



# Result Highlights

## Consolidated Revenues

- **FY12** recorded at Rs. 8.15 Billion ('11 – Rs.6 Billion); **up by 36%**
- **QE Mar '12** at Rs. 2.32 Billion ('11- Rs. 1.56 Billion); **up by 49%**

## Consolidated Profit Before Tax (PBT)

- **FY12** at Rs. 1.96 Billion ('11 – Rs. 1.46 Billion); **up by 34%**
- **QE Mar '12** at Rs. 0.65 Billion ('11 – Rs. 0.24 Billion); **up by 173%**

## Consolidated Profit After Tax (PAT)

- **FY12** at Rs. 1.36 Billion ('11 – Rs. 1.18 Billion); **up by 15%**
- **QE Mar'12** at Rs. 0.46 Billion ('11 – Rs. 0.17 Billion); **up by 173%**

## Sales Realization

- **Puravankara - FY12** at Rs. 3,930 psft ('11 – Rs. 3,303); **up by 19%**
- **Provident - QE Mar'12** at Rs. 2,679 psft ('11 – Rs. 2,016 psft); **up by 32%**

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

# Contents

- Corporate Overview
- Sales
- Audited Financial Statements
- Debt
- Land Portfolio
- Current Project Status
- Execution Update of Projects
- Corporate Profile
- Board of Directors and Management
- Shareholding Pattern
- Disclaimer

# Corporate Overview

- Development Potential

	Saleable Area (Msft)	
Future		
- Proposed Launches*	16.98	
-Balance	70.93	
		87.90
Current (20 projects)		25.26
<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% affordable housing subsidiary, Provident Housing Limited
- Infrastructure and contracting, 100% subsidiary, Starworth Infrastructure & Construction Ltd.

# Sales – 31 Mar 2012

**Based on Bookings**
**Quarter ended**

	Area Sold			Units Sold			Sale Value			Sale Realization		
	Mar-12 msft	Mar-11 msft	%	Mar-12 No.s	Mar-11 No.s	%	Mar-12 Rs.in million	Mar-11 Rs.in million	%	Mar-12 Rs.psft	Mar-11 Rs.psft	%
Puravankara	0.32	0.40	-20%	192	264	-27%	1,383	1,423	-3%	4,272	3,517	21%
Associates	0.03	0.04	-23%	19	65	-70%	137	134	2%	4,178	3,153	33%
Provident	0.33	0.27	21%	314	267	18%	963	555	74%	2,902	2,027	43%
<b>Total</b>	<b>0.69</b>	<b>0.72</b>	<b>-4%</b>	<b>525</b>	<b>596</b>	<b>-12%</b>	<b>2,483</b>	<b>2,111</b>	<b>18%</b>	<b>3,607</b>	<b>2,930</b>	<b>23%</b>

**Based on Bookings**
**Year ended**

	Area Sold			Units Sold			Sale Value			Sale Realization		
	Mar-12 msft	Mar-11 msft	%	Mar-12 No.s	Mar-11 No.s	%	Mar-12 Rs.in million	Mar-11 Rs.in million	%	Mar-12 Rs.psft	Mar-11 Rs.psft	%
Puravankara	1.68	1.38	22%	1,014	858	18%	6,596	4,543	45%	3,930	3,303	19%
Associates	0.08	0.21	-61%	49	167	-71%	335	661	-49%	4,053	3,146	29%
Provident	0.68	1.21	-44%	685	1,181	-42%	1,823	2,439	-25%	2,679	2,016	33%
<b>Total</b>	<b>2.44</b>	<b>2.80</b>	<b>-13%</b>	<b>1,748</b>	<b>2,206</b>	<b>-21%</b>	<b>8,754</b>	<b>7,643</b>	<b>15%</b>	<b>3,586</b>	<b>2,734</b>	<b>31%</b>

