

Dated : 13th August 2021

To,
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

Subject: Investor presentation- Q1 FY 2021-22

Dear Sir/Madam,

Pursuant to Reg. 30(6) read with Para-A of Part-A of Schedule III of SEBI (LODR), Regulations 2015, we enclose herewith a copy of Investor Presentation to be shared with Analyst/Institutional Investors.

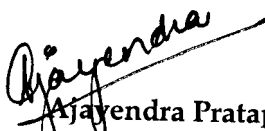
Further, in compliance with Reg. 46(2)(o) of SEBI (LODR) Regulations 2015, the aforesaid information shall also be hosted on the website of the company at www.prozoneintu.com.

Please take the same on your record.

Thanking you,

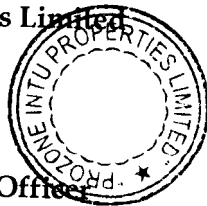
Yours truly,

For Prozone Intu Properties Limited


Ajayendra Pratap Jain

CS and Chief Compliance Officer

Encl: as above



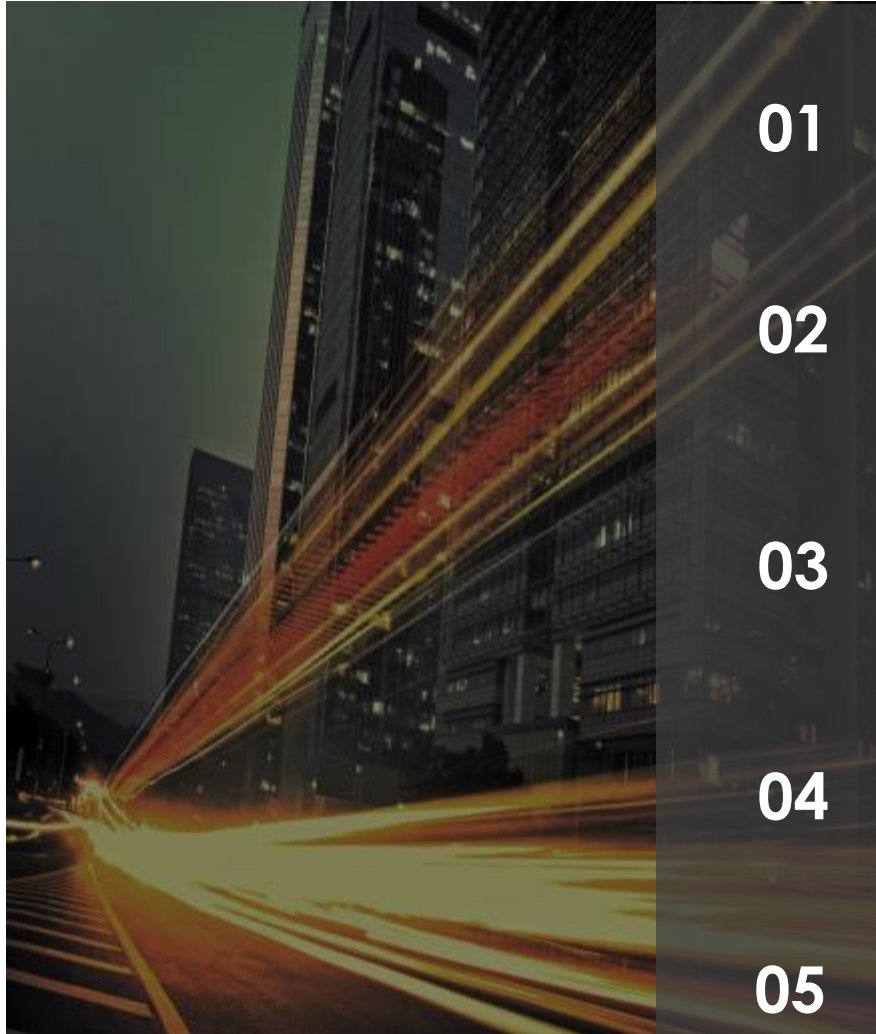
Upward
And Forward

prozone
intu 

**Q1 FY22 RESULTS
UPDATE PRESENTATION**
Aug 2021



PROZONE INTU PROPERTIES LIMITED



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Executive Summary

02

Quarterly Business Update

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Annexure

MALL OPERATIONS

- Three new stores opened and one store under fitout in Coimbatore Mall.
- One new stores opened & one store under fitout in Aurangabad Mall.
- Operations were impacted by lockdown implemented by authorities to curb Second wave of COVID-19 in Q1 of FY22. Around 20 days were allowed for operations during the quarter. (7th Jun to 27th Jun in Aurangabad and 1st April to 24th April for Coimbatore)
- Comparable Retailer sales numbers for operational period in respective malls were compared with Pre-covid period (FY19), and it was observed that Retailers sales was up 37% in Aurangabad Mall and largely recovered (-16%) for Coimbatore Mall. Despite limited footfall under stricter precautionary guidelines, retailer sales have been recovered signifying reduction in leisure footfall.
- Looking at trend of retailers sales post Lock down, we expect that substantial improvement would be visible in comparable retailer sales in current fiscal.
- Creative marketing & engagement with customers via social media, radio & press release were used to promote shopping in Mall.
