



PRESTIGE 2.0

A new era of
Sustainable Growth

PRESTIGE ESTATES PROJECTS LIMITED
ANNUAL REPORT 2021-2022

A new era of sustainable growth

For over three decades, we at Prestige Estates, have consistently designed, developed and managed exceptional spaces that provide long-term, sustainable benefits to all of our stakeholders. Our keen eye for understanding the changing requirements of our customers, coupled with our strong capabilities to adapt and deliver has helped us build a business of remarkable repute. Across all segments of our business, we strive to cater to the sensibilities of our customers, providing them with the perfect spaces for their all-encompassing needs.

We consistently redefine our operations in tune with the changing market dynamics, always emerging on top with our diversified and quality offerings. Post-pandemic, the real estate sector has gone through an immense overhaul with changing consumer preferences largely reshaping the industry. These preferences are influenced by a host of megatrends – increasing population, growing urbanisation, increased concern for wellbeing and rapid climate change – effectively pushing the envelope and altering the very fabric of the business environment.

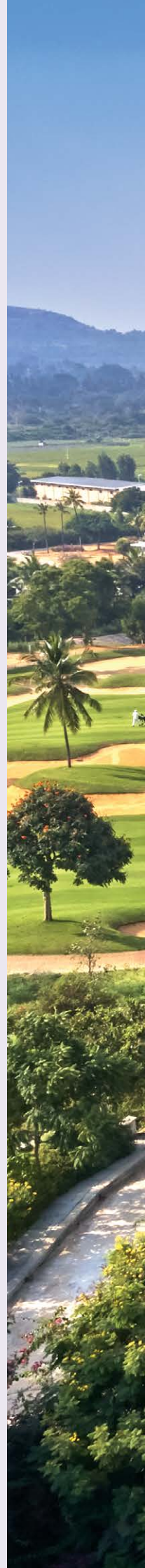
Our stronghold within the industry and sharp business acumen has prepared us to adapt to these evolutions seamlessly. To ensure a sustainable future with long-term growth, we are enroute to realising the vision of Prestige 2.0. We have identified three pillars to usher in this new era of sustainable growth:

Broadbasing presence: From being a predominant South India player for decades, we are now expanding our wings to cover key real estate growth markets across Western and Northern India. We have launched a multitude of projects in Mumbai and Delhi-NCR. With projects spanning 34.29 million+ sq. ft., we are prepared to drive our growth in these new geographies, while firmly maintaining our winning position in our existing core markets.

Redefining design language: As we transition from the new normal to the next normal, there is a strong focus on wellness, sustainability, safety and welfare. There is a massive demand for spaces that take into consideration these changing lifestyle choices and we are future proofing our buildings with these aspects along with urban experiences and social hubs, in collaboration with renowned global architects and consultants.

Impetus on ESG: As people all over the world become increasingly aware of the climate change, the need of the hour is sustainable realty that limits harmful emissions and creates lasting positive impact. Hence it has become extremely important for businesses to take into account aspects of environment (E), social (S) and governance (G) within their operations. At Prestige Estates, we emphasise on evaluating our performance against the non-financial parameters defined by ESG to assess the value we create for our broader stakeholder groups.

With Prestige 2.0, we are confident about further strengthening our foundations while future-proofing our business, building resilience in our business models. We aim to deliver spaces that not just fulfils the requirements of our customers but elevates their experiences in a sustainable and holistic manner.



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PRESTIGE GOLFSHIRE, BENGALURU

Scaling new heights

During the year, we have achieved highest ever pre-sales of ₹1,03,822 million and highest ever collection of ₹74,664 million. We have also launched projects spanning 16.77 million sq .ft. This included launch of our biggest integrated township project in Bengaluru of 7,500+ units.

Financial

₹66,002 MILLION

Revenues

26.43%

EBITDA margin

₹28.69

Earnings per share

₹17,442 MILLION

EBITDA

18.41%

PAT margin

₹95,469

MILLION

Net worth

₹12,148 MILLION

Profit after tax

0.35x

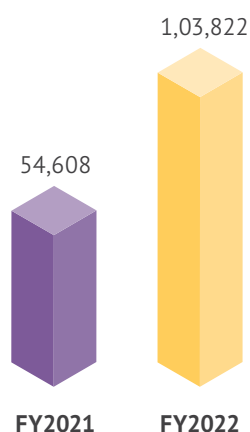
Debt-equity ratio

₹226.85

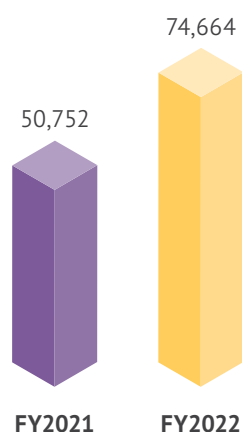
Book value per share

Operational

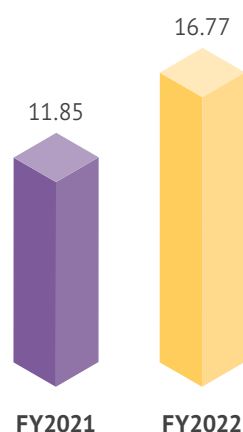
SALES
(₹MILLION)



