prozone intu

Date: 18th November 2016

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: Intimation of Investors/ Analysts Conference Call – Q2 FY17

Pursuant to Reg. 30 (6) read with Part A of Schedule III of the SEBI (LODR) Regulations 2015, please take note of the schedule of Investors/Analysts conference call arranged by the Company, as per details given below:

Schedule of analyst/ investor interaction/ meeting			
Date	**Name of the Investor**	**Location**	**Type of meeting**
21.11.2016	Investors/Analysts Conference Call	Mumbai	Conference Call

Kindly note that the above schedule of meeting is subject to change in case of any exigency on the part of analysts/investors or the Company.

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.

Kindly acknowledge the receipt of the same.

Thanking you,

Yours truly,
For Prozone Intu Properties Limited

Ajayendra

Ajayendra P. Jain
CS & Chief Compliance Officer

PROZONE INTU PROPERTIES LIMITED

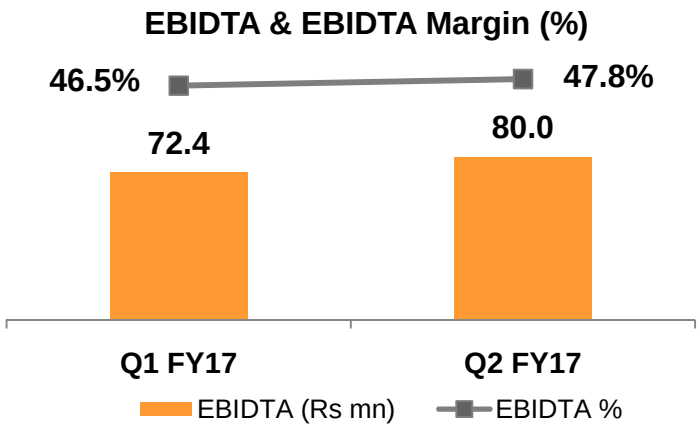
Encl: as above

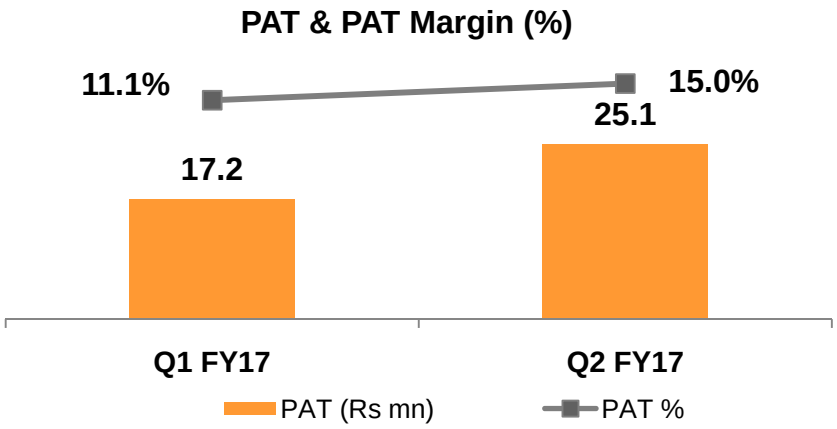
PROZONE INTU PROPERTIES LIMITED

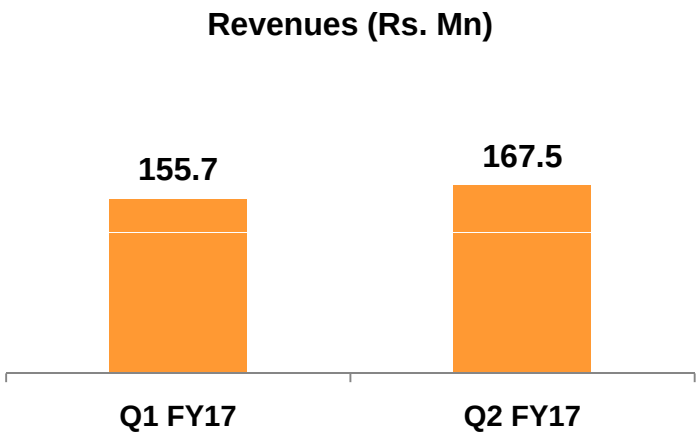
Q2 FY17 RESULTS UPDATE PRESENTATION

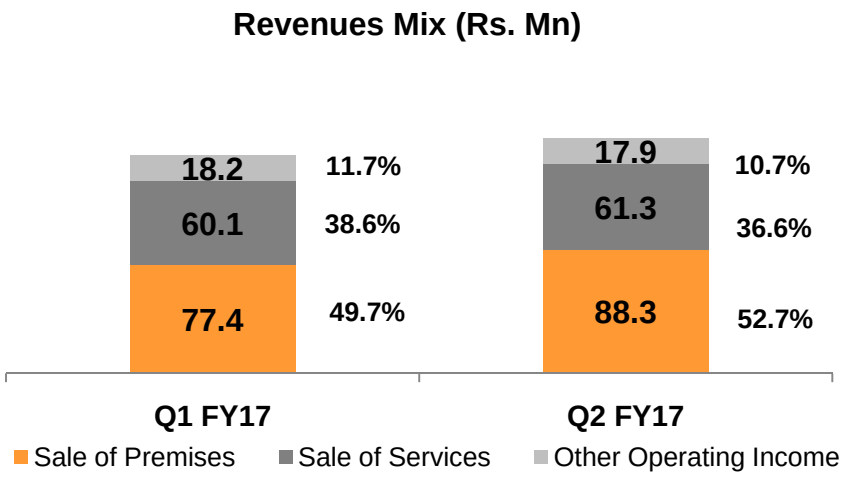
NOVEMBER – 2016

Q2 FY17 – KEY HIGHLIGHTS









Q2 FY17 – KEY HIGHLIGHTS

Q2 FY17 Result Highlights :

