



Purva Venezia, Bengaluru

Puravankara Projects Limited

March 2016

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Company Overview

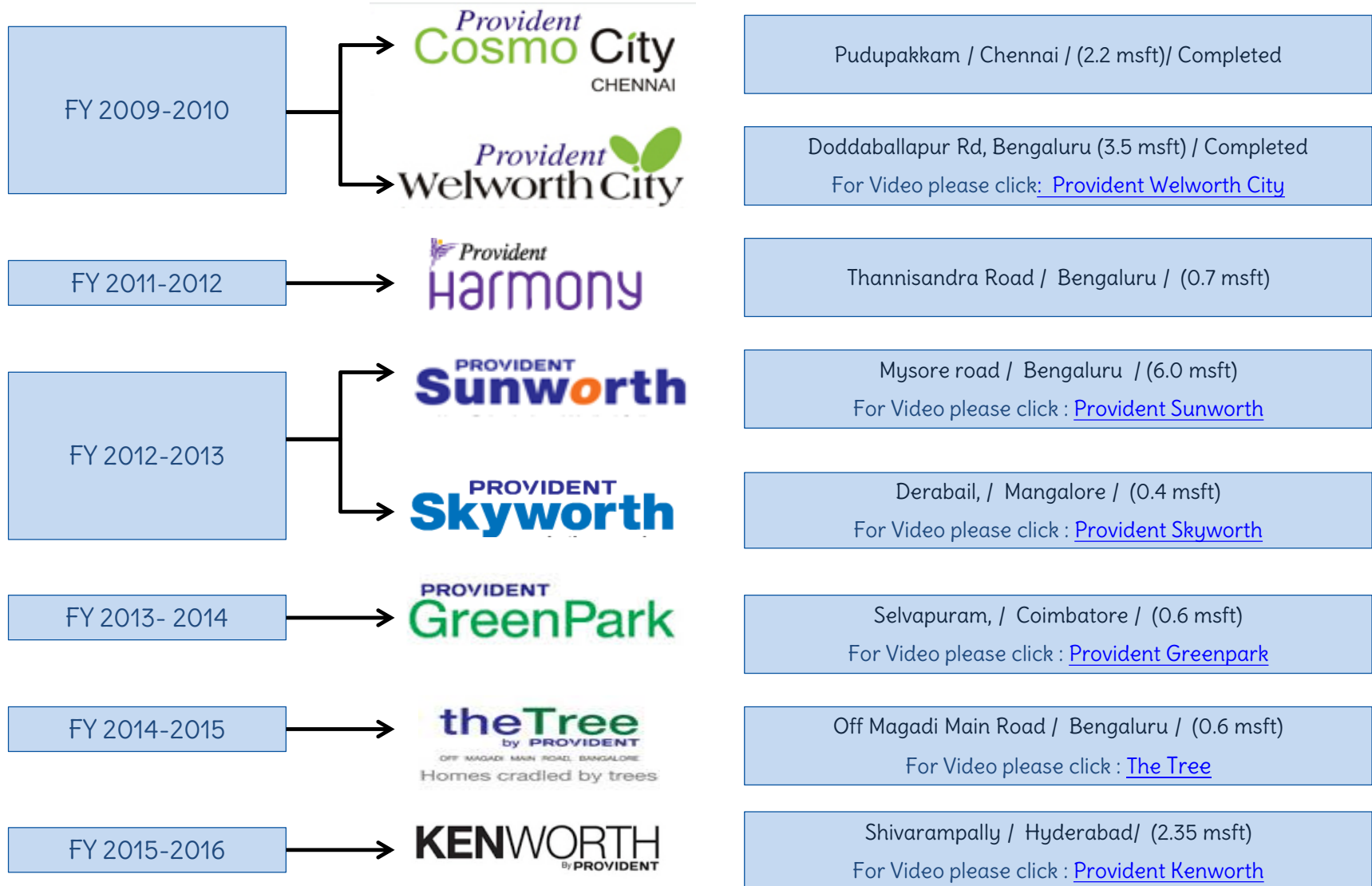
Overview

- Deep domain knowledge of 40 years of the Promoter Mr. Ravi Puravankara, and his team have established Puravankara as a developer of repute;
- Amongst South India's leading real estate developer with an established presence in residential segment comprising of luxury and premium affordable housing projects;
 - Projects in Bengaluru, Chennai, Kochi, Coimbatore, Hyderabad, Mysore, Mangalore, Pune, Mumbai and Colombo.
 - Sales and Marketing offices in Delhi-NCR, Mumbai, United Arab Emirates and Kingdom of Saudi Arabia
- **Established presence in premium affordable housing** through its wholly owned subsidiary, **Provident** Housing Limited;
 - Projects in Bengaluru, Chennai, Mangalore and Coimbatore. Upcoming project in Hyderabad.
 - Focus on delivering quality housing at affordable prices through value engineering
 - **Revenues of INR 1,568 crores and EBITDA of INR 367 crores for the Year ended March 31, 2016.**
- Completed 50 residential projects and 4 commercial projects spanning over 27.23 msft (PPL's economic interest –24.35 msft)
- Projects under development totaling 23.64 msft / (PPL's economic interest – 20.40 msft)
- Upcoming projects totaling 22.35 msft (PPL's economic interest – 17.07 msft)
- Strong in-house execution capability together with established relationships with leading contractors in the country with focus on quality, internal processes and systems;

Premium Affordable housing through Provident Brand

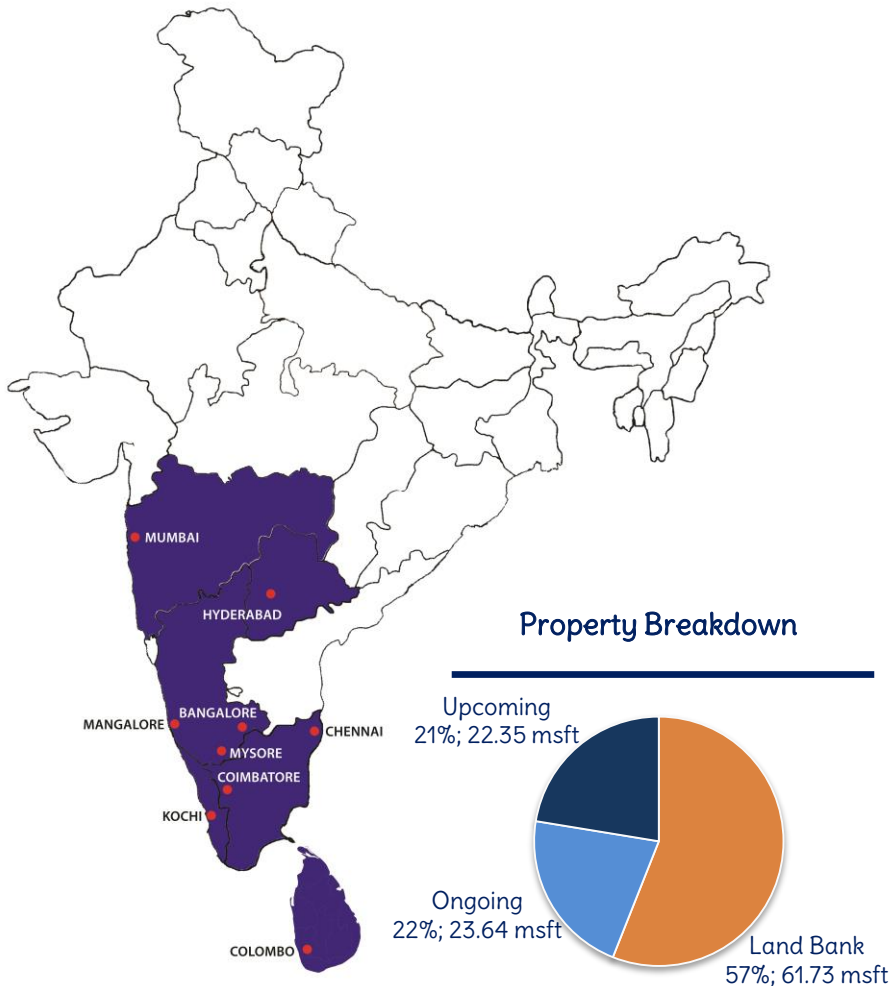
- Established Provident Housing Limited in 2008 to create mid and mass housing projects comprising quality affordable apartments in response to burgeoning demand for mid-income housing
- Affordability is a combination of
 - Efficient design improving effective utilization of space
 - Lower cost of construction through use of technology and innovative construction techniques
 - Land with well connected public transportation
- Caters to the premium affordable housing segment targeting first time home buyers
- Provided for diverse residential needs across the income spectrum
- **Delivered developable area of 6.75 msft./ 6,630 units.**
- **Ongoing projects with developable area of 9.53 msft / 9,159 units (PHL's economic interest – 8.23 msft/ 7,930 units)**

Projects portfolio of Provident



Land Assets across various established micro-markets

Land portfolio



Developable area breakup

in millions sq. ft.

(msft)	Completed	Ongoing (A)	Upcoming (B)	Land Assets (C)	Total (A)+(B)+(C)
Bengaluru	21.44	12.77	8.18	45.30	66.25
Chennai	3.06	4.84	7.05	4.66	16.55
Kolkata	0.70	-	-	-	-
Kochi	1.89	0.24	7.12	-	7.36
Coimbatore	-	2.43	-	0.56	2.99
Hyderabad	-	2.94	-	3.85	6.79
Mangalore	-	0.42	-	-	0.42
Mysore	-	-	-	0.93	0.93
Colombo	-	-	-	4.23	4.23
Mumbai	0.14	-	-	0.20	0.20
Pune	-	-	-	2.00	2.00
Total	27.23	23.64	22.35	61.73	107.72
<i>Puravankara*</i>	<i>20.48</i>	<i>14.11</i>	<i>21.28</i>	<i>58.19</i>	<i>93.58</i>
<i>Provident</i>	<i>6.75</i>	<i>9.53</i>	<i>1.07</i>	<i>3.54</i>	<i>14.14</i>
Saleable Area	24.35	20.40	17.07	49.85	87.32
<i>Puravankara*</i>	<i>17.60</i>	<i>12.17</i>	<i>16.32</i>	<i>47.37</i>	<i>75.86</i>
<i>Provident</i>	<i>6.75</i>	<i>8.23</i>	<i>0.75</i>	<i>2.48</i>	<i>11.46</i>

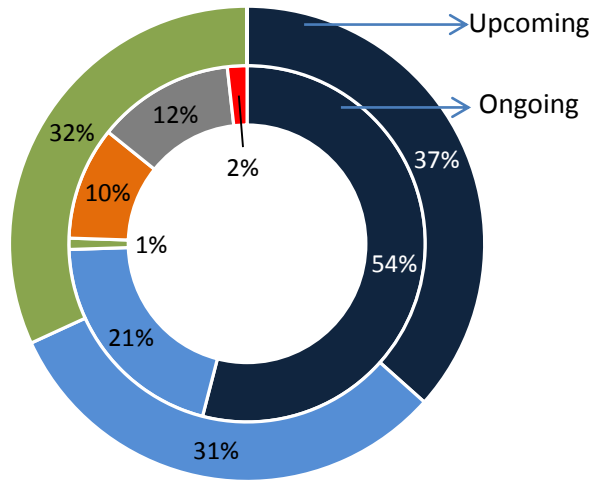
*Note: * Includes JVs and other subsidiaries*

