

# PURAVANKARA

Results – 31 March 2011

**35** years **PURAVANKARA**  
CELEBRATING THE JOY OF LIVING



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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*

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



**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

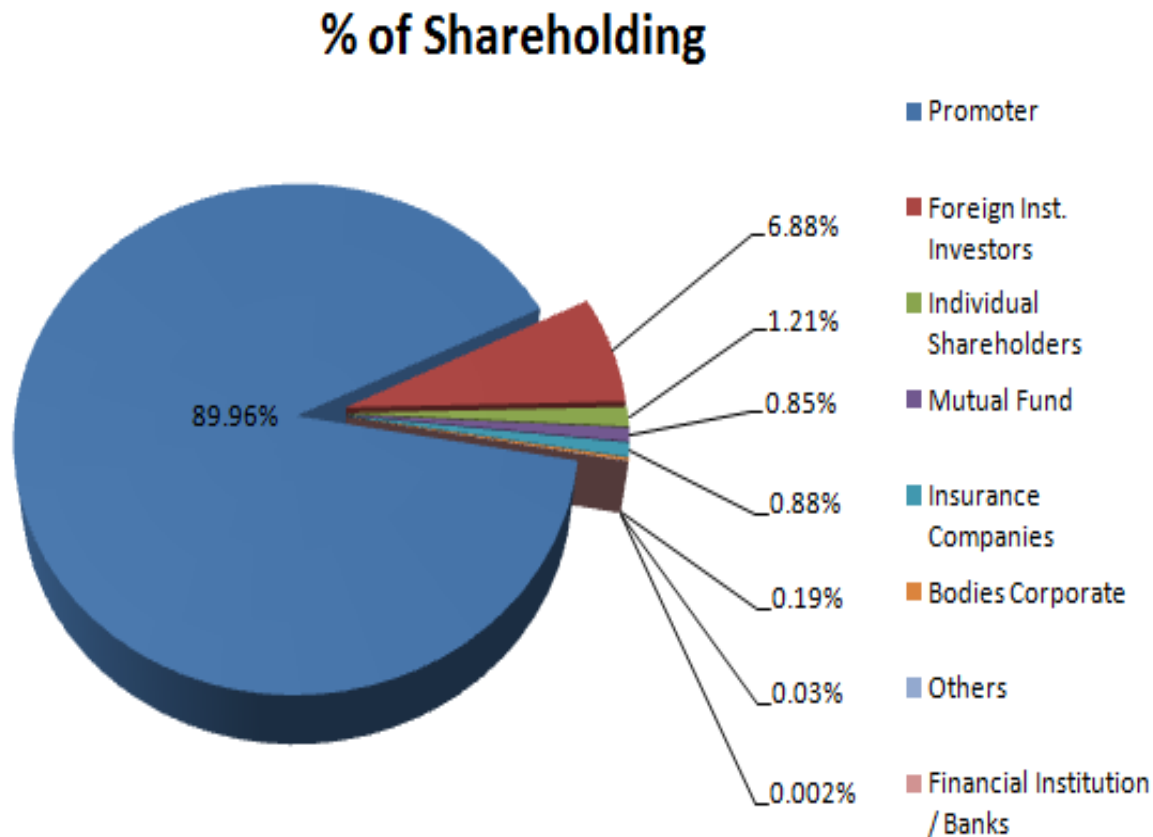
- Development Potential

	Developable Area	Saleable Area
	Msft	Msft
Future	118.23	89.94
Current (18 projects)	25.20	22.11
Total	143.43	112.05

- Future Developable area of 118.23 msft, 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 Mar 2011



## Notes

Promoter Shares are unencumbered

## Prominent FI's

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

# Land Portfolio

	Ongoing	Future	Total
Developable Area	25.20	118.23	143.43
Saleable Area	22.11	89.94	112.05
Land Area	11.64	49.71	61.35

- Land in Msft represents land which has been acquired
- FSI cost of land per sft is ₹113/-
- Development, Saleable Area are indicative in nature and is subject to change post receipt of regulatory approvals

