

May 18, 2019

The General Manager – DCS,	The Manager,
Listing Operations-Corporate Services Dept.	Listing Department,
BSE Ltd.	National Stock Exchange of India Ltd.,
1 st Floor, New Trading Ring, Rotunda	Exchange Plaza, 5th Floor, Plot No. C/1, G
Building, 'P J. Towers, Dalal Street, Fort,	Block, Bandra-Kurla Complex, Bandra (E),
<u>Mumbai</u>	<u>Mumbai</u>
corp.relations@bseindia.com	<u>cc_nse@nse.co.in</u>
Stock Code: 532891	Stock Code: PURVA

Dear Sir / Madam,

Sub: Presentation on the operation and financial results of the Company in terms of Regulation 46 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

In connection with the conference call scheduled to be held on May 21, 2019, please find attached the Presentation on the operation and financial results of the Company for the quarter & year ended March 31, 2019, in terms of Regulation 46 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We request you to take the same on record.

Thanking you

Yours faithfully For Puravankara Limited

Bindu D Company Secretary M.N. 23290

PURAVANKARA LIMITED

Registered Office: #130/1, Ulsoor Road, Bengaluru- 560 042 <u>Tel:+91</u> 80 2559 9000 / 4343 9999 Fax: +91 80 2559 9350 Email: <u>info@puravankara.com</u> URL: <u>www.puravankara.com</u> CIN: L45200KA1986PLC051571



Puravankara Limited

March 2019

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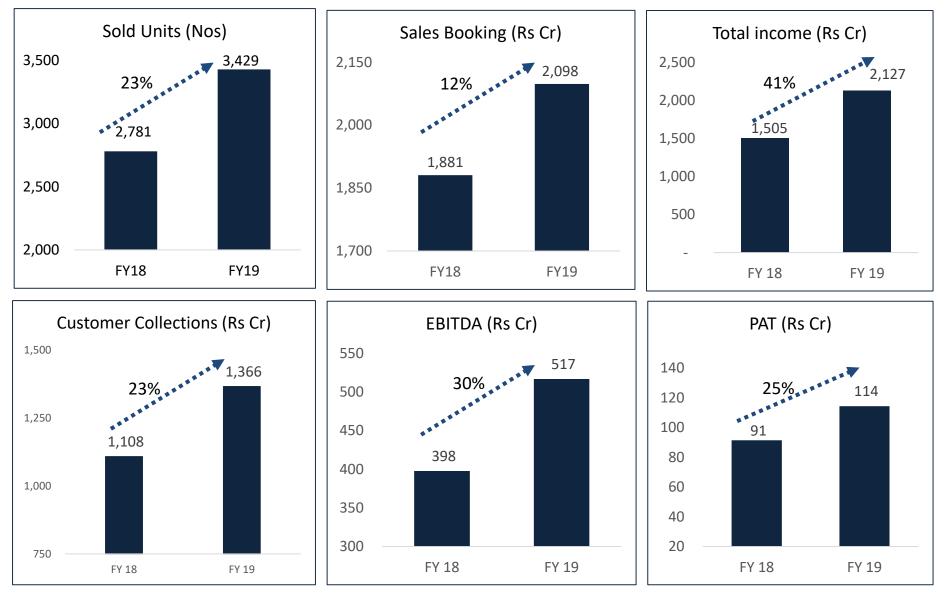
Company Overview

Overview

PURAVANKARA

- One of India's leading real estate developers with an established presence in the residential segment (luxury and affordable housing) and in commercial office spaces
- With over 4 decades of domain expertise, Puravankara has established itself as a developer of repute
- Completed 68 residential projects and commercial projects, spanning 38.47 msft, primarily across the gateway cities of south and west India
- Area under Development totaling 23.08 msft
- Landbank totaling 68.58 msft (Puravankara Group's economic interest 54.66 msft)
- Pan India presence- with projects in Bengaluru, Chennai, Hyderabad, Pune, Mumbai, Kochi, Goa, Kolkata, Coimbatore and Mangalore
- ***** Two key brands : Puravankara for luxury housing and commercial offices, Provident for the affordable luxury segment
- Provident Housing Ltd, a wholly owned subsidiary of Puravankara Ltd, caters to the affordable luxury segment
 - Projects in Bengaluru, Hyderabad, Mumbai, Pune, Chennai, Goa, Mangalore and Coimbatore
 - Focus on delivering quality housing at affordable prices through value engineering
- Creating value for clients by collaborating with world class contractors and vendors while leveraging robust internal processes
- Starworth Infrastructure and Construction Limited (SICL) is a wholly owned subsidiary which specialises in technology focused construction, including precast
- Joint venture with Keppel Land Singapore

FY19 – Gaining momentum





Development Bank

in million sq. ft.

Diversified across markets, brands and stages of development

Land portfolio

Kolkatta Mumbai 돈 Pune **Property Breakdown** Hyderabad Goa Ongoing 25% 23.08 msft Bangalore Mangalore Chennai Mysore Coimbatore Kochi Land Assets 75% 68.58 msft Colombo 🕻

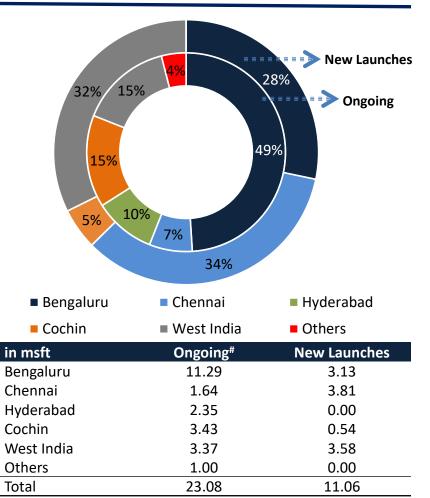
	Completed	Ongoing	Land Assets	Total
		(A)	(B)	(A)+(B)
South India				
Bengaluru	28.08	11.29	43.20	54.48
Chennai	6.26	1.64	11.71	13.35
Hyderabad	0.59	2.35	-	2.35
Kochi	1.89	3.43	4.21	7.64
Others	0.81	1.00	1.01	2.01
West India	0.14	3.37	4.22	7.59
Colombo	-	-	4.23	4.23
Kolkata	0.70	-	-	-
Total	38.47	23.08	68.58	91.66
Puravankara*	29.18	12.49	58.35	70.84
Provident	9.29	10.59	10.23	20.82
Saleable Area	34.10	18.55	54.66	73.21
Puravankara*	25.20	9.39	49.15	58.54
Provident	8.90	9.16	5.51	14.67