FSI Cost of Land for Upcoming and Land bank is Rs. 112.psft

Out of 89 projects, 29 projects are in Joint Development (A+B+C)

Ongoing and Upcoming Development

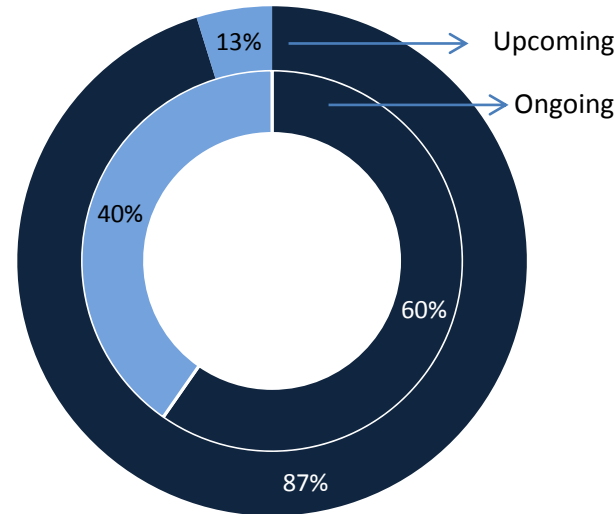
By geography



- Bengaluru ■ Chennai ■ Kochi
- Coimbatore ■ Hyderabad ■ Mangalore

in msft	Ongoing	Upcoming
Bengaluru	12.77	8.18
Chennai	4.84	7.05
Kochi	0.24	7.12
Coimbatore	2.43	0
Hyderabad	2.94	0
Mangalore	0.42	0
Total	23.64	22.35

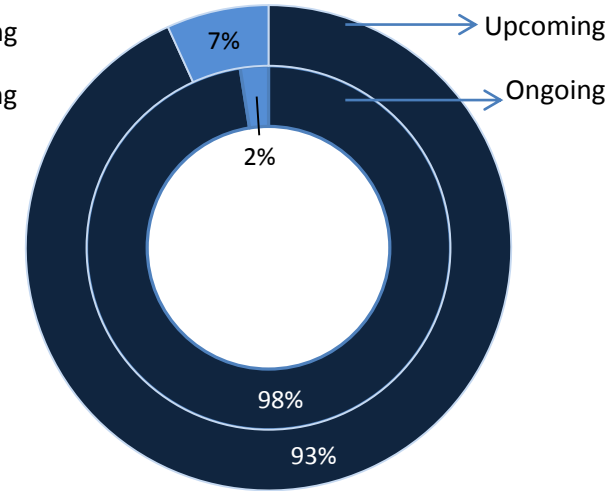
By entity



- Puravankara ■ Provident

in msft	Ongoing	Upcoming
Puravankara	14.11	21.28
Provident	9.53	1.07
Total	23.64	22.35

By segment



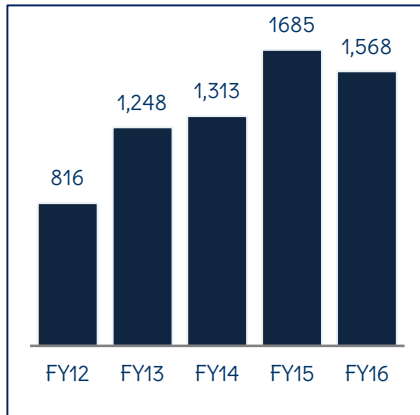
- Residential ■ Commercial

	Ongoing	Upcoming
Residential	23.05	20.83
Commercial	0.59	1.52
Total	23.64	22.35

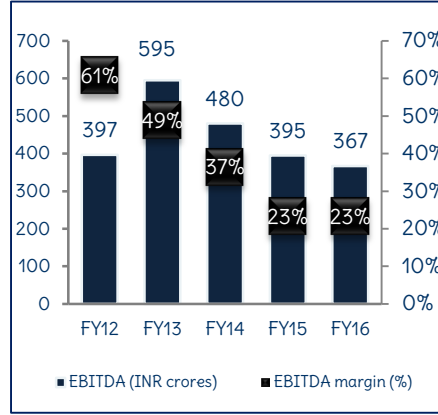
Note: : Based on Developable Area in msft

Summary of Financial Performance

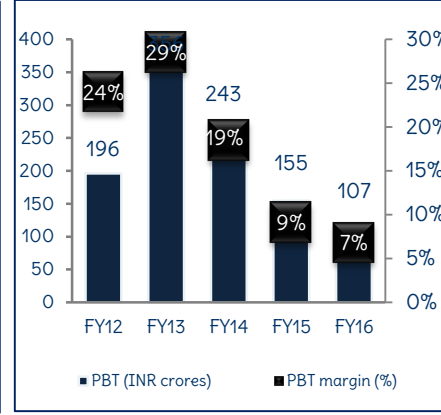
Revenues (INR crores)



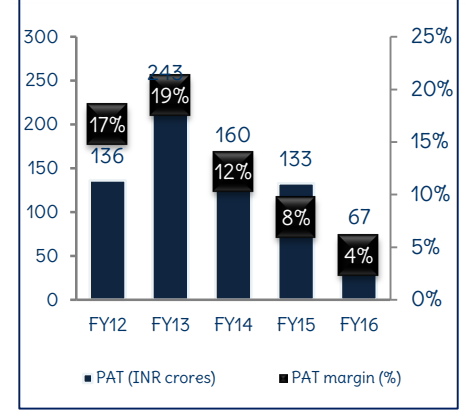
EBITDA (INR Crores)



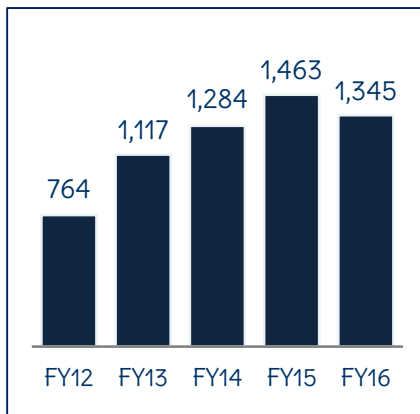
Profit Before Tax (INR Crores)



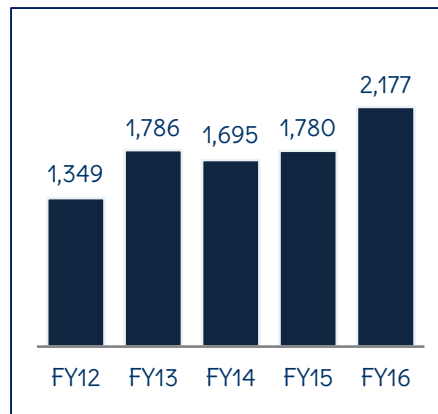
Profit After Tax (INR Crores)



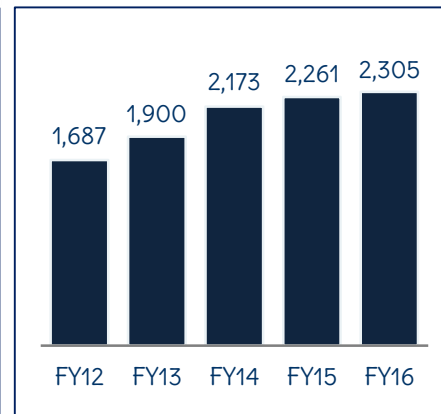
Cash Collections (INR crores)



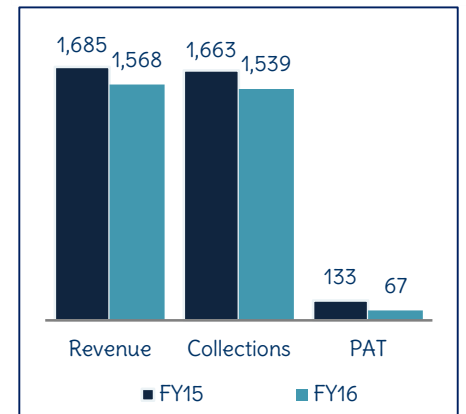
Gross Debt (INR crores) *



Net Worth (INR crores)



FY 2015-16 (INR crores)



Note:
Income, profit and ratios have been disclosed including prior period income, if any.
* Debt excludes OCDs and finance lease.

Area Information

Area Under Development – Snapshot

in millions sq. ft.

<i>(numbers in millions sq. ft.)</i>	FY12	FY13	FY14	FY15	FY16
Opening Area	21.12	23.74	28.04	28.43	24.01
Add: Launches/Revisions during the period ¹	5.80	7.28	4.26	1.12	2.46
Less: Completed during the period ²	(3.18)	(2.98)	(3.87)	(3.31)	(2.83)
Less : Exit from Keppel Magus- Kolkata Project				(2.23)	
Closing Area	23.74	28.04	28.43	24.01	23.64

Notes:

1. Launch area of entire project

2. Represents area completed based on receipt of Occupancy Certificate or such other equivalent permission

3. Await OC /equivalent complete permission for 3.09 msft

Current Project Status – 31 March 2016

S.No.	Project	Location	Developable Area	Total Flats	JD / JV Share for Developer	Puravankara's Share - Developable Area		Area Launched	On Area Launched			Inventory		
						Msft	Units		Nos	Msft	%	Nos	Mn sft	%
COMPLETED														
Puravankara														
1	Venezia	Yelahanka, Bengaluru	2.09	1,332	100%	2.09	1,332	2.09	1,312	2.07	99%	20	0.02	1%
2	Highlands	Mallasandra, Bengaluru	1.34	849	100%	1.34	849	1.34	781	1.22	91%	68	0.12	9%
3	High Crest	Mallasandra, Bengaluru	0.41	249	100%	0.41	249	0.41	162	0.26	62%	87	0.15	38%
4	Oceana	Marine Drive, Kochi	0.27	96	100%	0.27	96	0.27	62	0.18	66%	34	0.09	34%
5	Swanlake	OMR, Chennai	1.17	729	100%	1.17	729	1.17	576	0.90	77%	153	0.27	23%
6	Atria Platina	Sanjay Nagar, Bengaluru	0.14	70	62%	0.09	42	0.09	37	0.08	84%	5	0.01	16%
7	Skywood	Sarjapur Road, Bengaluru	1.24	730	100%	1.24	730	1.24	703	1.19	96%	27	0.05	4%
8	Grandbay	Marine Drive, Kochi	0.51	265	100%	0.51	265	0.51	225	0.43	84%	40	0.08	16%
9	Eternity	Kakkanad, Kochi	0.96	600	100%	0.96	600	0.96	472	0.75	79%	128	0.21	21%
10	Midtown Residences	K.R. Puram, Bengaluru	0.45	306	75%	0.34	230	0.34	221	0.32	95%	9	0.02	5%
COMMERCIAL														
11	Gainz	Hosur Road, Bengaluru	0.27	-	73%	0.19	-	0.19	-	0.11	59%	-	0.08	41%
12	Primus	OMR, Chennai	0.18	-	60%	0.10	-	0.10	-	0.04	36%	-	0.06	64%
Provident														
13	Cosmo City	Pudupakkam, Chennai	1.88	1,830	100%	1.88	1,830	1.88	1,812	1.86	99%	18	0.02	1%
14	Welworth City	Doddaballapur Rd, Bengaluru	3.46	3,360	100%	3.46	3,360	3.46	3,140	3.23	93%	220	0.23	7%
15	Sunworth I	Mysore Road, Bengaluru	1.41	1,440	100%	1.41	1,440	1.41	1,192	1.17	83%	248	0.24	17%
Total Completed - (A)			15.78	11,856		15.46	11,752	15.46	10,695	13.80	89%	1,057	1.66	11%
NEARING COMPLETION														
Provident														
16	Cosmo City - II	Pudupakkam, Chennai	0.36	344	100%	0.36	344	0.36	30	0.03	9%	314	0.33	91%
Total Nearing Completion - (B)			0.36	344	100%	0.36	344	0.36	30	0.03	9%	314	0.33	91%

Notes:

1. The Company also holds inventory of 0.08 msft under "Properties Held for sale" as on the reporting date.
2. Balance collection due from completed projects on units sold till date Rs.161 crores.

