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Date: 12th February 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: Investor Presentation - Analyst/Institutional investor Meeting.

Further to our letter dated 11th February 2016, enclosed herewith a copy of Investor Presentation to be shared with Analyst/Institutional Investor for discussion in the meeting scheduled to be held today i.e. Friday, 12th February, 2016.

A copy of Investor Presentation will also be made available on Company's website i.e. www.prozoneintu.com

Kindly take the same on your record and oblige.

Thanking you,

Yours faithfully,
For Prozone Intu Properties Limited

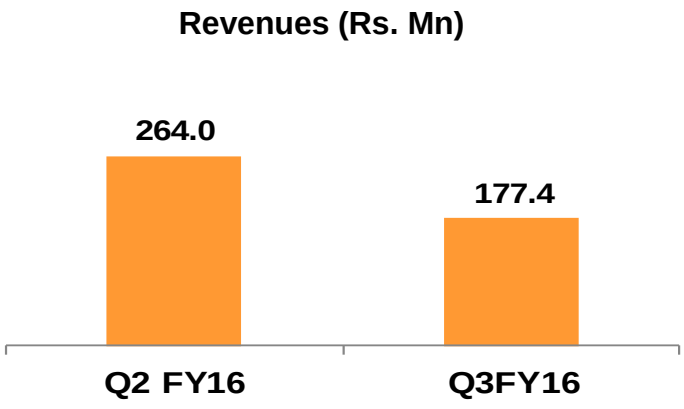
Ajayendra P. Jain
Chief Compliance Officer

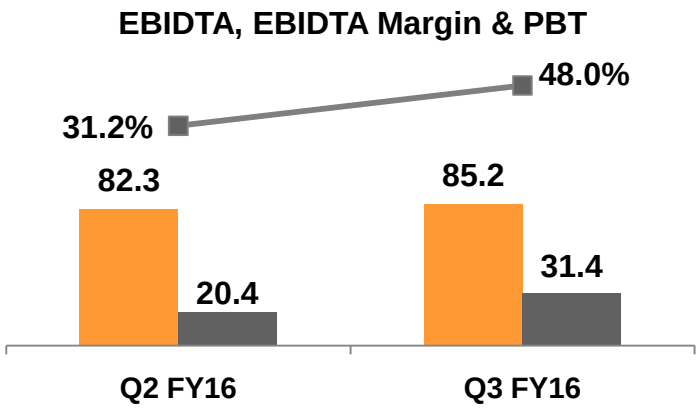
PROZONE INTU PROPERTIES LIMITED

Investor Presentation

February – 2016

Q3 FY16 – KEY HIGHLIGHTS





Q3 FY16 Result Highlights :

- **Q3 FY16 EBIDTA increased by 3.6% on a QoQ basis and EBIDTA Margins increased to 48.0% on a QoQ basis as the current quarter has a higher percentage share of total revenues coming from the Retail centre as compared to in Q2. Margin profile for both the segments are different.**
- **Q3 FY16 PBT grew by 53.4 % on a QoQ basis due to better control over operating expenses, lower finance cost, Treasury Income**
- **Revenues were lower by 32.8% on a QoQ basis primarily due to Lower no of units crossing revenue recognition threshold in current quarter vis a vis last quarter in Nagpur Residential project and stable Rental income from the Aurangabad Mall.**
- **Revenues are expected to stabilize over the next few quarters.**
- **Initiation of the Asset Monetization phase –**
  - Nagpur project has healthy profitability which is expected to be recognized over the next few quarters.
  - **EBIDTA and PAT to witness significant improvement over the next few quarters as Revenue recognition improves.**
- **Retail Update –** Aurangabad Mall rentals have stabilized and strong traction is being witnessed on the new leasing Front. Coimbatore Mall construction in full swing and expected to be operational by Q1 FY2016-17 and would start providing stabilized revenues from Q3 FY2016-17 onwards.