**Notes**
*Area Sold, units sold and sales values are net of cancellations*
*Associates represents share of sales from Joint Venture with Keppel, Singapore*

# Income Statement - Analysis

	Consolidated 12 Mths ended FY 12 ₹ 31-Mar-12		Consolidated 12 Mths ended FY 11 ₹ 31-Mar-11
<b>INCOME</b>			
Revenues	8,14,63,27,259		5,99,20,89,285
Cost of Revenues	<u>5,31,74,00,598</u>		<u>4,02,80,22,109</u>
<b>GROSS PROFIT</b>	<b>2,82,89,26,661</b> 34.73%		<b>1,96,40,67,176</b> 32.78%
Selling expenses	52,85,39,783		26,01,46,882
General and administrative expenses	<u>34,78,56,097</u>		<u>28,80,21,167</u>
<b>OPERATING PROFIT</b>	<b>1,95,25,30,781</b> 23.97%		<b>1,41,58,99,127</b> 23.63%
Other Income			
Net finance income / (expense)	<u>-3,08,82,621</u>		<u>5,44,42,186</u>
<b>SHARE IN THE PROFIT /(LOSS) OF ASSOCIATES</b>	<b>1,92,16,48,161</b> 23.59%		<b>1,47,03,41,313</b> 24.54%
	<u>4,31,52,088</u>		<u>(1,16,05,559)</u>
<b>Profit before tax and prior period items</b>	<b>1,96,48,00,249</b> 24.12%		<b>1,45,87,35,755</b> 24.34%
Tax expense	<u>62,87,34,251</u>		<u>27,96,75,029</u>
<b>Profit after tax and before prior period items</b>	<b>1,33,60,65,998</b> 16.40%		<b>1,17,90,60,726</b> 19.68%
Prior period income (net of tax expense)	<u>2,12,43,984</u>		<u>-</u>
<b>Profit after tax and before prior period items</b>	<b>1,35,73,09,982</b> 16.66%		<b>1,17,90,60,726</b> 19.68%

*The figures disclosed in this Income Statement has been presented in the earlier format for the purposes of analysis and comparability and hence are not strictly comparable to the audited Statement of Profit & Loss Account as per Revised Schedule VI issued by Ministry of Company Affairs*