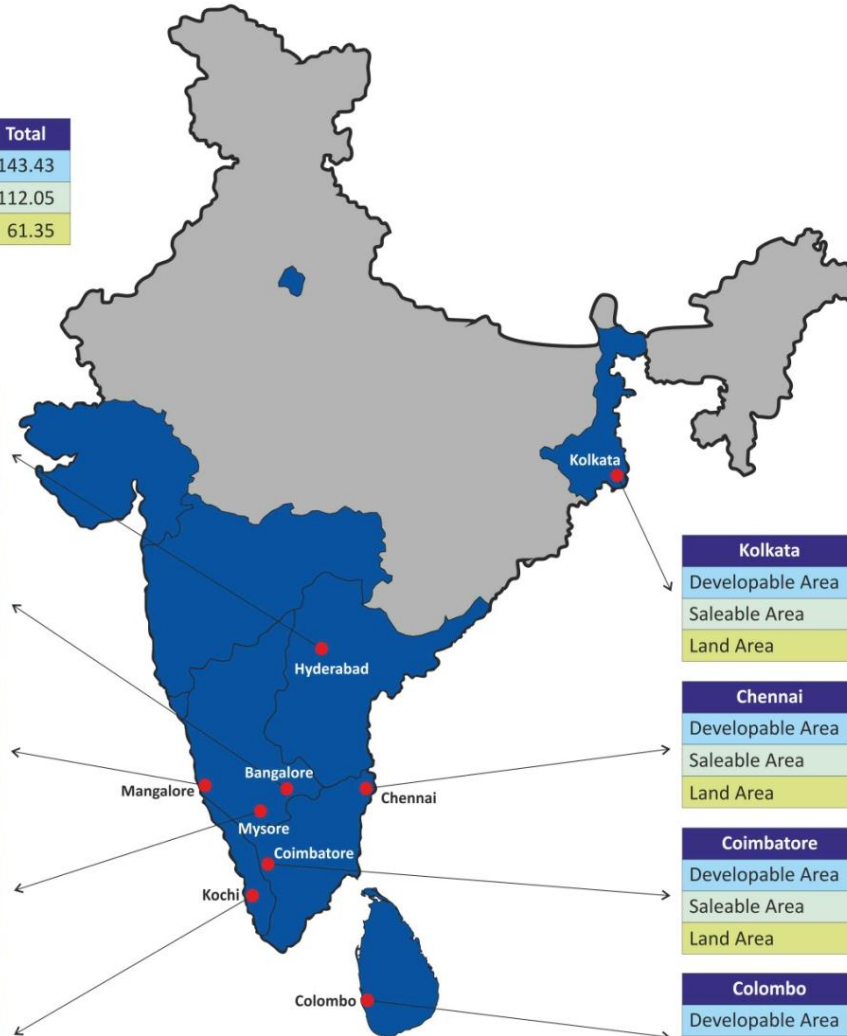
Hyderabad	Ongoing	Future
Developable Area	-	4.64
Saleable Area	-	4.24
Land Area	-	1.00

Bangalore	Ongoing	Future
Developable Area	12.71	91.02
Saleable Area	11.15	63.63
Land Area	5.60	41.03

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	-	2.95
Saleable Area	-	2.77
Land Area	-	1.37

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

All figures in million sq. ft.

# Sales – 31 Mar 2011

<i>Based on Bookings</i>										<b>Quarter ended</b>		
	<b>Area Sold</b>			<b>Units Sold</b>			<b>Sale Value</b>			<b>Sale Realization</b>		
	<i>Mar-11</i> <i>msft</i>	<i>Mar-10</i> <i>msft</i>	<i>%</i>	<i>Mar-11</i> <i>No.s</i>	<i>Mar-10</i> <i>No.s</i>	<i>%</i>	<i>Mar-11</i> <i>Rs.in million</i>	<i>Mar-10</i> <i>Rs.in million</i>	<i>%</i>	<i>Mar-11</i> <i>Rs.psft</i>	<i>Mar-10</i> <i>Rs.psft</i>	<i>%</i>
Puravankara	0.51	0.19	168%	328	117	180%	1,754	590	197%	3,437	3,102	11%
Provident	0.27	0.25	11%	267	240	11%	555	494	12%	2,027	2,007	1%
<b>Total</b>	<b>0.78</b>	<b>0.44</b>	<b>80%</b>	<b>595</b>	<b>357</b>	<b>67%</b>	<b>2,309</b>	<b>1,083</b>	<b>113%</b>	<b>2,945</b>	<b>2,485</b>	<b>19%</b>