OUR CURRENT FOCUS AREAS

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OPERATIONAL ASSET PERFORMANCE OPTIMIZATION

- Focus to Improve the occupancy level and Brand Mix of Aurangabad Retail Centre

SUCCESSFUL COMPLETION & LEASING OF COIMBATORE RETAIL CENTRE

- Coimbatore Retail centre in advance stage of completion, stabilised operational income expected by Q3 FY 2016-17.
- Mall expected to be operational at ~75 % occupancy

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EXECUTION & MONETIZATION OF NAGPUR RESIDENTIAL PROJECT

- Launched 392 units and have already sold ~85% of the Project.
- Construction in Full swing, RCC structure to be completed by Q2 FY2017-18.

MONETIZATION OF COIMBATORE RESIDENTIAL PROJECT & INDORE LAND

- Plan to Soft Launch Coimbatore Residential by Q4 FY16. Initial Infrastructure has been completed.
- Indore, the strategy is to launch sale of Plots and focus on faster monetization.

CURRENT PROJECT EXECUTION ROADMAP

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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 2016-17	Mall Operational (6.8 lac sq. ft.) Saral Bazar Phase 1 (33,000 sq. ft.) – Launched & 68% Sold. Handover Possession in Progress
2	Nagpur	Launched Ph-1 – 392 Units Sold ~85% Construction in Full swing	-	Mall (5.2 lac sq. ft.) Construction expected to start in ~Q2 FY 2017
3	Indore	Expected to Launch Sale of Residential Plots – Q1 FY 2016-17 Initial Infrastructure Completed	-	-
4	Coimbatore	Launch – Q4 FY16 Initial Infrastructure Completed	-	Mall (5.2 lac sq. ft.) Construction in Advance Stage of Completion.
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**
  - **All Performance parameters up for Aurangabad Mall operations during Q3 FY16**
  - **Q3 FY16 Retailer Sales -** Increased by 10.8 % from Rs. 559.6 Mn. to Rs. 505.1 Mn. on YoY basis.
  - **Q3 FY16 Average Monthly Trading Density -** Increased by 8.0 % from Rs. 320 to Rs. 346 on YoY basis,
  - **Q3 FY16 Footfalls –** Increased by 19.5 % from 15.7 lakh to 18.8 lakh on YoY basis.
  - **New Stores –** Addition of 5 stores during the quarter – **Audi, Arrow, Cotton Culture, Dosa Plaza & Numero Uno**.
  - **Leasing Update - Strong Traction seen in leasing activity as another 7 Brands are under discussion over 27,000 sq. ft.**
  - **Rental Income** have been stable on a YoY basis. However have decreased by 8.1% on QoQ basis due to Higher Revenue sharing in Q2 FY16 as few brands crossed their threshold revenues during the last quarter.
  - **EBIDTA** has been stable on a QoQ basis and increased by 8.5% on a YoY basis primarily due to stable Rental income and better cost control during the quarter**.**

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 **– Inox, Spar, Lifestyle, MAX, Reliance Trends, Unlimited, Reliance Digital, GAP, Nike, Allen Solly, LP Shoes, Mother Care, Jockey, Allen Juniors, UCB Kids, 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, AND, Soch, Sephora, CK Lingerie, Raymond, Bed & Bath, Provogue, Park Avenue, Color Plus, Lifestyle, Titan, Madame, Just Watches, Sunglass Hut, Global Desi, Fabindia, Hamleys, McDonanld, GAS, Steve Madden and many more.**
  - Participated as partnered the South India Retail Summit held by IMAGES in Dec'15 at Bangalore for further networking with the regional retailers of South India.
  - **Construction of Phase 1 of the Retail Mall is in advanced stage of completion. Same is expected to become operational and would start generating stabilized revenues from Q3 FY2016-17 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 ~85% are sold. Revenue Recognition started from Q4 FY15 onwards.**
  - **Construction for main residential buildings in progress. Project is expected to be completed by Q2 FY18.**
- **<u>Commercial– PTC Phase 1 – Aurangabad</u>**
  - Overall 190,000 sq. ft. of Commercial Area launched in Phase 1 and ~96.1% 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 FY2016-17.
- **<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 and the shops are now being given for possession. Customer handover process for interior fit out has commenced.
  - **Phase 1 shops are ready and possession is in progress. Twenty four stores have started operations. Further 40 shop agreements have been registered and would soon commence fit outs.**

