



Corp. Office: Shree Laxmi Woolen Mills Estate, 2nd Floor,
R.R. Hosiery, Off Dr. E. Moses Rd. Mahalaxmi, Mumbai - 400 011
Tel: (022) 3001 6600 Fax : (022) 3001 6601
CIN No. : L17100MH1905PLC000200

Date: June 01, 2022

To,

BSE Limited.
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort, Mumbai – 400001

National Stock Exchange of India Limited.
“Exchange Plaza”, Bandra Kurla Complex,
Bandra (E), Mumbai – 400051

(Security code: 503100)

(Symbol: PHOENIXLTD)

Dear Sir/Madam,

Sub: - Intimation of Schedule of Institutional Investor Meetings- Regulation 30(6) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulation 30(6) read with Para A of Part A of Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, (“Listing Regulations”), we wish to inform you that the Company will be participating in the following Investor Interactions through audio and video arrangements or in-person meetings:

Sr. No	Particulars	Organized By	Day and Date
1	Trinity India Conference	B&K Securities	Thursday, 2 nd June 2022
2	Morgan Stanley Virtual India Summit	Morgan Stanley	Tuesday, 7 th June 2022
3	Motilal Oswal Ideation Conference	Motilal Oswal	Thursday, 9 th June 2022
4	India Real Estate Forum	Kotak Securities	Wednesday, 29 th June 2022

Note: Above details are subject to change. Changes may happen due to exigencies on the part of Investors/Company.

Please find enclosed herewith the corporate presentation of the company that will be discussed with investors during these meetings.

This intimation is also being uploaded on the Company’s website at <https://www.thephoenixmills.com/investors> in compliance with regulation 46(2) of the Listing Regulations.

We request you to take the above information on record.

Thanking You,

Yours Faithfully,
For The Phoenix Mills Limited

Gajendra Mewara
Company Secretary



The Phoenix Mills Ltd.

Corporate Presentation – June 2022





Diversified portfolio across asset class

Retail

**Operational
Retail Spaces GLA**

**~7
msf**

**Under-development &
Under-planning
Retail GLA**

**~6
msf**

**Total
~13 msf**

Commercial

**Operational
Office Spaces GLA**

**~2.0
msf**

**Under-development &
Under-planning
Offices GLA**

**~5.1
msf**

**Total
~7.1 msf**

Hospitality

**The St. Regis, Mumbai
+ Courtyard by Marriott, Agra**

**588
keys**

**Under-planning
Grand Hyatt, Bengaluru**

**~300
keys**

**Total
~888 keys**

Residential

**Total Saleable
Area**

**~4
msf**

**Completed Area
(OC Received)**

**~3
msf**

**Total
~4 msf**

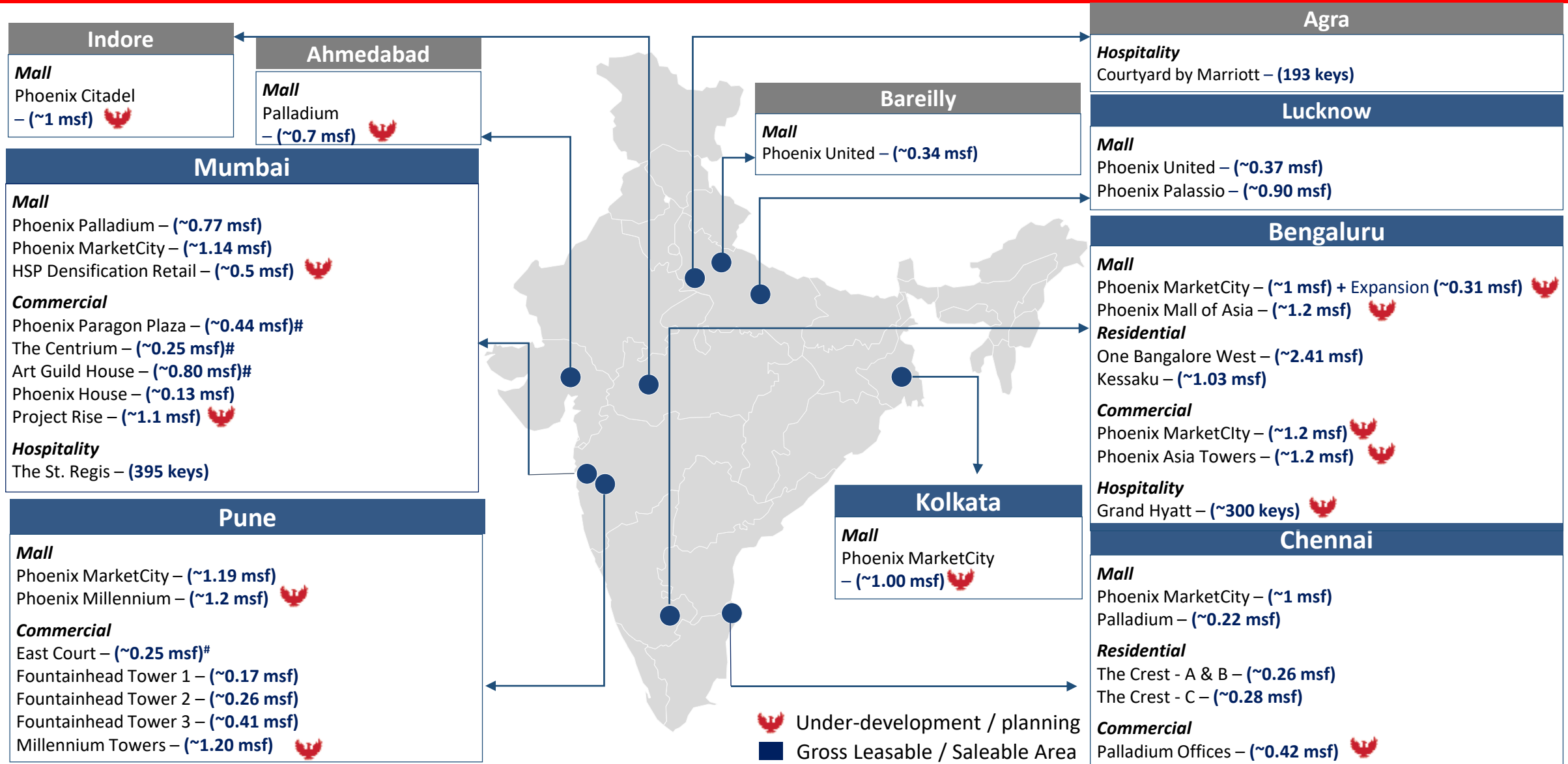
Note: Under development and under planning assets are subject to change and carry risks of planning, approvals, execution and market conditions which may be beyond the control of the Company.

GLA is an estimate based on current plans and market/company norms and is subject to change based on changes in development plans and tenant negotiations.

Grand Hyatt term sheet executed, definitive documentation underway. Data as on 31st March 2022



Portfolio in India's top cities



Includes sold area

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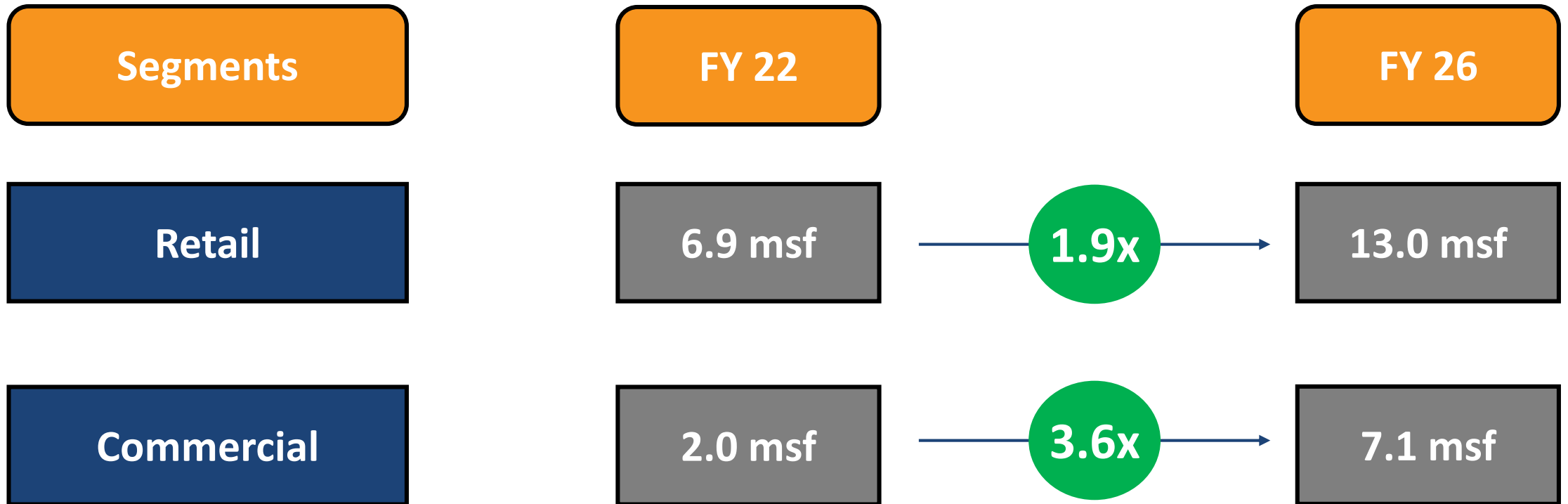
Developer of India's Iconic Mixed Use Developments



Development timelines and costs carry risks of planning, approvals, execution and market conditions which may be beyond the control of the Company.
All images displayed are renders. Plans, design and design elements are subject to change.