- Malls have re-commenced operations under prevailing preventive guidelines from local authorities from 5th July 2021 for Coimbatore mall and 3rd Aug 2021 for Aurangabad Mall.
- Mutually supportive Rent and CAM billing for 2nd Lock down period and post lock down period is under discussion with Retailers, same would be discussed on case to case basis.



CONTINUING OF SAFETY MEASURES POST LOCKDOWN

Sanitisation & Deep Cleaning across the mall



Regular & Frequent Touch- Free Sanitization of common touch points across the mall



CONTINUING OF SAFETY MEASURES POST LOCKDOWN

Social Distancing across the mall interiors & exteriors



FINANCIAL RESULTS: CONSOLIDATED INCOME STATEMENT



Rs. Mn.	Q1 FY22#	Q1 FY21	YoY	Q4 FY21#	QoQ	FY21
Revenue from Real Estate Projects	0.0	0.0		0.0		0.0
Lease Rental & Related Income*	71.1	269.3		1.5		448.6
Total Income from operations	71.1	269.3		1.5		448.6
Other Income	66.5	35.3		29.4		137.1
Total Income including other income	137.5	304.6		31.0		585.7
EBITDA w/o Other Income	-0.2	170.1		-37.1		191.1
EBITDA	66.2	205.4		-7.7		328.1
EBITDA Margin	93.2%	76.3%				73.1%
Depreciation	66.0	77.5	-14.8%	74.4	-11.3%	302.2
Interest	102.0	103.3	-1.2%	99.9	2.1%	448.4
Profit before tax	-101.7	24.7		-181.9		-422.1
Profit after tax	-93.4	32.8		-176.8		-417.2
PAT after minority interest	-49.8	87.4		-88.2		-148.9

Figures for Q-1 FY 22 and Q-4 FY 21 are not comparable as Coimbatore mall was operational in April 21 only and Aurangabad was mall operation for 21 days in June 21 (remaining period malls were closed due to lock down).

^ Figures f

* We have recognized revenue based on certainty of realization of dues for agreed rents.

Note-

- Lease Rental & Related income and CAM Income are received from Aurangabad Mall and Coimbatore Mall.; Revenue from Real Estate Projects represent Revenues recognized from the Build & Sell model
- Other Income represents Interest & Dividend Income on Investments etc



Aurangabad Mall



Nagpur Mall



Nagpur Residential



Coimbatore Mall



Aurangabad PTC



Coimbatore Residential

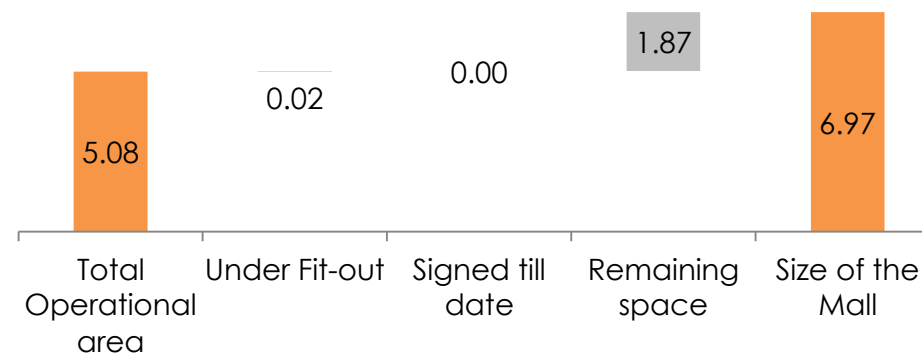




Key Operating Parameters Q1 FY22

Total Operational Area (lakh sq.ft.)	5.08
Total Leased Area (lakh sq.ft.)	5.10
Current Leasing Status	75%
Number of Stores Leased	98
New Stores Opened in quarter	1
Number of Stores Under fitout	1

