

June 26, 2020

<p>The General Manager – DCS, Listing Operations-Corporate Services Dept. BSE Ltd. 1st Floor, New Trading Ring, Rotunda Building, 'P J. Towers, Dalal Street, Fort, <u>Mumbai</u></p> <p>corp.relations@bseindia.com Stock Code: 532891</p>	<p>The Manager, Listing Department, National Stock Exchange of India Ltd., Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (E), <u>Mumbai</u></p> <p>cc_nse@nse.co.in Stock Code: PURVA</p>
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Dear Sir / Madam,

Sub: Presentation on the operation and financial results of the Company in terms of Regulation 46 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

In connection with the conference call scheduled to be held on June 26, 2020, please find attached the Presentation on the operation and financial results of the Company for the quarter & year ended March 31, 2020, in terms of Regulation 46 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We request you to take the same on record.

Thanking you

Yours faithfully
For Puravankara Limited

Bindu D
Company Secretary

PURAVANKARA LIMITED

Registered Office: #130/1, Ulsoor Road, Bengaluru- 560 042 [Tel:+91 80 2559 9000](tel:+918025599000) / 4343 9999 Fax: +91 80 2559 9350
Email: info@puravankara.com URL: www.puravankara.com CIN: L45200KA1986PLC051571

AN ISO 9001 COMPANY



Investor Presentation Q4 FY20

PURAVANKARA[®]

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Company Overview



Company Overview – 2 Iconic Brands in Real Estate

- Leading real estate enterprise providing diversified premium and affordable residential housing and commercial spaces
- Over 4 decades of domain expertise, completed 71 projects measuring over 40.92msft
- Diversified across markets, brands and development stages
- Land Bank at 65.09msft and ongoing projects at 22.93msft

PURAVANKARA®

Puravankara

Luxury residential housing and commercial solutions

Focus on superlative and contemporary lifestyle

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

Land assets – 54.86msft (Developable area) and saleable area (economic interest) of 46.03msft

PROVIDENT®

Provident

Premium affordable housing

Focus on aspirational and first time home buyer seeking value homes

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

Land assets – 10.23msft (Developable area) and saleable area (economic interest) of 5.51msft

World Class Technology

- Starworth Infrastructure and Construction Limited – wholly owner subsidiary focussed on technology enabled construction solutions
 - Build-Design, Civil and MEP Capabilities for a wide variety of real estate and infrastructure projects
 - 100% precast solutions –construction speed, one stop shop and best in class quality standards
 - Large order book of Rs 662 cr, growing third party clients
 - We have our own pre cast factory, fully operational, at Bangalore
 - Pre-cast solutions help address key challenges on quality, reliability, cost and timelines

