



PURAVANKARA HOME

Investor Presentation Q3 FY21

PURAVANKARA[®]

Purva Seasons

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Company Overview



PURVA
SMILING
WILLOWS
At The Sound Of Water

Company Overview – 2 Iconic Brands in Real Estate

- Leading real estate enterprise providing diversified premium and affordable residential housing and commercial spaces
- Over 4 decades of domain expertise, completed 74 projects measuring over 42.67msft
- Diversified across markets, brands and development stages
- Land Bank at 65.26msft and ongoing projects at 22.01msft
- Partnership with IFC, IFC EAF for USD 76 million for affordable housing development in India

PURAVANKARA®

PROVIDENT®

Puravankara

Provident

Luxury residential housing and commercial solutions

Premium affordable housing

Focus on superlative and contemporary lifestyle

Focus on aspirational and first time home buyer seeking value homes

Projects in cities of Bengaluru, Chennai, Hyderabad, Pune, Mumbai, Kochi, Goa, Kolkata, Coimbatore

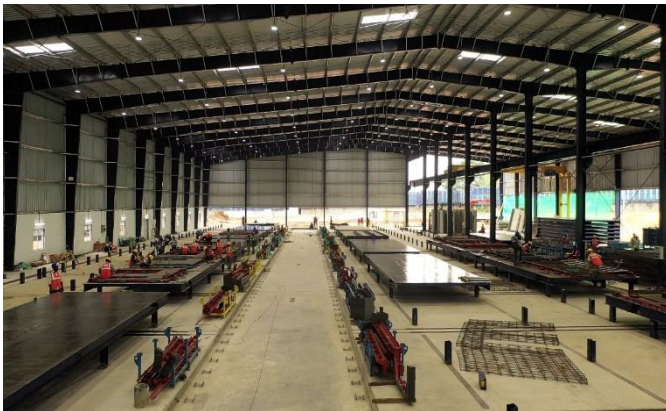
Projects in cities of Bengaluru, Hyderabad, Mumbai, Pune, Chennai, Kochi, Goa, Coimbatore and Mangalore

Land assets – 54.05msft (Developable area) and saleable area (economic interest) of 45.25msft

Land assets – 11.21msft (Developable area) and saleable area (economic interest) of 6.49msft

World Class Technology

- Starworth Infrastructure and Construction Limited – wholly owned subsidiary focussed on technology enabled construction solutions
 - Build-Design, Civil and MEP Capabilities for a wide variety of real estate and infrastructure projects
 - 100% precast solutions –construction speed, one stop shop and best in class quality standards
 - Large order book of Rs 771 Cr, growing third party clients
 - We have our own pre cast factory, fully operational, at Bangalore
 - Pre-cast solutions help address key challenges on quality, reliability, cost and timelines

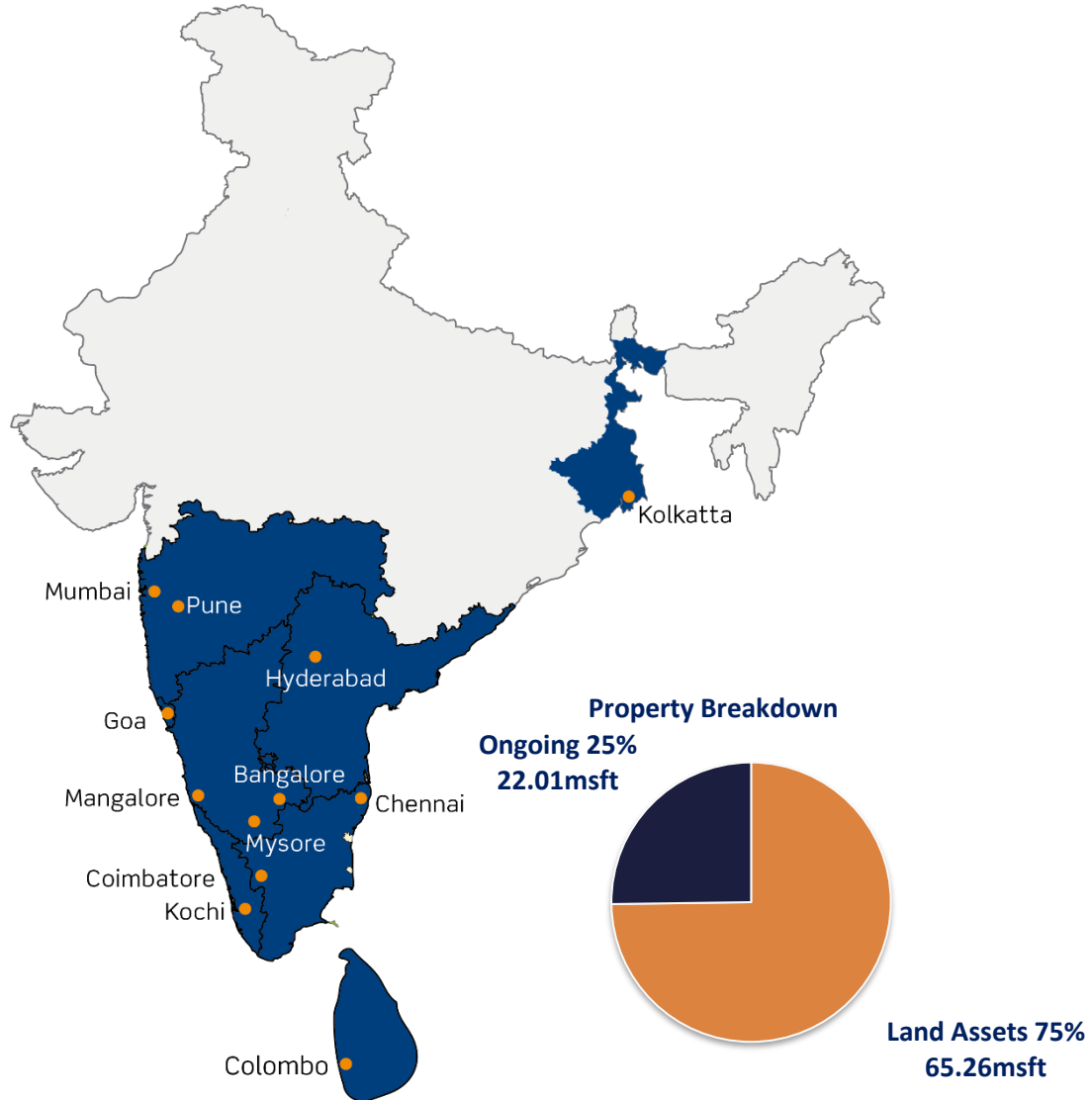


Development Bank



PROVIDENT®
PARK
SQUARE

Diversified across markets, brands and stages of development



in million sq. ft.