Occupancy



BRAND PARTNERS AT AURANGABAD MALL



Drive in Vaccination at Prozone Mall



Drive in Vaccination at Prozone Mall



Blood Donation Camp at Mall



Blood Donation Camp at Mall

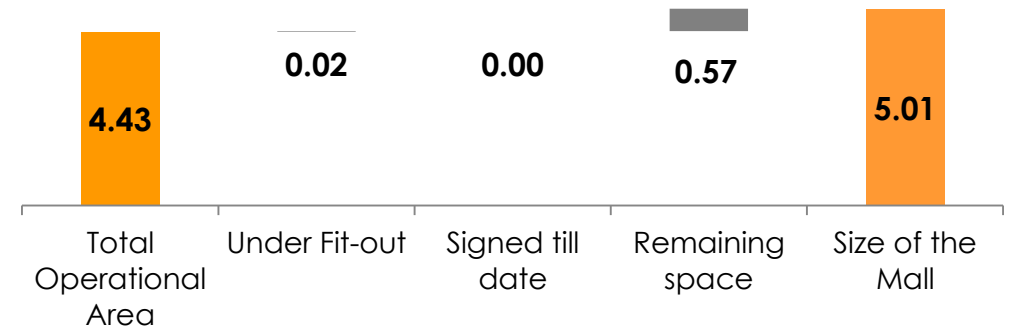




Key Operating Parameters Q1 FY22

Total Operational Area (lakh sq.ft.)	4.43
Total Leased Area (lakh sq.ft.)	4.44
Current Leasing Status	90%
Number of Stores Leased	100
New Stores Opened in quarter	3
Number of Stores Under fitout	1

Occupancy



BRAND PARTNERS AT COIMBATORE MALL



4th Anniversary of Mall



4th Anniversary of Mall



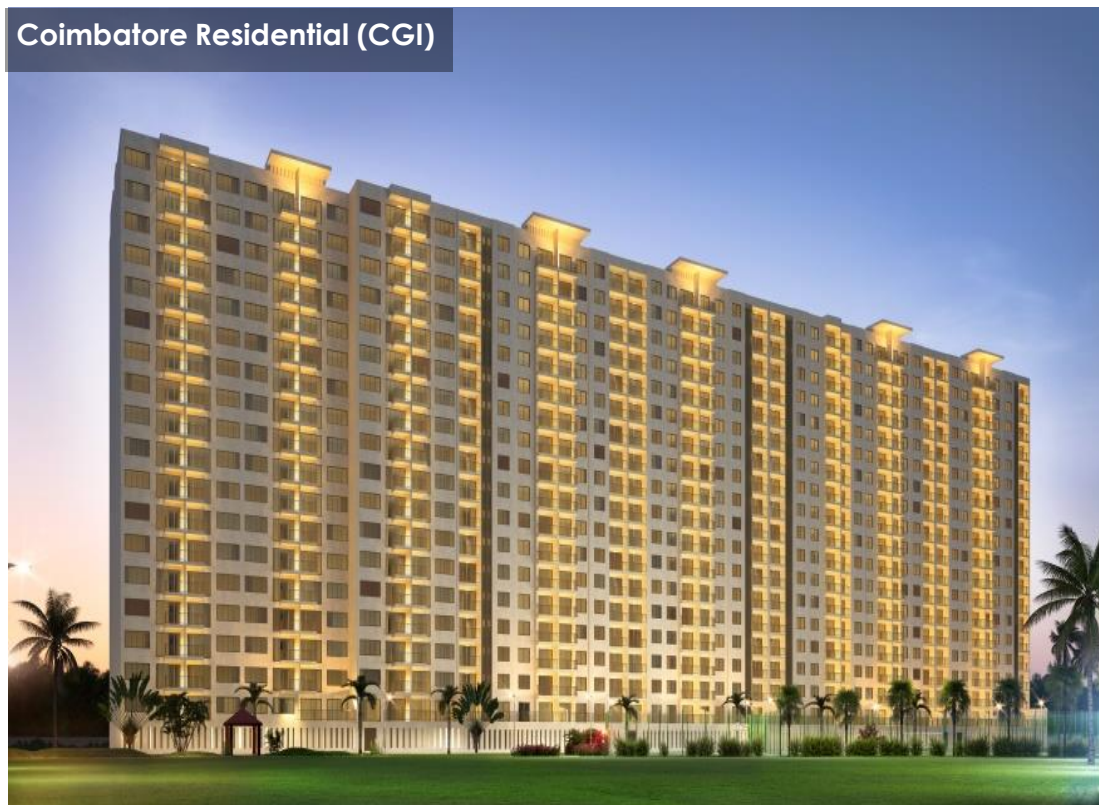
Flea Market Activity



Mall Walkers Club



- ~1.9 m sqft of residential
- 7 towers of 18 floors comprising 1,152 apartments
- 3 towers of 18 floors comprising 540 apartments planned in phase 1.
- Construction in full swing for Phase 1.
- **3 new bookings in Q1FY22**
- **Amenities:**
Club house, swimming pool, tennis court, amphitheatre, squash court, gymnasium



