



# Result Highlights

## Consolidated Revenues

- QE Dec'12 at Rs. 311 Crores ('11- Rs. 194 Crores); **up by 60%**
- Nine Months ended Dec'12 at Rs. 832 Crores ('11 – Rs. 583 Crores); **up by 43%**

## Consolidated Profit Before Tax (PBT)

- QE Dec'12 at Rs. 95 Crores ('11 – Rs. 44 Crores); **up by 113%**
- Nine months ended Dec'12 at Rs. 241 Crores ('11 – Rs. 131 Crores); **up by 84%**

## Consolidated Profit After Tax (PAT)

- QE Dec'12 at Rs. 64 Crores ('11 – Rs. 32 Crores); **up by 101%**
- Nine months ended Dec'12 at Rs. 165 Crores ('11 – Rs. 90 Crores); **up by 84%**

## Sales Realization

- Puravankara - Nine Months ended Dec'12 at Rs. 4,177 psft ('11 – Rs. 3,849 psft); **up by 9%**
- Provident – Nine months ended Dec'12 at Rs. 2,726 psft ('11 – Rs. 2,467 psft); **up by 10%**

**No land parcel has been monetized during the Quarter**

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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



**Anil Kumar A**

*Chief Financial Officer*

- Associate, Institute of Chartered Accountants of India
- Associate, Institute of Company Secretaries of India
- Over 20 years of experience in Corporate finance, Accounting and Taxation

## Corporate Profile

- Over 37 years of experience in property development, real estate and construction
- Operations across major cities in South India including Bengaluru, Chennai, Kochi and Hyderabad, Kolkata, Colombo and Sales / marketing offices in UAE
- Experienced Management Team with proven track record
- Unparalleled execution capability with focus on quality and premium realization with superior brand image
- Successfully completed 37 residential projects
- Simplified corporate structure and commitment to disclosures