<i>Based on Bookings</i>										<b>Year ended</b>		
	<b>Area Sold</b>			<b>Units Sold</b>			<b>Sale Value</b>			<b>Sale Realization</b>		
	<i>Mar-11</i> <i>msft</i>	<i>Mar-10</i> <i>msft</i>	<i>%</i>	<i>Mar-11</i> <i>No.s</i>	<i>Mar-10</i> <i>No.s</i>	<i>%</i>	<i>Mar-11</i> <i>Rs.in million</i>	<i>Mar-10</i> <i>Rs.in million</i>	<i>%</i>	<i>Mar-11</i> <i>Rs.psft</i>	<i>Mar-10</i> <i>Rs.psft</i>	<i>%</i>
Puravankara	1.89	0.85	121%	1,170	525	123%	6,134	2,676	129%	3,248	3,133	4%
Provident	1.21	1.63	-26%	1,181	1,588	-26%	2,439	3,309	-26%	2,016	2,033	-1%
<b>Total</b>	<b>3.10</b>	<b>2.48</b>	<b>25%</b>	<b>2,351</b>	<b>2,113</b>	<b>11%</b>	<b>8,573</b>	<b>5,985</b>	<b>43%</b>	<b>2,767</b>	<b>2,412</b>	<b>15%</b>

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



## Sales – 31 Mar 2011 (contd.)

As compared to the corresponding **quarter ended** 31 Mar 2010

- Sales Volume increased by 168%
- Sales Value increased by 197%
- Sales Realization increased by 11%

As compared to the corresponding **year ended** 31 Mar 2010

- Sales Volume increased by 121%
- Sales Value increased by 129%
- Sales Realization increased by 4%

# Current Project Status – 31 Mar 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
<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, Bangalore	0.24	131	62%	0.15	0.15	0.07	53%
2	Platina	Sanjay Nagar, Bangalore	0.14	70	62%	0.09	0.09	0.006	93%
3	Mid-Town	K.R. Puram, Bangalore	0.46	306	72%	0.33	0.33	0.10	71%
			<b>0.84</b>	<b>507</b>		<b>0.57</b>	<b>0.57</b>	<b>0.17</b>	
<b>Joint Venture</b>									
3	Elita Promenade	JP Nagar, Bangalore	2.55	1,573	49%	1.25	1.25	1.18	6%
4	Elita Garden Vista	Rajarhat, Kolkata	2.28	1,278	36%	0.82	0.44	0.38	14%
			<b>4.83</b>	<b>2,851</b>		<b>2.07</b>	<b>1.69</b>	<b>1.56</b>	
<b>Owned</b>									
5	Venezia	Yelahanka, Bangalore	2.09	1,332	100%	2.09	2.09	1.66	21%
6	Highlands	Mallasandra, Bangalore	2.54	1,589	100%	2.54	1.36	0.83	39%
7	Grand Bay	Marine Drive, Kochi	0.51	265	100%	0.51	0.51	0.32	37%
8	Eternity	Kakkanad, Kochi	0.96	600	100%	0.96	0.80	0.46	42%
9	Swan Lake	OMR, Chennai	1.17	729	100%	1.17	1.17	0.36	69%
10	Moon Reach	Airport-Seaport Rd, Kochi	0.39	196	100%	0.39	0.15	0.14	8%
11	Oceana	Marine Drive, Kochi	0.26	96	100%	0.26	0.26	-	100%
12	Skywood	Sarjapur Road, Bangalore	1.24	730	100%	1.24	1.24	0.84	33%
13	Windermere	Medavakkam, Chennai	4.13	2,688	100%	4.13	4.13	0.27	93%
			<b>13.30</b>	<b>8,225.00</b>		<b>13.30</b>	<b>11.71</b>	<b>4.88</b>	<b>4.42</b>
	<b>Total - (A)</b>		<b>18.97</b>	<b>11,583</b>		<b>15.94</b>	<b>13.98</b>	<b>6.61</b>	<b>53%</b>
<b>Provident</b>									
<b>Owned</b>									
15	Cosmo City	Pudupakkam, Chennai	2.23	2,174	100%	2.23	1.68	1.59	5%
16	Wellworth City	Doddaballapur Rd, Bangalore	3.46	3,360	100%	3.46	1.41	1.07	24%
	<b>Total - (B)</b>		<b>5.69</b>	<b>5,534</b>		<b>5.69</b>	<b>3.09</b>	<b>2.66</b>	<b>14%</b>
	<b>Total Residential - (A) + (B)</b>		<b>24.66</b>	<b>17,117</b>		<b>21.63</b>	<b>17.07</b>	<b>9.27</b>	<b>0.67</b>
<b>Commercial:</b>									
<b>Puravankara</b>									
<b>Joint Development</b>									
17	Primus	OMR, Chennai	0.18	-	60%	0.11	0.10	-	100%
<b>Owned</b>									
18	Moneto	Guindy, Chennai	0.35	-	100%	0.35	0.35	-	100%
	<b>Total Commercial</b>		<b>0.53</b>			<b>0.46</b>	<b>0.45</b>	<b>-</b>	<b>100%</b>
	<b>Grand Total</b>		<b>25.19</b>	<b>17,117</b>		<b>22.09</b>	<b>17.52</b>	<b>9.27</b>	<b>47%</b>

