

Results – 31 Dec 2011



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Board Of Directors and Management



Ravi Puravankara

Chairman and Managing Director

- Over 35 years of experience in real estate industry
- Former president of the International Real Estate Federation, Indian Chapter Paris



R.V.S. Rao

Independent Director

- Bachelor's degree in Commerce and Law
- Over 37 years of experience in banking and finance



Nani R. Choskey

Deputy Managing Director

- Experience of over 33 years in the real estate development, construction and finance sector
- Associated with the company since inception and responsible for finance and construction function



Anup Shah

Independent Director

- Bachelor's degree in law
- Over 26 years of experience in the legal field



Ashish Puravankara

Joint Managing Director

- Bachelor's degree in Business Administration from Virginia Tech
- Master's degree in Business Administration from Willamette University in Salem, Oregon
- Head of Operations and Business in Bangalore



Pradeep Guha

Independent Director

- Management Diploma from Asian Institute of Management, Manila
- Over 33 years of experience in marketing and advertising



Jackbastian Kaitan Nazareth

Chief Executive Officer

- Bachelor's degree in Civil Engineering and an MBA from the Goa Institute of Management
- Over 20 years of experience in Real Estate

Corporate Profile

- Over 35 years of experience in property development, real estate and construction
- Operations across major cities in South India, Kolkata, Colombo and UAE
- Experienced Management Team with proven track record
- Unparalleled execution capability with focus on quality and premium realization with superior brand image
- Successfully completed 34 residential projects
- Simplified corporate structure and commitment to disclosures

Corporate Overview

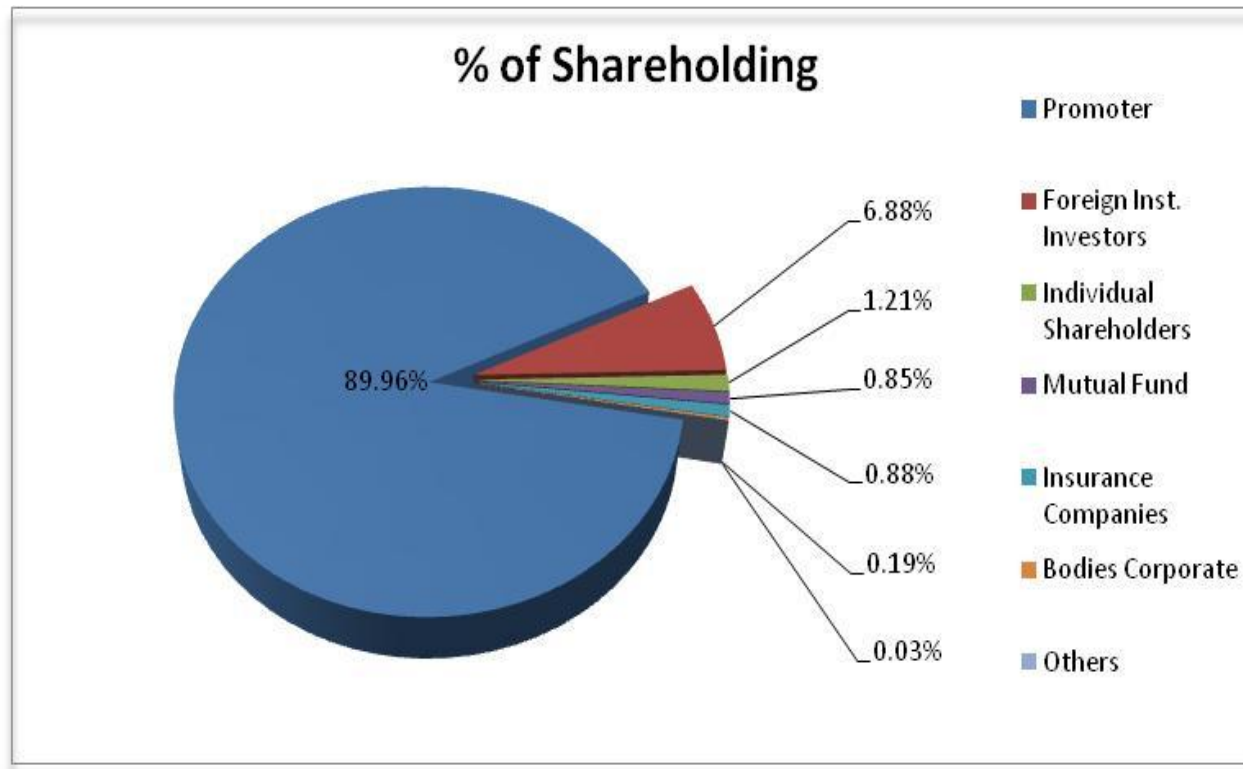
- Development Potential

	Developable Area (Msft)		Saleable Area (Msft)	
Future				
- Proposed Launches*	19.76		18.07	
-Balance	96.68		70.17	
		116.44		88.24
Current (20 projects)		27.33		24.14
Total		143.77		112.38