Current Project Status – 31 March 2016 – (contd.)

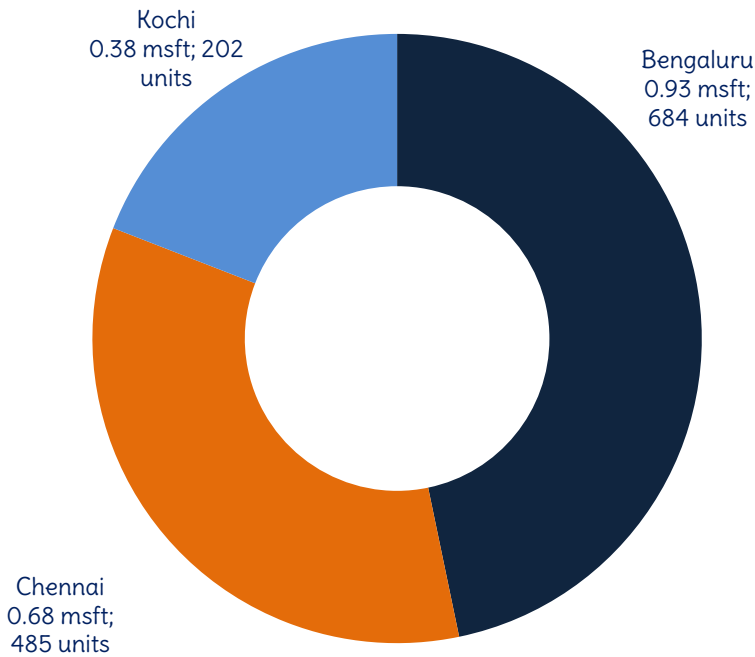
S.No.	Project	Location	Developable Area	Total Flats	JD / JV Share for Developer	Puravankara's Share - Developable Area		Area Launched	On Area Launched					
						Msft	Units		Sold Cumulative		Inventory			
									Nos	Msft	%	Nos	Mn sft	%
UNDER CONSTRUCTION														
Puravankara														
1	Seasons	CV Raman Nagar, Bengaluru	1.08	660	60%	0.65	396	0.65	268	0.43	66%	128	0.22	34%
2	Sunflower	Magadi Road, Bengaluru	0.44	326	70%	0.31	228	0.31	126	0.18	57%	102	0.13	43%
3	Palm Beach	Hennur Road, Bengaluru	1.93	1,171	70%	1.36	825	1.36	530	0.76	56%	295	0.60	44%
4	Westend	Hosur Road, Bengaluru	1.12	735	78%	0.88	576	0.88	419	0.62	70%	157	0.26	30%
5	Sound of Water	Kammanahalli, Bengaluru	0.55	207	58%	0.32	120	0.32	30	0.09	28%	90	0.23	72%
6	Windermere I	Medavakkam, Chennai	1.63	1,036	100%	1.63	1,036	1.63	894	1.36	83%	142	0.27	17%
7	Windermere - II	Medavakkam, Chennai	0.94	728	100%	0.94	728	0.94	404	0.60	63%	324	0.34	37%
8	Windermere - III	Medavakkam, Chennai	0.28	84	100%	0.28	84	0.28	22	0.02	8%	62	0.26	92%
9	Bluemont	Trichy Road, Coimbatore	0.81	486	100%	0.81	486	0.81	416	0.70	86%	70	0.11	14%
10	Amaiti	Trichy Road, Coimbatore	0.57	342	100%	0.57	630	0.57	159	0.26	45%	471	0.31	55%
11	Whitehall	Sarjapur Road, Bengaluru	0.40	192	100%	0.40	192	0.40	117	0.24	61%	75	0.16	39%
12	Skydale	Sarjapur Road, Bengaluru	0.49	314	100%	0.49	314	0.49	162	0.25	51%	152	0.24	49%
Provident														
13	Skyworth	Derebail, Mangalore	0.42	324	73%	0.30	237	0.30	70	0.09	28%	167	0.21	72%
14	Green Park	Selvapuram, Coimbatore	0.58	560	70%	0.41	392	0.41	140	0.12	30%	252	0.29	70%
15	The Tree	Off Magadi Main Road, Bengaluru	0.57	560	70%	0.40	388	0.40	188	0.19	46%	200	0.21	54%
16	Sunworth II	Mysore Road, Bengaluru	1.33	1,344	100%	1.33	1,344	1.33	713	0.68	51%	631	0.65	49%
17	Kenworth	Rajendra Nagar, Hyderabad	2.35	2,311	73%	1.72	1,687	1.72	412	0.46	27%	1,275	1.26	73%
18	Harmony	Thannisandra Road, Bengaluru	0.65	548	68%	0.44	370	0.44	355	0.42	95%	15	0.02	5%
Total Under Construction (C)			16.13	11,928		13.24	10,033	13.24	5,425	7.45	56%	4,608	5.79	44%

Current Project Status – 31 March 2016 – (contd.)

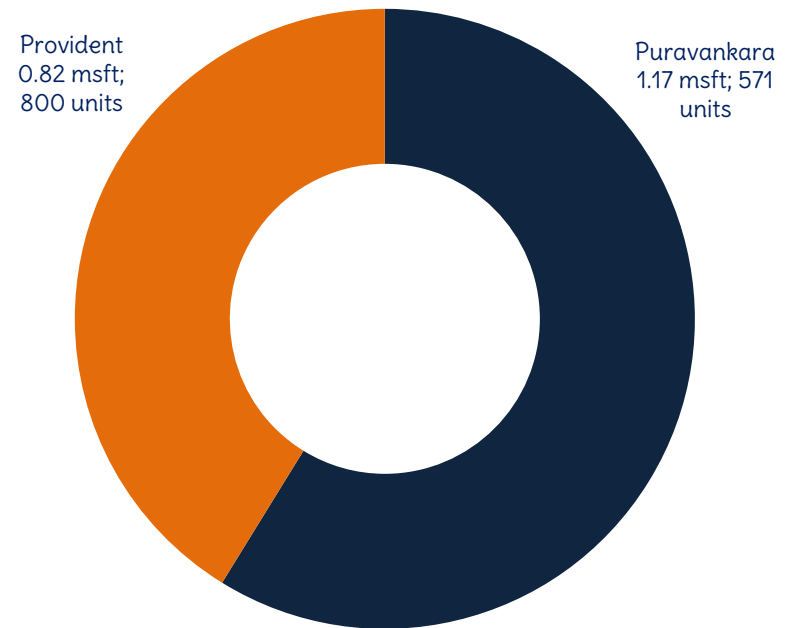
S.No.	Project	Location	Developable Area	Total Flats	JD / JV Share for Developer	Puravankara's Share - Developable Area		Area Launched	On Area Launched					
						Msft	Units		Sold Cumulative		Inventory			
									Nos	Msft	%	Nos	Mn sft	%
PHASES TO BE LAUNCHED														
Puravankara														
1	Evoq	Guindy, Chennai	0.36	181	100%	0.36	181	-	-	-	-	181	-	-
2	Coronation Square	Kotnur, Bengaluru	0.14	20	71%	0.10	14	-	-	-	-	14	-	-
3	Amaiti II	Trichy Road, Coimbatore	0.47	288	100%	0.47	288	-	-	-	-	288	-	-
4	Highlands III	Mallasandra, Bengaluru	0.79	491	100%	0.79	491	-	-	-	-	491	-	-
5	Windermere IV	Medavakkam, Chennai	1.28	840	100%	1.28	840	-	-	-	-	840	-	-
6	Moonreach II	Airport-Seaport Rd, Kochi	0.24	121	100%	0.24	121	-	-	-	-	121	-	-
Provident														
6	Sunworth	Mysore Road, Bengaluru	3.28	3,168	100%	3.28	3,168	-	-	-	-	3,168	-	-
Total - Phases to be launched (D)			6.57	5,109		6.52	5,103	-	-	-	-	5,103	-	-
COMMERCIAL														
Puravankara														
1	Summit	Kondapur, Hyderabad	0.59	-	50%	0.29	-	0.29	-	0.16	54%	-	0.13	46%
Total Commercial - (E)			0.59	-		0.29	-	0.29	-	0.16	54%	-	0.13	46%
Total Ongoing - (B) + (C) + (D)+ (E)			23.64	17,381		20.41	15,480	13.89	5,455	7.64	55%	10,025	6.25	45%

Geographic break up of Inventory Status

Ready to move in Inventory – By Region



Ready to move in Inventory - By Entity



1. Notes: Charts based on area in msft
 2. Ready to move in includes- projects nearing completion

Immediate Launches - Schedule

S. No	Location	City	Development Model	Development Type	Developable Area <i>Msft</i>	PPL Share in JD	Saleable Area <i>Msft</i>	Expected Launch Date
Puravankara								
1	Mallasandra	Bengaluru	Joint Development	Residential	1.94	87.50%	1.69	Q2FY17
2	Lalbagh	Bengaluru	Joint Development	Residential	0.23	55%	0.12	Q3FY17
3	Marine Drive	Kochi	Joint Venture	Residential	2.91	50%	1.46	Q4FY17
4	Keshavnagar	Pune	Joint Venture	Residential	2.00	32%	0.64	Q1FY17
5	Evoq	Chennai	Own	Residential	0.36	100%	0.36	Q3FY17
6	Bhandup	Mumbai	Joint Development	Residential	0.20	44%	0.09	Q3FY17
Puravankara - Total					7.64		4.36	
Provident								
7	Thirumazhsai	Chennai	Joint Venture	Residential	3.81	25%	0.95	Q2FY17
8	Kanchanayakanahalli	Bengaluru	Own	Residential	1.91	100%	1.91	Q3FY17
Provident - Total					5.72		2.86	
Grand- Total					13.36		7.22	

