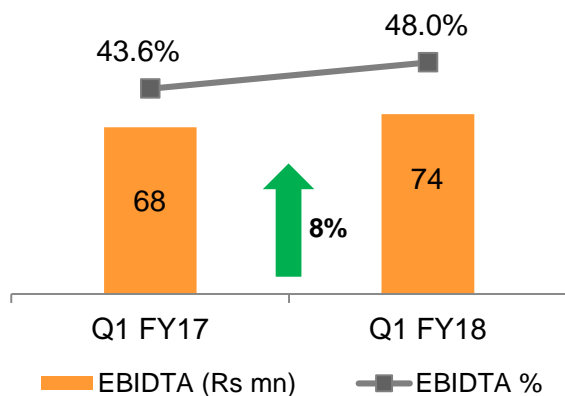
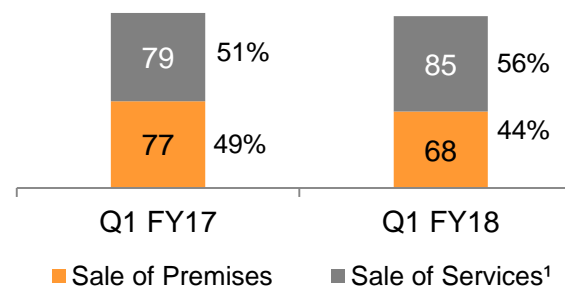
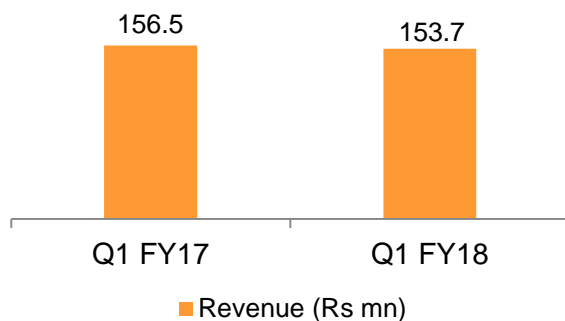


Fig in INR mn

1. Sale of services include CAM revenue and other income of Rs 34.7mn in Q1 FY17 and Rs. 33.5 mn in Q1 FY18

- **Q1FY18 revenues were flat with increase in sale of services was offset by sale of premises-**
  - Revenue from sale of services remains strong with over **40 brands crossed threshold limits at Aurangabad**
  - The current environment has normalized and construction is in full swing for Nagpur residential and Aurangabad PTC.
- **EBIDTA increased by 8% on a YoY basis**, supported by flat revenues and tight control on costs
- **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 Q3 FY18
  - Aurangabad PTC construction progressing well, expected to deliver the project by year end
  - Focus on Asset Monetization for Indore SPV through sale of Plots
- **Retail Update**
  - Aurangabad mall – Aurangabad Mall lease currently stands at 80%
    - Big Bazaar, Max, JEEP, VIVO, Me & Mom signed up for stores occupying over 57,000 sq ft of the mall area
  - Coimbatore Mall – Coimbatore mall is received well by strong national and international brands, eight anchor brands occupying significant mall space

# OUR CURRENT FOCUS AREAS



## OPERATIONAL ASSET PERFORMANCE OPTIMIZATION

- Aurangabad Mall lease currently stands at 80%
- Further improve occupancy level & Brand Mix
- **Big Bazaar, Max, JEEP, VIVO, Me & Mom** 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 **Lifestyle, Westside, Pantaloons, Max, Reliance trends, Reliance digital and SPAR** opening stores 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 Q4 FY18.

## MONETIZATION OF COIMBATORE RESIDENTIAL PROJECT & INDORE LAND

- Coimbatore residential initial Infrastructure has been completed. 96 units sold till date.
- Indore, the strategy is to launch sale of Plots and focus on faster monetization.

