

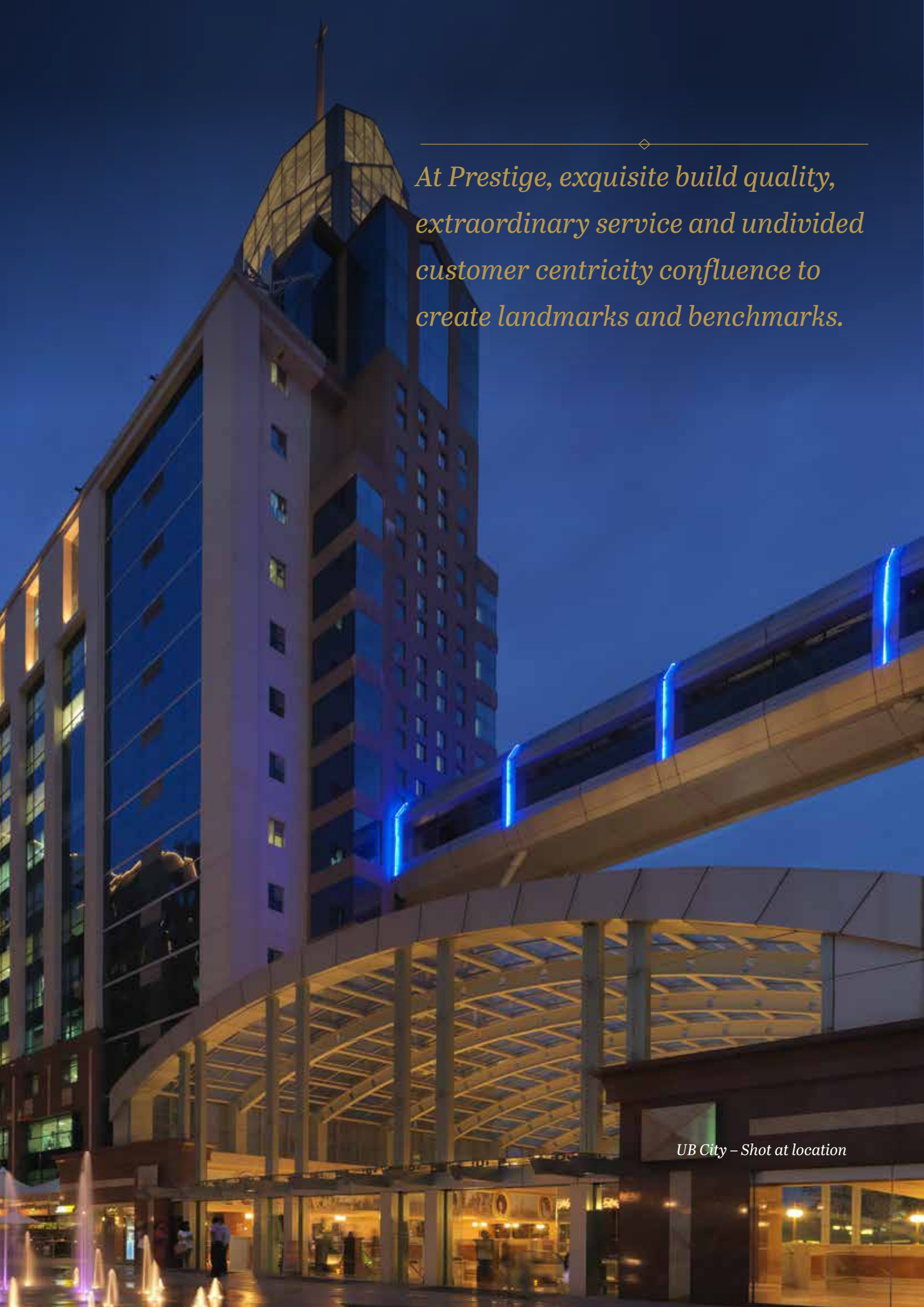
**PRESTIGE ESTATES PROJECTS LIMITED**  
**ANNUAL REPORT 2017-18**



**Building Landmarks  
Creating Benchmarks**

**100+ mn sq. ft. of completed developments**





*At Prestige, exquisite build quality,  
extraordinary service and undivided  
customer centricity confluence to  
create landmarks and benchmarks.*