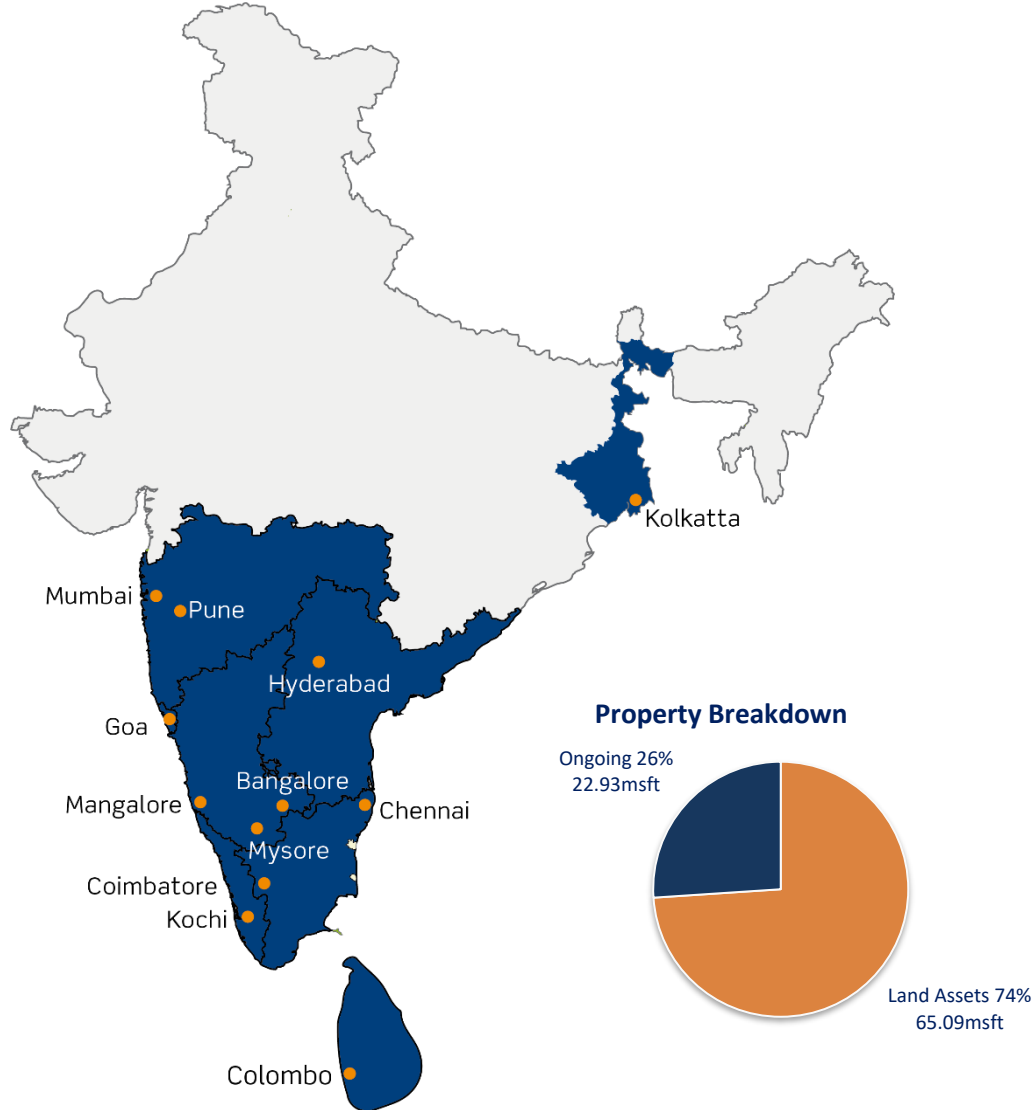


Development Bank



PURVA
ATMOSPHERE
THE CHOSEN WORLD

Diversified across markets, brands and stages of development



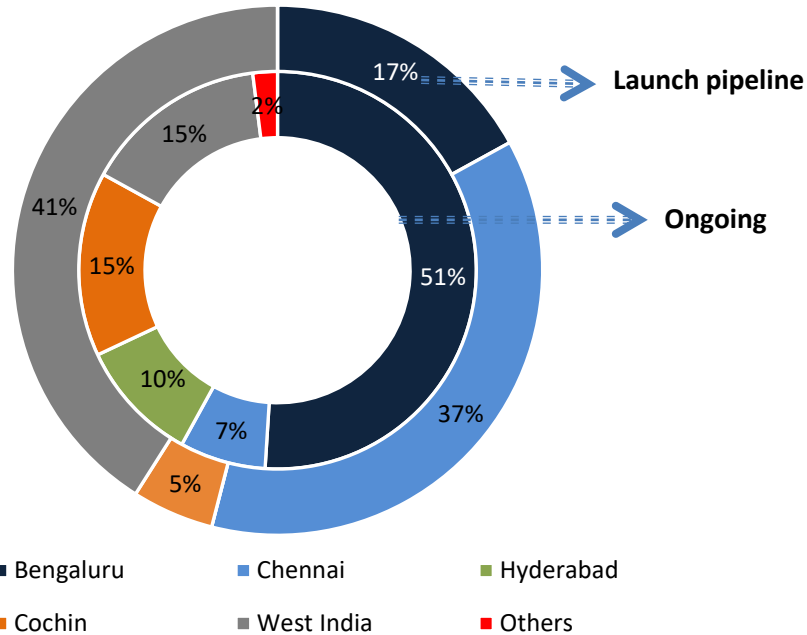
in million sq. ft.

	Completed	Ongoing (A)	Land Assets (B)	Total (A)+(B)
South India				
Bengaluru	29.95	11.72	39.71	51.43
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	1.39	0.42	1.01	1.43
West India				
Colombo	-	-	4.23	4.23
Kolkata	0.70	-	-	-
Total	40.92	22.93	65.09	88.02
<i>Puravankara*</i>	31.05	12.27	54.86	67.13
<i>Provident</i>	9.87	10.66	10.23	20.89
Group's economic interest	35.83	18.79	51.54	70.33
<i>Puravankara*</i>	26.52	9.56	46.03	55.59
<i>Provident</i>	9.31	9.23	5.51	14.74

Note: 1. * Includes JVs and other subsidiaries
 2. Group's economic interest is estimated developer's share after reducing economic interest of JD/JV partners

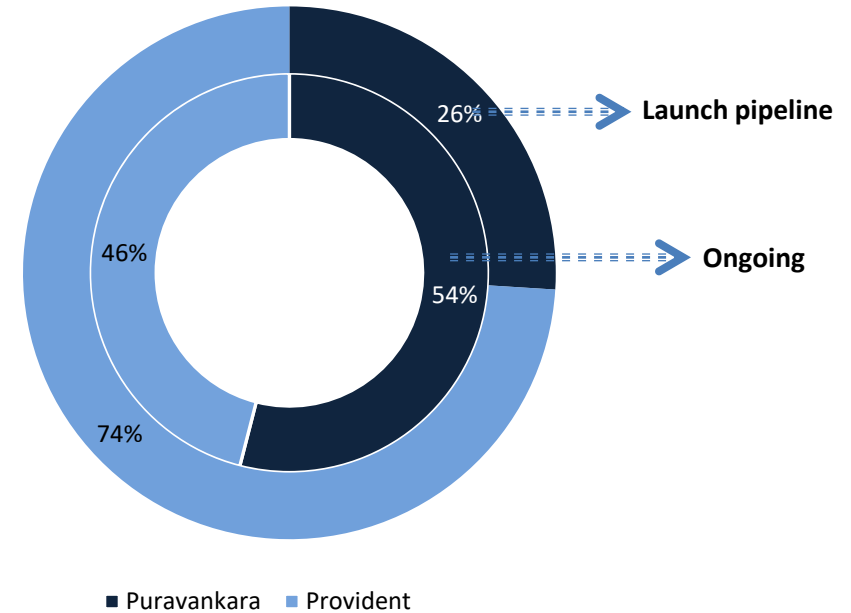
Ongoing and New Launches

Non-Bengaluru projects now account for 49% of the share of ongoing and 83% of launch pipeline*



in msft	Ongoing	Launch pipeline
Bengaluru	11.72	1.73
Chennai	1.64	3.81
Hyderabad	2.35	0.00
Cochin	3.43	0.54
West India	3.37	4.15
Others	0.42	0.00
Total	22.93	10.23

Provident accounts for 74% of the launch pipeline; in line with the market trends and the Group's strategy



in msft	Ongoing	Launch pipeline
Puravankara	12.27	2.67
Provident	10.66	7.56
Total	22.93	10.23

Note: :1. Based on Developable Area in msft
 2. # Ongoing projects includes 10.26 million sqft of area not open for sale.

Operational Overview – Area and sales



PURVA
aspire
Bavdhan, Pune

Project Delivery

in million sq. ft.

<i>(numbers in million sq. ft.)</i>	FY16	FY17	FY18	FY19	FY20
Opening Area	24.01	23.64	24.92	20.82	23.08
Add: Launches/Revisions during the period ¹	2.46	4.77	1.96	3.95	2.29
Less: Completed during the period ²	-2.83	-3.49	-6.06	-1.69	-2.44
Closing Area	23.64	24.92	20.82	23.08	22.93*

Some of our Completed Projects



Purva Westend



Purva Windermere



Provident Tree



Purva Season

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 10.26 million sqft of area not open for sale

Sales Q4FY20 Vs Q4FY19

Based on Bookings										Quarter Ended		
	Area Sold			Units Sold			Sale Value			Sale Realization		
	Mar-20	Mar-19	%	Mar-20	Mar-19	%	Mar-20	Mar-19	%	Mar-20	Mar-19	%
	msft	msft		Nos.	Nos.		Rs.in crs	Rs.in crs		Rs.psft	Rs.psft	
Puravankara	0.27	0.44	-39%	190	282	-33%	166	299	-45%	6,143	6,805	
Completed Projects	0.17	0.30	-44%	137	214	-36%	93	169	-45%	5,483	5,552	-1%
Ongoing Projects	0.10	0.14	-26%	53	68	-22%	73	130	-44%	7,265	9,633	-25%
Provident	0.41	0.79	-48%	398	866	-54%	214	426	-50%	5,229	5,402	
Completed Projects	0.14	0.15	-7%	135	152	-11%	54	58	-8%	3,827	3,884	-1%
Ongoing Projects	0.27	0.64	-58%	263	714	-63%	161	368	-56%	5,955	5,757	3%
Total Gross	0.68	1.23	-45%	588	1,148	-49%	380	726	-48%	5,592	5,904	

