



9th February 2016

The General Manager
Dept. of Corporate Services
Bombay Stock Exchange Limited
Regd. Office: Floor 25, P. J Towers
Dalal Street
Mumbai – 400 001

Sub: Update

Dear Sir/Madam

Please find enclosed herewith the Presentation on Operations and Financial Results in terms of Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is for your information and update.

Thanking you,

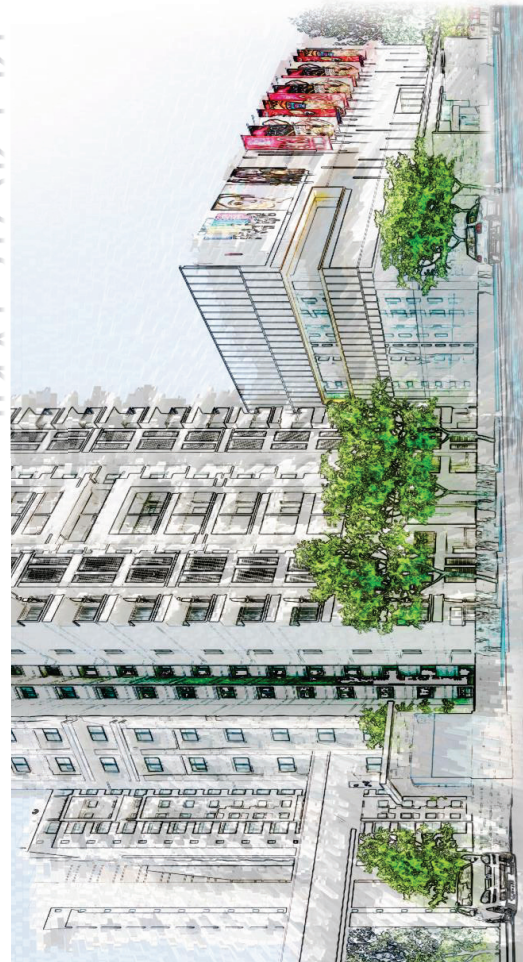
Yours truly,
For Prestige Estates Projects Limited

Irfan Razvi
Chairman and Managing Director
DIN: 00209022

PRESTIGE
HILLSIDE
GATEWAY
AN ALLURING LIFE
@ KAKKANAD, COCHIN



INVESTOR PRESENTATION | Q3FY16









RECENT LAUNCH | MIXED DEVELOPMENT PROJECT | ARTIST'S IMPRESSION

INDEX.

1. ABOUT PRESTIGE
2. OPERATIONAL HIGHLIGHTS
3. FINANCIAL HIGHLIGHTS
4. PROJECT PORTFOLIO & UPDATE
5. RECEIVABLES PROFILE
6. GUIDENCE VS ACHIEVED
7. AWARDS & RECOGNITIONS
8. PROJECT STATUS

| | | | | | | |
|--|---|---|--|--|---|---|
| <p>Over 28 Years of Legacy</p> | <p>65 Ongoing Projects spanning Over 67 Mnsf of Area</p> | <p>192 Completed projects spanning across 64.12 Mnsf of Developed Area</p> | <p>ICRA A+ Credit rating by <u>ICRA</u></p> | <p>CRISIL DA1 rated Developer by CRISIL</p> | <p>Diversified Cash Flows from Various Segments</p> |  |
| <p>Strong Associations with Various Banks & FIs</p>  | | | | | | |

ABOUT PRESTIGE

| | | | | | | |
|---|---|--|--|--|---|---|
| <p>Excellence across <u>all</u> Real Estate Classes, i.e. Residential, Commercial, Retail & Hospitality</p>  | <p>ENTRY INTO CAPITAL MARKET FY 2011</p> | <p>Iconic developments -Forum Mall, Prestige Shantiniketan, UB City, Prestige Golfshire etc</p>  | <p>One of the <u>Most</u> <u>Trusted</u> Developers by Land Owners and Customers</p>  | <p>Spearheaded by Real Estate Icon, <u>Mr.</u> <u>Irfan Razack & his</u> brothers Mr. Rezwana and Mr.Noaman Razack</p>  | <p>Stable Cash Flows by way of Annuity Income</p>  | <p>Strong Joint Venture partners - CapitalLand, RedFort , etc</p>  |
|---|---|--|--|--|---|---|

BUSINESS SEGMENTS



RESIDENTIAL

Apartments

Villas

Integrated Townships

Plotted Developments



COMMERCIAL

Office Space

Built to suit Campuses

SEZs

IT Parks



RETAIL

Malls



HOSPITALITY

Resorts

Serviced Apartments

Hotels

Food Courts



SERVICES

Sub leasing & fit out services

Interior Design & Execution

Facilities & Property Mgmt

Project & Construction Mgmt Services

SCALE OF OPERATION

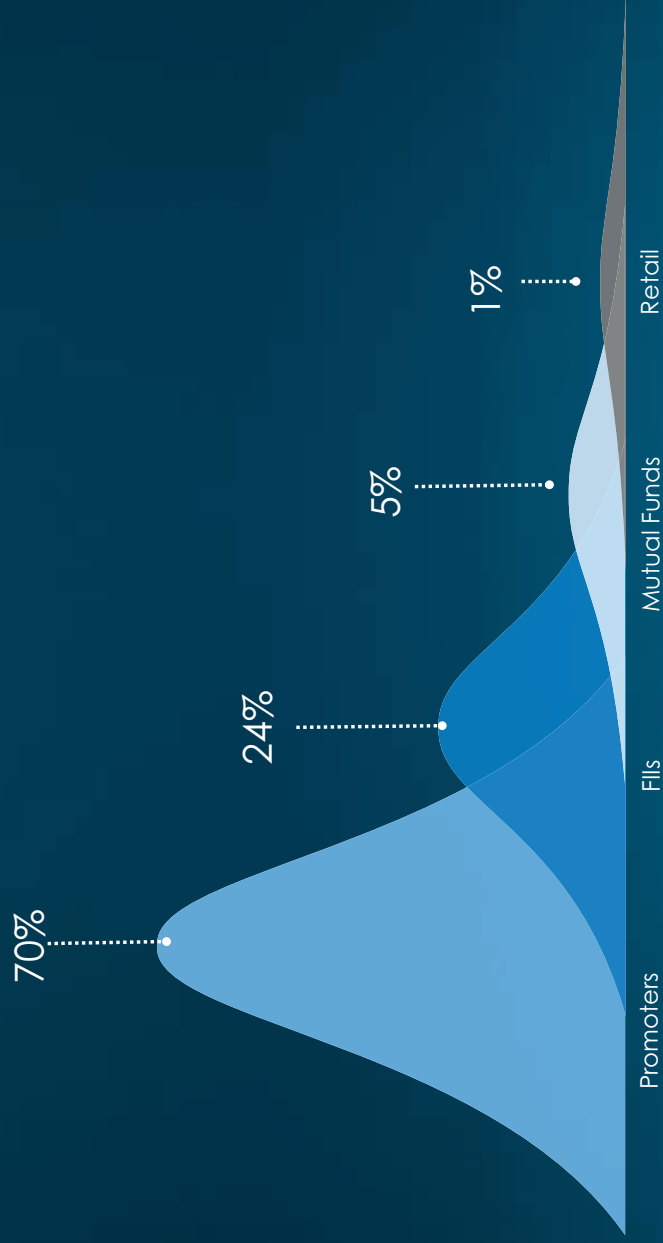
Areas are in Million Sqft

| PARTICULARS | RESIDENTIAL | | COMMERCIAL | | RETAIL | | HOSPITALITY | | PLOTTED DEVELOPMENT | | TOTAL | |
|--------------------|-------------|---------------|------------|--------------|-----------|-------------|-------------|-------------|---------------------|-------------|------------|---------------|
| | Nos. | AREA | NOS. | AREA | NOS. | AREA | NOS. | AREA | NOS. | AREA | NOS. | AREA |
| COMPLETED PROJECTS | 72 | 21.38 | 100 | 29.15 | 6 | 4.81 | 6 | 1.37 | 8 | 7.42 | 192 | 64.12 |
| ONGOING PROJECTS | 51 | 58.15 | 5 | 4.32 | 6 | 2.78 | 3 | 1.75 | 0 | 0.00 | 65 | 67.00 |
| UPCOMING PROJECTS* | 25 | 29.63 | 7 | 9.97 | 2 | 1.78 | 0 | 0.00 | 0 | 0.00 | 34 | 41.38 |
| LAND BANK* | | | | | | | | | | | | 51.05 |
| TOTAL | 148 | 109.16 | 112 | 43.43 | 14 | 9.37 | 9 | 3.12 | 8 | 7.42 | 291 | 223.55 |

*Estimated

SHAREHOLDING PATTERN

As on 31st December 2015



BOARD OF DIRECTORS



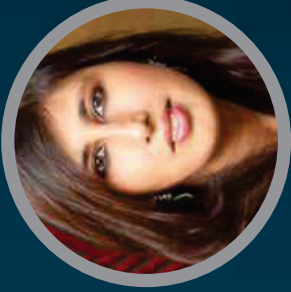
Irfan Razack
Chairman & Managing
Director



Rezwan Razack
Joint Managing Director



Noaman Razack
Lifetime Director



Uzma Irfan
Director



Jagdeesh K. Reddy
Independent
Director



B.G. Koshy
Independent
Director



Noor Ahmed Jaffer
Independent
Director

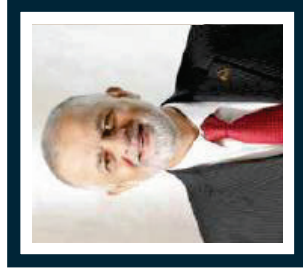


Dr. Pangal Ranganath
Nayak
Independent
Director

EXECUTIVE MANAGEMENT



Faiz Rezwan
Executive Director-
Contracts & Projects



Zackria Hashim
Executive Director- Land
Acquisition



Zaid Sadig
Executive Director-
Liaison & Hospitality



Anjum Jung
Executive Director- Interior
Design



Zayd Nozman
Executive Director- CMD
OFFICE



Nayeem Noor
Executive Director-
Government Relations

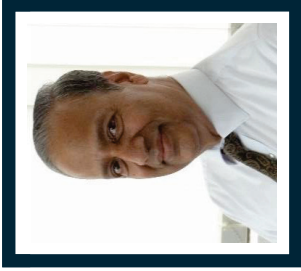


Omer Bin Jung
Executive Director-
Hospitality

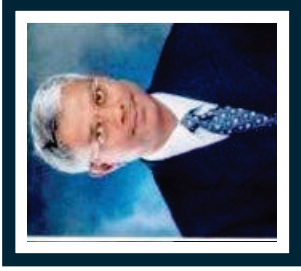


V. Gopal
Executive Director-
Projects & Planning

EXECUTIVE MANAGEMENT



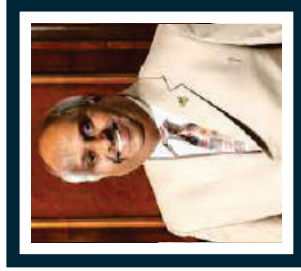
Ravinda Jain
Executive Director-
Contracts



Suresh Singaravelu
Executive Director- Retail,
Hospitality & Business
Expansion



Swaroop Anish
Executive Director- Business
Development



Arvind Pai
Executive Director- Legal



Venkat K Narayan
Executive Director-
Finance & CFO



Asha Vasan
Executive Director-
Commercial Sales &
Collections

INDEX.