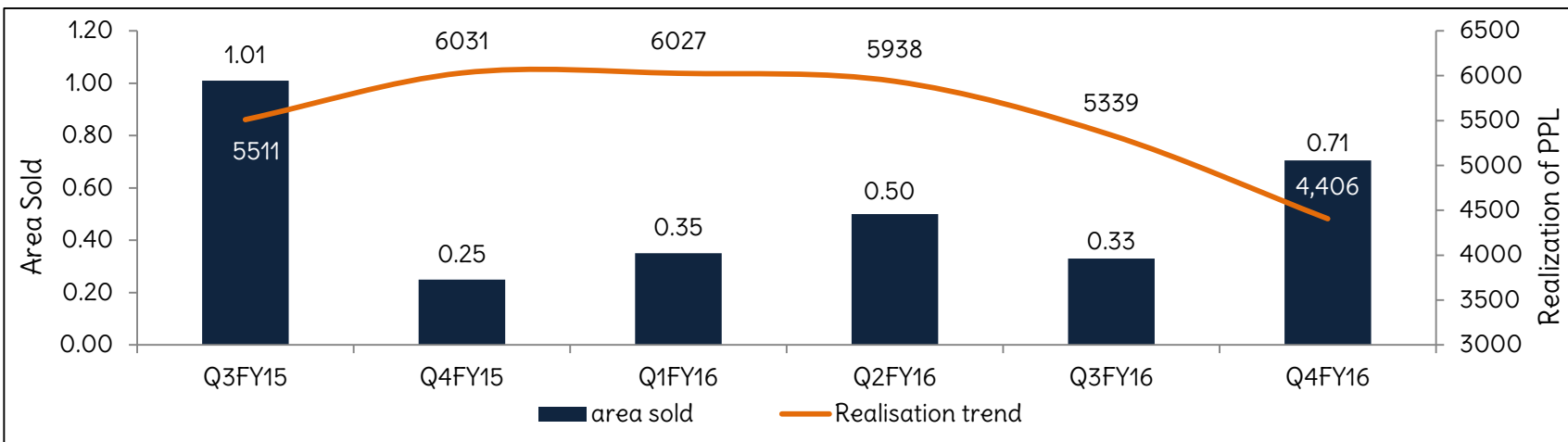
Notes:

- Developable and Saleable Areas are tentative and is subject to approval from authorities*
- Expected Launch dates are subject to change*
- Launch dates are in relation to financial year April - March*
- The area mentioned above form part of upcoming / land bank / ongoing*
- All the projects are at different stages of approval*
- Keshavnagar - Pune launched in Apr-2016 - Puravankara Silversands.*

Sales

Sales – Q4 FY16, 31st March 2016

Based on Bookings										Quarter Ended		
	Area Sold			Units Sold			Sale Value			Sale Realization		
	Mar-16	Mar-15	%	Mar-16	Mar-15	%	Mar-16	Mar-15	%	Mar-16	Mar-15	%
	<i>msft</i>	<i>msft</i>		<i>Nos.</i>	<i>Nos.</i>		<i>Rs. Crores</i>	<i>Rs. Crores</i>		<i>Rs.psft</i>	<i>Rs.psft</i>	
Puravankara	0.16	0.10	67%	106	213	-50%	71	69	3%	4,406	6,031	-27%
Completed & Nearing Completion	0.09	-0.04	-320%	52	-21	-348%	32	-23	-244%	3,737	4,993	-25%
Ongoing Projects	0.08	0.14	-45%	54	234	-77%	39	92	-57%	5,172	6,142	-16%
Provident	0.54	0.15	259%	496	149	233%	217	59	266%	4,006	4,023	0%
Completed & Nearing Completion	0.03	0.05	-35%	28	45	-38%	8	15	-48%	2,499	3,256	-23%
Ongoing Projects	0.51	0.10	389%	468	104	350%	210	45	369%	4,096	4,372	-6%
Grand Total	0.71	0.25	184%	602	362	66%	289	129	125%			
Share of Revenue attributable to landlord under Revenue Sharing arrangement	-0.01	-0.01		-4	-4		-3	-3				
Group Economic Interest	0.70	0.24		598	358		286	125				



Notes:

*Area sold, units sold and sales values are gross

Of the total sales:- 0.41msft (333 units) with sales value of Rs 178 Crs agreements pending executions as on 31-Mar-2016.

Sales – Year Ended 31st March 2016

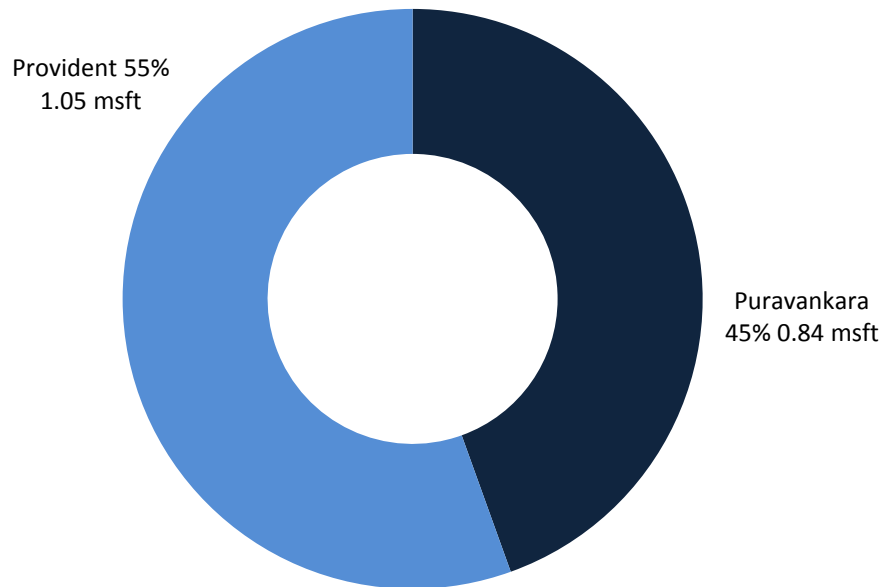
<i>Based on Bookings</i>										<i>Full Year Ended</i>		
	<i>Area Sold</i>			<i>Units Sold</i>			<i>Sale Value</i>			<i>Sale Realization</i>		
	<i>Mar-16</i>	<i>Mar-15</i>	<i>%</i>	<i>Mar-16</i>	<i>Mar-15</i>	<i>%</i>	<i>Mar-16</i>	<i>Mar-15</i>	<i>%</i>	<i>Mar-16</i>	<i>Mar-15</i>	<i>%</i>
	<i>msft</i>	<i>msft</i>		<i>Nos.</i>	<i>Nos.</i>		<i>Rs. Crores</i>	<i>Rs. Crores</i>		<i>Rs.psft</i>	<i>Rs.psft</i>	
Puravankara	0.84	2.07	-59%	619	1,586	-61%	465	1,146	-59%	5,530	5,524	0%
Completed & Nearing Completion	0.24	0.39	-37%	146	225	-35%	115	186	-38%	4,685	4,817	-3%
Ongoing Projects	0.60	1.69	-65%	473	1,361	-65%	351	960	-63%	5,876	5,685	3%
Provident	1.05	0.87	21%	985	861	14%	378	325	16%	3,605	3,744	-4%
Completed & Nearing Completion	0.37	0.28	35%	346	257	35%	102	89	14%	2,732	3,212	-15%
Ongoing Projects	0.68	0.59	14%	639	604	6%	276	236	17%	4,087	3,994	2%
Grand Total	1.90	2.94	-36%	1,604	2,447	-34%	844	1,472	-43%			
Share of Revenue attributable to landlord under Revenue Sharing arrangement	-0.03	-0.13		-20	-92		-16	-74				
Group Economic Interest	1.86	2.81		1,584	2,355		827	1,397				

Notes:

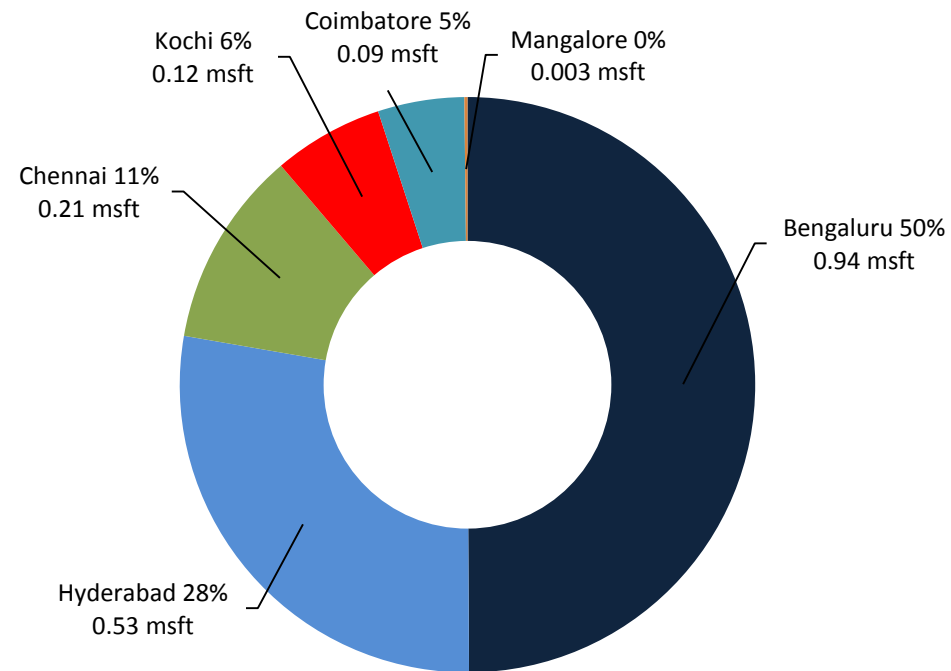
*Area sold, units sold and sales values are Gross.

Sales Breakup

FY16 By Entity



FY16 By Geography



Cash Flows

Cash Flow – Summary

		<i>Rs. crores</i>		
		Puravankara	Provident	Total
Balance collections from sold units ¹	(A)	874	434	1,308
Inventory ²	(B)	4,564	2,652	7,216
<i>Residential</i>		4,384	2,652	7,036
Launched		2,673	1,324	3,997
Not Launched		1,711	1,328	3,039
<i>Commercial</i>		180	-	180
Balance cost to go ³	(C)	1,582	1,550	3,132
<i>Residential</i>		1,503	1,550	3,053
Launched		892	849	1,741
Not Launched		611	701	1,312
<i>Commercial</i>		79	-	79
Contingencies ⁴	(D)			520
Surplus (A) + (B) – (C) – (D) ⁵		3,856	1,536	4,872
<i>Residential</i>		3,755	1,536	4,771
Launched		2,655	909	3,044
Not Launched		1,100	627	1,727
<i>Commercial</i>		101	-	101

Note:

- Includes debtors and unbilled amount of Rs. 566 crores*
- Value of inventory has been arrived based on current selling rates*
- Balance cost to go is based on estimates and subject to review on periodic basis*
- Contingencies provided for escalation in prices of cement, steel and other cost related to construction of properties*
- Above numbers in point 1, 2, 3 & 4 pertains to only current ongoing / completed projects and does not include projects under upcoming and land bank*

Cash Flow Statement

Rs. crores

	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	FY 2016	FY 2015
Receipts						
Collection from Sale of Flats	328.13	343.12	305.10	368.68	1,345.03	1,462.95
Advance recd for sale of land	-	140.00	-	-	140.00	161.56
Equity Redemption and Dividend from Associates	-	54.40	-	-	54.40	38.74
A Total Receipts	328.13	537.52	305.10	368.68	1,539.43	1,663.25
Expenses						
Construction Cost incurred	(257.79)	(293.03)	(198.50)	(279.93)	(1,029.25)	(901.43)
Employee Cost	(31.43)	(28.37)	(24.77)	(25.73)	(110.30)	(117.15)
Admin, Selling & Marketing Expenses	(61.14)	(53.48)	(47.59)	(68.93)	(231.14)	(231.86)
Income Tax Paid	(7.64)	(11.48)	(8.15)	(9.08)	(36.35)	(59.75)
B Total Expenses	(358.00)	(386.36)	(279.01)	(383.67)	(1,407.04)	(1,310.19)
C=A-B Project Surplus	(29.87)	151.16	26.09	(14.99)	132.38	353.06
<i>Less</i>						
Interest Cost	(57.67)	(64.20)	(60.46)	(68.90)	(251.23)	(233.84)
Land Payments including advances & deposits*	(51.52)	(44.58)	(15.68)	(4.84)	(116.62)	(72.53)
<i>Add</i>						
Interest Income	2.19	1.59	1.73	2.01	7.52	7.19
D Operating Surplus	(136.88)	43.96	(48.32)	(86.71)	(227.95)	53.88