- Group's gross sales include economic interest attributable to land owners under revenue share arrangement - which is 0.05 msft during Q4FY20, and 0.07 msft during Q4FY19
- Ongoing sales in Q4FY19 came largely from new phases of large projects such as Adora de Goa and Park Square. Q4FY20 had insignificant new launches

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

Sales FY20 Vs FY19

	Based on Bookings									Year Ended		
	Area Sold			Units Sold			Sale Value			Sale Realization		
	Mar-20 msft	Mar-19 msft	%	Mar-20 Nos.	Mar-19 Nos.	%	Mar-20 Rs.in crs	Mar-19 Rs.in crs	%	Mar-20 Rs.psft	Mar-19 Rs.psft	%
Puravankara	1.52	1.29	17%	1,072	833	29%	1,027	871	18%	6,758	6,729	
Completed Projects	0.95	0.78	22%	728	526	38%	551	416	32%	5,798	5,329	9%
Ongoing Projects	0.57	0.51	11%	344	307	12%	476	456	5%	8,359	8,854	-6%
Provident	1.31	2.26	-42%	1,322	2,596	-49%	687	1,227	-44%	5,242	5,424	
Completed Projects	0.54	0.51	6%	510	501	2%	212	194	9%	3,923	3,798	3%
Ongoing Projects	0.77	1.75	-56%	812	2,095	-61%	475	1,033	-54%	6,168	5,897	5%
Total Gross	2.83	3.56	-20%	2,394	3,429	-30%	1,714	2,098	-18%	6,056	5,899	

- Group's gross sales include economic interest attributable to land owners under revenue share arrangement - which is 0.25 msft during FY20, and 0.20 msft during FY19
- Sales value under Puravankara witnessed an 18% increase yoy in value terms; largely driven by a 29% growth in the number of RTM inventory units over FY19
- FY19 witnessed launch of many Provident projects - such as Park Square, Adora De Goa and Neora. This was missing in FY20
- Robust launch pipeline for the upcoming year. Some examples
 - Brand Purva – Estella, Park Hill, Orient Grand, Emerald Bay
 - Brand Provident – Winworth, Amaya, Kenvista, Palmvista

*Area sold, units sold and sales values are net of Cancellations: Sales value include taxes but does not include Registration Charges
RTM – Ready to move in inventory

Launch Pipeline – sizeable Provident, opportunistic Puravankara

Sr. no	Location/ Project Name	City	Development Model	Development Type	Developable Area	PPL Share in JD	Saleable area (msft)	Expected launch date
Puravankara								
1	Bavdhan (Purva Aspire)	Pune	Joint Development	Residential	0.31	90%	0.28	Launched in Q1FY21
2	Lalbagh (Purva Orient Grand)	Bengaluru	Joint Development	Residential	0.21	55%	0.12	Q2/ Q3 FY21
3	Chembur (Purva Estella)	Mumbai	Owned	Residential	0.35	100%	0.35	Q3/Q4 FY 21
4	Purva Emerald Bay*	Pune	Joint Development	Residential	0.77	Profit share	0.77	Q3/Q4 FY 21
5	Purva Promenade*	Bengaluru	Joint Development	Residential	0.20	70%	0.14	Q3/Q4 FY 21
6	Purva Park Hill*	Bengaluru	Owned	Residential	0.83	100%	0.83	Q3/Q4 FY 21
Total					2.67		2.49	
Provident								
1	Edapally (Provident Winworth)	Cochin	Owned	Residential	0.54	100%	0.54	Q2/Q3 FY21
2	Thane (Provident Palmvista)	Mumbai	Joint Development	Residential	1.63	64%	1.04	Q2/Q3 FY21
3	Kondwa (Provident Kenvista)	Pune	Joint Development	Residential	1.09	69%	0.75	Q2 FY21
4	Kachanayakanahalli (Provident Woodfield)	Bengaluru	Owned	Residential	0.49	100%	0.49	Launched in Q1FY21
5	Thirumazhsai (Provident Amaya)	Chennai	Joint Venture	Residential	3.81	25%	0.95	Q3/Q4 FY21
Total					7.56		3.77	
Grand Total					10.23		6.26	

Notes:

1. Developable and Saleable Areas are tentative and is subject to approval from authorities
2. Launch dates are subject to change
3. Launch dates are in relation to financial year April - March
4. All the projects are at different stages of approval
5. Some of the projects will be launched in phases

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

Update on financials



Income Statement for Quarter Ended 31st March 2020

All numbers in INR Cr

Particulars	Q4FY20 Audited	Q3FY20 Unaudited	Q4FY19 Audited
Income from operations			
Revenue from projects	369.52	516.99	646.09
Other Income	20.27	11.12	20.99
Total Income from operations	389.79	528.11	667.08
Expenses			
Sub-contractor cost	101.28	79.47	156.64
Cost of raw materials and components consumed	22.09	20.38	22.91
Land purchase cost	9.44	5.75	13.36
(increase)/decrease in inventories of stock of flats, land cost and work-in-progress	48.94	212.99	199.95
Employee benefit expense	29.48	39.21	32.00
Finance expense	86.79	83.55	88.26
Depreciation and amortization expense	6.47	5.58	4.97
Other expenses	77.58	54.57	86.24
Total expenses	382.07	501.50	604.33
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	7.72	26.61	62.75
Share of profit/(loss) of associates and joint ventures, net	-0.43	-0.95	-0.62
Profit before tax	7.29	25.66	62.13
Tax expense	6.94	9.56	23.35
Net Profit for the period	0.35	16.10	38.78
Other Comprehensive Income/(Loss) (net of tax expense)	2.40	0.18	-0.17
Total Comprehensive Income/(Loss) for the period	2.75	16.28	38.61