1. ABOUT PRESTIGE
2. OPERATIONAL HIGHLIGHTS
3. FINANCIAL HIGHLIGHTS
4. PROJECT PORTFOLIO & UPDATE
5. RECEIVABLES PROFILE
6. GUIDENCE VS ACHIEVED
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8. PROJECT STATUS

OPERATIONAL HIGHLIGHTS

| PARTICULARS | Q3FY16 | Q3FY15 | Q2FY16 | 9MFY16 | 9MFY15 |
|-----------------------------|--------|--------|--------|--------|--------|
| TOTAL | | | | | |
| Presales (₹ Mn) | 5,884 | 10,094 | 7,091 | 19,087 | 39,023 |
| Area (Mnsf) | 1.00 | 1.55 | 1.16 | 3.08 | 6.27 |
| Avg Realization/Sft (₹) | 5,889 | 6,504 | 6,113 | 6,199 | 6,222 |
| Collections (₹ Mn) | 9,347 | 9,209 | 9,413 | 29,133 | 27,688 |
| Leasing (Mnsf) | 0.24 | 0.19 | 0.43 | 0.93 | 2.15 |
| Area Delivered (Mnsf) | 0.06 | 0.66 | 1.69 | 1.87 | 7.41 |
| Launches (Mnsf) | 1.55 | - | 2.28 | 3.83 | 7.38 |
| PRESTIGE SHARE | | | | | |
| Presales (₹ Mn) | 5,123 | 7,594 | 6,051 | 16,440 | 33,560 |
| Area (Mnsf) | 0.90 | 1.13 | 1.02 | 2.72 | 5.36 |
| Collections (₹ Mn) | 7,976 | 7,561 | 7,755 | 24,176 | 23,269 |
| Leasing (Mnsf) | 0.15 | 0.003 | 0.05 | 0.28 | 0.16 |
| Rental Income (₹ Mn)* | 1,215 | 863 | 1,002 | 3,207 | 2,358 |
| Unrecognized Revenue (₹ Mn) | 72,135 | 83,776 | 74,248 | 72,135 | 83,776 |

INDEX.

1. ABOUT PRESTIGE
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- 3. FINANCIAL HIGHLIGHTS**
4. PROJECT PORTFOLIO & UPDATE
5. RECEIVABLES PROFILE
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FINANCIAL HIGHLIGHTS | Q3FY16 | STANDALONE

Values are in Million ₹

| PARTICULARS | Q3FY16 | Q3FY15 | Q2FY16 | 9MFY16 | 9MFY15 |
|-------------|--------|--------|--------|--------|--------|
| Turnover | 5720 | 6453 | 6789 | 20691 | 18304 |
| EBIDTA | 1436 | 2241 | 1843 | 5397 | 6096 |
| EBIDTA % | 25% | 35% | 27% | 26% | 33% |
| PAT | 649 | 995 | 1089 | 3019 | 3004 |
| PAT % | 11% | 15% | 16% | 15% | 16% |
| D/E Ratio | 0.64 | 0.43 | 0.52 | 0.64 | 0.43 |

FINANCIAL I STANDALONE I BALANCE SHEET AS AT 31st December 2015

Values are in Million ₹

| Particulars | 31-Dec-15 | 30-Sep-15 | 31-Mar-15 |
|------------------------------------|---------------|---------------|---------------|
| I. EQUITY AND LIABILITIES | | | |
| (1) Shareholders' funds | | | |
| (a) Share capital | 3,750 | 3,750 | 3,750 |
| (b) Reserves and surplus | 38,151 | 37,538 | 35,195 |
| | 41,901 | 41,288 | 38,945 |
| (2) Non-current liabilities | | | |
| (a) Long-term borrowings | 11,615 | 8,496 | 3,363 |
| (b) Deferred tax liabilities (Net) | 10 | 10 | 13 |
| (c) Other Long-term liabilities | 1,130 | 1,130 | 882 |
| (d) Long-term provisions | 74 | 73 | 59 |
| | 12,829 | 9,709 | 4,317 |
| (3) Current liabilities | | | |
| (a) Short-term borrowings | 23,184 | 20,090 | 19,932 |
| (b) Trade payables | 5,555 | 5,208 | 4,719 |
| (c) Other current liabilities | 14,309 | 14,374 | 16,598 |
| (d) Short-term provisions | 383 | 1,430 | 1,482 |
| | 43,431 | 41,102 | 42,731 |
| Total | 98,161 | 92,099 | 85,993 |

FINANCIAL I STANDALONE I BALANCE SHEET AS AT 31st December 2015

Values are in Million ₹

| Particulars | 31-Dec-15 | 30-Sep-15 | 31-Mar-15 |
|-----------------------------------|---------------|---------------|---------------|
| II. ASSETS | | | |
| (1) Non-current assets | | | |
| (a) Fixed assets | | | |
| (i) Tangible assets | 5,663 | 5,608 | 5,266 |
| (ii) Intangible assets | 25 | 25 | 25 |
| (iii) Capital work-in-progress | 3,442 | 3,210 | 2,813 |
| | 9,130 | 8,843 | 8,104 |
| (b) Non-current investments | 10,944 | 10,824 | 10,644 |
| (c) Long-term loans and advances | 25,580 | 17,941 | 15,229 |
| (d) Other non-current assets | 1,120 | 1,008 | 696 |
| | 46,774 | 38,616 | 34,673 |
| (2) Current assets | | | |
| (a) Current investments | 1,700 | 1,700 | 1,700 |
| (b) Inventories | 27,186 | 26,639 | 25,608 |
| (c) Trade receivables | 8,548 | 8,534 | 7,413 |
| (d) Cash and Bank balances | 2,400 | 5,363 | 3,315 |
| (e) Short-term loans and advances | 11,122 | 10,854 | 12,933 |
| (f) Other current assets | 431 | 393 | 351 |
| | 51,387 | 53,483 | 51,320 |
| Total | 98,161 | 92,099 | 85,993 |

FINANCIAL | STANDALONE | PROFIT & LOSS ACCOUNT AS ON 31st December 2015

Values Are In Million ₹

| PARTICULARS | QUARTER ENDED | | | NINE MONTHS | | | YEAR ENDED |
|--|---------------|-----------|-----------|-------------|-----------|-----------|------------|
| | 31-DEC-15 | 30-SEP-15 | 31-DEC-14 | 31-DEC-15 | 31-DEC-14 | 31-DEC-14 | 31-MAR-15 |
| (I) Revenue from Operations | 5397 | 6445 | 6175 | 19757 | 17390 | 17390 | 24496 |
| (II) Other Income | 323 | 344 | 278 | 934 | 914 | 914 | 1234 |
| (III) Total Revenue - (I+II) | 5720 | 6789 | 6453 | 20691 | 18304 | 18304 | 25730 |
| (IV) Expenses | | | | | | | |
| Purchases of Stock of units | 0 | 0 | 120 | 0 | 530 | 530 | 569 |
| Cost of sales on projects | 3015 | 3742 | 3023 | 11699 | 8820 | 8820 | 12879 |
| Property and Facilities operating expenses | 604 | 532 | 401 | 1631 | 1084 | 1084 | 1610 |
| Employee benefits expense | 322 | 368 | 309 | 1025 | 975 | 975 | 1308 |
| Finance costs | 553 | 548 | 510 | 1640 | 1358 | 1358 | 1883 |
| Depreciation and amortization expense | 127 | 127 | 114 | 374 | 300 | 300 | 422 |
| Other expenses | 343 | 304 | 359 | 939 | 799 | 799 | 1154 |
| Total Expenses | 4964 | 5621 | 4836 | 17308 | 13866 | 13866 | 19825 |
| (V) Profit before tax (III-IV) | 756 | 1168 | 1617 | 3383 | 4438 | 4438 | 5905 |
| (VI) Tax expense | 107 | 79 | 622 | 364 | 1434 | 1434 | 1763 |
| VII. Profit (Loss) for the period | 649 | 1089 | 995 | 3019 | 3004 | 3004 | 4142 |

FINANCIAL | KEY RATIOS | STANDALONE

| SL. NO. | PARTICULARS | QUARTER ENDED | | | | | | YEAR ENDED | |
|---------|--|---------------|---------|-------------|---------|-------------|---------|------------|---------|
| | | 31-DEC-15 | RATIO/% | 30-SEP-15 | RATIO/% | 31-DEC-14 | RATIO/% | 31-MAR-15 | RATIO/% |
| | | (UNAUDITED) | | (UNAUDITED) | | (UNAUDITED) | | (AUDITED) | |
| 1 | Sale of Projects & Property Income | 5,397 | | 6,445 | | 6,175 | | 24,496 | |
| 2 | Other Income | 323 | | 344 | | 278 | | 1,234 | |
| 3 | Total Income | 5,720 | | 6,789 | | 6,453 | | 25,730 | |
| 4 | Cost of project sold and property expenses | 3,619 | | 4,274 | | 3,544 | | 15,058 | |
| 5 | Gross Margin | 1,778 | 33% | 2,171 | 34% | 2,631 | 43% | 9,438 | 39% |
| 6 | Admin, Employee and Selling cost | 665 | | 672 | | 668 | | 2,462 | |
| 7 | EBIDTA | 1,436 | 25% | 1,843 | 27% | 2,241 | 35% | 8,210 | 32% |
| 8 | Financial Expenses | 553 | | 548 | | 510 | | 1,883 | |
| 9 | Depreciation | 127 | | 127 | | 114 | | 422 | |
| 10 | Total Expenses | 4,964 | | 5,621 | | 4,836 | | 19,825 | |
| 11 | PBT | 756 | 13% | 1,168 | 17% | 1,617 | 25% | 5,905 | 23% |
| 12 | Tax | 107 | | 79 | | 622 | | 1,763 | |

FINANCIAL | KEY RATIOS | STANDALONE

| SL. NO. | PARTICULARS | QUARTER ENDED | | | | | | YEAR ENDED | |
|---------|--------------------------|---------------|---------|-------------|---------|-------------|---------|------------|---------|
| | | 31-DEC-15 | RATIO/% | 30-SEP-15 | RATIO/% | 31-DEC-14 | RATIO/% | 31-MAR-15 | RATIO/% |
| | | (UNAUDITED) | | (UNAUDITED) | | (UNAUDITED) | | (AUDITED) | |
| 13 | PAT | 649 | 11% | 1,089 | 16% | 995 | 15% | 4,142 | 16% |
| 14 | EPS (Annualized) (In Rs) | 6.92 | | 11.62 | | 10.88 | | 11.32 | |
| 15 | Market Price per share | 193.50 | | 215.50 | | 239.25 | | 268.50 | |
| 16 | PE Ratio | 28 | | 19 | | 22 | | 24 | |
| 17 | Market Cap | 72,563 | | 80,813 | | 89,719 | | 1,00,688 | |
| 18 | Net Worth | 41,901 | | 41,288 | | 38,558 | | 38,945 | |
| 19 | Book Value per share | 112 | | 110 | | 103 | | 104 | |
| 20 | Price to Book Value | 1.73 | | 1.96 | | 2.33 | | 2.59 | |

