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INVESTOR PRESENTATION

Q2 FY 2012 - 13

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HIGHLIGHTS OF Q2 FY 2012-13

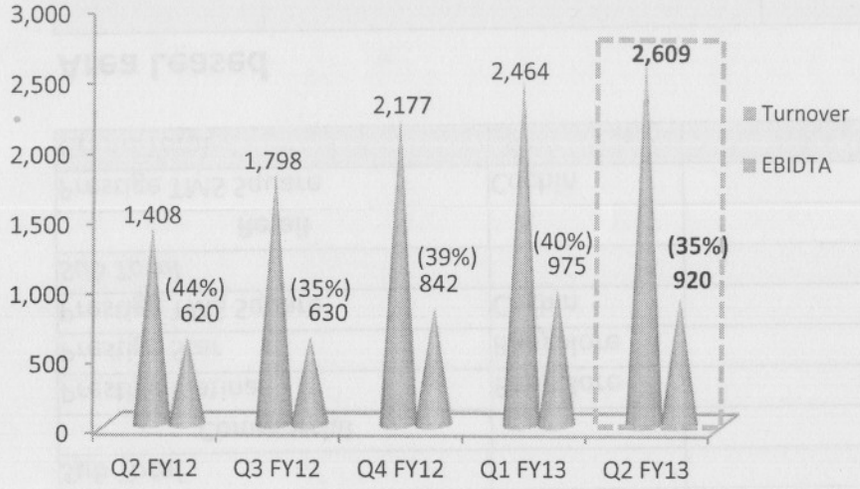
Highlights of Q2 FY 2012 - 13

	Quarter II FY13	Quarter I FY13	Quarter II FY12	FY 11-12
Turnover (Rs. Mn)	**2,609**	2,464	1,408	7,993
EBIDTA (Rs. Mn)	**920 (35%)**	975 (40%)	619 (44%)	2,907 (36%)
PAT (Rs. Mn)	**456 (18%)**	492 (20%)	262 (19%)	1,290 (16%)
Weighted Average Cost of Debt	**13.69%**	13.66%	13.61%	13.63%
Rental Income, Prestige Share (Rs. Mn)	**509**	489	385	1,648
D/E Ratio	**0.47**	0.53	0.38	0.48
New Sales - Total (Rs. Mn)	**10,688**	11,340		
New Sales – Prestige Share (Rs. Mn)	**8,160**	10,101	7,798	21,127
New Sales - Prestige Share (Mnsf)	**1.63**	2.03	2.12	4.91
New Leasing – Total (Mnsf)	**0.54**	0.46	0.78	3.12
New Leasing – Prestige Share (Mnsf)	**0.07**	0.06	0.61	1.38
Launches (Mnsf)	**6.26**	2.19	5.49	10.04
Collections (Rs. Mn)	**5,050**	4,241	3,268	13,354

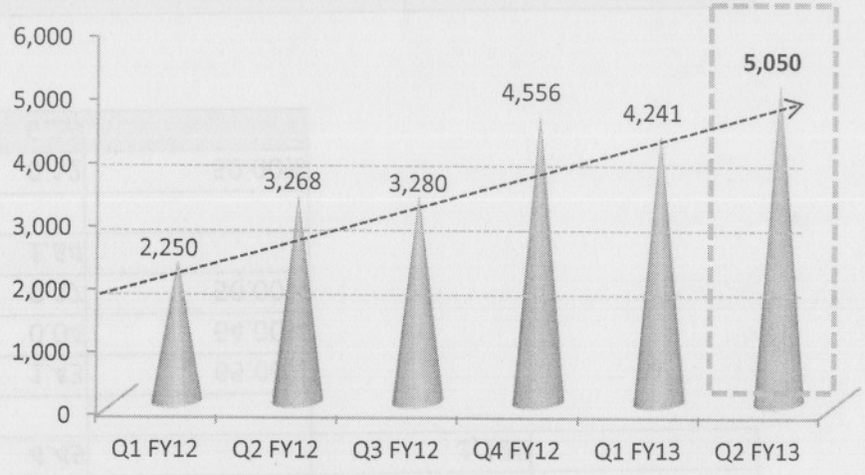
Q2 FY 12-13 Sales : Rs 8,160 mn	Cumulative HY FY 12-13 Sales : Rs 18,261 mn	FY 12-13 Sales Guidance : Rs 25,000 mn

Highlights of Q2 FY 2012 - 13

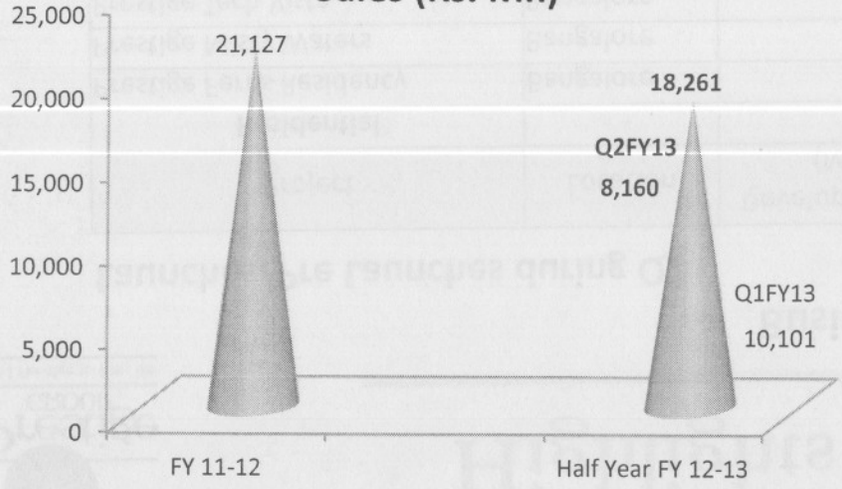
Turnover & EBIDTA (Rs. Mn)



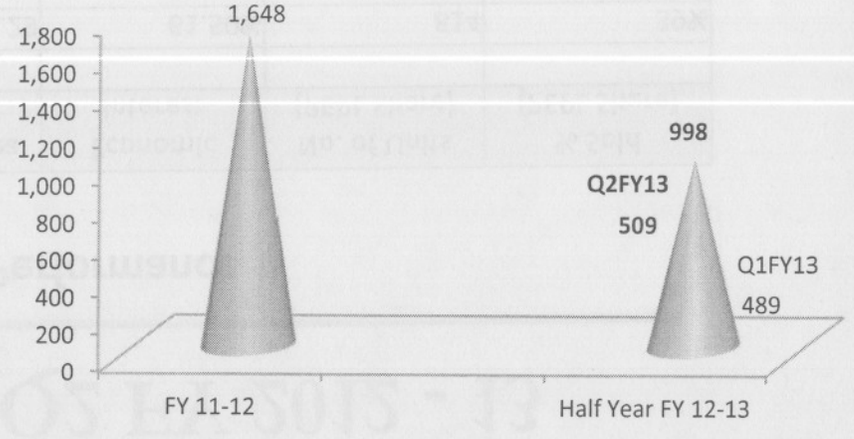
Collections (Rs. Mn)



Sales (Rs. Mn)



Rental Income (Rs. Mn)



Q2 FY 12-13 Turnover : Rs 2,609 mn	Cumulative HY FY 12-13 Turnover : Rs 5,073 mn	FY 12-13 Turnover Guidance : Rs 15,000 mn