QUARTERLY BUSINESS UPDATE

- **Residential – Coimbatore**
  - Marketing office and Show flat has been completed and made operational.Construction work for Club house has been substantially completed.
  - 95% of Finishing work for Infrastructure is complete. Development of landscape infrastructure is in progress and planned to be completed.
  - Technical Approval from the DTCP is received and Project soft launch planned for Q4 FY 2015-16.
- **Residential – Indore**
  - Construction of Sales Office, Sample Flat, & 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.	Q3 FY16	Q2 FY16	QoQ %	9M FY16	9M FY15	YoY %
Sale of premises	104.0	187.3	-44.5%	462.2	18.5	2,394.6%
Sale of services	56.7	59.7	-5.0%	172.5	164.9	4.6%
Other operating Income	16.7	17.0	-1.7%	50.7	48.4	4.8%
Total Income from operations	**177.4**	**264.0**	**-32.8%**	**685.4**	**231.9**	**195.6%**
EBITDA w/o Other Income	**55.4**	**64.1**	**-13.6%**	**186.2**	**108.3**	**72.0%**
EBITDA Margin	31.2%	24.3%	695 bps	27.2%	46.7%	-1,953 bps
Other Income	29.8	18.2	64.1%	59.4	40.4	47.0%
EBITDA	**85.2**	**82.3**	**3.6%**	**245.6**	**148.7**	**65.2%**
EBITDA Margin	48.0%	31.2%	1,688 bps	35.8%	64.1%	-2,829 bps
Depreciation	33.4	33.4	0.2%	99.9	124.5	-19.8%
Interest	20.4	26.8	-23.8%	82.0	123.3	-33.5%
Profit before tax	**31.4**	**20.4**	**53.4%**	**62.0**	**-99.2**	**162.5%**
PAT after minority interest	**18.5**	**33.7**	**-45.0%**	**58.7**	**-51.8**	**213.2%**

Result Update -

- Q3 FY16 EBIDTA increased by 3.6% on a QoQ basis and EBIDTA Margins increased to 48.0% on a QoQ basis as the current quarter has a higher percentage share of total revenues coming from the Retail centre as compared to in Q2. Margin profile for both the segments are different.
- Q3 FY16 PBT grew by 53.4 % on a QoQ basis due to better control over operating expenses, lower finance cost and Treasury Income from Mutual fund
- During the last quarter 50 incremental residential units were eligible to be included for Revenue recognition, whereas for the current quarter 24 units have become eligible for inclusion. Revenues are expected to stabilize over the next few quarters.
- Q3 FY16 Total Income from Operations decreased by 32.8 % on a QoQ basis primarily due to Lower Revenue recognition for the Nagpur residential project and stable Rental income from the Aurangabad Mall..