Note: Numbers have been regrouped and does not strictly confirm to the presentation under audited AS 3 Cash Flow format

Cash Flow Statement (Contd)

Rs. crores

	Q1 FY16	Q2 FY16	Q3 FY16	Q4 FY16	FY 2016	FY 2015
Investment Activity						
Purchase of Fixed Assets	(2.79)	(8.37)	(1.67)	3.50	(9.33)	(34.55)
Investment in Subsidiaries/Associates	-	0.10	0.34	-	0.44	-
Investment in Mutual Funds	-	-	-	-	-	-
Net investment in bank deposits and margin monies	0.05	(2.10)	1.96	(10.31)	(10.40)	(7.09)
E Total from Investing Activity	(2.74)	(10.37)	0.63	(6.81)	(19.29)	(41.64)
Financing Activity						
Loan (Drawal/Repayments)	61.08	3.63	96.63	236.11	397.45	84.53
Share capital (including premium)	-	-	-	-	-	-
Debentures (Drawal/Repayments)*	-	-	-	-	-	-
Loan to Associates/Subsidiaries-Inflow/(Repayment)	0.05	-	-	-	0.05	2.74
Advance to Sobha Aviation	-	(5.41)	-	-	(5.41)	(53.26)
Dividend including DDT	-	(64.34)	-	-	(64.34)	-
F Total from Financing Activity	61.13	(66.13)	96.63	236.11	327.75	34.01
G=D+E+F Net Operating Surplus	(78.49)	(32.53)	48.94	142.59	80.51	46.25
Opening Cash and Bank Balances	211.76	133.27	100.74	149.68	211.76	165.50
Closing Cash and Bank Balances	133.27	100.74	149.68	292.27	292.27	211.76

Note: Numbers have been regrouped and does not strictly confirm to the presentation under audited AS 3 Cash Flow format
 * Excludes land payment of Rs. 116 Cr for Thirumazhisai, Chennai Land received as OCDs in FY16

Income Statement Analysis

Income Statement – Summary

Rs. Crores

Recognised in FY2016 (from projects)		Puravankara	Provident	Purva Star	Others	Total
Revenue Recognised ¹	(A)	969	424	112	32	1,537
Land Cost Recognized	(B)	149	14	2	1	166
Construction Costs Recognised ²	(C)	612	313	86	(3)	1,008
Surplus (A) – (B) – (C)		209	97	24	34	363

Unrecognised as at 31/3/2016		Puravankara	Provident	Total
Revenue from sold units	(A)	396	345	741
Inventory Value	(B)	4,564	2,652	7,216
Land Cost	(C)	526	172	699
Construction Costs ³	(D)	3,039	1,892	4,931
Surplus (A) + (B) – (C) – (D)		1,394	933	2,327

Note:

1. Revenue recognised represents revenue from sale of properties
2. Construction costs have been arrived based on estimates and is subject to revision
3. Others represents income from other subsidiaries net of inter-company transactions
4. Unrecognised revenues / land and construction costs / inventory value pertains to only current ongoing / completed projects and does not include projects under upcoming and land bank

Result Highlights

Rs. crores

Q4FY16	Puravankara	Provident	Starworth	Other Subsidiaries and Eliminations	Consolidated
Total Revenues	210	97	49	-23	333
<i>YoY growth (%)</i>	<i>-30%</i>	<i>9%</i>	<i>-17%</i>		<i>-19%</i>
Profit Before Tax	11	9	-2	2	20
<i>YoY growth (%)</i>	<i>22%</i>	<i>-18%</i>	<i>NA</i>		<i>-33%</i>
<i>margins (%)</i>	<i>5%</i>	<i>9%</i>	<i>-4%</i>		<i>6%</i>
Profit After Tax	7	5	-1	0	11
<i>YoY growth (%)</i>	<i>-13%</i>	<i>-12%</i>	<i>NA</i>		<i>-43%</i>
<i>margins (%)</i>	<i>3%</i>	<i>5%</i>	<i>-2%</i>		<i>3%</i>

FY16	Puravankara	Provident	Starworth	Other Subsidiaries and Eliminations	Consolidated
Total Revenues	1,042	430	207	-111	1,568
<i>YoY growth (%)</i>	<i>-14%</i>	<i>22%</i>	<i>-4%</i>		<i>-7%</i>
Profit Before Tax	98	34	-8	-17	107
<i>YoY growth (%)</i>	<i>27%</i>	<i>30%</i>	<i>NA</i>		<i>-31%</i>
<i>margins (%)</i>	<i>9%</i>	<i>8%</i>	<i>-4%</i>		<i>7%</i>
Profit After Tax	77	23	-5	-29	67
<i>YoY growth (%)</i>	<i>-9%</i>	<i>38%</i>	<i>NA</i>		<i>-50%</i>
<i>margins (%)</i>	<i>7%</i>	<i>5%</i>	<i>-2%</i>		<i>4%</i>

Note:

1. Eliminations represents inter-company transactions

Consolidated Statement of Profit and Loss for the quarter ended 31 March 2016

Rs. crores

	Q4FY16	Q4FY15	Q3FY16
Income			
Revenue from operations			
Revenue from projects	315	406	358
Other operating revenues	3	3	5
Other income	15	0	1
Total	333	409	363
Expenses			
Material and contract cost	242	238	210
Land cost	3	0	23
Decrease/(increase) in inventory of properties under development and properties held for sale	(98)	(3)	(22)
Employee benefits expense	26	30	25
Finance expense, net	67	55	59
Depreciation and amortization	4	4	4
Other expenses	69	55	48
Total	313	379	347
Profit before tax and share of profit/(loss) in associates, net	20	30	17
Share of profit/(loss) in associates, net	(0)	0	(0)
Profit before tax	20	30	16
Tax expense			
Current tax	11	10	6
Excess/short tax of earlier years	-	-	0
Deferred tax	(2)	1	0
Profit after tax and before prior period items	11	19	10
Prior period income (net of tax expense)	0	1	(1)
Minority Interest	-	(0)	-
Net profit for the quarter	11	20	10
Earnings per share (Nominal value Rs 5 per share)			
Basic (Rs)	0.48	0.84	0.40
Diluted (Rs)	0.48	0.84	0.40

Consolidated Statement of Profit and Loss for the Year ended FY16

Rs. crores

	FY16	FY15
Income		
Revenue from operations		
Revenue from projects	1,538	1,659
Other operating revenues	13	14
Other income	17	13
Total	1,568	1,685
Expenses		
Material and contract cost	991	889
Land cost	350	169
Decrease/(increase) in inventory of properties under development and properties held for sale	(481)	(115)
Employee benefits expense	110	117
Finance expense, net	244	224
Depreciation and amortization	16	15
Other expenses	230	226
Total	1,460	1,525
Profit before tax and share of profit/(loss) in associates, net	108	160
Share of profit/(loss) in associates, net	(1)	(5)
Profit before tax	107	155
Tax expense		
Current tax	45	54
Excess/short tax of earlier years	(0)	(27)
Deferred tax	(5)	(4)
Profit after tax and before prior period items	67	132
Prior period income (net of tax expense)	0	1
Minority Interest	-	-
Net profit for the quarter	67	133
Earnings per share (Nominal value Rs 5 per share)		
Basic (Rs)	2.82	5.60
Diluted (Rs)	2.82	5.60

Key Financial Indicators

Valuation Matrix (X)					Income Statement (INR crs)				
	FY 2016	FY 2015	FY 2014	FY 2013		FY 2016	FY 2015	FY 2014	FY 2013
Price/Earnings	16.65	11.08	9.93	7.91	Total Income	1568	1685	1313	1248
Price /BV	0.48	0.65	0.74	1.01	EBITDA from Operations	367	395	481	595
EV/Sales	1.91	1.80	2.39	2.79	Profit before Tax	107	155	243	356
ROE %	3%	6%	8%	14%	Profit after Tax	67	133	160	243
ROCE %	8%	10%	12%	17%	Growth Ratio (%)				
Solvency Ratios (X)						FY 2016	FY 2015	FY 2014	FY 2013
Debt/Equity	0.94	0.79	0.78	0.94	Revenues	-7%	28%	5%	53%
Net Debt/Equity	0.82	0.69	0.70	0.82	EBITDA	-7%	-18%	-19%	49%
Net Debt/EBITDA	5.13	3.94	3.16	2.61	Net Profit	-50%	-17%	-34%	79%
Debt/Capital Employed	0.47	0.44	0.44	0.48	Per Share (Rs.)				
Cap Employed /Net worth	1.99	1.79	1.78	1.94	EPS (Diluted)	2.82	5.60	6.86	11.41
Interest Coverage Ratio	1.44	1.69	2.07	2.54	Book Value	97.19	95.31	91.62	89.01
Working Capital Ratio (X)					Cash EPS	3.49	6.22	7.10	11.74
Current Ratio	2.26	2.14	1.91	2.22	Balance Sheet (INR crs)				
Working Capital to Sales	1.59	1.23	1.29	1.24	Share Capital	119	119	119	107
Margin / Ratios (%)					Reserves and Surplus	2,187	2,142	2,055	1,793
EBITDA Margin	23%	23%	37%	48%	Gross Debt	2,177	1,780	1,695	1,786
PBT Margin	7%	9%	18%	29%	Fixed Assets	118	124	92	87
PAT Margin	4%	8%	12%	19%	Cash and Cash Equivalents	292	223	174	233
Effective Tax Rate	38%	15%	35%	32%	Net Current Assets	2,496	2,079	1,691	1,549
Dividend Payout Ratio	28%	33%	33%	13%	Shares Outstanding (Cr)	23.72	23.72	23.72	21.34
					Headcount	1,009	1,259	1,135	1,016

Note:

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

Dividend Payout ratio is including Dividend Distribution Tax

Debt/Equity above do not include OCDs.