Highlights of Q2 FY 2012 - 13

Business Performance

Launches/Pre Launches during Q2

Project	Location	Developable Area (Mnsf)	Economic Interest	No. of Units (PEPL Share)	% Sold (PEPL Share)
Residential					
Prestige Ferns Residency	Bangalore	3.29	61.50%	814	39%
Prestige Misty Waters	Bangalore	1.02	50.00%	282	38%
Prestige Tech Vista	Bangalore	0.12	62.00%	20	20%
Prestige West Holmes	Mangalore	0.06	65.00%	13	15%
Sub Total		***4.49***		***1,129***	
Commercial					
Prestige Platina	Bangalore	1.43	65.00%		
Prestige Star	Bangalore	0.04	64.00%		
Prestige TMS Square	Cochin	0.17	50.00%		
Sub Total		***1.64***			
Retail					
Prestige TMS Square	Cochin	0.12	50.00%		
Grand Total		**6.25**			

Area Leased

Segment	Quarter II		As on 30th Sept, 2012 (Cumulative)		Current Rental Yielding Area	Area Yet to Yield
	Total	Prestige Share	Total	Prestige Share		
Office	0.51	0.06	6.66	4.07	3.14	0.94
Retail	0.03	0.01	2.31	1.09	0.38	0.71
Total	**0.54**	**0.07**	**8.97**	**5.16**	**3.52**	**1.65**

Q2 FY 12-13 Launches: 6.26 mnsf	Cumulative HY FY 12-13 Launches: 8.45 mnsf	FY 12-13 Launch Guidance : 8.00 mnsf

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FINANCIALS UPDATE

Financials

Balance Sheet As At 30th September, 2012

Rs. Mn

Particulars	As at 30-Sep-12	As at 30-Jun-12	As at 31-Mar-12
I. EQUITY AND LIABILITIES			
(1) Shareholders' funds			
(a) Share capital	3,281	3,281	3,281
(b) Reserves and surplus	18,939	18,482	17,990
	22,220	**21,763**	**21,271**
(2) Non-current liabilities			
(a) Long-term borrowings	1,805	1,845	1,518
(b) Deferred tax liabilities (Net)	129	130	125
(c) Other Long-term liabilities	269	869	823
(d) Long-term provisions	36	15	13
	2,239	**2,859**	**2,479**
(3) Current liabilities			
(a) Short-term borrowings	11,032	11,009	9,650
(b) Trade payables	2,398	2,310	2,151
(c) Other current liabilities	14,257	11,140	9,610
(d) Short-term provisions	732	1,558	1,859
	28,419	**26,017**	**23,270**
Total	**52,878**	**50,639**	**47,020**
II. ASSETS			
(1) Non-current assets			
(a) Fixed assets			
(i)Tangible assets	4,218	4,277	4,288
(ii)Intangible assets	4	1	1
(iii)Capital work-in-progress	1,529	1,438	1,264
(b) Non-current investments	6,580	6,544	6,417
(c) Long-term loans and advances	7,280	6,504	5,187
(d) Other non-current assets	130	254	256
(2) Current assets			
(a) Current investments	1,105	854	870
(b) Inventories	14,891	13,675	12,004
(c) Trade receivables	7,632	7,878	8,313
(d) Cash and Bank balances	1,834	1,708	1,174
(e) Short-term loans and advances	7,185	7,077	6,922
(f) Other current assets	490	429	324
	33,137	**31,621**	**29,607**
Total	**52,878**	**50,639**	**47,020**

Q2 FY 12-13 Leasing: 0.54 mnsf	Cumulative HY FY 12-13 Leasing: 1.00 mnsf	FY 12-13 Leasing Guidance : 2.50 mnsf

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Financials

Profit & Loss Account For The Period Ended 30th September, 2012

Rs. Mn

Particulars	Quarter ended			Half Year ended		Year ended
	30-Sep-12	30-Jun-12	30-Sep-11	30-Sep-12	30-Sep-11	30-Mar-12
(I) Revenue from Operations	2,414	2,192	1,281	4,606	3,765	7,455
(II) Other Income	195	272	127	467	253	538
(III) Total Revenue - (I+II)	**2,609**	**2,464**	**1,408**	**5,073**	**4,018**	**7,993**
(IV) Expenses						
Purchases of Stock of units	-	57	-	57	-	54
Changes in inventories of finished goods, WIP and Stock-in-Trade	1,182	964	402	2,145	1,825	3,365
Property and Facilities operating expenses	223	197	158	419	294	636
Employee benefits expense	165	147	121	311	224	467
Finance costs	191	240	193	431	426	765
Depreciation and amortization expense	83	77	80	160	159	325
Other expenses	120	124	108	244	241	564
Total Expenses	**1,964**	**1,805**	**1,062**	**3,767**	**3,169**	**6,176**
(V) Profit before tax (III-IV)	**645**	**658**	**346**	**1,306**	**849**	**1,817**
(VI) Tax expense :						
(1). Current tax	190	165	79	355	215	488
(2). Income tax pertaining to earlier years	-	(3)	-	(3)	-	(5)
(3). Deferred tax	(1)	4	5	4	7	44
Total	**189**	**166**	**84**	**356**	**222**	**527**
(VII) Profit for the Quarter (V-VI)	**456**	**492**	**262**	**950**	**627**	**1,290**

Q2 FY 12-13 Turnover : Rs 2,609 mn	Cumulative HY FY 12-13 Turnover : Rs 5,073 mn	FY 12-13 Turnover Guidance : Rs 15,000 mn

Financials

Key Ratios

Rs. Mn

Sl. No.	Particulars	Quarter Ended						Year Ended	
		30-Sep-12 (Unaudited)	Ratio/%	30-Jun-12 (Unaudited)	Ratio/%	30-Sep-11 (Unaudited)	Ratio/%	31-Mar-12 (Audited)	Ratio/%
1	Sale of Projects & Property Income	2,414		2,192		1,281		7,455	
2	Other Income	195		272		127		538	
3	**Total Income**	**2,609**		**2,464**		**1,408**		**7,993**	
4	Cost of project sold and property expenses	1,405		1,218		560		4,055	
5	**Gross Margin**	**1,009**	**42%**	**974**	**44%**	**721**	**56%**	**3,400**	**46%**
6	Admin, Employee and Selling cost	285		271		229		1,031	
7	**EBIDTA**	**920**	**35%**	**975**	**40%**	**619**	**44%**	**2,907**	**36%**
8	Financial Expenses	191		240		193		765	
9	Depreciation	83		77		80		325	
10	**Total Expenses**	**1,964**		**1,806**		**1,062**		**6,176**	

Q2 FY 12-13 Sales : Rs 8,160 mn	Cumulative HY FY 12-13 Sales : Rs 18,261 mn	FY 12-13 Sales Guidance : Rs 25,000 mn