Gross Leasable Area (GLA mix) in Retail and Commercial



Robust growth trajectory to solidify leadership position in mixed use developments in India



Business Update

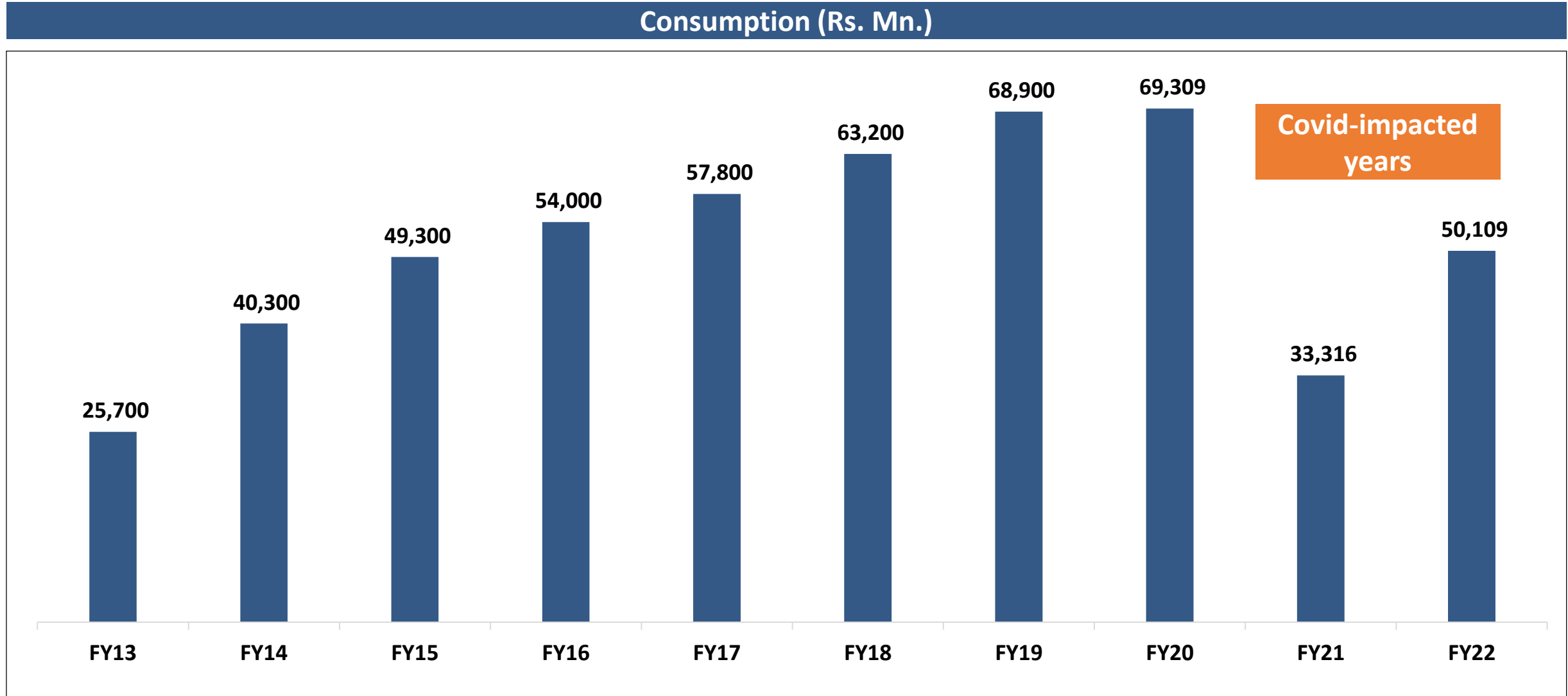
Business Performance
Financial Results
Annexure



Phoenix Palladium, Mumbai

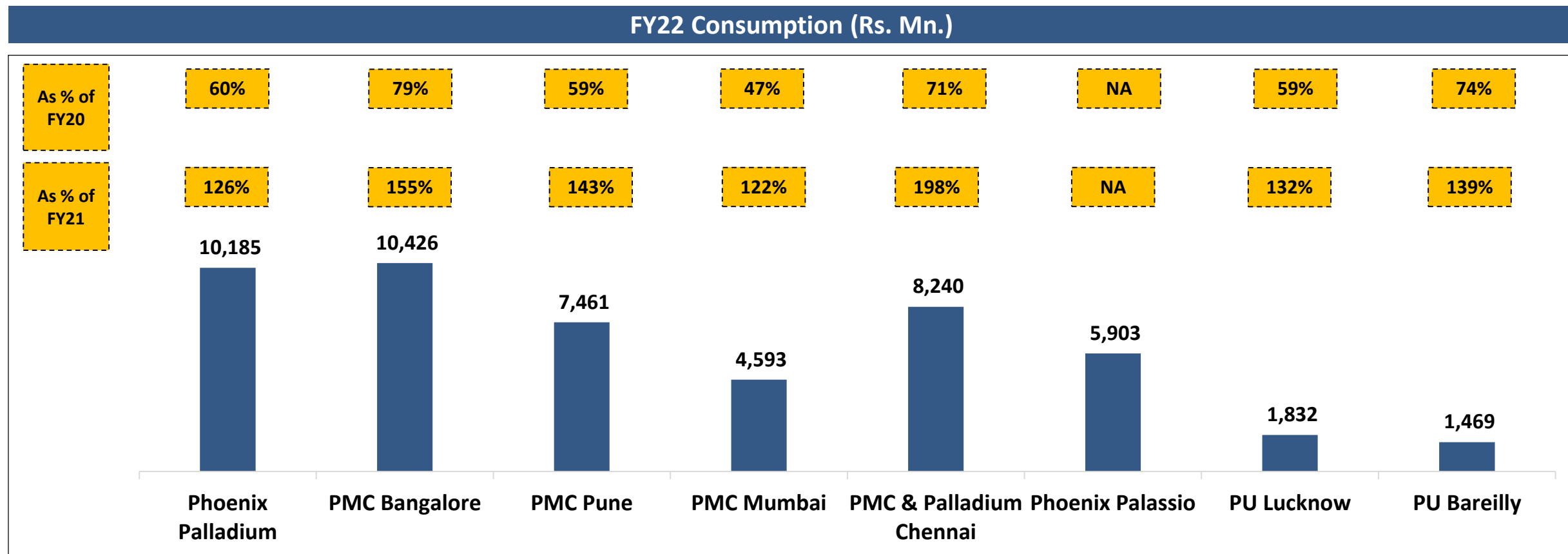


Annual Consumption Trend – FY13 to FY22





FY22 Consumption at 71% of FY20

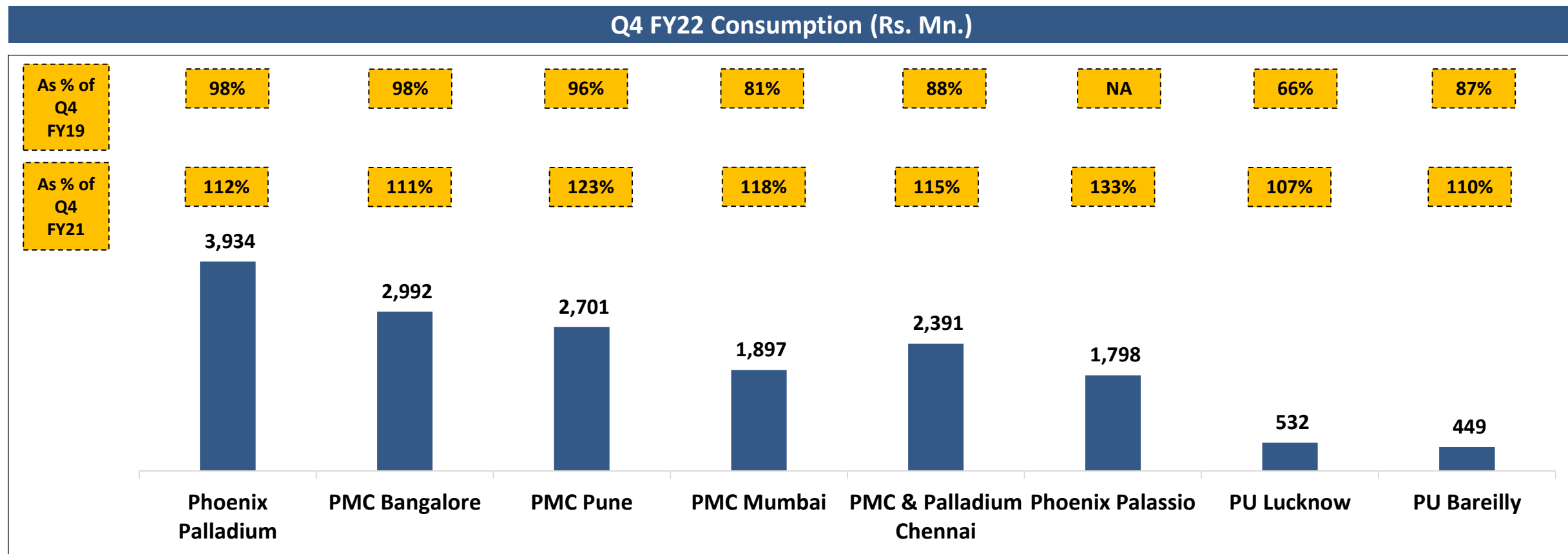


- **Total consumption in FY22 was Rs. 50,109 mn, 71% of FY20** (excl. Palassio's contribution, which opened in July 2020; FY22 consumption was 64% of FY20) and 73% of FY19
- Barring impact of the Delta wave in the first half of FY22 and the Omicron wave in the month of January 2022, consumption across all categories has recovered to pre-covid levels