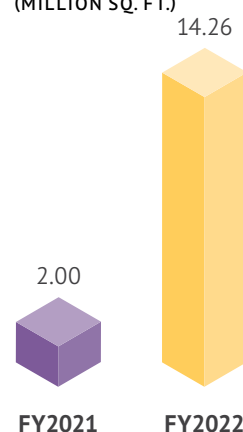
COLLECTIONS
(₹MILLION)

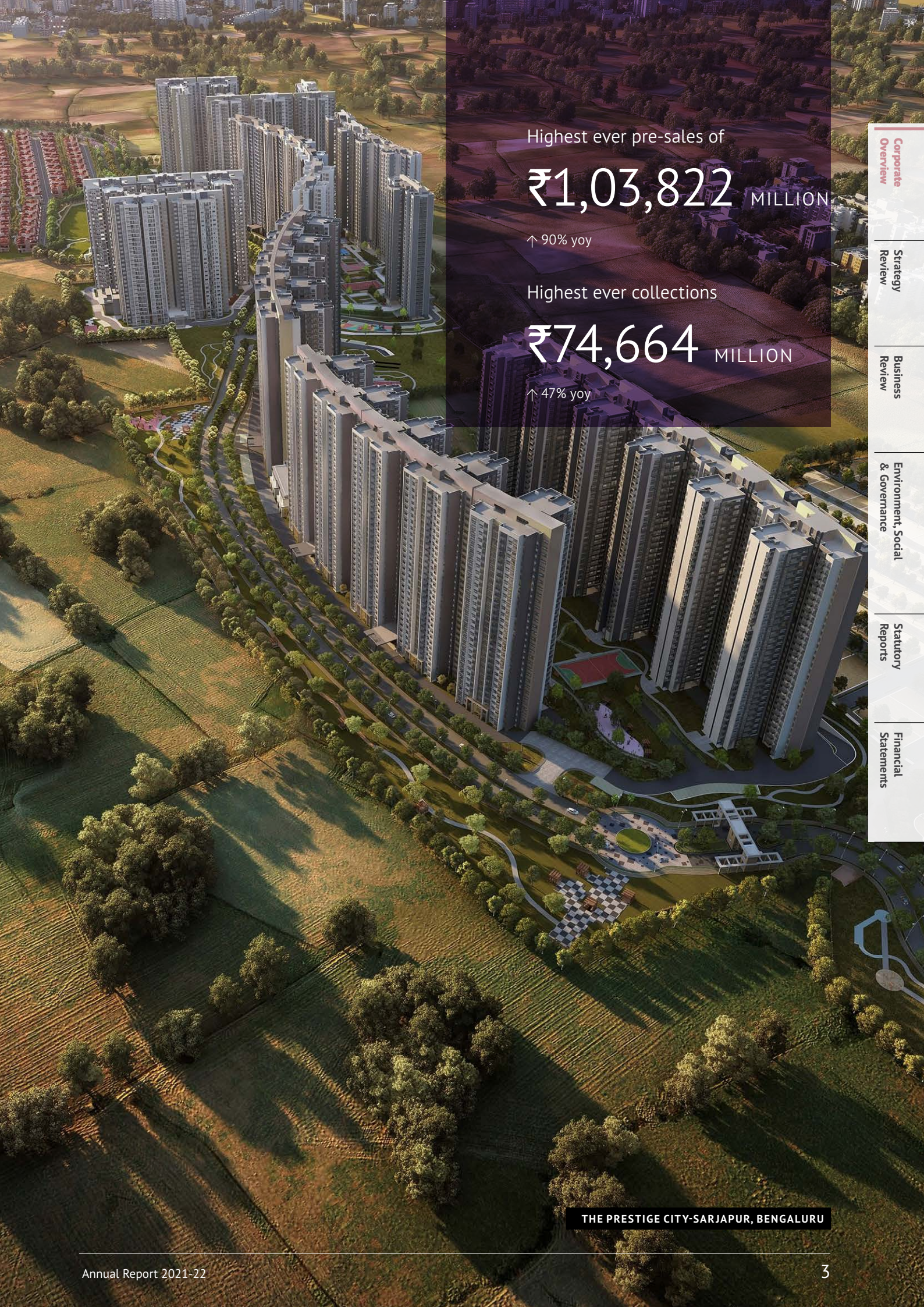


NEW LAUNCHES
(MILLION SQ. FT.)