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Financials

Key Ratios

Rs. Mn

Sl. No.	Particulars	Quarter Ended						Year Ended	
		30-Sep-12 (Unaudited)	Ratio/%	30-Jun-12 (Unaudited)	Ratio/%	30-Sep-11 (Unaudited)	Ratio/%	31-Mar-12 (Audited)	Ratio/%
11	**PBT**	**645**	**25%**	**658**	**27%**	**346**	**25%**	**1,817**	**23%**
12	Tax	189		166		84		527	
13	**PAT**	**456**	**18%**	**492**	**20%**	**262**	**19%**	**1,290**	**16%**
14	EPS (Annualized)	5.57		6.01		3.20		3.93	
15	Market Price per share	135.75		116.75		92.05		104.50	
16	PE Ratio	24		19		29		27	
17	Market Cap	44,536		38,303		30,199		34,284	
18	Net Worth	22,220		21,763		21,064		21,270	
19	Book Value per share	68		66		64		65	
20	Price to Book Value	2.00		1.76		1.43		1.61	

Q2 FY 12-13 Sales : Rs 8,160 mn	Cumulative HY FY 12-13 Sales : Rs 18,261 mn	FY 12-13 Sales Guidance : Rs 25,000 mn

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SALES SUMMARY

Sales Summary

Area in Mnsf
Rs. Mn

Particulars	Quarter II FY12-13			Quarter I FY12-13			Quarter II FY11-12			FY 11-12			Half Year FY12-13		
	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value	Area	Units	Value
Residential															
Mid Income Segment	1.17	793	5,707	1.29	787	5,929	1.92	1,429	6,686	4.18	2,923	16,040	2.46	1,580	11,636
Premium Segment	0.16	38	1,023	0.37	104	2,656	0.06	10	418	0.39	78	3,210	0.53	142	3,679
Total	***1.33***	***831***	***6,730***	***1.66***	***891***	***8,585***	***1.98***	***1,439***	***7,104***	***4.57***	***3,001***	***19,250***	2.99	1,722	15,315
Commercial	0.29	-	1,430	0.38	-	1,520	0.14	-	694	0.34	-	1,877	0.67		2,950
Grand Total	**1.62**	**831**	**8,160**	**2.04**	**891**	**10,105**	**2.12**	**1,439**	**7,798**	**4.91**	**3,001**	**21,127**	**3.66**	**1,722**	**18,265**
Avg Realisation per sft			*5,037*			*4,953*			*3,678*			*4,303*			4,990

Note:

1)Substantial portion of above sales are yet to come for revenue recognition in the books of accounts since the projects have not reached the threshold limits of 25% completion (excluding land)

2)Overall unrecognized revenue in the books of accounts from all the projects as on 30/09/2012 (Sales made and yet to come for recognition) based on POC is Rs. ***47,943*** *million*

Q2 FY 12-13 Collections: Rs 5,050 mn	Cumulative HY FY 12-13 Collections: Rs 9,291 mn	FY 12-13 Collections Guidance : Rs 15,000 mn

Unrecognized Revenue from Projects under Construction

Rs. Mn

Sl.No	Projects	Total Sales value of unit sold area as at 30.09.2012	Cumulative Turnover declared up to 30.09.12	Balance Turnover to be declared on Poc	Expected Timeline to reach 25% Trigger
A	**Ongoing Residential Projects**				
1	Prestige Golfshire Phase I	4,652	2,572	2,080	
2	Prestige White Meadows I & II	6,871	792	6,079	
3	Prestige Silver Oak	1,137	0	1,137	
4	Prestige Royal Woods	869	0	869	Q4 FY13
5	Kingfisher Towers	5,876	0	5,876	Q3 FY13 - Part Recognition
6	Prestige Edwardian	400	218	182	
7	Prestige Tranquility	8,757	0	8,757	Q4 FY13 - Part Recognition
8	Prestige Park View	1,794	0	1,794	Q3 FY13
9	Prestige Sunny Side	2,667	0	2,667	Q4 FY13 - Part Recognition
10	Prestige Bella Vista	6,693	0	6,693	Q4 FY13 - Part Recognition
11	Prestige Silver Crest	786	0	786	FY 14
12	Prestige Silver Sun	328	0	328	FY 14
13	Prestige Summer Fields	239	0	239	FY 14
14	Prestige Glen Wood	699	0	699	FY 14
15	Prestige Mayberry I	341	0	341	FY 14
16	Prestige Mayberry II	1,292	0	1,292	FY 14
17	Prestige Garden Bay	725	0	725	FY 14
18	Prestige Ferns Residency	2,308	0	2,308	FY 15
19	Prestige Tech Vista	137	0	137	FY 14
20	Prestige Misty Waters	926	0	926	FY 14
21	Prestige West Holmes	25	0	25	FY 14
	Sub Total - A	**47,522**	**3,582**	**43,940**	

Unrecognized Revenue from Projects under Construction

Rs. Mn

Sl.No	Projects	Total Sales value of unit sold area as at 30.09.2012	Cumulative Turnover declared up to 30.09.12	Balance Turnover to be declared on Poc	Expected Timeline to reach 25% Trigger
B	**Ongoing Commercial Projects**				
1	Prestige Khoday Towers	417	234	183	
2	Prestige Polygon	1,216	607	609	
3	Prestige Techpark III	3,083	1,278	1,805	
4	Prestige Shantiniketan Tower C	65	0	65	
5	Prestige Technopolis	152	0	152	Q4 FY13
6	Prestige Tech Platina	1,189	0	1,189	FY 14
	Sub Total -B	**6,122**	**2,119**	**4,003**	
	GRAND TOTAL - A+B	**53,644**	**5,701**	**47,943**	

Project Debtors Summary

Rs. Mn

Name of the Project	Opening Balance as at 01.07.2012	New Sales	POC Adjustment	Amount Realised	Closing Balance as at 30.09.2012
Completed Projects					
Prestige Alecto	35	-		-	35
Prestige Cyber Towers	354				354
Prestige Oasis	1,037	86		222	901
Prestige Palladium	183	-		183	0
Prestige Shantiniketan	2,679	12		297	2,394
Prestige Southridge	219	1		116	104
Prestige Wellington Park	114	12		41	85
Prestige Neptune Couryard	586	229		237	578
Prestige Atrium		20		20	-
Others	27	26		42	11
Sub Total - A	**5,234**	**385**	**-**	**1,158**	**4,461**

Note: In addition to the above, there are Land Owner dues to the extent of Rs. 897 mn.

Q1 FY 12-13 D/E Ratio: 0.53 (Standalone) 0.75 (Consol) | Q2 FY 12-13 D/E Ratio: 0.47 (Standalone) 0.74 (Consol) | FY 12-13 Guidance : 0.50 (Standalone) 0.75 (Consol)

Project Debtors Summary

Rs. Mn

Name of the Project	Opening Balance as at 01.07.2012	Incremental POC Turnover	POC Adjustment	Amount Realised	Closing Balance as at 30.09.2012
On Going Projects					
Prestige Edwardian	-	*218*	70	-	148
Prestige Golfshire	1,209	*148*	- 11	185	1,183
Prestige Khoday Towers	98	*37*	12	1	122
Prestige Tech Park III	29	*516*	206	138	201
Prestige White Meadows	0	415	167	123	125
Sub Total - B	1,336	1,334	444	447	1,779
Other Ongoing Projects					
Prestige Tranquility				873	
Prestige Whitemeadows Apts				281	
Kingfisher Towers				237	
Prestige Parkview				132	
Prestige Royalwoods				52	
Prestige Technopolis				7	
Prestige Sunnyside				127	
Prestige Bellavista				403	
Prestige Garden Bay				40	
Prestige Glenwood				27	
Prestige Mayberry 1				42	
Prestige Mayberry 2				101	
Prestige Silveroak				112	
Prestige Silvercrest				28	
Prestige Silversun				2	
Prestige Summerfield				18	
Prestige Polygon				91	
Prestige Ferns Residency				566	
Prestige Misty Water				36	
Prestige Techvista				5	
Prestige Philadelphia				-	
Prestige Platina				265	
Prestige Westholmes				3	
Sub Total - C	-	-	-	3,448	
Total (A+B+C)	6,570	1,719	444	5,053	6,240

