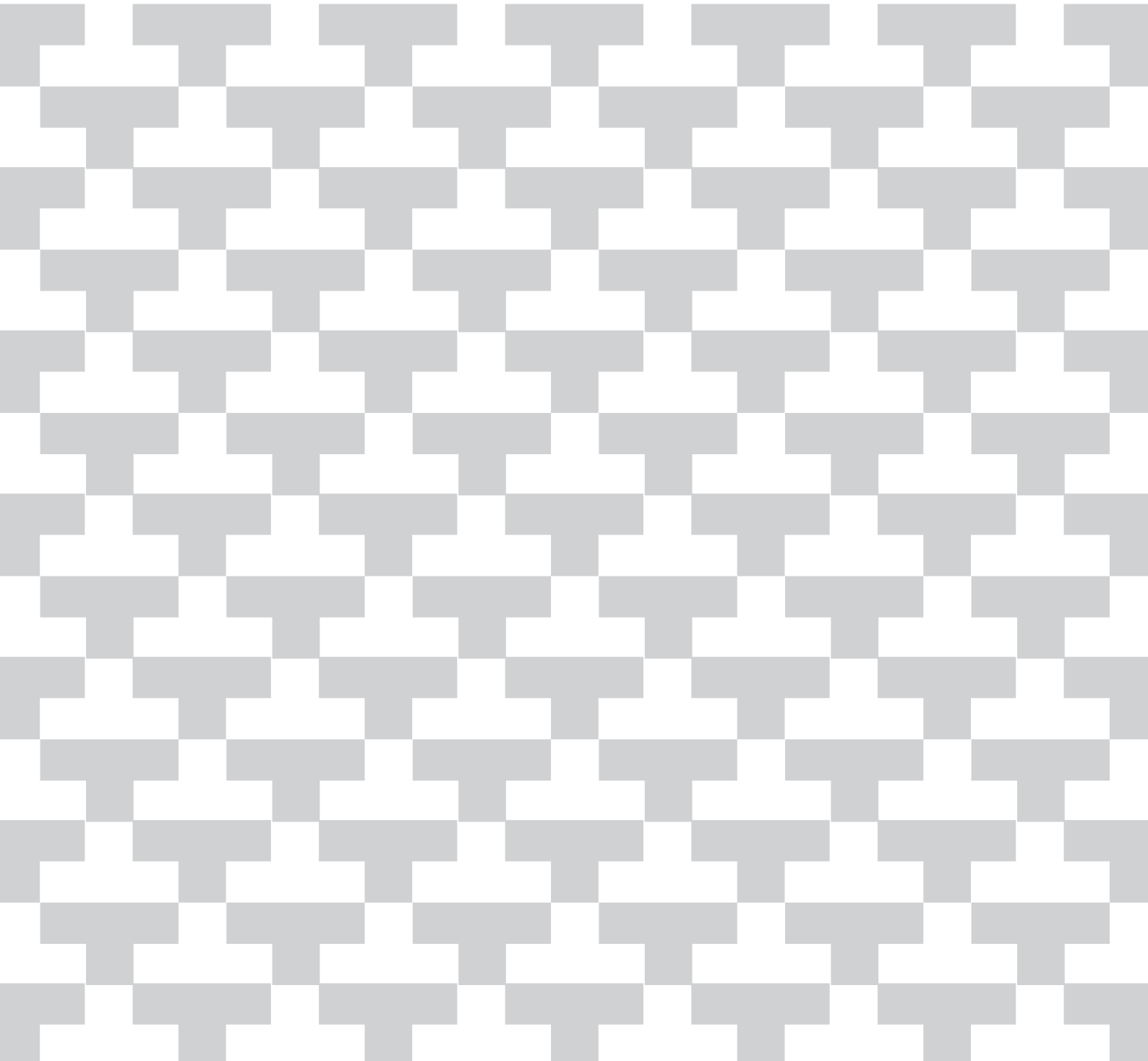


# Building on a **LEGACY OF TRUST**



## Key Highlights

Over **30**

Years of Legacy

**58**

Ongoing Projects spanning  
Over 60.2 mn sqft of  
developable area

**35**

Upcoming Projects  
spanning Over 47.8 mn sqft  
of developable area

**205**

Completed projects  
spanning 80 mn sqft of  
Developed area

**8.6** mn sqft

GLA of Operational  
Rental portfolio

**12.2** mn sqft

GLA of annuity portfolio  
in pipeline

**42** mn sqft

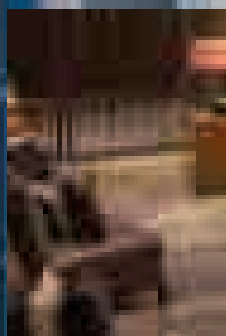
Potential development  
from low cost land bank  
of 424 acres

**Strong  
Credit Rating**

ICRA A+, ICRA A1+

**CRISIL DA1**

Highest developer rating



Trust is earned when actions meet words. For organisations, stakeholder trust assumes a supreme position as it marks the reliability of a brand at multiple levels. Today, Prestige Estates Projects Limited is synonymous with an unparalleled legacy – of quality, constant innovation and timely delivery and long standing relationship with all the stakeholders. Started in 1986, Prestige Group is spearheaded by the visionary, Mr. Irfan Razack, our