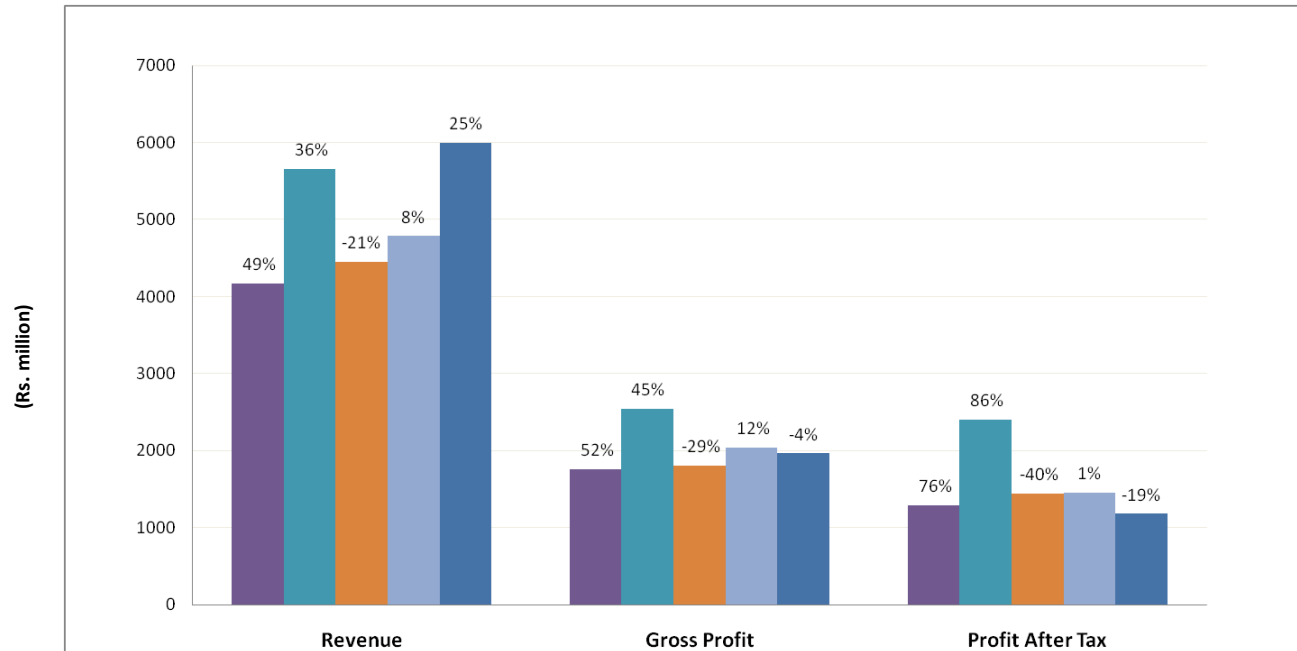
# Audited Income Statement

	Consolidated Quarter ended Q4 FY 11 ₹ 31-Mar-11		Consolidated Quarter ended Q4 FY 10 ₹ 31-Mar-10	
<b>INCOME</b>				
Revenues	1,55,21,80,737		1,22,80,80,207	
Cost of Revenues	1,12,89,98,412		78,41,91,245	
<b>GROSS PROFIT</b>	<b>42,31,82,325</b>	27.26%	<b>44,38,88,961</b>	36.14%
Selling expenses	6,99,72,783	4.51%	3,25,62,943	2.65%
General and administrative expenses	7,70,22,490	4.96%	7,28,49,235	5.93%
<b>OPERATING PROFIT</b>	<b>27,61,87,053</b>	17.79%	<b>33,84,76,784</b>	27.56%
Net finance income / (expense)	24,82,366	0.16%	28,22,555	0.23%
	<b>27,86,69,419</b>	17.95%	<b>34,12,99,339</b>	27.79%
<b>SHARE IN THE PROFIT /(LOSS) OF ASSOCIATES</b>	(4,02,85,642)		5,67,04,753	4.62%
<b>PROFIT BEFORE TAX</b>	<b>23,83,83,776</b>	15.36%	<b>39,80,04,092</b>	32.41%
Provision for tax	6,96,47,279	29.22%	-3,92,75,080	-9.87%
<b>PROFIT AFTER TAX</b>	<b>16,87,36,497</b>	10.87%	<b>43,72,79,172</b>	35.61%

# Audited Income Statement – contd.

	Consolidated 12 Mths ended Q4 FY 11 ₹ 31-Mar-11		Consolidated Year ended FY 10 ₹ 31-Mar-10	
<b>INCOME</b>				
Revenues	5,99,20,89,285		4,78,36,19,708	
Cost of Revenues	4,02,80,22,109		2,74,81,25,814	
<b>GROSS PROFIT</b>	<b>1,96,40,67,176</b>	32.78%	<b>2,03,54,93,894</b>	42.55%
Selling expenses	26,01,46,882	4.34%	17,05,12,311	3.56%