Q2 FY 12-13 Turnover : Rs 2,609 mn	**Cumulative HY FY 12-13 Turnover : Rs 5,073 mn**	**FY 12-13 Turnover Guidance : Rs 15,000 mn**

Debt Profile

Rs. Mn

Particulars	Standalone	%	Consolidated Loan *	%
Debt as on 30.09.2012				
Secured Loan	13,258	99%	20,965	99%
a. Project Debt - Resi & Comm	7,987	60%	8,829	44%
b. Capex Loans				
- Office Space	-	-	2,110	10%
- Retail	-	-	692	3%
- Hospitality	944	7%	1,481	7%
c. Rental Securitisation Loans	1,762	13%	5,288	25%
d. Receivables discounting loans	2,565	19%	2,565	12%
Unsecured Loan	141	1%	141	1%
Gross Debt	13,399	100%	21,106	100%
Less: Cash & Bank Balances	2,914		3,143	
Net Debt	**10,485**		**17,963**	
Debt Equity Ratio	0.47		0.74	

Note: There is an increase of Rs 7,707 Mn in the secured loan amount due to consolidation of the subsidiary companies. However, we should note that since consolidation is done based on line by line basis as per Accounting Standard 21, 100% of the loan amounts in subsidiaries are added up to standalone loan outstanding. If we consider only proportionate PEPL holding in the subsidiaries the net loan balance will amount to Rs 4,526 Mn as against Rs. 7,707 Mn, resulting in the overall net debt of Rs 15,011 Mn (Rs 10,485 + Rs 4,526) on a consolidated basis resulting in an effective D/E Ratio of 0.62

Q1 FY 12-13 D/E Ratio: 0.53 (Standalone) 0.75 (Consol)	Q2 FY 12-13 D/E Ratio: 0.47 (Standalone) 0.74 (Consol)	FY 12-13 Guidance : 0.50 (Standalone) 0.75 (Consol)

Receivables Profile

Area in Mnsf
Rs. Mn

Revenue Generating Projects (Ongoing)

Developable Area	34.00
Car Park Area	6.28
Saleable Area	27.72

Partner Share	
Value	NA
Area	5.12

Prestige Share	
Value	125,113
Area	22.60

Sales achieved (61%)	
Value	65,816
Area	13.61

Stock (39%)	
Value	59,297 = B
Area	8.99

Amount Received
24,978

Balance to be received
40,838

= A

Cost
59,043

Already Incurred
13,092

Balance to be spent
45,951

Recovery from Land Owner (in JD)
1,300

Refundable Deposit Paid
2,255

Balance to be Incurred Prestige Share
42,395

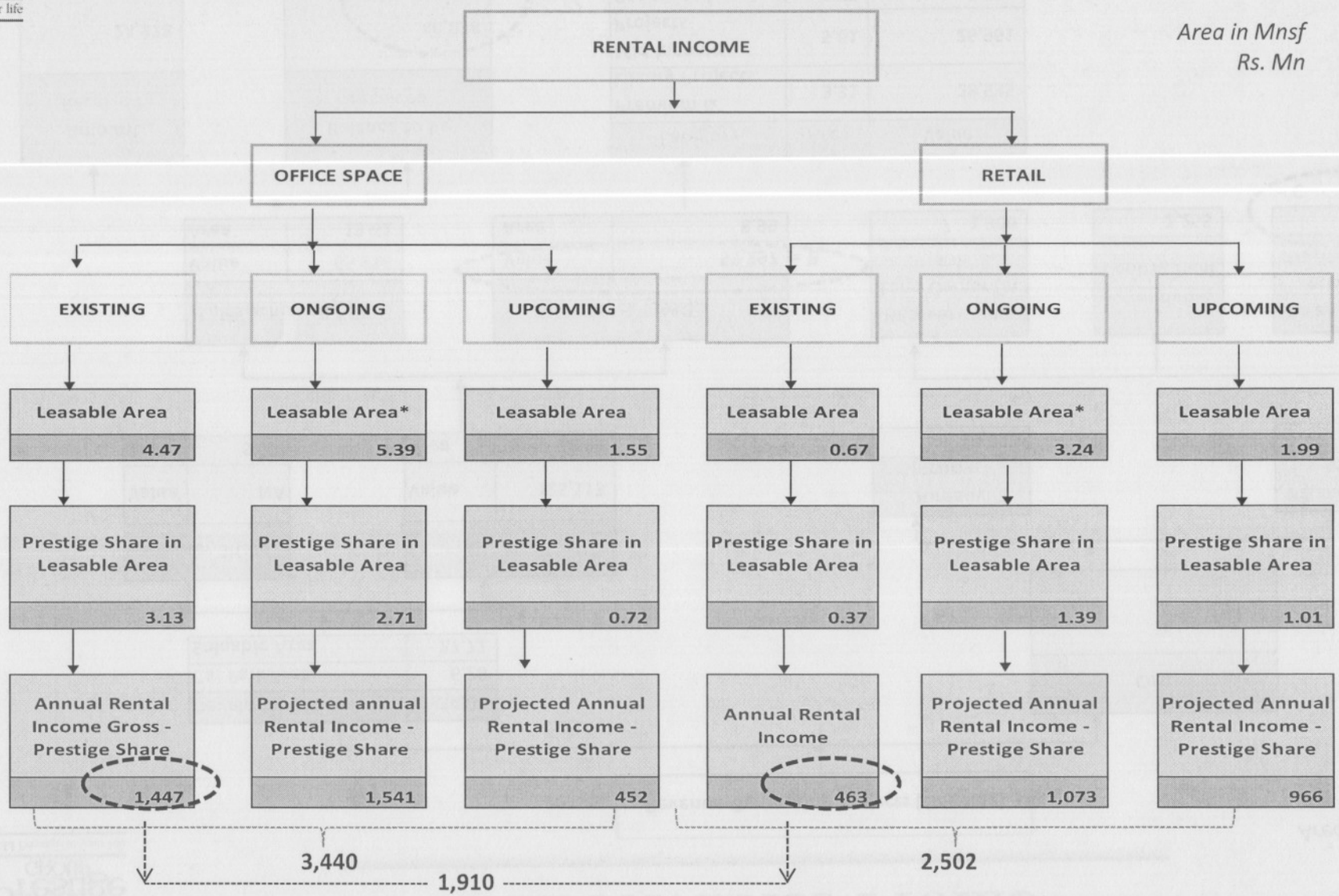
= C

Category	Area	Value
Premium & Luxury Projects	3.31	28,535
Mid Income Projects	5.01	26,961
Completed project	0.67	3,801
Total	8.99	59,297

Q2 FY 12-13 Sales : Rs 8,160 mn | Cumulative HY FY 12-13 Sales : Rs 18,261 mn | FY 12-13 Sales Guidance : Rs 25,000 mn