FINANCIAL HIGHLIGHTS | Q3FY16 | CONSOLIDATED

Values are in Million ₹

| Particulars | Q3FY16 | Q2FY16 | 9MFY16 |
|----------------------|--------|--------|--------|
| Turnover | 10,002 | 12,311 | 35,914 |
| EBIDTA | 2,487 | 2,978 | 8,864 |
| EBIDTA % | 25% | 24% | 25% |
| PAT | 729 | 1,096 | 3,231 |
| PAT % | 7% | 9% | 9% |
| D/E Ratio | 1.10 | 0.81 | 1.10 |
| Average Cost of Debt | 11.50% | 11.93% | 11.50% |

FINANCIAL | CONSOLIDATED | BALANCE SHEET AS AT 31st December 2015

Values are in Million ₹

| PARTICULARS | 31-DEC-15 | 30-SEP-15 | 31-MAR-15 |
|--|-----------------|-----------------|-----------------|
| I. EQUITY AND LIABILITIES | | | |
| (1) Shareholders' funds | | | |
| (a) Share capital | 3,750 | 3,750 | 3,750 |
| (b) Reserves and surplus | 36,624 | 36,024 | 33,757 |
| (c) Capital reserve arising on consolidation | 699 | 699 | 699 |
| | 41,073 | 40,473 | 38,206 |
| (2) Minority interest | 4,157 | 3,907 | 3,975 |
| (3) Non-current liabilities | | | |
| (a) Long-term borrowings | 34,217 | 23,386 | 17,162 |
| (b) Deferred tax liabilities (Net) | 19 | 19 | 21 |
| (c) Other Long-term liabilities | 3,110 | 2,036 | 1,962 |
| (d) Long-term provisions | 105 | 109 | 90 |
| | 37,451 | 25,550 | 19,235 |
| (4) Current liabilities | | | |
| (a) Short-term borrowings | 21,609 | 21,138 | 21,366 |
| (b) Trade payables | 8,256 | 7,152 | 7,211 |
| (c) Other current liabilities | 27,484 | 26,090 | 31,308 |
| (d) Short-term provisions | 1,741 | 2,594 | 2,257 |
| | 59,090 | 56,974 | 62,142 |
| Total | 1,41,771 | 1,26,904 | 1,23,558 |

FINANCIAL I CONSOLIDATED I BALANCE SHEET AS AT 31st December 2015

Values are in Million ₹

| PARTICULARS | 31-DEC-15 | 30-SEP-15 | 31-MAR-15 |
|---|-----------------|-----------------|-----------------|
| II. ASSETS | | | |
| (1) Non-current assets | | | |
| (a) Fixed assets | | | |
| (i) Tangible assets | 31,019 | 24,989 | 25,033 |
| (ii) Intangible assets | 28 | 29 | 28 |
| (iii) Capital work-in-progress | 9,859 | 8,750 | 7,756 |
| | 40,906 | 33,768 | 32,817 |
| (b) Goodwill (arising on consolidation) | 8,887 | 5,040 | 5,040 |
| (c) Non-current investments | 754 | 1,085 | 1,087 |
| (d) Deferred tax assets (net) | 9 | 10 | 9 |
| (e) Long-term loans and advances | 14,285 | 13,029 | 11,924 |
| (f) Other non-current assets | 677 | 458 | 368 |
| | 65,518 | 53,390 | 51,245 |
| (2) Current assets | | | |
| (a) Current investments | 1,781 | 1,700 | 1,700 |
| (b) Inventories | 46,559 | 42,190 | 42,598 |
| (c) Trade receivables | 10,140 | 9,696 | 8,840 |
| (d) Cash and Bank balances | 4,738 | 7,355 | 5,368 |
| (e) Short-term loans and advances | 11,930 | 11,539 | 12,788 |
| (f) Other current assets | 1,105 | 1,034 | 1,019 |
| | 76,253 | 73,514 | 72,313 |
| Total | 1,41,771 | 1,26,904 | 1,23,558 |

FINANCIAL I CONSOLIDATED I PROFIT & LOSS ACCOUNT AS ON 31st December 2015

Values are in Million ₹

| PARTICULARS | QUARTER ENDED | | YEAR |
|--|---------------|--------------|--------------------|
| | 31-DEC-15 | 30-SEP-15 | ENDED 31-MAR-15 |
| (I) Revenue from Operations | 9804 | 12043 | 35272 |
| (II) Other Income | 198 | 268 | 642 |
| (III) Total Revenue - (I+II) | 10002 | 12311 | 35914 |
| (IV) Expenses | | | |
| Cost of sales on projects | 4965 | 7264 | 20183 |
| Cost of contractual projects | -19 | 32 | 98 |
| Property and Facilities operating expenses | 1403 | 953 | 3497 |
| Employee benefits expense | 601 | 638 | 1836 |
| Finance costs | 896 | 882 | 2649 |
| Depreciation and amortization expense | 390 | 378 | 1135 |
| Other expenses | 565 | 446 | 1435 |
| Total Expenses | 8801 | 10593 | 30833 |
| (V) Profit before tax (III-IV) | 1201 | 1718 | 5081 |
| (VI) Tax expense | 472 | 622 | 1850 |
| VII. Profit (Loss) for the year | 729 | 1096 | 3231 |
| Share of profit / (loss) from associates (Net) (VIII) | 19 | -22 | -28 |
| Profit after tax (before adjustment for Minority interest) (IX = VII - VIII) | 748 | 1074 | 3203 |
| Share in (profit) / loss to Minority interest (X) | -112 | -68 | -271 |
| Profit after tax and Minority interest (VIII - X) | 636 | 1006 | 2932 |
| | | | 3323 |

FINANCIAL I CONSOLIDATED I KEY RATIOS

Values are in Million ₹

| SL. NO. | PARTICULARS | QUARTER ENDED | | | | YEAR ENDED | |
|---------|--|--------------------------|---------|--------------------------|---------|------------------------|---------|
| | | 31-DEC-15 (UNAUDITED) | RATIO/% | 30-SEP-15 (UNAUDITED) | RATIO/% | 31-MAR-15 (AUDITED) | RATIO/% |
| | | | | | | | |
| 1 | Sale of Projects & Property Income | 9,804 | | 12,043 | | 34,198 | |
| 2 | Other Income | 198 | | 268 | | 986 | |
| 3 | Total Income | 10,002 | | 12,311 | | 35,184 | |
| 4 | Cost of project sold and property expenses | 6,349 | | 8,249 | | 20,265 | |
| 5 | Gross Margin | 3,455 | 35% | 3,794 | 32% | 13,933 | 41% |
| 6 | Admin, Employee and Selling cost | 1,166 | | 1,084 | | 3,994 | |
| 7 | EBIDTA | 2,487 | 25% | 2,978 | 24% | 10,925 | 31% |
| 8 | Financial Expenses | 896 | | 882 | | 3,214 | |
| 9 | Depreciation | 390 | | 378 | | 1,397 | |
| 10 | Total Expenses | 8,801 | | 10,593 | | 28,870 | |
| 11 | PBT | 1,201 | 12% | 1,718 | 14% | 6,314 | 18% |
| 12 | Tax | 472 | | 622 | | 2,647 | |
| 13 | PAT | 729 | 7% | 1,096 | 9% | 3,667 | 10% |

FINANCIAL | CONSOLIDATED | KEY RATIOS

Values are in Million ₹

| SL. NO. | PARTICULARS | QUARTER ENDED | | YEAR ENDED |
|---------|--|---------------|-------------|------------|
| | | 31-DEC-15 | 30-SEP-15 | 31-MAR-15 |
| | | (UNAUDITED) | (UNAUDITED) | (AUDITED) |
| 14 | Share of profit / (loss) from associates | 19 | (22) | 7 |
| 15 | Minority | (112) | (68) | (351) |
| 16 | Profit after tax | 636 | 1,006 | 3,323 |
| 17 | EPS (Annualized) (In Rs) | 6.78 | 10.73 | 9.09 |
| 18 | Market Price per share | 193.5 | 215.50 | 268.50 |
| 19 | PE Ratio | 29 | 20 | 30 |
| 20 | Market Cap | 72,563 | 80,813 | 1,00,688 |
| 21 | Net Worth | 41,073 | 40,473 | 38,206 |
| 22 | Book Value per share | 110 | 108 | 102 |
| 23 | Price to Book Value | 1.77 | 2.00 | 2.64 |

BUSINESS PERFORMANCE | LAUNCH/PRE-LAUNCH | COMPLETIONS

Q3 LAUNCH/PRE-LAUNCH

| Sl.No | Project | Location | Segment | Developable Area (Mnsf) | Economic Interest | Prestige Share (Mnsf) |
|--------------|---------------------------|----------|-------------|-------------------------|-------------------|-----------------------|
| 1 | Prestige Hillside Gateway | Cochin | Residential | 1.55 | 70% | 1.09 |
| Total | | | | 1.55 | | 1.09 |

Q3 COMPLETIONS

| Sl.No | Project | Location | Segment | Developable Area (Mnsf) | Economic Interest | Prestige Share (Mnsf) |
|--------------|----------------------|-----------|-------------|-------------------------|-------------------|-----------------------|
| 1 | Prestige West Holmes | Mangaluru | Residential | 0.06 | 65% | 0.04 |
| Total | | | | 0.06 | | 0.04 |

SALES SUMMARY | PRESTIGE SHARE



Areas are in Million Sqft
Values are in Million ₹

| Particulars | Q3FY2016 | | | Q2FY2016 | | | Q3FY2015 | | | 9MFY2016 | | | 9MFY2015 | | |
|---------------------|-------------|------------|-------------|-------------|------------|-------------|-------------|------------|-------------|-------------|-------------|--------------|-------------|-------------|--------------|
| | Area | Units | Value | Area | Units | Value | Area | Units | Value | Area | Units | Value | Area | Units | Value |
| RESIDENTIAL | | | | | | | | | | | | | | | |
| Mid Income Segment | 0.76 | 476 | 3928 | 0.85 | 567 | 4,690 | 0.74 | 472 | 4244 | 2.25 | 1415 | 12938 | 4.48 | 2851 | 26408 |
| Premium Segment | 0.13 | 47 | 1111 | 0.12 | 52 | 1,063 | 0.18 | 60 | 1961 | 0.31 | 116 | 2875 | 0.42 | 135 | 4218 |
| TOTAL | 0.89 | 523 | 5039 | 0.97 | 619 | 5753 | 0.92 | 532 | 6205 | 2.56 | 1531 | 15813 | 4.90 | 2986 | 30626 |
| COMMERCIAL | 0.02 | 0 | 83 | 0.05 | 0 | 298 | 0.21 | 0 | 1389 | 0.16 | 0 | 626 | 0.46 | 0 | 2935 |
| GRANDTOTAL | 0.90 | 523 | 5123 | 1.02 | 619 | 6051 | 1.13 | 532 | 7594 | 2.72 | 1531 | 16439 | 5.36 | 2986 | 33560 |
| Realisation per sft | | | 5672 | | | 5921 | | | 6741 | | | 6041 | | | 6265 |

NOTE

- 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)
- Overall unrecognized revenue in the books of accounts from all the projects as on 31/12/2015 (Sales made and yet to come for recognition) based on POC is approximately ₹ 72,135 Mn.
- The above sales value and realization are excluding Stamp duty, Registration fee and Taxes. (These exclusions approximately aggregate to around 15% of the sales value).