- 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

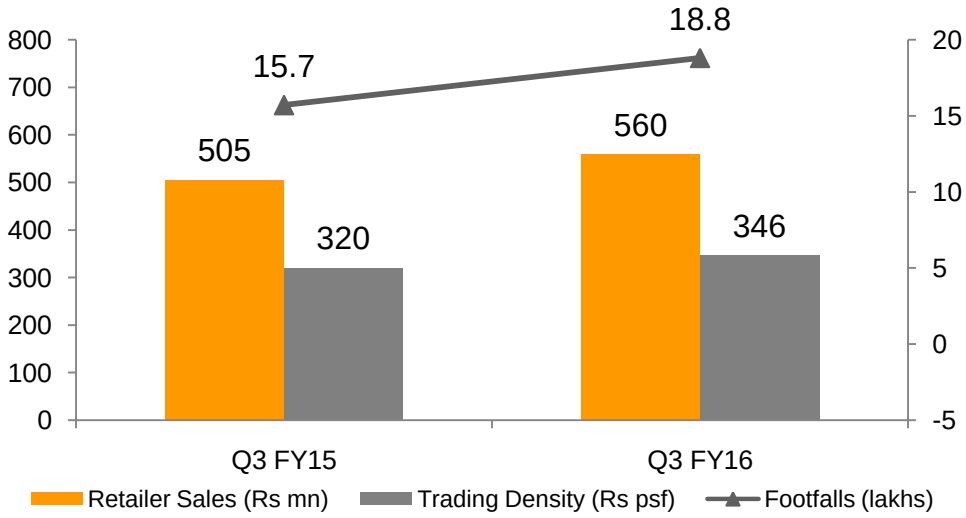
RETAIL UPDATE
AURANGABAD MALL

RETAIL UPDATE
AURANGABAD MALL

Mall Matrix

Key Operating Parameters	Q3 FY16
Gross Leased Area (lakh sq.ft.)	5.44
Current Leasing Status	80%
Current Occupancy Status	79%
Number of Stores Signed	108
Retailer Sales (Rs. Mn.)	559.6
Average Monthly Trading Density (Rs/sqft)	346
Footfalls (Mn.)	1.9

- Mall Update -
  - 5 new stores opened in Q3 FY16 – **Audi, Arrow, Numero Uno, Cotton Culture & Dosa Plaza.**
  - Overall 3,628 sq. ft. of GLA added during the quarter.
  - Retailer Sales & Average Monthly Trading Density increased by 10.8% and 8.1% respectively on Y-o-Y basis.



NEW STORE OPENED IN Q3 FY16
AURANGABAD MALL

DOSA PLAZA

AUDI

COTTON CULTURE

NUMERO UNO

ARROW

BRAND PARTNERS
AURANGABAD MALL

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FINANCIAL SNAPSHOT
AURANGABAD MALL

Operational Details (Rs. Mn.)	Q3 FY16	Q2 FY16	QoQ %	Q3 FY15	YoY %
Area Leased (lakh sq. ft.)	5.44	5.33		5.39	
% Occupancy	80%	78%		79%	
Rental Income	45.6	49.6	**-8.1%**	45.3	0.7%
Recoveries (CAM & Other)	42.9	43.7	**-1.8%**	44.0	-2.5%
Total Income	**88.5**	**93.3**	**-5.1%**	**89.3**	-0.9%
EBIDTA	**39.5**	**40.8**	**-3.2%**	**33.1**	8.5%
EBIDTA Margin % (as % of Rental Income)	**86.6%**	**82.3%**		**73.1%**	
EBIDTA Margin % (as % of Total Income)	**44.6%**	**43.7%**		**37.1%**	

- **Addition of 5 stores during the quarter – Audi, Arrow, Numero Uno, Cotton Culture & Dosa Plaza. Robust Traction seen in leasing activity as another 7 Brands are under finalisation with over 27,000 sq. ft. which would further improve the mall occupancy levels.**
- Rental Income has decreased by 8.1% on QoQ basis due to Higher Revenue sharing in Q2 FY16 as few brands crossed their threshold revenues during the last quarter. On a YoY basis, Rentals have been stable.
- EBIDTA has been stable on a QoQ basis and increased by 8.5% on a YoY basis primarily due to stable Rental income and better cost control during the quarter.
- EBITDA Margins have improved to 86.6% primarily due to better cost control measure and operational income from ancillary activities such as Kiosk Income, Parking Income etc.

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

EVENTS
AURANGABAD MALL

Titan Fashion Show

Swara Zankar-Music festival

Performances by Indian Idol Academy students

Christmas Carnival Week – Prize Distribution Ceremony

COMMERCIAL UPDATE
AURANGABAD PTC PHASE 1

Prozone Trade Center (PTC) Phase 1	Q3 FY16
Total Area Launched (sqft)	190,528
Total Units Launched (No)	117
Total Area Sold (sqft)	183,137
% Total Area Booked	96%
Avg. Sale Rate per sqft (Rs)	3,158
Total Sale Value (Rs. Mn.)	578.4
Amount Collected (Rs. Mn.)	206.6
Total Project Cost (Rs. Mn.)	246
Estimated Project Completion Date	Q2 FY17

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. The project is expected to be completed by Q2 FY17.
- **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. PTC phase 1 is expected to be delivered by Q2 FY 17.
- **Expect Cash inflows of ~Rs. 385 Mn. to be generated by Q2 FY17.**