Note: 1.* Includes JVs and other subsidiaries

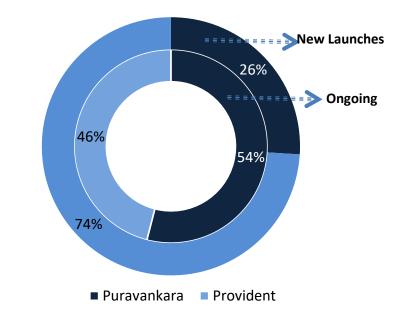
2. Saleable area is estimated developer's share after reducing economic interest of JD/JV partners

Ongoing and New Launches

Non-Bengaluru projects now account for 51% of the share of ongoing and 59% of new launches*



Provident now accounts for 3/4th of the launch pipeline; in line with the market trends and the Group's strategy



in msft	Ongoing [#]	New Launches
Puravankara	12.49	2.85
Provident	10.59	8.21
Total	23.08	11.06

Note: :1. Based on Developable Area in msft

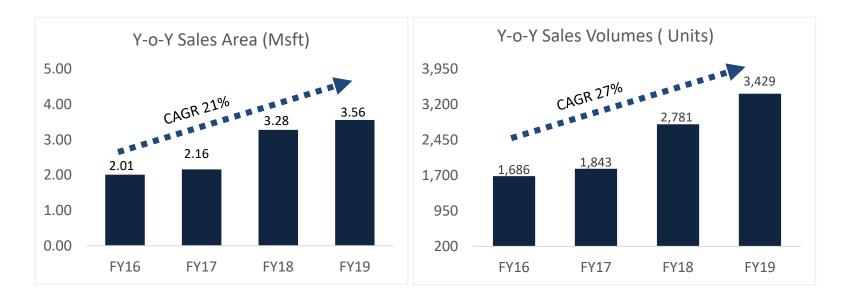
2.[#] Includes 10.29 million sqft of area not open for sale.

Area

Consistent sales growth

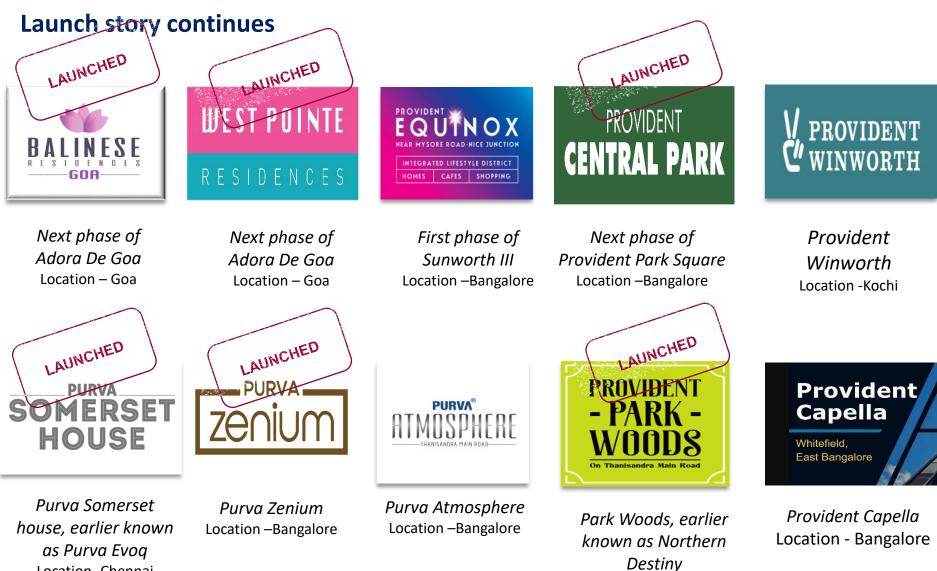
				in million sq. ft.
(numbers in million sq. ft.)	FY16	FY17	FY18	FY19
Opening Area	24.01	23.64	24.92	20.82
Add: Launches/Revisions during the period ¹	2.46	4.77	1.96	3.95
Less: Completed during the period ²	(2.83)	(3.49)	(6.06)	(1.69)
Closing Area	23.64	24.92	20.82	23.08*

Consistent Sales Booking growth



Notes:

- 1. Revisions represent corrections on account of errors / round off
- 2. Represents area completed based on receipt of Occupancy Certificate or such other equivalent permission
- 3. * Includes 10.29 million sqft of area not open for sale



Location -Chennai

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Location – Bangalore

Robust launch pipeline

Sr. no	Location/ Project Name	City	Development Model	Development Type	Developable Area	PPL Share in JD	Saleable area (msft)	Expected launch date
Purava	ankara							
1	Westend 2	Bengaluru	Joint Development	Residential	0.10	78%	0.08	Q2FY20
2	Bavdhan	Pune	Joint Development	Residential	0.31	90%	0.28	Q1/Q2 FY20
3	Lalbagh	Bengaluru	Joint Development	Residential	0.21	55%	0.12	Q1FY21
4	Purva Atmosphere	Bengaluru	Joint Development	Residential	1.51	88%	1.32	Q2/Q3 FY20
5	Bhandup	Mumbai	Joint Development	Residential	0.20	45%	0.09	Q2/Q3 FY20
6	Indiranagar	Bengaluru	Joint Development	Residential	0.17	50%	0.09	Q1 FY21
7	Chembur	Mumbai	Owned	Residential	0.35	100%	0.35	Q3/Q4 FY 20
				Total	2.85		2.33	
Provid	lent							
1	Edapally	Cochin	Owned	Residential	0.54	100%	0.54	Q2/Q3 FY20
2	Thane	Mumbai	Joint Development	Residential	1.63	64%	1.04	Q2/Q3 FY20
3	Kondwa	Pune	Joint Development	Residential	1.09	70%	0.76	Q2 FY20
4	Kachanayakanahalli	Bengaluru	Owned	Residential	0.49	100%	0.49	Q2/Q3FY20
5	Thirumazhsai	Chennai	Joint Venture	Residential	3.81	25%	0.95	Q4 FY20/Q1FY21
6	Provident Capella	Bengaluru	Joint Development	Residential	0.65	76%	0.49	Q1/ Q2 FY20
				Total	8.21		4.27	
			Grand	d Total	11.06		6.60	