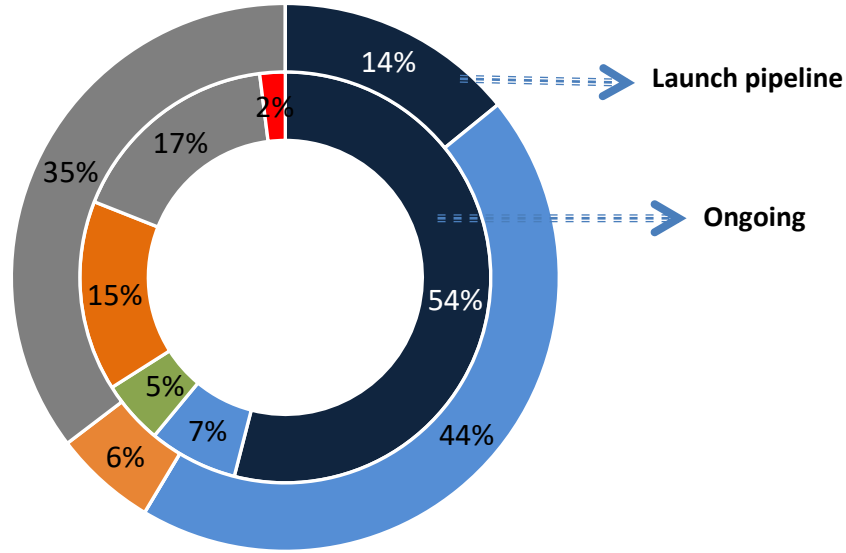
	Completed	Ongoing (A)	Land Assets (B)	Total (A)+(B)
South India				
Bengaluru	30.25	11.93	40.20	52.13
Chennai	6.26	1.64	11.71	13.35
Hyderabad	1.86	1.08	-	1.08
Kochi	1.89	3.43	4.21	7.64
Others	1.57	0.23	1.01	1.24
West India				
Colombo	-	-	4.23	4.23
Kolkata	0.70	-	-	-
Total	42.67	22.01	65.26	87.27
<i>Puravankara*</i>	31.00	12.33	54.05	66.38
<i>Provident</i>	11.67	9.68	11.21	20.89
Group's economic interest	37.06	18.37	51.74	70.11
<i>Puravankara*</i>	26.34	9.72	45.25	54.97
<i>Provident</i>	10.72	8.65	6.49	15.14

Note: 1.* Includes JVs and other subsidiaries

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

Ongoing and New Launches

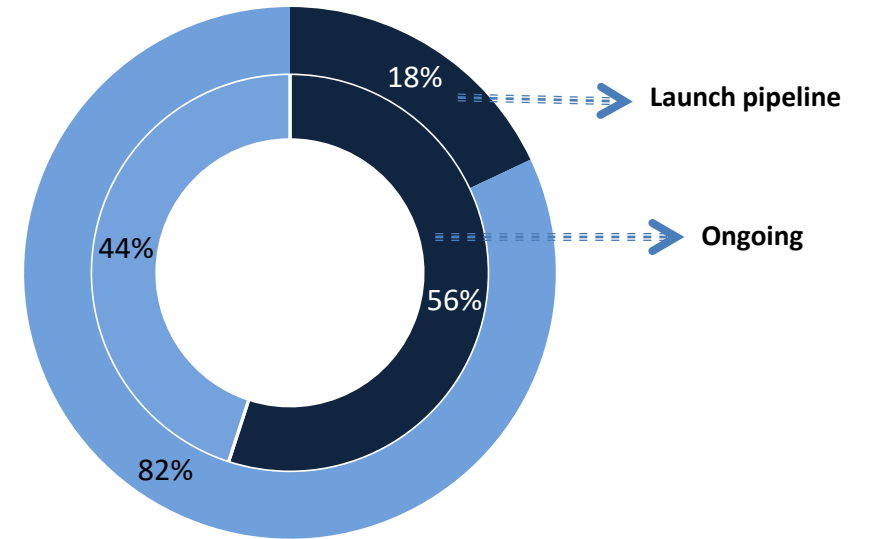
Non-Bengaluru projects now account for 46% of the share of ongoing and 85% of launch pipeline



■ Bengaluru ■ Chennai ■ Hyderabad ■ Cochin ■ West India ■ Others

in msft	Ongoing*	Launch pipeline
Bengaluru	11.93	1.24
Chennai	1.64	3.81
Hyderabad	1.08	0.00
Cochin	3.43	0.54
West India	3.70	3.07
Others	0.23	-
Total	22.01	8.66

Provident accounts for 82% of the launch pipeline; in line with the market trends and the Group's strategy



■ Puravankara ■ Provident

in msft	Ongoing*	Launch pipeline
Puravankara	12.33	1.59
Provident	9.68	7.07
Total	22.01	8.66

Note: :1. Based on Developable Area in msft
 2. # Ongoing projects includes 9.57 million sqft of area not open for sale.

Operational Overview – Area and sales



Project Delivery

in million sq. ft.

<i>(numbers in million sq. ft.)</i>	FY17	FY18	FY19	FY20	9MFY21
Opening Area	23.64	24.92	20.82	23.08	22.93
Add: Launches/Revisions during the period ¹	4.77	1.96	3.95	2.29	0.84
Less: Completed during the period ²	-3.49	-6.06	-1.69	-2.44	-1.75
Closing Area	24.92	20.82	23.08	22.93	22.01

Some of our Completed Projects



Purva Westend



Purva Windermere



Purva Season



Provident Tree

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 9.57 million sqft of area not open for sale

Sales Q3FY21 Vs Q3FY20

Based on Bookings										Quarter Ended		
	Area Sold			Units Sold			Sale Value			Sale Realization		
	Dec-20 msft	Dec-19 msft	%	Dec-20 Nos.	Dec-19 Nos.	%	Dec-20 Rs.in crs	Dec-19 Rs.in crs	%	Dec-20 Rs.psft	Dec-19 Rs.psft	%
Puravankara	0.61	0.31	97%	368	200	84%	420	216	94%	6,884	6,969	
Completed	0.31	0.18	72%	211	132	60%	167	99	68%	5,382	5,506	-2%
Ongoing Projects	0.30	0.13	131%	157	68	131%	253	117	116%	8,435	8,994	-6%
Provident	0.30	0.34	-12%	293	351	-17%	150	186	-19%	4,997	5,461	
Completed	0.12	0.12	0%	120	115	4%	55	49	12%	4,599	4,125	12%
Ongoing Projects	0.18	0.22	-18%	173	236	-27%	95	136	-30%	5,262	6,189	-15%
Total Gross	0.91	0.65	40%	661	551	20%	570	402	42%	6,262	6,180	

- Group's gross sales include economic interest attributable to Land owners under revenue share arrangement – which was 0.10 msft during Q3FY21, and 0.05 msft during Q3FY20
- Q3 FY21 witnessed strong recovery with significant jump in sales at 0.91 msft, up by 40% YoY.