# Corporate Overview

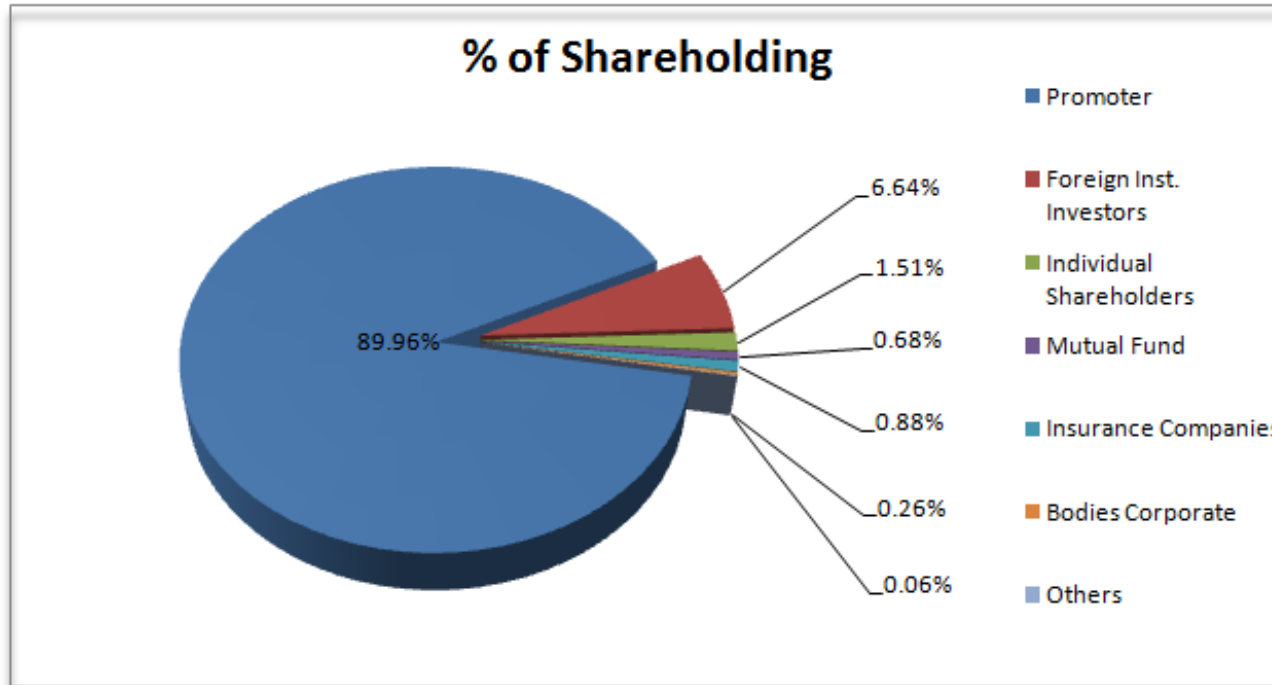
- Development Potential

	Saleable Area (Msft)	
Future		
- Proposed Launches*	10.70	
-Balance	70.33	
		81.03
Launched in Jan'13		6.47
Current (22 projects)		25.66
<b>Total</b>		<b>113.15</b>

*\*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% premium affordable housing subsidiary, Provident Housing Limited
- Infrastructure and contracting, 100% subsidiary, Starworth Infrastructure & Construction Ltd.

# Shareholding Pattern – as at 31 Dec 2012



**Notes**

*Promoter Shares are unencumbered*

**Key Shareholders'**

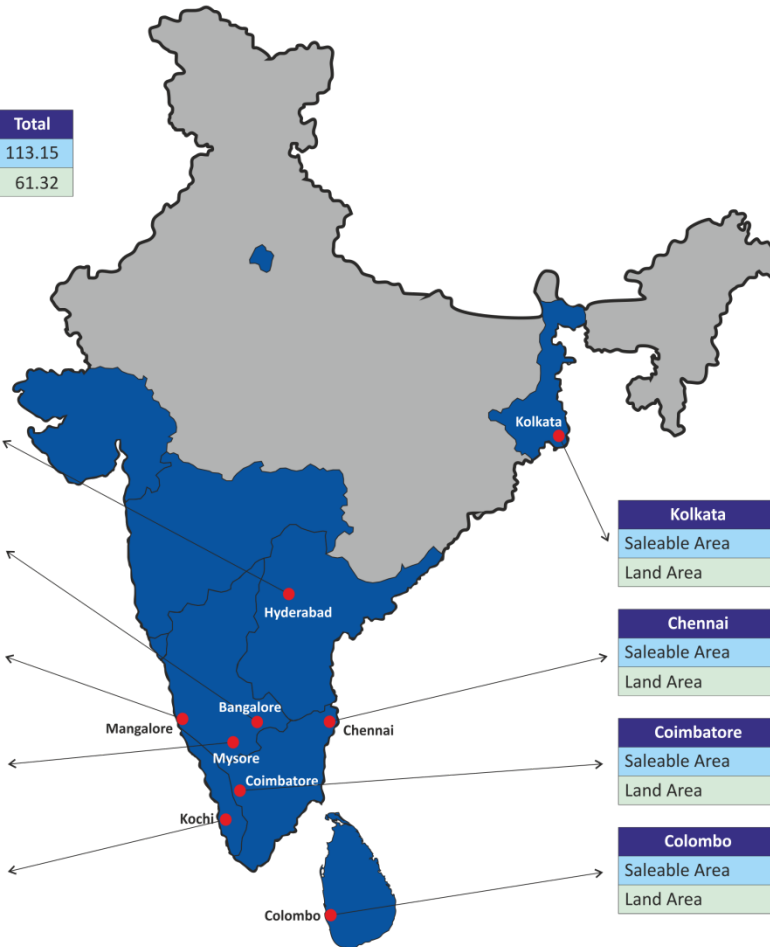
- *HSBC Global Investment Funds A/C ,*
- *The Master Trust Bank Of Japan, Ltd.*
- *College Retirement Equities Fund*
- *Life Insurance Corporation of India*
- *HDFC Trustee Company Limited - HDFC Growth Fund*
- *Atyant Capital India Fund I*
- *General Insurance Corporation*

# Land Portfolio

	Ongoing	Future	Total
Saleable Area	25.26	87.90	113.15
Land Area	12.33	48.99	61.32

- 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

All figures in million sq. ft.