Notes:

- 1. Developable and Saleable Areas are tentative and is subject to approval from authorities
- 2. Launch dates are subject to change
- 3. Launch dates are in relation to financial year April March
- 4. All the projects are at different stages of approval
- 5. Some of the projects will be launched in phases
- 6. The above list does not include new projects launched in Q4FY19 i.e. Purva Zenium (1.13 msft) and Somerset House (0.36 msft)

Sales

Sales – Q4FY19 Vs Q4FY18

Based on Bookings										Quarter	r Ended	
		Area Sold			Units Sold			Sale Valu	e	Sale Realization		
	Mar-19	Mar-18	%	Mar-19	Mar-18	%	Mar-19	Mar-18	%	Mar-19	Mar-18	
	msft	msft		Nos.	Nos.		Rs.in crs	Rs.in crs		Rs.psft	Rs.psft	
Puravankara	0.44	0.29	51%	282	198	43%	299	203	47%	6,805	6,987	
Completed	0.30	0.13	132%	214	87	146%	169	75	126%	5,552	5,698	
Ongoing Projects	0.12	0.16	-24%	61	111	-45%	111	128	-13%	9,200	8,050	
New Launches	0.01	-	-	7	-	-	19	-	-	13,341	-	
Provident	0.79	0.90	-13%	866	983	-12%	426	497	-14%	5,402	5,498	
Completed	0.15	0.10	49%	152	98	55%	58	40	47%	3,884	3,947	
Ongoing Projects	0.64	0.11	474%	714	134	433%	368	60	514%	5,757	5,384	
New Launches	-	0.69	-100%		751	-100%	-	398	-100%	-	5,741	
Total Gross	1.23	1.20	3%	1,148	1,181	-3%	726	700	4%	5,904	5,860	
Share of Revenue attributable to landlord under Revenue Sharing arrangement	(0.07)	(0.09)		(40)	(100)		(58)	(54)				
Group Economic Interest	1.16	1.10		1,108	1,081		668	646				

Consistent Sales Booking growth

- Ongoing projects Both brands witnessed significant jump in sales
- Completed projects Sales growth in line with targetted inventory reduction
- Average prices of ongoing projects are higher than the prices of completed projects

*Area sold, units sold and sales values are net of Cancellations: Sales value include taxes but does not include Registration Charges

Sales – Q4FY19 Vs Q3FY19

Based on Bookings										Quarte	r Ended	
		Area Sold			Units Sold			Sale Value		Sale Realization		
	Mar-19 msft	Dec-18 msft	%	Mar-19 Nos.	Dec-18 Nos.	%	Mar-19 Rs.in crs	Dec-18 Rs.in crs	%	Mar-19 Rs.psft	Dec-18 Rs.psft	
Puravankara	0.44	0.35	27%	282	216	31%	299	228	31%	6,805	6,589	
Completed Projects	0.30	0.19	57%	214	126	70%	169	98	72%	5,552	5,064	
Ongoing Projects and new launches	0.14	0.15	-11%	68	90	-24%	130	129	1%	9,633	8,550	
Provident	0.79	0.29	175%	866	312	178%	426	142	201%	5,402	4,944	
Completed Projects	0.15	0.12	21%	152	123	24%	58	47	24%	3,884	3,766	
Ongoing Projects	0.64	0.16	294%	714	189	278%	368	95	288%	5,757	5,846	
Total Gross	1.23	0.63	94%	1,148	528	117%	726	369	96%	5,904	5,843	
Share of Revenue attributable to landlord under Revenue Sharing arrangement	(0.07)	(0.05)		(40)	(24)		(58)	(46)				
Group Economic Interest	1.16	0.58		1,108	504		668	323				

Consistent Sales Booking growth

- Sales during Q4FY19 almost doubled as against the sequential quarter Q3FY19
- Similar trend is observed in both PL and PHL
- Expression of interest process initiated for 2 new Puravankara projects (Purva Zenium and Somerset House) in March 2019

*Area sold, units sold and sales values are net of Cancellations: Sales value include taxes but does not include Registration Charges

Sales – FY19 Vs FY18

Based on Bookings										Year	Ended
		Area Sold			Units Sold			Sale Value		Sale Realization	
	Mar-19	Mar-18	%	Mar-19	Mar-18	%	Mar-19	Mar-18	%	Mar-19	Mar-18
	msft	msft		Nos.	Nos.		Rs.in crs	Rs.in crs		Rs.psft	Rs.psft
Puravankara	1.29	1.57	-17%	833	1,049	-21%	871	1,039	-16%	6,729	6,623
Completed Projects	0.78	0.86	-9%	526	531	-1%	416	494	-16%	5,329	5,739
Ongoing Projects	0.51	0.71	-27%	307	518	-41%	456	545	-16%	8,854	7,697
Provident	2.26	1.68	34%	2,596	1,732	50%	1,227	842	46%	5,424	5,004
Completed Projects	0.51	0.55	-8%	501	547	-8%	194	222	-13%	3,798	4,025
Ongoing Projects	1.75	1.13	55%	2095	1,185	77%	1033	620	67%	5,897	5,481
Total Gross	3.56	3.25	9%	3,429	2,781	23%	2,098	1,881	12%	5,899	5,785
Share of Revenue attributable to landlord under Revenue Sharing arrangement	(0.20)	(0.12)		(117)	(120)		(178)	(73)			
Group Economic Interest	3.36	3.13		3,312	2,661		1,920	1,807			

Rapid Sales growth

- The Group's sales volume (in units) grew to 3429 units or 23% y-o-y for FY19
- Provident sales volume (in units) grew to 2596 units or 50% y-o-y for FY19
- Volume growth and better price realization of ongoing projects across both brands, drove a 12% increase in overall sales value.

*Area sold, units sold and sales values are Net of Cancellations: Sales value include taxes but does not include Registration Charges.