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

Sales 9MFY21 Vs 9MFY20

Based on Bookings

										9M Ended		
	Area Sold			Units Sold			Sale Value			Sale Realization		
	Dec-20 msft	Dec-19 msft	%	Dec-20 Nos.	Dec-19 Nos.	%	Dec-20 Rs.in crs	Dec-19 Rs.in crs	%	Dec-20 Rs.psft	Dec-19 Rs.psft	%
Puravankara	1.51	1.25	21%	958	882	9%	1,020	861	18%	6,752	6,891	
Completed	0.77	0.78	-1%	556	591	-6%	419	458	-8%	5,445	5,866	-7%
Ongoing Projects	0.74	0.47	57%	402	291	38%	600	404	49%	8,112	8,591	-6%
Provident	0.91	0.90	1%	860	924	-7%	430	472	-9%	4,722	5,249	
Completed	0.28	0.40	-30%	272	375	-27%	113	158	-28%	4,053	3,957	2%
Ongoing Projects	0.63	0.50	26%	588	549	7%	316	314	1%	5,020	6,282	-20%
Total Gross	2.42	2.15	13%	1,818	1,806	1%	1,449	1,334	9%	5,989	6,203	

- Group's gross sales include economic interest attributable to Land owners under revenue share arrangement – which was 0.21 msft during 9MFY21, and 0.20 msft during 9MFY20
- On a year to date basis, we have achieved sales of 2.42 msft, up by 13% YoY despite a much weaker Q1FY21, indicating strong rebound in the sector.

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

Sales Q3FY21 Vs Q2FY21

<i>Based on Bookings</i>										<i>Quarter Ended</i>		
	<i>Area Sold</i>			<i>Units Sold</i>			<i>Sale Value</i>			<i>Sale Realization</i>		
	<i>Dec-20 msft</i>	<i>Sep-20 msft</i>	<i>%</i>	<i>Dec-20 Nos.</i>	<i>Sep-20 Nos.</i>	<i>%</i>	<i>Dec-20 Rs.in crs</i>	<i>Sep-20 Rs.in crs</i>	<i>%</i>	<i>Dec-20 Rs.psft</i>	<i>Sep-20 Rs.psft</i>	<i>%</i>
Puravankara	0.61	0.51	20%	368	315	17%	420	337	25%	6,884	6,609	4%
Completed	0.31	0.28	11%	211	203	4%	167	148	13%	5,382	5,278	2%
Ongoing Projects	0.30	0.23	30%	157	112	40%	253	189	34%	8,435	8,230	2%
Provident	0.30	0.33	-9%	293	310	-5%	150	158	-5%	4,997	4,798	4%
Completed	0.12	0.08	50%	120	72	67%	55	27	107%	4,599	3,333	38%
Ongoing Projects	0.18	0.25	-28%	173	238	-27%	95	132	-28%	5,262	5,267	0%
Total Gross	0.91	0.84	8%	661	625	6%	570	495	15%	6,262	5,898	6%

- Group's gross sales include economic interest attributable to Land owners under revenue share arrangement – which was 0.10 msft during Q3FY21, and 0.07 msft during Q2FY21
- Sales has continued to improved indicating strong economic revival

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

Launch Pipeline

Sr. no	Location/ Project Name	City	Development Model	Development Type	Developable Area	PPL Share in JD	Saleable area (msft)	Expected launch date
Puravankara								
1	Lalbagh (Purva Orient Grand)	Bengaluru	Joint Development	Residential	0.21	55%	0.12	Q1/Q2 FY22
2	Chembur (Purva Estella)	Mumbai	Owned	Residential	0.35	100%	0.35	Q1 FY22
3	Purva Promenade*	Bengaluru	Joint Development	Residential	0.20	70%	0.14	Launched in Q4FY21
4	Purva Park Hill*	Bengaluru	Owned	Residential	0.83	100%	0.83	Q1 FY22
Total					1.59		1.44	
Provident								
1	Edapally (Provident Winworth)	Cochin	Owned	Residential	0.54	100%	0.54	Q1 FY22
2	Thane (Provident Palmvista)	Mumbai	Joint Development	Residential	1.63	64%	1.04	Q1/Q2 FY22
3	Kondwa (Provident Kenvista)	Pune	Joint Development	Residential	1.09	69%	0.75	Q1 FY22
4	Thirumazhsai (Provident Amaya)	Chennai	Joint Venture	Residential	3.81	25%	0.95	Q1 /Q2 FY22
Total					7.07		3.28	
Grand Total					8.66		4.72	

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

* New phases on existing projects which were not open for sale

Update on financials



PURVA
Silversands

Income Statement for Quarter Ended 31st December 2020

All numbers in INR Cr

Particulars	Q3FY21 Un Audited	Q2FY21 Un Audited	Q3FY20 Un Audited
Income from operations			
Revenue from projects	256.41	211.82	516.99
Other Income	47.41	8.25	11.12
Total Income from operations	303.82	220.07	528.11
Expenses			
Sub-contractor cost	115.94	63.69	79.47
Cost of raw materials and components consumed	14.87	13.51	20.38
Land purchase cost	190.99	78.55	5.75
(increase)/decrease in inventories of stock of flats, land cost and work-in-progress	-200.87	-80.41	212.99
Employee benefit expense	27.58	24.52	39.21
Finance expense	88.38	87.86	83.55
Depreciation and amortization expense	5.15	5.29	5.58
Other expenses	39.69	39.65	54.57
Total expenses	281.73	232.66	501.50
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	22.09	-12.59	26.61
Share of profit/(loss) of associates and joint ventures, net	-0.89	-0.88	-0.95
Profit before tax	21.20	-13.47	25.66
Tax expense	7.88	-3.66	9.56
Net Profit for the period	13.32	-9.81	16.10
Other Comprehensive Income/(Loss) (net of tax expense)	-0.57	0.01	0.18
Total Comprehensive Income/(Loss) for the period	12.75	-9.80	16.28