Chairman. Ever since we began our journey, we have focused on property development across multiple formats, predominantly in Southern India. FY 2016-17 saw Prestige continue on its path of growth and was marked as the year of highest number of project deliveries. The Company delivered 10 projects aggregating to 12.7 mn sqft. During the year the Company sold 3.82 mn sqft and the total collections stood at an all-time high of ₹ 41,232 million. The total revenue exceeded guidance for the year.

With a drive to constantly reinvent and grow, Prestige adheres to its commitments consistently. Our foundation is built on the trust of our customers, our investors, our employees and the society. We continue to strengthen this legacy of trust with a Management that upholds what Prestige stands for.

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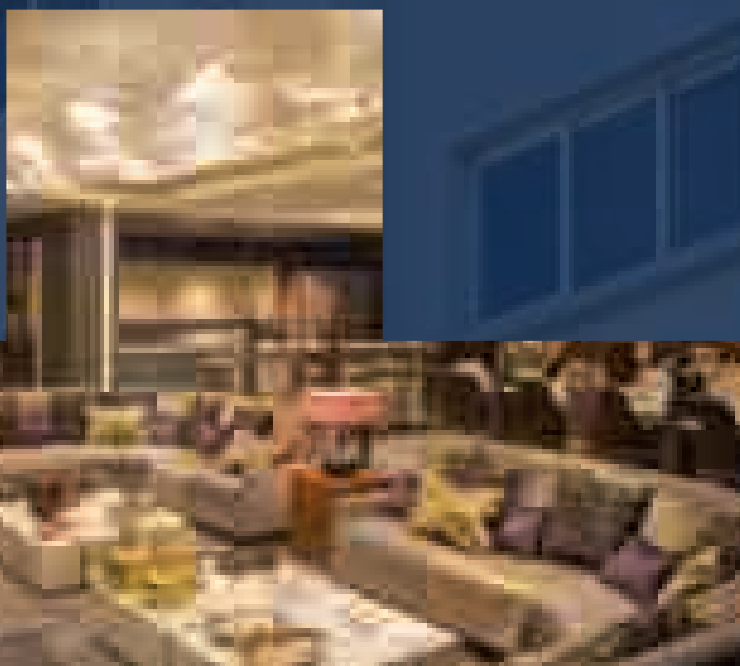
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# ABOUT PRESTIGE

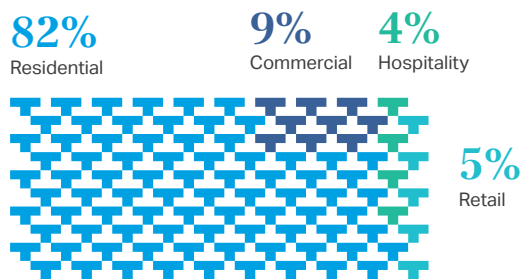
Started in 1986, Prestige Group has emerged as one of the most respected and distinguished brands in India's real estate industry.