**Approval and planning activity in progress*

- Future Developable area will be a mix of Residential and Commercial Business
- JV with Keppel Land of Singapore
- First mover advantage with 100% affordable housing subsidiary, Provident Housing Limited
- Infrastructure and contracting, 100% subsidiary, Starworth Infrastructure & Construction Ltd.

Shareholding Pattern – as at 31 Dec 2011



Notes

Promoter Shares are unencumbered

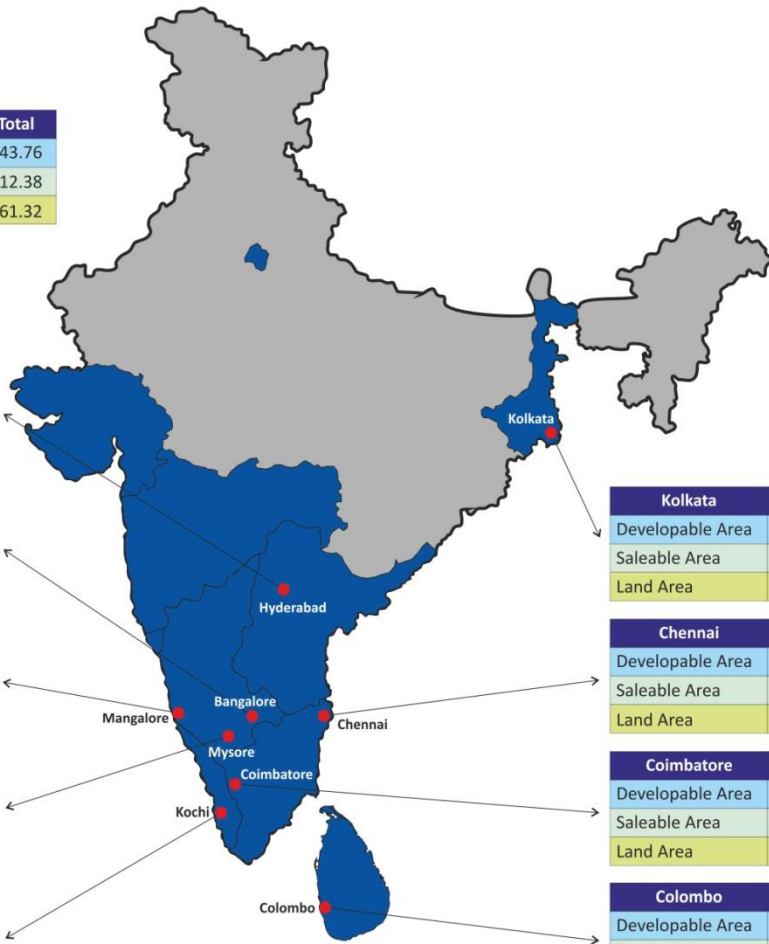
Key Shareholders'

- *HSBC Global Investment Funds A/C ,*
- *The Master Trust Bank Of Japan, Ltd.*
- *College Retirement Equities Fund*
- *Life Insurance Corporation of India*
- *HDFC Trustee Company Limited*
- *Atyant Capital India Fund I*
- *SBIMF – SBI One India Fund*
- *Deutsche Securities Mauritius Limited*
- *General Insurance Corporation*

Land Portfolio

- Land in Msft represents land which has been acquired
- FSI cost of land per sft is ₹100/-
- Development, Saleable Area are indicative in nature and is subject to change post receipt of regulatory approvals

	Ongoing	Future	Total
Developable Area	27.33	116.44	143.76
Saleable Area	24.14	88.24	112.38
Land Area	12.33	48.99	61.32



Hyderabad	Ongoing	Future
Developable Area	-	4.64
Saleable Area	-	4.24
Land Area	-	1.00