Income Statement for the 9 Months ended 31st December 2020

All numbers in INR Cr

Particulars	9MFY21 Un Audited	9MFY20 Un Audited
Income from operations		
Revenue from projects	650.58	1,758.85
Other Income	63.84	38.62
Total Income from operations	714.42	1,797.47
Expenses		
Sub-contractor cost	226.35	275.26
Cost of raw materials and components consumed	33.31	54.69
Land purchase cost	333.77	87.63
(increase)/decrease in inventories of stock of flats, land cost and work-in-progress	-332.48	687.02
Employee benefit expense	80.31	109.78
Finance expense	260.16	256.34
Depreciation and amortization expense	15.63	16.32
Other expenses	109.94	174.77
Total expenses	726.99	1,661.81
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	-12.57	135.66
Share of profit/(loss) of associates and joint ventures, net	-2.55	-2.60
Profit before tax	-15.12	133.06
Tax expense	-1.70	45.06
Net Profit for the period	-13.42	88.00
Other Comprehensive Income/(Loss) (net of tax expense)	-0.36	-1.10
Total Comprehensive Income/(Loss) for the period	-13.78	86.90

Cash Flow

All numbers in INR Cr

Cash Flow Statement		Q1 FY 21	Q2 FY 21	Q3 FY 21	9M FY21
A	Operating Inflows	187.8	285.2	374.8	847.8
B	Operating Outflows	(151.5)	(183.9)	(189.5)	(524.9)
C=A-B	Operating Surplus	36.4	101.2	185.3	322.9
	<i>Less</i>				
	Interest Cost(Net)	(15.0)	(52.6)	(58.4)	(126.0)
	Tax Paid	(4.1)	(6.2)	(5.2)	(15.5)
D	Operating Surplus after tax and interest	17.3	42.4	121.7	181.4
	Investment Activity				
	Land Payments including advances & deposits	(0.2)	(78.4)	(152.3)	(230.9)
	Purchase of Fixed Assets	(0.1)	(0.2)	(0.4)	(0.6)
	Other Assets & Investments	0.0	(0.0)	(0.1)	(0.2)
E	Total from Investing Activity	(0.3)	(78.5)	(152.8)	(231.7)
	Financing Activity				
	Loan Drawal/(Repayments)	4.3	46.2	(220.6)	(170.1)
	Investment by IFC			301.0	301.0
	Loan to Associates/Subsidiary inflow/(Repayment)	(0.0)	0.0	16.2	16.2
	Dividend including DDT	0.0	0.0	(0.0)	(0.0)
F	Total from Financing Activity	4.3	46.2	96.6	147.1
G=D+E+F	Net Operating Surplus	21.3	10.1	65.4	96.9
	Opening Cash and Bank Balances	144.6	165.9	176.0	144.6
	Closing Cash and Bank Balances	165.9	176.0	241.5	241.5

Projected Cash Flow : Visibility from ongoing open for sale units

All numbers in INR Cr

		Puravankara	Provident	Total
Balance collections from sold units ¹	(A)	948	1,209	2,157
Value of Inventory open for sale ²	(B)	3,110	1,769	4,879
Balance cost to go ³	(C)	1,500	1,323	2,823
Surplus (A) + (B) – (C)	(D)	2,558	1,655	4,212
Surplus from Inventory not open for sale (F)-(G+H)	(E)	1,498	442	1,940
Value of Inventory not open for sale	(F)	2,894	1,254	4,148
Balance cost to complete	(G)	1,296	712	2,008
Contingencies ⁴	(H)	100	100	200
Total Estimated Surplus (D +E)		4,055	2,097	6,152

Note:

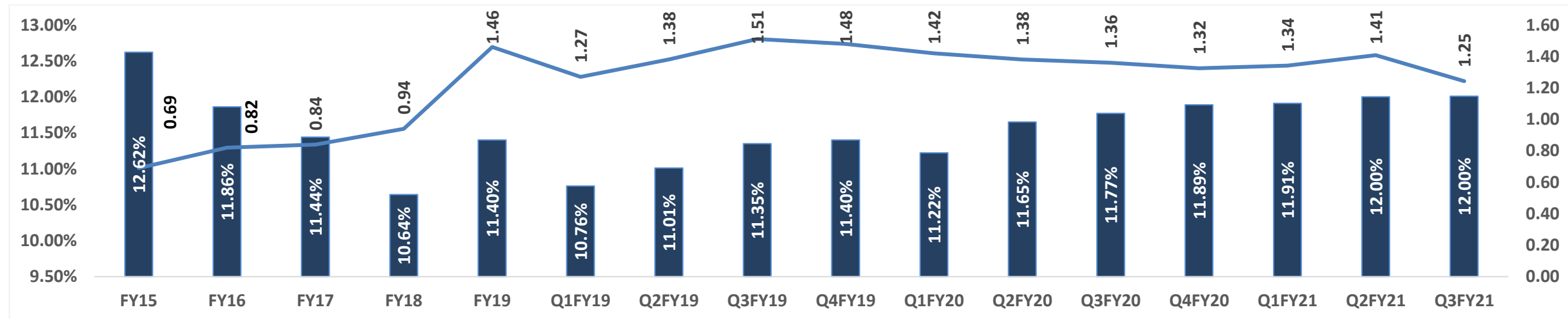
1. Includes debtors and unbilled amount
2. Value of inventory has been arrived based on current selling rates
3. Balance cost to go is based on estimates and subject to review on periodic basis
4. The cost does not include sales & marketing , GST, general overheads and interest costs
5. Contingencies 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

Debt Profile – Reduction in debt with equity funds

All numbers in INR Cr

in Rs. Cr	Q3FY21	Q2FY21	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	Q4FY19	Q3FY19
Opening Balance	2,834	2,680	2,681	2741	2,827	2,889	2,921	2,902	2,642
Net Addition (Repayment)	-221	154	-1	-61	-86	-62	-32	19	260
Debt Outstanding	2,613	2,834	2,680	2681	2,741	2,827	2,889	2,921	2,902
Less: Cash and Cash Equivalents	241	176	131	145	151	213	190	178	153
Net debt	2,372	2,658	2,549	2,536	2,590	2,614	2,699	2,743	2,749
Cost of Debt	12.00%	12.00%	11.91%	11.89%	11.77%	11.65%	11.22%	11.40%	11.35%
Net Worth	1,901	1,887	1,901	1,914	1,911	1,895	1,895	1,857	1,818
Net Debt / Equity Ratio	1.25	1.41	1.34	1.32	1.36	1.38	1.42	1.48	1.51

Weighted Average Cost of Debt & Net Debt / Equity Ratio



Debt does not include NCD/OCD worth INR 443 Cr, repayment of which is dependent on project specific surplus; and not as periodic or fixed obligation