With a diversified approach to business, Prestige is a fundamentally strong Company, offering services across premium and mid-income categories of realty. Establishing itself as a multi-segment player, the Company has built residential, commercial, retail and hospitality projects over the years. In the past thirty years of its existence, the Company has built strong trust through continued customer delight and stakeholder engagement.

Prestige has made its mark with several iconic developments in markets such as Bengaluru, Chennai, Hyderabad, Mangaluru, Kochi, Mysuru, Goa, Pune and Ahmedabad. Going forward, the Company is envisaging entry into cities with growth potential and emerging sectors including affordable housing sector.

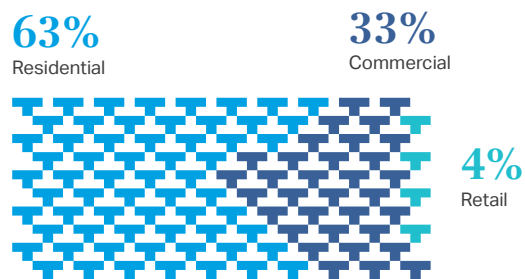
## Segment-wise distribution of projects

### Ongoing Projects



SEGMENT	No. of Projects	Developable Area (mn sqft)
Residential	41	49.59
Commercial	8	5.53
Retail	6	3.04
Hospitality	3	2.07
<b>Total</b>	<b>58</b>	<b>60.23</b>

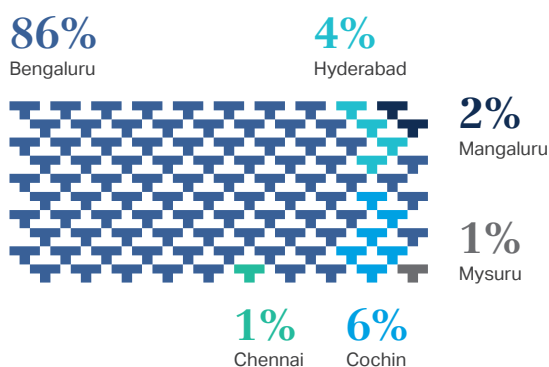
### Upcoming Projects



SEGMENT	No. of Projects	Developable Area (mn sqft)
Residential	23	30.31
Commercial	10	15.70
Retail	2	1.78
<b>Total</b>	<b>35</b>	<b>47.79</b>

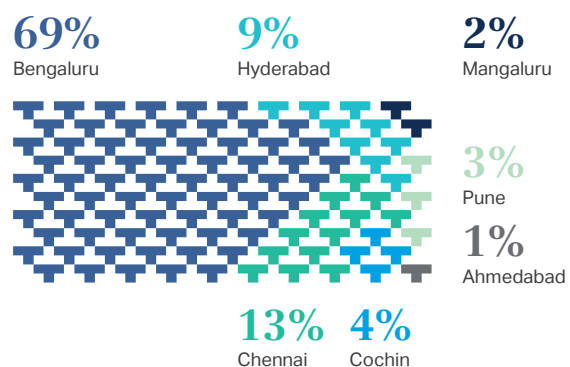
## Geography-wise distribution of projects

### Ongoing Projects



CITY	No. of Projects	Developable Area (mn sqft)
Bengaluru	47	52.03
Chennai	1	0.53
Cochin	5	3.50
Hyderabad	2	2.52
Mysuru	2	0.69
Mangaluru	1	0.96
<b>Total</b>	<b>58</b>	<b>60.23</b>

### Upcoming Projects



CITY	No. of Projects	Developable Area (mn sqft)
Bengaluru	21	32.83
Chennai	5	6.07
Cochin	2	1.98
Mangaluru	3	0.77
Hyderabad	1	4.26
Ooty	1	0.07
Pune	1	1.40
Ahmedabad	1	0.42
<b>Total</b>	<b>35</b>	<b>47.79</b>



## Vision

To continuously exceed the expectations of our customers and employees and become a benchmark for quality in every field the Prestige Group ventures into.