UB City – Shot at location

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NOTES



# 101.65 mn sq. ft.

Total area developed spanning 219 projects\*

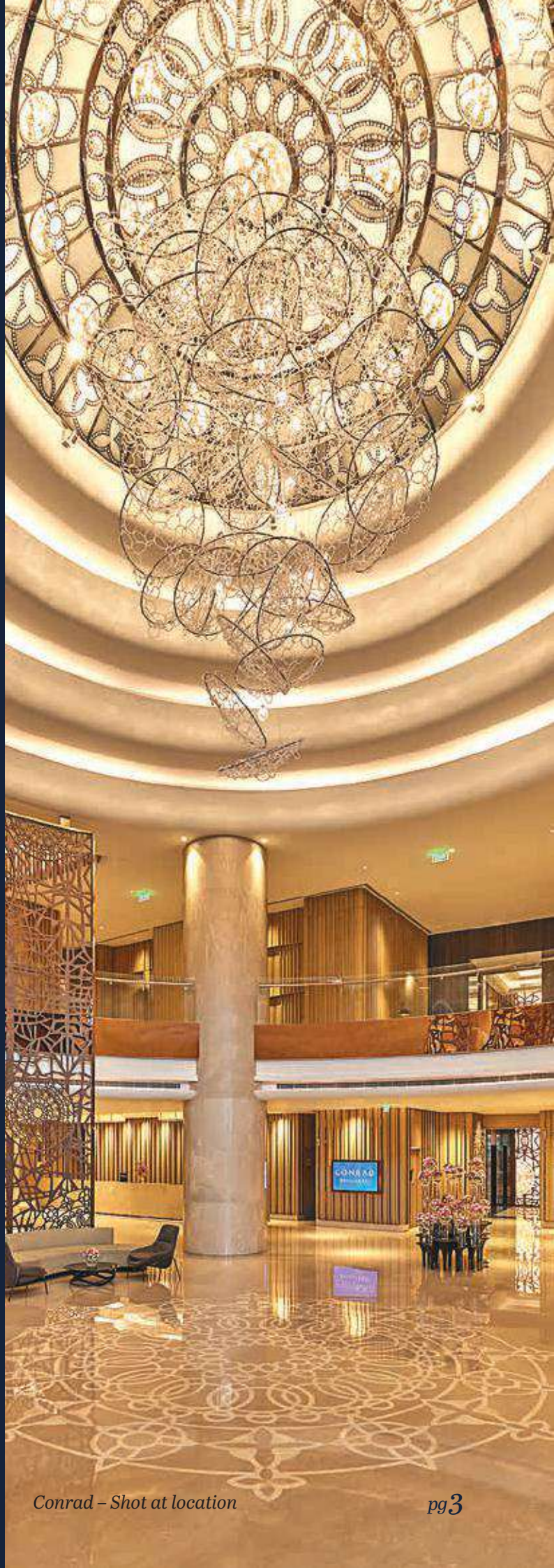
\* As on 31st July, 2018

## *Building Landmarks. Creating Benchmarks.*

It takes more than bricks to build landmarks. And it takes more than will to set benchmarks. At Prestige, we have relied on world-class construction quality, extraordinary service and unflinching customer-centricity to develop landmarks and create benchmarks, year after year.

At Prestige Estates Projects Limited, every project is born to be a landmark, and every action, a benchmark. In a journey spanning three eventful, exciting and dynamic decades, we have erected 219 iconic structures in India's urban landscape, transforming the face of cities where we have our footprint. Each of them have set a class of their own.

Over the years, the Prestige brand has become synonymous with quality and assurance that our clientele banks upon. Driven by a vision that is central to stakeholder value, we are powered by values that light our path to uncompromised excellence.



## HIGHLIGHTS OF FY 2017-18

**9 mn sq. ft.**

Addition of three projects with potential developable area

**Pune, Ahmedabad & Udaipur**

Entered three new markets and spreading wings to Mumbai and NCR

**183 acres (~10 mn sq. ft.)**

Acquired 67% balance stake in upcoming integrated township development at Sarjapur, Bengaluru

**₹25,000 mn**

Signed platform deal with HDFC Capital for mid-income/ affordable housing projects

**₹750 mn**

Acquisition of CapitaLand Group stake in mall entities - to contribute incremental rental

**58 acres**

Acquired 80% stake in SPV to build state-of-the-art commercial/office space in ORR, Bengaluru

**645**

Keys added to the hospitality portfolio with the completion of two iconic hotels - Conrad and Sheraton Grand

**3.79 mn sq. ft.**

Acquisition of additional 49% stake in Prestige Pallavaram Ventures with potential total area for residential development

During the year, Prestige performed remarkably well across financial, operational and shareholding metrics.

### OPERATIONAL HIGHLIGHTS

**New Sales Value**  
(₹mn)

**33,137**  
▲ +35%

**New Sales Volume**  
(mn sq. ft.)

**4.84**  
▲ +27%

### FINANCIAL HIGHLIGHTS

**Revenue**  
(₹mn)

**55,665**  
▲ +14%

**EBITDA**  
(₹mn)

**11,619**  
▲ +21%

### SHAREHOLDER HIGHLIGHTS

**Market Capitalisation**  
as on March 31, 2018  
(₹mn)

**1,09,425**  
▲ +34%

Leasing Volume  
(mn sq. ft.)

**1.38**  
▲ +9%

Average  
Realisation  
(₹ sq. ft.)