Appendix 1 : Project Status

Appendix 1 – Project Status



Project Status – Completed Projects as on December 31, 2020

S.No.	Project	Location	Developable Area	Total Flats	JD / JV Share for Developer	Puravankara's Share - Developable Area		Area Launched	Sold Cumulative		Inventory			
						Msft	Units		Msft	Units	Msft	Nos	Msft	%
COMPLETED														
Puravankara														
1	Coronation Square	Kotnur, Bengaluru	0.14	48	71%	0.10	34	0.10	17	0.04	38%	17	0.06	62%
2	Grandbay	Marine Drive, Kochi	0.51	265	100%	0.51	265	0.51	253	0.48	96%	12	0.02	4%
3	Highlands	Mallasandra, Bengaluru	1.34	848	100%	1.34	848	1.34	827	1.30	97%	21	0.04	3%
4	Palm Beach	Hennur Road, Bengaluru	1.73	1,325	70%	1.22	933	1.22	878	1.15	94%	56	0.07	6%
5	Sound of Water I	Kammanahalli, Bengaluru	0.30	115	58%	0.18	66	0.18	56	0.15	85%	10	0.03	15%
6	Windermere - I	Medavakkam, Chennai	1.63	1,036	100%	1.63	1,036	1.63	1,009	1.58	97%	27	0.04	3%
7	Windermere - II	Medavakkam, Chennai	0.94	728	100%	0.94	728	0.94	681	0.90	96%	47	0.04	4%
8	Windermere - III	Medavakkam, Chennai	0.28	280	100%	0.28	280	0.28	252	0.26	94%	28	0.02	6%
COMMERCIAL														
9	Primus	OMR, Chennai	0.18		60%	0.10		0.11		0.04	41%	0	0.07	67%
10	Gainz	Hosur Road, Bengaluru	0.27		73%	0.19		0.19	0	0.14	71%	0	0.05	29%
Provident														
11	Cosmo City - I,II	Pudupakkam, Chennai	2.24	2,174	100%	2.24	2,174	2.24	2,104	2.16	97%	70	0.08	3%
12	Green Park	Selvapuram, Coimbatore	0.58	560	70%	0.41	392	0.41	377	0.39	96%	15	0.02	4%
13	Kenworth - I	Rajendra Nagar, Hyderabad	1.27	1,106	73%	0.93	850	0.93	792	0.87	93%	58	0.06	7%
14	Skyworth I	Derebail, Mangalore	0.18	144	73%	0.13	105	0.13	58	0.07	53%	47	0.06	47%
15	Sunworth - I,II	Mysore Road, Bengaluru	2.74	2,784	100%	2.74	2,784	2.74	2,681	2.63	96%	103	0.11	4%
16	The Tree	Off Magadi Main Road, Bengaluru	0.57	560	70%	0.40	388	0.40	361	0.37	92%	27	0.03	7%
Total Completed - (A)			14.91	11,973	100%	13.34	10,884	13.33	10,346	12.53	94%	538	0.80	6%

Project Status – Under Construction as on December 31, 2020

S.No.	Project	Location	Developable Area	Total Flats	JD / JV Share for Developer	Puravankara's Share - Developable Area		Area Launched	Sold Cumulative			Inventory		
						Msft	Units		Msft	Units	Msft	Nos	Msft	%
UNDER CONSTRUCTION														
Puravankara														
1	Aspire	Bavdhan, Pune	0.33	236	90%	0.29	212	0.29	20	0.03	10%	192	0.26	90%
2	Atmosphere	Thanisandra, Bengaluru	1.59	1,042	87%	1.39	912	1.39	144	0.24	17%	768	1.15	83%
3	Emerald Bay	Keshavnagar, Pune	0.35	280	100%	0.35	280	0.35	25	0.03	10%	255	0.31	90%
4	Marine Drive I	Kochi	1.68	586	50%	0.84	293	0.84	152	0.45	53%	142	0.39	47%
5	Silversand - I	Keshavnagar, Pune	0.77	821	100%	0.77	821	0.77	692	0.64	83%	129	0.13	17%
6	Somerset House	Guindy Chennai	0.36	181	100%	0.36	181	0.36	15	0.03	9%	166	0.33	91%
7	Westend-Phase2	Hosur Road, Bengaluru	0.09	55	78%	0.07	43	0.07	23	0.04	53%	20	0.03	47%
8	Zenium - I	Airport Road Bengaluru	0.65	452	70%	0.45	317	0.45	153	0.23	50%	164	0.23	50%
Provident														
9	Adora De Goa	Zuari Nagar, Goa	1.63	2,190	84%	1.37	1,917	1.37	1,175	0.89	65%	742	0.48	35%
10	Capella	Soukya Rd, Bengaluru	0.65	763	74%	0.48	565	0.48	161	0.15	31%	404	0.33	69%
11	Equinox	Mysore Road, Bengaluru	0.66	672	100%	0.66	672	0.66	156	0.15	23%	516	0.51	77%
12	Kenworth - II	Rajendra Nagar, Hyderabad	1.03	1,150	73%	0.75	837	0.75	534	0.47	63%	303	0.28	37%
13	Kenworth Commercial	Rajendra Nagar, Hyderabad	0.05	0	73%	0.04	0	0.04	0	0.02	43%	0	0.02	57%
14	Neora	Sampigehalli, Bengaluru	0.23	249	100%	0.23	249	0.23	132	0.12	53%	117	0.11	47%
15	Park Square	Judicial Layout, Bengaluru	1.90	2,082	87%	1.66	1,817	1.66	1,053	0.98	59%	763	0.68	41%
16	Woodfield	Electronic City, Bengaluru	0.48	356	100%	0.48	356	0.48	273	0.36	74%	83	0.12	26%
Total Under Construction (B)			12.44	11,115		10.19	9,471	10.19	4,708	4.82	47%	4,763	5.37	53%

Project Status – Not yet open for Sale units as on December 31, 2020

S.No.	Project	Location	Developable Area	Total Flats	JD / JV Share for Developer	Puravankara's Share - Developable Area		Area Launched	Sold Cumulative			Inventory		
						Msft	Units		Msft	Units	Nos	Msft	%	Nos
PHASES NOT OPEN FOR SALE														
Puravankara														
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	Palm Beach II	Hennur Road, Bengaluru	0.20	152	70%	0.14	107	-	-	-	0%	107	-	0%
6	Silversand - II	Keshavnagar, Pune	0.42	372	100%	0.42	372	-	-	-	0%	372	-	0%
7	Sound of Water II	Kammanahalli, Bengaluru	0.32	113	58%	0.18	65	-	-	-	0%	65	-	0%
8	Windermere IV	Medavakkam, Chennai	1.28	644	100%	1.28	644	-	-	-	0%	644	-	0%
9	Zenium - II	Airport Road Bengaluru	0.48	332	70%	0.34	232	-	-	-	0%	232	-	0%
Commercial														
10	Zentech Business Park	Kanakapura, Bengaluru	0.76	-	70%	0.53	-	-	-	-	0%	-	-	0%
Provident														
11	Skyworth II	Derebail, Mangalore	0.23	180	73%	0.17	131	-	-	-	0%	131	-	0%
12	Sunworth III,IV	Mysore Road, Bengaluru	2.62	2,496	100%	2.62	2,496	-	-	-	0%	2,496	-	0%
Commercial														
13	Adora De Goa	Zuari Nagar, Goa	0.20	-	100%	0.20	-	-	-	-	0%	-	-	0%
Total - Phases to be launched (C)			9.57	5,743		8.18	5,225				0%	5,225		0%
Total Ongoing - (B) + (C)			22.01	16,858		18.37	14,696	10.19	4,708	4.82	47%	9,988	5.37	53%