Note: Above nos are indicative unaudited numbers and presented for illustration purpose. The actual numbers could be materially different from indicative numbers



Q4 FY22 Consumption at 103% of Q4 FY19 (pre-Covid quarter)



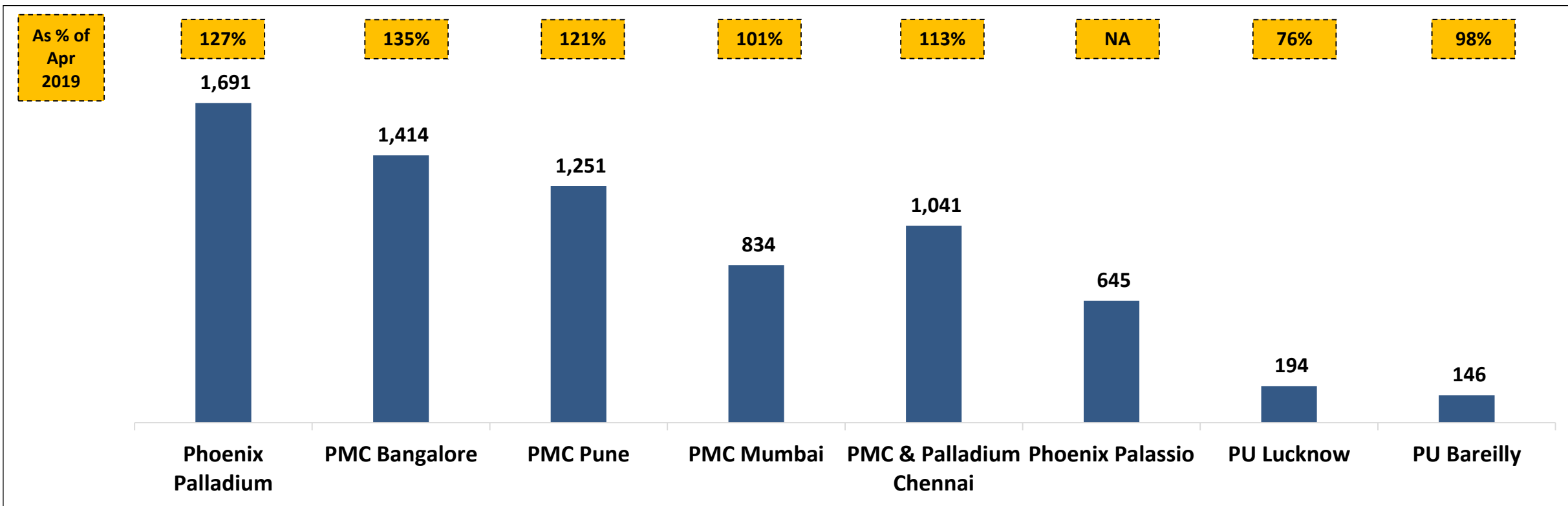
- **Total consumption in Q4 FY22 was Rs. 16,693 mn, 103% of Q4 FY19** (excl. Palassio's contribution, which opened in July 2020; Q4 FY22 consumption was 92% of Q4 FY19) and **120% of Q4 FY20**
- Barring impact of Omicron wave in the month of January, consumption across all categories has exceeded pre-covid levels

Note: Above nos are indicative unaudited numbers and presented for illustration purpose. The actual numbers could be materially different from indicative numbers



Strong Consumption sustained in April 2022

April 2022 Consumption (Rs. Mn.)

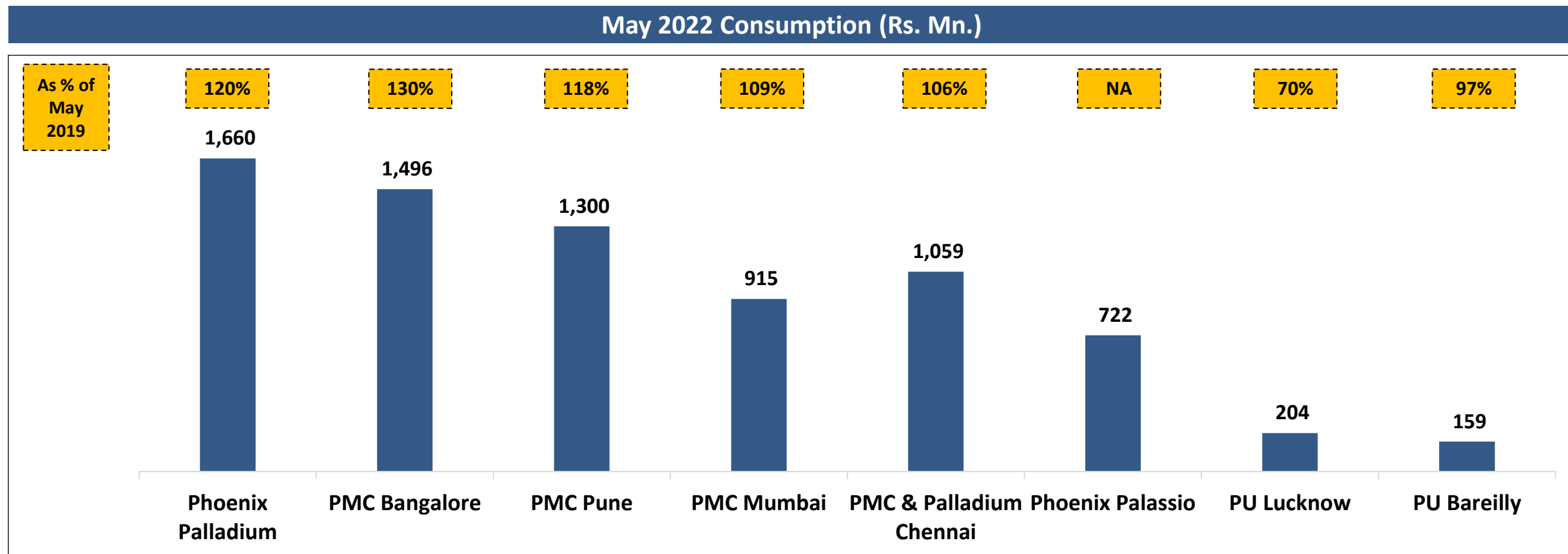


- Total consumption in April 2022 was Rs. 7,217 mn, 130% of April 2019
- Note: May 2020 & 2021 were impacted by government lockdowns/restrictions

Note: Above nos are indicative unaudited numbers and presented for illustration purpose. The actual numbers could be materially different from indicative numbers



.... and in May 2022 as well



- Total consumption in May 2022 was Rs. 7,513 mn, 127% of May 2019
- Note: May 2020 & 2021 were impacted by government lockdowns/restrictions

Note: Above nos are indicative unaudited numbers and presented for illustration purpose. The actual numbers could be materially different from indicative numbers



Q4 FY22 Rental Income at 100% of Q4 FY19 (pre-Covid quarter)

Name of Asset	Q4 FY22		Q4 FY21	Q4 FY20	Q4 FY19 (pre-COVID period)
	Retail Income	% of Q4 FY19 (pre-COVID period)	Retail Income	Retail Income	Retail Income
	(Rs. mn)		(Rs. mn)	(Rs.mn)	(Rs.mn)
Phoenix Palladium	736	85%	662	780	868
Phoenix Marketcity Bangalore	371	107%	293	307	347
Phoenix Marketcity Pune	410	101%	336	350	406
Phoenix Marketcity Mumbai	282	91%	255	283	310
Phoenix Marketcity and Palladium Chennai	346	79%	338	385	438
Phoenix United Lucknow	68	93%	64	72	73
Phoenix United Bareilly	56	98%	57	50	57
Sub Total	2,268	91%	2,005	2,227	2,500
Phoenix Palassio (operational from July 2020)	238	N.A.	161	NA	NA
Grand Total	2,506	100%	2,166	2,227	2,500



Q4 FY22 Retail EBITDA at 106% of Q4 FY19 (pre-Covid quarter)

Name of Asset	Q4 FY22		Q4 FY21	Q4 FY20	Q4 FY19 (pre-COVID period)
	EBITDA	% of Q4 FY19 (pre-COVID period)	EBITDA	EBITDA	EBITDA
	(Rs. mn)		(Rs. mn)	(Rs. mn)	(Rs. mn)
Phoenix Palladium	838	96%	539	797	873
Phoenix Marketcity Bangalore	368	109%	309	297	338
Phoenix Marketcity Pune	375	97%	338	324	388
Phoenix Marketcity Mumbai	317	106%	276	242	300
Phoenix Marketcity and Palladium Chennai	285	70%	359	346	405
Phoenix United Lucknow	57	132%	61	64	43
Phoenix United Bareilly	43	154%	53	53	28
Sub Total	2,282	96%	1,934	2,123	2,375
Phoenix Palassio (operational from July 2020)	237	N.A.	171	NA	NA
Grand Total	2,519	106%	2,105	2,123	2,375



FY22 Rental Income at 78% of FY20 (pre-Covid period)

