



Purva Bluemont

Puravankara Limited

March 2019

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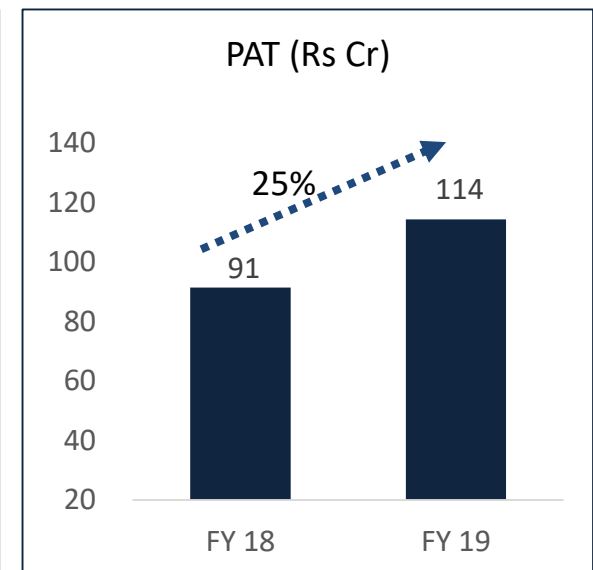
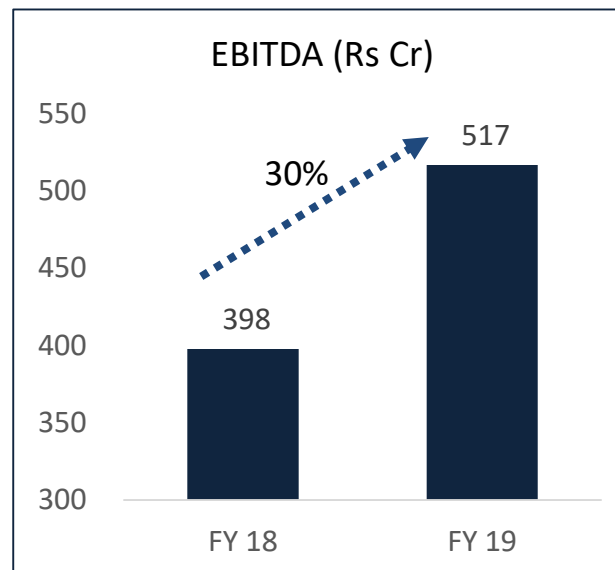
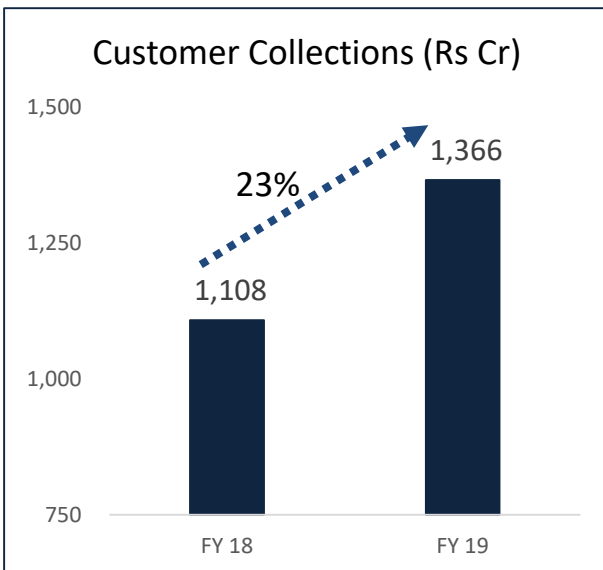
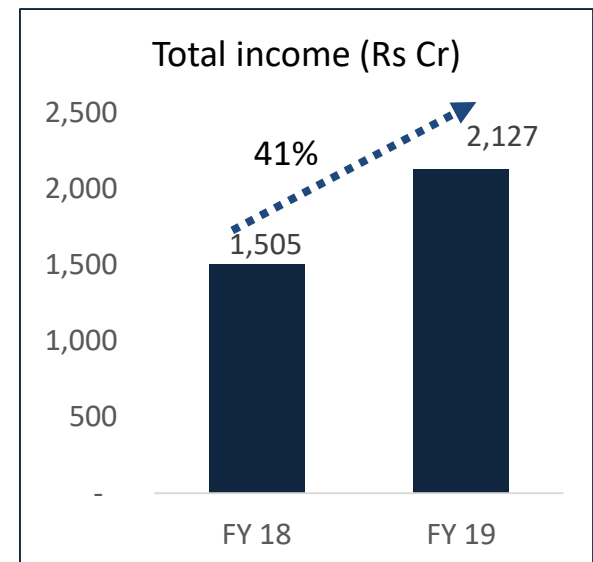
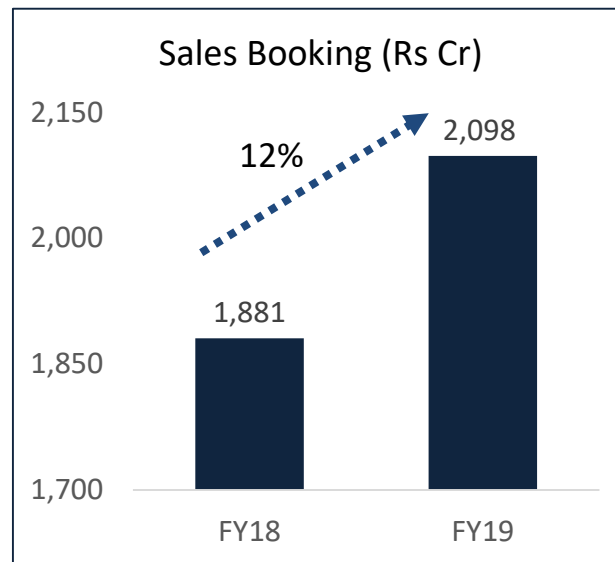
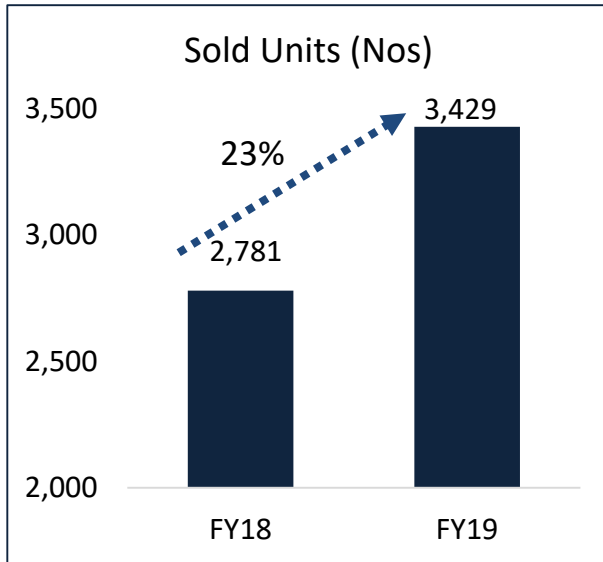
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Company Overview