Notes:

- The Company also holds inventory of 0.13 msft under "Properties Held for sale" as on the reporting date.
- The economic interest in Silversands is profit sharing but the Company is the development manager and hence disclosed at 100%

Appendix 2: Other Corporate Information



Governance Structure to drive long term growth

Executive Team



Ravi Puravankara
Chairman

- Over 44 years of experience in real estate industry
- Former president of the International Real Estate Federation, Indian Chapter, Paris



Ashish Puravankara
Managing Director

- Bachelor's degree in Business Administration from Virginia Tech
- Master's degree in Business Administration from Willamette University in Salem, Oregon



Nani R. Choksey
Vice Chairman

- 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

Non Executive Directors



Anup Shah Sanmukh

Non- Executive Independent Director

- Bachelor's degree in Commerce and Law
Over 39 years of experience in field of law, specifically real estate law.
- Founder Partner of Anup S Shah Law Firm in Bengaluru



Pradeep Guha

Independent Director

- Management Diploma from Asian Institute of Management, Manila
- Over 35 years of experience in marketing and advertising



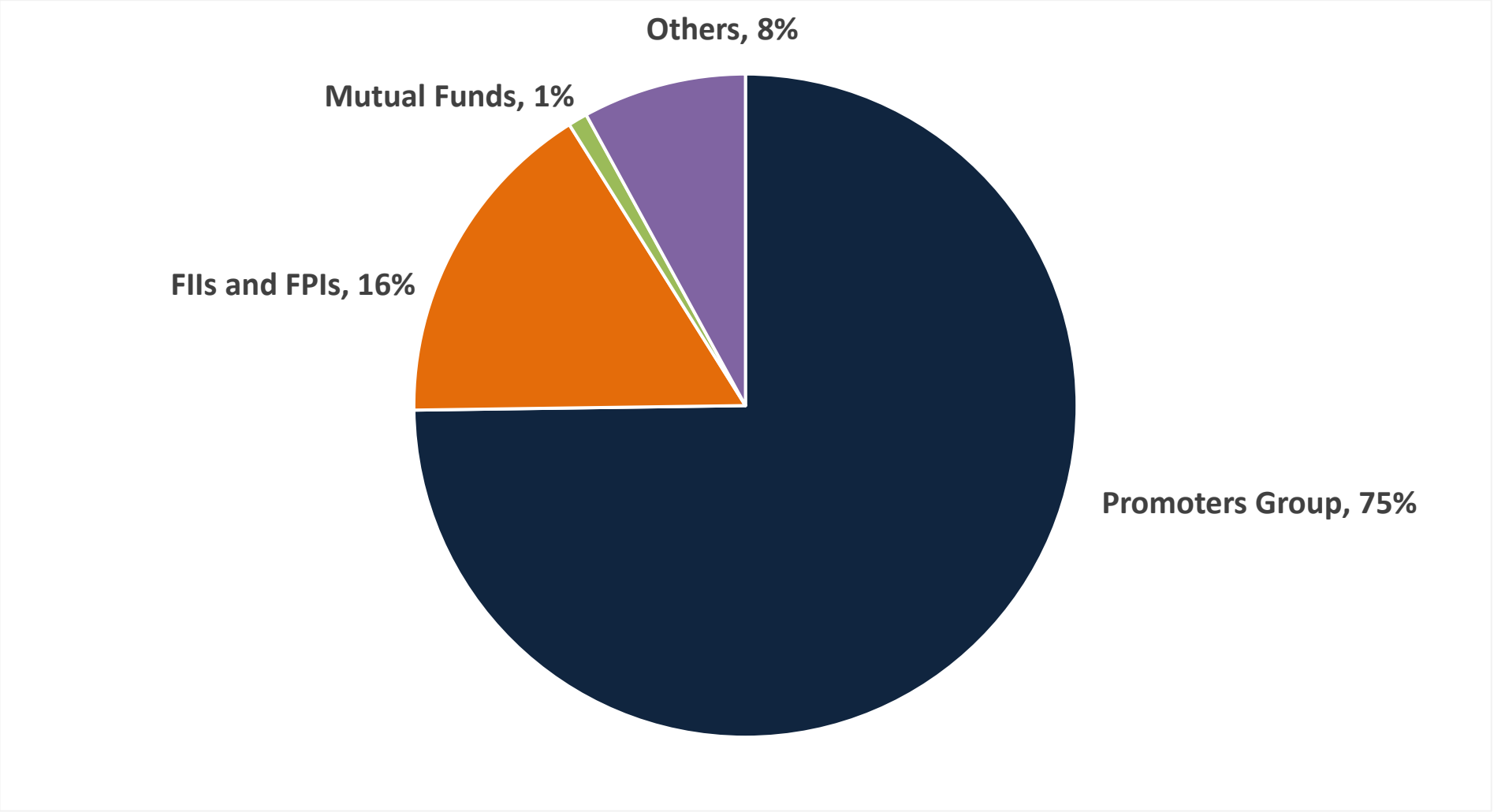
Sonali Rastogi*

Non-Executive Independent Director

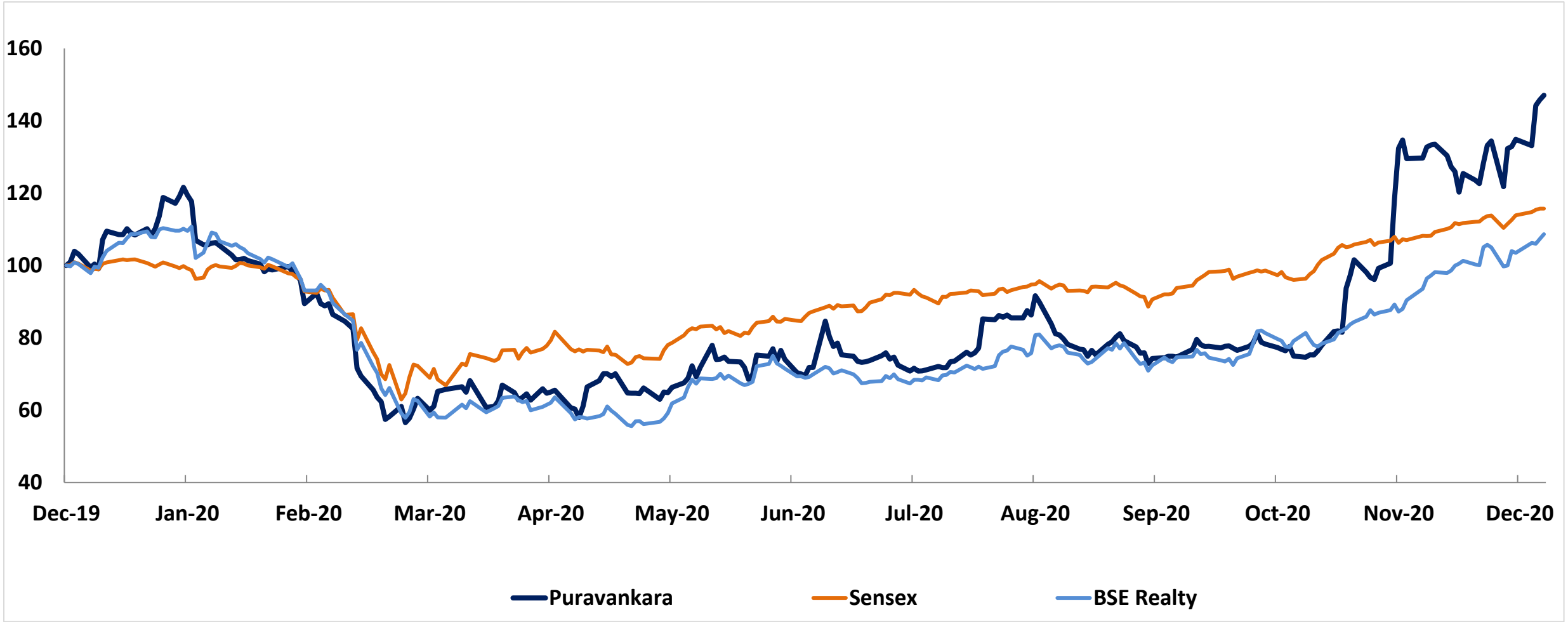
- Graduate from the School of Planning and Architecture (New Delhi) and the Architectural Association (London)
- Founder Partner – Morphogenesis
- Top 10 icons of the design world – the celebrated Platform Magazine.

* Ms Sonali Rastogi resigned as director w.e.f 31.12.2020

Shareholding Pattern as of December 31, 2020



Share Price Movement



Notes

- 1. Promoter Shares are unencumbered
- 2. Graph rebased to 100

Awards and Accolades

WORLD ECONOMIC FORUM New Champions Awards - Puravankara Limited as an Honourable Mention For Excellence in Digital Disruption.



Construction Week Awards - Real Estate Person of the Year – Mr. Ashish Puravankara



12th Annual Estate Awards - Developer of the Year - Residential (South) - Puravankara Limited



Business Connect Awards - Women Entrepreneur of the Year - Ms. Amanda Puravankara



12th Annual Estate Awards 2020 - Themed Project of the Year - (West) - Adora De Goa by Provident



12th Realty+ Conclave & Excellence Awards - South - Design Project of the Year - Purva Zenium



India Property Awards 2019 - For Best Developer of the Year - South - Puravankara Limited



Women in Corporate Awards 2019 for being recognized among the top 20 for Innovation - Ms. Amanda Puravankara



Media & Capital Market Recognition

'Premium homes saw an uptick in sales this year'

Vachurima Nandy
 machurima.n@givemint.com
 BENGALURU

India's residential real estate sector has faced huge challenges in recent years because of poor liquidity, slow sales and delayed project construction. As the covid-19 pandemic worsened the slowdown, many developers froze project launches and offered easy financing schemes to win back customers. Bengaluru-based Puravankara Ltd launched projects virtually and saw sales traction across its affordable housing arm Provident Housing and premium homes under the main brand. As part of *Mint's* ongoing 'Pivot or Perish' series, Ashish Puravankara, managing director, Puravankara



avankara spoke about the launch pipeline, customer behaviour, and opportunities in the crisis. Edited excerpts:
Why didn't Puravankara slow down on launches given that many developers have pushed fresh launches to 2021?