General and administrative expenses	28,80,21,167	4.81%	28,24,49,108	5.90%
<b>OPERATING PROFIT</b>	<b>1,41,58,99,127</b>	23.63%	<b>1,58,25,32,476</b>	33.08%
Net finance income / (expense)	5,44,42,186	0.91%	1,59,04,738	0.33%
	<b>1,47,03,41,313</b>	24.54%	<b>1,59,84,37,213</b>	33.41%
<b>SHARE IN THE PROFIT /(LOSS) OF ASSOCIATES</b>	(1,16,05,559)		15,28,27,150	3.19%
<b>PROFIT BEFORE TAX</b>	<b>1,45,87,35,755</b>	24.34%	<b>1,75,12,64,364</b>	36.61%
Provision for tax	27,96,75,029	19.17%	29,80,79,275	17.02%
<b>PROFIT AFTER TAX</b>	<b>1,17,90,60,726</b>	19.68%	<b>1,45,31,85,089</b>	30.38%

# 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*



# Debt – 31 Mar 2011

<b>Debt Movement</b>	<b>Q4 - 2011</b> ₹ Million	<b>Q4 - 2010</b> ₹ Million	<b>2011</b> ₹ Million	<b>2010</b> ₹ Million
Opening Balance	10,502	8,326	8,811	8,146
Additions during the period	2,438	1,101	7,132	3,419
Repayments during the period	1,352	615	4,356	2,753
<b>Closing balance</b>	<b>11,587</b>	<b>8,811</b>	<b>11,587</b>	<b>8,811</b>
Less: Cash and Cash Equivalents	999	782	999	782
<b>Net debt</b>	<b>10,588</b>	<b>8,029</b>	<b>10,588</b>	<b>8,029</b>
<b>Debt / Equity Ratio</b>	<b>0.67</b>	<b>0.56</b>	<b>0.67</b>	<b>0.56</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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