Overview

- ❖ One of India's leading real estate developers with an established presence in the residential segment (luxury and affordable housing) and in commercial office spaces
- ❖ With over 4 decades of domain expertise, Puravankara has established itself as a developer of repute
- ❖ Completed 68 residential projects and commercial projects, spanning 38.47 msft , primarily across the gateway cities of south and west India
- ❖ Area under Development totaling 23.08 msft
- ❖ Landbank totaling 68.58 msft (Puravankara Group's economic interest – 54.66 msft)
- ❖ Pan India presence- with projects in Bengaluru, Chennai, Hyderabad, Pune, Mumbai, Kochi, Goa, Kolkata, Coimbatore and Mangalore
- ❖ Two key brands : Puravankara for luxury housing and commercial offices, Provident for the affordable luxury segment
- ❖ Provident Housing Ltd, a wholly owned subsidiary of Puravankara Ltd, caters to the affordable luxury segment
 - ❖ Projects in Bengaluru, Hyderabad, Mumbai, Pune, Chennai, Goa, Mangalore and Coimbatore
 - ❖ Focus on delivering quality housing at affordable prices through value engineering
- ❖ Creating value for clients by collaborating with world class contractors and vendors while leveraging robust internal processes
- ❖ Starworth Infrastructure and Construction Limited (SICL) is a wholly owned subsidiary which specialises in technology focused construction , including precast
- ❖ Joint venture with Keppel Land Singapore

FY19 – Gaining momentum

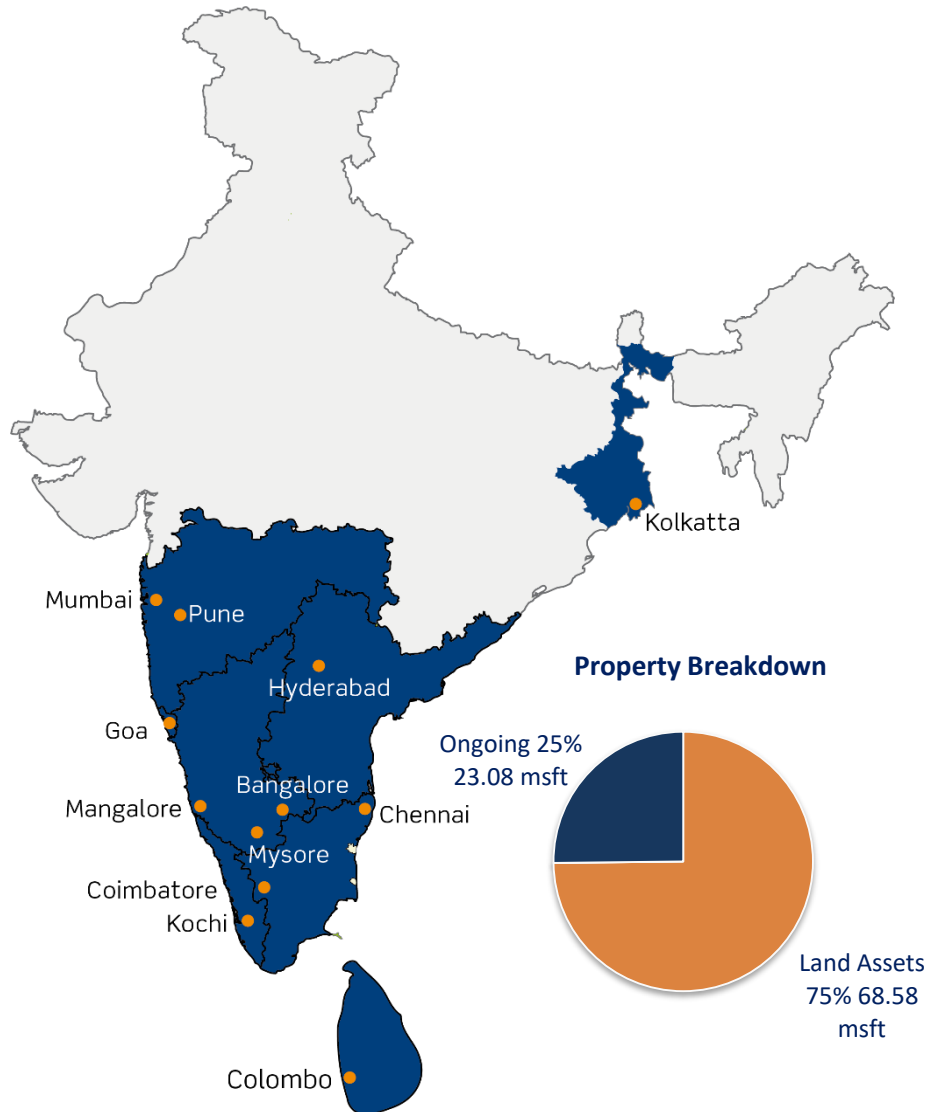


Note: Since there is a change in accounting standard for revenue recognition, the revenue, EBITDA and PAT figures of FY19 as per AS-115 can not be compared with FY18 figures

Development Bank

Diversified across markets, brands and stages of development

Land portfolio



in million sq. ft.

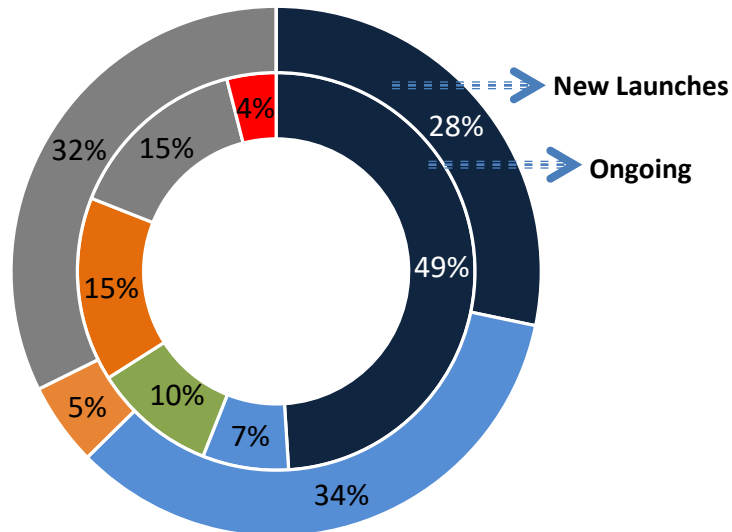
	Completed	Ongoing	Land Assets	Total (A)+(B)
		(A)	(B)	
South India				
Bengaluru	28.08	11.29	43.20	54.48
Chennai	6.26	1.64	11.71	13.35
Hyderabad	0.59	2.35	-	2.35
Kochi	1.89	3.43	4.21	7.64
Others	0.81	1.00	1.01	2.01
West India	0.14	3.37	4.22	7.59
Colombo	-	-	4.23	4.23
Kolkata	0.70	-	-	-
Total	38.47	23.08	68.58	91.66
<i>Puravankara*</i>	29.18	12.49	58.35	70.84
<i>Provident</i>	9.29	10.59	10.23	20.82
Saleable Area	34.10	18.55	54.66	73.21
<i>Puravankara*</i>	25.20	9.39	49.15	58.54
<i>Provident</i>	8.90	9.16	5.51	14.67

Note: 1.* Includes JVs and other subsidiaries

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

Ongoing and New Launches

Non-Bengaluru projects now account for 51% of the share of ongoing and 59% of new launches*



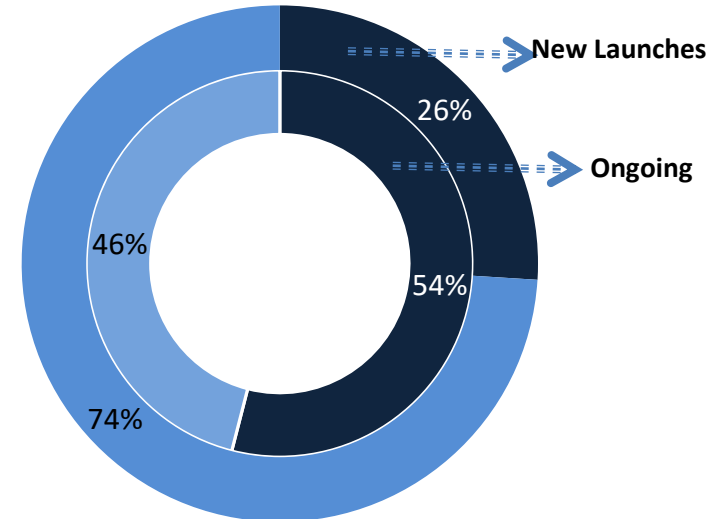
- Bengaluru
- Chennai
- Hyderabad
- Cochin
- West India
- Others

in msft	Ongoing [#]	New Launches
Bengaluru	11.29	3.13
Chennai	1.64	3.81
Hyderabad	2.35	0.00
Cochin	3.43	0.54
West India	3.37	3.58
Others	1.00	0.00
Total	23.08	11.06

Note: .1. Based on Developable Area in msft

2. # Includes 10.29 million sqft of area not open for sale.