RESIDENTIAL UPDATE

✓ **Total Units – Phase 1**

540 Units

✓ **Units Sold**

154 units

✓ **Sale Value**

Rs 776 mn

✓ **Collection**

Rs 142 mn

- **0.5m** sqft of retail space under advanced stage of approvals
 - **0.39m** additional development potential
-
- **4.5m** catchment population
-
- **15.7 acres** of residential under development
-
- **4** towers of 14 floors comprising 336 apartments under advance stage of completion in Phase 1.
 - Application for Part OC has been submitted for 264 apartments, same is on hold by authorities for pending resolution of Height NOC. We are expecting resolution in coming quarter.



Nagpur mall design (CGI)

RESIDENTIAL UPDATE

<p>Units Launched</p> <p>336 Units</p>	<p>Units Sold</p> <p>272 units</p>	<p>Sale Value</p> <p>Rs. 1,713 mn</p>	<p>Collection</p> <p>Rs. 1,265 mn</p>
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- **1.9m** city population
- Prominent business and industrial centre in Madhya Pradesh
- **43.5acres** comprising residential township with 5 acres for commercial to be developed in phases
- **Phase 1A & 1B** is for plotted development of about 200 units for better monetization
- Bookings received for **45 units out of 74 plots** launched in Phase 1A.
- Approvals in progress for **Phase 1B**, to be launched soon.
- **Phase 2&3** will be high rise development of about **800** apartments
- **Amenities:**
Club house, swimming pool
tennis court, amphi theatre,
cricket court, meditation centre,
gymnasium



Generic Disclaimer

The following is a general overview of Prozone INTU Limited (the “Company”) and is qualified in its entirety by reference to the applicable offering memorandum, memorandum and articles of association or other constitutional documents and subscription agreement (together the “Investment Documents”) relating to the purchase of interests in the Company, all of which will be available upon request from the Company’s administrator and should be reviewed carefully prior to making an investment decision. This overview is being furnished on a confidential basis for discussion purposes only to a limited number of persons who may be interested in this type of investment. Neither the information nor any opinion expressed herein constitutes a solicitation or recommendation by anyone of the purchase or sale of any securities or other financial instruments. Any reproduction or distribution of this overview, in whole or in part, or the disclosure of its contents, without prior written consent is prohibited.

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THANK YOU



Email: investorservice@prozoneintu.com

Website: www.prozoneintu.com



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 27.83%, INTU holds 32.4% and balance is held by public¹
- At Company level, Prozone has secured investment from Intu Properties , one of UK's Largest Retail Real Estate Company.
- At SPV level company has secured investment from Old Mutual, South Africa and Lewis Trust Group (LTG), UK.

FULLY PAID UP LAND BANK & ROBUST BALANCE SHEET

- The Company has 13.79 mn sq. ft. of fully paid-up land bank in prime locations with 2.02 mn developed till date and more than 11.7 mn sq. ft. balance to be monetized which is being developed in different phases .
- Robust Balance sheet with Low Leverage.

1: As on 30th Jun 2021

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 that 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. E.g., In Nagpur, Company has received an overwhelming response as compared to the other established 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



- 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



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



Punit Goenka

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 telecommunications in global markets



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.



Salil Chaturvedi

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

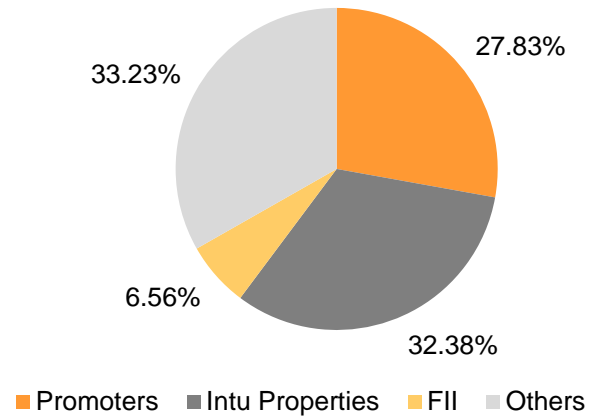


Umesh Kumar

(Independent Director)

Mr. Umesh, has over 35 years of diverse experience at senior positions in the IAS, mostly in economic sectors, infrastructure, investment and finance, both at Government of India and Government of Rajasthan as well as managing the largest Public Sector Undertakings in Rajasthan.

Shareholding in % – March 2021



Key Investors	Holding (%)
Rakesh Jhunjhunwala	2.1%
ACACIA Partners	1.5%
Radhakishan Damani	0.93%
Bonanza Portfolio Ltd	1.97%

Source: BSE