Income Statement for the Year Ended 31st March 2020

All numbers in INR Cr

Particulars	FY20 Audited	FY19 Audited
Income from operations		
Revenue from projects	2,128.37	2,050.49
Other Income	58.89	76.23
Total Income from operations	2,187.26	2,126.72
Expenses		
Sub-contractor cost	376.54	407.82
Cost of raw materials and components consumed	76.78	109.04
Land purchase cost	97.07	455.14
(increase)/decrease in inventories of stock of flats, land cost and work-in-progress	735.95	245.03
Employee benefit expense	139.26	123.93
Finance expense	343.13	328.04
Depreciation and amortization expense	22.79	15.06
Other expenses	252.35	269.17
Total expenses	2,043.88	1,953.23
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	143.38	173.49
Share of profit/(loss) of associates and joint ventures, net	-3.03	-1.72
Profit before tax	140.35	171.77
Tax expense	52.00	57.42
Net Profit for the period	88.35	114.35
Other Comprehensive Income/(Loss) (net of tax expense)	1.28	-0.60
Total Comprehensive Income/(Loss) for the period	89.63	113.75

Balance Sheet for the Year Ended 31st March 2020

All numbers in INR Cr

Equity and Liabilities	March 2020 Audited	March 2019 Audited	Assets	March 2020 Audited	March 2019 Audited
Shareholders' Funds			Non-Current Assets		
Equity Share Capital	120	119	(a) Property, plant and equipment	85	63
Other Equity	1,795	1,738	(b) Capital work-in-progress	-	35
	1,915	1,857	(c) Investment properties	34	62
			(d) Intangible assets	12	11
Liabilities			(e) Financial assets		
Non-current liabilities			(i) Investments	132	130
(a) Financial liabilities			(ii) Loans	317	304
(i) Borrowings	120	435	(iii) Other financial assets	38	26
(ii) Other financial liabilities	54	13	(f) Deferred tax liabilities (net)	252	302
(b) Provisions	10	10	(g) Assets for current tax (net)	64	63
(c) Deferred tax liabilities (net)	8	8	(h) Other non-current assets	154	166
	192	467		1,089	1,162
Current liabilities			Current Assets		
(a) Financial liabilities			(a) Inventories	6,093	6,766
(i) Borrowings	932	693	(b) Financial assets		
(ii) Trade payables	538	468	(i) Trade receivables	300	251
(iii) Other financial liabilities	1,662	1,804	(ii) Cash and cash equivalents	106	149
(b) Other current liabilities	2,834	3,435	(iii) Bank balances other than (ii) above	0.89	0.32
(c) Provisions	5	10	(iv) Loans	80	75
(d) Current tax liabilities (net)	-	-	(v) Other financial assets	45	25
	5,971	6,410	(c) Other current assets	366	305
				6,990	7,571
Total	8,079	8,734	Total	8,079	8,734

Cash Flow : Operating Surplus after interest Rs 294 cr for FY20

All numbers in INR Cr

Cash Flow Statement		FY 19	Q1 FY 2020	Q2 FY 2020	Q3 FY 2020	Q4 FY 2020	FY 2020
A	Operating Inflows	1,594.4	474.1	477.2	447.0	371.9	1,770.3
B	Operating Outflows	(1,313.3)	(335.3)	(275.6)	(282.5)	(234.5)	(1,127.8)
C=A-B	Operating Surplus	281.1	138.9	201.6	164.5	137.5	642.4
	<i>Less</i>						
	Interest Cost(Net)	(325.0)	(86.1)	(79.7)	(82.0)	(73.2)	(321.0)
	Tax Paid	(29.6)	(5.4)	(2.5)	(12.1)	(7.4)	(27.5)
D	Operating Surplus after tax and interest	(73.5)	47.3	119.4	70.3	56.9	293.9
	Investment Activity						
	Land Payments including advances & deposits	(363.6)	0.2	(13.8)	(2.6)	(1.3)	(17.5)
	Purchase of Fixed Assets	(5.2)	(1.2)	(15.2)	(1.1)	(0.1)	(17.5)
	Other Assets & Investments	(0.5)	(0.3)	(5.2)	(14.5)	(1.8)	(21.8)
E	Total from Investing Activity	(369.3)	(1.2)	(34.2)	(18.2)	(3.2)	(56.8)
	Financing Activity						
	Loan Drawal/(Repayments)	515.1	(33.0)	(62.3)	(85.7)	(60.1)	(241.0)
	Loan to Associates/Subsidiaries- Inflow/(Repayment)	(3.1)	(1.1)	0.3	0.0	0.0	(0.8)
	Dividend including DDT	(43.9)	0.0	0.0	(28.6)	0.0	(28.6)
F	Total from Financing Activity	468.1	(34.1)	(62.0)	(114.3)	(60.0)	(270.4)
G=D+E+F	Net Operating Surplus	25.3	12.1	23.2	(62.2)	(6.4)	(33.3)
	Opening Cash and Bank Balances	152.6	177.9	189.9	213.1	151.0	177.9
	Closing Cash and Bank Balances	177.9	189.9	213.1	151.0	144.6	144.6

Projected Cash Flow : Visibility from ongoing open for sale units

All numbers in INR Cr

		Puravankara	Provident	Total
Balance collections from sold units ¹	(A)	706	1,107	1,813
Value of Inventory open for sale ²	(B)	3,399	1,730	5,129
Balance cost to go ³	(C)	1,315	1,276	2,591
Surplus (A) + (B) – (C)	(D)	2,790	1,561	4,351
Surplus from Inventory not open for sale (F)-(G+H)	(E)	1,547	599	2,146
Value of Inventory not open for sale	(F)	3,108	1,478	4,586
Balance cost to complete	(G)	1,461	779	2,240
Contingencies ⁴	(H)	100	100	200
Total Estimated Surplus (D +E)		4,337	2,160	6,497

Note:

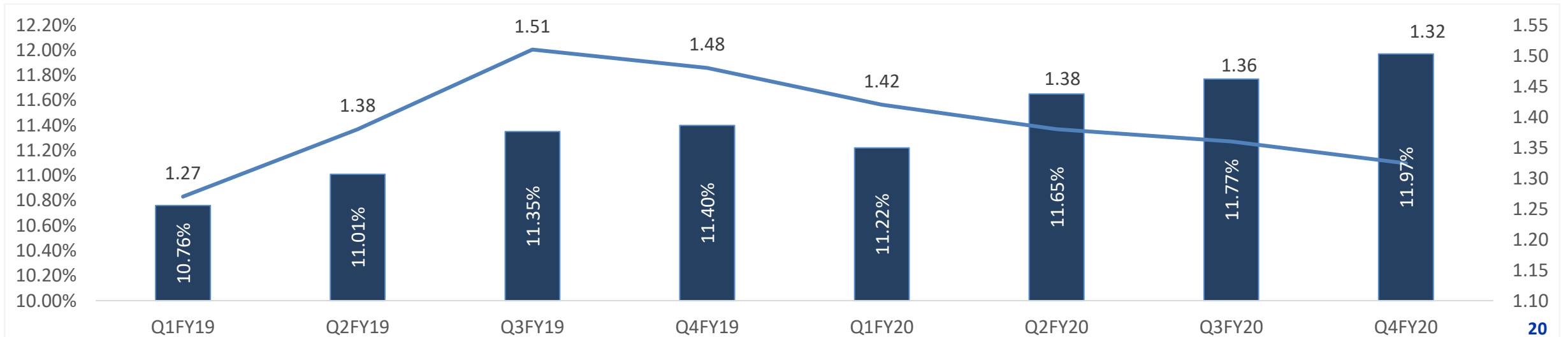
1. Includes debtors and unbilled amount
2. Value of inventory has been arrived based on current selling rates
3. Balance cost to go is based on estimates and subject to review on periodic basis
4. The cost does not include sales & marketing , GST, general overheads and interest costs
5. Contingencies provided for escalation in prices of cement, steel and other cost related to construction of properties
6. The projects that are yet to be launched are not included