- EBIDTA increased by 10.5% on a QoQ basis and **EBIDTA Margins expanded to 47.8% on a QoQ basis**, mainly on account of higher revenues from Nagpur Residential Project, increase in rental income, & better control on operation expenses in Aurangabad SPV & increase in other income.
- **PBT increased by 44.3% on a QoQ basis driven by higher EBITDA Margins coupled with flat depreciation expenses and lower finance costs.**
- **Revenues increased by 7.5% to Rs 167.5 mn on a QoQ basis primarily due to**
  - Higher Revenue recognition from the sale of premises - Nagpur Residential Project.
  - Revenue recognition from Nagpur Residential Project increased by Rs 10.9 mn over Q1 FY17 as percentage of work completion increased to 57.7% in Q2 FY17 from 53.4% in Q1 FY17.
  - Higher Revenue from Sale of Services driven mainly by increase in Overall Mall Rental Income by 2.3% on a QoQ basis and more saral bazaar stores becoming operational during the quarter on leave and licensee in Aurangabad SPV.
- **Initiation of the Asset Monetization phase –**
  - **Nagpur project has healthy profitability which is expected to be recognized over the next few quarters.**
  - **Stable Coimbatore Mall Rentals to start from Q1 FY18 onwards. Also, Coimbatore Residential project has been launched and already 75 units have been booked till date. Construction is expected to start during Q4 FY17.**
  - **Focus on Asset Monetization for Indore SPV through sale of Plots.**
- **Retail Update –** Aurangabad Mall rentals have stabilized and strong traction is being witnessed on the new leasing Front. In Coimbatore Mall, fitouts are in full swing and would be launched by Q4 FY2016-17. It would start providing stabilized revenues from Q1 FY2017-18 onwards.

OUR CURRENT FOCUS AREAS

OPERATIONAL ASSET PERFORMANCE OPTIMIZATION

- Aurangabad Mall current operating at ~80% occupancy.
- Focus on Improve the occupancy level and Brand Mix

SUCCESSFUL COMPLETION & LEASING OF COIMBATORE RETAIL CENTRE

- Coimbatore Retail building is ready , Retail Fit-Outs are in Progress.
- Stabilised operational income expected by Q1 FY 2017-18.
- Mall expected to be operational at ~75 % occupancy

EXECUTION & MONETIZATION OF NAGPUR RESIDENTIAL PROJECT

- Launched 392 units and have already sold ~75% of the Project.
- Construction in Full swing, RCC structure to be completed by Q3 FY2017-18.

MONETIZATION OF COIMBATORE RESIDENTIAL PROJECT & INDORE LAND

- Soft Launch for Coimbatore Residential done in Q4 FY2015-16. Initial Infrastructure has been completed. 75 units booked under Prelaunch.
- Indore, the strategy is to launch sale of Plots and focus on faster monetization.

CURRENT PROJECT EXECUTION ROADMAP

Sr No.	Land Parcel	Residential	Commercial	Retail
1	Aurangabad	-	Phase 1 (1.9 lac sq. ft.) Already Launched & Sold - 96% Under Construction with Expected Completion – Q2 FY 2017-18	Mall Operational Saral Bazar Phase 1&2 (33,000 sq. ft.) – Launched & 68% Sold. 76 Stores Operational
2	Nagpur	Launched Ph-1 – 392 Units Sold ~75% Construction in Full swing	-	Mall (5.2 lac sq. ft.) Construction expected to start in ~Q2 FY 2017-18
3	Indore	Expected to Launch Sale of Residential Plots – Q4 FY 2016-17 Initial Infrastructure Completed	-	-
4	Coimbatore	Soft Launch of the Project done - 75 units booked Initial Infrastructure Completed	-	Mall Construction completed. Retail Fit-Outs are in progress. Launch expected by Q4 FY2017
5	Jaipur	-	-	-
6	Mysore	-	-	-

DISCUSSION SUMMARY

- Quarterly Business Update
- Financial Results
- Project Update
  - Aurangabad
  - Nagpur
  - Coimbatore
  - Indore
- Annexure

QUARTERLY BUSINESS UPDATE

Update - Build & Lease Model

- **Retail– Aurangabad Mall**
  - **Q2 FY 2016-17 Total Income increased by 1.9%** on YoY basis driven by –
    - Higher operational income from ancillary activities such as Kiosk Income, Parking Income etc.
  - **Q2 FY 2016-17 EBIDTA** increased significantly by 19.2% on a YoY basis primarily due to higher Rental income and better cost control during the quarter**.**
  - **Q2 FY 2016-17 Footfalls –** Increased by 12.4% from 19.4 lakh to 21.86 lakh on YoY basis.
  - **New Stores**
    - Addition of 2 stores during the quarter – **Monte Carlo Fashions & Shegaon Kachori**
    - 4 new stores opened in Oct16 **- Apple, Payless, The Loom story, Lenovo**
  - **Leasing Update - Strong Traction seen in leasing activity as 2 brands (Anchor store – Max & Classic Polo) are under fit out admeasuring to 10,087 sq. ft. and another 3 Brands are under discussion.**