We are committed to our launch pipeline given the kind of demand comeback that we have seen, though overall launches have come down for most developers. We are launching 11 projects spread over 10.5 million sq ft across premium and affordable housing categories. Out of these 11 projects, six will be under the Puravankara brand and five under Provident.

In 2020-21, we are investing nearly ₹3,000 crore and anticipating revenue of more than ₹6,000 crore. We have already launched Provident Woodfield, Purva Atmosphere in Bengaluru and Purva Aspire in Pune. We are launching Emerald Bay in Pune, as well as projects in Thane and Mumbai.

Given the pandemic-led crisis, how have Provident and Puravankara performed this year in terms of sales?

Sales of Provident projects have been stable but premium homes under the Puravankara brand have witnessed better uptick. Post-covid, we find that homebuyers looking for

larger homes, more amenities and modern projects that are designed well. Provident homes are sold at a price range of ₹35-65 lakh, while Puravankara homes are around ₹75 lakh-2 crore. In a ready premium villa project in Bengaluru, priced at ₹2-3 crore,

allocate 1-3% of project costs to software technologies creating cost and time efficiencies across enterprise resource planning, project management and customer service.
What are the plans on commercial real estate?

As the real estate sector gradually tries to find its new normal, Puravankara is already working on its various expansion plans. The Bengaluru-based developer is further expanding in commercial real estate. Its managing director, Ashish Puravankara told FE's Rishi Ranjan Kala that the company plans to invest ₹7,000 crore by 2027 to build assets across 12 million sq ft (msf). This is besides its launch plans for residential space. Excerpts:

collection of agreements, or documents and financial instruments from customers and deposit it in banks on their behalf.

How are you leveraging digital medium? What has been your experience?

The realty space has been very encouraging of technology, the rate of tech-penetration has especially accelerated in last five years. Most importantly, data driven marketing has an edge over traditional marketing tools,



ment partners and our technical expertise in design and innovation will only support our expected take up rates, going forward. Also we are focusing on expanding our product offerings in commercial/industrial asset classes to cater to increased long-term needs for quality office space, logistics hubs and other industrial facilities. For realising our aspirations in this business, we are leveraging on the expertise and network of international players via strategic partnerships.

cern, we are confident that our projects will address the changing needs of consumers in these times. We are currently planning and designing new aspects in our upcoming projects to suit needs of the post-Covid world.
 For our launch pipeline in FY21, we will be investing close to ₹3,000 crore and anticipating revenue of over ₹6,000 crore. Out of which, we have successfully launched close to 2.5 msf, which comprises three of our projects — Provident Woodfield, Purva Atmosphere

● **INTERVIEW: ASHISH PURAVANKARA**, managing director, Puravankara

'Early adoption of tech has kept us ahead of the curve and address operational issues post Covid'

Puravankara Ltd plans to spend ₹3,000 cr on 11 projects in pipeline

PIVOT
 ASHISH PURAVANKARA

ANIL URS
 Bengaluru, October 28
 Puravankara Limited is planning a ₹3,000-crore spend this fiscal to launch 11 projects.