# DISCUSSION SUMMARY

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





## Retail– Aurangabad Mall update - Build & Lease Model

- Significant improvement in trading density highlights strong traction in mall, **trading density up 8% YoY** leading to 3% increase in retailer sales
- Revenue from sale of services remains robust with over 40 brands crossed threshold limits at Aurangabad
  - Leasing currently stands at 80% including the stores under tenant fit-outs
  - **Installing solar panel** over mall under green initiatives reducing our carbon footprints and reducing operational expenses
- Refinanced LRD at a lower rates; annual savings of ~30 lakhs
- **New Stores** opened in Q1 FY18 – Skechers, Kompanero, Y Casuals and Organic India
- **Upcoming stores:** Good Traction seen in leasing activity as another three Brands are under fit-outs stage with over 17,124 sq. ft including anchor brand Max. Also, another 40,163 sq ft of leasable area already signed up including anchor brand Big Bazaar



# QUARTERLY BUSINESS UPDATE



- **Retail – Nagpur:** Retail design finalized and approvals have been applied for
- **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, eight anchor brands occupying significant mall space
  - 9 screens multiplex from Inox highlighting strengthening relationship with strong brands
  - Debt repayment at Coimbatore will accelerate further once mall stabilizes
  - 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 Q4 FY 2017 - 18
- **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 Q4 FY2017-18
- **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, **91 stores are currently operational**

- **Residential – Coimbatore**
  - **Soft launch initiated for the Coimbatore Residential Project, 96 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 Q3 FY 2017-18**
- **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.	Q1 FY18	Q1 FY17	YoY %
Revenue from Real Estate Projects	68.4	77.4	-12%
Lease Rental & Related Income	85.3	79.1	8%
<b>Total Income from operations</b>	<b>153.7</b>	<b>156.5</b>	<b>-2%</b>
<b>EBITDA w/o Other Income</b>	<b>43.6</b>	<b>40.6</b>	<b>7%</b>
Other Income	30.1	27.7	9%
<b>EBITDA</b>	<b>73.7</b>	<b>68.4</b>	<b>8%</b>
<b>EBITDA Margin</b>	<b>48.0%</b>	<b>43.7%</b>	
Depreciation	26.6	29.1	-9%
Interest	38.7	24.1	61%
<b>Profit before tax</b>	<b>8.5</b>	<b>15.2</b>	<b>-44%</b>
<b>PAT after minority interest</b>	<b>2.3</b>	<b>12.6</b>	<b>-82%</b>

## Result Update -

- Lease and rentals have grown by 8%, while sales of properties have been down due to lower sales at Nagpur
- EBITDA during the quarter was 8% higher primarily due to:
  - Stricter control on cost which enable us to maintain healthy margin
  - Increase in other income by 9%
- PBT and PAT were lower due to higher interest cost and prior period item of Rs 7.2 mn representing net impact of reclassification and reallocation of project cost due to regulatory changes.