Cash Flows

PURAVANKARA Potential Cash Flow from completed and ongoing projects

				Rs. crores
		Puravankara	Provident	Total
Balance collections from sold units ¹	(A)	836	1,135	1,971
Value of Inventory open for sale ²	(B)	3,373	1,209	4,582
Balance cost to go ^{3,4}	(C)	1,184	1,049	2,233
Surplus (A) + (B) – (C)	(D)	3,025	1,295	4,320
Surplus from Inventory not open for sale (F)-(G+H)	(E)	1,313	916	2,229
Value of Inventory not open for sale	(F)	2,689	1,870	4,559
Balance cost to complete	(G)	1,276	828	2,105
Contingencies ⁵	(H)	100	125	225
Total Estimated Surplus (D +E)		4,338	2,211	6,549

Note:

1. Includes debtors and unbilled amount

2. Value of inventory has been arrived based on current selling rates

3. Balance cost to go is based on estimates and subject to review on periodic basis

4. The cost does not include sales & marketing , general overheads and interest costs

5. Contingencies provided for escalation in prices of cement, steel and other cost related to construction of properties

6. The projects that are yet to be launched are not included

Rs. crores

Cash Flow Statement

						Rs. crores
	Cash Flow Statement	Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 19
Α	Operating Inflows	333.3	386.2	408.1	466.7	1,594.4
В	Operating Outflows	(274.7)	(314.2)	(364.7)	(359.7)	(1,313.3)
_		(274.7)	(314.2)	(504.7)	(555.7)	(1,515.5)
C=A-B	Operating Surplus	58.7	72.0	43.4	107.1	281.1
	Less					
	Interest Cost(Net)	(64.2)	(74.4)	(107.5)	(79.0)	(325.0)
	Income Tax Paid	(2.2)	(1.3)	(12.9)	(13.2)	(29.6)
D	Operating Surplus after tax and interest	(7.7)	(3.7)	(77.0)	14.8	(73.5)
	Investment Activity					
	Land Payments including advances & deposits	(46.9)	(115.8)	(197.4)	(3.4)	(363.6)
	Purchase of Fixed Assets	(0.0)	(0.5)	(3.5)	(1.2)	(5.2)
	Other Assets & Investments	0.0		(0.5)	0.0	(0.5)
E	Total from Investing Activity	(46.9)	(116.4)	(201.3)	(4.6)	(369.3)
	Financing Activity					
	Loan Drawal/(Repayments)	39.4	204.2	255.2	16.4	515.1
	Loan to Associates/Subsidiaries- Inflow/(Repayment)	(0.6)	(1.3)	0.8	(2.0)	(3.1)
	Dividend including DDT		(34.5)	(9.4)	0.0	(43.9)
F	Total from Financing Activity	38.7	168.4	246.5	14.4	468.1
G=D+E+F	Net Operating Surplus	(16.0)	48.4	(31.8)	24.6	25.3
	Opening Cash and Bank Balances	152.6	136.6	185.0	153.2	152.6
	Closing Cash and Bank Balances	136.6	185.0	153.2	177.9	177.9

Note: Numbers have been regrouped & reclassified and does not strictly confirm to the presentation under audited INDAS 7 Cash Flow format



Income Statement

Consolidated Statement of Profit & Loss for the quarter ended 31 March 2019

Rs. crores

Particulars	Q4FY19 Audited	Q3FY19 Audited	Q4FY18 Audited
Income from operations			
Revenue from projects	646.09	545.19	287.96
Other Income	20.99	20.47	35.29
Total Income from operations	667.08	565.66	323.25
Expenses			
Sub-contractor cost	156.64	83.44	101.11
Cost of raw materials and components consumed	22.91	24.50	26.58
Land purchase cost	13.36	285.17	155.23
(increase)/decrease in inventories of stock of flats, land cost and work-in-progress	199.95	-74.71	-139.52
Employee benefit expense	32.00	33.14	25.42
Finance expense	88.26	96.49	64.26
Depreciation and amortization expense	4.97	3.35	3.46
Other expenses	86.24	72.15	58.92
Total expenses	604.33	523.53	295.46
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	62.75	42.13	27.79
Share of profit/(loss) of associates and joint ventures, net	-0.62	-0.47	-1.37
Profit before tax	62.13	41.66	26.42
Tax expense	23.35	14.48	1.87
Net Profit for the period	38.78	27.18	24.55
Other Comprehensive Income/(Loss) (net of tax expense)	-0.17	-0.08	0.33
Total Comprehensive Income/(Loss) for the period	38.61	27.10	24.88

Consolidated Statement of Profit & Loss for the year ended 31 March 2019

Rs. crores

Particulars	FV10 Auditod	
Income from operations	FY19 Audited	FY18 Audited
Revenue from projects	2,050.49	1,414.90
Other Income	76.23	90.04
Total Income from operations	2,126.72	1,504.94
Expenses	2,120.72	1,304.34
Material cost	109.04	64.86
Contract cost	407.82	548.99
Land and other related costs	455.14	394.79
Change in inventories	245.03	-214.90
Employee benefit expense	123.93	103.90
Finance expense	328.04	251.34
Depreciation and amortization expense	15.06	14.96
Other expenses	269.17	209.77
Total expenses	1,953.23	1,373.72
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	173.49	131.23
Tax expense	57.42	37.42
Net profit before share of profit/(loss) of associates and joint ventures (3-4)	116.07	93.81
Share of profit/(loss) of associates, net	-1.72	-2.41
Minority interest	0.00	0.00
Net Profit for the period	114.35	91.40
Other Comprehensive Income/(Loss) (net of tax expense)	-0.60	-0.24
Total Comprehensive Income/(Loss) for the period	113.75	91.16