Hyderabad	Ongoing	Future
Saleable Area	-	4.24
Land Area	-	1.00

Bangalore	Ongoing	Future
Saleable Area	12.47	63.43
Land Area	5.55	41.08

Mangalore	Ongoing	Future
Saleable Area	-	0.42
Land Area	-	0.19

Mysore	Ongoing	Future
Saleable Area	-	1.30
Land Area	-	0.67

Kochi	Ongoing	Future
Saleable Area	2.12	9.09
Land Area	0.59	1.66

Kolkata	Ongoing	Future
Saleable Area	0.83	-
Land Area	1.08	-

Chennai	Ongoing	Future
Saleable Area	8.00	7.11
Land Area	4.37	2.72

Coimbatore	Ongoing	Future
Saleable Area	1.84	0.93
Land Area	0.74	0.61

Colombo	Ongoing	Future
Saleable Area	-	1.38
Land Area	-	1.06



# New Launches - Schedule

S. No	City	Development Model	Development Type	Developable Area	PPL Share in JD	Saleable Area	Current Status	Expected Launch Date	Expected Completion date
				<i>Msft</i>		<i>Msft</i>			
<b>Puravankara</b>									
1	Bengaluru	Own	Residential	0.51	100%	0.51	Development planning in progress	Q3 - FY14	Q3 - FY17
2	Bengaluru	Own	Residential	2.01	100%	2.01	Plan approved	Q3 - FY14	Q3 - FY19
3	Bengaluru	Own	Residential	0.72	100%	0.72	Plan approved	Q3 - FY14	Q1 - FY17
4	Bengaluru	Joint Development	Residential	0.14	64%	0.09	Final stage of Plan approval	Q4 - FY13	Q3 - FY16
5	Bengaluru	Joint Development	Residential	0.15	71%	0.11	Final stage of Plan approval	Q4 - FY13	Q3 - FY16
6	Chennai	Own	Residential	2.01	100%	2.01	Final stage of Plan approval	Q4 - FY13	Q4 - FY18
7	Chennai	Own	Residential	0.08	100%	0.08	Development planning in progress	Q3 - FY14	Q2 - FY17
				<b>5.62</b>		<b>5.53</b>			
<b>Provident</b>									
8	Bengaluru	Own	Residential	2.98	100%	2.98	Development planning in progress	Q3 - FY14	Q2 - FY18
9	Bengaluru	Joint Development	Residential	1.77	70%	1.24	Development planning in progress	Q3 - FY14	Q3 - FY17
10	Mangalore	Joint Development	Residential	0.58	73%	0.42	Final Stage of Plan Approval	Q4 - FY13	Q3 - FY16
11	Coimbatore	Joint Development	Residential	0.59	70%	0.41	Final Stage of Plan Approval	Q4 - FY13	Q3 - FY16
12	Mysore	Joint Development	Residential	0.17	72%	0.12	Development planning in progress	Q3 - FY14	Q3 - FY16
				<b>6.09</b>		<b>5.17</b>			
				<b>11.71</b>		<b>10.70</b>			

Notes

- 1 - Developable and Saleable Areas are tentative and is subject to approval from authorities
- 2 - Expected launch date and Completion date are subject to change
- 3 - Launch and completion dates are in relation to financial year April - March

# Sales – 31 Dec 2012

<b>Based on Bookings</b>										<b>Quarter ended</b>		
	<b>Area Sold</b>			<b>Units Sold</b>			<b>Sale Value</b>			<b>Sale Realization</b>		
	Dec-12 msft	Dec-11 msft	%	Dec-12 No.s	Dec-11 No.s	%	Dec-12 Rs.in million	Dec-11 Rs.in million	%	Dec-12 Rs.psft	Dec-11 Rs.psft	%
Puravankara	0.66	0.32	109%	382	191	100%	2,863	1,220	135%	4,307	3,835	12%
Associates	0.01	0.02	-26%	7	9	-28%	49	66	-25%	4,259	4,200	1%
Provident	0.23	0.11	112%	215	121	78%	639	292	118%	2,752	2,671	3%
<b>Total</b>	<b>0.91</b>	<b>0.44</b>	<b>105%</b>	<b>604</b>	<b>321</b>	<b>88%</b>	<b>3,551</b>	<b>1,578</b>	<b>125%</b>			