Name of Asset	FY22		FY21	FY20 (pre-COVID period)
	Retail Income	% of FY20 (pre-COVID period)	Retail Income	Retail Income
	(Rs. mn)		(Rs. mn)	(Rs.mn)
Phoenix Palladium	2,219	64%	1,962	3,486
Phoenix Marketcity Bangalore	1,221	86%	779	1,426
Phoenix Marketcity Pune	1,171	70%	848	1,667
Phoenix Marketcity Mumbai	808	64%	615	1,270
Phoenix Marketcity and Palladium Chennai	1,306	72%	782	1,809
Phoenix United Lucknow	246	77%	181	318
Phoenix United Bareilly	193	86%	145	224
Sub Total	7,164	72%	5,311	10,199
Phoenix Palassio (operational from July 2020)	803	N.A.	321	NA
Grand Total	7,967	78%	5,632	10,199



FY22 Retail EBITDA at 80% of FY20 (pre-Covid period)

Name of Asset	FY22		FY21	FY20 (pre-COVID period)
	EBITDA	% of FY20 (pre-COVID period)	EBITDA	EBITDA
	(Rs. mn)		(Rs. mn)	(Rs. mn)
Phoenix Palladium	2,268	72%	1,476	3,151
Phoenix Marketcity Bangalore	1,216	83%	837	1,457
Phoenix Marketcity Pune	1,051	64%	823	1,646
Phoenix Marketcity Mumbai	783	63%	639	1,239
Phoenix Marketcity and Palladium Chennai	1,305	73%	811	1,792
Phoenix United Lucknow	220	78%	170	283
Phoenix United Bareilly	177	86%	149	206
Sub Total	7,020	72%	4,904	9,773
Phoenix Palassio (operational from July 2020)	838	N.A.	327	NA
Grand Total	7,859	80%	5,231	9,773



Occupancy and Trading Density (TD) trend across major malls

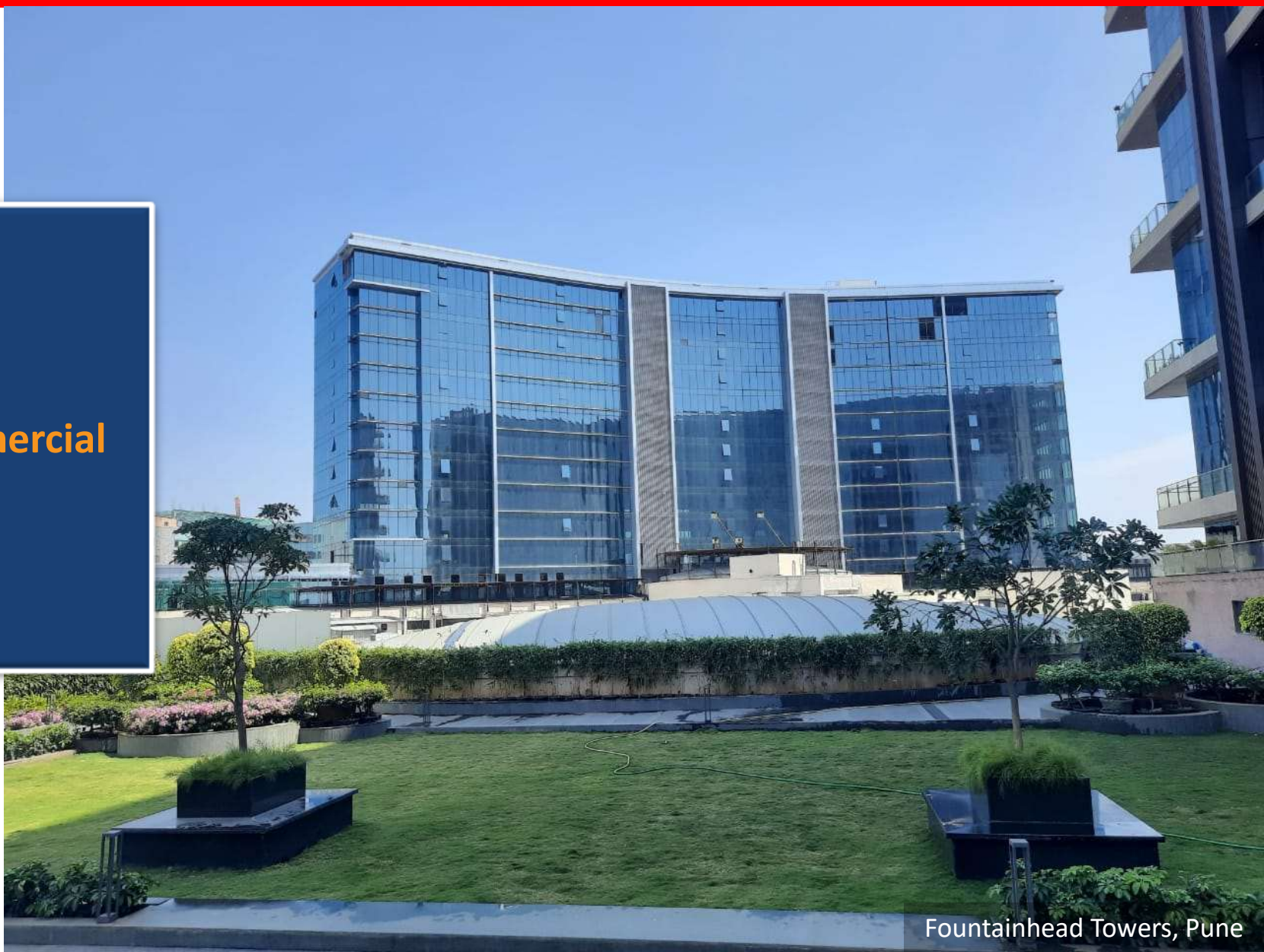
	Leased Occupancy		Trading Occupancy		Trading Density (Rs. Per sq. ft. pm)	
	Q4 FY20 (Pre-covid)	Q4 FY22	Q4 FY20 (Pre-covid)	Q4 FY22	Q4 FY20 (Pre-covid)	Q4 FY22
Phoenix Palladium	100%	100%	94%	92%	3,208	2,730
Phoenix Marketcity Bangalore	99%	98%	98%	90%	1,670	1,750
Phoenix Marketcity Pune	96%	91%	95%	85%	1,338	1,338
Phoenix Marketcity Mumbai	93%	95%	93%	86%	1,129	955
Phoenix Marketcity and Palladium Chennai	98%	90%	96%	86%	1,259	1,234
Phoenix Palassio	NA	96%	NA	87%	NA	1,117

- ✓ Leased occupancy in Q4 FY22 close to pre-covid levels
- ✓ Trading occupancy to ramp-up in coming quarters as several under-fit-out stores become operational
- ✓ Trading density for Q4 FY22 was impacted on account of Covid wave in Jan 22

Note: Trading density for Q4 FY20 is only for the period the malls were operational during the quarter



Business Performance - Commercial



Fountainhead Towers, Pune



Office Portfolio seeing improving leasing traction

Project Name	Location	Total Area (msf)	Area Sold (msf)	Net Leasable Area (msf)	Area Leased (msf)	Average Rate psf.*
Operational Office Portfolio (1.99 MSF)						
Art Guild House	Mumbai	0.80	0.17	0.63	0.47	107
Phoenix Paragon Plaza	Mumbai	0.43	0.12	0.31	0.13	112
Fountainhead – Tower 1	Pune	0.17	0.00	0.17	0.16	79
Fountainhead – Tower 2**	Pune	0.25	0.00	0.25	0.13	71
Fountainhead – Tower 3	Pune	0.41	0.00	0.41	OC received in Dec 2021	
Phoenix House	Mumbai	0.09	-	0.09	0.07	178
Centrium	Mumbai	0.28	0.16	0.12	0.06	110
Total		2.45	0.46	1.99	1.02	

- Strong leasing traction during the year: gross leasing of 3.97 lakh sft (renewed area of 2.12 lakh sft and signed new deals of 1.85 lakh sft).