Provident now accounts for 3/4th of the launch pipeline; in line with the market trends and the Group's strategy



- Puravankara
- Provident

in msft	Ongoing [#]	New Launches
Puravankara	12.49	2.85
Provident	10.59	8.21
Total	23.08	11.06

* In terms of developable area

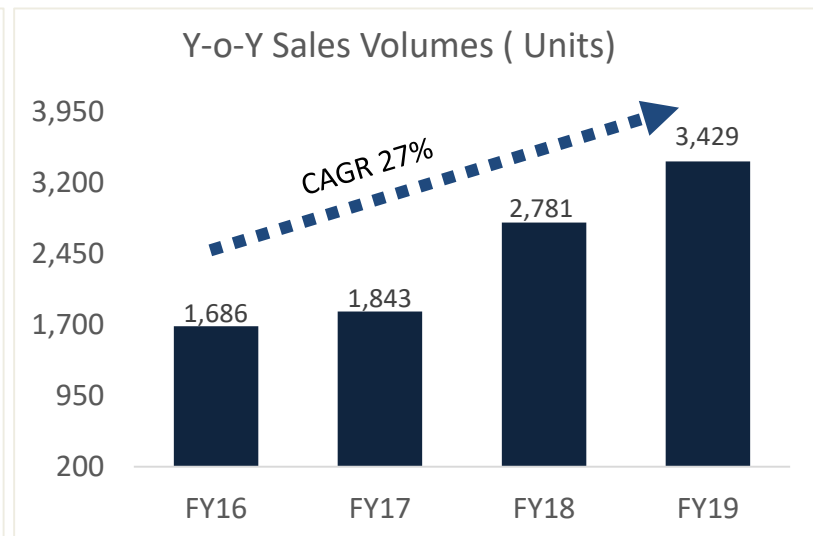
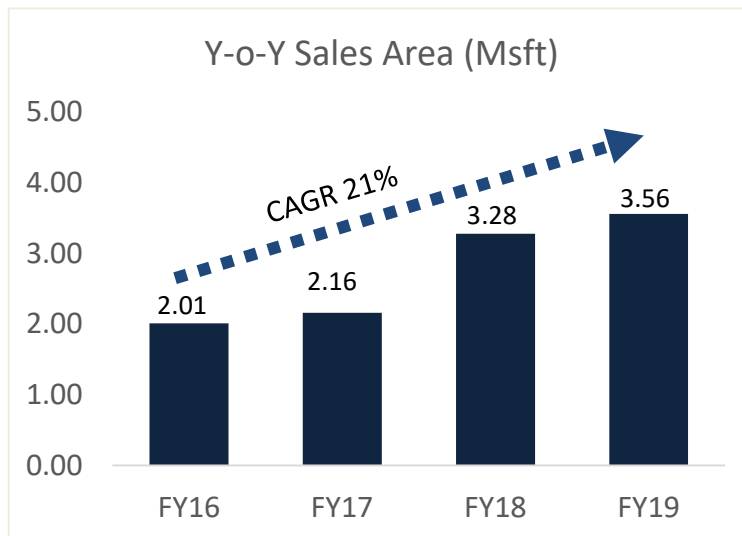
Area

Consistent sales growth

(numbers in million sq. ft.)	FY16	FY17	FY18	FY19
Opening Area	24.01	23.64	24.92	20.82
Add: Launches/Revisions during the period ¹	2.46	4.77	1.96	3.95
Less: Completed during the period ²	(2.83)	(3.49)	(6.06)	(1.69)
Closing Area	23.64	24.92	20.82	23.08*

in million sq. ft.

Consistent Sales Booking growth



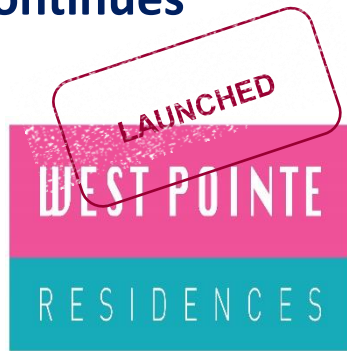
Notes:

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 10.29 million sqft of area not open for sale

Launch story continues



Next phase of Adora De Goa
Location – Goa



Next phase of Adora De Goa
Location – Goa



First phase of Sunworth III
Location –Bangalore



Next phase of Provident Park Square
Location –Bangalore



Provident Winworth
Location -Kochi



Purva Somerset house, earlier known as Purva Evoq
Location -Chennai



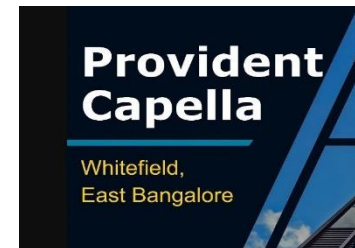
Purva Zenium
Location –Bangalore



Purva Atmosphere
Location –Bangalore



Park Woods, earlier known as Northern Destiny
Location –Bangalore



Provident Capella
Location - Bangalore

Robust 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	Westend 2	Bengaluru	Joint Development	Residential	0.10	78%	0.08	Q2FY20
2	Bavdhan	Pune	Joint Development	Residential	0.31	90%	0.28	Q1/Q2 FY20
3	Lalbagh	Bengaluru	Joint Development	Residential	0.21	55%	0.12	Q1FY21
4	Purva Atmosphere	Bengaluru	Joint Development	Residential	1.51	88%	1.32	Q2/Q3 FY20
5	Bhandup	Mumbai	Joint Development	Residential	0.20	45%	0.09	Q2/Q3 FY20
6	Indiranagar	Bengaluru	Joint Development	Residential	0.17	50%	0.09	Q1 FY21
7	Chembur	Mumbai	Owned	Residential	0.35	100%	0.35	Q3/Q4 FY 20
Total					2.85		2.33	
Provident								
1	Edapally	Cochin	Owned	Residential	0.54	100%	0.54	Q2/Q3 FY20
2	Thane	Mumbai	Joint Development	Residential	1.63	64%	1.04	Q2/Q3 FY20
3	Kondwa	Pune	Joint Development	Residential	1.09	70%	0.76	Q2 FY20
4	Kachanayakanahalli	Bengaluru	Owned	Residential	0.49	100%	0.49	Q2/Q3FY20
5	Thirumazhsai	Chennai	Joint Venture	Residential	3.81	25%	0.95	Q4 FY20/Q1FY21
6	Provident Capella	Bengaluru	Joint Development	Residential	0.65	76%	0.49	Q1/ Q2 FY20
Total					8.21		4.27	
Grand Total					11.06		6.60	