<b>Based on Bookings</b>										<b>Nine months ended</b>		
	<b>Area Sold</b>			<b>Units Sold</b>			<b>Sale Value</b>			<b>Sale Realization</b>		
	Dec-12 msft	Dec-11 msft	%	Dec-12 No.s	Dec-11 No.s	%	Dec-12 Rs.in million	Dec-11 Rs.in million	%	Dec-12 Rs.psft	Dec-11 Rs.psft	%
Puravankara	1.35	1.35	0%	785	822	-5%	5,657	5,214	8%	4,177	3,849	9%
Associates	0.05	0.05	5%	30.4	29.7	2%	223	198	13%	4,286	3,972	8%
Provident	0.73	0.35	111%	702	371	89%	2,001	860	133%	2,726	2,467	10%
<b>Total</b>	<b>2.14</b>	<b>1.75</b>	<b>22%</b>	<b>1,517</b>	<b>1,223</b>	<b>24%</b>	<b>7,881</b>	<b>6,271</b>	<b>26%</b>			

**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 2012

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
<b>Residential:</b>			<b>Msft</b>	<b>Units</b>	<b>%</b>	<b>Msft</b>	<b>Msft</b>	<b>Msft</b>	<b>%</b>
<b>Puravankara</b>									
<b>Joint Development</b>									
1	Atria	Sanjay Nagar, Bengaluru	0.24	131	62%	0.15	0.15	0.14	6%
2	Platina	Sanjay Nagar, Bengaluru	0.14	70	62%	0.09	0.09	0.02	73%
3	Mid-Town	K.R. Puram, Bengaluru	0.45	306	75%	0.34	0.34	0.29	15%
4	Seasons	CV Raman Nagar, Bengaluru	1.08	660	60%	0.65	0.65	0.10	85%
			<b>1.91</b>	<b>1,167</b>		<b>1.22</b>	<b>1.22</b>	<b>0.55</b>	
<b>Joint Venture</b>									
5	Elita Promenade	JP Nagar, Bengaluru	2.55	1,573	49%	1.25	1.25	1.25	0%
6	Elita Garden Vista - I	Rajarhat, Kolkata	2.28	1,278	36%	0.82	0.44	0.39	11%
			<b>4.83</b>	<b>2,851</b>		<b>2.07</b>	<b>1.69</b>	<b>1.64</b>	
<b>Owned</b>									
7	Venezia	Yelahanka, Bengaluru	2.09	1,332	100%	2.09	2.09	2.00	4%
8	Highlands	Mallasandra, Bengaluru	1.34	849	100%	1.34	1.34	0.95	29%
	Highlands - II	Mallasandra, Bengaluru	1.24	740	100%	1.24	-	-	100%
9	Grand Bay	Marine Drive, Kochi	0.50	265	100%	0.50	0.50	0.34	33%
10	Eternity	Kakkanad, Kochi	0.96	600	100%	0.96	0.96	0.66	31%
11	Swan Lake	OMR, Chennai	0.83	522	100%	0.83	0.83	0.47	43%
	Swan Lake - II	OMR, Chennai	0.34	207	100%	0.34	0.34	0.05	86%
12	Moon Reach	Airport-Seaport Rd, Kochi	0.39	196	100%	0.39	0.15	0.14	4%
13	Oceana	Marine Drive, Kochi	0.26	96	100%	0.26	0.26	0.09	65%
14	Skywood	Sarjapur Road, Bengaluru	0.65	403	100%	0.65	0.65	0.63	3%
	Skywood - II	Sarjapur Road, Bengaluru	0.59	327	100%	0.59	0.59	0.45	24%
15	Windermere	Medavakkam, Chennai	1.45	756	100%	1.45	1.45	1.13	22%
	Windermere - II	Medavakkam, Chennai	0.27	168	100%	0.27	0.27	0.11	59%
	Windermere - III	Medavakkam, Chennai	2.41	1,764	100%	2.41	2.41	-	100%
16	Bluemont	Trichy Road, Coimbatore	0.81	486	100%	0.81	0.81	0.46	43%
	Bluemont - II	Trichy Road, Coimbatore	1.03	630	100%	1.03	-	-	100%
17	Whitehall	Sarjapur Road, Bengaluru	0.40	192	100%	0.40	0.40	0.14	65%
			<b>15.57</b>	<b>9,533</b>		<b>15.57</b>	<b>13.06</b>	<b>7.64</b>	
<b>Total - (A)</b>			<b>22.31</b>	<b>13,551</b>		<b>18.86</b>	<b>15.98</b>	<b>9.83</b>	<b>39%</b>