Bangalore	Ongoing	Future
Developable Area	13.01	91.06
Saleable Area	11.35	63.76
Land Area	5.55	41.08

Mangalore	Ongoing	Future
Developable Area	-	0.58
Saleable Area	-	0.42
Land Area	-	0.19

Mysore	Ongoing	Future
Developable Area	-	1.47
Saleable Area	-	1.30
Land Area	-	0.67

Kochi	Ongoing	Future
Developable Area	2.12	9.09
Saleable Area	2.12	9.09
Land Area	0.59	1.66

Kolkata	Ongoing	Future
Developable Area	2.28	-
Saleable Area	0.83	-
Land Area	1.08	-

Chennai	Ongoing	Future
Developable Area	8.08	7.11
Saleable Area	8.00	7.11
Land Area	4.37	2.72

Coimbatore	Ongoing	Future
Developable Area	1.84	1.11
Saleable Area	1.84	0.93
Land Area	0.74	0.61

Colombo	Ongoing	Future
Developable Area	-	1.38
Saleable Area	-	1.38
Land Area	-	1.06

All figures in million sq. ft.

New Launches - Schedule

S. No.	City	Development Model	Developable Area (Msft)	PPL Share in JD	Saleable Area (Msft)	Current Status	Expected Approval date	Tentative Completion date
PURAVANKARA - RESIDENTIAL								
1	Bengaluru	Joint Development	1.08	59%	0.64	Plan approved	Q4 - FY 12	Q1 - FY 15
2	Bengaluru	Joint Development	0.28	65%	0.19	Development planning in progress	Q1 - FY 13	Q2 - FY 14
3	Bengaluru	Own	0.51	100%	0.51	Development planning in progress	Q1 - FY 13	Q1 - FY 15
4	Bengaluru	Own	0.40	100%	0.40	Development planning in progress	Q3 - FY 13	Q3 - FY 15
5	Bengaluru	Own	2.01	100%	2.01	Plan approved	Q4 - FY 12	Q1 - FY 16
6	Bengaluru	Own	0.72	100%	0.72	Plan approved	Q4 - FY 12	Q1 - FY 16
7	Chennai	Own	2.01	100%	2.01	Development planning in progress	Q1 - FY 13	Q4 - FY 15
8	Chennai	Own	0.08	100%	0.08	Development planning in progress	Q1 - FY 13	Q4 - FY 15
PURAVANKARA - Total			7.09		6.56			
PROVIDENT - RESIDENTIAL								
9	Bengaluru	Own	5.88	100%	5.88	Awaiting approval	Q4 - FY 12	Q4 - FY 18
10	Bengaluru	Own	2.98	100%	2.98	Development planning in progress	Q3 - FY 13	Q4 - FY 15
11	Bengaluru	Joint Development	1.77	70%	1.24	Development planning in progress	Q3 - FY 13	Q3 - FY 15
12	Mangalore	Joint Development	0.58	73%	0.42	Development planning in progress	Q4 - FY 12	Q3 - FY 14
13	Coimbatore	Joint Development	0.59	70%	0.41	Awaiting Development plan approval	Q1 - FY 13	Q4 - FY 14
14	Mysore	Joint Development	0.17	72%	0.12	Development planning in progress	Q1 - FY 13	Q2 - FY 14
PROVIDENT - Total			11.97		11.05			
GRAND TOTAL			19.06		17.61			

Note:

1. Developable and Saleable Areas are tentative and are subject to approval from authorities
2. Expected approval dates are subject to change
3. Project will be launched depending upon receipt of approvals and prevailing market conditions
4. Launch and completion dates are in relation to financial year April - March

Sales – 31 Dec 2011

Based on Bookings

Quarter ended

	Area Sold			Units Sold			Sale Value			Sale Realization		
	Dec-11 msft	Dec-10 msft	%	Dec-11 No.s	Dec-10 No.s	%	Dec-11 Rs.in million	Dec-10 Rs.in million	%	Dec-11 Rs.psft	Dec-10 Rs.psft	%
Puravankara	0.32	0.30	5%	191	186	3%	1,220	988	23%	3,835	3,250	18%
Associates	0.02	0.06	-63%	12	35	-65%	90	173	-48%	4,262	3,026	41%
Provident	0.11	0.37	-71%	121	363	-67%	292	751	-61%	2,671	2,018	32%
Total	0.45	0.73	-39%	324	584	-44%	1,602	1,912	-16%	3,572	2,608	37%