Previous period numbers have been revised based on regrouping during the period

Balance Sheet and Statement of Capital Employed

Consolidated Balance Sheet as of 31 March 2016

Rs. crores

Equity and Liabilities	March 2016	March 2015	Assets	March 2016	March 2015
Shareholders' Funds			Non-Current Assets		
Share capital	119	119	Fixed assets	118	124
Reserves and surplus	2,187	2,142	Non-current investments	51	69
	2,305	2,261	Properties held for development	688	757
Non-Current Liabilities			Deferred tax assets (net)	11	5
Long-term borrowings	1,389	915	Long-term loans and advances	330	293
Other long-term liabilities	3	2	Other non-current assets	16	12
Long-term provisions	13	10		1,215	1,261
	1,405	927	Current Assets		
Current Liabilities			Current investments	-	-
Short-term borrowings	673	582	Properties under development	2,739	2,308
Trade payables	313	307	Properties held for sale	551	509
Other current liabilities	958	1,039	Trade receivables	336	438
Short-term provisions	31	48	Cash and bank balances	292	223
	1,975	1,976	Short-term loans and advances	315	271
			Other current assets	237	153
				4,471	3,902
Total	5,685	5,163	Total	5,685	5,163

Consolidated Statement of Capital Employed

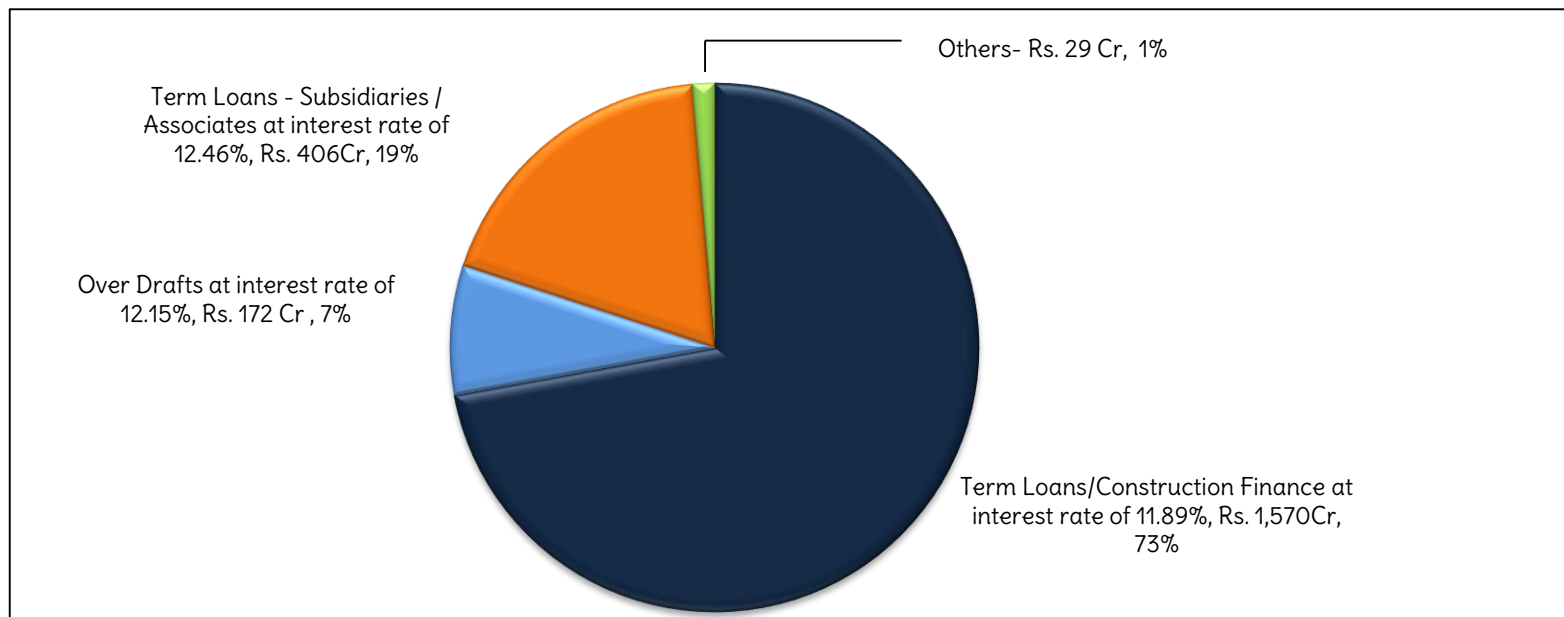
	31-Mar-16			31-Mar-15		
Sources of Funds						
Equity	119			119		
Reserves and Surplus	2,187	2,305	50%	2,142	2,261	56%
Optionally Convertible Debentures		116	3%			0%
Total Debt		2,177	47%		1,780	44%
Total		4,598	100%		4,040	100%
Application of Funds						
Land						
Investments	51			69		
Properties held for development	688			757		
Advances for land contracts	75			82		
Land Deposits	231			185		
		1,045	23%		1,094	27%
Projects						
Properties under development - Ongoing Projects	2,667			2,241		
Properties under development - Nearing completion Projects	72			67		
Properties held for sale	551			509		
Fixed, Intangible Assets and Capital work in progress	118			124		
Trade Receivables and other current assets	939			910		
Less: Other Current liabilities and Long Term provisions	(1,087)			(1,129)		
		3,261	71%		2,723	67%
Cash and cash equivalents		292	6%		223	6%
Total		4,598	100%		4,040	100%

Note:

1. Presentation has been derived based on audited financial statement
2. Figures have been regrouped / re-arranged in the application of funds under land and projects
3. OCDs above represent the Chennai land equity transaction.

Debt

Debt Structure – March 2016



<i>in Rs. Cr</i>	<i>Q4 FY16</i>	<i>Q3 FY16</i>	<i>Q2 FY16</i>	<i>FY 2015</i>	<i>FY 2014</i>	<i>FY 2013</i>
Opening Balance	1,941	1,844	1,841			
Additions during the period	291	143	101			
Repayments during the period	54	46	98			
Closing Balance	2,177	1,941	1,844	1,780	1,696	1,786
Less: Cash and Cash Equivalents	292	158	101	223	174	233
Net debt	1,885	1,783	1,743	1,557	1,522	1,553
Cost of Debt	11.86%	12.28%	12.39%	12.62%	13.40%	14.85%
Net Worth	2,305	2,317	2,307	2,261	2,174	1,900
Net Debt / Equity Ratio	0.82	0.77	0.76	0.69	0.7	0.82

Debt is rated as BBB (Outlook Stable) by ICRA

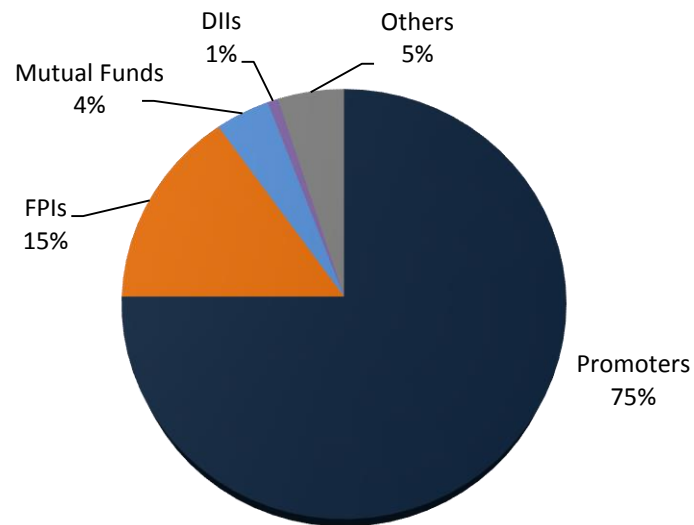
The above debt does not include Rs. 14.07 cr – Finance lease.

Gross Debt includes Rs 259 crores funded by Promoter.

Debt /NW do not include OCDs worth Rs. 116 crs received for Chennai Land transaction

Shareholding Pattern

Shareholding Pattern – as on 31 March 2016



Key Shareholders

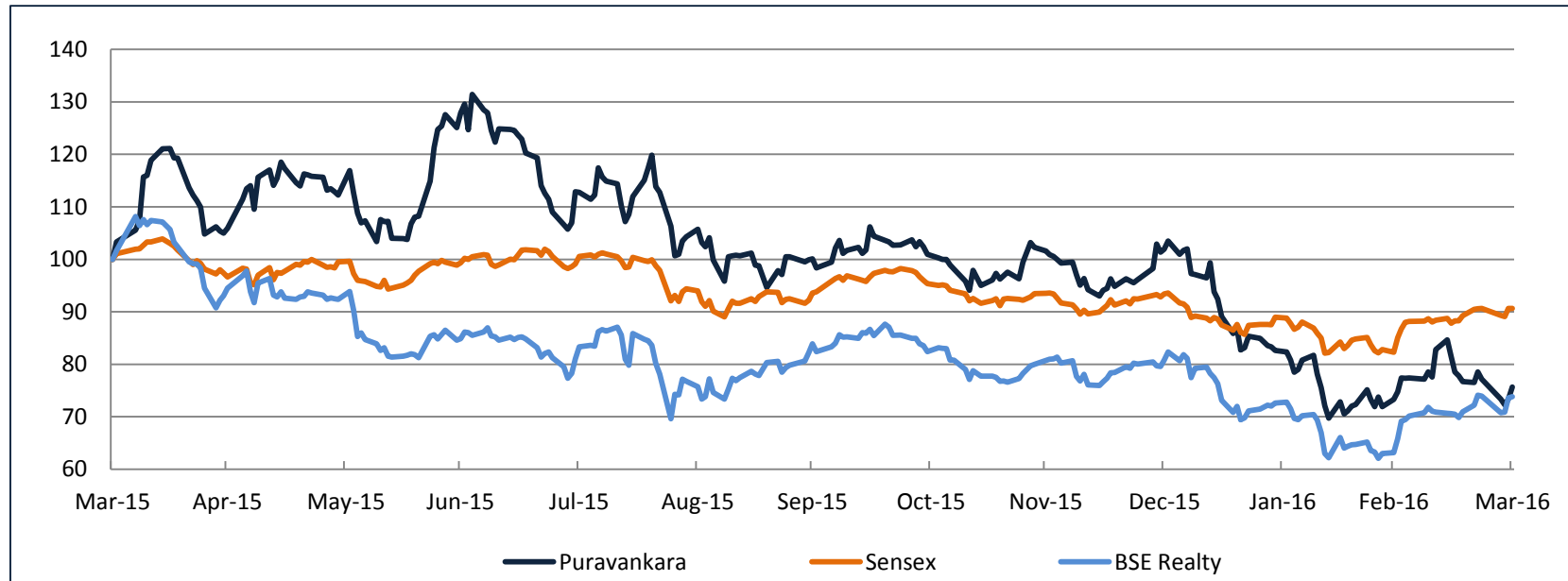
Notes

1. Promoter Shares are unencumbered

Mutual Funds	FPIs	Insurance and Bodies Corporate
Reliance AMC	GHI	Life Insurance Corporation
Axis Mutual Fund	HSBC	General Insurance Corporation
	College Retirement Equities Fund	Reliance Life Insurance
	Atyant Capital	

Stock Movement

Relative to BSE Realty Index and Sensex during March 31, 2015 to March 31, 2016



As on 31st March 2016	31-Mar-16	31-Dec-15	30-Sep-15	30-Jun-15	31-Mar-15
Price on BSE	47	63	62	79	62
% Change QoQ	-26%	2%	-22%	28%	-27%
Number of shares (in Cr)	23.7	23.7	23.7	23.7	23.7
Market Capitalisation (Rs. Cr)	1,112	1,498	1,472	1,881	1470
52-week high	87.75				
52-week low	42.1				

Source: BSE as on March 31, 2015
Graph rebased to 100.