PROJECT
COMPLETION
(MILLION SQ. FT.)





Highest ever pre-sales of

₹1,03,822 MILLION

↑ 90% yoy

Highest ever collections

₹74,664 MILLION

↑ 47% yoy

Corporate
Overview

Strategy
Review

Business
Review

Environment, Social
& Governance

Statutory
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Financial
Statements

THE PRESTIGE CITY-SARJAPUR, BENGALURU



Creating spaces that inspire

Since 1986, Prestige Estates have carved out a niche for the exquisite design and aesthetics of its offerings. Our strong commitment to providing quality spaces, equipped with the latest amenities attuned to customer preferences, has paved the way for us to become key players in the industry. Over the years, we have delivered 250+ projects measuring 151 million sq. ft. across segments such as residential, commercial, retail and hospitality segments. We also offer end-to-end property management services with 194 properties under management, spanning 107 million sq. ft.







Mission

To improve customer experiences through future-proofing 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.

Vision

To continuously exceed the expectations of our clients, customers and employees and imprint its indelible mark across all asset classes Prestige Group ventures into.

Core values

					
Out-of-the box thinking	Integrity and Transparency	Passion	Towards greener pastures	Quality	Always committed

Our Strengths

Legacy of trust

As a trusted real estate developer in India, we prioritise strong compliance, transparency and ethical practices in our operations. We have built our credibility by delivering on our commitments, without compromising on quality.

Impressive track record

Our industry leading execution prowess is proven by our achievement of the highest developer rating CRISIL DA1+. We have secured economies of scale and built strong bases of vendors, contractors and consultants to constantly create the best for our customers.

Capabilities

We embrace the latest technologies, aesthetically superior and smart designs, along with green principles, consistently adhering to the changing standards of quality.

Pervasive

We have been changing the landscapes of major South Indian cities with our architectural landmarks and are now expanding to other major growth centres of the country, including metros as well as Tier II cities. We are now present in 12 locations across the country.

Partnerships

Establishing successful alliances has a direct impact on our steady growth pace. Our collaborations with our stakeholders have helped us scale our potentials and capabilities, enabling us to grow with every passing fiscal.

Client centricity

Customer centricity is at the core of all our activities. We put great emphasis on delivering client satisfaction and offer customised solutions to cater to the evolving needs of our customers.



PRESTIGE LIBERTY TOWERS, MAHALAXMI, MUMBAI

Diverse portfolio

We have pioneered landmark developments across diverse segments such as Residential, Commercial, Retail, Hospitality and Property management.

Project portfolio

Particulars	Completed	Ongoing	Upcoming	Total
Number of projects	268	45	52	365
Area million sq. ft.	150.92	65.36	88.35	304.63

In addition, we have land bank of 375 acres having development potential of ~27 million sq. ft.

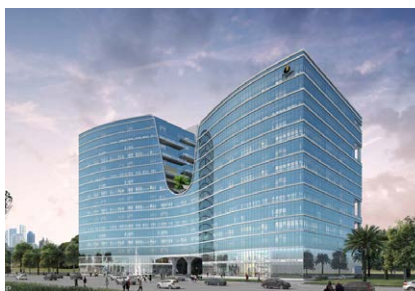
Business segments



Residential

Our residential product line comprises townships, apartments, mansions, luxury villas, row houses, plotted development, golf projects and affordable housing.

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Commercial

We develop modern and smart offices, balancing between work and wellness in prime locations across various Indian metro cities.

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Retail

Our malls have emerged as destination for enjoying quality times for urbanites, especially millennials and Generation-Z.

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Hospitality

We build and operate hotels at prime city locations by collaborating with major hospitality brands such as JW Marriott, Sheraton Grand and Conrad by Hilton.

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Property management

We provide best-in-class maintenance services to all the Prestige properties.

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RESIDENTIAL

133
PROJECTS

Completed across 103.23 mn sq. ft.

COMMERCIAL

114
PROJECTS

Completed across 36.46 mn sq. ft.

RETAIL

12
MALLS

Completed across 7.56 mn sq. ft.

HOSPITALITY

9
PROJECTS

1,368 Keys

PRESTIGE JASDAN CLASSIC, BYCULLA MUMBAI

Quick glance

CRISIL DA1+

Graded real estate
developer by CRISIL

300+

Awards across
categories

153 mn sq. ft.

Area under
development

375 acres

Land bank

Reshaping operations to secure new wins

Dear Shareholders,

I am pleased to present to you the stellar annual performance of our Company for FY2022. The year began with the second wave of COVID-19 posing several challenges in the path of economic recovery. Despite the trials and tribulations thrown our way, our teams remained steadfast, enabling us to successfully deliver on our commitments to our stakeholders.