Based on Bookings

Nine months ended

	Area Sold			Units Sold			Sale Value			Sale Realization		
	Dec-11 msft	Dec-10 msft	%	Dec-11 No.s	Dec-10 No.s	%	Dec-11 Rs.in million	Dec-10 Rs.in million	%	Dec-11 Rs.psft	Dec-10 Rs.psft	%
Puravankara	1.35	0.97	40%	822	594	38%	5,214	3,120	67%	3,849	3,215	20%
Associates	0.05	0.06	-13%	30	35	-15%	198	173	14%	3,972	3,026	31%
Provident	0.35	0.94	-63%	371	914	-59%	860	1,884	-54%	2,467	2,012	23%
Total	1.75	1.96	-11%	1,223	1,543	-21%	6,271	5,178	21%	3,578	2,636	36%

Notes

Area Sold, units sold and sales values are net of cancellations

Associates represents share of sales from Joint Venture with Keppel, Singapore

Current Project Status – 31 Dec 2011

S. No.	Project	Location	Developable Area	Total Flats	JD/JV Share for Developer	Puravankara's Share - Developable Area	On Area Launched		
							Area Launched	Area Sold Cumulative	Balance Inventory
Puravankara - Residential (Joint Development)			Msft	Units	%	Msft	Msft	Msft	%
1	Purva Atria	Sanjay Nagar, Bangalore	0.24	131	62%	0.15	0.15	0.12	19%
2	Purva Atria Platina	Sanjay Nagar, Bangalore	0.14	70	62%	0.09	0.02	0.02	82%
3	Purva Midtown Residences	K.R.Puram, Bangalore	0.45	306	75%	0.34	0.34	0.20	40%
			0.83	507		0.57	0.57	0.34	41%
Puravankara - Residential (Joint Venture)									
4	Elita Promenade	JP Nagar, Bangalore	2.55	1,573	49%	1.25	1.25	1.18	5%
5	Elita Garden Vista	Rajarhat, Kolkata	2.28	1,278	36%	0.82	0.44	0.39	12%
			4.83	2,851		2.07	1.69	1.57	24%
Puravankara - Residential (Owned)									
6	Purva Venezia	Yelahanka, Bangalore	2.09	1,332	100%	2.09	2.09	1.76	16%
7	Purva Highlands	Mallasandra, Bangalore	1.34	849	100%	1.34	1.34	0.83	38%
	Purva Highlands - II	Mallasandra, Bangalore	1.20	740	100%	1.20	-	-	100%
8	Purva Grandbay	Marine Drive, Kochi	0.50	265	100%	0.51	0.51	0.33	34%
9	Purva Eternity	Kakkanad, Kochi	0.96	600	100%	0.96	0.96	0.57	40%
10	Purva Swanlake	OMR, Chennai	0.83	522	100%	0.83	0.83	0.40	51%
	Purva Swanlake - II	OMR, Chennai	0.34	207	100%	0.34	0.34	0.01	97%
11	Purva Moonreach	Airport-Seaport Rd, Kochi	0.39	196	100%	0.39	0.15	0.14	5%
12	Purva Oceana	Marine Drive, Kochi	0.26	96	100%	0.26	0.26	0.06	76%
13	Purva Skywood	Sarjapur Road, Bangalore	0.65	403	100%	0.65	0.65	0.59	10%
	Purva Skywood - II	Sarjapur Road, Bangalore	0.59	327	100%	0.59	0.59	0.35	41%
14	Purva Windermere	Medavakkam, Chennai	1.45	756	100%	1.45	1.45	0.79	45%
	Purva Windermere - II & III	Medavakkam, Chennai	2.68	1,932	100%	2.68	2.68	-	100%
15	Purva Bluemont	Trichy Road, Coimbatore	0.81	486	100%	0.81	0.81	0.20	75%
	Purva Bluemont - II	Trichy Road, Coimbatore	1.03	630	100%	1.03	-	-	100%
			15.17	9,341		15.17	12.65	6.05	60%
Total (A)			20.83	12,699		17.81	14.92	7.96	55%

Current Project Status – 31 Dec 2011 – (contd.)