**6,848**  
▲ +6%

All-time High  
Collections  
(₹mn)

**42,684**  
▲ +4%

Rental Income  
(₹mn)

**6,194**  
▲ +14%

EBITDA  
Margin  
(%)

**21**

Profit After Tax  
(₹mn)

**4,110**  
▲ +14%

Profit After Tax  
Margin  
(%)

**7.38**

Net Worth  
(₹mn)

**47,327**  
▲ +11%

Earnings  
Per Share  
(₹)

**9.90**  
▲ +20%

Market Price Per Share  
as on March 31, 2018  
(₹)

**291.80**  
▲ +34%

▲ xx y-o-y growth



## ***We are Prestige***

Prestige Estates Projects Limited (Prestige) is a renowned property developer with demonstrated capabilities in building landmark structures in various Indian cities. Known for our legacy in quality and servicing, we are present in all major South Indian cities and serve these markets with our expertise in five real estate segments – residential, commercial, retail and hospitality.

One of the most distinguished and respected real estate brands in India, Prestige caters to the premium and mid-income segments with our thirty plus years of experience and expertise. Over the past decades, we have engaged in multiple collaborative partnerships and acquisitions to achieve sustained market success.

# 219

Projects delivered (101.65 mn. sq. ft.)\*

# 56

Projects ongoing

# 146 mn sq. ft.

Developable area including ongoing and upcoming projects

## **CRISIL DA1**

Highest Developer Rating

## **ICRA A+**

Long-term Credit Rating

## **ICRA A1+**

Short-term Credit Rating

*\*As on July 31, 2018*

*Conrad – Shot at location*



## 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

### 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.

### 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.

### 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.

### 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.

### TRANSPARENCY

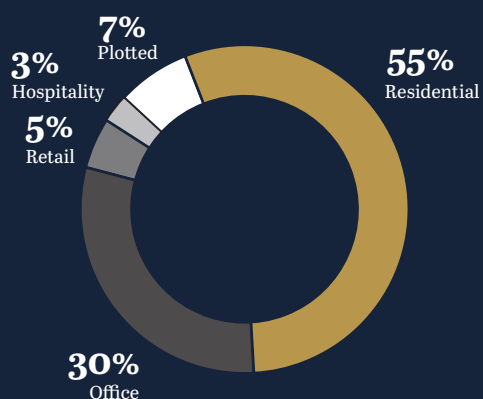
With Prestige, there are no asterisks tucked away in our communication, no hidden clauses in our legal documents, and absolutely no shades of grey in our business processes.

## COMMITMENTS



# Product mix

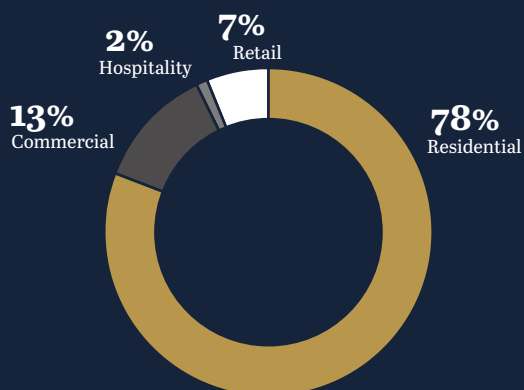
## COMPLETED PROJECTS



Segment	No. of Projects	Developable Area (mn sq. ft.)
Residential	93	56.07
Office	102	30.20
Retail	7	5.39
Hospitality	9	2.57
Plotted	8	7.42
<b>Total</b>	<b>219</b>	<b>101.65</b>

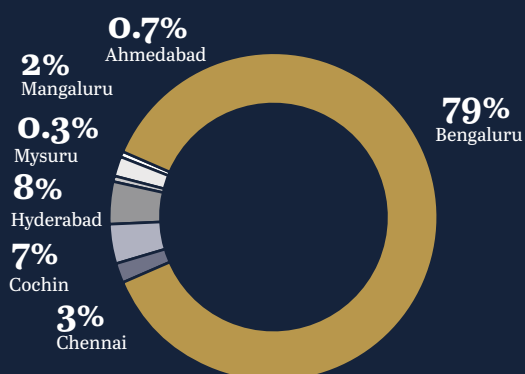
## ONGOING PROJECTS

### SEGMENT-WISE DISTRIBUTION



Segment	No. of Projects	Developable Area (mn sq. ft.)
Residential	39	42.33
Commercial	10	7.11
Retail	6	3.73
Hospitality	1	1.11
<b>Total</b>	<b>56</b>	<b>54.28</b>

### GEOGRAPHY-WISE DISTRIBUTION



Segment	No. of Projects	Developable Area (mn sq. ft.)
Bengaluru	44	43.25
Chennai	2	1.43
Cochin	5	3.70
Hyderabad	2	4.46
Mysuru	1	0.11
Mangaluru	1	0.96
Ahmedabad	1	0.38
<b>Total</b>	<b>56</b>	<b>54.28</b>