# Current Project Status – 31 Dec 2012 – (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
<b>Provident</b>									
<b>Owned</b>									
17	Cosmo City	Pudupakkam, Chennai	1.09	1,070	100%	1.09	1.09	1.09	0.2%
	Cosmo City - II	Pudupakkam, Chennai	1.14	1,104	100%	1.14	1.14	0.79	31%
18	Wellworth City	Doddaballapur Rd, Bengaluru	1.13	1,120	100%	1.13	1.13	1.09	3%
	Wellworth City - II	Doddaballapur Rd, Bengaluru	1.09	1,088	100%	1.09	1.09	0.82	25%
	Wellworth City - III	Doddaballapur Rd, Bengaluru	1.28	1,152	100%	1.28	1.09	0.13	88%
19	Harmony	Thannisandra Road, Bengaluru	0.65	548	67.5%	0.44	0.44	0.34	22%
	<b>Total - (B)</b>		<b>6.39</b>	<b>6,082</b>		<b>6.18</b>	<b>5.98</b>	<b>4.26</b>	<b>31%</b>
	<b>Total Residential - (A) + (B)</b>		<b>28.71</b>	<b>19,633</b>		<b>25.05</b>	<b>21.96</b>	<b>14.08</b>	<b>44%</b>
<b>Commercial:</b>									
<b>Puravankara</b>									
<b>Joint Development</b>									
20	Primus	OMR, Chennai	0.17	-	60%	0.11	0.11	-	100%
21	Gainz	Hosur Road, Bengaluru	0.24		70%	0.20	0.20	-	100%
<b>Owned</b>									
22	Moneto	Guindy, Chennai	0.36	-	100%	0.36	0.36	-	100%
	<b>Total Commercial</b>		<b>0.77</b>			<b>0.67</b>	<b>0.67</b>	<b>-</b>	<b>100%</b>
	<b>Grand Total</b>		<b>29.47</b>	<b>19,633</b>		<b>25.66</b>	<b>22.63</b>	<b>14.08</b>	<b>38%</b>

# Income Statement - Analysis

## Consolidated Statement of Profit and Loss for the quarter ended 31 December 2012

	31 Dec 2012	31 Dec 2011
<b>(All amounts in ₹ lakhs, unless otherwise stated)</b>		
<b>Income</b>		
Revenue from operations		
Revenue from projects	30,233.50	19,324.35
Other operating revenue	828.29	64.83
Other income	19.30	22.97
<b>Total</b>	<b>31,081.09</b>	<b>19,412.15</b>
<b>Expenses</b>		
Material and contract cost	13,530.89	12,307.87
Land cost	14,610.28	985.19
Decrease / (increase) in inventory of properties under development and properties held for sale	(18,955.10)	(6,338.05)
Employee benefit expense	1,931.07	1,332.52
Finance expense, net	6,380.95	4,519.43
Depreciation and amortization	178.04	138.93
Other expenses	4,170.11	2,204.06
<b>Total</b>	<b>21,846.24</b>	<b>15,149.95</b>
<b>Profit before tax and share of profit / (loss) in associates, net</b>	<b>9,234.85</b>	<b>4,262.20</b>
Share of profit / (loss) in associates, net	259.23	187.44
<b>Profit before tax</b>	<b>9,494.08</b>	<b>4,449.64</b>
<b>Tax expense</b>		
Current tax	3,063.17	1,419.73
Deferred tax	(10.24)	41.93
<b>Profit after tax and before prior period items</b>	<b>6,441.15</b>	<b>2,987.98</b>
Prior period income (net of tax expense)	-	212.44
<b>Net profit for the quarter</b>	<b>6,441.15</b>	<b>3,200.42</b>
<b>Earnings per share ( Nominal value ₹ 5 per share)</b>		
Basic (₹)	3.02	1.50
Diluted (₹)	3.02	1.50