Dedicated and experienced management team – committed to best practices of corporate governance

Executive team



Ravi Puravankara

Chairman

- Over 40 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
- Head of Operations and Business in Bangalore



Nani R. Choksey

Joint Managing Director

- Experience of over 40 years in the real estate development, construction and finance sector
- Associated with the company since inception and responsible for finance and construction function



Jackbastian Kaitan Nazareth

Chief Development Officer

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

Non-Executive team



R.V.S. Rao

Independent Director

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



Pradeep Guha

Independent Director

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

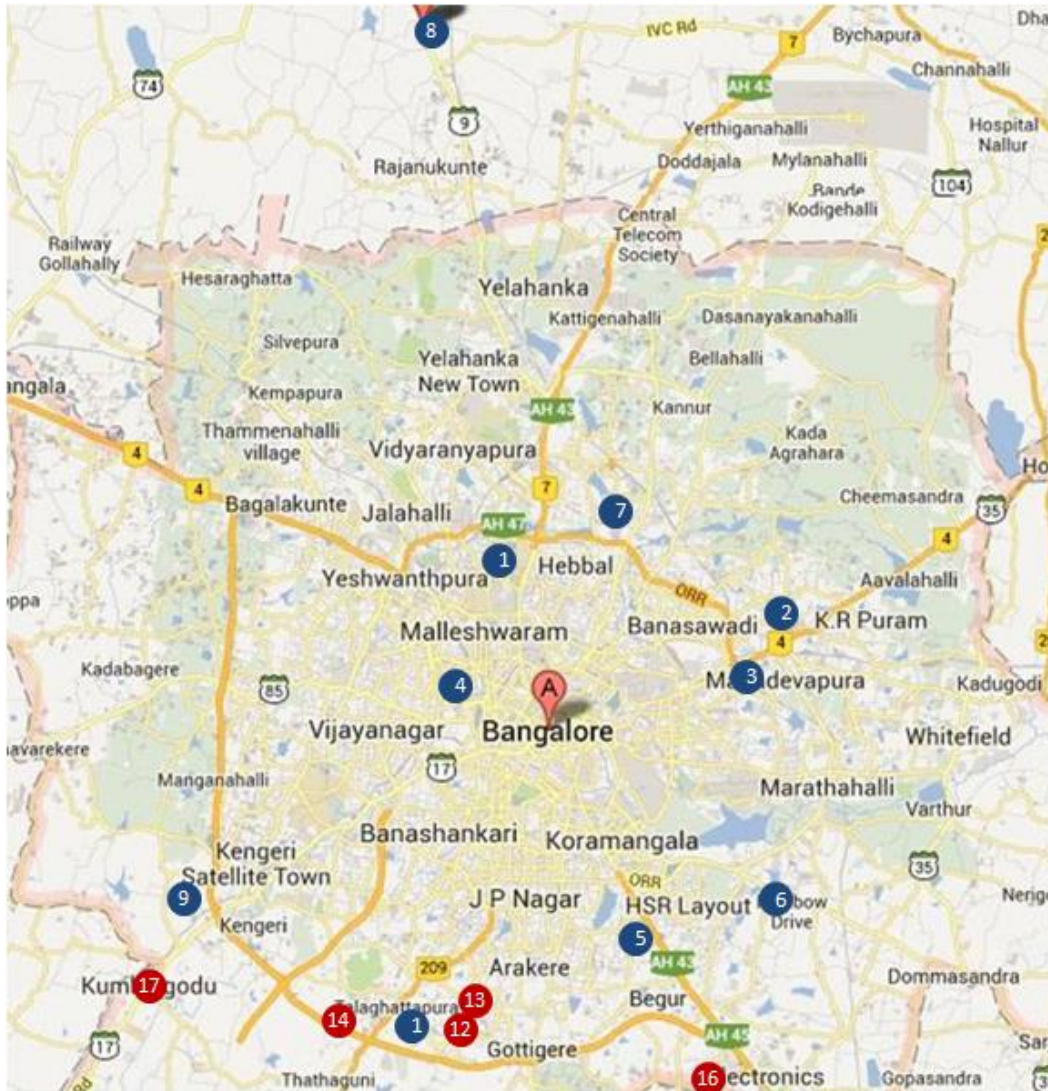


Dr Suchitra Kaul Mishra

Independent Director

- Doctor of Philosophy from Mysore University
- Over 16 years of experience in Corporate and Social Service sectors

Bengaluru location map



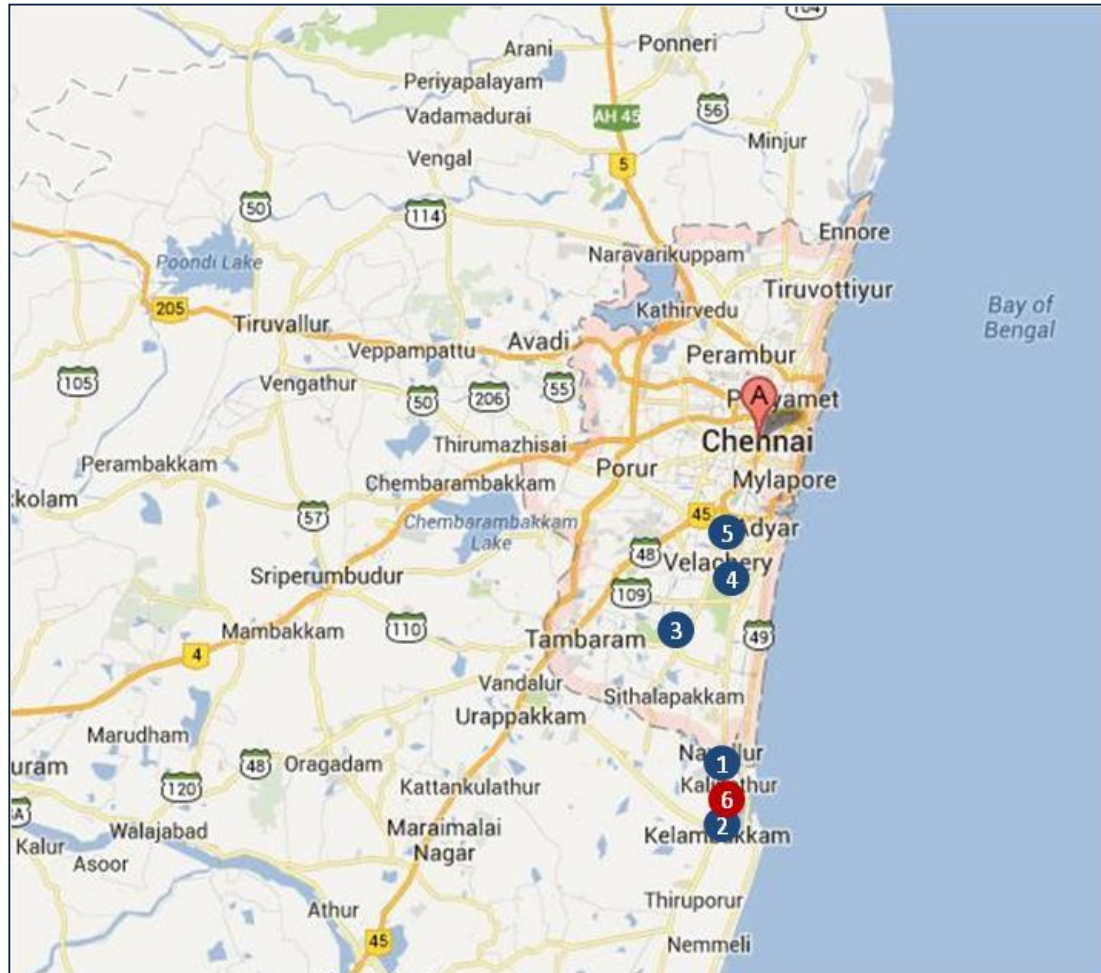
Sl. No. Project Name

- 1 Highlands/High Crest, Mallasandra
- 2 Mid-Town, KR Puram
- 3 Seasons, CV Raman Nagar
- 4 Sunflower, Magadi Road
- 5 Skywood, Sarjapur Road
- 6 Whitehall, Sarjapur Road
- 7 Harmony, Thannisandra Road
- 8 Welworth City, Doddaballapur Road
- 9 Sunworth, Mysore Road
- 10 Gainz, Hosur Road
- 11 Skydale, Haralur
- 12 Mallasandra II
- 13 Kanakapura
- 14 UM Kaval
- 15 Coronation Square, JP Nagar
- 16 Kanchnayanakahalli
- 17 Mylasandra
- 18 Palm Beach, Hennur Road
- 19 Westend, Hosur Road
- 20 The Tree by Provident

- Current Projects
- Immediate Launches

Note: Map not to scale

Chennai location map



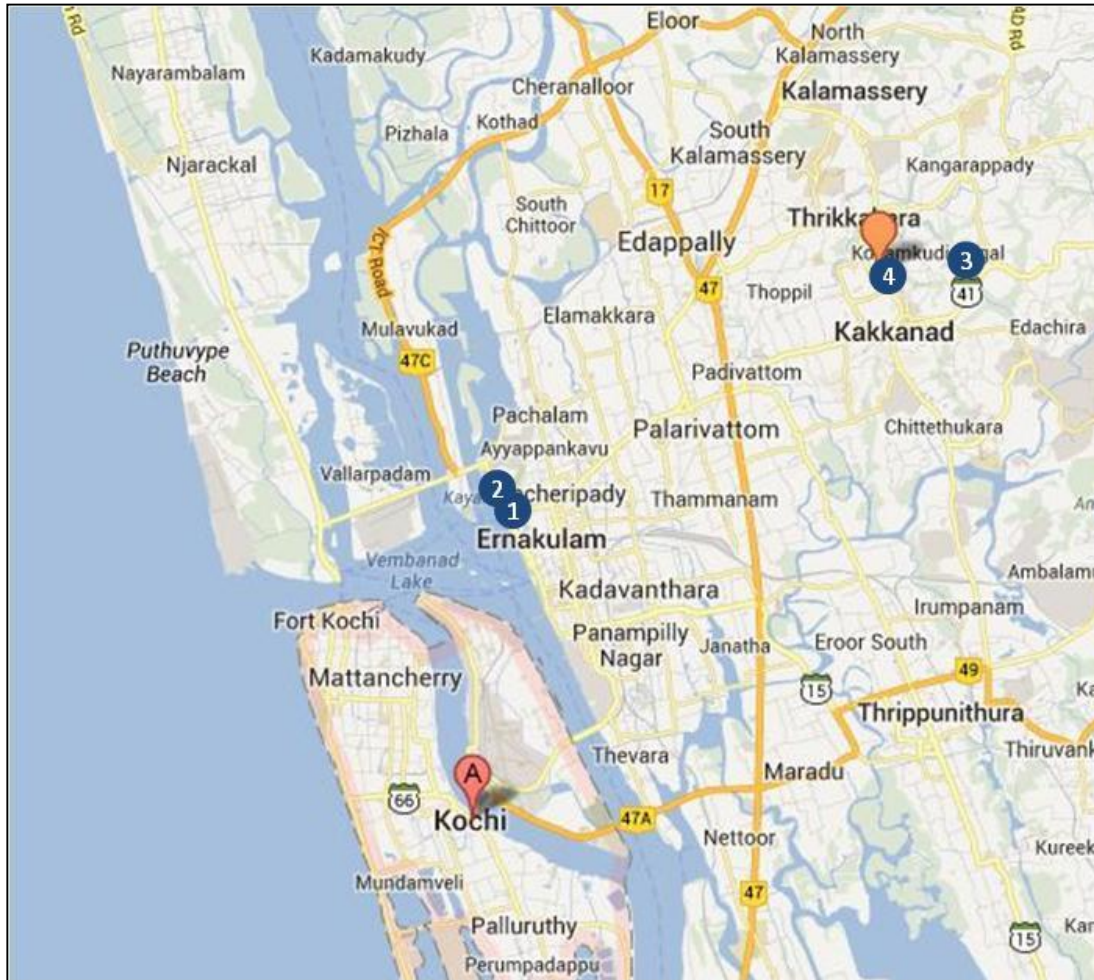
Sl. No. Project Name

- 1 Cosmo City, Pudupakkam
- 2 Swan Lake, OMR
- 3 Windermere, Medavakkam
- 4 Primus, OMR
- 5 Moneto, Guindy
- 6 Pudupakkam