QUARTERLY BUSINESS UPDATE

- **Retail– Coimbatore Mall**
  - Strong Traction seen in leasing, Following well Known and key Brands are signed or under advance stage of finalisation **– ZARA, Lifestyle, Spar, Max, Inox, Reliance Trends, Unlimited, Reliance Digital, GAP, Nike, Hamley's, Fun city FEC, H&M, Forever 21, Pantaloons, Westside, Mother Care, Jockey, W, Wonderyears, US Polo, Hanes, Flying Machine, Reebok, Adidas, Mufti, Spykar, Skechers, Puma, Indian Terrain, Arrow, TCP, Nautica, Gant, Aeropostale, CK Whiteline Jeans, Vero Moda, Only, Jack & Jones, Sephora, CK Lingerie, GAS, Steve Madden, Superdry, AND, Soch, Raymond, Bed & Bath, Provogue, Park Avenue, Color Plus, Centro, Just Watches, Sunglass Hut, Global Desi, Fabindia, McDonanld, Dominos, KFC and many more.**
  - **Further focus to reach out to dominant regional brands of South India like The Chennai Silks ,Sree Kumaran Thangamalai jewellers ,Ramraj cotton etc. based at Tirupur.**
  - **Construction of Phase 1 of the Retail Mall building is ready and retailer fit outs are in progress. Mall is expected to become operational in Q4 FY 2016-17 and would start generating stabilized revenues from Q1 FY 2017-18 onwards.**
- **Retail – Nagpur**
  - Retail design finalized and approvals have been applied for.

QUARTERLY BUSINESS UPDATE

- **Update - Build & Sell Model**
- **<u>Residential – Nagpur</u>**
  - **Phase 1 of 392 units is under development, of which ~75% is sold. Revenue Recognition started from Q4 FY15 onwards.**
  - **Construction for main residential buildings in progress. Project is expected to be completed by Q3 FY 2017- 18.**
- **<u>Commercial– PTC Phase 1 – Aurangabad</u>**
  - Overall 190,000 sq. ft. of Commercial Area launched in Phase 1 and ~96% is sold out.
  - We are now pacing up the construction progress as there is optimism from existing Buyers side. Construction work is in full swing and have completed the 6th floor slab during this quarter. Construction work of Terrace slab is in progress at controlled pace.
  - Prozone Trade Centre (PTC) Phase 1 is expected to be delivered by Q2 FY2017-18.
- **<u>Retail – Saral Bazar - Aurangabad</u>**
  - A community street market concept which offers small shop spaces of 80-150 sq. ft. Phase 1 & 2 launched with over 30,000 sq. ft. and 68% is sold out. Construction of Phase 1 has been completed.
  - Phase 1 shops are ready and possession is in progress. **76 stores have become operational.**

QUARTERLY BUSINESS UPDATE

- **Residential – Coimbatore**
  - **Soft launch initiated for the Coimbatore Residential Project, 75 units booked under soft launch at an average base price of 3,480 psf.**
  - Marketing office and Show flat has been completed and made operational.Construction work for Club house has been substantially completed.
  - 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 Q4 FY 2016-17.**
- **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 FY17	Q1 FY17	QoQ %	H1 FY17	H1 FY16	YoY %
Sale of premises	88.3	77.4	14.1%	165.7	358.2	-53.7%
Sale of services	61.3	60.1	1.9%	121.4	115.9	4.8%
Other operating Income	17.9	18.2	-1.6%	36.1	34.0	6.2%
Total Income from operations	**167.5**	**155.7**	**7.5%**	**323.2**	**508.1**	**-36.4%**
EBITDA w/o Other Income	**48.1**	**46.2**	**3.9%**	**94.3**	**130.8**	**-27.9%**
EBITDA Margin	***28.7%***	***29.7%***	***-100 bps***	***29.2%***	***25.8%***	***343 bps***
Other Income	32.0	26.1	22.2%	58.1	29.5	96.8%
EBITDA	**80.0**	**72.4**	**10.5%**	**152.4**	**160.4**	**-5.0%**
EBITDA Margin	***47.8%***	***46.5%***	***130 bps***	***47.2%***	***31.6%***	***1559 bps***
Depreciation	29.2	29.1	0.5%	58.2	66.4	-12.3%
Interest	18.5	20.9	-11.6%	39.5	61.6	-36.0%
Profit before tax	**32.3**	**22.4**	**44.3%**	**54.7**	**30.6**	**78.5%**
PAT after minority interest	***19.6***	***18.8***	***4.2%***	***38.4***	***40.1***	***-4.3%***

Result Update -

- Q2 FY17 Total Income from Operations increased by 7.5% on a QoQ basis as the second quarter witnessed -
  - Higher revenue recognition from Nagpur Residential Project by Rs 10.9 mn over Q1 FY17 as percentage of work completion till Q2 FY 17 increased to 57.7% from 53.4% till Q1 FY 17.
  - Increase in overall mall rentals by 2.3% QoQ – driven by higher revenue share income
- Q2 FY17 EBIDTA increased by 10.5% on a QoQ basis and EBIDTA Margins increased to 47.8% on a QoQ basis - on account of higher revenues along with better cost control during the quarter. Higher Other Income (+22.2%) also aided in improvement the margins.
- Q2 FY17 PBT increased by 44.3% on QoQ basis driven by higher EBITDA Margins, lower finance costs and depreciation expenses remaining flat.