Rental Income

Area in Mnsf
Rs. Mn



* Of the above mentioned 5.39 mnsf of leasable area in office space of ongoing projects & 3.24 mnsf of Retail space, we have already leased/tied up with various tenants for an area of 3.41 mnsf in office space & 1.53 mnsf in retail space as on 30.09.2012

Q2 FY 12-13 Rental Income Rs 509 mn	Cumulative HY FY 12-13 Rental Income: Rs 998 mn	FY 12-13 Rental Income Guidance: Rs 2,250 mn (Annualised)

Annualised Projected Exit Rentals for Area Leased

Area in Mnsf
Rs. Mn

Sl. No	Project Name	Segment	Total Leasable Area	PEPL Share	Area Leased Prestige Share	Rent per sft	Rent P.a (annualised)
Rental Income Existing as on 30 Sept, 2012							
1	Prestige Estates Projects Ltd	Commercial	1.60	1.60	1.60	37.50	720
2	Cessna Business Park B1 to B6	Commercial	1.78	1.07	1.07	39.40	505
3	West Palm Developers	Commercial	0.32	0.20	0.20	29.03	68
4	Prestige Valley View	Commercial	0.01	0.01	0.01	166.67	10
5	ICBI India	Commercial	0.05	0.04	0.04	41.85	21
6	Forum Mall	Retail	0.35	0.24	0.24	105.00	302
7	Forum Value Mall	Retail	0.29	0.10	0.10	53.33	65
8	UB City Mall	Retail	0.04	0.04	0.04	225.00	108
9	Exora Business Park - Block I	Commercial	0.72	0.23	0.23	47.70	131
Total annualised rentals as on Sept 2012			**5.16**	**3.53**	**3.53**		**1,930**
Rental Income by March 2013							
1	Cessna Business Park B7	Commercial	0.48	0.29	0.29	46.08	161
2	Exora Business Park - B3	Commercial	0.75	0.24	0.21	45.00	114
3	Forum Vijaya Mall (retail)	Retail	0.66	0.33	0.30	75.00	273
4	Prestige Shantiniketan	Commercial	0.34	0.18	0.03	25.50	10
5	Prestige Polygon	Commercial	0.53	0.32	0.01	62.50	8
Incremental rentals in FY13			**2.76**	**1.36**	**0.84**		**566**
Total annualised rentals by March 2013			**7.92**	**4.89**	**4.37**		**2,496**

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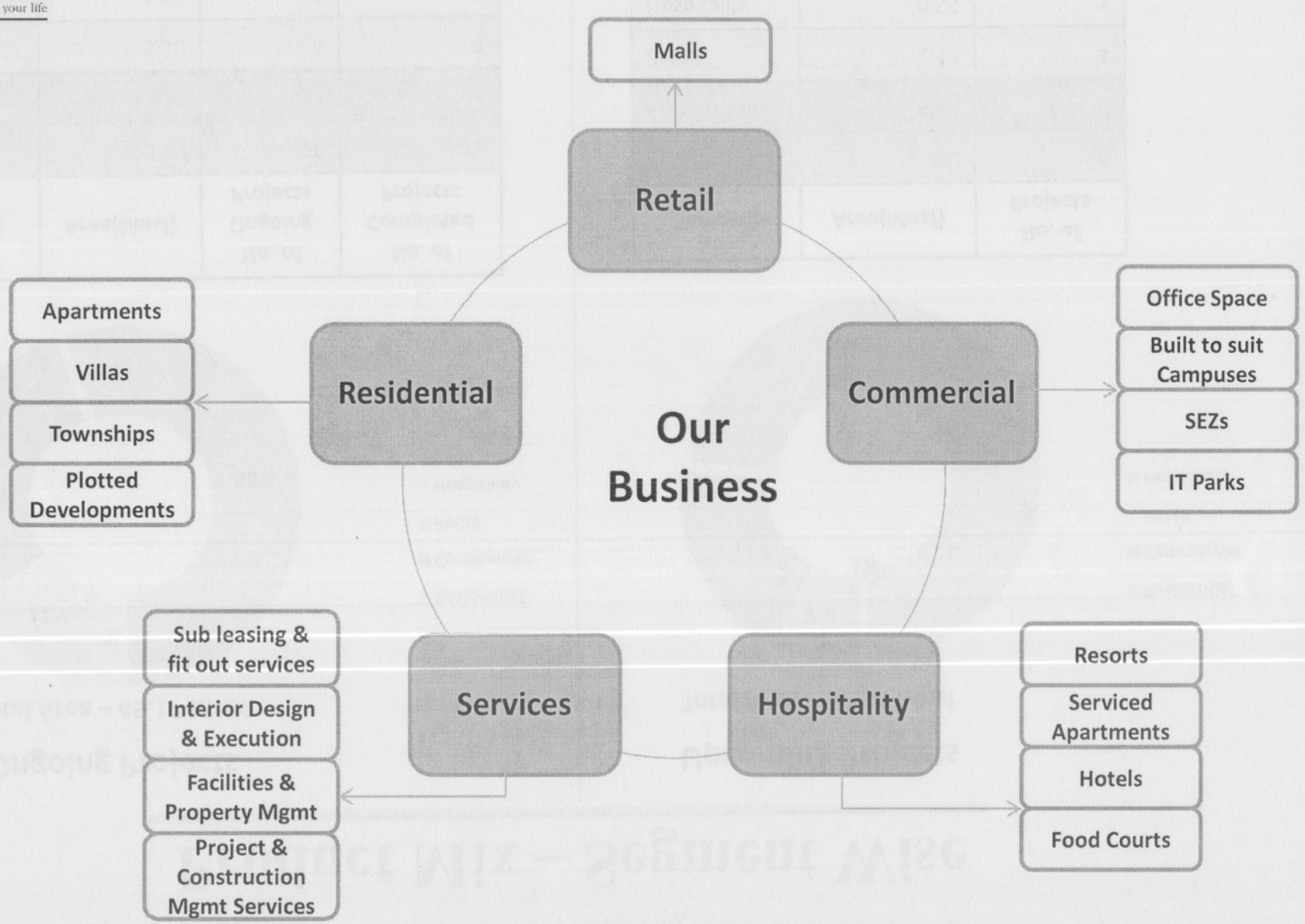
PROJECT PORTFOLIO & UPDATE

Business Segments



Q2 FY 12-13 Sales : Rs 8,160 mn	Cumulative HY FY 12-13 Sales : Rs 18,261 mn	FY 12-13 Sales Guidance : Rs 25,000 mn

Product Mix – Segment Wise

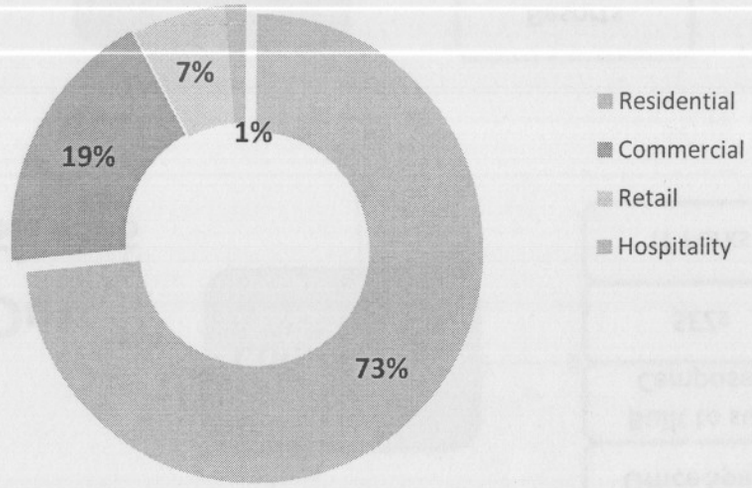
Ongoing Projects

Total Area – 45.17 Mnsf

Segment	Area(Mnsf)	No. of Ongoing Projects	No. of Completed Projects
Residential	25.09	26	72
Commercial	13.10	13	85
Retail	5.30	6	3
Hospitality	1.68	4	3
Total	***45.17***	***49***	***163***