Debt Profile –Gross Debt lower by Rs 241 Cr during FY20

<i>in Rs. Cr</i>	Q4FY20	Q3FY20	Q2FY20	Q1FY20	Q4FY19	Q3FY19
Opening Balance	2741	2,827	2,889	2,921	2,902	2,642
Net Addition (Repayment)	-61	-86	-62	-32	19	260
Debt Outstanding	2681	2,741	2,827	2,889	2,921	2,902
Less: Cash and Cash Equivalents	145	151	213	190	178	153
Net debt	2536	2,590	2,614	2,699	2,743	2,749
Cost of Debt	11.97%	11.77%	11.65%	11.22%	11.40%	11.35%
Net Worth	1,915	1,911	1,895	1,895	1,857	1,818
Net Debt / Equity Ratio	1.32	1.36	1.38	1.42	1.48	1.51

Continuous improvement in debt/equity in last 6 quarters

Weighted Average Cost of Debt & Net Debt / Equity Ratio



Appendix 1 : Project Status

Appendix 1 – Project Status



Project Status – Completed Projects as on March 31, 2020

S.No.	Project	Location	Developable Area	Total Flats	JD / JV Share for Developer	Puravankara's Share - Developable Area		Area Launched	Sold Cumulative		Inventory			
						Msft	Units		Msft	Units	Msft	Nos	Msft	%
COMPLETED														
Puravankara														
1	Bluemont	Trichy Road, Coimbatore	0.81	486	100%	0.81	486	0.81	443	0.74	91%	43	0.07	9%
2	Coronation Square	Kotnur, Bengaluru	0.14	48	71%	0.10	34	0.10	23	0.05	51%	11	0.05	49%
3	Grandbay	Marine Drive, Kochi	0.51	265	100%	0.51	265	0.51	246	0.47	93%	19	0.04	7%
4	Highlands	Mallasandra, Bengaluru	1.34	848	100%	1.34	848	1.34	811	1.27	95%	37	0.07	5%
5	Oceana	Marine Drive, Kochi	0.27	96	100%	0.27	96	0.27	88	0.25	93%	8	0.02	7%
6	Palm Beach	Hennur Road, Bengaluru	1.73	1,325	70%	1.22	933	1.22	790	1.03	85%	143	0.19	15%
7	Swanlake	OMR, Chennai	1.17	729	100%	1.17	729	1.17	712	1.14	98%	17	0.03	2%
8	Windermere - I	Medavakkam, Chennai	1.63	1,036	100%	1.63	1,036	1.63	974	1.49	91%	62	0.14	9%
9	Windermere - II	Medavakkam, Chennai	0.94	728	100%	0.94	728	0.94	626	0.85	90%	102	0.09	10%
10	Windermere - III	Medavakkam, Chennai	0.28	280	100%	0.28	280	0.28	143	0.18	64%	137	0.10	36%
COMMERCIAL														
11	Primus	OMR, Chennai	0.18		60%	0.10		0.11		0.03	29%	0	0.08	71%
Provident														
12	Cosmo City - I,II	Pudupakkam, Chennai	2.24	2,174	100%	2.24	2,174	2.24	2,063	2.12	95%	111	0.12	5%
13	Green Park	Selvapuram, Coimbatore	0.58	560	70%	0.41	392	0.41	347	0.36	89%	45	0.05	11%
14	Sunworth - I,II	Mysore Road, Bengaluru	2.74	2,784	100%	2.74	2,784	2.74	2,633	2.58	94%	151	0.16	6%
15	The Tree	Off Magadi Main Road, Bengaluru	0.57	560	70%	0.40	388	0.40	349	0.36	89%	39	0.04	10%
16	Welworth City	Doddaballapur Rd, Bengaluru	3.46	3,360	100%	3.46	3,360	3.46	3,337	3.44	99%	23	0.02	1%
Total Completed - (A)			18.59	15,279	100%	17.62	14,534	17.62	13,585	16.36	93%	948	1.26	7%

Project Status – Under Construction as on March 31, 2020

S.No.	Project	Location	Developable Area	Total Flats	JD / JV Share for Developer	Puravankara's Share - Developable Area		Area Launched	Sold Cumulative			Inventory		
						Msft	Units		Msft	Nos	Msft	%	Nos	Mn sft
UNDER CONSTRUCTION														
Puravankara														
1	Atmosphere	Thanisandra, Bengaluru	1.56	1,042	88%	1.37	1,430	1.37	11	0.01	1%	1,419	1.36	99%
2	Marine Drive I	Kochi	1.68	586	50%	0.84	293	0.84	129	0.38	45%	165	0.46	55%
3	Silversand - I	Keshavnagar, Pune	0.77	821	100%	0.77	821	0.77	670	0.62	81%	151	0.15	19%
4	Somerset House	Guindy Chennai	0.36	181	100%	0.36	181	0.36	14	0.03	9%	167	0.33	91%
5	Sound of Water	Kammanahalli, Bengaluru	0.62	228	59%	0.36	135	0.36	30	0.08	22%	105	0.28	78%
6	Westend-Phase2	Hosur Road, Bengaluru	0.09	55	78%	0.07	43	0.07	5	0.01	13%	38	0.06	87%
7	Zenium - I	Airport Road Bengaluru	0.65	452	70%	0.45	317	0.45	120	0.18	39%	197	0.28	61%
Provident														
8	Adora De Goa	Zuari Nagar, Goa	1.63	1,902	84%	1.37	1,629	1.37	1,129	0.86	62%	500	0.52	38%
9	Capella	Soukya Rd, Bengaluru	0.65	763	74%	0.48	565	0.48	121	0.11	23%	444	0.37	77%
10	Equinox	Mysore Road, Bengaluru	0.66	672	100%	0.66	672	0.66	72	0.07	10%	600	0.59	90%
11	Kenworth - I	Rajendra Nagar, Hyderabad	1.99	2,034	73%	1.45	1,485	1.45	1,243	1.25	86%	242	0.20	14%
12	Kenworth Commercial	Rajendra Nagar, Hyderabad	0.05	0	73%	0.04	0	0.04	0	0.04	95%	0	0.00	5%
13	Neora	Sampigehalli, Bengaluru	0.23	249	100%	0.23	249	0.23	116	0.11	47%	133	0.12	53%
14	Park Square	Judicial Layout, Bengaluru	1.32	1,429	87%	1.15	1,247	1.15	1,002	0.93	80%	245	0.23	20%
15	Skyworth	Derebail, Mangalore	0.42	324	73%	0.30	236	0.30	58	0.07	24%	178	0.23	76%
Total Under Construction (B)			12.67	10,738		9.91	9,302	9.91	4,719	4.74	48%	4,583	5.17	52%