Note-

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

FINANCIAL RESULTS: CONSOLIDATED BALANCE SHEET

Sources of Funds (Rs Mn.)	FY16	Sep-16
Equity	5507.7	5518.0
Total Debt	2216.7	2059.3
Other Non Current Liabilities	118	137.9
Minority Interest	3034.2	3038.1
Total Sources of Funds	**10876.5**	**10753.3**

Application of Funds (Rs Mn.)	FY16	Sep-16
Net Block	5770.6	6050.3
Investments	129	151.5
Goodwill on consolidation	1097.6	1097.7
Long term Loans & Advances	695	1070.4
Deferred Tax Assets (Net)	9.2	9.5
Total Non Current Assets	**7701.4**	**8379.4**
Current Assets, Loans & Advances		
Sundry Debtors	891.2	906.9
Inventory	1766.6	1850.7
Cash & Bank Balances	208.3	109.6
Current Investments	589.1	40.8
Loans & Advances	495.5	512.1
Other Current Assets	10.5	5.0
Current Assets	3961.3	3425.0
Current Liabilities & Provisions	786.2	1051.2
Net Current Assets	**3175.1**	**2373.8**
Total Application on Funds	**10876.5**	**10753.3**

RETAIL UPDATE
AURANGABAD MALL

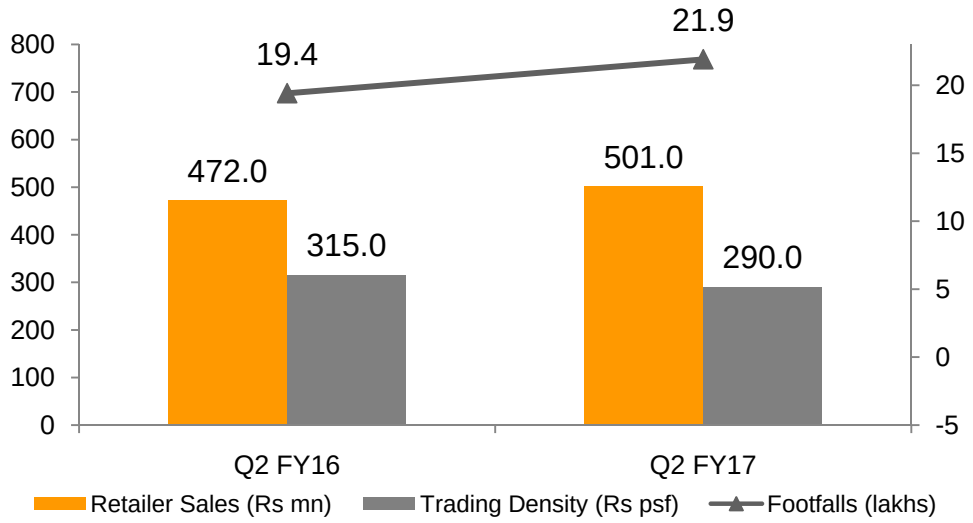
RETAIL UPDATE
AURANGABAD MALL

Mall Matrix

Key Operating Parameters	Q2 FY2016-17
Gross Leased Area (lakh sq.ft.)	5.53
Current Leasing Status	85%
Current Occupancy Status	80%
Number of Stores Signed	114
Retailer Sales (Rs. Mn.)	472
Average Monthly Trading Density (Rs/sqft)	290
Footfalls (Mn.)	2.2

Mall Update -

- 2 new stores opened in Q2 FY17 – **Monte Carlo Fashions & Shegaon Kachori**
- 4 new stores opened in Oct16 - **Apple, Payless, The Loom story, Lenovo**
- Strong Traction seen in leasing activity as 2 brands (Anchor store – Max & Classic Polo) are under fit out admeasuring to 10,087 sq. ft. and another 3 Brands are under discussion.



NEW STORES OPENED IN Q2 FY2016-17
AURANGABAD MALL

MONTE CARLO FASHIONS

SHEGAON KACHORI

MONTE CARLO FASHIONS

BRAND PARTNERS
AURANGABAD MALL

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Shoppers Stop – Start Something New
croma – The Electronics Megastore
INOX – Live the Movie
Reliance trends
Fashion @ Big Bazaar
pantaloons
Westside – Keep Your Style Alive
globus
A TATA Enterprise – Star Bazaar
Stellar
Lenovo
Monte Carlo
Payless Shoesource
mm! maroosh
KFC
ethnicity – Everything Indian
ColorPlus
Metro
Peter England
sunglass hut
Levi's
K-Lounge
Being human
Pizza Hut
Mochi – The Shoe Shoppe
U.S. Polo Assn.
Woodland
Café Coffee Day
Blackberrys – sharp. smooth. sure.
Pepe Jeans London
Allen Solly
Orra – Impossible to hide
Puma
spykar
mom & me
himalaya
Samsung
Louis Philippe – The upper crest.
Titan
adidas
Nike
fabindia
Joshn
Van Heusen
ATN Bags
Bata
Reebok

FINANCIAL SNAPSHOT
AURANGABAD MALL

Operational Details (Rs. Mn.)	Q2 FY17	Q1 FY17	QoQ %	Q2 FY16	YoY %
Area Leased (lakh sq. ft.)	5.42	5.40		5.45	
% Occupancy	80%	79%		80%	
Rental Income	59.7	58.4	2.3%	59.7	0.1%
Recoveries (CAM & Other)	18.6	18.5	0.2%	17.0	9.2%
Total Income	**78.3**	**76.9**	**1.8%**	**76.8**	**1.9%**
EBIDTA	46.8	37.4	**25.0%**	39.3	**19.2%**
EBIDTA Margin % (as % of Rental Income)	78.4%	64.2%		65.8%	
EBIDTA Margin % (as % of Total Income)	59.8%	48.7%		51.1%	