"A total of 10.5 million square feet (msft), with a mix of ultra-luxury, luxury and premium affordable housing projects is planned this fiscal. Out of these 11 projects, six will be under the brand Puravankara (2.36 msft) and five under Provident (7.07 msft)," Ashish R Puravankara, Managing Director, Puravankara Limited, told *BusinessLine*.

"The funding is a mix of internal accruals and debt. We are anticipating revenue of over ₹6,000 crore. Out of which, we have successfully launched close to 2.5 msft which comprises three of our projects - Provident

A total of 10.5 million square feet (msft), with a mix of ultra-luxury, luxury and premium affordable housing projects is planned this fiscal. Out of these 11 projects, six will be under the brand Puravankara and five under Provident

Woodfield, Purva Atmosphere in Bengaluru and Purva Aspire in Pune," he added.

Fourth project this fiscal
 The company is to launch its fourth project for the fiscal - Emerald Bay at Purva Silversand in Pune.

Talking about the company's debt management, Ashish said "The first-

quarter of this fiscal was challenging for the economy including the real estate sector."

"At Puravankara, we have managed to navigate through these uncertain times and remain confident that demand will return to normal levels as consumer sentiments are improving. For the quarter, our debt-equity ratio has improved significantly at 1.33 as compared to 1.42 in the previous year quarter."

Virtual platforms
 On the Covid front, the company streamlined its processes for homebuyers and made all the projects available on virtual platforms so that buyers get to view and assess a property without having to go to the project site physically.

IFC to Invest in Puravankara Realty Projects

MUMBAI The International Finance Corporation (IFC), a member of the World Bank Group, and IFC Emerging Asia Fund (EAF), have partnered real estate developer Puravankara Group to invest ₹556 crore in the development of up to



This will comprise an investment of ₹240 crore by IFC and an equal amount by EAF, along with a loan of ₹76 crore from IFC. —Our Bureau

IFC to invest up to ₹556 cr in Puravankara arm Provident

FE BUREAU
 New Delhi, December 17

PURAVANKARA ON THURSDAY announced that International Finance Corporation (IFC) and IFC Emerging Asia Fund (EAF) will invest up to ₹556 crore, or roughly \$76 million, in residential projects of the Bengaluru-based developer's affordable housing arm, Provident.

The investments will cover four affordable housing projects. Two are planned in Kochi and Bengaluru with a saleable area of 4.5 million sq ft. Around 4,000 housing units will be built in the next five to seven years, while the other two projects will be identified by 2021.

IFC and EAF will invest the ₹556 crore in special purpose vehicles set up by Puravankara, which will comprise an investment of ₹240 crore (around \$33 million) by IFC and an equal amount by EAF, along

IFC lends \$30 m to Biological E

INTERNATIONAL FINANCE Corporation on Thursday said it is providing a loan of up to \$30 million (around ₹220 crore) to Biological E. The loan will support the pharmaceutical firm's expansion of low-priced, generic vaccines for routine immunisation of children and boost capacity for manufacturing any future Covid-19 vaccine. —PTI

with a loan of ₹76 crore (approximately \$10 million) from IFC.

Puravankara managing director Ashish Puravankara told *FE*, "We are one of the few listed developers that IFC has funded. But we are most probably the largest transaction that IFC has funded for real estate in India".

On the rationale behind selecting Bengaluru and Kochi, Puravankara said there are two ends to affordable housing. One is popularly known in western constructs and in India as social housing, which is by way of ticket size in most

cities, excluding Mumbai, in the region of ₹10-25 lakh. "Other segment is more value for money, aspirational, high quality, and non-social housing. Because of location and price of land, they are typically in the ₹30-60 lakh ticket size. It depends on the product and location.

In Bangalore, our project is ahead of the international airport so it is not for city centre or secondary business district location," he said.

Last is that definition of affordability changes from city to city in India. In a metro like Mumbai, affordability is

₹60 lakh to ₹1 crore, which would be probably defined as luxury in many other cities.

"Provident's business model is not in social housing. What Provident has done is that it is going into locations with well designed, aspirational, high quality, value for money affordable projects with ticket size in the range of ₹30-60 lakh," he said.

Going ahead, faster growth is expected in white collar jobs in India, which will expand the market for aspirational affordable housing. This will be seen in many cities going forward like Pune, Chennai and other manufacturing and logistics hubs.

IFC India head, Jun Zhang said, "In a post-Covid world, the housing sector can play a key role in India. Financing affordable and green housing can protect jobs, preserve livelihoods, and address climate change while restarting economies," said Jun Zhang, country head, India, IFC.

The strategic partnership aims to address the growing demand for housing in India by providing customers with affordable quality homes, said Ashish Puravankara, managing director of Puravankara Group.

IFC, EAF set to invest \$76 mn in Puravankara budget housing

Machurima Nandy
 machurima.n@givemint.com
 BENGALURU

International Finance Corp. (IFC) and IFC Emerging Asia Fund (EAF) will invest up to \$76 million (₹556 crore) in four residential projects of Puravankara Group to be developed under the Provident affordable housing brand.

IFC and EAF will invest \$33 million each in special purpose vehicles set up by Puravankara, while IFC will also extend a loan of \$10 million.

Two of these four projects are planned in Kochi and Bengaluru with a saleable area of 4.5 million sq ft. Around 4,000 housing units will be built under these two projects in the next 5-7 years, with other projects to be identified by next year. The Kochi project will be designed according to IFC's green building certification system, Excellence in Design for Greater Efficiencies (EDGE).

The financing by IFC and EAF, parts of the World Bank group, will allow for quick scaling up of the affordable housing business across India, especially among first-time homebuyers, Puravankara said on Thursday.

"In a post-covid world, the housing sector can play a key role in India. Financing affordable and green housing can protect jobs, preserve livelihoods, and address climate change while restarting economies," said Jun Zhang, country head, India, IFC.

The strategic partnership aims to address the growing demand for housing in India by providing customers with affordable quality homes, said Ashish Puravankara, managing director of Puravankara Group.

Robust long term business continuity plan, capital infusion with constant emphasis on technology adaptation to better customer experience has helped in strengthening our position as a thought leader for the Q3 FY20-21

Appendix 3: Our Completed Projects



PURVA GAINZ

Our Completed Projects



Appendix 4 : Select Ongoing Projects



Select Ongoing Projects



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

Puravankara Limited

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