Upcoming Projects

Total Area – 37.34 Mnsf



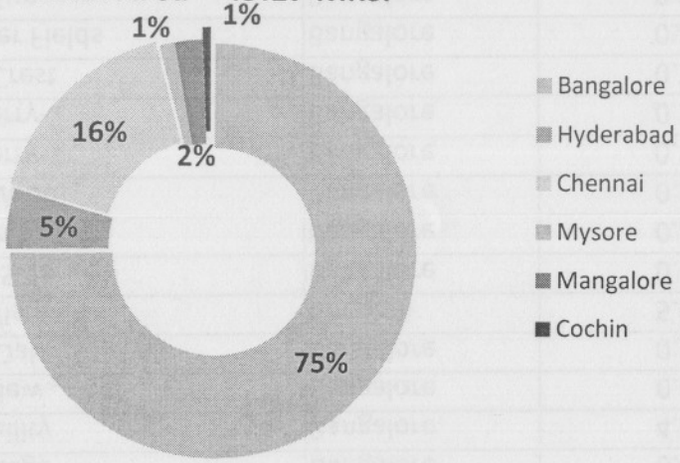
Segment	Area(Mnsf)	No. of Projects
Residential	27.40	18
Commercial	6.95	9
Retail	2.44	4
Hospitality	0.55	1
Total	***37.34***	***32***

Q2 FY 12-13 Collections: Rs 5,050 mn | Cumulative HY FY 12-13 Collections: Rs 9,291 mn | FY 12-13 Collections Guidance : Rs 15,000 mn

Product Mix – Geography Wise

Ongoing Projects

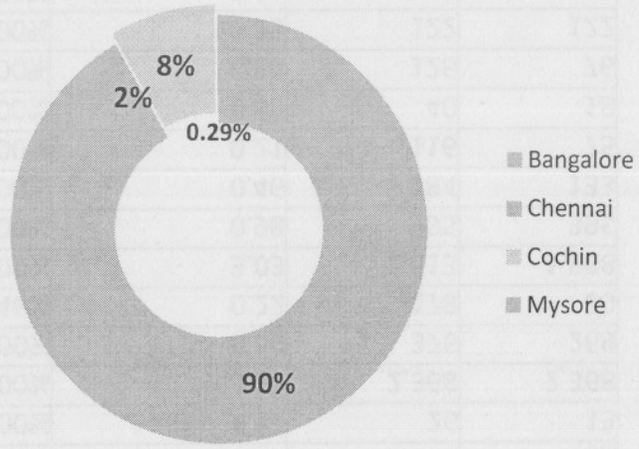
Total Area – 45.17 Mnsf



City	Area(Mnsf)	No. of Ongoing Projects
Bangalore	33.81	38
Hyderabad	2.10	2
Chennai	7.41	4
Mysore	0.55	1
Mangalore	1.01	2
Cochin	0.29	2
Total	***45.17***	***49***

Upcoming Projects

Total Area – 37.34 Mnsf



City	Area(Mnsf)	No. of Projects
Bangalore	33.39	22
Chennai	0.77	3
Cochin	3.06	6
Mysore	0.11	1
Total	***37.34***	***32***

Q2 FY 12-13 Launches: 6.26 mnsf | Cumulative HY FY 12-13 Launches: 8.45 mnsf | FY 12-13 Launch Guidance : 8.00 mnsf

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Ongoing Projects

Residential

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No of Units	Prestige Share of Units
1	Prestige Golfshire- Villas	Bangalore	1.75	100.00%	1.75	228	228
2	Prestige White Meadows -1	Bangalore	1.07	100.00%	1.07	163	163
3	Prestige White Meadows -2	Bangalore	1.16	62.50%	0.73	191	119
4	Kingfisher Towers	Bangalore	1.09	45.00%	0.49	83	42
5	Prestige Royal Woods	Hyderabad	0.63	50.00%	0.32	152	76
6	Prestige Oasis - Phase 2	Bangalore	0.09	100.00%	0.09	16	16
7	Prestige Edwardian	Bangalore	0.07	100.00%	0.07	12	12
8	Prestige Hermitage	Bangalore	0.23	50.00%	0.12	26	13
9	Prestige Tranquility	Bangalore	4.57	100.00%	4.57	2,368	2,368
10	Prestige Park View	Bangalore	0.93	65.00%	0.60	376	269
11	Prestige Silver Oak	Bangalore	0.66	33.46%	0.22	178	60
12	Prestige Bella Vista	Chennai	5.04	60.00%	3.03	2,613	1,568
13	Prestige Sunny Side	Bangalore	0.98	100.00%	0.98	395	395
14	Prestige Garden Bay	Bangalore	0.64	72.00%	0.46	184	133
15	Prestige Glen Wood	Bangalore	0.32	65.00%	0.21	116	75
16	Prestige Mayberry-1	Bangalore	0.12	45.00%	0.05	40	18
17	Prestige Mayberry-2	Bangalore	0.39	62.00%	0.24	126	76
18	Prestige Silver Crest	Bangalore	0.25	100.00%	0.25	122	122
19	Prestige Summer Fields	Bangalore	0.26	43.00%	0.11	83	36
20	Prestige Silver Sun	Bangalore	0.21	43.00%	0.09	102	59
21	Prestige Hillside Retreat	Bangalore	0.11	75.00%	0.08	58	44
22	Prestige Philadelphia	Bangalore	0.03	50.00%	0.01	8	4
23	Prestige Ferns Residency	Bangalore	3.29	61.50%	2.02	1,324	814
24	Prestige Misty Waters	Bangalore	1.02	51.00%	0.52	552	282
25	Prestige West Holmes	Mangalore	0.06	65.00%	0.04	20	13
26	Prestige Tech Vista	Bangalore	0.12	62.00%	0.07	30	19
	Total - A		***25.09***		***18.19***	***9,566***	***7,024***

Q2 FY 12-13 Turnover : Rs 2,609 mn	Cumulative HY FY 12-13 Turnover : Rs 5,073 mn	FY 12-13 Turnover Guidance : Rs 15,000 mn

Ongoing Projects

Commercial

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Shantiniketan (C Block)	Bangalore	0.76	61.00%	0.46
2	Cessna Business Park B7 - B11	Bangalore	4.33	60.00%	2.60
3	Prestige Polygon	Chennai	0.66	60.00%	0.40
4	Prestige Khoday Towers	Bangalore	0.26	48.53%	0.13
5	Exora Business Park Phase 2	Bangalore	2.04	32.46%	0.66
6	Forum Vijaya Mall	Chennai	0.55	50.00%	0.27
7	Prestige Technopolis	Bangalore	0.47	56.80%	0.26
8	Prestige TechPark III	Bangalore	1.55	100.00%	1.55
9	Excelsior	Bangalore	0.22	32.46%	0.07
10	Prestige Trade Towers	Bangalore	0.61	45.00%	0.28
11	Prestige Platina	Bangalore	1.43	65.00%	0.93
12	Prestige Star	Bangalore	0.04	64.00%	0.03
13	Prestige TMS Square	Cochin	0.17	50.00%	0.09
	Total - B		***13.09***		***7.73***