The figures disclosed in this Income Statement has been presented in the revised schedule VI format

# Income Statement - Analysis (contd.)

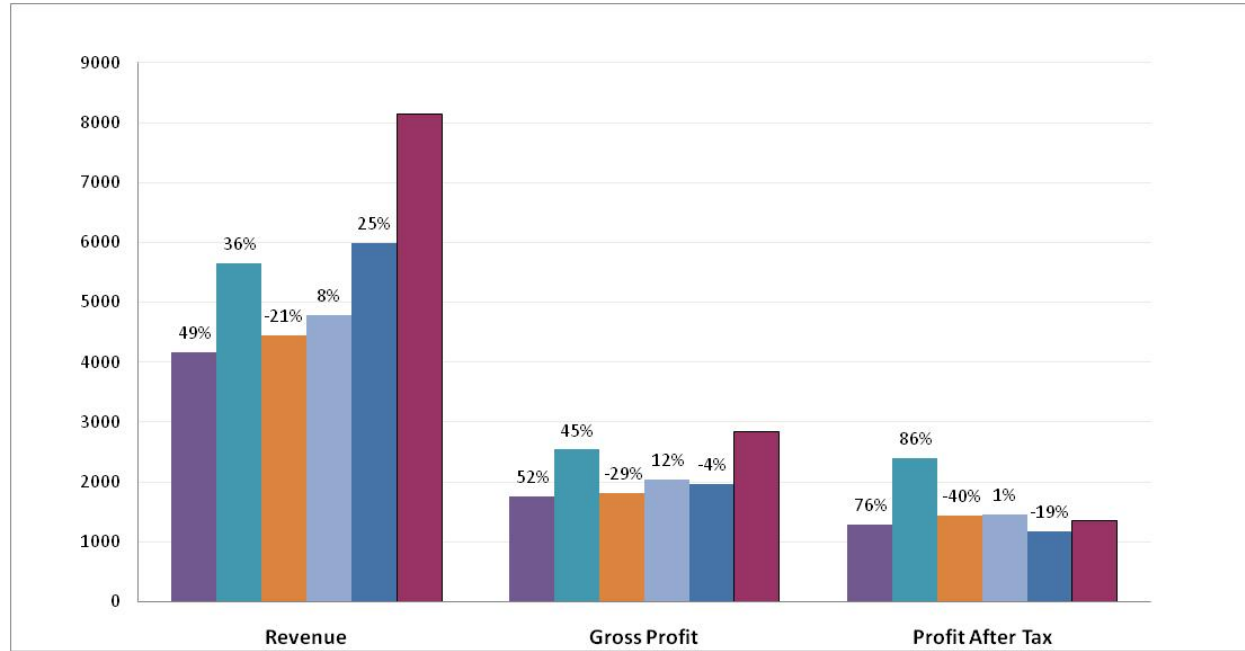
## Consolidated Statement of Profit and Loss for the nine months ended 31 December 2012

	31 Dec 2012	31 Dec 2011
<b>(All amounts in ₹ lakhs, unless otherwise stated)</b>		
<b>Income</b>		
Revenue from operations		
Revenue from projects	81,969.61	57,910.04
Other operating revenue	1,132.48	307.08
Other income	145.91	107.33
<b>Total</b>	<b>83,248.00</b>	<b>58,324.45</b>
<b>Expenses</b>		
Material and contract cost	43,825.95	33,634.46
Land cost	17,503.22	36,836.68
Decrease / (increase) in inventory of properties under development and properties held for sale	(33,289.45)	(49,290.85)
Employee benefit expense	5,419.63	3,878.16
Finance expense, net	16,616.09	13,564.11
Depreciation and amortization	508.18	389.23
Other expenses	9,680.67	6,234.65
<b>Total</b>	<b>60,264.29</b>	<b>45,246.44</b>
<b>Profit before tax and share of profit / (loss) in associates, net</b>	<b>22,983.71</b>	<b>13,078.01</b>
Share of profit / (loss) in associates, net	1,119.91	52.23
<b>Profit before tax</b>	<b>24,103.62</b>	<b>13,130.24</b>
<b>Tax expense</b>		
Current tax	7,760.78	4,389.15
Deferred tax	(122.41)	(14.60)
<b>Profit after tax and before prior period items</b>	<b>16,465.25</b>	<b>8,755.69</b>
Prior period income (net of tax expense)	-	212.44
<b>Net profit for the period</b>	<b>16,465.25</b>	<b>8,968.13</b>
<b>Earnings per share ( Nominal value ₹ 5 per share)</b>		
Basic (₹)	7.71	4.20
Diluted (₹)	7.71	4.20