COMMERCIAL UPDATE
AURANGABAD PTC PHASE 1

RETAIL UPDATE
AURANGABAD – SARAL BAZAR

Saral Bazar Phase 1+2	Q3 FY16
Total Carpet Area Launched (sqft)	31,749
Total Units Launched (No)	325
Total Carpet Area Booked (sqft)	21,495
% Total Area Sold	68%
Avg. Sale Rate per sqft (Rs)	14,839
Total Sale Value (Rs. Mn.)	318.9
Amount Collected (Rs. Mn.)	119.6
Total Project 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 & 2 is ~Rs 466.7 Mn., out of which 68% area is already sold.
- Phase 1 shops are ready and possession is in progress. Twenty Four stores have started operations. Further, 40 shop agreements have been registered and would soon commence fit outs.

RETAIL UPDATE
AURANGABAD – SARAL BAZAR

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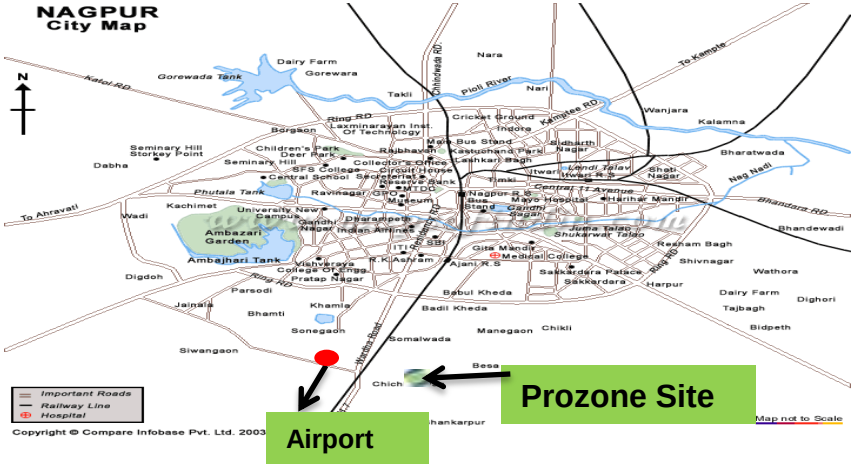
Operational Shops

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 ~85% are sold.**
  - Inventory worth more than Rs. 200 cr sold till date.
  - **Revenue Recognition has started from Q4 FY15 onwards. The project has healthy profitability which would get recognized over the next few quarters.**
  - During the quarter, have started digital marketing through Common Floor.com, an online property portal and have received good response.
- **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 Q2 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

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Sales Office & Show Flat

PROJECT UPDATE
NAGPUR - RESIDENTIAL

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Club House & Infrastructure Work in Progress