FY22 Office Income up 22% yoy

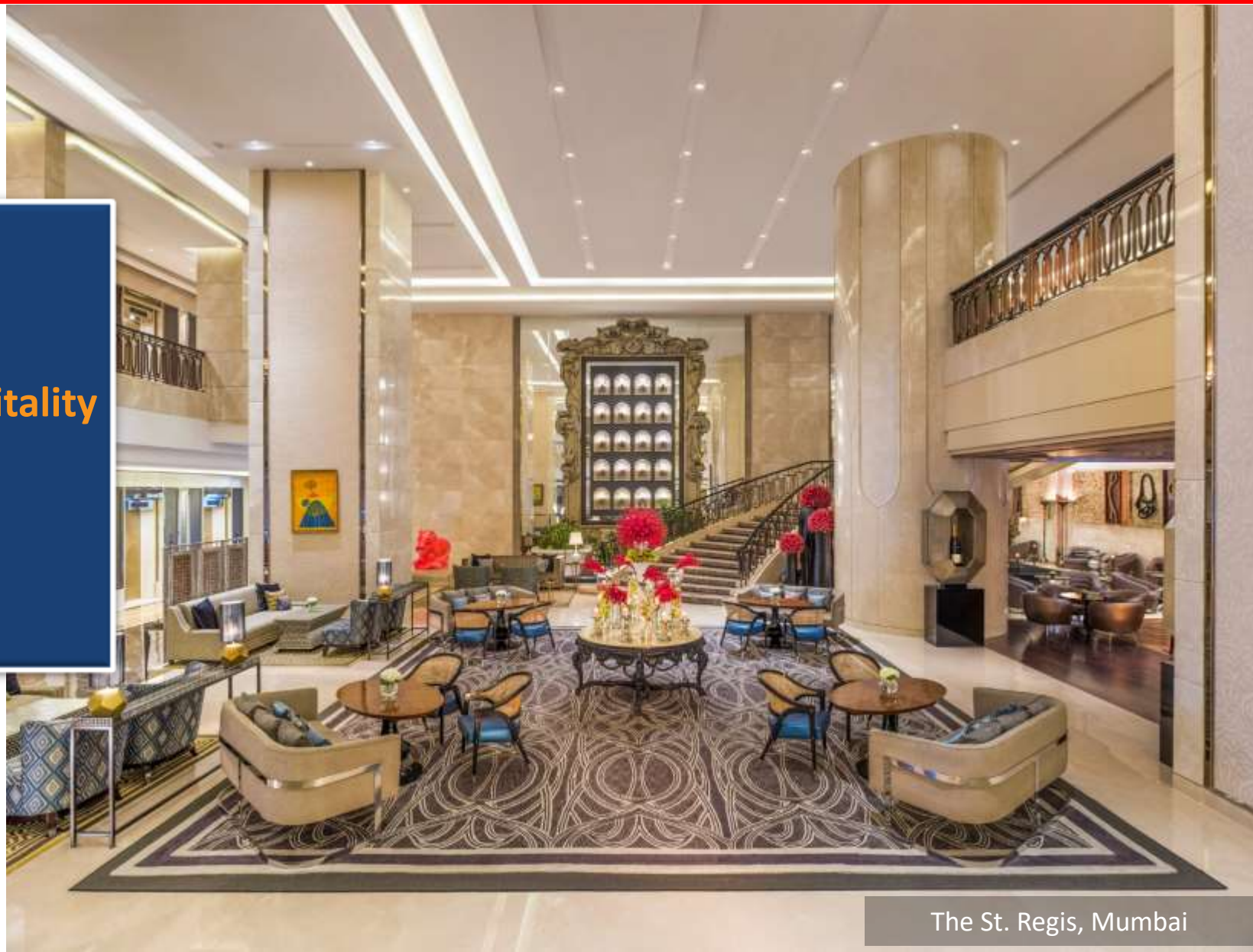
Operational Portfolio	Q4 FY22 (in Rs. Mn)		FY22 (in Rs. Mn)		EBITDA as % of Total Income	
	Total Income	EBITDA	Total Income	EBITDA	Q4 FY22	FY22
Art Guild House*	208	154	807	575	74%	71%
Phoenix Paragon Plaza	86	58	286	185	67%	65%
Fountainhead – Tower 1	84	55	257	187	66%	73%
Fountainhead – Tower 2						
Phoenix House	33	Part of Phoenix Palladium	145	Part of Phoenix Palladium	NA	NA
Centrium	20	6	85	36	29%	42%
Total	431	273	1,580	982	63%	62%

All figures in Rs mn.

- Total Office Income in FY22 at **Rs 1,580 mn**; **total EBITDA at Rs 982 mn**, up 11% compared to FY21
- FY22 office income has benefited from rental contribution from Fountainhead Tower 2; income to improve in coming quarters as over 100,000 sft of area becomes rent generating in coming months



Business Performance - Hospitality

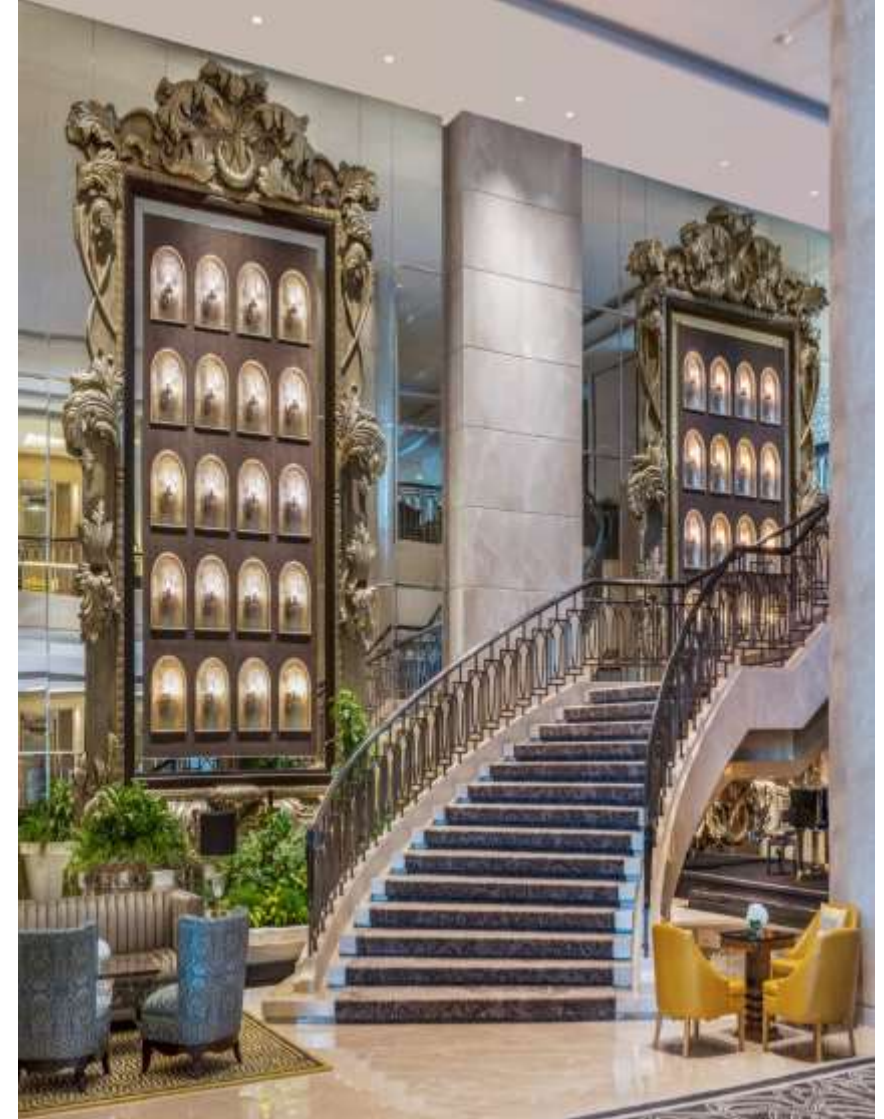


The St. Regis, Mumbai



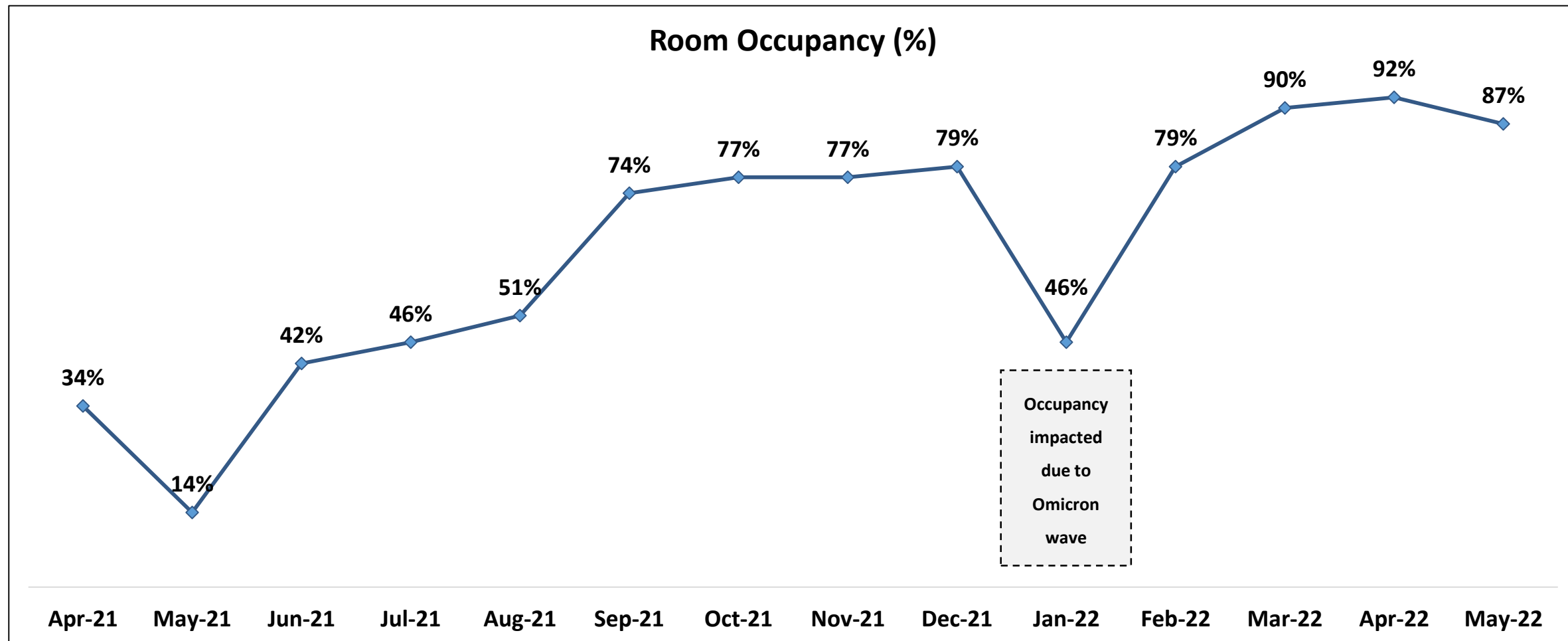
The St. Regis, Mumbai

	Q4 FY22	Q4 FY21	YoY%	FY22	FY21	YoY%
Revenue from Rooms (Rs. mn)	218	103	112%	646	305	112%
Revenue from F&B and Banqueting (Rs. mn)	237	111	113%	687	254	170%
Other Operating Income (Rs. mn)	40	29	41%	132	94	41%
Total Income (Rs. mn)	495	243	104%	1,465	653	124%
Operating EBITDA (Rs. mn)	124	10		322	-43	
<i>EBITDA margins (%)</i>	25%	4%		22%		
<i>Occupancy (%)</i>	72%	39%		59%	29%	107%
<i>ARR (Rs.)</i>	8,442	7,290	16%	7,306	7,396	-1%