Balance Sheet

Consolidated Balance Sheet as of 31 March 2019

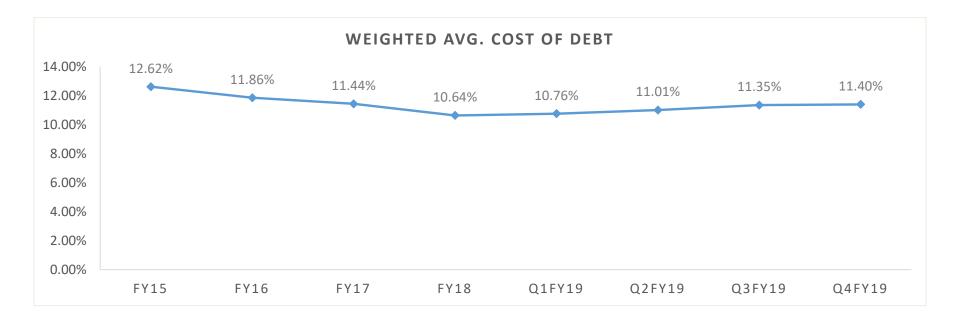
Equity and Liabilities	March 2019 Audited	March 2018 Audited	Assets	March 2019 Audited	March 2018 Audited
Shareholders' Funds	Addited	Auditeu	Non-Current Assets	Addited	Auditeu
Equity Share Capital	119	119	(a) Property, plant and equipment	63	58
Other Equity	1,738	2,275	(b) Capital work-in-progress	35	36
······································	1,857	2,393	(c) Investment properties	62	64
			(d) Intangible assets	11	3
Liabilities			(e) Financial assets		
Non-current liabilities			(i) Investments	130	131
(a) Financial liabilities			(ii) Loans	304	261
(i) Borrowings	435	138	(iii) Other financial assets	26	37
(ii) Other financial liabilities	13	9	(f) Deferred tax liabilities (net)	302	53
(b) Provisions	10	11	(g) Assets for current tax (net)	63	41
(c) Deferred tax liabilities (net)	8	8	(h) Other non-current assets	166	154
	467	167	• • • •	1,162	839
			Current Assets	0.700	4 6 0 7
Current liabilities			(a) Inventories	6,766	4,687
(a) Financial liabilities	<u> </u>	670	(b) Financial assets	251	275
(i) Borrowings	693	678	(i) Trade receivables	251	275
(ii) Trade payables	468	441	(ii) Cash and cash equivalents	149	132
(iii) Other financial liabilities	1,804	1,585	(iii) Bank balances other than (ii) above	0.32	0.16
(b) Other current liabilities	3,435	1,510	(iv) Loans	75	65
(c) Provisions	10	15	(v) Other financial assets	25	509
(d) Current tax liabilities (net)	0.00	2	(c) Other current assets	305	284
	6,410	4,231		7,571	5,953
Total	8,734	6,791	Total	8,734	6,791

Note: Since there is a change in accounting standard for revenue recognition, the figures of FY 19 as per AS-115 cannot be compared with FY18 figures

Debt

Debt Structure – As of 31 March 2019

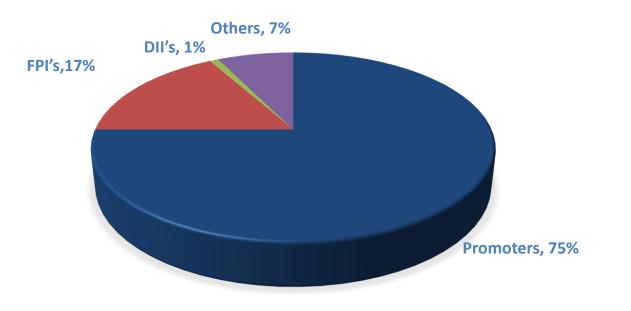
in Rs. Cr	Q4FY19	Q3FY19	Q2FY19	Q1FY19	FY18
Opening Balance	2,902	2,642	2,438	2,399	2,075
Net Addition (Repayment)	19	260	204	39	324
Debt Outstanding	2,921	2,902	2,642	2,438	2,399
Less: Cash and Cash Equivalents	178	153	185	137	152
Net debt	2,743	2,749	2,457	2,302	2,247
Cost of Debt	11.40%	11.35%	11.01%	10.76%	10.64%
Net Worth	1,857	1,818	1,783	1,806	2,393
Net Debt / Equity Ratio	1.46	1.51	1.38	1.27	0.94





Shareholding Pattern and Stock Performance

Shareholding Pattern – as on 31 March 2019



Key Shareholders

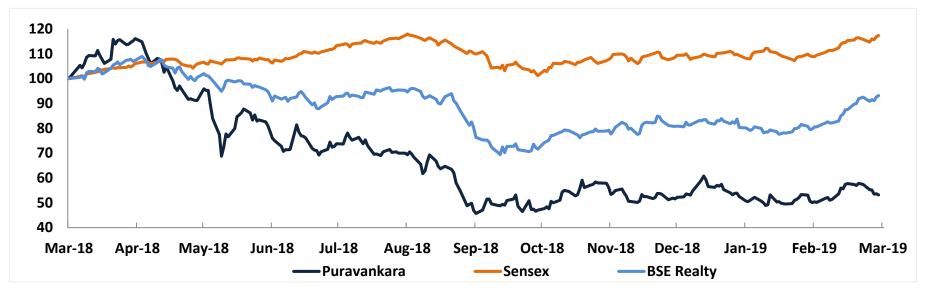
Notes

1. Promoter Shares are unencumbered

FPIs	Insurance and Bodies Corporate
GHI	Life Insurance Corporation
College Retirement Equities Fund	General Insurance Corporation
Atyant Capital	

Stock Performance





	31-Mar-19	31-Dec-18
Price on BSE	74	73
% Change QoQ	1%	15%
Number of shares (in Cr)	23.7	23.7
Market Capitalisation (Rs. Cr)	1,750	1,724