- **Addition of 2 stores admeasuring to 1,890 sq. ft. during the quarter – Monte Carlo Fashions & Shegaon Kachori**
- **4 new stores opened in Oct16 admeasuring 4,089 sq.ft. - Apple, Payless, The Loom story, Lenovo**
- **Robust Traction seen in leasing activity as another 2 Brands are under finalisation with over 10,087 sq. ft. which would further improve the mall occupancy levels.**
- On a YoY basis, Total Income increased by 1.9% driven by higher revenue share income and further supported by higher operational income from ancillary activities such as Kiosk Income, Parking Income etc.
- EBIDTA increased significantly by 19.2% on a YoY basis on account of higher Rental income and better controlling and monitoring of costs during the quarter.

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

EVENTS
AURANGABAD MALL

INDEPENDENCE DAY CELEBRATION

DIVYA MARATHI - DHOL UTSAV EVENT

INDIAN IDOL ACADEMY EVENT

MGM DANCE EVENT

AUTO SHOW EVENT

RENAULT CAR DISPLAY EVENT

COMMERCIAL UPDATE
AURANGABAD PTC PHASE 1

Prozone Trade Center (PTC) Phase 1	Q2 FY 2016-17
Total Area Launched (sqft)	190,528
Total Units Launched (No)	117
Total Area Sold (sqft)	183,079
% Total Area Booked	96%
Avg. Sale Rate per sqft (Rs)	3,258
Total Sale Value (Rs. Mn.)	596.38
Amount Collected (Rs. Mn.)	204.48
Total Construction Cost (Rs. Mn.)	259.91
Estimated Project Completion Date	Q1 FY18

Prozone Trade Centre (PTC) Phase 1

- Construction of Prozone Trade Centre (PTC) Phase 1 of ~190,000 sq ft is in progress and Construction work of 6th floor slab has been completed.
- **Total expected income from PTC Phase 1 is ~Rs 629 Mn., out of which 96.1% area is already sold.**
- We are now pacing up the construction work as there is optimism from existing buyers side. **Expect Cash inflows of ~Rs. 385 Mn. to be generated by Q2 FY18.**

COMMERCIAL UPDATE
AURANGABAD PTC PHASE 1

RETAIL UPDATE
AURANGABAD – SARAL BAZAR

Saral Bazar Phase 1+2	Q2 FY 2016-17
Total Carpet Area Launched (sqft)	31,749
Total Units Launched (No)	325
Total Carpet Area Booked (sqft)	21,880
% Total Area Sold	69%
Avg. Sale Rate per sqft (Rs)	14,423
Total Sale Value (Rs. Mn.)	315.58
Amount Collected (Rs. Mn.)	132.06
Total Construction Cost (Rs. Mn.)	66.1

- **Saral Bazaar -** A community street market concept which offers small shop spaces of 80-150 sqft.
- Total expected income from Saral Bazaar Phase 1 is ~Rs 450 Mn., out of which 68% area is already sold.
- Phase 1 shops are ready and possession is in progress. Already 76 stores have started operations.
- Very good customer traction was seen during the festive period in Saral bazaar and operational shops did brisk business during the 10 days of festival period

RETAIL UPDATE
AURANGABAD – SARAL BAZAR

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New Operational Shops

New Operational Shops

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 2 phases and Phase 1 of the same is spread over 11 acres of land with 20,01,608 sq. ft. of saleable area.
  - Prozone Palms offers 14-storey towers with a total of 1,176 flats with a wide range of luxurious 2 BHK, 3 BHK & 4 BHK apartments meticulously planned for spacious living.

- Premium Clubhouse Infrastructure –
  - Club Palms, spread over 4 acres, which offers one of the finest clubbing experiences through a wide gamut of luxurious amenities
  - e.g. kids play area, meditation centre, aroma garden, therapeutic walk, multipurpose court, swimming pool, jacuzzi, barbeque pavilion, outdoor dining plaza, jogging/cycling track, amphitheatre etc.

PROJECT UPDATE
NAGPUR - RESIDENTIAL

- **Sales Update & Revenue Recognition Update –**
  - **Phase 1 of 392 units is under development, of which ~75% is sold.**
  - Inventory worth more than Rs. 180 crores sold till date. Collections improved during the quarter, we have collected Rs 80.5 crores so far.
  - **Revenue Recognition has started from Q4 FY 2014-15 onwards. The project has healthy profitability which would get recognized over the next few quarters.**
- **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
  - **Project expected to be completed by Q3 FY 2017-18.**
- **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