The St. Regis, Mumbai – Significant Improvement in Room Occupancy and ARR



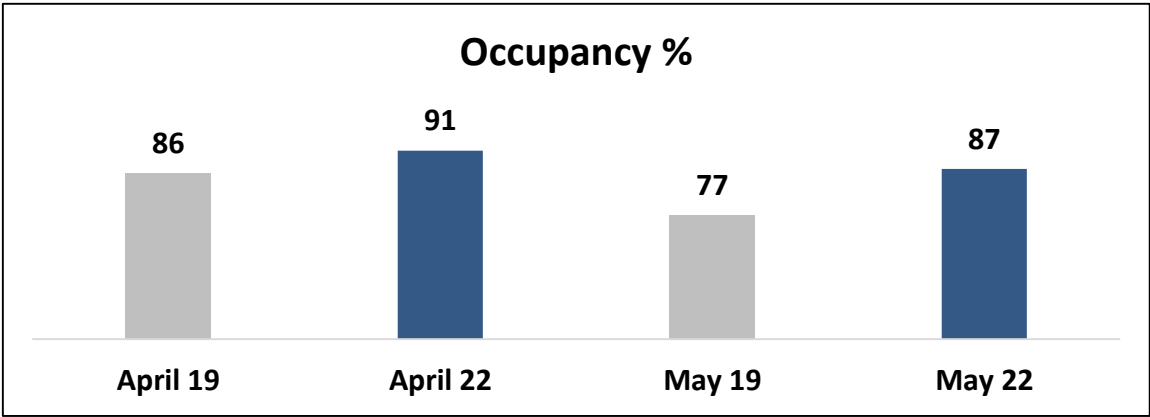
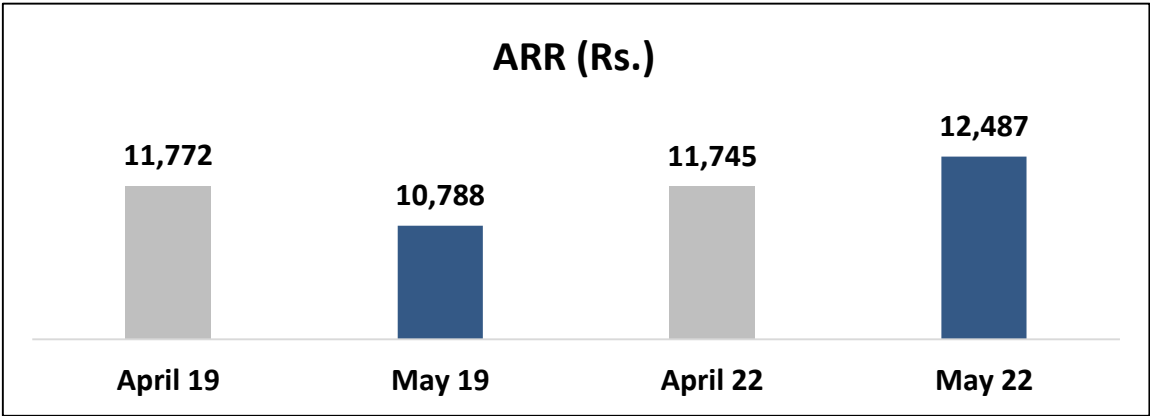
Occupancy levels at a all time high led by revival in corporate travel and social events.
Average room rentals (ARR) at Rs. 12,487 in May 2022



The St. Regis, Mumbai – Tracking against pre-covid

	April + May 2022	April + May 2019	% recovery	Remarks
Revenue (Rs.mn)	553	454	122%	- Revenue growth aided by strong recovery in occupancy and ARR's

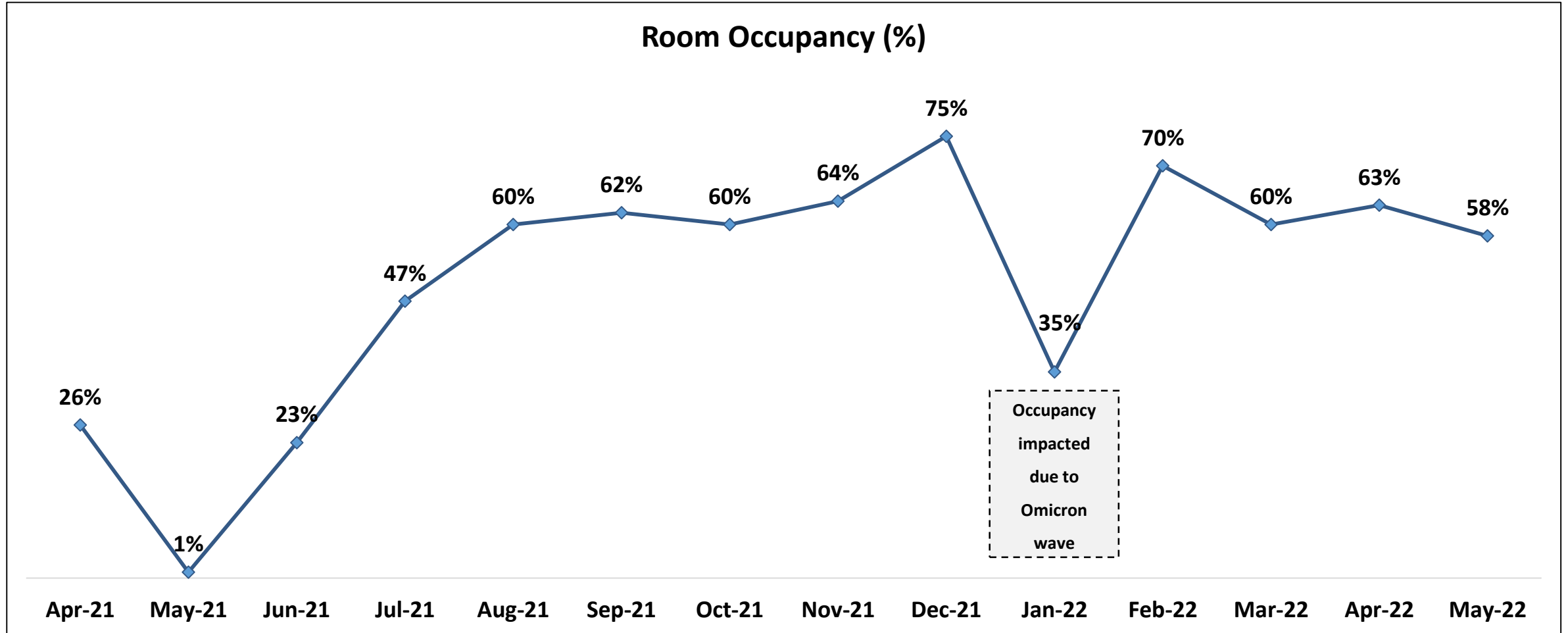
- ✓ Resumption of foreign travel, domestic corporate travel, social events and staycations provide excellent visibility for high occupancy and ARR's in the coming months
- ✓ Most venues on the hotel's 37th and 38th floors are currently under renovation and will reopen during May and June with potential to further add substantially to monthly revenue run rate.



Note: The 37th & 38th floor restaurants are currently not operational at St.Regis, Mumbai. Adjusting for their revenues in 2019, like to like recovery would be 141%



Courtyard by Marriott, Agra – Significant Improvement in Room Occupancy



Occupancy levels back at FY20 levels aided by revival in domestic travel and social events. Average room rentals (ARR) at Rs. 3,574 in May 2022



Courtyard by Marriott, Agra

	Q4 FY22	Q4 FY21	FY22	FY21
Revenue from Rooms (Rs. mn)	40	29	124	54
Revenue from F&B and Banqueting (Rs. mn)	41	26	134	57
Other Operating Income (Rs. mn)	3	1	6	2
Total Income (Rs. mn)	84	57	264	113
<i>Occupancy (%)</i>	55%	53%	48%	36%
<i>ARR (Rs.)</i>	4,300	3,246	3,686	3,340





Business Performance - Residential





Residential Portfolio – Steady traction in demand for ready units

- **Overall sales of Rs. 1,808 mn in Q4 FY22 and Rs. 3,415 mn in FY22**
- Collections in Q4 FY22 were Rs. 978 mn and Rs. 2,765 mn in FY22
- Sales trajectory has seen good improvement backed by strong demand and faster conversions.
- **Sold and registered agreements for inventory worth**
 - ~Rs 579 mn during Q4FY22 and ~Rs 1,880 mn during FY22
 - Rs. 1,535 mn worth of sales is pending registration