## Mission

To improve customer experiences through constant innovation and understanding, with a focus on quality and transparency of processes so that when it comes to Prestige, customers come to expect nothing but the best from us. Every time.

## Corporate Values

### Passion

Passion is our strongest motivator. We are alert to new ideas, eager to learn more and positive towards setbacks. We are driven to break barriers and set new benchmarks. Passion pushes us to explore possibilities so we can give our customers more than they expect.

### Out-of-the-box thinking

We are about finding innovative ways of doing things and setting higher benchmarks. We approach every task ahead of us with an attitude of never say never.

### Transparency

With Prestige, there are no asterisks tucked away in our communication, no hidden clauses in our legal documents, and absolutely no shades of grey in our business processes.

### Quality

Our focus on quality borders on the obsessive. At Prestige, it's not just a catchphrase, but a way of life. And so we dedicate every minute in the pursuit of it, stopping short of nothing to ensure it reflects in all we do.

### Towards greener pasture

As a group with the wisdom of years of experience, we understand how the skyline of a city can reflect on its economic well-being. We also understand that we have a responsibility to give back to the society that has helped shape us into what we are today. That's why we are committed to giving our best to the environment we operate in. Without compromise.

## Firm Commitment

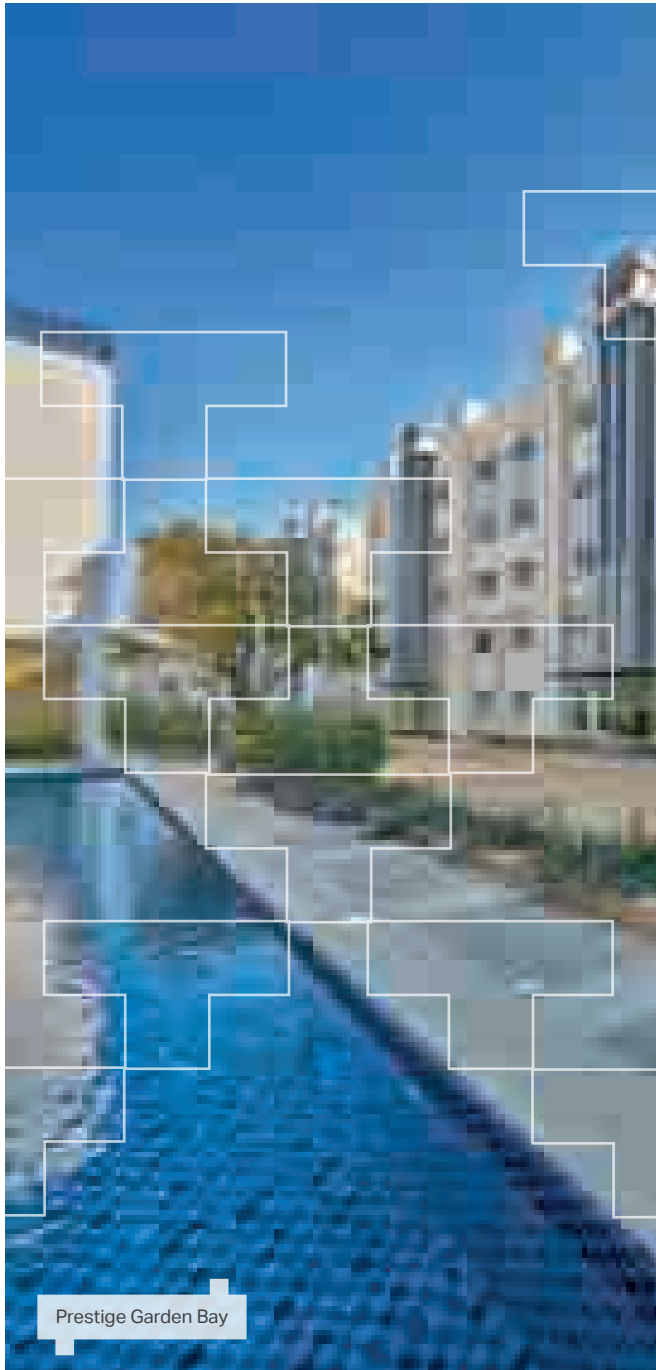