UNRECOGNIZED REVENUE FROM PROJECTS UNDER CONSTRUCTION



Values are in Million ₹

| Sl.No | Projects | Total sales value of unit sold as at 31-Dec-2015 | Cumulative turnover declared upto 31-Dec-2015 | Balance turnover to be declared on POC | Expected timeline to reach 25% trigger |
|-------|----------------------------|--|---|--|--|
| A | Residential Projects | | | | |
| 1 | Prestige Tranquility | 9,643 | 8,180 | 1,463 | |
| 2 | Prestige White Meadows-1&2 | 7,155 | 6,341 | 815 | |
| 3 | Prestige Kingfisher Towers | 5,841 | 3,879 | 1,962 | |
| 4 | Prestige Golf Shire | 5,184 | 3,917 | 1,268 | |
| 5 | Prestige Sunny Side | 3,221 | 2,966 | 255 | |
| 6 | Prestige Parkview | 1,817 | 1,788 | 28 | |
| 7 | Prestige Royal wood | 1,257 | 1,103 | 154 | |
| 8 | Prestige Garden Bay | 1,364 | 1,070 | 294 | |
| 9 | Prestige Casabella | 754 | 503 | 251 | |
| 10 | Prestige Edwardian | 400 | 265 | 135 | |
| 11 | Prestige Ferns Residency | 5,693 | 3,560 | 2,133 | |
| 12 | Prestige Mayberry | 2,252 | 1,845 | 407 | |
| 13 | Prestige Glen Wood | 960 | 858 | 103 | |
| 14 | Prestige Westwoods | 3,403 | 1,506 | 1,897 | |
| 15 | Prestige Ivy Terraces | 1,427 | 703 | 724 | |
| 16 | Prestige Downtown | 973 | 663 | 310 | |

UNRECOGNIZED REVENUE FROM PROJECTS UNDER CONSTRUCTION

Values are in Million ₹

| Sl.No | Projects | Total sales value of unit sold as at 31-Dec-2015 | Cumulative turnover declared upto 31-Dec-2015 | Balance turnover to be declared on POC | Expected timeline to reach 25% trigger |
|-------|--|--|---|--|--|
| 17 | Prestige Augusta Golf Village | 5,811 | 2,266 | 3,545 | |
| 18 | Prestige Misty Waters | 4,164 | 2,912 | 1,252 | |
| 19 | Prestige Silver Spring | 1,550 | 545 | 1,005 | |
| 20 | Prestige Silver Crest | 816 | 794 | 22 | |
| 21 | Prestige Summer Fields | 1,307 | 1,067 | 240 | |
| 22 | Prestige Jade Pavilion | 2,208 | 1,548 | 660 | |
| 23 | Prestige Silver Sun | 361 | 346 | 15 | |
| 24 | Prestige Sunrise Park - Phase I & Phase II | 9,966 | 5,378 | 4,588 | |
| 25 | Prestige Lakeside Habitat Phase I & II | 13,357 | 4,267 | 9,090 | |
| 26 | Prestige Royale Garden-Phase I & Phase II | 2,818 | 769 | 2,049 | |
| 27 | Prestige Brooklyn Heights | 791 | 295 | 495 | |
| 28 | Prestige Bellavista | 9,960 | 9,720 | 241 | |
| 29 | Prestige Tech Vista | 165 | - | 165 | FY 16 |
| 30 | Prestige Bagmane Temple Bells | 3,737 | - | 3,737 | FY 16 |
| 31 | Prestige Spencer Heights | 686 | - | 686 | FY 17 |
| 32 | Prestige Hermitage | 60 | - | 60 | FY 17 |
| 33 | Prestige Falcon City- Phase I & II | 14,663 | - | 14,663 | FY 17 |
| 34 | Prestige Falcon City Buy Back | 1,675 | - | 1,675 | FY 17 |

UNRECOGNIZED REVENUE FROM PROJECTS UNDER CONSTRUCTION

Values are in Million ₹

| Sl.No | Projects | Total sales value of unit sold as at 31-Dec-2015 | Cumulative turnover declared upto 31-Dec-2015 | Balance turnover to be declared on POC | Expected timeline to reach 25% trigger |
|------------------|---------------------------------|--|---|--|--|
| 35 | Prestige Falcon City Buy Back 2 | 570 | - | 570 | FY 17 |
| 36 | Prestige Gulmohar | 2,213 | - | 2,213 | FY 17 |
| 37 | Prestige Leela Residences | 2,073 | - | 2,073 | FY 17 |
| 38 | Prestige déjà vu | 452 | - | 452 | FY 17 |
| 39 | Prestige Kenilworth | 711 | - | 711 | FY 17 |
| 40 | Prestige Woodside | 188 | - | 188 | FY 17 |
| 41 | Prestige Pine Wood | 839 | - | 839 | FY 17 |
| 42 | Prestige Woodland Park | 1,282 | - | 1,282 | FY 17 |
| 43 | Prestige High Fields_Phase I | 860 | - | 860 | FY 17 |
| 44 | Prestige Ivy League | 774 | - | 774 | FY 17 |
| 45 | Prestige MSR | 240 | - | 240 | FY 17 |
| 46 | Prestige Northpoint | 1,540 | - | 1,540 | FY 18 |
| 47 | Prestige Song of South | 2,762 | - | 2,762 | FY 18 |
| 48 | Hillside Gateway | 1,244 | - | 1,244 | FY 18 |
| Total - A | | 1,41,189 | 69,054 | 72,135 | |

PROJECT DEBTORS SUMMARY

Values are in Million ₹

| Name of the Project | Opening Balance as at 01-Oct-2015 | New Sales / Adjustment | Amount Realised | Closing Balance as at 31-Dec-2015 |
|--------------------------------|--------------------------------------|---------------------------|-----------------|---|
| Prestige Oasis | 119 | 82 | 97 | 104 |
| Prestige Shantiniketan | 66 | 153 | 173 | 46 |
| Prestige Neptunes Court Yard | 41 | 2 | 21 | 23 |
| Prestige Tech Park Phase - III | 77 | (17) | 24 | 36 |
| Prestige Technopolis | 41 | (18) | - | 23 |
| Prestige Khoday Tower | 280 | - | - | 280 |
| Prestige Silver Oak | 181 | 150 | 129 | 203 |
| Prestige Philadelphia | 44 | - | - | 44 |
| Prestige Plaza | 139 | - | - | 139 |
| Prestige Star | 90 | (17) | 5 | 69 |
| Prestige Tech Platina | 1,276 | (103) | 18 | 1,156 |
| Prestige West Holmes | 7 | 32 | 12 | 27 |
| Prestige Trinity Centre | 44 | 32 | 25 | 51 |
| Others | 17 | 4 | 3 | 18 |
| Sub Total - A | 2425 | 301 | 507 | 2219 |

Note: In addition to the above, there are Land Owner dues to the extent of Rs. 905 mn.

PROJECT DEBTORS SUMMARY

Values are in Million ₹

| Name of the Project | Opening Balance as at 01-Oct-2015 | Incremental POC Turnover | POC Adjustment | Amount Realised | Closing Balance as at 31-Dec-2015 |
|----------------------------|-----------------------------------|--------------------------|----------------|-----------------|-----------------------------------|
| Ongoing Projects | | | | | |
| Prestige Edwarlian | 77 | 12 | 4 | - | 85 |
| Prestige Golfshire | 546 | 217 | (28) | 203 | 588 |
| Prestige White Meadows | 1,058 | 167 | (13) | 101 | 1,137 |
| Prestige Kingfisher Towers | 932 | 215 | 21 | 100 | 1,026 |
| Prestige Parkview | 51 | 20 | (22) | 33 | 59 |
| Prestige Sunny Side | 48 | 97 | (23) | 59 | 110 |
| Prestige Tranquility | 141 | 375 | 319 | 54 | 143 |
| Prestige Bellavista | 346 | 18 | 102 | 64 | 198 |
| Prestige Royal Wood | 171 | 34 | (12) | 44 | 172 |
| Prestige Casabella | 3 | 63 | 57 | 4 | 6 |
| Prestige Garden Bay | 22 | 91 | 61 | 28 | 25 |
| Prestige Glen wood | 29 | 54 | 31 | 33 | 20 |
| Prestige Mayberry | 35 | 255 | 213 | 18 | 59 |
| Prestige Ferns Residency | 94 | 334 | (146) | 488 | 85 |
| Prestige Ivy Terraces | 11 | 56 | (44) | 100 | 11 |
| Prestige Westwoods | 72 | 246 | 46 | 141 | 131 |
| Prestige Downtown | 212 | 41 | (8) | 89 | 172 |

PROJECT DEBTORS SUMMARY

Values are in Million ₹

| Name of the Project | Opening Balance as at 01-Oct-2015 | Incremental POC Turnover | POC Adjustment | Amount Realised | Closing Balance as at 31-Dec-2015 |
|-------------------------------|-----------------------------------|--------------------------|----------------|-----------------|-----------------------------------|
| Prestige Augusta Golf Village | 18 | 302 | (135) | 442 | 13 |
| Prestige SilverCrest | 30 | 8 | (17) | 35 | 21 |
| Prestige Misty Waters | 65 | 419 | 44 | 376 | 65 |
| Prestige Silversprings | 67 | 89 | (43) | 162 | 38 |
| Prestige Sunrise Park | 104 | 717 | (66) | 823 | 64 |
| Prestige Lakeside Habitat | 33 | 984 | (191) | 1,128 | 79 |
| Prestige Silver Sun | 35 | 51 | 0 | 36 | 50 |
| Prestige Summerfields | 40 | 208 | (1) | 173 | 75 |
| Prestige Brooklyn Heights | - | 295 | 246 | 40 | 9 |
| Prestige Royale Gardens | - | 769 | 558 | 203 | 9 |
| Prestige Jade Pavilion | 97 | 262 | (43) | 351 | 50 |
| Sub Total - B | 4,336 | 6,399 | 909 | 5,327 | 4,499 |