Club House & Infrastructure Work in Progress

PROJECT UPDATE
NAGPUR - RESIDENTIAL

Tower Construction

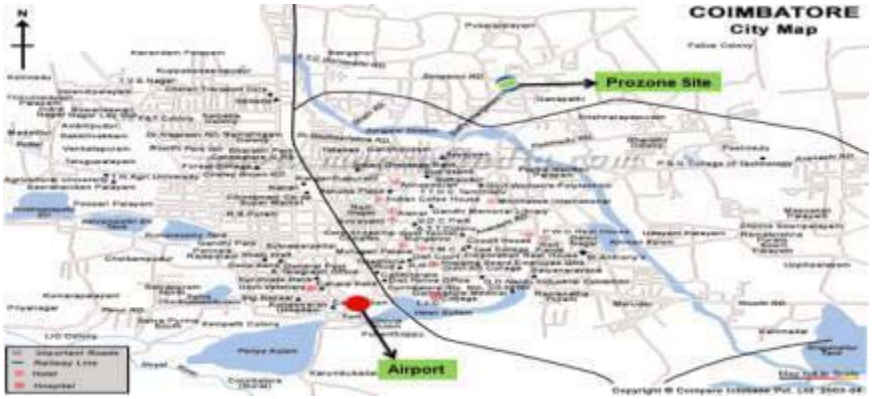
Tower Construction

Tower Construction

Tower Construction

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.
  - Prozone Palms township is being developed in single phase and is spread over 11 acres of land with 15,12,000 sq. ft. of saleable area.
  - Prozone Palms phase 1 offers 18-storey towers with a total of 1088 flats with a wide range of luxurious 2 BHK, 3 BHK & 4 BHK apartments meticulously planned for spacious living.

- Premium Clubhouse Infrastructure –
  - Club Palms, spread over 4 acres, which offers one of the finest clubbing experiences through a wide gamut of luxurious amenities
  - e.g. kids play area, meditation centre, aroma garden, therapeutic walk, multipurpose court, swimming pool, jacuzzi, barbeque pavilion, outdoor dining plaza, jogging/cycling track, amphitheatre etc.

PROJECT UPDATE
COIMBATORE – RETAIL & RESIDENTIAL

- Retail Update –
  - **Construction of Phase 1 of the Mall building is completed and retailer fit outs are in progress. Mall is expected to become operational in Q4 FY2016-17 and would start generating stabilized revenues from Q1 FY2017-18 onwards.**
  - Strong Traction seen in leasing, Following well Known and key Brands are signed or under advance stage of finalisation **– ZARA, Lifestyle, Spar, Max, Inox, Reliance Trends, Unlimited, Reliance Digital, GAP, Max, Nike, Westside, Gant, Only, H&M, Skechers, Mother Care, Jockey, W, Wonderyears, US Polo, Hanes, Flying Machine, Reebok, Adidas, Mufti, Spykar, Skechers, Puma, Indian Terrain, Arrow, TCP, Nautica, Aeropostale, CK Whiteline Jeans, Vero Moda, Only, Jack & Jones, Sephora, CK Lingerie, GAS, Steve Madden, Superdry, AND, Soch, Crocs, Amante, Tissot, Raymond, Woodland, Bed & Bath, Provogue, Park Avenue, Color Plus, Centro, Just Watches, Sunglass Hut, Global Desi, Fabindia, McDonanld, Dominos, KFC and many more.**
- Residential Update -
  - **Soft launch initiated for the Coimbatore Residential Project, 75 units booked under soft launch at an average base price of 3,480 psf.**
  - Marketing office and Show flat has been completed and made operational.Construction work for Club house has been substantially completed.
  - Already floated the tenders for Civil works & finishes of Residential Phase 1 and are currently advanced stages of negotiations. **Based on current progress in tendering, we will be ready to start construction of Residential Towers by Q4 FY 2016-17.**