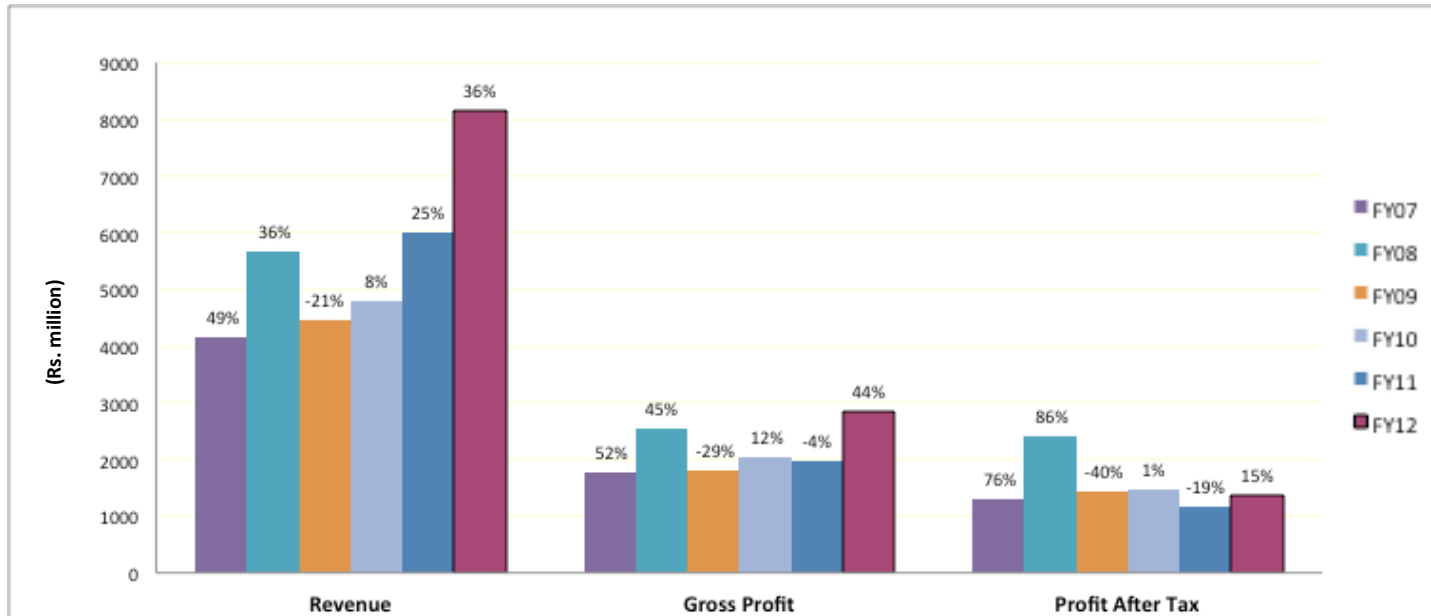


# Income Statement - Analysis – (contd.)

	Consolidated Quarter ended Q4 FY 12 ₹ 31-Mar-12		Consolidated Quarter ended Q4 FY 11 ₹ 31-Mar-11
<b>INCOME</b>			
Revenues	2,32,10,55,434		1,55,21,80,737
Cost of Revenues	<u>1,48,40,26,436</u>		<u>1,12,89,98,412</u>
<b>GROSS PROFIT</b>	<b>83,70,28,998</b>	<b>36.06%</b>	<b>42,31,82,325</b>
			<b>27.26%</b>
Selling expenses	14,09,80,264		6,99,72,783
General and administrative expenses	<u>10,28,99,942</u>		<u>7,70,22,490</u>
<b>OPERATING PROFIT</b>	<b>59,31,48,792</b>	<b>25.56%</b>	<b>27,61,87,053</b>
			<b>17.79%</b>
Other Income			
Net finance income / (expense)	<u>2,07,00,600</u>		<u>24,82,366</u>
	<b>61,38,49,392</b>	<b>26.45%</b>	<b>27,86,69,419</b>
			<b>17.95%</b>
<b>SHARE IN THE PROFIT /(LOSS) OF ASSOCIATES</b>			
	<u>3,79,29,233</u>		<u>(4,02,85,642)</u>
<b>Profit before tax and prior period items</b>	<b>65,17,78,624</b>	<b>28.08%</b>	<b>23,83,83,776</b>
			<b>15.36%</b>
Tax expense	<u>19,12,80,457</u>		<u>6,96,47,279</u>
<b>Profit after tax and before prior period items</b>	<b>46,04,98,167</b>	<b>19.84%</b>	<b>16,87,36,497</b>
			<b>10.87%</b>
Prior period income (net of tax expense)	<u>-</u>		<u>-</u>
<b>Profit after tax and before prior period items</b>	<b>46,04,98,167</b>	<b>19.84%</b>	<b>16,87,36,497</b>
			<b>10.87%</b>

*The figures disclosed in this Income Statement has been presented in the earlier format for the purposes of analysis and comparability and hence are not strictly comparable to the audited Statement of Profit & Loss Account as per Revised Schedule VI issued by Ministry of Company Affairs*