Select Project Pictures



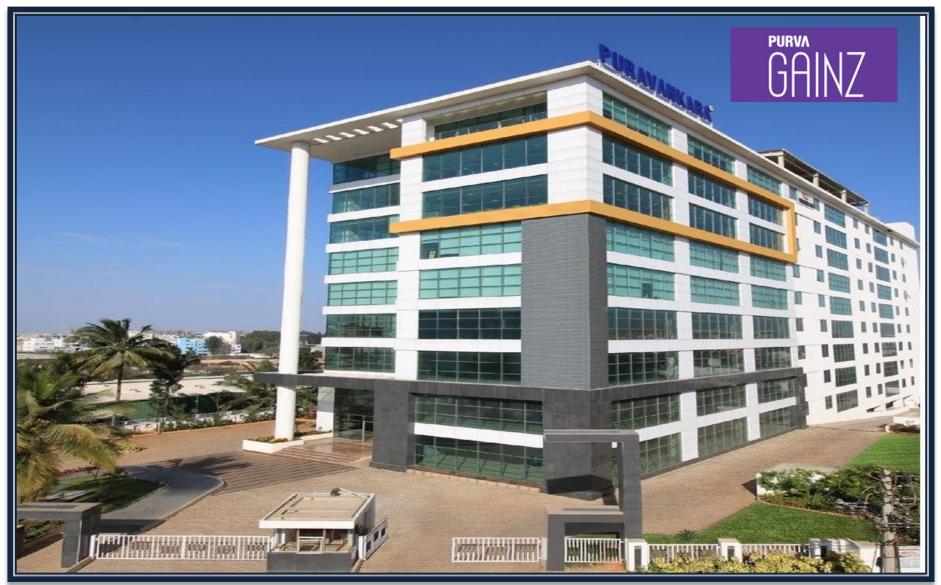








Actual Project Pictures



Actual Project Pictures





Appendix 1 : Project Status

Current Project Status – As of 31 March 2019

S.No.	Project	Location	Developable Area	Total Flats	Developer	Share - De Ai	inkara's evelopable rea	Area Launched		d Cumulat			Inventory	
CON	1PLETED		Msft	Units	%	Msft	Units	Msft	Nos	Msft	%	Nos	Mn sft	%
	vankara													
1	Amaiti	Trichy Road, Coimbatore	0.57	342	100%	0.56	342	0.56	244	0.39	71%	98	0.16	29%
2	Bluemont	Trichy Road, Coimbatore	0.81	486	100%	0.81	486	0.81	433	0.73	89%	53	0.09	11%
3	Grandbay	Marine Drive, Kochi	0.51	265	100%	0.51	265	0.51	246	0.47	93%	19	0.04	7%
4	High Crest	Mallasandra, Bengaluru	0.41	249	100%	0.41	249	0.41	232	0.38	93%	17	0.03	7%
5	Highlands	Mallasandra, Bengaluru	1.34	848	100%	1.34	848	1.34	802	1.25	94%	46	0.08	6%
6	Oceana	Marine Drive, Kochi	0.27	96	100%	0.27	96	0.27	86	0.25	92%	10	0.02	8%
7	Seasons	CV Raman Nagar, Bengaluru	1.08	660	60%	0.68	416	0.68	413	0.68	99%	3	0.01	1%
8	Skydale	Sarjapur Road, Bengaluru	0.49	314	100%	0.49	314	0.49	274	0.42	86%	40	0.07	14%
9	Sunflower	Magadi Road, Bengaluru	0.44	326	70%	0.31	228	0.31	201	0.28	89%	27	0.03	11%
10	Swanlake	OMR, Chennai	1.17	729	100%	1.17	729	1.17	694	1.11	95%	35	0.06	5%
11	Westend	Hosur Road, Bengaluru	1.12	815	78%	0.88	639	0.88	621	0.85	96%	18	0.03	4%
12	Whitehall	Sarjapur Road, Bengaluru	0.40	192	100%	0.40	192	0.40	184	0.38	95%	8	0.02	5%
13	Windermere - I	Medavakkam, Chennai	1.63	1,036	100%	1.63	1,036	1.63	958	1.45	89%	78	0.17	11%
14	Windermere - II	Medavakkam, Chennai	0.94	728	100%	0.94	728	0.94	547	0.78	83%	181	0.16	17%
15	Windermere - III	Medavakkam, Chennai	0.28	280	100%	0.28	280	0.28	104	0.13	47%	176	0.15	53%
CON	IMERCIAL													
16	Primus	OMR, Chennai	0.18		60%	0.11	(0.11		0.03	29%	0	0.08	69%
Prov	ident													
17	Cosmo City - I,II	Pudupakkam, Chennai	2.24	2,174	100%	2.24	2,174	2.24	1,966	2.02	90%	208	0.22	10%
18	Sunworth - I,II	Mysore Road, Bengaluru	2.74	2,784	100%	2.74	2,784	2.74	2,508	2.45	89%	276	0.28	10%
19	The Tree	Off Magadi Road, Bengaluru	0.57	560	70%	0.40	388	0.40	297	0.30	75%	91	0.10	24%
20	Welworth City	Doddaballapur Rd, Bengaluru	3.46	3,360	100%	3.46	3,360	3.46	3,311	3.41	98%	49	0.05	2%
	Total Completed-(A)	20.65	16,244		19.61	15,554	19.61	14,121	17.76	91%	1,433	1.85	9%

Current Project Status – As of 31 March 2019 – (contd.)

S.No.	Project	Location	Developabl e Area	Total Flats	JD / JV Share for Developer	- Develop	ira's Share able Area							
					Developei			Area Launched	Sol	d Cumulat	ive		Inventory	
			Msft	Units	%	Msft	Units	Msft	Nos	Msft	%	Nos	Mn sft	%
UND	ER CONSTRUCTION													
Pura	vankara													
1	Coronation Square	Kotnur, Bengaluru	0.14	48	71%	0.10	34	0.10	5	0.01	12%	29	0.09	88%
2	Marine Drive I	Kochi	1.68	586	50%	0.84	293	0.84	105	0.31	37%	188	0.53	63%
3	Palm Beach	Hennur Road, Bengaluru	1.93	1,477	70%	1.35	1,041	1.36	679	0.88	65%	362	0.48	35%
4	Silversand - I	Keshavnagar, Pune	0.77	821	100%	0.77	821	0.77	629	0.59	77%	192	0.18	23%
5	Somerset House	Guindy Chennai	0.36	181	100%	0.36	181	0.36	4	0.01	3%	177	0.35	97%
6	Sound of Water	Kammanahalli, Bengaluru	0.62	228	59%	0.37	135	0.36	28	0.07	20%	107	0.29	79%
7	Zenium	Airport Road Bengaluru	1.13	762	70%	0.79	533	0.79	3	0.00	1%	530	0.78	99%
Prov	ident													
8	Adora De Goa	Zuari Nagar, Goa	1.63	1,902	84%	1.37	1,629	1.37	1,072	0.81	59%	557	0.57	41%
9	Green Park	Selvapuram, Coimbatore	0.58	560	70%	0.41	392	0.41	274	0.28	67%	118	0.13	33%
10	Kenworth - I	Rajendra Nagar, Hyderabad	1.99	2,034	73%	1.45	1,485	1.45	1,135	1.15	79%	350	0.30	21%
11	Neora	Sampigehalli, Bengaluru	0.23	220	100%	0.23	220	0.23	97	0.09	39%	123	0.14	61%
12	Park Square	Judicial Layout, Bengaluru	1.32	1,429	87%	1.15	1,247	1.15	895	0.83	72%	352	0.33	28%
13	Skyworth	Derebail, Mangalore	0.42	324	73%	0.30	236	0.30	55	0.07	23%	181	0.23	77%
	Total Under Construction (B)			10,572		9.49	8,247	9.49	4,981	5.10	54%	3,266	4.40	46%

PURAVANKARA

Current Project Status – As of 31 March 2019 – (contd.)