PROJECT UPDATE
NAGPUR - RESIDENTIAL

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Tower Construction

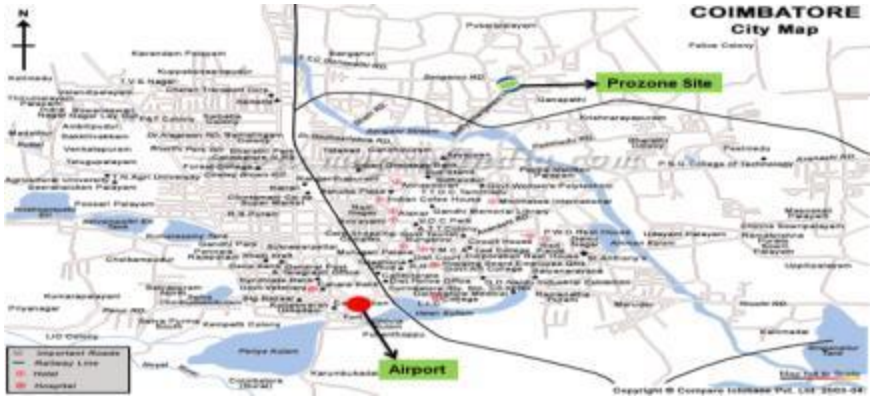
Tower Construction

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 Retail Mall is in advanced stage of completion. Same is expected to become operational and would start generating stabilized revenues from Q3 FY2016-17 onwards.**
  - Strong Traction seen in leasing, Following well Known and key Brands are signed or under advance stage of finalisation **– Inox, Spar, Lifestyle, MAX, Reliance Trends, Unlimited, Reliance Digital, GAP, Nike, Allen Solly, LP Shoes, Mother Care, Jockey, Allen Juniors, UCB Kids, 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, AND, Soch, Sephora, CK Lingerie, Raymond, Bed & Bath, Provogue, Park Avenue, Color Plus, Lifestyle, Titan, Madame, Just Watches, Sunglass Hut, Global Desi, Fabindia, Hamleys, McDonanld, GAS, Steve Madden and many more.**
- Residential Update -
  - Marketing office and Show flat has been completed and made operational.Construction work for Club house has been substantially completed.
  - 95% of Finishing work for Infrastructure is complete. Development of landscape infrastructure is in progress and planned to be completed.
  - Technical Approval from the DTCP is received and Project soft launch planned for Q4 FY 2015-16.

PROJECT UPDATE
COIMBATORE - RETAIL

Retail Development Work in progress

MARKETING UPDATE
COIMBATORE - RESIDENTIAL

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

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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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ANNEXURE

COMPANY OVERVIEW – ABOUT US

BRIEF OVERVIEW

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BUSINESS OVERVIEW

- Prozone Intu Properties Ltd. (Prozone Intu) is jointly developed by Provogue (India) Limited 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

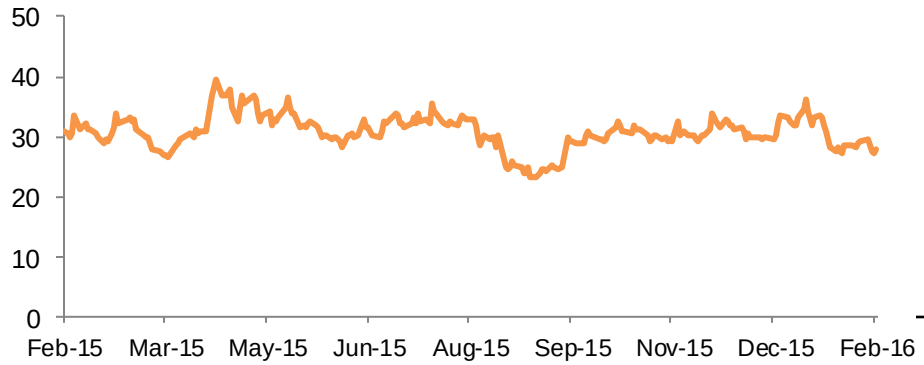
- The Promoters (Promoters of Provogue (India) Ltd) hold 34.19%, INTU holds 32.3% and balance is held by public.
- Intu Properties is UK's Largest Retail Real Estate Company.
- Intu Properties plc is a UK FTSE 100 listed Company owning and managing assets worth more than 8.9 bn pounds. They own 17 properties, 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

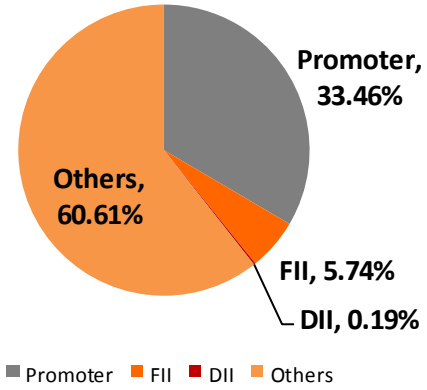
UNDERSTANDING OUR BUSINESS MODEL
BUSINESS STRATEGY

Share Price Performance



Market Data	As on 08.02.16 (BSE)
Market capitalization (Rs Mn)	4,181.1
Price (Rs.)	27.4
No. of shares outstanding (Mn)	152.6
Face Value (Rs.)	2.0
52 week High-Low (Rs.)	44.70 – 21.85

% Shareholding – Dec 2015



Key Institutional Investors at Dec-15	% Holding
Rakesh Jhunjhunwala	2.06%
Lo Funds Consumer Asia (Lombard)	1.31%
Acacia Partners	1.47%
Cavendish Asset Management	1.18%

Source: BSE

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

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

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

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

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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