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
6. The above list does not include new projects launched in Q4FY19 i.e. Purva Zenium (1.13 msft) and Somerset House (0.36 msft)

Sales

Sales – Q4FY19 Vs Q4FY18

<i>Based on Bookings</i>										<i>Quarter Ended</i>	
	Area Sold			Units Sold			Sale Value			Sale Realization	
	<i>Mar-19</i>	<i>Mar-18</i>	<i>%</i>	<i>Mar-19</i>	<i>Mar-18</i>	<i>%</i>	<i>Mar-19</i>	<i>Mar-18</i>	<i>%</i>	<i>Mar-19</i>	<i>Mar-18</i>
	<i>msft</i>	<i>msft</i>		<i>Nos.</i>	<i>Nos.</i>		<i>Rs.in crs</i>	<i>Rs.in crs</i>		<i>Rs.psft</i>	<i>Rs.psft</i>
Puravankara	0.44	0.29	51%	282	198	43%	299	203	47%	6,805	6,987
Completed	0.30	0.13	132%	214	87	146%	169	75	126%	5,552	5,698
Ongoing Projects	0.12	0.16	-24%	61	111	-45%	111	128	-13%	9,200	8,050
New Launches	0.01	-	-	7	-	-	19	-	-	13,341	-
Provident	0.79	0.90	-13%	866	983	-12%	426	497	-14%	5,402	5,498
Completed	0.15	0.10	49%	152	98	55%	58	40	47%	3,884	3,947
Ongoing Projects	0.64	0.11	474%	714	134	433%	368	60	514%	5,757	5,384
New Launches	-	0.69	-100%	-	751	-100%	-	398	-100%	-	5,741
Total Gross	1.23	1.20	3%	1,148	1,181	-3%	726	700	4%	5,904	5,860
Share of Revenue attributable to landlord under Revenue Sharing arrangement	(0.07)	(0.09)		(40)	(100)		(58)	(54)			
Group Economic Interest	1.16	1.10		1,108	1,081		668	646			

Consistent Sales Booking growth

- Ongoing projects – Both brands witnessed significant jump in sales
- Completed projects – Sales growth in line with targetted inventory reduction
- Average prices of ongoing projects are higher than the prices of completed projects

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

Sales – Q4FY19 Vs Q3FY19

<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>Mar-19</i>	<i>Dec-18</i>	<i>%</i>	<i>Mar-19</i>	<i>Dec-18</i>	<i>%</i>	<i>Mar-19</i>	<i>Dec-18</i>	<i>%</i>	<i>Mar-19</i>	<i>Dec-18</i>
	<i>msft</i>	<i>msft</i>		<i>Nos.</i>	<i>Nos.</i>		<i>Rs.in crs</i>	<i>Rs.in crs</i>		<i>Rs.psft</i>	<i>Rs.psft</i>
Puravankara	0.44	0.35	27%	282	216	31%	299	228	31%	6,805	6,589
Completed Projects	0.30	0.19	57%	214	126	70%	169	98	72%	5,552	5,064
Ongoing Projects and new launches	0.14	0.15	-11%	68	90	-24%	130	129	1%	9,633	8,550
Provident	0.79	0.29	175%	866	312	178%	426	142	201%	5,402	4,944
Completed Projects	0.15	0.12	21%	152	123	24%	58	47	24%	3,884	3,766
Ongoing Projects	0.64	0.16	294%	714	189	278%	368	95	288%	5,757	5,846
Total Gross	1.23	0.63	94%	1,148	528	117%	726	369	96%	5,904	5,843
Share of Revenue attributable to landlord under Revenue Sharing arrangement	(0.07)	(0.05)		(40)	(24)		(58)	(46)			
Group Economic Interest	1.16	0.58		1,108	504		668	323			

Consistent Sales Booking growth

- ❑ Sales during Q4FY19 almost doubled as against the sequential quarter Q3FY19
- ❑ Similar trend is observed in both PL and PHL
- ❑ Expression of interest process initiated for 2 new Puravankara projects (Purva Zenium and Somerset House) in March 2019

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

Sales – FY19 Vs FY18

	Based on Bookings									Year Ended	
	Area Sold			Units Sold			Sale Value			Sale Realization	
	Mar-19	Mar-18	%	Mar-19	Mar-18	%	Mar-19	Mar-18	%	Mar-19	Mar-18
	msft	msft		Nos.	Nos.		Rs.in crs	Rs.in crs		Rs.psft	Rs.psft
Puravankara	1.29	1.57	-17%	833	1,049	-21%	871	1,039	-16%	6,729	6,623
Completed Projects	0.78	0.86	-9%	526	531	-1%	416	494	-16%	5,329	5,739
Ongoing Projects	0.51	0.71	-27%	307	518	-41%	456	545	-16%	8,854	7,697
Provident	2.26	1.68	34%	2,596	1,732	50%	1,227	842	46%	5,424	5,004
Completed Projects	0.51	0.55	-8%	501	547	-8%	194	222	-13%	3,798	4,025
Ongoing Projects	1.75	1.13	55%	2,095	1,185	77%	1,033	620	67%	5,897	5,481
Total Gross	3.56	3.25	9%	3,429	2,781	23%	2,098	1,881	12%	5,899	5,785
Share of Revenue attributable to landlord under Revenue Sharing arrangement	(0.20)	(0.12)		(117)	(120)		(178)	(73)			
Group Economic Interest	3.36	3.13		3,312	2,661		1,920	1,807			

Rapid Sales growth

- ❑ The Group's sales volume (in units) grew to 3429 units or 23% y-o-y for FY19
- ❑ Provident sales volume (in units) grew to 2596 units or 50% y-o-y for FY19
- ❑ Volume growth and better price realization of ongoing projects across both brands, drove a 12% increase in overall sales value.

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

Cash Flows

Potential Cash Flow from completed and ongoing projects

Rs. crores

		Puravankara	Provident	Total
Balance collections from sold units ¹	(A)	836	1,135	1,971
Value of Inventory open for sale ²	(B)	3,373	1,209	4,582
Balance cost to go ^{3,4}	(C)	1,184	1,049	2,233
Surplus (A) + (B) – (C)	(D)	3,025	1,295	4,320
Surplus from Inventory not open for sale (F)-(G+H)	(E)	1,313	916	2,229
Value of Inventory not open for sale	(F)	2,689	1,870	4,559
Balance cost to complete	(G)	1,276	828	2,105
Contingencies ⁵	(H)	100	125	225
Total Estimated Surplus (D +E)		4,338	2,211	6,549

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 , 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

Cash Flow Statement

Rs. crores

Cash Flow Statement		Q1 2019	Q2 2019	Q3 2019	Q4 2019	FY 19
A	Operating Inflows	333.3	386.2	408.1	466.7	1,594.4
B	Operating Outflows	(274.7)	(314.2)	(364.7)	(359.7)	(1,313.3)
C=A-B	Operating Surplus	58.7	72.0	43.4	107.1	281.1
	<i>Less</i>					
	Interest Cost(Net)	(64.2)	(74.4)	(107.5)	(79.0)	(325.0)
	Income Tax Paid	(2.2)	(1.3)	(12.9)	(13.2)	(29.6)
D	Operating Surplus after tax and interest	(7.7)	(3.7)	(77.0)	14.8	(73.5)
	Investment Activity					
	Land Payments including advances & deposits	(46.9)	(115.8)	(197.4)	(3.4)	(363.6)
	Purchase of Fixed Assets	(0.0)	(0.5)	(3.5)	(1.2)	(5.2)
	Other Assets & Investments	0.0		(0.5)	0.0	(0.5)
E	Total from Investing Activity	(46.9)	(116.4)	(201.3)	(4.6)	(369.3)
	Financing Activity					
	Loan Drawal/(Repayments)	39.4	204.2	255.2	16.4	515.1
	Loan to Associates/Subsidiaries- Inflow/(Repayment)	(0.6)	(1.3)	0.8	(2.0)	(3.1)
	Dividend including DDT		(34.5)	(9.4)	0.0	(43.9)
F	Total from Financing Activity	38.7	168.4	246.5	14.4	468.1
G=D+E+F	Net Operating Surplus	(16.0)	48.4	(31.8)	24.6	25.3
	Opening Cash and Bank Balances	152.6	136.6	185.0	153.2	152.6
	Closing Cash and Bank Balances	136.6	185.0	153.2	177.9	177.9