PROJECT DEBTORS SUMMARY



Values are in Million ₹

| Name of the Project | Opening Balance as at 01-Oct-2015 | Incremental POC Turnover | POC Adjustment | Amount Realised | Closing Balance as at 31-Dec-2015 |
|---------------------------------|-----------------------------------|--------------------------|----------------|-----------------|-----------------------------------|
| <u>Other Ongoing Projects</u> | | | | | |
| Prestige Techvista | - | - | - | 2 | - |
| Prestige Spencer Heights | - | - | - | 4 | - |
| Prestige Falcon City | - | - | - | 933 | - |
| Prestige Alta Vista Falcon City | - | - | - | 162 | - |
| Prestige High Fields | - | - | - | 15 | - |
| Prestige Ivy League | - | - | - | 59 | - |
| Prestige Leela Residences | - | - | - | 84 | - |
| Prestige déjà vu | - | - | - | 2 | - |
| Prestige Woodland Park | - | - | - | 4 | - |
| Prestige Pinewood | - | - | - | 33 | - |
| Prestige MSR | - | - | - | 3 | - |
| Prestige North Point | - | - | - | 4 | - |
| Prestige Wood Side | - | - | - | 19 | - |
| Prestige Bagmane Temple Bells | - | - | - | 246 | - |
| Prestige Gulmohar | - | - | - | 150 | - |
| Prestige Song of the south | - | - | - | 209 | - |
| Prestige Hillside Gateway | - | - | - | 190 | - |
| Sub Total - C | - | - | - | 2,143 | - |
| Total (A+B+C) | 6,760 | 6,700 | 909 | 7,976 | 6,718 |

DEBT PROFILE AS ON 31st December 2015

Values are in Million ₹

| Particulars | Standalone | % | Consolidated Loan * | % |
|----------------------------------|---------------|---------------|---------------------|---------------|
| Secured Loan | 30,342 | 100.0% | 55,226 | 100.0% |
| a. Project Debt - Resi & Comm | 14,513 | 47.8% | 17,371 | 31.5% |
| b. Capex Loans | | | | |
| - Office Space | 1,951 | 6.4% | 1,951 | 3.5% |
| - Retail | - | 0.0% | 778 | 1.4% |
| - Hospitality | 2,531 | 8.3% | 4,688 | 8.5% |
| c. Rental Securitisation Loans | 3,135 | 10.3% | 22,226 | 40.2% |
| d. Receivables discounting loans | 8,213 | 27.1% | 8,213 | 14.9% |
| Gross Debt | 30,342 | 100.0% | 55,226 | 100.0% |
| Less: Cash & Bank Balances | 3,619 | | 5,485 | |
| Net Debt | 26,723 | | 49,741 | |
| Networth | 41,901 | | 45,230 | |
| Debt Equity Ratio | 0.64 | | 1.10 | |

Note: There is an increase of Rs 24,884.1 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 21,244.3 Mn as against Rs. 24,884.1 Mn, resulting in the overall net debt of Rs 46,101.6 mn (Rs 30,342.1 Mn + Rs 21,244.3 Mn – Rs. 5,484.8 Mn) on a consolidated basis resulting in an effective D/E Ratio of 1.02 (Rs. 46,101.6 Mn / Rs.45,229.5 Mn).

ANNUALIZED PROJECTED EXIT RENTALS FOR AREA LEASED

| Sl. No | Project Name | Segment | Total Leasable Area | Economic Interest | Area Leased Prestige Share | Rent Per Sft (₹) | Rent P.A (₹ Mn) |
|---|--------------------------------------|------------|---------------------|-------------------|----------------------------|------------------|-----------------|
| Existing Rental Income as on 31st December 2015 | | | | | | | |
| 1 | Prestige Estates Projects Limited | Commercial | 1.93 | 1.93 | 1.93 | 38.00 | 880 |
| 2 | West Palm Developers Pvt Ltd | Commercial | 0.32 | 0.19 | 0.19 | 34.69 | 80 |
| 3 | Prestige Valley View Estates Pvt Ltd | Commercial | 0.01 | 0.01 | 0.01 | 234.70 | 23 |
| 4 | Exora Business Park - Phase I-III | Commercial | 2.16 | 2.05 | 2.05 | 52.00 | 1289 |
| 5 | ICBI India Pvt Ltd | Commercial | 0.05 | 0.04 | 0.04 | 89.00 | 40 |
| 6 | Cessna (B1 to B8) | Commercial | 2.77 | 2.35 | 2.35 | 43.38 | 1224 |
| 7 | Prestige Polygon | Commercial | 0.25 | 0.25 | 0.25 | 70.00 | 207 |
| 8 | Forum Vijaya- Commercial | Commercial | 0.19 | 0.10 | 0.10 | 44.00 | 50 |
| 9 | Forum Mall | Retail | 0.35 | 0.24 | 0.24 | 106.00 | 299 |
| 10 | UB City Retail | Retail | 0.13 | 0.06 | 0.06 | 250.00 | 169 |
| 11 | Forum Value Mall | Retail | 0.29 | 0.15 | 0.15 | 45.00 | 79 |
| 12 | Forum Vijaya- Retail | Retail | 0.66 | 0.33 | 0.33 | 75.00 | 298 |
| 13 | Forum Mall Sujana Hyderabad | Retail | 0.85 | 0.21 | 0.20 | 75.00 | 177 |
| 14 | Forum Mall Mangalore | Retail | 0.69 | 0.24 | 0.24 | 50.00 | 143 |
| 15 | SKN Commercial | Commercial | 0.04 | 0.04 | 0.04 | 32.00 | 15 |
| Total annualised rentals as on 31st December 2015 | | | 10.62 | 8.13 | 8.12 | | 4,974 |

ANNUALIZED PROJECTED EXIT RENTALS FOR AREA LEASED

Area in Million sqft

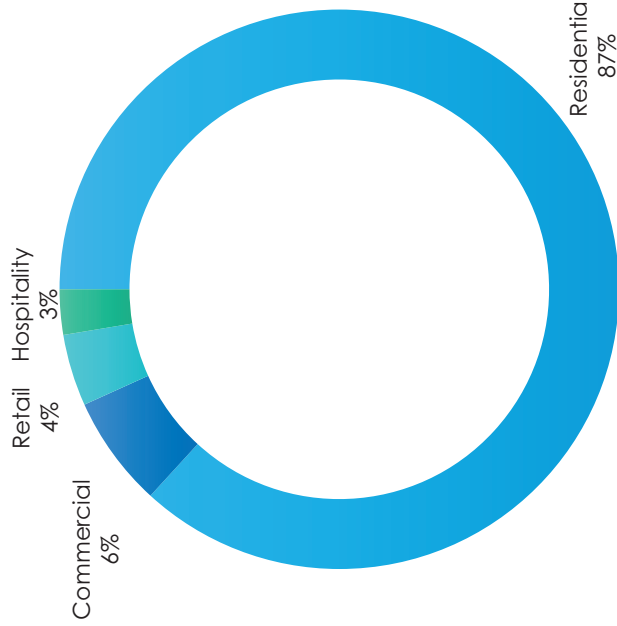
| Sl. No | Project Name | Segment | Total Leasable Area | Economic Interest | Area Leased Prestige Share | Rent Per Sft (₹) | Rent P.A (₹ Mn) |
|---|------------------|------------|---------------------|-------------------|----------------------------|------------------|-----------------|
| Rental Income by March 2016 | | | | | | | |
| 1 | SKN Commercial | Commercial | 0.37 | 0.37 | 0.00 | 32.00 | 142 |
| 2 | Prestige Polygon | Commercial | 0.09 | 0.09 | 0.00 | 65.00 | 68 |
| Incremental rentals in FY 15-16 | | | | | | | |
| | | | 0.46 | 0.46 | 0.00 | | 210 |
| Total annualised rentals by March 2016 | | | 11.08 | 8.59 | 8.12 | | 5,184 |

INDEX.

1. ABOUT PRESTIGE
2. OPERATIONAL HIGHLIGHTS
3. FINANCIAL HIGHLIGHTS
4. **PROJECT PORTFOLIO & UPDATE**
5. RECEIVABLES PROFILE
6. GUIDANCE VS ACHIEVED
7. AWARDS & RECOGNITIONS
8. PROJECT STATUS

PRODUCT MIX | ONGOING PROJECTS

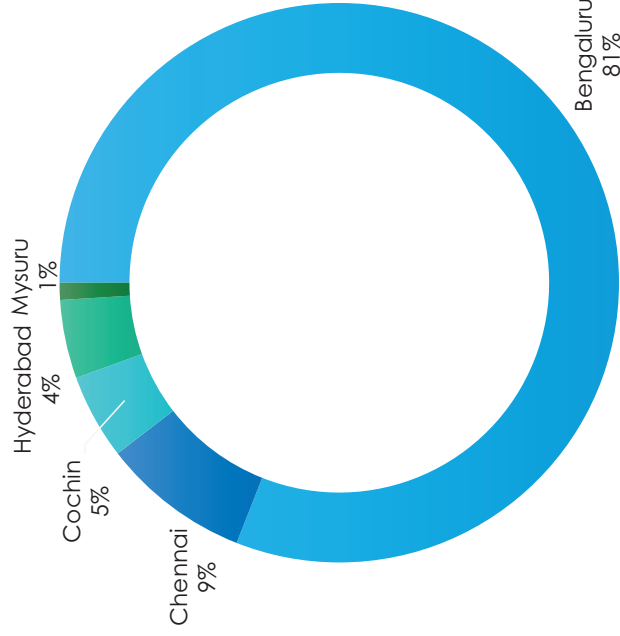
SEGMENT



■ Residential ■ Commercial ■ Retail ■ Hospitality

| Segment | No. of Projects | Developable Area (Mnsf) |
|--------------|-----------------|-------------------------|
| Residential | 51 | 58.15 |
| Commercial | 5 | 4.32 |
| Retail | 6 | 2.78 |
| Hospitality | 3 | 1.75 |
| Total | 65 | 67.00 |

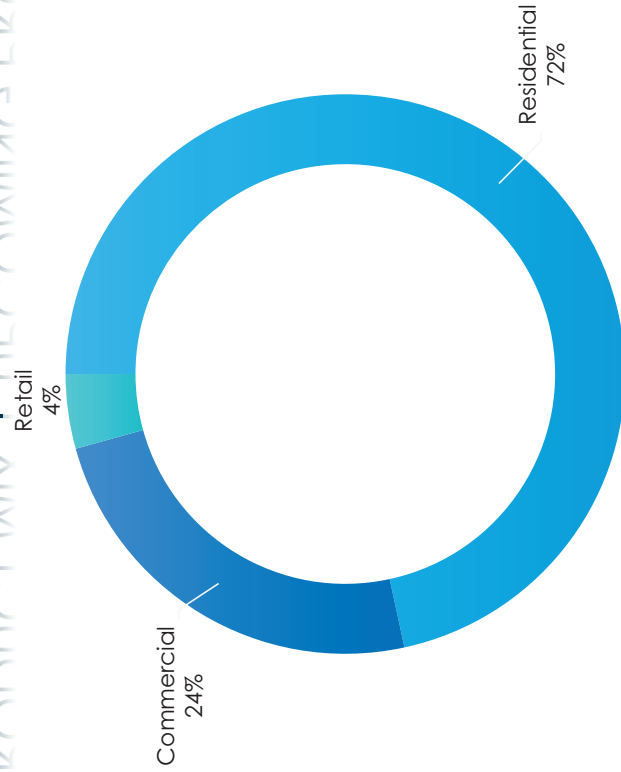
GEOGRAPHY



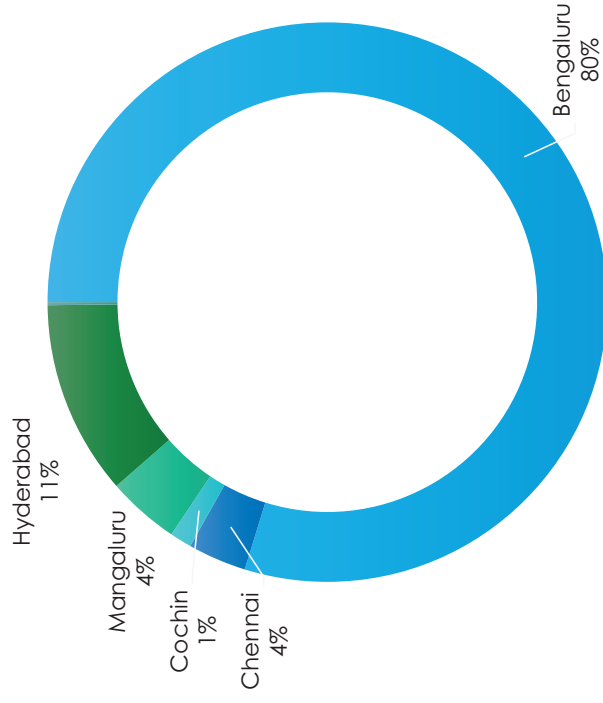
■ Bengaluru ■ Chennai ■ Cochin ■ Hyderabad ■ Mysuru

| City | No. of Projects | Developable Area (Mnsf) |
|--------------|-----------------|-------------------------|
| Bengaluru | 52 | 54.26 |
| Chennai | 3 | 5.74 |
| Cochin | 5 | 3.30 |
| Hyderabad | 3 | 3.04 |
| Mysuru | 2 | 0.66 |
| Total | 65 | 67.00 |