Prestige is known for its commitments –

Providing a broad spectrum of integrated solutions

- Meeting and exceeding customer needs and expectations
- Adopting the latest technologies to deliver state-of-the-art developments with great care and detailing
- Ensuring conservation and eco-friendly developments
- Making continuous improvement in all areas of activity based on customer inputs in order to improve customer satisfaction
- Contributing to the welfare of society

# BUSINESS SEGMENTS

## Residential



Prestige Garden Bay

Apartments  
Villas  
Integrated Townships  
Plotted Developments

## Commercial



Prestige Trinity Centre

Office Space  
Built-to-Suit Campuses  
SEZs  
IT Parks

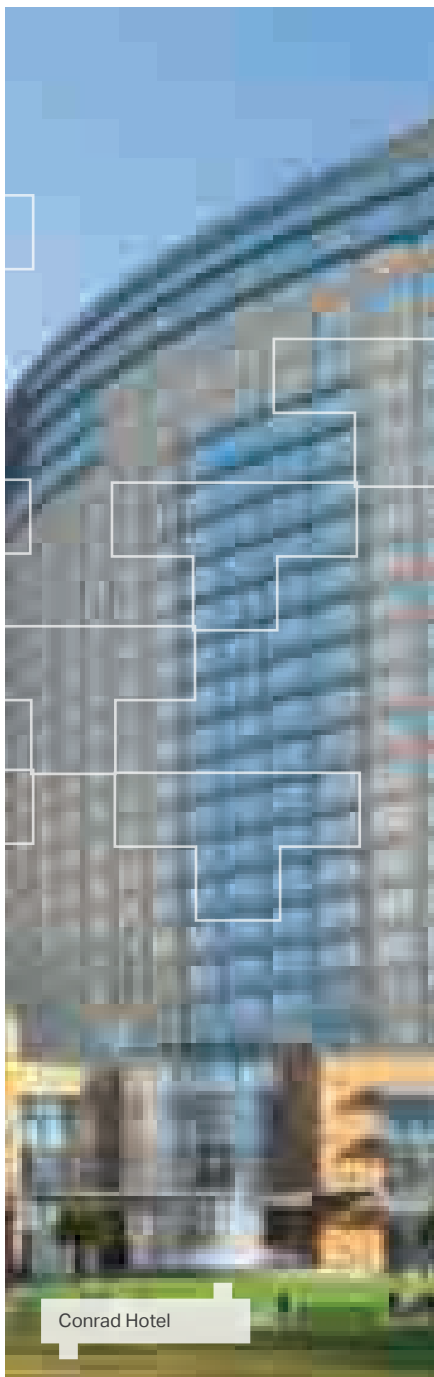
## Retail



Forum Vijaya, Chennai

Malls  
Logistics  
Logistics & Warehousing

## Hospitality



Conrad Hotel

Resorts  
Serviced Apartments  
Hotels  
Food Courts

## Services



Prestige Augusta Golf Village

Fit-out services  
Interior Design & Execution  
Facilities & Property Management  
Project & Construction Management

# OPERATIONAL HIGHLIGHTS

FY 2016-17



**₹ 24,585 mn**

New Sales Value

**3.82 mn sqft**

New Sales Volume

**1.26 mn sqft**

Leasing Volume

**₹ 6,441**

Average Realisation/sqft

**Responding to changing  
lifestyles**

**Entry into affordable  
housing sector**



**₹ 41,232 mn**

All-time high Collections

**12.74 mn sqft**

Area Delivered

**1.98 mn sqft**

Area Launched

**Organisational restructuring  
to capture opportunities**

**Conducive regulations  
& reforms (RERA, GST)**

# FINANCIAL HIGHLIGHTS/KPIs\*

\*As per IGAAP/IND-AS

## Profit & Loss Metrics