Note: Numbers have been regrouped & reclassified and does not strictly confirm to the presentation under audited INDAS 7 Cash Flow format

Income Statement

Consolidated Statement of Profit & Loss for the quarter ended 31 March 2019

Rs. crores

Particulars	Q4FY19 Audited	Q3FY19 Audited	Q4FY18 Audited
Income from operations			
Revenue from projects	646.09	545.19	287.96
Other Income	20.99	20.47	35.29
Total Income from operations	667.08	565.66	323.25
Expenses			
Sub-contractor cost	156.64	83.44	101.11
Cost of raw materials and components consumed	22.91	24.50	26.58
Land purchase cost	13.36	285.17	155.23
(increase)/decrease in inventories of stock of flats, land cost and work-in-progress	199.95	-74.71	-139.52
Employee benefit expense	32.00	33.14	25.42
Finance expense	88.26	96.49	64.26
Depreciation and amortization expense	4.97	3.35	3.46
Other expenses	86.24	72.15	58.92
Total expenses	604.33	523.53	295.46
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	62.75	42.13	27.79
Share of profit/(loss) of associates and joint ventures, net	-0.62	-0.47	-1.37
Profit before tax	62.13	41.66	26.42
Tax expense	23.35	14.48	1.87
Net Profit for the period	38.78	27.18	24.55
Other Comprehensive Income/(Loss) (net of tax expense)	-0.17	-0.08	0.33
Total Comprehensive Income/(Loss) for the period	38.61	27.10	24.88

Note: Since there is a change in accounting standard for revenue recognition, the figures of FY19 as per AS-115 can not be compared with FY18 figures

Consolidated Statement of Profit & Loss for the year ended 31 March 2019

Rs. crores

Particulars	FY19 Audited	FY18 Audited
Income from operations		
Revenue from projects	2,050.49	1,414.90
Other Income	76.23	90.04
Total Income from operations	2,126.72	1,504.94
Expenses		
Material cost	109.04	64.86
Contract cost	407.82	548.99
Land and other related costs	455.14	394.79
Change in inventories	245.03	-214.90
Employee benefit expense	123.93	103.90
Finance expense	328.04	251.34
Depreciation and amortization expense	15.06	14.96
Other expenses	269.17	209.77
Total expenses	1,953.23	1,373.72
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	173.49	131.23
Tax expense	57.42	37.42
Net profit before share of profit/(loss) of associates and joint ventures (3-4)	116.07	93.81
Share of profit/(loss) of associates, net	-1.72	-2.41
Minority interest	0.00	0.00
Net Profit for the period	114.35	91.40
Other Comprehensive Income/(Loss) (net of tax expense)	-0.60	-0.24
Total Comprehensive Income/(Loss) for the period	113.75	91.16

Note: Since there is a change in accounting standard for revenue recognition, the figures of FY19 as per AS-115 can not be compared with FY18 figures

Balance Sheet

Consolidated Balance Sheet as of 31 March 2019

Rs. crores

Equity and Liabilities	March 2019	March 2018	Assets	March 2019	March 2018
	Audited	Audited		Audited	Audited
Shareholders' Funds			Non-Current Assets		
Equity Share Capital	119	119	(a) Property, plant and equipment	63	58
Other Equity	1,738	2,275	(b) Capital work-in-progress	35	36
	1,857	2,393	(c) Investment properties	62	64
			(d) Intangible assets	11	3
			(e) Financial assets		
			(i) Investments	130	131
Liabilities			(ii) Loans	304	261
Non-current liabilities			(iii) Other financial assets	26	37
(a) Financial liabilities			(f) Deferred tax liabilities (net)	302	53
(i) Borrowings	435	138	(g) Assets for current tax (net)	63	41
(ii) Other financial liabilities	13	9	(h) Other non-current assets	166	154
(b) Provisions	10	11			
(c) Deferred tax liabilities (net)	8	8			
	467	167		1,162	839
			Current Assets		
Current liabilities			(a) Inventories	6,766	4,687
(a) Financial liabilities			(b) Financial assets		
(i) Borrowings	693	678	(i) Trade receivables	251	275
(ii) Trade payables	468	441	(ii) Cash and cash equivalents	149	132
			(iii) Bank balances other than (ii) above	0.32	0.16
(iii) Other financial liabilities	1,804	1,585	(iv) Loans	75	65
(b) Other current liabilities	3,435	1,510	(v) Other financial assets	25	509
(c) Provisions	10	15	(c) Other current assets	305	284
(d) Current tax liabilities (net)	0.00	2			
	6,410	4,231		7,571	5,953
Total	8,734	6,791	Total	8,734	6,791

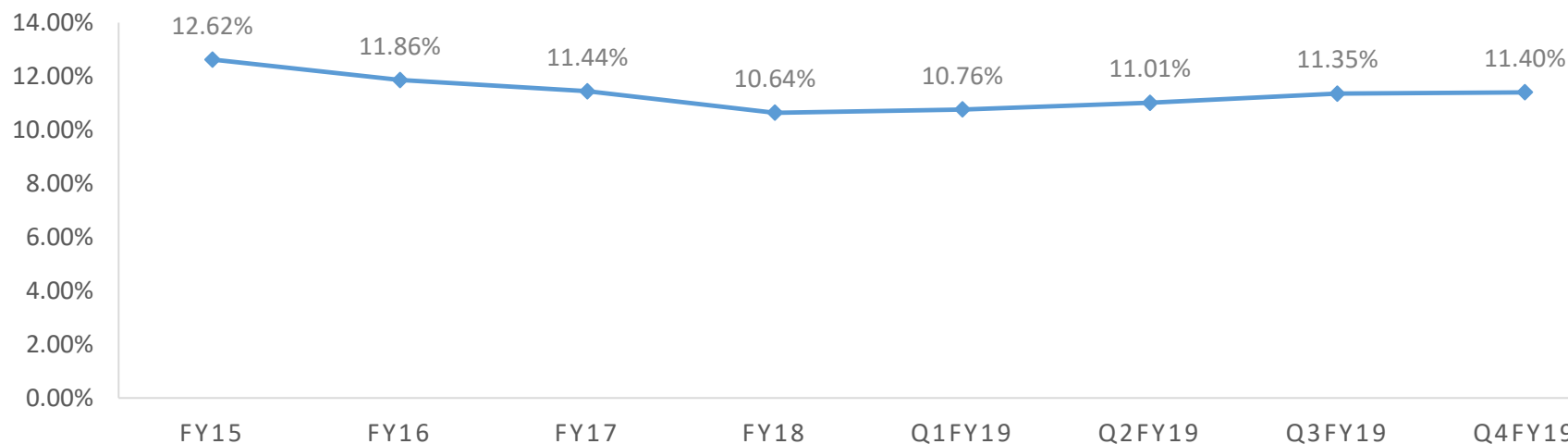
Note: Since there is a change in accounting standard for revenue recognition, the figures of FY 19 as per AS-115 cannot be compared with FY18 figures