Ongoing Projects

Retail

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Forum Sujana	Hyderabad	1.47	24.50%	0.36
2	Forum Shantiniketan	Bangalore	1.06	63.87%	0.67
3	Forum Vijaya Mall	Chennai	1.16	50.00%	0.58
4	Forum Mysore	Mysore	0.55	50.99%	0.28
5	Forum Mangalore	Mangalore	0.95	34.26%	0.32
6	Prestige TMS Square	Cochin	0.12	50.00%	0.06
	Total - C		***5.31***		***2.27***

Hospitality

Sl. No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)	No. Of Keys
1	Aloft	Bangalore	0.29	60.00%	0.17	202
2	Hilton	Bangalore	0.45	100.00%	0.45	285
3	Forum Value Mall - Service Apts	Bangalore	0.37	35.00%	0.13	142
4	Marriott Hotel + Convention Centre	Bangalore	0.58	100.00%	0.58	307
	Total - D		***1.69***		***1.33***	***936***
	Grand Total - A+B+C+D		**45.18**		**29.52**	

Q2 FY 12-13 Rental Income Rs 509 mn | Cumulative HY FY 12-13 Rental Income: Rs 998 mn | FY 12-13 Rental Income Guidance:Rs 2,250 mn (Annualised)

Upcoming Projects

Residential

Sl.No	Project	City	Developable Area (Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Prestige Leela Residences	Bangalore	0.36	60.00%	0.22
2	Prestige Seashore	Chennai	0.49	27.54%	0.14
3	Prestige Brooklyn Heights	Bangalore	0.27	60.00%	0.16
4	Kakanad Property	Cochin	0.80	70.00%	0.56
5	Prestige Jade Pavilion	Bangalore	0.68	43.00%	0.29
6	Jayanagar Property	Bangalore	0.39	25.00%	0.10
7	Prestige Casabella	Bangalore	0.48	75.00%	0.36
8	Prestige Down Town	Chennai	0.21	100.00%	0.21
9	Prestige South Woods	Bangalore	1.28	67.00%	0.86
10	Prestige Hillcrest	Ooty	0.07	50.00%	0.04
11	Prestige Royale Gardens	Bangalore	2.89	68.50%	1.98
12	Prestige Lakeside Habitat	Bangalore	8.40	70.00%	5.88
13	Prestige Primerose Hills	Bangalore	2.04	62.00%	1.26
14	Electronic City Property	Bangalore	3.27	100.00%	3.27
15	Magadi Road Property	Bangalore	1.02	60.00%	0.61
16	New Airport Road Property	Bangalore	2.72	100.00%	2.72
17	Prestige Park Square	Bangalore	0.65	33.00%	0.22
18	Vaderahalli Property	Bangalore	1.38	67.00%	0.92
	Total - A		***27.40***		***19.80***

Upcoming Projects

Commercial

Sl.No	Project	City	Developable Area (Msf)	Economic Interest	Prestige Share (Msf)
1	Forum Thomsun	Cochin	0.20	25.00%	0.05
2	Prestige Trinity Centre	Bangalore	0.16	43.00%	0.07
3	Prestige Khoday Platinum	Bangalore	0.49	45.00%	0.22
4	Kakanad Property	Cochin	0.20	70.00%	0.14
5	Prestige Technostar	Bangalore	1.65	51.00%	0.84
6	Prestige Star II	Bangalore	0.08	64.00%	0.05
7	Prestige Spectra	Bangalore	0.12	72.00%	0.08
8	Jacobs Land	Bangalore	2.81	73.93%	2.08
9	Prestige Tech Park IV	Bangalore	1.25	90.00%	1.13
	Total - B		*6.96*		*4.66*

Upcoming Projects

Retail

Sl.No	Project	City	Developable Area(Mnsf)	Economic Interest	Prestige Share (Mnsf)
1	Forum Thomsun	Cochin	0.91	25.00%	0.23
2	Prestige Mysore Central	Mysore	0.11	50.00%	0.06
3	Kakanad Property	Cochin	0.40	76.50%	0.31
4	ORR Mall	Bangalore	1.02	62.95%	0.64
	Total - C		***2.44***		***1.24***

Hospitality

Sl. No	Project	City	Developable Area(Mnsf)	Economic Interest	Prestige Share (Mnsf)	No. Of Keys
1	Forum Thomsun	Cochin	0.55	25.00%	0.14	200
	Total - D		***0.55***		***0.14***	***200***
	Grand Total - A+B+C+D		**37.35**		**25.84**	

Q2 FY 12-13 Leasing: 0.54 mnsf	Cumulative HY FY 12-13 Leasing: 1.00 mnsf	FY 12-13 Leasing Guidance : 2.50 mnsf

Land Bank & Projects Under Planning

Sl. No	Entity Name	Location	Land Area (Acres)	Economic Interest	PEPL Share (Acres)
1	Prestige Bidadi Holdings Pvt Ltd	Bidadi	142.74	100.00%	142.74
2	Prestige Projects Pvt Ltd	Bangalore	168.00	33.00%	55.44
3	Prestige Garden Resorts Pvt Ltd	Bangalore	7.00	100.00%	7.00
4	Eden Investments	Goa	74.13	40.00%	29.65
5	Prestige Estates Projects Ltd	Bangalore	33.48	100.00%	33.48
6	KRPL Techpark	Mysore	15.61	31.00%	4.84
7	Village D Nandi Pvt Ltd	Bangalore	22.95	100.00%	22.95
8	Prestige Nottinghill Investments - Falcon City	Bangalore	61.34	32.90%	20.18
	Total		**525.25**		**316.28**

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ABOUT PRESTIGE

Advantage Prestige

Spearheaded by Real Estate Icon, Mr. Irfan Razack

& his brothers Mr. Rezwan and Noaman Razack

Dedicated and Well Experienced Senior Management Team

Stable Cash Flows by way of Annuity Income & Diversified Cash Flows from Various Segments

Excellence across all Real Estate Classes, i.e. Residential, Commercial, Retail & Hospitality

Iconic developments like Forum Mall, Prestige Shantiniketan, UB City, Prestige Golfshire, etc

Legacy Spanning over 25 years

One of South India's Leading Developers

163 completed projects

Over 47 Mnsf of Developed Area

49 Ongoing Projects spanning over 45 Mnsf of Area

One of the Most Trusted Developers by Land Owners

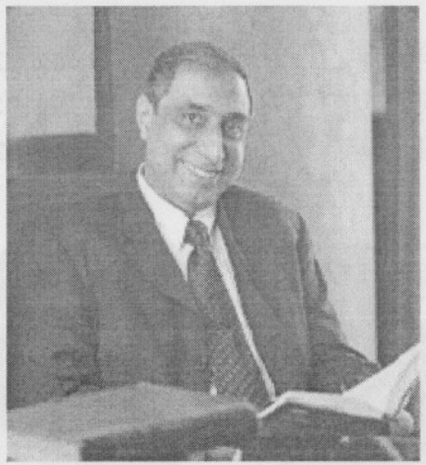
Strong Joint Venture partners like CapitaLand, RedFort & Strong Relationships with Various Banks & FIs