# 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		FY12	FY12-Q4	FY12-Q3	FY11	FY11-Q4
Total Income	<i>Rs. in Million</i>	8,146	2,321	1,941	5,992	1,552
EBITDA from Operations	<i>Rs. in Million</i>	2,111	683	521	1,430	206
Profit before Tax	<i>Rs. in Million</i>	1,965	652	445	1,459	238
Profit after Tax	<i>Rs. in Million</i>	1,357	460	320	1,179	169
EPS (basic & diluted) - Annualized	<i>Rs.</i>	6.36	8.63	6.00	5.52	3.16
Cash EPS (basic & diluted) - Annualized	<i>Rs.</i>	9.43	12.47	8.78	7.00	4.65
EBITDA Margin	%	25.91%	29.44%	26.83%	23.87%	13.24%
Net Profit Margin	%	16.66%	19.84%	16.49%	19.68%	10.87%
Dividend Payout	%	15.72%	0.00%	0.00%	18.10%	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>	15,806	15,806	15,594	14,697	14,697
Loan Funds	<i>Rs. in Million</i>	13,253	13,253	12,080	11,587	11,587
Net Block	<i>Rs. in Million</i>	706	706	600	427	427
Net Current Assets	<i>Rs. in Million</i>	19,733	19,733	18,472	14,099	14,099
Return on Average Net Worth	%	8.04%	2.73%	1.92%	7.48%	1.07%
Net Debt Equity Ratio	x	0.74	0.74	0.69	0.67	0.67
Interest Coverage Ratio	x	3.02	3.05	3.28	3.28	1.85
Current Ratio	x	8.25	8.25	7.93	7.52	7.52
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

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

# Debt – 31 Mar 2012

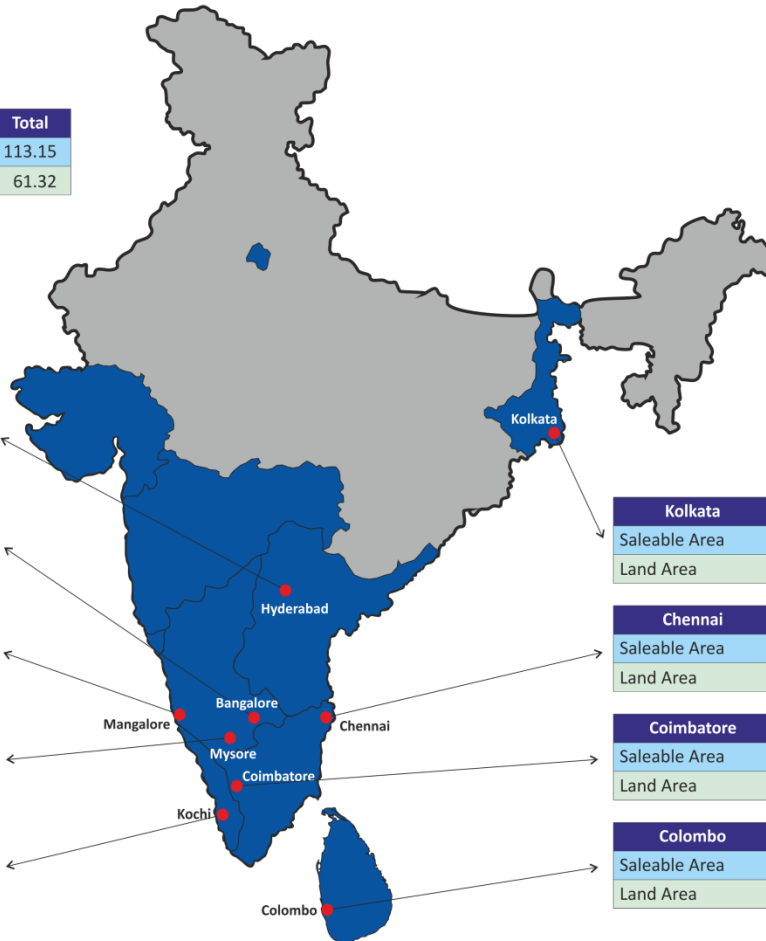
<b>Debt Movement</b>	<b>Q4 - 2012</b> ₹ Million	<b>Q4 - 2011</b> ₹ Million	<b>2012</b> ₹ Million	<b>2011</b> ₹ Million
Opening Balance	12,080	10,502	11,587	8,811
Additions during the period	3,405	2,438	8,239	7,132
Repayments during the period	2,233	1,352	6,573	4,356
<b>Closing balance</b>	<b>13,253</b>	<b>11,587</b>	<b>13,253</b>	<b>11,587</b>
Less: Cash and Cash Equivalents	798	650	798	650
<b>Net debt</b>	<b>12,455</b>	<b>10,937</b>	<b>12,455</b>	<b>10,937</b>
<b>Debt / Equity Ratio</b>	<b>0.73</b>	<b>0.69</b>	<b>0.73</b>	<b>0.69</b>