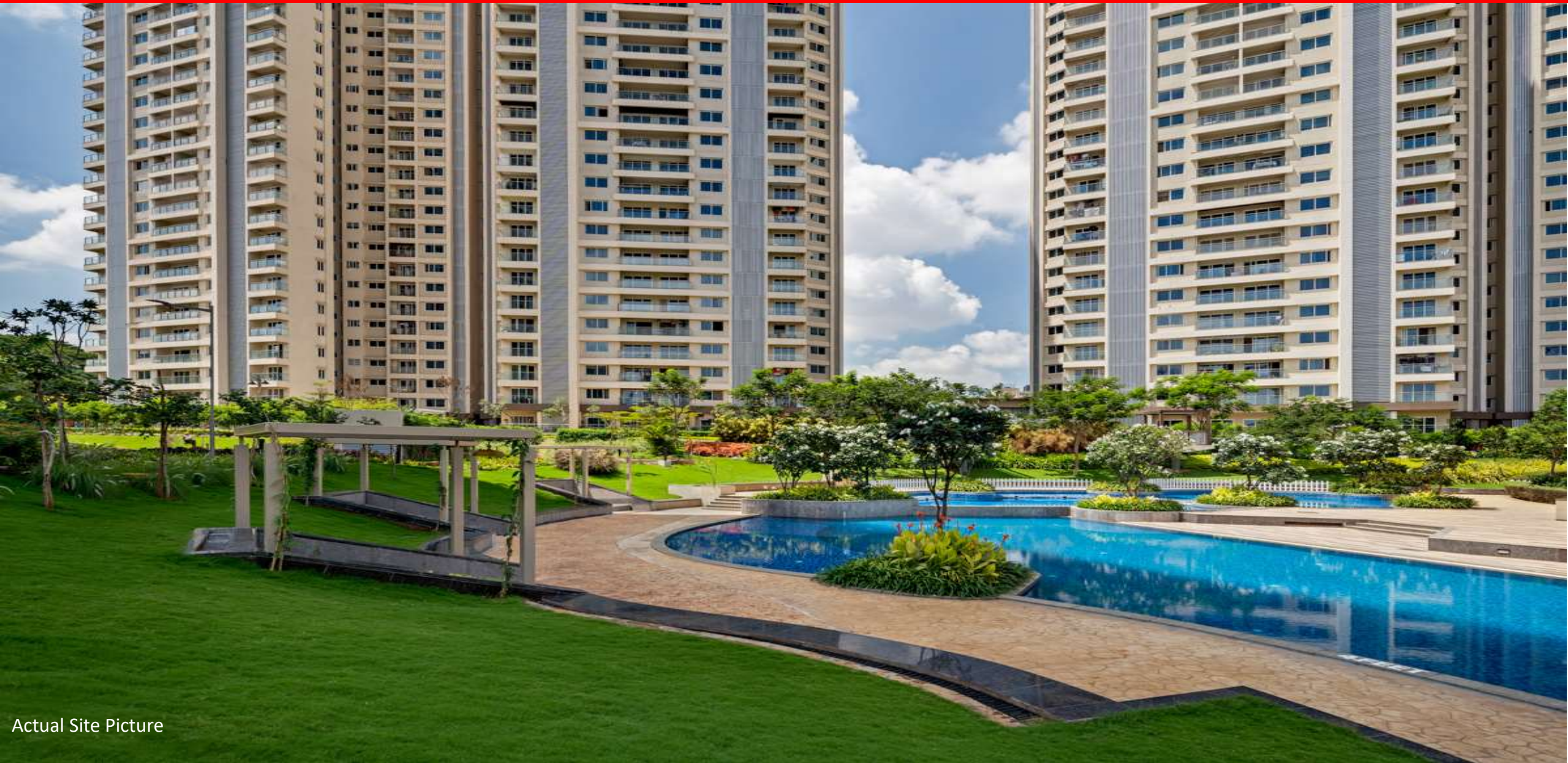
Project Name (operational)	Saleable area (msf)			Cumulative Area Sold (msf)^	Cumulative Sales Value (Rs. mn)	Collections in Q4 FY22 (Rs. mn)	Revenue recognized (Rs. mn)	
	Total Area	Area launched	Balance Area				in Q4 FY22	Cumulative
One Bangalore West, Bengaluru	2.41	1.80	0.61	1.43	14,243	435	373	13,796
Kessaku, Bengaluru	1.03	1.03	-	0.39	5,757	543	206	5,757
Total	3.44	2.83	0.61	1.82	20,000	978	579	19,553

Note that of the nine towers in One Bangalore West (OBW), only Towers 1-6 have been launched and completed. Tower 7 was launched in July 2019. Towers 8 & 9 are yet to be launched

^ Sales area includes only those where agreements have been executed with purchasers



One Bangalore West, Bengaluru



Actual Site Picture



Kessaku – Grand Arrival Experience



Actual Site Picture

Actual Site Picture



Kessaku – Zen Court & Pool Side Garden





Kessaku, Bangalore





Kessaku, Bangalore – Living Spaces Crafted in Luxury & Style





Strong Capital Structure





Raised equity capital of ~Rs. 4,680 cr in 15 months...

Qualified Institutional
Placement (QIP)

August 2020

~Rs. 1,100 cr

JV with CPPIB for Kolkata
Development

May 2021

~Rs. 384 cr

49% stake for CPPIB

Equity Infusion in existing retail
platform with CPPIB (ISML)

May 2021 & Dec 2021

~Rs. 735 cr

CPPIB's share of Commitment; tranche 1 of Rs. 196 cr received in May'21, tranche 2 of Rs. 392 cr received in Dec'21

Retail Platform with GIC

June 2021

~Rs. 1,111 cr

26.44% stake for GIC in select subsidiaries

JV with CPPIB for Lower Parel
Development

November 2021

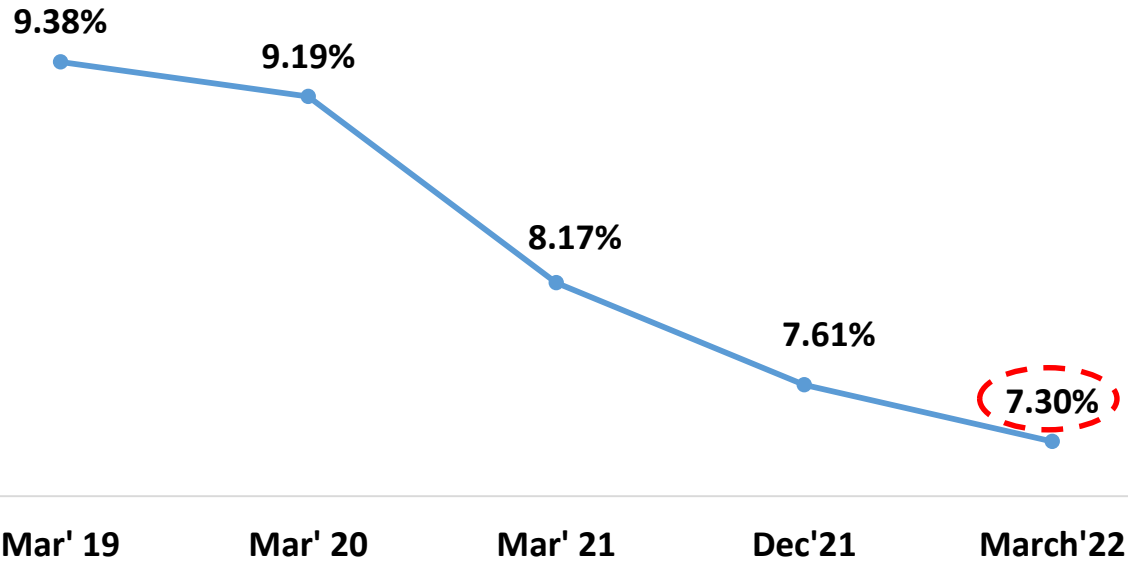
~Rs. 1,350 cr

49% stake for CPPIB in Plutocrat

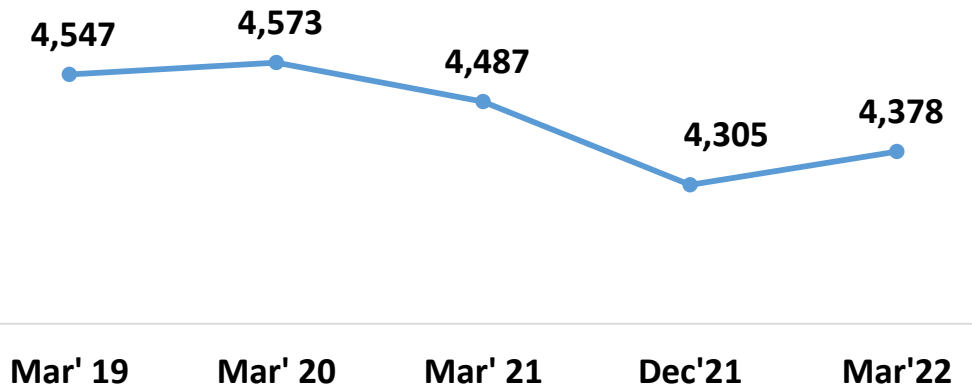


... while optimizing cost of debt and reducing gross debt levels ...