PROJECT UPDATE
COIMBATORE - RETAIL

Retail Development Work Completed – Tenant Fit out in progress

MARKETING UPDATE
COIMBATORE - RESIDENTIAL

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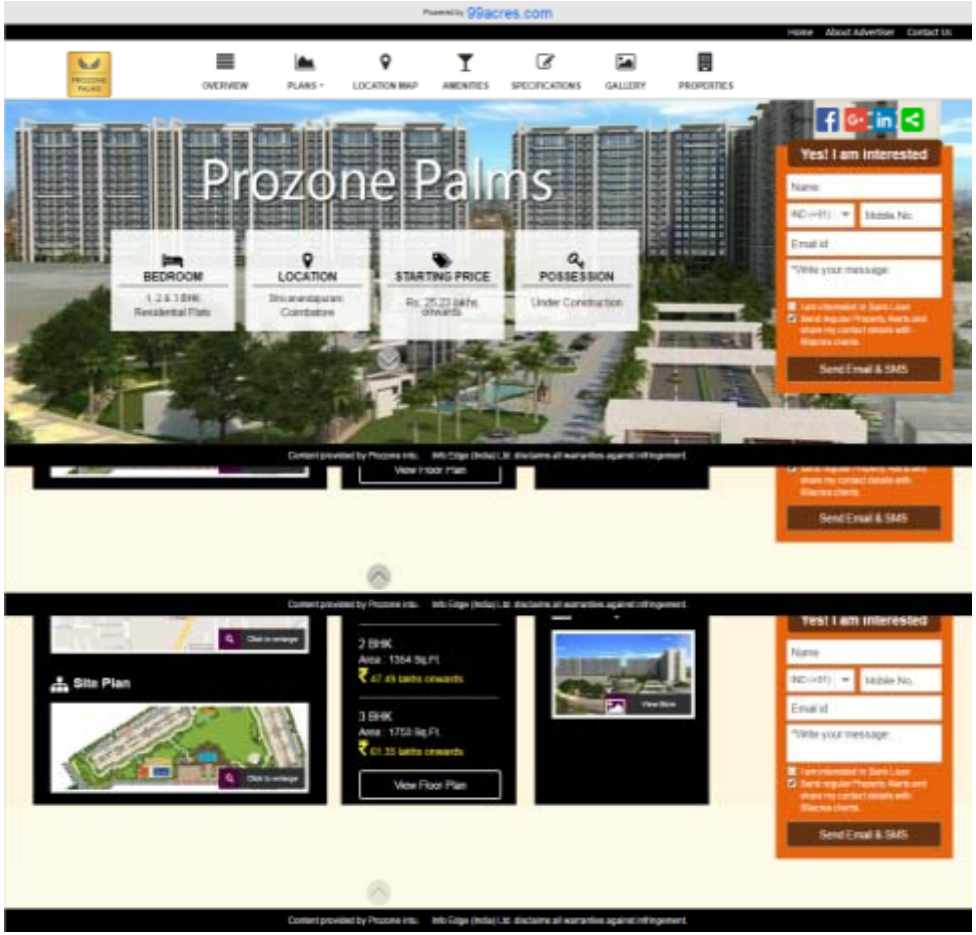
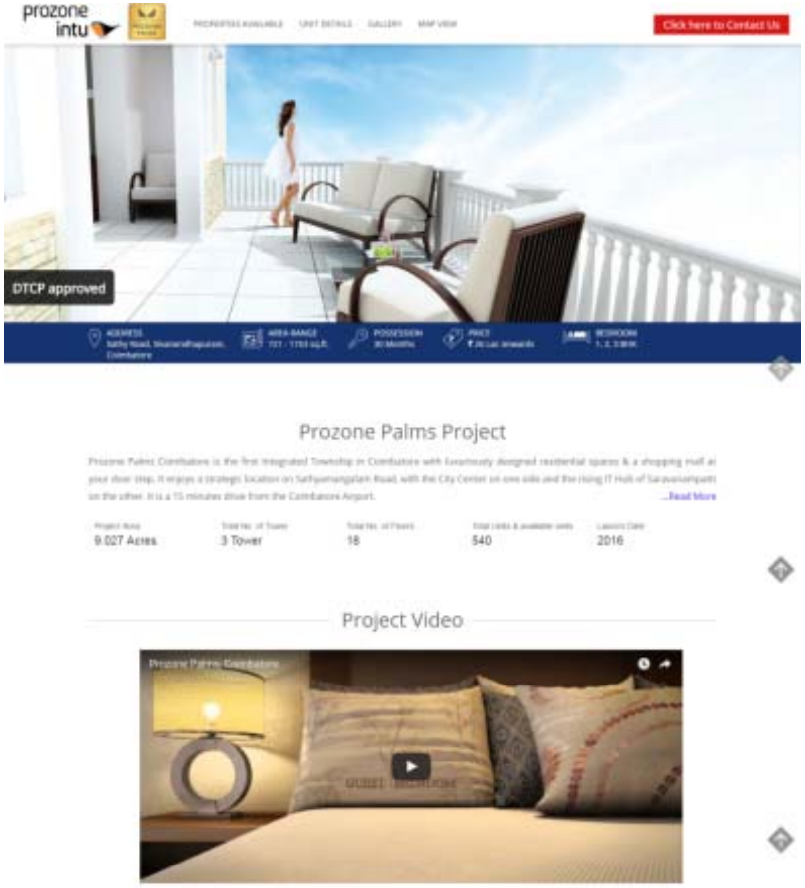
Property Portals – 99 Acres, Magic Bricks





PROJECT UPDATE
COIMBATORE - RESIDENTIAL

Sales & Marketing Office , Show Flat

PROJECT UPDATE
COIMBATORE - RESIDENTIAL

Club House & Infrastructure Work in Progress

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 with 23,61,662 sq. ft. of saleable area.
  - Prozone Palms phase 1 offers 18-storey towers with a total of 1574 flats with a wide range of luxurious 2 BHK, 3 BHK & 4 BHK apartments meticulously planned for spacious living.

- Premium Clubhouse Infrastructure –
  - Club Palms, spread over 4 acres, which offers one of the finest clubbing experiences through a wide gamut of luxurious amenities
  - e.g. kids play area, meditation centre, aroma garden, therapeutic walk, multipurpose court, swimming pool, jacuzzi, barbeque pavilion, outdoor dining plaza, jogging/cycling track, amphitheater, etc.

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

Sales Office

Sample Flat

Sales Office

Sample Flat

PROJECT UPDATE
INDORE - RESIDENTIAL

Landscape & Boundary wall

Club House & Swimming Pool

Access Road

Kids play area & Landscape

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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Past performance information contained in this material is not an indication of future performance. Similarly where projections, forecasts, targeted or illustrative returns or related statements or expressions of opinion are given ("Forward Looking Information") they should not be regarded by any recipient of this material as a guarantee, prediction or definitive statement of fact or probability. Actual events and circumstances are difficult or impossible to predict and will differ from assumptions. A number of factors, in addition to any risk factors stated in this material, could cause actual results to differ materially from those in any Forward Looking Information. There can be no assurance that the Company's investment strategy or objective will be achieved or that investors will receive a return of the amount invested.