# 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	Developable Area (Msft)	PPL Share in JD	Saleable Area (Msft)	Current Status	Expected Approval date	Tentative Completion date
<b>PURAVANKARA - RESIDENTIAL</b>								
1	Bengaluru	Joint Development	0.28	65%	0.19	Development planning in progress	Q1 - FY 13	Q2 - FY 14
2	Bengaluru	Own	0.51	100%	0.51	Development planning in progress	Q1 - FY 13	Q1 - FY 15
3	Bengaluru	Own	0.40	100%	0.40	Development planning in progress	Q3 - FY 13	Q3 - FY 15
4	Bengaluru	Own	2.01	100%	2.01	Plan approved	Q4 - FY 13	Q1 - FY 16
5	Bengaluru	Own	0.72	100%	0.72	Plan approved	Q4 - FY 13	Q1 - FY 16
6	Chennai	Own	2.01	100%	2.01	Development planning in progress	Q1 - FY 13	Q4 - FY 15
7	Chennai	Own	0.08	100%	0.08	Development planning in progress	Q1 - FY 13	Q4 - FY 15
<b>PURAVANKARA - Total</b>			<b>6.01</b>		<b>5.92</b>			
<b>PROVIDENT - RESIDENTIAL</b>								
8	Bengaluru	Own	5.88	100%	5.88	Awaiting approval	Q1 - FY 13	Q4 - FY 18
9	Bengaluru	Own	2.98	100%	2.98	Development planning in progress	Q3 - FY 13	Q4 - FY 15
10	Bengaluru	Joint Development	1.77	70%	1.24	Development planning in progress	Q3 - FY 13	Q3 - FY 15
11	Mangalore	Joint Development	0.58	73%	0.42	Development planning in progress	Q1 - FY 13	Q3 - FY 14
12	Coimbatore	Joint Development	0.59	70%	0.41	Awaiting Development plan approval	Q1 - FY 13	Q4 - FY 14
13	Mysore	Joint Development	0.17	72%	0.12	Development planning in progress	Q1 - FY 13	Q2 - FY 14
<b>PROVIDENT - Total</b>			<b>11.97</b>		<b>11.05</b>			
<b>GRAND TOTAL</b>			<b>17.98</b>		<b>16.97</b>			