Effective cost of debt (%)



Gross Debt (Rs. cr)



- Average cost of debt reduced from **9.38%** in March 2019 to **7.30%** in March 2022 by 208 bps
- Lowest cost of borrowing stands at **6.55%**
- Deferred drawn-downs of construction finance on under construction projects until projects are de-risked (12-18 months before being operational)







...in order to give us the necessary Capital Autonomy

Amount Rs. mn	Group Level	PML Share
Liquidity (Bank balance + Investments + DSRA)*	24,992^	19,968
Gross Debt	43,795	32,502
Net Debt	18,803	12,534
FY22 EBITDA	8,548^	6,758

^ Includes Classic Mall & Starboard which does not form part of PML Consolidated * Does not include Rs. 6,189 mn available in overdraft accounts



... to keep Delivery timelines for Under Construction Assets on Track

	Phoenix Citadel, Indore	Palladium, Ahmedabad	Phoenix Millennium, Pune	Phoenix Mall of Asia, Bangalore
Proposed GLA	Retail GLA – ~1 msf	Retail GLA – ~0.7 msf	Retail GLA – ~1.1 msf Office GLA – ~1.2 msf	Retail GLA – ~1.2 msf Office GLA – ~1.2 msf
Amount Spent till Mar 2022 (Rs Mn)	5,068	6,677	6,847	11,164
Status update				
Expected Year of Operation	FY23	FY23	Retail: FY24 Office: FY25	Retail: FY24 Office: FY25
Leasing Status till March 2022	74%	85%	51%	64%



Phoenix Citadel Indore



The biggest Retail Destination of Madhya Pradesh



Phoenix Citadel Indore





Palladium Ahmedabad



The Luxury mall of Gujarat



Palladium Ahmedabad





Phoenix Mall of the Millennium, Pune



The New Epicentre for West Pune



Phoenix Mall of the Millennium, Pune





Mall of Asia, Bangalore



The Largest Retail led Mixed-use development in Bangalore

Indicative Render

Concept Architect – Callison 44



Mall of Asia, Bangalore





Upcoming Mall in Kolkata





Update on other Under Development Projects

Kolkata

- Building plans approved in April 2022

Rise, Lower Parel

- Environment clearance received, shore piling contract awarded



Expansion by densification of mixed use developments

Under Development / Planning Offices	Location	GLA * (msft)
Phoenix Millennium, Wakad – Office	Pune	~1.2
Palladium Chennai – Office	Chennai	~0.4
Phoenix Marketcity Bangalore – Office	Bengaluru	~1.2
Phoenix Mall of Asia, Hebbal – Office	Bengaluru	~1.2
The Rise, Lower Parel	Mumbai	~1.1
Under development / planning Office area		~5.1

Office portfolio to grow
from ~2 msft to
~7.1 msft in 4 years

Land is already paid for
and historically owned by
respective SPV



Annexure





Target cities of Interest



✓
7.48
acres of
land in
Feb 2021

Kolkata



Chandigarh



Gurgaon



Surat



Hyderabad



Mumbai / Navi Mumbai



Chennai



Jaipur

Greenfield/brownfield retail led development opportunities in key catchments of leading cities in India; target to add ~ 1 msf of Retail every year



Phoenix Palassio, Lucknow - Case Study

Quick turnaround of 21 months from brownfield acquisition to launch

100% funded through PML Balance Sheet

All inclusive project cost: ~ Rs. 832 crores

Mall 95% leased, MG Rent of ~Rs. 110 pspm, Trading Density of ~ Rs. 1,400 psf pm

Annualized EBITDA run rate of > Rs. 100 cr, Yield on Cost ~12%

Cost of Debt at ~ 7.5%, pre-tax Equity yield is 20%+



Offices Value Proposition

Land historically owned by SPV and therefore yields can be very high since no additional land cost

Structural costs (foundation and strengthening) were part of existing structure

Expansion / densification at own site

City centric locations

Success seen at Mumbai and Pune already



**Rental yield on
Gross Block
exceeds 20%
in Art Guild House**





Sustainability Initiatives at Operational Malls



Waste Management



Organic waste conversion and wet waste conversion equipment installed to ensure faster decomposition



Tie up with authorized vendors for E-waste recycling



Professional vendor to dispose and recycle dry waste



Hazardous waste management done with the help of authorized agency



Reduction in paper consumption



Water Conservation



Recycling of wastewater by Sewage treatment plant (STP) for use in toilets, gardening and HVAC cooling tower



Conserved Rainwater is used in toilets and for cooling tower requirement



Natural ground water discharge is taken into treatment plant and used for domestic purposes



Energy Conservation



Replacement of CFL with LED lamps across malls



Common area lighting integrated on BMS for optimised usage and saving energy



Electrical vehicle charging stations being installed at mall premises



Multiple new energy efficient components, machines or technology used instead of older equipment and devices

Solar Panels for generation of electricity



Emission Control



Diesel Generator Effluents are tracked to ensure the same is within recommended parameters



All Air Handling Units (AHU) old filters replaced with MERV -13 Filters for enhanced Indoor AQI



Ozoniser installed in STP to minimize H₂S levels in the exhaust system



Calibration of DG fuel system being undertaken to determine the amount of unburnt fuel content in the Stack emissions



Sustainability Initiatives at Under Construction Malls

No	Sustainable Metrics	Phoenix Citadel	Phoenix Millennium	Phoenix Mall of Asia
1	Pre-Certification LEED Ratings	Silver	Gold	Gold
2	Sustainable Design Approach	Adapted	Adapted	Adapted
3	Fundamental And Enhanced Commissioning	Adapted	Adapted	Adapted
4	Low Emitting Material	Adapted	Adapted	Adapted
5	Monitoring Based Commissioning	Adapted	Adapted	Adapted
6	High Standards Followed for construction like SMACNA and NBC	Adapted	Adapted	Adapted
7	ECO Friendly Refrigerant	Adapted	Adapted	Adapted
8	Rain Water Harvest	100%	100%	100%
9	Reuse of Treated Waste Water	100%	100%	100%

All new projects follow Leadership in Energy and Environmental Design (LEED) rating systems, created by United States Green Building Council (USGBC)



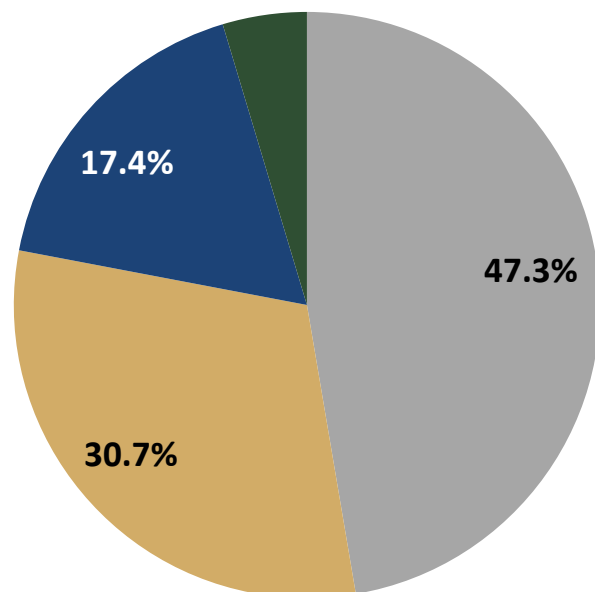
Q4 FY22 Debt Across Subsidiaries

	Asset Type	SPV	Asset Name	PML Ownership	Q3FY22 (Rs. Mn)	Q4FY22 (Rs. Mn)	
Operational	Retail & Mixed-Use	PML Standalone	Phoenix Palladium, Mumbai	100%	6,390	7,362	
		Classic Mall Development	Phoenix MarketCity, Chennai	50%	6,532	6,352	
		Vamona Developers	Phoenix MarketCity, Pune	74%	4,048	4,064	
		Island Star Mall Developers	Phoenix MarketCity, Bangalore	51%	4,236	4,127	
		Starboard Hotels Pvt Ltd	Phoenix Palladium, Chennai	50%	1,631	1,630	
		Offbeat Developers	Phoenix MarketCity, Mumbai	74%	5,728	5,683	
			Art Guild House (Commercial)				
			Centrium (Commercial)				
		Blackwood Developers	Phoenix United, Bareilly	100%	804	779	
		UPAL Developers	Phoenix United, Lucknow	100%	595	571	
		Graceworks Realty & Leisure	Phoenix Paragon Plaza (Commercial)	74%	1,051	1,043	
		Destiny Hospitality	Phoenix Palassio, Lucknow	100%	4,000	3,819	
	Hotel & Residential	Palladium Constructions	One Bangalore West & Kessaku (Residential) Courtyard by Marriott, Agra (Hotel)	100%	778	326	
		Pallazzio Hotels & Leisure	The St. Regis, Mumbai	73%	5,204	5,430	
	Office	Alliance Spaces	Fountainhead	100%	657	588	
		Total				41,654	41,774
Under Development	Retail	SGH Realty LLP	Palladium, Ahmedabad	50%	1,393	1,827	
		Insight Mall Developer	Phoenix Citadel	51%	0	194	
		Total				1,393	2,021
		Grand Total				43,048	43,795



Shareholding Pattern as on 31th March 2022

Shareholding Pattern



■ Promoters ■ FII
■ DII ■ Others

Sr. No	Top Institutional Investors	% Shareholding
		31-03-2022
1	SCHRODER	7.66%
2	GIC	4.35%
3	ICICI PRUDENTIAL AMC	3.23%
4	MOTILAL OSWAL	2.35%
5	UTI	2.17%
6	BAILLIE GIFFORD	1.91%
7	DSP MF	1.83%
8	SBI MF	1.83%
9	VANGUARD	1.79%
10	POLAR CAPITAL	1.77%
Total – Top 10 Institutional Investors		28.89%



Thank you

Advait Phatarfod

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