S.No.	lo Project Location '	Total	JD / JV Share for											
			Area	Flats	Develope r	Snare - Developable Area		Area Launched	Sold Cumulative			Inventory		
			Msft	Units	%	Msft	Units	Msft	Nos	Msft	%	Nos	Msft	%
PHA	ASES NOT OPEN FOR SALE													
Pura	avankara													
1	Amaiti II	Trichy Road, Coimbatore	0.47	288	100%	0.47	288	-	-	-	0%	288	-	0%
2	Highlands III	Mallasandra, Bengaluru	0.83	492	100%	0.83	492	-	-	-	0%	492	-	0%
3	Marine Drive II	Kochi	1.53	555	50%	0.76	278	-	-	-	0%	278	-	0%
4	Moonreach II	Airport-Seaport Rd, Kochi	0.23	119	100%	0.23	119	-	-	-	0%	119	-	0%
5	Silversand - II	Keshavnagar, Pune	0.77	652	100%	0.77	652	-	-	-	0%	652	-	0%
6	Windermere IV	Medavakkam, Chennai	1.28	644	100%	1.28	644	-	-	-	0%	644	-	0%
Con	nmercial													
7	Zentech Business Park	Kanakapura, Bengaluru	0.76	0	70%	0.53	0	-	-	-	0%	0	-	0%
Pro	vident													
8	Kenworth II	Rajendra Nagar, Hyderabad	0.36	276	73%	0.26	201	-	-	-	0%	201	-	0%
9	Park Square Other Phase	Judicial Layout, Bengaluru	0.58	653	87%	0.51	570	-	-	-	0%	570		0%
10	Sunworth III,IV	Mysore Road, Bengaluru	3.28	3,168	100%	3.28	3,168	-	-	-	0%	3,168	-	0%
Con	nmercial													
11	Adora De Goa	Zuari Nagar, Goa	0.20		100%	0.20					0%	-		0%
	Total - Phases to be launch	ned (C)	10.29	6,847		9.12	6,412				0%	6,412		0%
	Total Ongoing - (B) + (C)		23.08	17,419		18.55	14,659	9.40	4,981	5.10	54%	9,840	4.30	46%

Notes:

1. The Company also holds inventory of 0.13 msft under "Properties Held for sale" as on the reporting date.

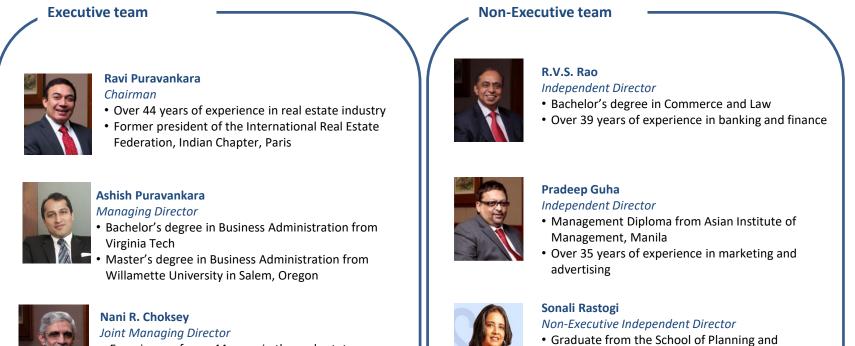
2. The economic interest in Silversands is profit sharing but the Company is the development manager and hence disclosed at 100%

PURAVANKARA



Appendix 2 : Corporate Information

Dedicated management team with collective experience of almost 200 years-committed to best practices of corporate governance



- Experience of over 44 years in the real estate development, construction and finance sector
- Associated with the company since inception and responsible for finance and construction function

- Association (London) • Founder Partner – Morphogenesis
- Top 10 icons of the design world the celebrated Platform Magazine.

Architecture (New Delhi) and the Architectural

Media & Capital Market Recognition

PURAVANKARA



Affordable Housing has been the game changer for the real estate industry in India

Since its inception in 1975. Puravankara has believed that there is only one mantra for success: Quality. This credo combined with uncompromising values, customer-centricity, robust engineering and transparency in business operations, has placed it among the 'most preferred' real estate brands in both residential and commercial segments. In an exclusive interview to CONSTRUCTION OPPORTUNITIES, ASHISH R. PURAVANKARA, MANAGING DIRECTOR, PURAVANKARA LIMITED speaks about the performance of the affordable housing sector, the government's initiatives and the volume of the Affordable Housing market in India.

unities has it generated?



Your assessment and comments on The affordable housing segment has been business opportunity though lies in the the performance of the Affordable the driving force behind the stabilisation of hands of the developers who are yet to Houstog initiative, what kind of business the Indian real estate residential market in explore this segment. the past two quarters and has consistently

outperformed all the other segments. Could you brief us of the role played by The segment contributed significantly to your company in terms of meeting the the overall sales for leading developers in requirement for affordable housing set by 2018. Also, continued support from the the government? If so please give details. government and increased participation At Puravankara, we are focused on building of private players has made the industry a new segment - Premium Affordable extremely attractive for home buyers in the through our Provident Brand. Our research stated that there is a specific mid-income aroup which aspires to own a 2-BHK On the other hand, growing demand for between 40-50 lakhs range and they are

the affordable housing segment presents ready to upgrade from a rented home to a enormous opportunities for the housing house of their own. Under brand Provident, finance segment which forms a crucial we have projects spread across nine cities. In part of the entire ecosystem supporting the 2018, we launched 3 projects, adding close residential sector. Also, the logistics sector to 2 mn.sq.ft under the premium atfordable is espected to gain more traction due to this segment. as we move into 2019. The most significant

CONTRECTION OPPORT NUTRI LIANUARY 2019

Purvankara



for Digital India, the country has a seen a widespread sectors, even those that are ally not technology-driven. A ample of this is Purvankara's gration of robotics in the field of ma estate. In a recent initiative, the any made use of robots as the first mer touch point, as part of their

Save Ashish Puravankara, MD. vankara, "The two human Mitra and Mitri - which we recently minduced at one of our flagship ho tee the first touch points for all risitors coming to the fest and hans management system. The iggest advantage we had was

stem, Sales Porce, and thereby ting direct, correct and more moortantly, insightful data. This in turn manslate into a more relevant and aster turnaround of customer enquiries and improved customer encacement with dooper focus was on providing give uniform experience to each of visitor with umulation of correct data along with real-time integration to the central (customer) database. Introduction of bots has belped the firm in achieving this objective to a great extent. In a three-day expo in Bengalura, the group received close to 1,600 unique visitors walk-ins) and closed more than 100

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cumulation in almost 10 times lesse

time in comparison to any conventional method. In the regular format, the same thing would have taken close to 100

hours which is now reduced to ket nately seven to eight hour The bots are the first customer achpoint for data acquiring, storing

nd analytics, using voice and touch panel enabled data capturing. When a tomer interacts with the robotic rface, data is moved into the

Contomer Relation Management (CRM)

EXPRESS

is Your Home A Smort Remo



(i.e. distribute of strates second between body. For her nexts through the backurs was only finder to all in more filled periods from a period flat. But it is it filling is well affects.