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

S.No.	Project	Location	Developable Area	Total Flats	JD / JV Share for Developer	Puravankara's Share - Developable Area		Area Launched			Sold Cumulative		Inventory	
			Msft	Units	%	Msft	Units	Msft	Nos	Msft	%	Nos	Mn sft	%
PHASES NOT OPEN FOR SALE														
Puravankara														
1	Amaiti II	Trichy Road, Coimbatore	0.47	288	100%	0.47	288	-	-	-	0%	288	-	0%
2	Highlands III	Mallasandra, Bengaluru	0.83	492	100%	0.83	492	-	-	-	0%	492	-	0%
3	Marine Drive II	Kochi	1.53	555	50%	0.76	278	-	-	-	0%	278	-	0%
4	Moonreach II	Airport-Seaport Rd, Kochi	0.23	119	100%	0.23	119	-	-	-	0%	119	-	0%
5	Palm Beach II	Hennur Road, Bengaluru	0.20	152	70%	0.14	107	-	-	-	0%	107	-	0%
6	Silversand - II	Keshavnagar, Pune	0.77	652	100%	0.77	652	-	-	-	0%	652	-	0%
7	Windermere IV	Medavakkam, Chennai	1.28	644	100%	1.28	644	-	-	-	0%	644	-	0%
8	Zenium - II	Airport Road Bengaluru	0.48	332	70%	0.33	232	-	-	-	0%	232	-	0%
Commercial														
9	Zentech Business Park	Kanakapura, Bengaluru	0.76	0	70%	0.53	0	-	-	-	0%	0	-	0%
Provident														
10	Kenworth II	Rajendra Nagar, Hyderabad	0.31	277	73%	0.23	203	-	-	-	0%	203	-	0%
11	Park Square Other Phase	Judicial Layout, Bengaluru	0.58	653	87%	0.51	570	-	-	-	0%	570	-	0%
12	Sunworth III,IV	Mysore Road, Bengaluru	2.62	2,496	100%	2.62	2,496	-	-	-	0%	2,496	-	0%
Commercial														
13	Adora De Goa	Zuari Nagar, Goa	0.20		100%	0.20					0%	-		0%
Total - Phases to be launched (C)			10.26	6,660		8.91	6,081				0%	6,081		0%
Total Ongoing - (B) + (C)			22.93	17,398		18.81	15,383	9.91	4,719	4.74	48%	10,664	5.17	52%

Notes:

- The Company also holds inventory of 0.18 msft under "Properties Held for sale" as on the reporting date.
- The economic interest in Silversands is profit sharing but the Company is the development manager and hence disclosed at 100%

Appendix 2: Other Corporate Information



Governance Structure to drive long term growth

Executive Team



Ravi Puravankara
Chairman

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



Ashish Puravankara
Managing Director

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



Nani R. Choksey
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 Directors



Anup Shah Sanmukh

Non- Executive Independent Director

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



Pradeep Guha

Independent Director

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



Sonali Rastogi

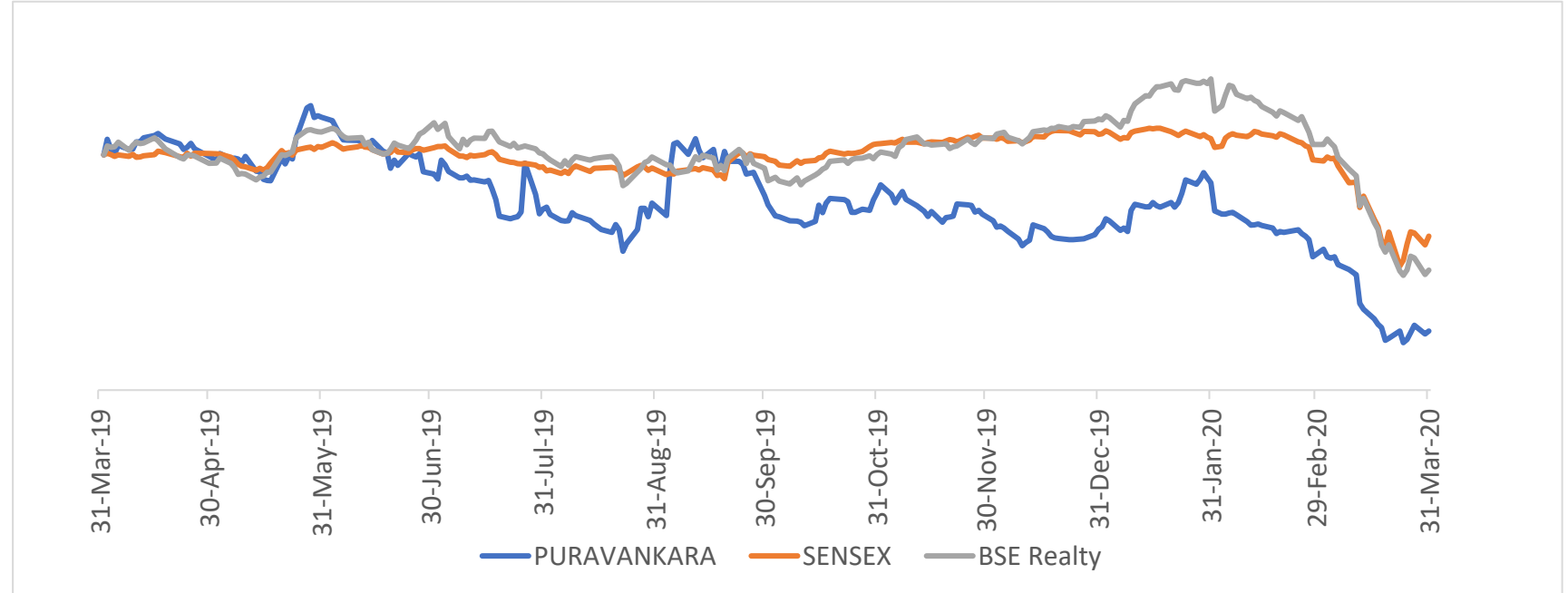
Non-Executive Independent Director

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

Shareholding and market performance

Share Information (as at 31st March, 2020)