PRODUCT MIX | UPCOMING PROJECTS



■ Residential ■ Commercial ■ Retail



■ Bengaluru ■ Chennai ■ Cochin ■ Mangaluru ■ Hyderabad ■ Ooty

GEOGRAPHY

SEGMENT

ONGOING PROJECTS | RESIDENTIAL

| S.No | Project | City | Developable Area (Mnsf) | Economic Interest | Prestige Share (Mnsf) | No of Units | Prestige Share of Units |
|------|------------------------------------|-----------|-------------------------|-------------------|-----------------------|-------------|-------------------------|
| 1 | Prestige Golfshire- Villas | Bengaluru | 1.75 | 100.00% | 1.75 | 228 | 228 |
| 2 | Prestige White Meadows -1 | Bengaluru | 1.07 | 100.00% | 1.07 | 163 | 163 |
| 3 | Prestige White Meadows -2 | Bengaluru | 1.16 | 62.50% | 0.73 | 191 | 119 |
| 4 | Prestige Royal Woods | Hyderabad | 0.63 | 50.00% | 0.32 | 152 | 76 |
| 5 | Prestige Edwardian | Bengaluru | 0.07 | 100.00% | 0.07 | 12 | 12 |
| 6 | Prestige Bella Vista | Chennai | 5.04 | 60.00% | 3.02 | 2,613 | 1,567 |
| 7 | Prestige Garden Bay | Bengaluru | 0.64 | 72.00% | 0.46 | 184 | 133 |
| 8 | Prestige Mayberry-1 | Bengaluru | 0.12 | 75.00% | 0.09 | 40 | 30 |
| 9 | Prestige Mayberry-2 | Bengaluru | 0.39 | 60.39% | 0.24 | 126 | 76 |
| 10 | Prestige Down Town | Chennai | 0.21 | 100.00% | 0.21 | 84 | 84 |
| 11 | Prestige Hermitage | Bengaluru | 0.23 | 50.00% | 0.12 | 26 | 13 |
| 12 | Prestige Summer Fields | Bengaluru | 0.31 | 50.85% | 0.16 | 83 | 42 |
| 13 | Prestige Casabella | Bengaluru | 0.48 | 75.00% | 0.36 | 210 | 158 |
| 14 | Kingfisher Towers | Bengaluru | 1.09 | 45.51% | 0.50 | 82 | 42 |
| 15 | Prestige Silver Sun | Bengaluru | 0.21 | 33.60% | 0.07 | 102 | 34 |
| 16 | Prestige Hillside Retreat | Bengaluru | 0.11 | 75.00% | 0.08 | 58 | 44 |
| 17 | Prestige Ferns Residency | Bengaluru | 3.29 | 62.00% | 2.04 | 1,483 | 920 |
| 18 | Prestige Misty Waters | Bengaluru | 1.02 | 51.00% | 0.52 | 558 | 285 |
| 19 | Prestige Brooklyn Heights | Bengaluru | 0.27 | 62.00% | 0.16 | 94 | 59 |
| 20 | Prestige Spencer Heights | Bengaluru | 0.11 | 100.00% | 0.11 | 34 | 34 |
| 21 | Prestige Royale Garden - Phase I | Bengaluru | 0.43 | 68.50% | 0.29 | 384 | 263 |
| 22 | Prestige Sunrise Park - Phase I | Bengaluru | 1.69 | 99.00% | 1.67 | 1,046 | 1,036 |
| 23 | Prestige West Woods | Bengaluru | 1.02 | 60.00% | 0.61 | 574 | 341 |
| 24 | Prestige Augusta Golf Village | Bengaluru | 1.38 | 67.00% | 0.92 | 460 | 308 |
| 25 | Prestige Jade Pavilion | Bengaluru | 0.68 | 46.91% | 0.32 | 266 | 125 |
| 26 | Prestige Royale Gardens - Phase II | Bengaluru | 2.46 | 68.50% | 1.69 | 1,312 | 905 |

ONGOING PROJECTS | RESIDENTIAL

| Sl.No | Project | City | Developable Area (Mnsf) | Economic Interest | Prestige Share (Mnsf) | No of Units | Prestige Share of Units |
|------------------|---|-----------|-------------------------|-------------------|-----------------------|---------------|-------------------------|
| 27 | Prestige Sunrise Park - Phase II | Bengaluru | 1.58 | 99.00% | 1.56 | 864 | 864 |
| 28 | Prestige Silver Spring | Chennai | 0.49 | 27.54% | 0.14 | 125 | 34 |
| 29 | Prestige Thomson | Cochin | 0.55 | 25.00% | 0.14 | 238 | 60 |
| 30 | Prestige Ivy Terraces | Bengaluru | 0.57 | 62.00% | 0.35 | 315 | 195 |
| 31 | Prestige Lakeside Habitat- Phase I & II | Bengaluru | 5.60 | 69.30% | 3.88 | 2488 | 1742 |
| 32 | Prestige Falcon City Phase I | Bengaluru | 4.57 | 51.00% | 2.33 | 1890 | 964 |
| 33 | Prestige Bagmane Temple Bells | Bengaluru | 1.55 | 70.00% | 1.09 | 968 | 678 |
| 34 | Prestige Gulmohar | Bengaluru | 0.87 | 51.00% | 0.44 | 404 | 206 |
| 35 | Prestige Leela Residences | Bengaluru | 0.36 | 60.00% | 0.22 | 88 | 54 |
| 36 | Prestige Ivy League | Hyderabad | 0.86 | 60.00% | 0.52 | 349 | 209 |
| 37 | Prestige High Fields_Phase I | Hyderabad | 1.55 | 68.34% | 1.06 | 665 | 454 |
| 38 | Prestige North Point | Bengaluru | 0.40 | 51.00% | 0.21 | 184 | 94 |
| 39 | Prestige Pine Wood | Bengaluru | 0.62 | 44.00% | 0.27 | 256 | 113 |
| 40 | Prestige Woodland Park | Bengaluru | 0.38 | 50.00% | 0.19 | 166 | 83 |
| 41 | Prestige Woodside | Bengaluru | 0.42 | 60.00% | 0.25 | 138 | 83 |
| 42 | Prestige MSR | Bengaluru | 0.19 | 65.00% | 0.12 | 100 | 65 |
| 43 | Prestige Bougainvillea Platinum | Bengaluru | 0.13 | 60.00% | 0.08 | 22 | 13 |
| 44 | Prestige Falcon City Phase II | Bengaluru | 1.52 | 35.70% | 0.54 | 630 | 225 |
| 45 | Prestige Déjà vu | Bengaluru | 0.15 | 48.00% | 0.07 | 40 | 23 |
| 46 | Prestige Kenilworth | Bengaluru | 0.19 | 40.00% | 0.08 | 42 | 18 |
| 47 | Prestige Song of South | Bengaluru | 2.28 | 69.04% | 1.57 | 1,117 | 771 |
| 48 | Prestige Tranquility | Bengaluru | 4.57 | 100.00% | 4.57 | 2,368 | 2368 |
| 49 | Prestige Sunny Side | Bengaluru | 0.98 | 100.00% | 0.98 | 395 | 395 |
| 50 | Prestige Glen Wood | Bengaluru | 0.37 | 65.00% | 0.24 | 116 | 75 |
| 51 | Prestige Hillside Gateway | Cochin | 1.55 | 70.00% | 1.085 | 629 | 440 |
| Total - A | | | 58.15 | | 39.57 | 25,162 | 17,322 |

ONGOING PROJECTS

COMMERCIAL

| Sl. No | Project | City | Developable Area (Mnsf) | Economic Interest | Prestige Share (Mnsf) |
|------------------|-----------------------------|-----------|-------------------------|-------------------|-----------------------|
| 1 | Prestige Trade Towers | Bengaluru | 0.61 | 45.00% | 0.27 |
| 2 | Cessna Business Park B9-B11 | Bengaluru | 2.94 | 85.00% | 2.50 |
| 3 | Prestige TMS Square | Cochin | 0.17 | 58.00% | 0.10 |
| 4 | Prestige Falcon Towers | Bengaluru | 0.49 | 45.00% | 0.22 |
| 5 | Prestige Saleh Ahmed | Bengaluru | 0.11 | 50.00% | 0.06 |
| Total - B | | | 4.32 | | 3.15 |

RETAIL

| Sl. No | Project | City | Developable Area (Mnsf) | Economic Interest | Prestige Share (Mnsf) |
|------------------|-------------------------|-----------|-------------------------|-------------------|-----------------------|
| 1 | Forum Shantiniketan | Bengaluru | 1.06 | 65.00% | 0.69 |
| 2 | Forum Mysuru | Mysuru | 0.55 | 50.99% | 0.28 |
| 3 | Prestige Mysuru Central | Mysuru | 0.11 | 65.00% | 0.07 |
| 4 | Prestige TMS Square | Cochin | 0.12 | 58.00% | 0.07 |
| 5 | Forum Thomsun | Cochin | 0.91 | 25.00% | 0.23 |
| 6 | Prestige Cube | Bengaluru | 0.03 | 100.00% | 0.03 |
| Total - C | | | 2.78 | | 1.37 |

ONGOING PROJECTS | HOSPITALITY

| Sl. No | Project | City | Developable Area (Mnsf) | Economic Interest | Prestige Share (Mnsf) | No. of Keys |
|-------------|------------------------------------|-----------|-------------------------|-------------------|-----------------------|-------------|
| 1 | Conrad (Hilton) | Bengaluru | 0.45 | 100.00% | 0.45 | 285 |
| 2 | Sheraton Hotel & Convention Center | Bengaluru | 0.72 | 100.00% | 0.72 | 365 |
| 3 | Marriott Hotel & Convention Centre | Bengaluru | 0.58 | 100.00% | 0.58 | 307 |
| Total - D | | | 1.75 | | 1.75 | 957 |
| GRAND TOTAL | | | 67.00 | | 45.84 | |