*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

# Current Project Status – 31 Mar 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>Puravankara - Residential (Joint Development)</b>			<b>Msft</b>	<b>Units</b>	<b>%</b>	<b>Msft</b>	<b>Msft</b>	<b>Msft</b>	<b>%</b>
1	Purva Atria	Sanjay Nagar, Bangalore	0.24	131	62%	0.15	0.15	0.13	10%
2	Purva Atria Platina	Sanjay Nagar, Bangalore	0.14	70	62%	0.09	0.09	0.01	84%
3	Purva Midtown Residences	K.R.Puram, Bangalore	0.45	306	75%	0.34	0.21	0.21	38%
4	Purva Seasons	CV Raman Nagar, Bangalore	1.08	660	60%	0.65	0.65	0.01	98%
			<b>1.91</b>	<b>1,167</b>		<b>1.22</b>	<b>1.22</b>	<b>0.36</b>	
<b>Puravankara - Residential (Joint Venture)</b>									
5	Elita Promenade	JP Nagar, Bangalore	2.55	1,573	49%	1.25	1.25	1.20	4%
6	Elita Garden Vista	Rajarhat, Kolkata	2.28	1,278	36%	0.82	0.44	0.39	12%
			<b>4.83</b>	<b>2,851</b>		<b>2.07</b>	<b>1.69</b>	<b>1.59</b>	
<b>Puravankara - Residential (Owned)</b>									
7	Purva Venezia	Yelahanka, Bangalore	2.09	1,332	100%	2.09	2.09	1.77	15%
8	Purva Highlands	Mallasandra, Bangalore	1.34	849	100%	1.34	1.34	0.85	37%
	Purva Highlands - II	Mallasandra, Bangalore	1.24	740	100%	1.20	-	-	100%
9	Purva Grandbay	Marine Drive, Kochi	0.50	265	100%	0.51	0.50	0.33	34%
10	Purva Eternity	Kakkanad, Kochi	0.96	600	100%	0.96	0.96	0.48	50%
11	Purva Swanlake	OMR, Chennai	0.83	522	100%	0.83	0.83	0.44	47%
	Purva Swanlake - II	OMR, Chennai	0.34	207	100%	0.34	0.34	0.02	95%
12	Purva Moonreach	Airport-Seaport Rd, Kochi	0.39	196	100%	0.39	0.15	0.06	63%
13	Purva Oceana	Marine Drive, Kochi	0.26	96	100%	0.26	0.26	0.07	74%
14	Purva Skywood	Sarjapur Road, Bangalore	0.65	403	100%	0.65	0.65	0.60	7%
	Purva Skywood - II	Sarjapur Road, Bangalore	0.59	327	100%	0.59	0.59	0.30	49%
15	Purva Windermere	Medavakkam, Chennai	1.45	756	100%	1.45	1.45	0.70	52%
	Purva Windermere - II & III	Medavakkam, Chennai	2.68	1,932	100%	2.68	2.68	-	100%
16	Purva Bluemont	Trichy Road, Coimbatore	0.81	486	100%	0.81	0.81	0.22	73%
	Purva Bluemont - II	Trichy Road, Coimbatore	1.03	630	100%	1.03	-	-	100%
			<b>15.17</b>	<b>9,341</b>		<b>15.17</b>	<b>12.65</b>	<b>5.83</b>	
<b>Total (A)</b>			<b>21.91</b>	<b>13,359</b>		<b>18.46</b>	<b>15.57</b>	<b>7.78</b>	

# Current Project Status – 31 Mar 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 - Residential (Owned)</b>			<b>Msft</b>	<b>Units</b>	<b>%</b>	<b>Msft</b>	<b>Msft</b>	<b>Msft</b>	<b>%</b>
17	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	0.72	37%
18	Provident Welworth City	Doddaballapur Rd, Bangalore	1.13	1,120	100%	1.13	1.13	1.02	10%
	Provident Welworth City - II	Doddaballapur Rd, Bangalore	1.09	1,088	100%	1.09	1.09	0.42	62%
	Provident Welworth City - III	Doddaballapur Rd, Bangalore	1.28	1,152	100%	1.28	-	-	-
19	Provident Harmony	Thanisandra Road, Bangalore	0.65	570	65%	0.44	0.44	0.15	
<b>Total (B)</b>			<b>6.39</b>	<b>6,104</b>		<b>6.18</b>	<b>4.89</b>	<b>3.39</b>	
<b>Total (A) + (B)</b>			<b>28.30</b>	<b>19,463</b>		<b>24.64</b>	<b>20.46</b>	<b>11.17</b>	
<b>Puravankara - Commercial (Joint Development)</b>									
20	Primus	OMR, Chennai	0.17	-	60%	0.11	0.11	-	100%
21	Gainz	Hosur Rd, Bangalore	0.24	-	70%	0.20	0.20	-	100%
<b>Puravankara - Commercial (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>Grand Total</b>			<b>29.07</b>	<b>19,463</b>		<b>25.26</b>	<b>21.13</b>	<b>11.17</b>	