Debt

Debt Structure – As of 31 March 2019

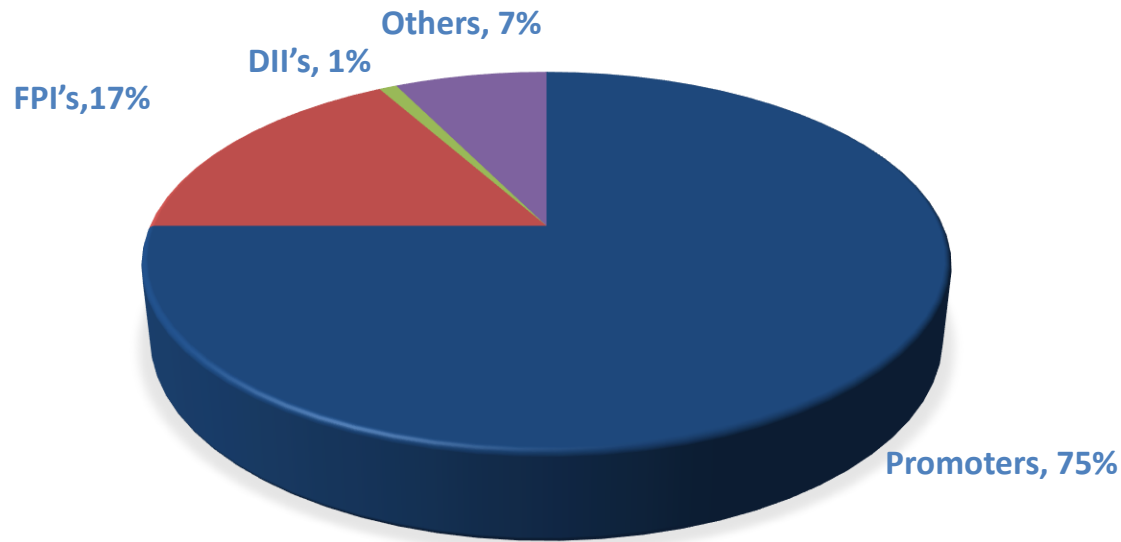
<i>in Rs. Cr</i>	Q4FY19	Q3FY19	Q2FY19	Q1FY19	FY18
Opening Balance	2,902	2,642	2,438	2,399	2,075
Net Addition (Repayment)	19	260	204	39	324
Debt Outstanding	2,921	2,902	2,642	2,438	2,399
Less: Cash and Cash Equivalents	178	153	185	137	152
Net debt	2,743	2,749	2,457	2,302	2,247
Cost of Debt	11.40%	11.35%	11.01%	10.76%	10.64%
Net Worth	1,857	1,818	1,783	1,806	2,393
Net Debt / Equity Ratio	1.46	1.51	1.38	1.27	0.94

WEIGHTED AVG. COST OF DEBT



Shareholding Pattern and Stock Performance

Shareholding Pattern – as on 31 March 2019



Key Shareholders

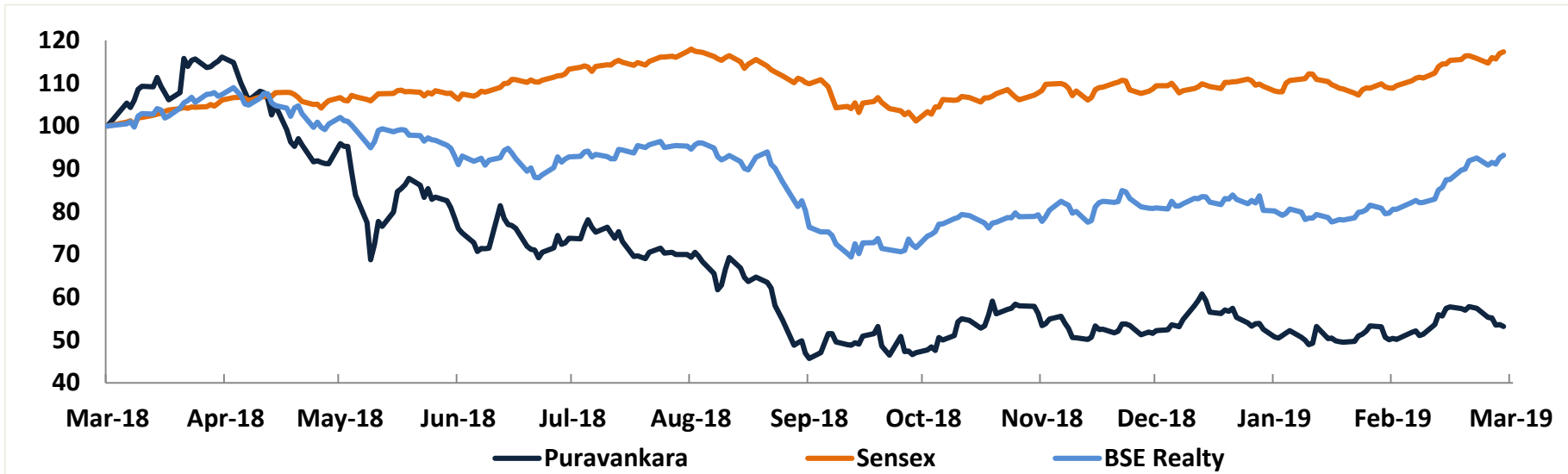
Notes

1. Promoter Shares are unencumbered

FPIs	Insurance and Bodies Corporate
GHI	Life Insurance Corporation
College Retirement Equities Fund	General Insurance Corporation
Atyant Capital	

Stock Performance

Relative to BSE Realty Index and Sensex during March 31, 2018 to March 31, 2019



	31-Mar-19	31-Dec-18
Price on BSE	74	73
% Change QoQ	1%	15%
Number of shares (in Cr)	23.7	23.7
Market Capitalisation (Rs. Cr)	1,750	1,724

Source: BSE as on March 31, 2019; Graph rebased to 100.