S. No.	Project	Location	Developable Area	Total Flats	JD/JV Share for Developer	Puravankara's Share - Developable Area	On Area Launched		
							Area Launched	Area Sold Cumulative	Balance Inventory
Provident - Residential (Owned)			Msft	Units	%	Msft	Msft	Msft	%
16	Provident Cosmo City	Pudupakkam, Chennai	1.09	1,070	100%	1.09	1.09	1.08	0.7%
	Provident Cosmo City - II	Pudupakkam, Chennai	1.14	1,104	100%	1.14	1.14	0.71	8%
17	Provident Welworth City	Doddaballapur Rd, Bangalore	1.13	1,120	100%	1.13	1.13	1.01	12%
	Provident Welworth City - II	Doddaballapur Rd, Bangalore	1.09	1,088	100%	1.09	1.09	0.41	48%
	Provident Welworth City - III	Doddaballapur Rd, Bangalore	1.28	1,152	100%	1.28	-	-	-
Total (B)			5.74	5,534		5.74	4.45	3.21	44%
Total (A) + (B)			26.57	18,233		23.56	19.37	11.17	53%
Puravankara - Commercial (Joint Development)									
18	Primus	OMR, Chennai	0.17	-	60%	0.11	0.11	-	100%
19	Gainz	Hosur Rd, Bangalore	0.24	-	70%	0.20	0.20	-	100%
Puravankara - Commercial (Owned)									
20	Moneto	Guindy, Chennai	0.36	-	100%	0.36	0.36	-	100%
Total Commercial			0.77			0.67	0.67	-	
Grand Total			27.34	18,233		24.22	20.04	11.17	

Audited Income Statement

Consolidated Profit and Loss Account - Quarter ended 31 December 2011

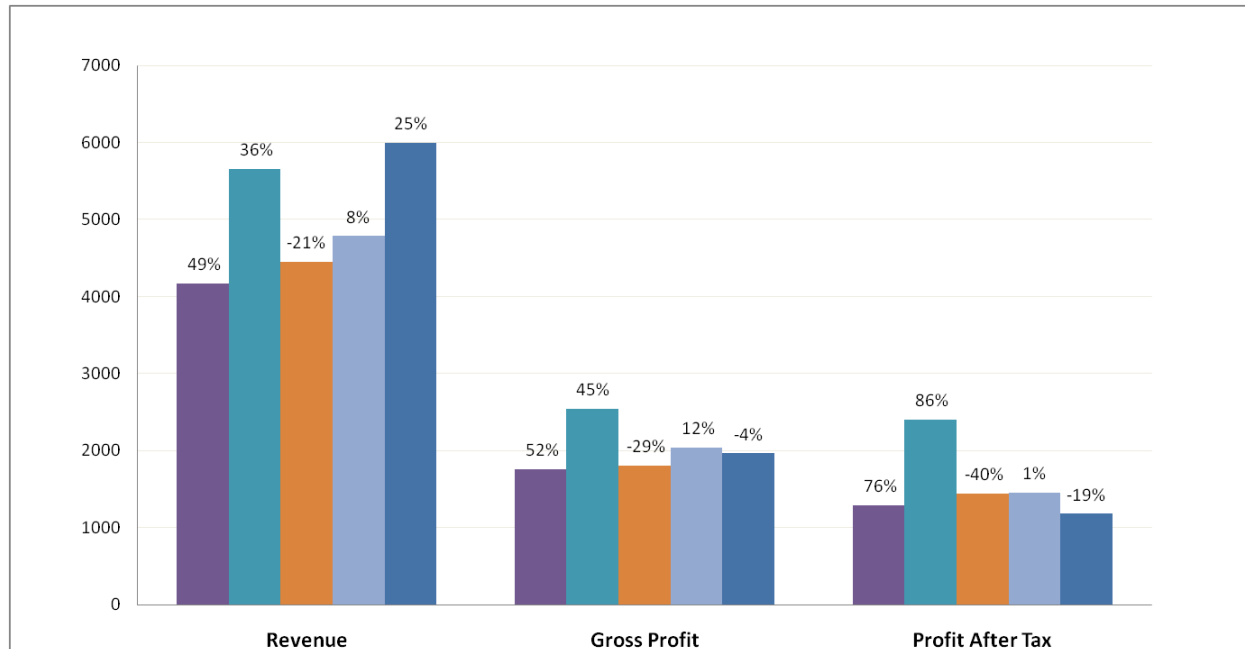
	Q3 FY12 Quarter ended Dec 2011 ₹	Q2 FY12 Quarter ended Sept 2011 ₹	Q3 FY11 Quarter ended Dec 2010 ₹	FY11 Year ended March 2011 ₹
INCOME				
Revenues	1,94,09,33,144	1,97,98,42,118	1,73,45,19,268	5,99,20,89,285
Cost of revenues	1,29,33,17,008	1,30,42,97,415	1,23,18,20,020	4,02,80,22,109
GROSS PROFIT	64,76,16,136 33.37%	67,55,44,703 34.12%	50,26,99,248 28.98%	1,96,40,67,177 32.78%
Selling expenses	12,24,19,579 6.31%	13,48,48,098 6.81%	7,25,93,345 4.19%	26,01,46,882 4.34%
General and administrative expenses	8,71,93,819 4.49%	7,41,59,712 3.75%	6,77,21,223 3.90%	28,80,21,167 4.81%
OPERATING PROFIT	43,80,02,738 22.57%	46,65,36,893 23.56%	36,23,84,680 20.89%	1,41,58,99,128 23.63%
Net finance income/(charges)	(1,17,84,405) (0.61%)	(1,98,00,962) (1.00%)	3,98,00,599 2.29%	5,44,42,186 0.91%
	42,62,18,333 21.96%	44,67,35,931 22.56%	40,21,85,279 23.19%	1,47,03,41,313 24.54%
Share of profit in associates	1,87,44,303	(2,02,66,109)	26,65,253	(1,16,05,559)
PROFIT BEFORE TAX	44,49,62,636 22.93%	42,64,69,821 21.54%	40,48,50,533 23.34%	1,45,87,35,755 24.34%
Provision for tax	14,61,66,334 32.85%	16,10,49,870 37.76%	11,83,04,674 29.22%	27,96,75,029 19.17%
PROFIT AFTER TAX AND BEFORE PRIOR PERIOD ITEMS	29,87,96,302 15.39%	26,54,19,951 13.41%	28,65,45,858 16.52%	1,17,90,60,726 19.68%
Prior Period Income (net of tax expense)	2,12,43,984 1.09%	-	-	-
	32,00,40,286	26,54,19,951	28,65,45,858	1,17,90,60,726