ANNEXURE

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 32.94%, INTU holds 32.4% and balance is held by public.
- 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 8.9 bn pounds. They own 17 properties, 12 of which are among the top 25 shopping centers in the UK, representing ~ 38% UK market share.
- Intu Properties plc has more than 21mn sqft of retail space; 400 million customer visits a year

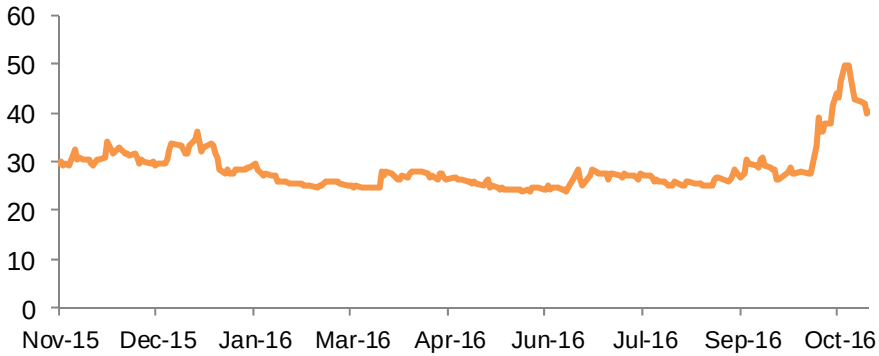
FULLY PAID UP LAND BANK & ROBUST BALANCE SHEET

- The Company has 17.79 mn sq. ft. of Fully Paid Upland 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 0.35x.
- At current valuation, the Land bank valuation for the company is expected to be Rs. 20,000 mn

UNDERSTANDING OUR BUSINESS MODEL

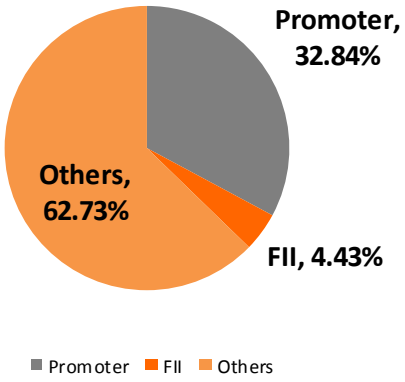
BUSINESS STRATEGY

Share Price Performance



Market Data	As on 14.11.16 (BSE)
Market capitalization (Rs Mn)	5,829.4
Price (Rs.)	38.2
No. of shares outstanding (Mn)	152.6
Face Value (Rs.)	2.0
52 week High-Low (Rs.)	51.9 – 23.5

% Shareholding – Sep 2016



Source: BSE

Key Investors at Sep-16	% Holding
ACACIA Partners	3.25%
Rakesh Jhunjhunwala	2.45%
Ramesh Damani & Family	1.38%
Cavendish Asset Mgmt	1.18%
Radhakishan Damani	1.29%
Aditya Chandak & Family	1.03%
Elara India Opportunities Fund	0.17%
Sushil Finance	0.13%
Life Insurance Corporation (LIC)	0.11%

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

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

Rajiv Singh
(Independent Director)

Mr Rajiv Singh is Director Finance of the Karamtara Group of companies. Rajiv holds a Bachelor of Commerce degree from Mithibai College, Mumbai and a MBA Finance degree from the European University in Switzerland

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.

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.

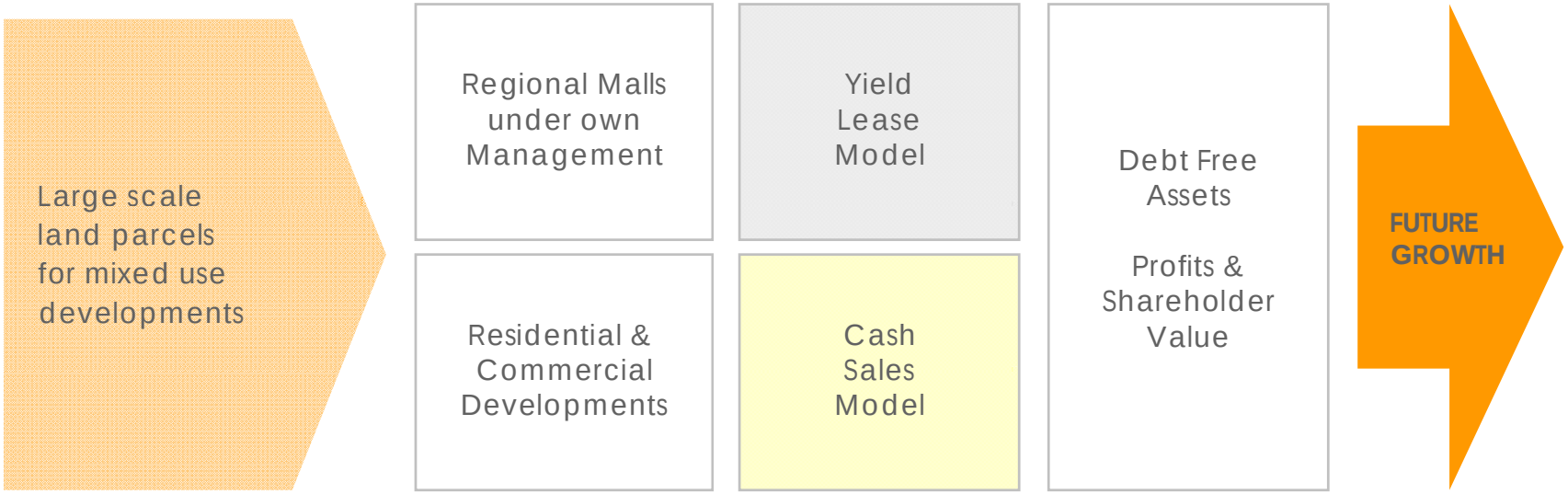
Residential Projects - Strategy

- 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

THANK YOU

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