Woll's a device science surveyer and we worked the device dates and a bring device down subsequences with the sure, reported to

rautry operate subsetset, we

fielded into two groups on integrated intert home that cars is of networked devices booking to it, and connected to one tast does not because in our ration protocol, serves a

one contributing to the etc. reliant devices confidence which are take aveil to making homes, unaret is without a divide the permany way to build here a new Ascending to industry extension, the indian orien Norm moment is blog million, and accented to grow by haps and bounds in the most five years showing a periotic terror 4.5 per cent of nor

drise-ndhod reactions of projects in the sour by have stready started efforms annot here packages rution here and offers data such as for a second mark will drive ensure terms growth are effort to tars, out content and interest

his is indexed is an exciting time for consumery, bulkers and since draws providen who can loss phead to power index homes with comfect an

(The author is the Managing Director of Paraearform)

Puravankara bags poeple's choice award for South

BANGALORE

India's most trusted developer, Puravankara Limited bagged the prestigious 'People's Choice Award' for the Favourite Real Estate Developer - South Zone at CNBC-Awaaz India's prestigious Real Estate Awards 2018-19. The award is presented to the most trusted brand in the real estate sector in South India, based on an online voting system devised by the channel. In this category, Puravankara Limited secured the highest votes ahead of all the nominations for the South of India.

Mr Ashish R Puravankara, managing director, Puravankara Ltd said, "The award truly reiterates the people's trust and confidence in us over the last four decades. It is quite heartening to see this tremendous response from Bangalore, Chennai and Hyderabad where we have a strong presence. The award gives us that additional reminder that our work for customer delight is never complete but adds more vigour to our customer-first approach from the initial interactionto handing over the product and the entire relationship in between." PTI



Continued policy stability is imperative in order to derive more pronounced benefits for both home buyers and the economy in general - Ashish R. Puravankara, MD, Puravankara Ltd

segments such as student housing and co-living are increasingly attracting investors. With a millennial population of over 40 crore these housing models hold significant potential in the Indian market".

The office market exhibited a healthy growth of 16 per cent in 2018, with net absorption estimated to cross 33 million sq ft during the year. This trend, according to Nair of JLI. India, is likely to continue, with net absorption expected to surpass 37 million sq ft by the end of 2019. Signalling good news for occupiers and investors, demand for offices remained high across key markets. The demand traction was supported by a strong supply pipeline with new completions in 2018 estimated to be at 38 million sq ft, resulting in stable vacancy levels. The new completions, the global property consultant believes, are expected to further strengthen in 2019 and cross 43 million sq ft.

Bengaluru has dominated the net take-up in office spaces, followed by Mumbai and Delhi/NCR. These three

Focus on customer centricity, affordable housing and leveraging prop-tech in all aspects of our organization has further propelled our growth story @Puravankara Q4 FY18-19

Awards and achievements

Awards for Puravankara Limited

- **ET NOW Presents Dream Companies to Work For Awards Puravankara Limited**
- Marketing Maverick Awards for Outstanding Contribution towards the Indian Real Estate Industry - Mr. Ravi Puravankara
- The "People's Choice Winner" at the CNBC-AWAAZ Real Estate Awards 2018-19 SOUTH ZONE Puravankara Limited
- Hurun Real Estate Leadership Summit for the Most Respected Residential Developer South India - Mr. Ashish Puravankara
- CommonFloor Real Estate Excellence Awards for an Outstanding Contribution to Real Estate - Mr. Ravi Puravankara
- BAM (Builders , Architects & Building Material) Awards for Best Builder of the Year (Large Category - above 1500 Cr Turnover) – Puravankara Limited
- QuikrHomes Realty Awards for the Women Entrepreneur of the Year 2018 -19 Real Estate
 Ms. Amanda Puravankara
- **10th Realty+ Excellence Awards SOUTH 2018 Scroll of Honour Mr. Ashish Puravankara**
- South India's Real Estate Leadership Awards for the Best Commercial Property of the Year
 Purva Summit
- South India's Real Estate Leadership Awards for the Best Residential Property of the Year -Purva Westend

Awards and achievements

Awards for Provident Housing Limited

- CIA WORLD Construction & Infra Awards for the Best Township Project -- Provident Sunworth
- CIA WORLD Construction & Infra Awards for the Best Residential Project of the Year The Tree By Provident
- BAM (Builders , Architects & Building Material) Awards for Best Upcoming Project of the Year (Residential) – Provident Park Square
- 10th Realty+ Excellence Awards SOUTH 2018 for Affordable Housing Project of the year -Kenworth by Provident
- 10th Realty+ Excellence Awards SOUTH 2018 for the Developer of the year Residential -Provident Housing Limited
- South India's Real Estate Leadership Awards for the Best Affordable Housing Project of the Year (WEST) – Adora De Goa by Provident
- 10th Realty Plus Awards West Region for the Best Affordable Housing Project of the Year Adora De Goa
- BAM (Builders , Architects & Building Material) Awards 2018 for Best Affordable Housing Project – Provident Sunworth
- 10th Franchise Estate Awards 2018 for Best Project in Non Metro South Provident Skyworth

Disclaimer

This presentation has been prepared by Puravankara Limited ("Company") solely for providing information about the Company. It contains certain forward looking statements concerning Puravankara Ltd's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition, economic growth in India, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, government policies and actions with respect to investments, fiscal deficits, regulation etc., interest and other fiscal cost generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time on behalf of the company.

THANK YOU

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