The figures disclosed in this Income Statement has been presented in the revised schedule VI format

# Income Statement - Analysis

(contd.)



	Revenue <i>Rs. in Mln</i>	Gross Profit <i>Rs. in Mln</i>	%	Profit After Tax <i>Rs. in Mln</i>	%
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%	1,179	20%
FY12	8,146	2,829	35%	1,357	17%

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		FY13-Q3	9M - FY13	FY13-Q2	FY12	FY12-Q3	9M - FY12	FY11
Total Income	Rs. in Million	3,108	8,325	2,737	8,155	1,943	5,834	5,999
EBITDA from Operations	Rs. in Million	1,579	4,011	1,232	3,925	915	2,726	2,825
Profit before Tax	Rs. in Million	949	2,410	727	1,965	445	1,313	1,459
Profit after Tax	Rs. in Million	644	1,647	502	1,357	320	897	1,179
EPS (basic & diluted) - Annualized	Rs.	12.07	10.29	9.41	6.36	6.00	5.60	5.52
Cash EPS (basic & diluted) - Annualized	Rs.	18.13	15.38	13.95	9.45	8.59	8.44	7.00
EBITDA Margin	%	50.81%	48.18%	45.01%	48.13%	47.11%	46.73%	47.09%
Net Profit Margin	%	20.72%	19.78%	18.34%	16.64%	16.47%	15.37%	19.65%
Dividend Payout	%				15.72%			18.10%
Share Capital	Rs. in Million	1,067	1,067	1,067	1,067	1,067	1,067	1,067
Reserves and Surplus	Rs. in Million	17,452	17,452	16,808	15,806	15,594	15,594	14,697
Borrowings	Rs. in Million	16,315	16,315	14,093	13,253	12,080	12,080	11,587
Fixed Assets	Rs. in Million	815	815	757	726	710	710	461
Net Current Assets	Rs. in Million	14,360	14,360	12,025	10,260	8,820	8,820	5,214
Return on Average Net Worth	%	14.65%	<b>12.48%</b>	11.74%	8.32%	1.92%	5.38%	7.48%
Net Debt Equity Ratio	x	0.82	0.82	0.75	0.74	0.70	0.70	0.67
Interest Coverage Ratio	x	2.45	2.38	2.23	2.00	1.94	1.96	2.12
Current Ratio	x	2.22	2.22	2.06	1.95	1.80	1.80	1.50
Equity Shares - Outstanding	No. of shares	21,34,24,335	21,34,24,335	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, if any



# Debt – 31 December 2012

<i>Debt Movement</i>	<b>Q3 - 2013</b> ₹ Million	<b>Q3 - 2012</b> ₹ Million	<b>9 months - 2013</b> ₹ Million	<b>9 months - 2012</b> ₹ Million
Opening Balance	14,103	12,447	13,253	11,587
Additions during the period	3,693	856	7,315	4,833
Repayments during the period	1,478	1,224	4,249	4,340
<b>Closing balance</b>	<b>16,319</b>	<b>12,080</b>	<b>16,319</b>	<b>12,080</b>
Less: Cash and Cash Equivalents	1,161	488	1,161	488
<b>Net debt</b>	<b>15,158</b>	<b>11,593</b>	<b>15,158</b>	<b>11,593</b>
<b>Debt / Equity Ratio</b>	<b>0.82</b>	<b>0.70</b>	<b>0.82</b>	<b>0.70</b>

# Execution Update

Visit our website [www.puravankara.com](http://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**

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