## 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

# Asset Snapshot

# RETAIL UPDATE AURANGABAD MALL

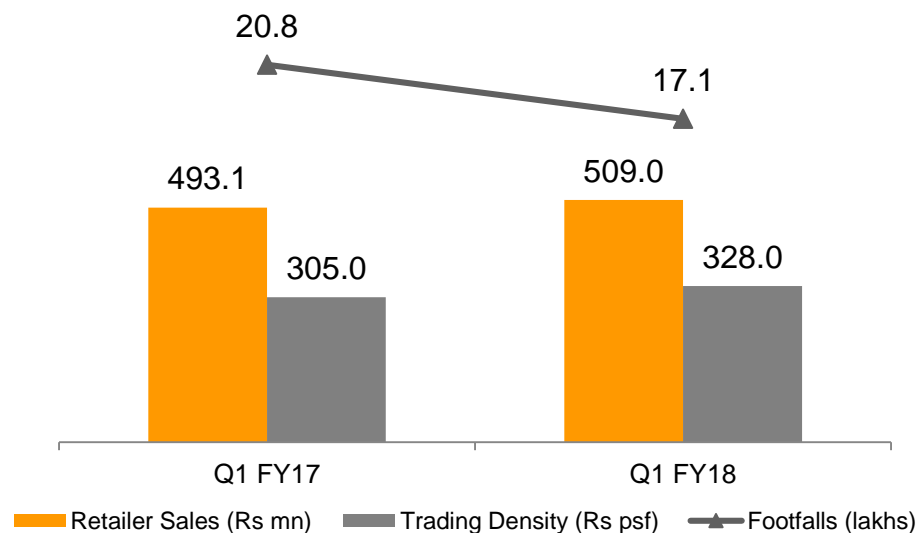


## Mall Matrix

Key Operating Parameters	Q1 FY2017-18
Gross Leased Area (lakh sq.ft.)	5.14
Current Leasing Status	80%
Current Occupancy Status	72%
Number of Stores Signed	107
Retailer Sales (Rs. Mn.)	509
Average Monthly Trading Density (Rs/sqft)	328
Footfalls (Mn.)	1.7

### Mall Update -

- New Stores opened in Q1 FY18 – Skechers, Kompanero, Y Casuals and Organic India
- Drop in footfall as the Hyper market was not operating during the quarter, Big bazaar is expected to open store shortly
- Good Traction seen in leasing activity as another three Brands are under fit-outs stage with over 17,124 sq. ft including anchor brand Max. Also, another 40,163 sq ft of leasable area already signed up including anchor brand Big Bazaar





# FINANCIAL SNAPSHOT AURANGABAD MALL



Operational Details (Rs. Mn.)	Q1 FY18	Q1 FY17	YoY %
Area Leased (lakh sq. ft.)	5.41	5.39	
% Occupancy	80%	79%	
Rental Income	49.0	42.2	16.0%
Recoveries (CAM & Other)	38.4	35.8	7.1%
<b>Total Income</b>	<b>122.7</b>	<b>78.0</b>	<b>57.2%</b>
<b>EBIDTA</b>	<b>64.1</b>	<b>37.8</b>	<b>69.5%</b>
<b>EBIDTA Margin % (as % of Total Income)</b>	<b>52.2%</b>	<b>48.5%</b>	

- **New Stores opened in Q1 FY18 – Skechers, Kompanero, Y Casuals and Organic India**
- Good Traction seen in leasing activity as another three Brands are under fit-outs stage with over 17,124 sq. ft **including anchor brand Max**. Also, another 40,163 sq ft of leasable area already signed up **including anchor brand Big Bazaar**
- Continue to witness strong demand from various brands, currently under discussion with few more brands for occupancy
- Strong EBIDTA margin at 52.2%; EBITDA generated during the quarter was Rs. 64.1 mn
- **Refinanced loan with a HFC at a lower rates; annual savings of ~30 lakhs**

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 35.3 mn in Q1 FY18

Note 3 – EBIDTA of Q1FY18 is net of Const. exp of PTC of Rs 21.8 mn in Q1FY18

# NEW STORES OPENED IN Q1 FY18 AURANGABAD MALL

Skechers



Kompanero



Y Casuals



Organic India



# BRAND PARTNERS AURANGABAD MALL



# EVENTS AURANGABAD MALL



Fun Unlimited movie promotion



Divya Marathi Educational expo



Maharashtra day weekend celebration



World Health Day

# COMMERCIAL UPDATE AURANGABAD PTC PHASE 1



## Prozone Trade Center (PTC) Phase 1 Q1 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	Q4 FY18



### 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 Q4 FY18**
- 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	Q1 FY 2017-18
Total Carpet Area Launched (sqft)	17,893
Total Units Launched (No)	176
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 Bazaar** - A community street market concept with small shop spaces of 80-150 sqft.
- Phase 1 shops are ready and possession is in progress. Already 91 stores have started operations

# RETAIL UPDATE AURANGABAD – SARAL BAZAR

New Operational 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 1088 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, 96 units sold till date at an average base price of 3,480 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 Q3 FY 2017-18**
- 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, eight anchor brands occupying significant mall space
  - 9 screens multiplex from Inox, highlighting strengthening relationship with strong brands
  - Debt repayment at Coimbatore will accelerate further once mall stabilize

# PROJECT UPDATE COIMBATORE - RETAIL

Strong traction from premium anchor brands



# PROJECT UPDATE COIMBATORE - RETAIL

Strong traction from premium anchor brands



# MARKETING UPDATE COIMBATORE - RESIDENTIAL



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OVERVIEW PLANS LOCATION MAP AMENITIES SPECIFICATIONS GALLERY PROPERTIES