NSE Ticker	PURVA
BSE Ticker	532891
% free-float	25%
3M ADTV (Shares)	1,41,198
3M ADTV (INR mn)	8.4
Industry	Realty



Shareholding Pattern (as at 31st March 2020)

Promoter	75.00%
FII and FPIs	16.33%
Mutual Funds	0.94%
Others	7.73%

Notes

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

Awards and Accolades

11th Franchise Estate Awards 2019_for Best Affordable Budget Housing Developer of the Year_South_Provident Housing Limited



11th Franchise Estate Awards 2019_for Best Themed Project of the Year_West_Adora De Goa



11th REALTY+ EXCELLENCE AWARDS 2019 – SOUTH - Affordable Housing Project of the Year - Provident Park Square



11th REALTY+ EXCELLENCE AWARDS 2019 – SOUTH - Developer of the Year - Provident Housing Limited



CNBC-AWAAZ 13th Real Estate Awards - 'Special Commendation Award' for remarkable contribution to Affordable Housing sector - Provident Housing Limited



CNBC-AWAAZ 13th Real Estate Awards - Most Trusted Real Estate Brand - Puravankara Limited



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



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



Media & Capital Market Recognition

INDEPTH REALTY

OASIS IN THE DESERT

From timely delivery of projects to generating cash flows, Puravankara is among the few developers that have bucked the trend. By Ashish Sinha



On The Move: Some of the projects delivered by Puravankara

In the residential segment (luxury and affordable housing) and in commercial office spaces too. So far, it has completed 70 residential and commercial projects, spanning around 41 million square feet, primarily across the gateway cities of south and west India. Currently, it has 21.43 msf under development and a land bank of around 68 msf. Its projects are spread across 10 major cities in south and western India.

The financial performance of the company speaks for itself. For the first-half of 2019-20 (till 30th September 2019) Puravankara sold 1,255 units and generated revenue of Rs 1,269 crore; up 42 per cent YoY. Brand Puravankara's ready-to-move-in inventory sales doubled during the first half of FY20 with a total booking value of Rs 558 crore, up 142 per cent YoY.

The balance collections from sold units is Rs 2,005 crore (as of September 30, 2019) and related favourably against

the balance cost to go of Rs 1,944 crore. Combined with the unsold receivables from launched projects of Rs 4,156 crore, the projected operating surplus of Rs 4,218 crore on the launched portfolio compared favourably against the current outstanding net debt of Rs 2,614 crore as on September 30, 2019, the numbers show.

Success Mantra
So how is Puravankara generating cash flows, delivering projects and time, announcing new projects and

yet managing to expand in existing as well as newer cities? To get the answers to these and many other questions, this reporter travelled to Bangalore for a one-on-one interaction with the company's senior management. "We put in the changes in how we function a few years ago, the results of which are visible today. We changed our selling strategy," says Ashish R. Puravankara, MD and the second generation entrepreneur, sitting in the room of his newly appointed chief operating officer (COO) for residential business,



"In the last one year, in the 80 per cent of the projects that we have completed and delivered, I have less than 5 per cent unsold inventory"
ASHISH R. PURAVANKARA, MD,
Puravankara

Real Estate

Puravankara to invest Rs 850 cr to build 3 luxury housing projects in Bengaluru, Chennai, Mumbai

PTI New Delhi | Updated on December 22, 2019 | Published on December 22, 2019



File photo of a Puravankara project.

Realty firm Puravankara Ltd will invest around Rs 850 crore over the next four years to develop three ultra luxury residential projects in Bengaluru, Chennai and Mumbai.

The Bengaluru-based company will develop

these three ultra luxury residential projects under a new brand "WorldHome Collection". The company currently sells apartments under Puravankara brand and affordable

Outlook

THE NEWS SCROLL

12 DECEMBER 2019 Sun | Edition: 4 | 22:10 PM | SOURCE: PTI

Puravankara to invest Rs 850 cr to build 3 luxury housing projects in Bengaluru, Chennai, Mumbai

New Delhi, Dec 22 (PTI) Realty firm Puravankara Ltd will invest around Rs 850 crore over the next four years to develop three ultra luxury residential projects in Bengaluru, Chennai and Mumbai.

The Bengaluru-based company will develop these three ultra luxury residential projects under a new brand "WorldHome Collection".

The company currently sells apartments under Puravankara brand and affordable homes under Provident brand.

In these three housing projects, Puravankara would develop a total of 1,460 units with a built up area of 2.13 million sq ft and an estimated cost of around Rs 850 crore.

"We have launched a new residential line "WorldHome Collection" in the ultra luxury space. The new brand is targeted at a niche demographic to provide sustainable, futuristic and exclusive homes," the company's MD Ashish Puravankara said.

"The evolved home buyers in 2020 will be looking for homes with a holistic living experience. Luxury for today's home buyers do not mean marble floors or chandeliers on the ceiling," he added.

Welcome initiative of NSDL e-Gov and Provident Housing for Goan students

TEAM BAC'NT

With its aim to give students from economically weak backgrounds the best access to higher education, NSDL e-Governance Infrastructure Limited (NSDL e-Gov) in association with Provident Housing Limited, a 100% subsidiary of real estate company Puravankara Ltd, initiated the Provident Housing Scholarship program under its flagship online platform, VidyaSathi.



Students awarded with scholarships in the presence of officials from NSDL and Provident Housing.