Audited Income Statement – (contd.)

Consolidated Profit and Loss Account - Nine Months ended 31 December 2011

	9M FY12 Nine months ended Dec 2011 ₹		H1 FY12 Half year ended Sept 2011 ₹		9M FY11 Nine months ended Dec 2010 ₹		FY 11 Year ended March 2011 ₹	
INCOME								
Revenues	5,82,52,71,826		3,88,43,38,682		4,43,99,08,548		5,99,20,89,285	
Cost of revenues	3,83,33,74,162		2,54,00,57,154		2,89,90,23,697		4,02,80,22,109	
GROSS PROFIT	1,99,18,97,664	34.19%	1,34,42,81,528	34.61%	1,54,08,84,851	34.71%	1,96,40,67,176	32.78%
Selling costs	38,75,59,519	6.65%	26,51,39,939	6.83%	19,01,74,099	4.28%	26,01,46,882	4.34%
General and administrative expenses	24,49,56,155	4.21%	15,77,62,337	4.06%	21,09,98,677	4.75%	28,80,21,167	4.81%
OPERATING PROFIT	1,35,93,81,990	23.34%	92,13,79,251	23.72%	1,13,97,12,074	25.67%	1,41,58,99,127	23.63%
Net finance income/(expense)	-5,15,83,219	-0.89%	-3,97,98,815	-1.02%	5,19,59,821	1.17%	5,44,42,186	0.91%
	1,30,77,98,771	22.45%	88,15,80,438	22.70%	1,19,16,71,895	26.84%	1,47,03,41,313	24.54%
Share in the profits of Associates	52,22,856		(1,35,21,447)		2,86,80,083		(1,16,05,559)	
NET PROFIT BEFORE TAX	1,31,30,21,627	22.54%	86,80,58,991	22.35%	1,22,03,51,978	27.49%	1,45,87,35,755	24.34%
Provision for tax	43,74,53,794	33.32%	29,12,87,460	33.56%	21,00,27,750	17.21%	27,96,75,029	19.17%
PROFIT AFTER TAX AND BEFORE PRIOR PERIOD ITEMS	87,55,67,833	15.03%	57,67,71,529	14.85%	1,01,03,24,228	22.76%	1,17,90,60,726	19.68%
Prior period income (net of tax expense)	2,12,43,984	0.36%	-		-		-	
	89,68,11,817		57,67,71,529		1,01,03,24,228		1,17,90,60,726	

Audited Income Statement – (contd.)