# Execution Update

Visit our website [www.puravankara.com](http://www.puravankara.com)  
for progress update of the ongoing projects



## Corporate Profile

- Over 36 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

# 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. Choksey**

*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

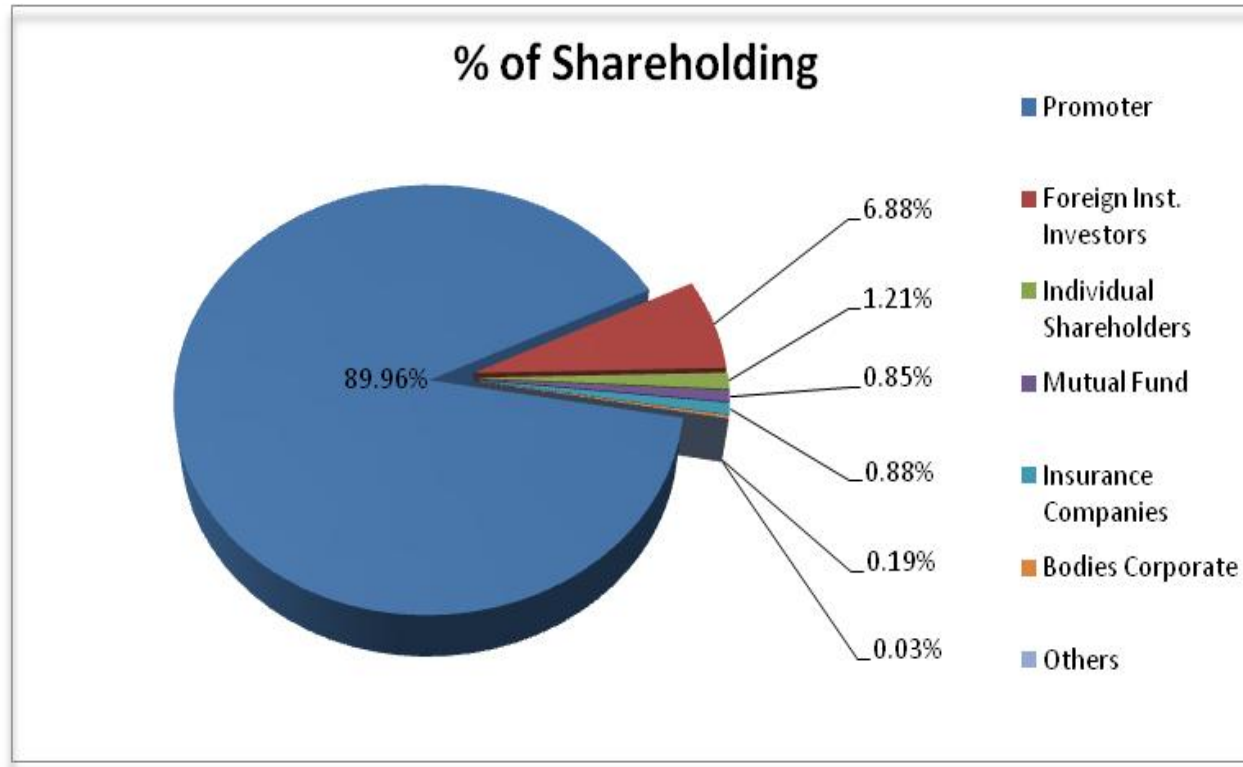


**Jackbastian Kaitan Nazareth**

*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

# Shareholding Pattern – as at 31 Mar 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*
- *LIC*
- *Atyant Capital India Fund I*
- *SBIMF – SBI One India Fund*
- *Deutsche Securities Mauritius Limited*
- *General Insurance Corporation*

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# **THANK YOU**

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