एमईएसएल ई-गवर्नेन्स, 'प्रॉक्टिसेंट हाऊसिंग'चा 'विद्यार्थ्यांची अंतर्गत उपक्रम' 'एमईएसएल ई-गवर्नेन्स, 'प्रॉक्टिसेंट हाऊसिंग'चा 'विद्यार्थ्यांची अंतर्गत उपक्रम' 'एमईएसएल ई-गवर्नेन्स, 'प्रॉक्टिसेंट हाऊसिंग'चा 'विद्यार्थ्यांची अंतर्गत उपक्रम'

आमचे उद्देश्य म्हणजे अशा विद्यार्थ्यांना शिष्टाचाराने शिक्षण देणे. एम्.ई.एस.एल. ई-गवर्नेन्स आणि प्रॉक्टिसेंट हाऊसिंग यांच्या सहकार्याने ही योजना अंमलात आणण्यात येणार आहे.



शिक्षार्थ्यांना शिष्टाचाराने उपक्रम अंमलात आणण्यात येणार आहे.

प्रॉक्टिसेंट हाऊसिंग लिमिटेडचा विद्यार्थ्यांना शिष्टाचरी प्रदान



शिक्षार्थ्यांना शिष्टाचाराने उपक्रम अंमलात आणण्यात येणार आहे.

NSDL e-Gov and Provident Housing Limited Offers Scholarships to Students of Goa Institutes



शिक्षार्थ्यांना शिष्टाचाराने उपक्रम अंमलात आणण्यात येणार आहे.

NSDL to boost access to higher education in Goa

The NSDL e-Governance Infrastructure Limited (NSDL e-Gov) has initiated a scholarship program for students from economically weaker backgrounds in Goa. The program is aimed at providing financial assistance to students who are unable to afford higher education.

CSR in Goa: NSDL e-Gov in association with Provident Housing offers scholarships to students

The NSDL e-Governance Infrastructure Limited (NSDL e-Gov) has initiated a scholarship program for students from economically weaker backgrounds in Goa. The program is aimed at providing financial assistance to students who are unable to afford higher education.

Goa, January 13, 2020: NSDL e-Governance Infrastructure Limited (NSDL e-Gov) association with Provident Housing Limited, a 100 per cent subsidiary of Puravankara Limited, initiated the 'Provident Housing Scholarship' programme under its flagship online platform, VidyaSathi.

Through this initiative, NSDL e-Governance along with Provident Housing Limited offers financial assistance to students who are unable to afford higher education. The program is aimed at providing financial assistance to students who are unable to afford higher education.

How Puravankara enhances customer experience for home buyers

Puravankara relies on AI and ML to gain precise information of customers, faster turnaround time for queries and to generate leads for reducing dependency on sales team.

Vishnavi J Desai | ETCTO | January 15, 2020, 08:09 IST



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Puravankara has an unwavering focus on the philosophy of customer is king. As Abhishek Kapoor, COO, Puravankara, says, "We allocate 1-3% of project costs towards technologies that ensure cost and time efficiencies across enterprise resource planning, project management and customer service."

Enabling Future Ready AI Cloud Operations
23rd January 2020 @ 3:00 PM
REGISTER NOW



AT REAL ESTATE MAJOR PURAVANKARA'S FACTORY IN BENGALURU'S KAMARAJAPUR ROAD, WITH THE CORAL WALLS, THERE IS A SHAWING 50% VERSUS CONVENTIONAL WALLS.

"Pre-cast relies a lot on software and technology. All the items are loaded to computer systems and then at the factory, slabs get put by robots. We are able to standardize quality and control time," says Ashish Puravankara, Managing Director of Bengaluru-based Puravankara Projects. "The construction time, he adds, can be halved versus the labour-intensive traditional way. "If I increase my factory capacity, I can do it in one-third the time (versus conventional method). But you have to find the right technology for the process and the best of Puravankara says.

A pre-cast factory has panels, which are the large blocks. One of Puravankara's precast factories comes under a proper called Park Square in Bengaluru's Kamrajapur Road has an 1800 sq ft area by a single instance. Most factories are based on the panel to make a mould, say for a wall. The planning lines and electrical junctions are fixed first. Finally, concrete is poured into the mould. Once the concrete is set down, the wall is removed from the mould. Casters are used to take the wall to the construction site for assembly.

In advanced factories, robots also draw the dimensions of the slabs while machine pour the concrete and can even remove it from the mould. The entire process is automated, and thereby, reduce cost. If planned and executed well. According to executives at Sobha, cost-effective precast technology can lower the construction cost by 10-15 per cent. There is minimal dependence on labour and because of the factory sector, there is minimum usage of materials on the site.

Technology is changing real estate development and management, he says. As it starts becoming the USP for projects, developers will need to invest in such forms. These things are their feet may find the going tough. ■

Pre-cast play While digital technology is currently riding on adoption waves, there is an equally big construction technology that is expected to gain traction in the coming year — pre-cast — where much of the building can be

Robust long term growth strategy with constant focus on enhancing the overall customer experienced has helped in strengthening our position as a thought leader in the industry @Puravankara Q4 FY19-20

Appendix 3- Our efforts during COVID19 pandemic



Puravankara's support for our workers and our Community during COVID19 pandemic

With the outbreak of COVID19, our first step was to ensure our worker community of over 8500 labours is safe and have access to all the basic essentials. Stringent measures were taken to maintain hygiene and well-being of everyone at our labour camps.



Our initiatives

Employee Safety and Welfare



Provision of safe and healthy work environment for all our workers. Stringent measures were taken to maintain hygiene and well-being of everyone at our labour camps.

- Nutritious meals
- Regular sanitation of premises
- Daily Yoga sessions
- Ration and provisions

Community Measures



Donation of COVID-19 testing kits to accelerate testing amongst under privileged citizens

- Coordination with local police authorities to provide labour force with all facilities and cleared inspection

Appendix 4: Our Completed Projects



Our Completed Projects



Appendix 5 : Select Ongoing Projects



Select Ongoing Projects



Disclaimer

This presentation has been prepared by Puravankara Limited (“Company”) solely for providing information about the Company. It contains certain forward looking statements concerning Puravankara Ltd.'s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition, economic growth in India, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, government policies and actions with respect to investments, fiscal deficits, regulation etc., interest and other fiscal cost generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time on behalf of the company.

THANK YOU

Puravankara Limited

130/1, Ulsoor Road,

Bengaluru - 560042

Tel: 080-25599000/43439999

Corporate Identification Number : L45200KA1986PLC051571

Website:- www.puravankara.com

Investor Relations Contact:

Mr. Kuldeep Chawla, Chief Financial Officer

Email: kuldip@puravankara.com ; Tel: +91-80-4343 9999

Mr. Neeraj Gautam, VP Finance

Email – Neeraj.Gautam@Puravankara.com; Tel: +91-80-4343 9999