Select Project Pictures

Actual Project Pictures



Actual Project Pictures



PROVIDENT®
GREEN PARK
OFF PERUR MAIN ROAD, COIMBATORE

Actual Project Pictures



Actual Project Pictures




PURVA PALM BEACH
OFF HENNUR ROAD

Actual Project Pictures



Actual Project Pictures



Actual Project Pictures



**PURVA
WESTEND**
The best of the modern and the best of the greenery.

Appendix 1 : Project Status

Current Project Status – As of 31 March 2019

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	%	Nos	Mn sft
COMPLETED														
Puravankara														
1	Amaiti	Trichy Road, Coimbatore	0.57	342	100%	0.56	342	0.56	244	0.39	71%	98	0.16	29%
2	Bluemont	Trichy Road, Coimbatore	0.81	486	100%	0.81	486	0.81	433	0.73	89%	53	0.09	11%
3	Grandbay	Marine Drive, Kochi	0.51	265	100%	0.51	265	0.51	246	0.47	93%	19	0.04	7%
4	High Crest	Mallasandra, Bengaluru	0.41	249	100%	0.41	249	0.41	232	0.38	93%	17	0.03	7%
5	Highlands	Mallasandra, Bengaluru	1.34	848	100%	1.34	848	1.34	802	1.25	94%	46	0.08	6%
6	Oceana	Marine Drive, Kochi	0.27	96	100%	0.27	96	0.27	86	0.25	92%	10	0.02	8%
7	Seasons	CV Raman Nagar, Bengaluru	1.08	660	60%	0.68	416	0.68	413	0.68	99%	3	0.01	1%
8	Skydale	Sarjapur Road, Bengaluru	0.49	314	100%	0.49	314	0.49	274	0.42	86%	40	0.07	14%
9	Sunflower	Magadi Road, Bengaluru	0.44	326	70%	0.31	228	0.31	201	0.28	89%	27	0.03	11%
10	Swanlake	OMR, Chennai	1.17	729	100%	1.17	729	1.17	694	1.11	95%	35	0.06	5%
11	Westend	Hosur Road, Bengaluru	1.12	815	78%	0.88	639	0.88	621	0.85	96%	18	0.03	4%
12	Whitehall	Sarjapur Road, Bengaluru	0.40	192	100%	0.40	192	0.40	184	0.38	95%	8	0.02	5%
13	Windermere - I	Medavakkam, Chennai	1.63	1,036	100%	1.63	1,036	1.63	958	1.45	89%	78	0.17	11%
14	Windermere - II	Medavakkam, Chennai	0.94	728	100%	0.94	728	0.94	547	0.78	83%	181	0.16	17%
15	Windermere - III	Medavakkam, Chennai	0.28	280	100%	0.28	280	0.28	104	0.13	47%	176	0.15	53%
COMMERCIAL														
16	Primus	OMR, Chennai	0.18		60%	0.11		0.11		0.03	29%	0	0.08	69%
Provident														
17	Cosmo City - I,II	Pudupakkam, Chennai	2.24	2,174	100%	2.24	2,174	2.24	1,966	2.02	90%	208	0.22	10%
18	Sunworth - I,II	Mysore Road, Bengaluru	2.74	2,784	100%	2.74	2,784	2.74	2,508	2.45	89%	276	0.28	10%
19	The Tree	Off Magadi Road, Bengaluru	0.57	560	70%	0.40	388	0.40	297	0.30	75%	91	0.10	24%
20	Welworth City	Doddaballapur Rd, Bengaluru	3.46	3,360	100%	3.46	3,360	3.46	3,311	3.41	98%	49	0.05	2%
Total Completed-(A)			20.65	16,244		19.61	15,554	19.61	14,121	17.76	91%	1,433	1.85	9%

Current Project Status – As of 31 March 2019 – (contd.)

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	%	Nos	Mn sft	%
UNDER CONSTRUCTION																		
Puravankara																		
1	Coronation Square	Kotnur, Bengaluru	0.14	48	71%	0.10	34	0.10	5	0.01	12%	29	0.09	88%				
2	Marine Drive I	Kochi	1.68	586	50%	0.84	293	0.84	105	0.31	37%	188	0.53	63%				
3	Palm Beach	Hennur Road, Bengaluru	1.93	1,477	70%	1.35	1,041	1.36	679	0.88	65%	362	0.48	35%				
4	Silversand - I	Keshavnagar, Pune	0.77	821	100%	0.77	821	0.77	629	0.59	77%	192	0.18	23%				
5	Somerset House	Guindy Chennai	0.36	181	100%	0.36	181	0.36	4	0.01	3%	177	0.35	97%				
6	Sound of Water	Kammanahalli, Bengaluru	0.62	228	59%	0.37	135	0.36	28	0.07	20%	107	0.29	79%				
7	Zenium	Airport Road Bengaluru	1.13	762	70%	0.79	533	0.79	3	0.00	1%	530	0.78	99%				
Provident																		
8	Adora De Goa	Zuari Nagar, Goa	1.63	1,902	84%	1.37	1,629	1.37	1,072	0.81	59%	557	0.57	41%				
9	Green Park	Selvapuram, Coimbatore	0.58	560	70%	0.41	392	0.41	274	0.28	67%	118	0.13	33%				
10	Kenworth - I	Rajendra Nagar, Hyderabad	1.99	2,034	73%	1.45	1,485	1.45	1,135	1.15	79%	350	0.30	21%				
11	Neora	Sampigehalli, Bengaluru	0.23	220	100%	0.23	220	0.23	97	0.09	39%	123	0.14	61%				
12	Park Square	Judicial Layout, Bengaluru	1.32	1,429	87%	1.15	1,247	1.15	895	0.83	72%	352	0.33	28%				
13	Skyworth	Derebail, Mangalore	0.42	324	73%	0.30	236	0.30	55	0.07	23%	181	0.23	77%				
Total Under Construction (B)			12.80	10,572		9.49	8,247	9.49	4,981	5.10	54%	3,266	4.40	46%				

Current Project Status – As of 31 March 2019 – (contd.)

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	%	Nos	Msft	%
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	Silversand - II	Keshavnagar, Pune	0.77	652	100%	0.77	652	-	-	-	0%	652	-	0%
6	Windermere IV	Medavakkam, Chennai	1.28	644	100%	1.28	644	-	-	-	0%	644	-	0%
Commercial														
7	Zentech Business Park	Kanakapura, Bengaluru	0.76	0	70%	0.53	0	-	-	-	0%	0	-	0%
Provident														
8	Kenworth II	Rajendra Nagar, Hyderabad	0.36	276	73%	0.26	201	-	-	-	0%	201	-	0%
9	Park Square Other Phase	Judicial Layout, Bengaluru	0.58	653	87%	0.51	570	-	-	-	0%	570	-	0%
10	Sunworth III,IV	Mysore Road, Bengaluru	3.28	3,168	100%	3.28	3,168	-	-	-	0%	3,168	-	0%
Commercial														
11	Adora De Goa	Zuari Nagar, Goa	0.20		100%	0.20					0%	-		0%
Total - Phases to be launched (C)			10.29	6,847		9.12	6,412				0%	6,412		0%
Total Ongoing - (B) + (C)			23.08	17,419		18.55	14,659	9.40	4,981	5.10	54%	9,840	4.30	46%

Notes:

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

Appendix 2 : Corporate Information

Dedicated management team with collective experience of almost 200 years-committed to best practices of corporate governance

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
Joint Managing Director

- 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 team

R.V.S. Rao
Independent Director

- Bachelor's degree in Commerce and Law
- Over 39 years of experience in banking and finance



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

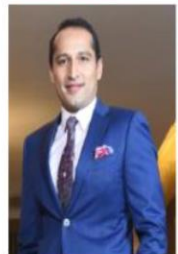
- Graduate from the School of Planning and Architecture (New Delhi) and the Architectural Association (London)
- Founder Partner – Morphogenesis
- Top 10 icons of the design world – the celebrated Platform Magazine.



Affordable Housing has been the game changer for the real estate industry in India

Since its inception in 1975, Puravankara has believed that there is only one mantra for success: Quality. This credo combined with uncompromising values, customer-centricity, robust engineering and transparency in business operations, has placed it among the 'most preferred' real estate brands in both residential and commercial segments. In an exclusive interview to CONSTRUCTION OPPORTUNITIES, ASHISH R. PURAVANKARA, MANAGING DIRECTOR, PURAVANKARA LIMITED speaks about the performance of the affordable housing sector, the government's initiatives and the volume of the Affordable Housing market in India.

Your assessment and comments on the performance of the Affordable Housing initiative, what kind of business opportunities has it generated?