UPCOMING PROJECTS | RESIDENTIAL

| Sl.No | Project | City | Developable Area (Mnsf) | Economic Interest | Prestige Share (Mnsf) |
|------------------|---|-----------|-------------------------|-------------------|-----------------------|
| 1 | Prestige Greenmoor | Bengaluru | 0.67 | 25.00% | 0.17 |
| 2 | Prestige Hillcrest | Ooty | 0.07 | 50.00% | 0.04 |
| 3 | Prestige Lakeside Habitat Phase III | Bengaluru | 2.80 | 69.30% | 1.94 |
| 4 | Prestige Primerose Hills | Bengaluru | 2.02 | 62.00% | 1.25 |
| 5 | Prestige Park Square | Bengaluru | 1.10 | 35.70% | 0.39 |
| 6 | Roshanara Property | Bengaluru | 0.22 | 100.00% | 0.22 |
| 7 | Mangaluru Villas | Mangaluru | 0.14 | 68.00% | 0.09 |
| 8 | Prestige Kew Gardens | Bengaluru | 1.71 | 60.00% | 1.03 |
| 9 | Prestige Avalon | Bengaluru | 0.09 | 40.00% | 0.03 |
| 10 | Prestige Fountain Blue | Bengaluru | 0.20 | 60.00% | 0.12 |
| 11 | Prestige Dolce Vita | Bengaluru | 0.22 | 60.00% | 0.13 |
| 12 | Prestige Courtyards | Chennai | 0.90 | 70.00% | 0.63 |
| 13 | Prestige Lake ridge | Bengaluru | 2.03 | 66.70% | 1.35 |
| 14 | Prestige Cosmopoliton | Chennai | 0.18 | 100.00% | 0.18 |
| 15 | Prestige Prestige Valley Crest (Bejai Property) | Mangaluru | 0.96 | 70.00% | 0.67 |
| 16 | Prestige Jindal Property | Bengaluru | 4.65 | 73.00% | 3.40 |
| 17 | Prestige Verdant Vistas | Mangaluru | 0.29 | 60.00% | 0.17 |
| 18 | Prestige High Fields Phase II | Hyderabad | 4.65 | 68.34% | 3.18 |
| 19 | Prestige Fairfield (Dollars Colony) | Bengaluru | 0.54 | 60.00% | 0.32 |
| 20 | Song Of south Ph II | Bengaluru | 2.28 | 69.04% | 1.57 |
| 21 | Prestige Botanique | Bengaluru | 0.14 | 55.00% | 0.08 |
| 22 | Prestige Boulevard | Bengaluru | 0.33 | 100.00% | 0.33 |
| 23 | Prestige Palm Residences | Mangaluru | 0.34 | 75.00% | 0.26 |
| 24 | Prestige Green Gables | Bengaluru | 2.02 | 60.00% | 1.21 |
| 25 | Prestige Elysian, Bannerghatta Road | Bengaluru | 1.09 | 60.00% | 0.65 |
| Total - A | | | 29.63 | | 19.42 |

UPCOMING PROJECTS | COMMERCIAL

| Sl. No | Project | City | Developable Area (Mnsf) | Economic Interest | Prestige Share (Mnsf) |
|-----------|-----------------------------------|-----------|-------------------------|-------------------|-----------------------|
| 1 | Prestige Technostar | Bengaluru | 1.60 | 51.00% | 0.82 |
| 2 | Prestige Tech Cloud | Bengaluru | 2.81 | 73.93% | 2.08 |
| 3 | Prestige Tech Park IV | Bengaluru | 1.55 | 90.00% | 1.40 |
| 4 | Prestige Tech Pacifica Park (ORR) | Bengaluru | 1.64 | 62.95% | 1.03 |
| 5 | Prestige Central Street | Bengaluru | 0.23 | 55.00% | 0.13 |
| 6 | Mount road Chennai | Chennai | 0.32 | 45.00% | 0.14 |
| 7 | Prestige Strar Tech | Bengaluru | 1.82 | 51.00% | 0.93 |
| Total - B | | | 9.97 | 4.29 | 6.53 |

UPCOMING PROJECTS | RETAIL

| Sl. No | Project | City | Developable Area (Mnsf) | Economic Interest | Prestige Share (Mnsf) |
|---------------------|-------------------------------------|-----------|-------------------------|-------------------|-----------------------|
| 1 | Prestige Hillside Gateway (Kakanad) | Cochin | 0.52 | 70.00% | 0.36 |
| 2 | Falcon City Forum Mall | Bengaluru | 1.26 | 35.70% | 0.45 |
| Total - C | | | 1.78 | | 0.81 |
| GRAND TOTAL - A+B+C | | | 41.38 | | 26.76 |

LAND BANK

| Sl. No | Entity Name | Location | Land Area (Acres) | Economic Interest | PEPL Share (Acres) |
|--------------|----------------------------------|-------------------|-------------------|-------------------|--------------------|
| 1 | Prestige Bidadi Holdings Pvt Ltd | Bidadi | 143 | 100% | 143 |
| 2 | Prestige Projects Pvt Ltd | Bengaluru | 168 | 33% | 55 |
| 3 | Prestige Garden Resorts Pvt Ltd | Bengaluru | 7 | 100% | 7 |
| 4 | Prestige Estates Projects Ltd | Bengaluru/Chennai | 87 | 60% | 53 |
| 5 | Village D Nandi Pvt Ltd | Bengaluru | 23 | 100% | 23 |
| 6 | Prestige Nottinghill Investments | Bengaluru | 19 | 51% | 10 |
| 7 | Eden Investments | Goa | 74 | 78% | 57 |
| Total | | | 521 | | 347 |

Potential Developable area of 51.05 Mnsqft (Prestige Share 34.05 Mnsqft)

INDEX.

1. ABOUT PRESTIGE
2. OPERATIONAL HIGHLIGHTS
3. FINANCIAL HIGHLIGHTS
4. PROJECT PORTFOLIO & UPDATE
5. RECEIVABLES PROFILE
6. GUIDANCE VS ACHIEVED
7. AWARDS & RECOGNITIONS
8. PROJECT STATUS

RECEIVABLES PROFILE | ONGOING PROJECTS

As on December 31, 2015
 Areas are in Million Sqft
 Values are in Million ₹



| | | <u>Sales</u> | |
|------------------|--|--------------|--|
| Developable Area | | 62.82 | |
| Car Park Area | | 13.62 | |
| Saleable Area | | 48.20 | |

| | | <u>Partner Share</u> | | <u>Prestige Share</u> | |
|-------|-------|----------------------|---------|-----------------------|--|
| Value | NA | Value | 229,337 | | |
| Area | 11.61 | Area | 36.59 | | |

| | | <u>Sales achieved (71%)</u> | | <u>Stock (29%)</u> | |
|-------|---------|-----------------------------|------------|--------------------|--|
| Value | 149,474 | Value | 79,863 = A | | |
| Area | 25.85 | Area | 10.75 | | |

| | |
|------------------------|--------|
| <u>Amount Received</u> | 92,808 |
|------------------------|--------|

| | |
|-------------------------------|------------|
| <u>Balance to be received</u> | 56,666 = B |
|-------------------------------|------------|

| | |
|-------------|---------|
| <u>Cost</u> | 134,637 |
|-------------|---------|

| | |
|-------------------------|--------|
| <u>Already Incurred</u> | 71,172 |
|-------------------------|--------|

| | |
|----------------------------|--------|
| <u>Balance to be spent</u> | 63,465 |
|----------------------------|--------|

| | |
|---|-------|
| <u>Recovery from Land Owner (in JD)</u> | 1,282 |
|---|-------|

| | |
|---------------------------|-------|
| <u>Refundable Deposit</u> | 6,295 |
|---------------------------|-------|

| | |
|-------------------------------|------------|
| <u>Balance to be incurred</u> | 55,888 = C |
| <u>Prestige Share</u> | |

Net Cash Flows of Ongoing Projects (A+B-C) = ₹ 80,641

STOCK BREAKUP

As on December 31, 2015
 Areas are in Million Sqft
 Values are in Million ₹

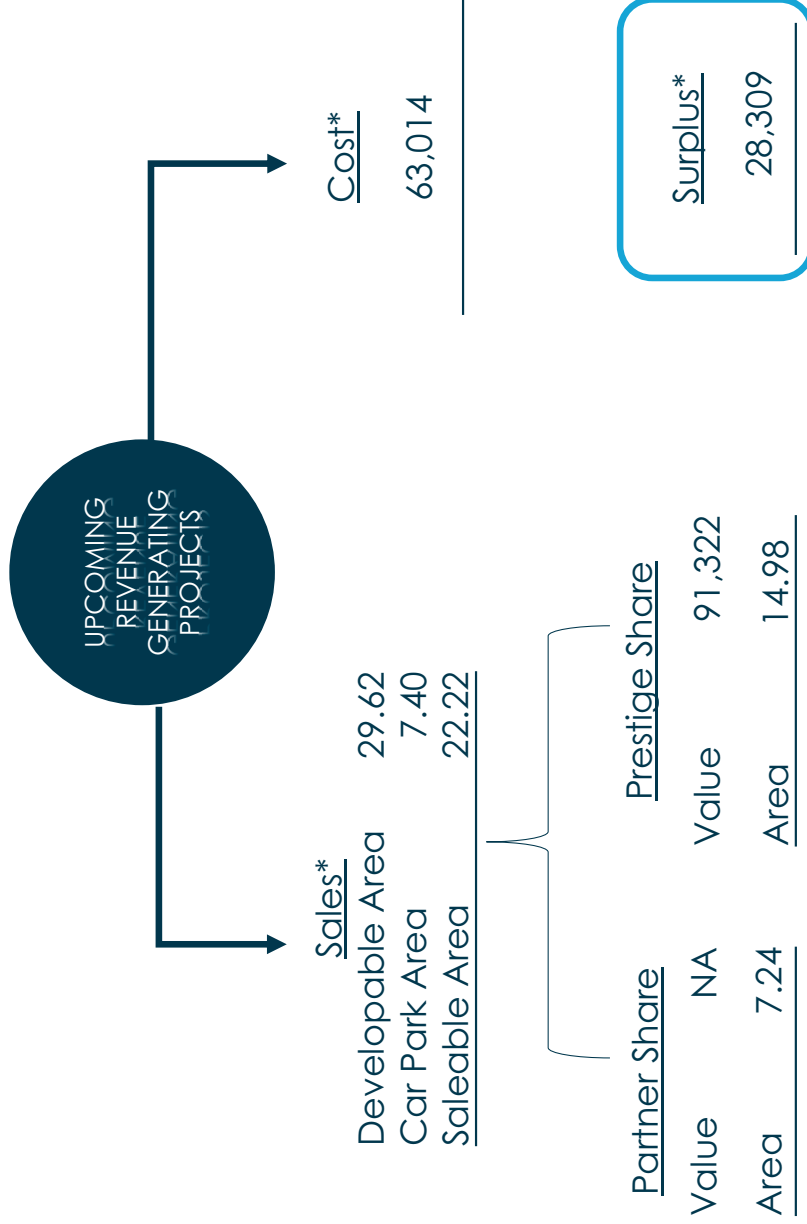


| CATEGORY | AREA | VALUE |
|---------------------------|--------------|---------------|
| PREMIUM & LUXURY PROJECTS | 2.31 | 25,219 |
| MID INCOME PROJECTS | 7.90 | 50,533 |
| COMMERCIAL PROJECTS | - | - |
| COMPLETED PROJECTS | 0.54 | 4,111 |
| TOTAL | 10.75 | 79,863 |

| STAGE | AREA | VALUE |
|-----------------------------------|--------------|---------------|
| NEAR COMPLETION (in 12 MONTHS) | 3.09 | 28,599 |
| COMPLETED PROJECTS | 0.54 | 4,111 |
| OTHER PROJECTS | 7.12 | 47,153 |
| TOTAL | 10.75 | 79,863 |