# Prozone Palms

**BEDROOM**  
1, 2 & 3 BHK  
Residential Plots

**LOCATION**  
Shivanandapuram  
Coimbatore

**STARTING PRICE**  
Rs. 25.23 lacs  
onwards

**POSSESSION**  
Under Construction

Yes! I am interested

Name:

Pin Code:  Mobile No:

Email id:

\*Write your message:

I am interested to book a unit  
 Send me project details, maps and make my contact details with the sales team.

Send Email & SMS

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

View Floor Plan

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 lacs onwards

3 BHK  
Area: 1752 Sq.Ft.  
₹ 51.35 lacs onwards

View Floor Plan

Yes! I am interested

Name:

Pin Code:  Mobile No:

Email id:

\*Write your message:

I am interested to book a unit  
 Send me project details, maps and make my contact details with the sales team.

Send Email & SMS

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prozone intu

PROPERTIES AVAILABLE UNIT DETAILS GALLERY BMAP VIEW

Click here to Contact Us

DTCF approved

ADDRESS: Sahya Road, Shivanandapuram, Coimbatore

AREA RANGE: 1371 - 1752 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 in your door step. It enjoys a strategic location on Sahyanandapuram Road, with the City Center on one side and the rising IT Hub of Shivanandapuram 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	Launched 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 total of 1,176 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



- **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**
  - **Focus on completion of projects, project is expected to be completed by Q4 FY 2017 – 18**
- **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 Q4 FY2017-18 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

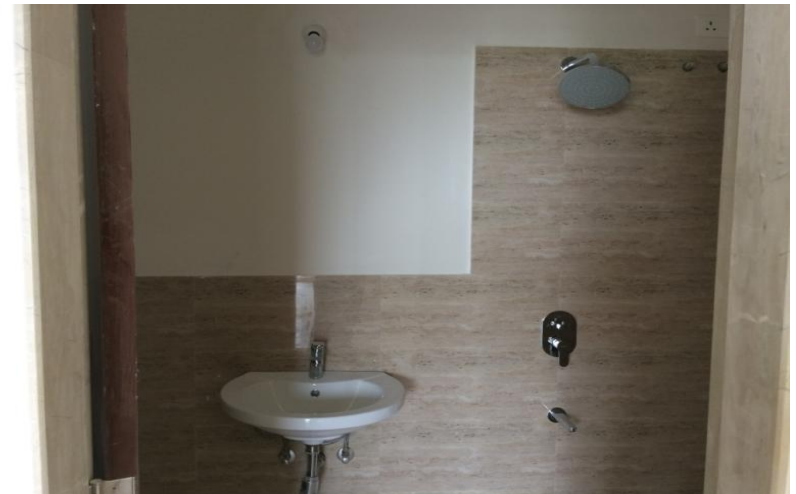
Tower Construction



Tower Construction



# 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



# 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 32.1%, INTU holds 32.4% and balance is held by public<sup>1</sup>
- 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

# 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



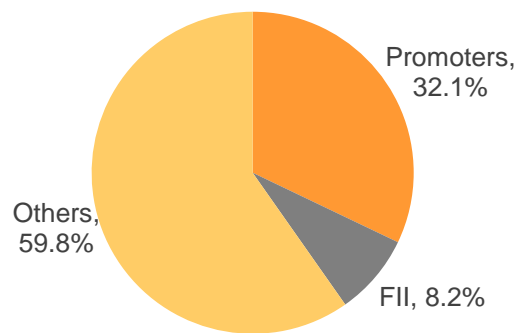
**Deepa Harris**

(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 – June 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 14.09.17 (BSE)

Market capitalization (Rs Mn)	6,560
Price (Rs.)	43.3
No. of shares outstanding (Mn)	152.6
Face Value (Rs.)	2.0
52 week High-Low (Rs.)	51.9 – 26.0

# IMPORTANT NOTE DISCLAIMER



## 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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