Only CRISIL DA1* rated Developer in India

* rating indicates the Company's excellent ability to execute real estate projects as per specified quality levels within stipulated time schedules and to transfer clean title

Q2 FY 12-13 Turnover : Rs 2,609 mn	Cumulative HY FY 12-13 Turnover : Rs 5,073 mn	FY 12-13 Turnover Guidance : Rs 15,000 mn

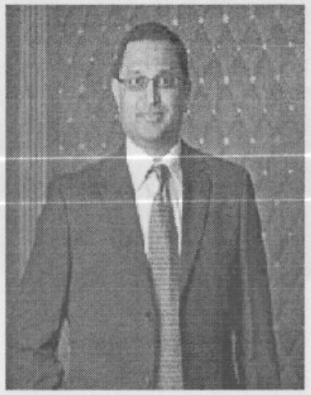
Board of Directors



Irfan Razack
Chairman & Managing Director

Rezwan Razack
Joint Managing Director

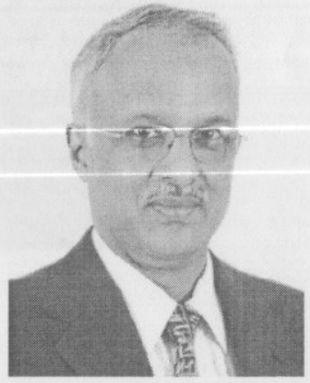
Noaman Razack
Whole-time Director



Jagdeesh K. Reddy
Independent Director

B.G. Koshy
Independent Director

Noor Ahmed Jaffer
Independent Director



Dr. Pangal Ranganath Nayak
Independent Director

Q2 FY 12-13 Sales : Rs 8,160 mn	Cumulative HY FY 12-13 Sales : Rs 18,261 mn	FY 12-13 Sales Guidance : Rs 25,000 mn

Executive Management

1 **Faiz Rezwan**
Executive Director
Contracts & Projects

2 **Uzma Irfan**
Executive Director
Corporate Comm.

3 **Sana Rezwan**
Executive Director
Retail

4 **Zackria Hashim**
Executive Director
Land Acquisition

5 **Zaid Sadiq**
Executive Director
Liasioning & Hospitality

6 **Venkat K Narayan**
Executive Director
Finance & CFO

7 **Arvind Pai**
Executive Director
Legal

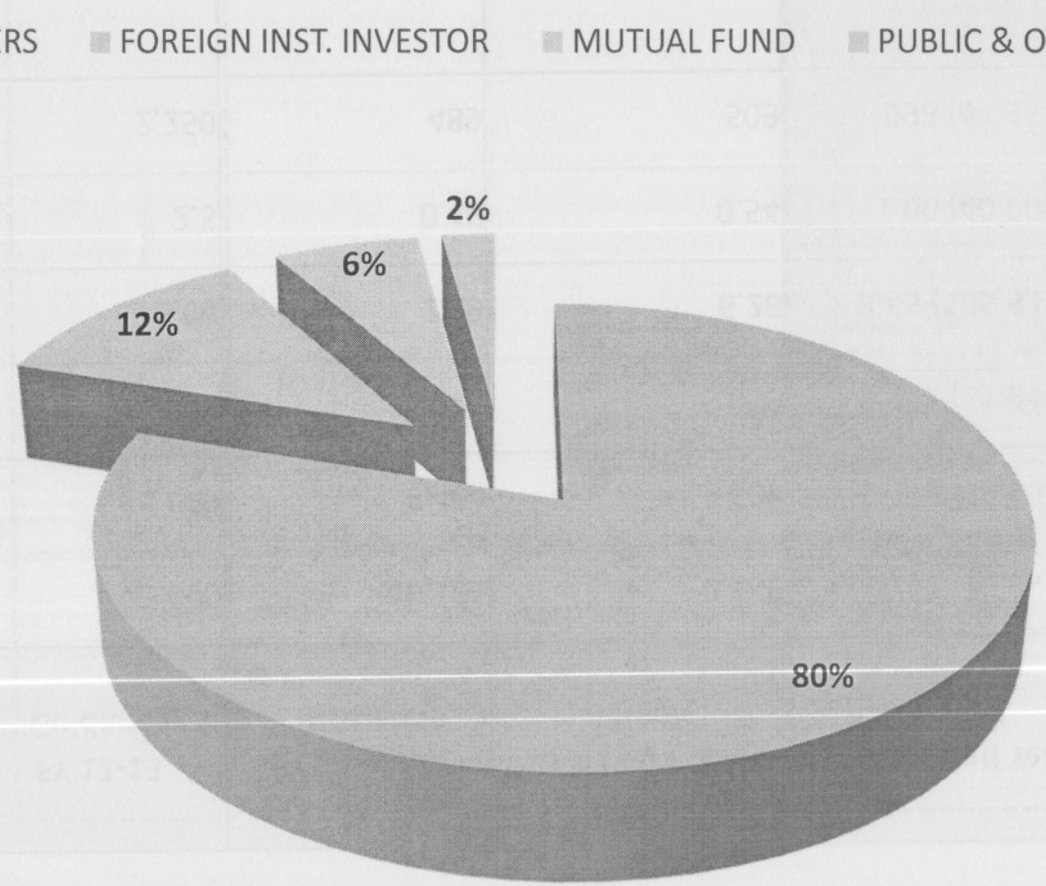
8 **V. Gopal**
Executive Director
Projects & Planning

9 **Nayeem Noor**
Executive Director
Public Relations

10 **Asha Vasan**
Executive Director
Business Development

Q2 FY 12-13 Launches: 6.26 mnsf	Cumulative HY FY 12-13 Launches: 8.45 mnsf	FY 12-13 Launch Guidance : 8.00 mnsf

Shareholding Pattern



As on 30 Sept, 2012

Q2 FY 12-13 Collections: Rs 5,050 mn	Cumulative HY FY 12-13 Collections: Rs 9,291 mn	FY 12-13 Collections Guidance : Rs 15,000 mn

Guidance Vs Achieved:FY 12-13

	FY 12-13 Guidance	FY 12-13 Q1 Actuals	FY 12-13 Q2 Actuals	FY 12-13 Half Year Achieved
Sales (Rs. Mn)	25,000	10,101	8,160	**18,261 (73.04%)**
Turnover (Rs Mn)	15,000	2,464	2,609	**5,073 (33.82%)**
Collections (Rs. Mn)	15,000	4,241	5,050	**9,291 (61.94%)**
Launches (Mnsf)	8.00	2.19	6.26	**8.45 (105.63%)**
Leasing (Mnsf)	2.5	0.46	0.54	**1.00 (40.00%)**
Rental Income (Rs. Mn)	2,250	489	509	**998 (44.36%)**
Debt Equity Ratio				
Consolidated	0.75	0.75	0.74	-
Standalone	0.50	0.53	0.47	-

Q1 FY 12-13 D/E Ratio: 0.53 (Standalone) 0.75 (Consol) | Q2 FY 12-13 D/E Ratio: 0.47 (Standalone) 0.74 (Consol) | FY 12-13 Guidance : 0.50 (Standalone) 0.75 (Consol)

Disclaimer

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Thank You

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