	Revenue	Gross Profit	%	Profit After Tax	%
FY07	4,169	1,756	42%	1,291	31%
FY08	5,658	2,539	45%	2,400	42%
FY09	4,449	1,810	41%	1,444	32%
FY10	4,784	2,035	43%	1,453	30%
FY11	5,992	1,964	33%	1,181	20%

Percentage at the top of the bar indicates sequential growth

Percentage in the table indicates gross profit and profit after tax as a percentage of revenue

Key Financial Indicators

Particulars		FY12-Q3	9M - FY12	FY11	FY11 - Q3	9M - FY11
Total Income	<i>Rs. in Million</i>	1,972	5,857	5,992	1,735	4,440
EBITDA from Operations	<i>Rs. in Million</i>	521	1,440	1,430	382	1,236
Profit before Tax	<i>Rs. in Million</i>	477	1,345	1,459	405	1,220
Profit after Tax	<i>Rs. in Million</i>	320	897	1,179	287	1,010
EPS (basic & diluted) - Annualized	<i>Rs.</i>	6.01	5.61	5.52	5.37	6.31
Cash EPS (basic & diluted) - Annualized	<i>Rs.</i>	9.19	8.64	7.00	7.84	7.86
EBITDA Margin	<i>%</i>	26.41%	24.59%	23.87%	22.00%	27.84%
Net Profit Margin	<i>%</i>	16.25%	15.32%	19.68%	16.52%	22.76%
Dividend Payout	<i>%</i>	0.00%	0.00%	18.10%	0.00%	0.00%
Share Capital	<i>Rs. in Million</i>	1,067	1,067	1,067	1,067	1,067
Reserves and Surplus	<i>Rs. in Million</i>	15,594	15,594	14,697	14,777	14,777
Loan Funds	<i>Rs. in Million</i>	12,080	12,080	11,587	10,502	10,502
Net Block	<i>Rs. in Million</i>	600	600	427	365	365
Net Current Assets	<i>Rs. in Million</i>	18,473	18,473	14,099	11,059	11,059
Return on Average Net Worth	<i>%</i>	1.92%	5.39%	7.48%	1.81%	6.38%
Net Debt Equity Ratio	<i>x</i>	0.69	0.69	0.67	0.62	0.62
Interest Coverage Ratio	<i>x</i>	3.51	3.07	3.28	2.62	2.57
Current Ratio	<i>x</i>	7.89	7.80	7.52	8.50	8.50
Equity Shares - Outstanding	<i>No. of shares</i>	21,34,24,335	21,34,24,335	21,34,24,335	21,34,24,335	21,34,24,335

Income, profit and ratios have been disclosed including prior period income

Debt – 31 Dec 2011

Debt Movement	Q3 - 2012 ₹ Million	Q3 - 2011 ₹ Million	2012 ₹ Million	2011 ₹ Million
Opening Balance	12,447	9,744	11,587	8,811
Additions during the period	856	1,459	4,833	4,694
Repayments during the period	1,223	702	4,340	3,004
Closing balance	12,080	10,501	12,080	10,501
Less: Cash and Cash Equivalents	542	650	542	650
Net debt	11,539	9,851	11,539	9,851
Debt / Equity Ratio	0.69	0.62	0.69	0.62

Execution Update

Visit our website www.puravankara.com
for progress update of the ongoing projects

Disclaimer

This presentation contains certain forward-looking statements. These statements involve risks and uncertainties, and actual results may differ. Risks and uncertainties include without limitation the effect of competitive and economic factors, and the Company's reaction to those factors, on continued competitive pressures in the marketplace; the ability of the Company to deliver to the marketplace and stimulate customer demand for its projects; and availability of key executives and employees; war, terrorism, and other circumstances that could disrupt supply, delivery, or demand for projects. The Company may, from time to time, make additional written and oral forward looking statements, including its reports to shareholders. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company. The Company reserves the right to modify, alter or revise the structure / content of this presentation at its sole discretion without any obligation to any person.

THANK YOU

Puravankara Projects Limited

130/1, Ulsoor Road,

Bangalore - 560042

Tel: 080-25599000/43439999

Please contact: Mr. Hari Ramakrishnan

Email: investorrelations@puravankara.com