The affordable housing segment has been the driving force behind the scalability of the Indian real estate residential market in the past two quarters and has consistently outperformed all the other segments. The segment contributed significantly to the overall sales for leading developers in 2018. Also, continued support from the government and increased participation of private players has made the industry extremely attractive for home buyers in the mid-income group.

On the other hand, growing demand for the affordable housing segment presents enormous opportunities for the housing finance segment which forms a crucial part of the entire ecosystem supporting the residential sector. Also, the logistics sector is expected to gain more traction due to this as we move into 2019. The most significant

business opportunity though lies in the hands of the developers who are yet to explore this segment.

Could you brief us on the role played by your company in terms of meeting the requirement for affordable housing set by the government? If so please give details. At Puravankara, we are focused on building a new segment - Premium Affordable through our Provident Brand. Our research stated that there is a specific mid-income group which aspires to own a 2-BHK between 40-50 lakhs range and they are ready to upgrade from a rented home to a house of their own. Under brand Provident, we have projects spread across nine cities. In 2018, we launched 3 projects, adding close to 2 mn.sq.ft under the premium affordable segment.

Puravankara



With the government's push for Digital India, the country has seen a widespread uptake of automation across a number of sectors, even those that are traditionally not technology-driven. A prime example of this is Puravankara's incorporation of robotics in the field of real estate. In a recent initiative, the company made use of robots as the first customer touch point, as part of their larger business strategy of integrating

technology into the Customer Relation Management process. Says Ashish Paravankara, MD, Puravankara, "The two humans - Mira and Miro - which we recently introduced at one of our flagship home exhibitions, Bengaluru Home Habba, were the first touch points for all visitors coming to the first and handling visitor management systems. The biggest advantage we had was immediate, accurate customer data

accumulation in almost 10 times lesser time in comparison to any conventional method. In the regular forecast, the waiting time would have taken close to 100 hours which is now reduced to just approximately seven to eight hours." The bots use the first customer touchpoint for data acquiring, storing and analysis, using voice and touch point enabled data capturing. When a customer interacts with the robotic interface, data is moved into the Customer Relation Management (CRM) system. Sales, Finance, and thereby creating direct, correct and more importantly, insightful data. This in turn will translate into a more relevant and faster turnaround of customer enquiries and improved customer engagement with deeper customer insight. The focus was on providing great uniform experience to each of visitor with accumulation of correct data along with real-time integration to the central (customer) database. Introduction of bots has helped the firm in achieving this objective in a great extent. In a three-day expo in Bengaluru, the group received close to 1,50,000 unique visitors (walk-ins) and closed more than 300 lease bookings.

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EXPRESS COMPUTER

Is Your Home A Smart Home?

By Ashish R. Puravankara



Smart homes can be defined as those homes that come with smart (internet) enabled devices, which are connected to the internet and can be controlled via mobile devices.

Smart homes can be defined as those homes that come with smart (internet) enabled devices, which are connected to the internet and can be controlled via mobile devices.

The smart home market is expected to grow significantly in the coming years. The market is expected to reach \$100 billion by 2020. The market is expected to reach \$100 billion by 2020.

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Puravankara bags people's choice award for South

BANGALORE

India's most trusted developer, Puravankara Limited bagged the prestigious 'People's Choice Award' for the Favourite Real Estate Developer - South Zone at CNBC-Awaaz India's prestigious Real Estate Awards 2018-19. The award is presented to the most trusted brand in the real estate sector in South India, based on an online voting system devised by the channel. In this category, Puravankara Limited secured the highest votes ahead of all the nominations for the South of India.

Mr Ashish R Puravankara, managing director, Puravankara Ltd said, "The award truly reiterates the people's trust and confidence in us over the last four decades. It is quite heartening to see this tremendous response from Bangalore, Chennai and Hyderabad where we have a strong presence. The award gives us that additional reminder that our work for customer delight is never complete but adds more vigour to our customer-first approach - from the initial interaction to handing over the product and the entire relationship in between." PTI



Continued policy stability is imperative in order to derive more pronounced benefits for both home buyers and the economy in general

- Ashish R. Puravankara, MD, Puravankara Ltd

segments such as student housing and co-living are increasingly attracting investors. With a millennial population of over 40 crore these housing models hold significant potential in the Indian market.

The office market exhibited a healthy growth of 16 per cent in 2018, with net absorption estimated to cross 33 million sq ft during the year. This trend, according to Nair of JLL India, is likely to continue, with net absorption expected to surpass 37 million sq ft by the end of 2019. Signalling good news for occupiers and investors, demand for offices remained high across key markets. The demand traction was supported by a strong supply pipeline with new completions in 2018 estimated to be at 38 million sq ft, resulting in stable vacancy levels. The new completions, the global property consultant believes, are expected to further strengthen in 2019 and cross 43 million sq ft.

Bengaluru has dominated the net take-up in office spaces, followed by Mumbai and Delhi/NCR. These three

Focus on customer centricity , affordable housing and leveraging prop-tech in all aspects of our organization has further propelled our growth story @Puravankara Q4 FY'8-19

Awards and achievements

Awards for Puravankara Limited

- ❖ **ET NOW Presents Dream Companies to Work For Awards - Puravankara Limited**
- ❖ **Marketing Maverick Awards for Outstanding Contribution towards the Indian Real Estate Industry - Mr. Ravi Puravankara**
- ❖ **The “People’s Choice Winner” at the CNBC-AWAAZ Real Estate Awards 2018-19 - SOUTH ZONE - Puravankara Limited**
- ❖ **Hurun Real Estate Leadership Summit for the Most Respected Residential Developer – South India - Mr. Ashish Puravankara**
- ❖ **CommonFloor Real Estate Excellence Awards for an Outstanding Contribution to Real Estate - Mr. Ravi Puravankara**
- ❖ **BAM (Builders , Architects & Building Material) Awards for Best Builder of the Year (Large Category - above 1500 Cr Turnover) – Puravankara Limited**
- ❖ **QuikrHomes Realty Awards for the Women Entrepreneur of the Year 2018 -19 – Real Estate - Ms. Amanda Puravankara**
- ❖ **10th Realty+ Excellence Awards SOUTH 2018 - Scroll of Honour - Mr. Ashish Puravankara**
- ❖ **South India’s Real Estate Leadership Awards for the Best Commercial Property of the Year – Purva Summit**
- ❖ **South India’s Real Estate Leadership Awards for the Best Residential Property of the Year - Purva Westend**

Awards and achievements

Awards for Provident Housing Limited

- ❖ **CIA WORLD Construction & Infra Awards for the Best Township Project -- Provident Sunworth**
- ❖ **CIA WORLD Construction & Infra Awards for the Best Residential Project of the Year - The Tree By Provident**
- ❖ **BAM (Builders , Architects & Building Material) Awards for Best Upcoming Project of the Year (Residential) – Provident Park Square**
- ❖ **10th Realty+ Excellence Awards SOUTH 2018 for Affordable Housing Project of the year - Kenworth by Provident**
- ❖ **10th Realty+ Excellence Awards SOUTH 2018 for the Developer of the year - Residential - Provident Housing Limited**
- ❖ **South India's Real Estate Leadership Awards for the Best Affordable Housing Project of the Year (WEST) – Adora De Goa by Provident**
- ❖ **10th Realty Plus Awards - West Region for the Best Affordable Housing Project of the Year – Adora De Goa**
- ❖ **BAM (Builders , Architects & Building Material) Awards 2018 for Best Affordable Housing Project – Provident Sunworth**
- ❖ **10th Franchise Estate Awards 2018 - for Best Project in Non Metro - South - Provident Skyworth**

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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Bengaluru - 560042

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