RECEIVABLES PROFILE | UPCOMING PROJECTS

As on December 31, 2015
 Areas are in Million Sqft
 Values are in Million ₹



*Estimated

RENTAL INCOME

As on December 31, 2015
Areas are in Million Sqft
Values are in Million ₹



OFFICE SPACE

| OPERATING | UNDER CONSTRUCTION | UPCOMING | TOTAL |
|---|---|---|--------|
| Leasable Area 8.16 | Leasable Area 2.56 | Leasable Area 7.50 | 18.22 |
| Prestige Share Leasable Area 7.41 | Prestige Share Leasable Area 1.77 | Prestige Share Leasable Area 4.96 | 14.15 |
| Gross Rental Income p.a 4,409 | Gross Rental Income p.a 2,003* | Gross Rental Income p.a 4,867* | 11,279 |
| Prestige Share- Income p.a 4,009 | Prestige Share- Income p.a 1,276* | Prestige Share Income p.a 3,134* | 8,419 |

*Estimated

RENTAL INCOME

As on December 31, 2015
Areas are in Million Sqft
Values are in Million ₹



RETAIL

| OPERATING | UNDER CONSTRUCTION | UPCOMING | TOTAL |
|---|---|---|-------|
| Leasable Area 2.96 | Leasable Area 1.80 | Leasable Area 1.34 | 6.10 |
| Prestige Share Leasable Area 1.22 | Prestige Share Leasable Area 0.88 | Prestige Share Leasable Area 0.61 | 2.70 |
| Gross Rental Income p.a 2,748 | Gross Rental Income p.a 1,570* | Gross Rental Income p.a 1,145* | 5,464 |
| Prestige Share Income p.a 1,176 | Prestige Share Income p.a 733* | Prestige Share Income p.a 489* | 2,398 |

*Estimated

HOSPITALITY INCOME

As on December 31, 2015
Values are in Million ₹



| HOSPITALITY | | | |
|--|---|-------|--|
| OPERATING | UNDER CONSTRUCTION | TOTAL | |
| Total Keys 617 | Total Keys 942 | 1,559 | |
| Prestige Share Keys 405 | Prestige Share Keys 942 | 1,347 | |
| Gross Operating Income p.a 1,219 | Gross Operating Income p.a 2,119* | 3,337 | |
| Prestige Share Income p.a 833 | Prestige Share Income p.a 2,119* | 2,952 | |

*Estimated

INDEX.

1. ABOUT PRESTIGE
2. OPERATIONAL HIGHLIGHTS
3. FINANCIAL HIGHLIGHTS
4. PROJECT PORTFOLIO & UPDATE
5. RECEIVABLES PROFILE
- 6. GUIDENCE VS ACHIEVED**
7. AWARDS & RECOGNITIONS
8. PROJECT STATUS

GUIDANCE VS ACHIEVED

Values in ₹ Mn
Area In Mn Sq Ft

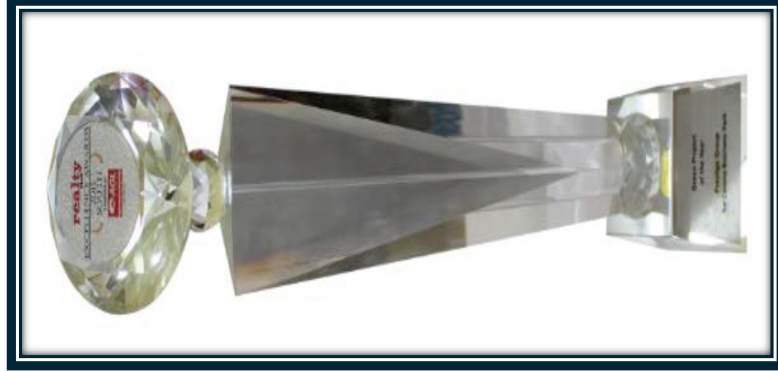
| PARTICULARS | TARGET FOR FULL YEAR (FY16) | AS OF 9MFY16 | % ACHIEVED |
|-----------------------------|-----------------------------|--------------|------------|
| SALES (RS. MN) | 57500 - 60000 | 19,087 | 33% |
| TURNOVER (RS MN) | 40000 - 42000 | 35,914 | 90% |
| COLLECTIONS (RS. MN) | 37500 - 40000 | 29,133 | 78% |
| LAUNCHES (MNSF) | 12.00 | 3.83 | 32% |
| COMPLETIONS (MNSFT) | 15.00 | 1.87 | 12% |
| LEASING (MNSF) | 1.50 - 2.00 | 0.93 | 62% |
| EXIT RENTAL INCOME (RS. MN) | 4500 - 5000 | 4,974 | 111% |
| DEBT EQUITY RATIO | | | |
| CONSOLIDATED | 0.75 - 0.85 | 1.10 | |
| STANDALONE | 0.50 - 0.60 | 0.64 | |

INDEX.

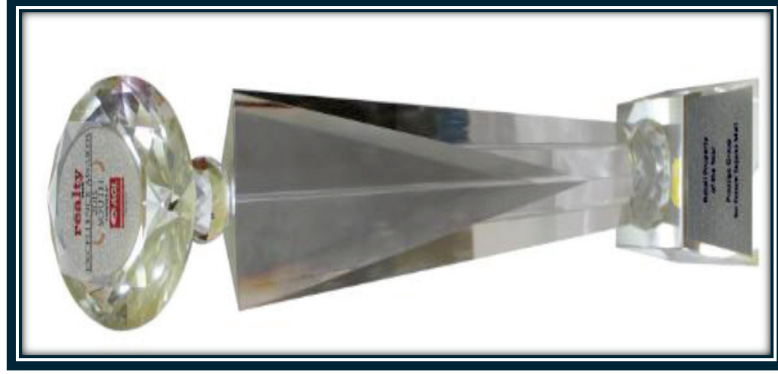
1. ABOUT PRESTIGE
2. OPERATIONAL HIGHLIGHTS
3. FINANCIAL HIGHLIGHTS
4. PROJECT PORTFOLIO & UPDATE
5. RECEIVABLES PROFILE
6. GUIDANCE VS ACHIEVED
7. AWARDS & RECOGNITIONS
8. PROJECT STATUS

Q3FY16 AWARDS & RECOGNITION

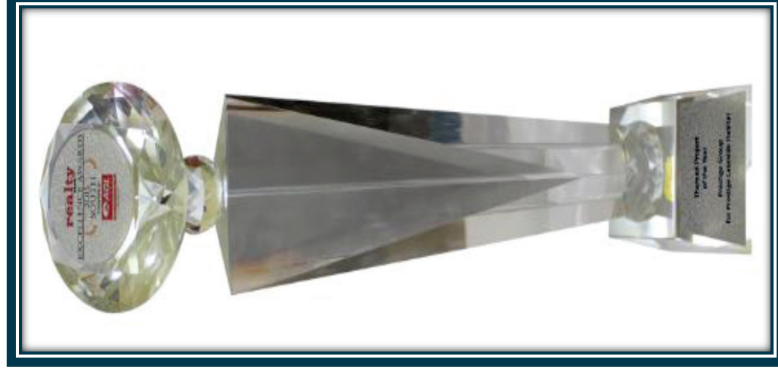
REALTY PLUS AWARDS



GREEN PROJECT OF THE YEAR – CESSNA BUSINESS PARK



RETAIL PROPERTY OF THE YEAR - FORUM SUJANA MALL



THEMED PROJECT OF THE YEAR - LAKESIDE HABITAT

INDEX.

1. ABOUT PRESTIGE
2. OPERATIONAL HIGHLIGHTS
3. FINANCIAL HIGHLIGHTS
4. PROJECT PORTFOLIO & UPDATE
5. RECEIVABLES PROFILE
6. GUIDENCE VS ACHIEVED
7. AWARDS & RECOGNITIONS
8. PROJECT STATUS

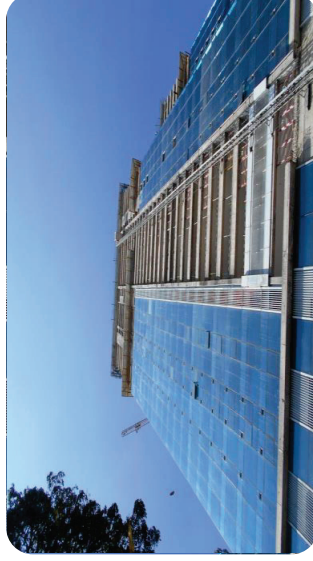
PROJECT SNAPSHOTS | RESIDENTIAL PROJECTS



PRESTIGE CASABELLA



KINGFISHER TOWERS



PRESTIGE GARDEN BAY



PRESTIGE EDWARDIAN



PRESTIGE SUNNY SIDE



PRESTIGE BELLA VISTA



PROJECT SNAPSHOTS | RESIDENTIAL PROJECTS

PRESTIGE GLENWOOD



PRESTIGE LAKESIDE HABITAT



PRESTIGE DOWNTOWN



PRESTIGE WHITE MEADOWS



PRESTIGE MAYBERRY



PRESTIGE JADE PAVILION



PROJECT SNAPSHOTS

PRESTIGE FALCON CITY



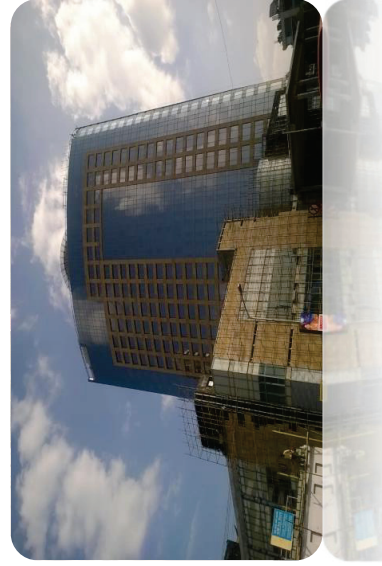
PRESTIGE FALCON TOWER



SHERATON HOTEL



CONRAD HOTEL



PRESTIGE HERMITAGE



PRESTIGE TEMPLE BELLS



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THANK YOU

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