- Current Projects
- Immediate Launches

Note: Map not to scale

Kochi location map



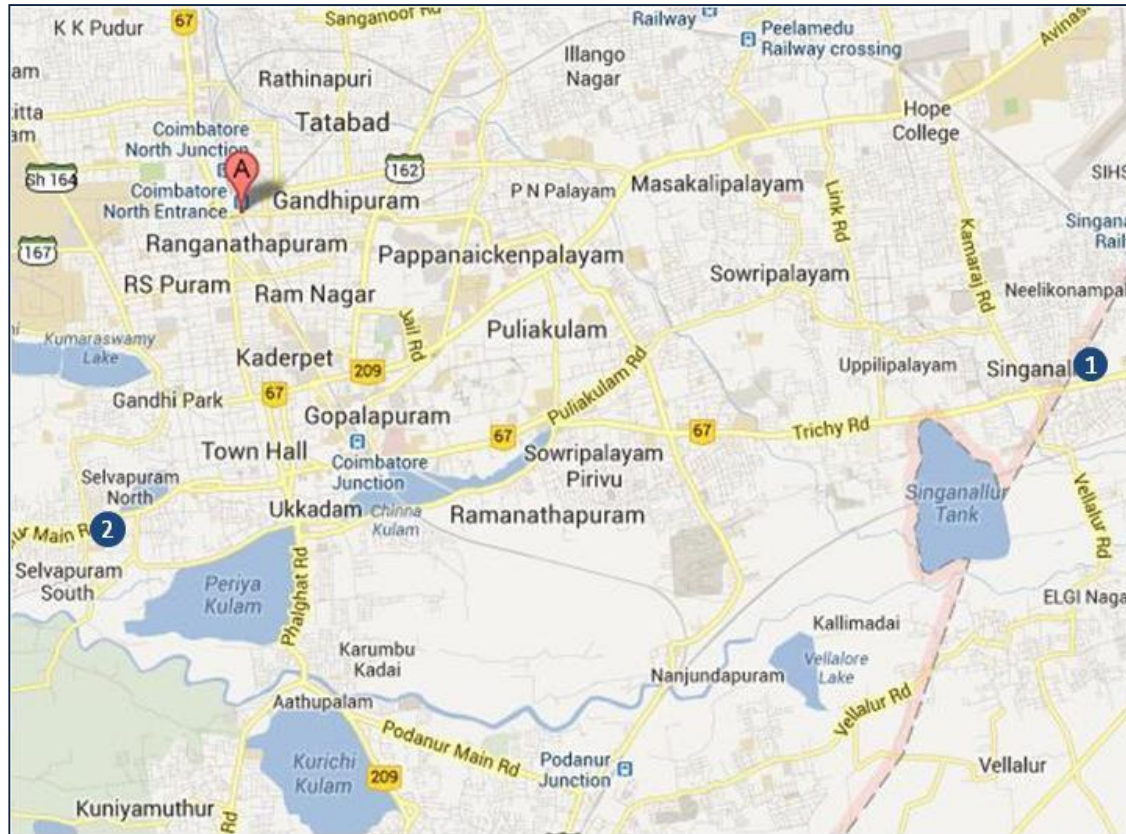
Sl. No. Project Name

- 1 Oceana, Marine Drive
- 2 Grandbay, Marine Drive
- 3 Eternity, Kakkanad
- 4 Moonreach, Airport-Seaport Road

● Current Projects

Note: Map not to scale

Coimbatore location map



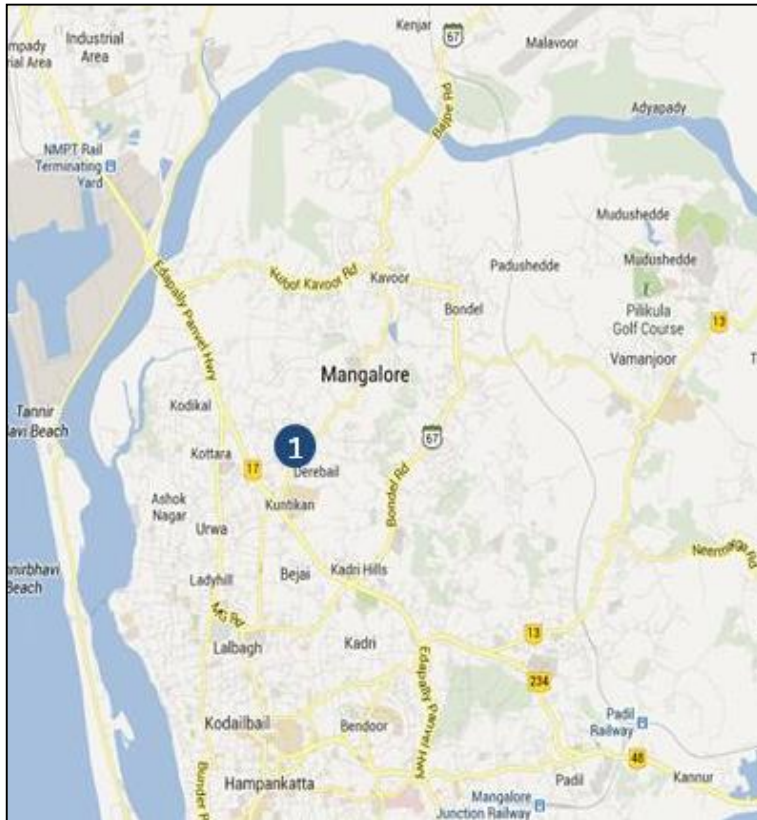
Sl. No. Project Name

- 1 Bluemont/Amaiti, Trichy Road
- 2 GreenPark, Selvapuram

● Current Projects

Note: Map not to scale

Mangalore location map



Sl. No.	Project Name
---------	--------------

1	Skyworth, Derebail
---	--------------------

Note: Map not to scale

Hyderabad location map



Sl. No.	Project Name
---------	--------------

1	Summit, Kondapur
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● Current Projects

Project Pictures



PURVA ATRIA
Luxury Apartments



PURVA
GrandBay

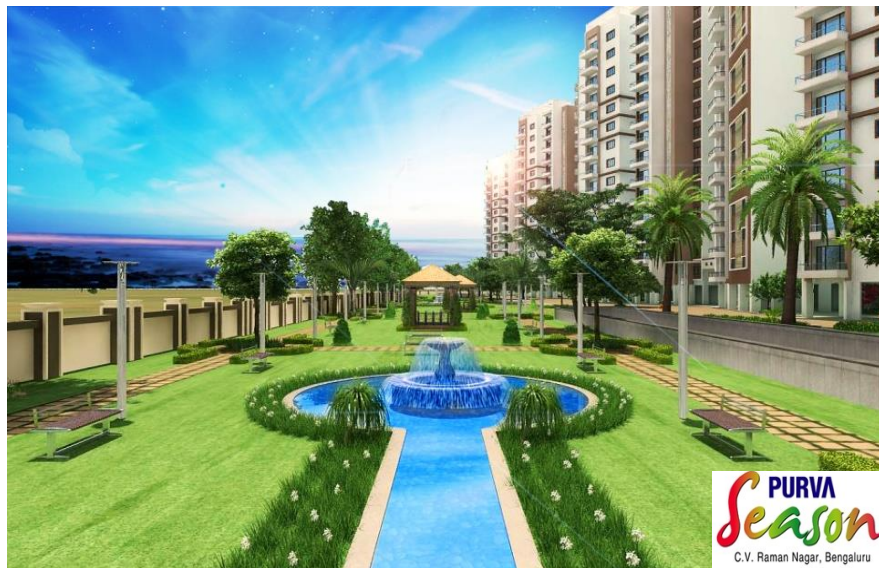


PROVIDENT
Welworth City
On Yelahanka - Doddaballapur Main Road

Project Pictures



Project Pictures



Project Pictures



Awards and achievements

Awards for Puravankara projects

- Purva Grand Bay** - *ESTRADE REAL ESTATE AWARDS 2015 - Best Project in a Non- Metro – 2015*
Indian Concrete Institute(ICI), Kochi and UltraTech Cement Limited Best Residential Building - 2015
- Purva Evoq** - *7th REALTY PLUS EXCELLENCE AWARDS for Residential Property of the Year – 2015*
- Purva Venezia** - *Received Themed Project of the Year at the 6th Realty Plus Excellence Award, 2014*
Awarded Residential Project of the Year at the Construction Week Awards, 2014
Awarded the "Best Ornamental Garden - 2014" by Govt. of Karnataka, Horticulture department 2014
CMO Asia Awards Residential Property of the Year, 2013

Awards for Provident projects

- Sunworth** - *7th REALTY PLUS EXCELLENCE AWARDS for Affordable Housing Project of the Year - Provident Sunworth, 2015.*
- Welworth City** - *Indian Concrete Institute Awards - Best Concrete Structure Appreciation Award -2015.*
Popular Choice – Affordable Housing of the Year, 2013 at Real Estate Awards for Retail Excellence.

Management awards

- Ravi Puravankara –**
'BRAND ACHIEVERS AWARD - Lifetime achievement Award for Excellence 2015
Scroll of Honour' award at the Realty Plus Conclave & Excellence Awards 2014 (South) for Ravi Puravankara
Lifetime Achiever's Award for Outstanding Contribution to Real Estate at Realty Excellence Awards, 2012 and CMO Asia Awards for Retail Excellence 2013

- Ashish Puravankara –**
BRAND ACHIEVERS AWARD -Entrepreneur of the year of the Year (Real Estate) 2015
CONSTRUCTION WEEK INDIA 2015 - Real Estate Person of the Year 2015
Young Achievers Award , 6th Realty Plus Awards, 2014.

- Jackbastian Nazareth -**
Pathfinders Award for the Most Enterprising CXO - JACKBASTIAN KAITAN NAZARETH at the 6th Realty Plus Awards, 2014.
Most Enterprising CXO, 2013 at Real Estate Awards for Retail Excellence

Corporate awards

- Puravankara Projects** – *Global Real Estate Brand Awards for Marketer of the Year - 2015*
- Puravankara Projects** – *ASIAN CSR LEADERSHIP AWARD 2015 - Best Financial & Corporate Reporting - 2015*
- Puravankara Projects** – *Fastest Growing Developer of the Year. - 2015*
- Provident Housing Limited** - *NDTV Property Awards for Innovation Leader in Budget Housing 2014*
- Marketer of the Year – Puravankara Projects Limited, CMO Asia Awards for Retail Excellence 2013**
- Developer of the Year – Residential, CMO Asia Awards for Retail Excellence 2013**

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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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