



Investor Presentation Q4 FY21

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Company Overview



PURVA
SMILING
WILLOWS
At The Sound Of Water

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 74 projects measuring over 42.67msft
- Diversified across markets, brands and development stages
- Land Bank at 64.95msft and ongoing projects at 22.37msft
- Partnership with IFC, IFC EAF for USD 76 million for affordable housing development in India
- New line of business- Purva Land dedicated arm for plotted developments

PURAVANKARA®

PROVIDENT®

Puravankara

Provident

Luxury residential housing and commercial solutions

Premium affordable housing

Focus on superlative and contemporary lifestyle

Focus on aspirational and first time home buyer seeking value homes

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

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

Land assets – 53.74msft (Developable area) and saleable area (economic interest) of 44.92msft

Land assets – 11.21msft (Developable area) and saleable area (economic interest) of 6.49msft

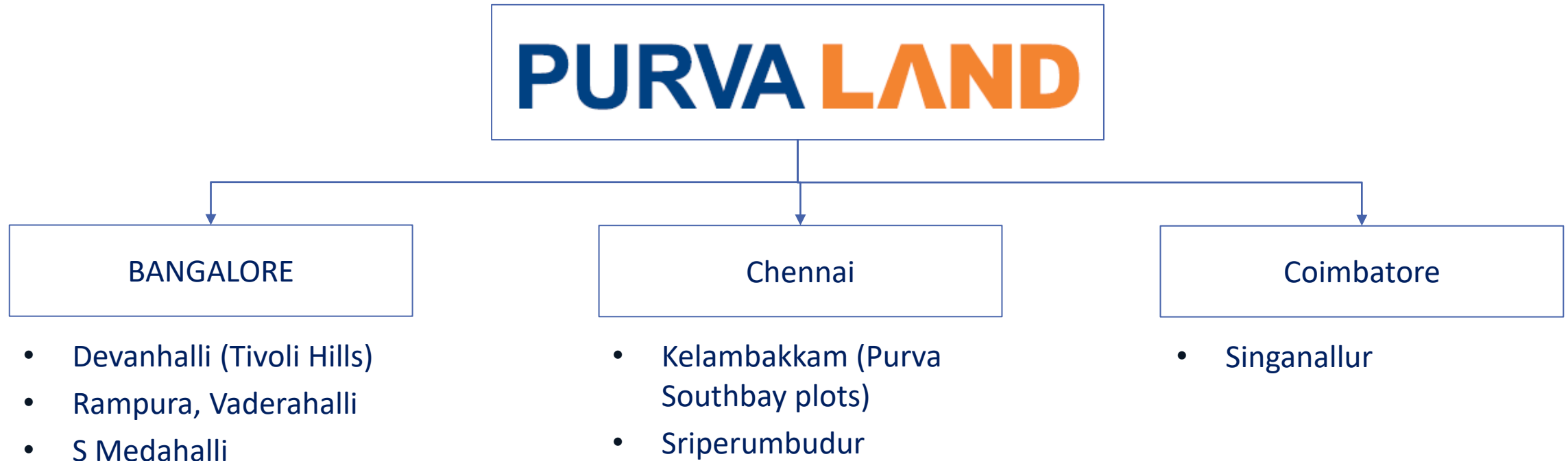
World Class Technology

- Starworth Infrastructure and Construction Limited – wholly owned subsidiary focussed on technology enabled construction solutions
 - Design-build, 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
 - Order book of more than Rs 1000 Cr , growing third party clients
 - Technology focussed pre cast factory, fully operational, at Bangalore
 - Pre-cast advantages - quality, reliability, cost and timelines



Purva Land – Plotted development

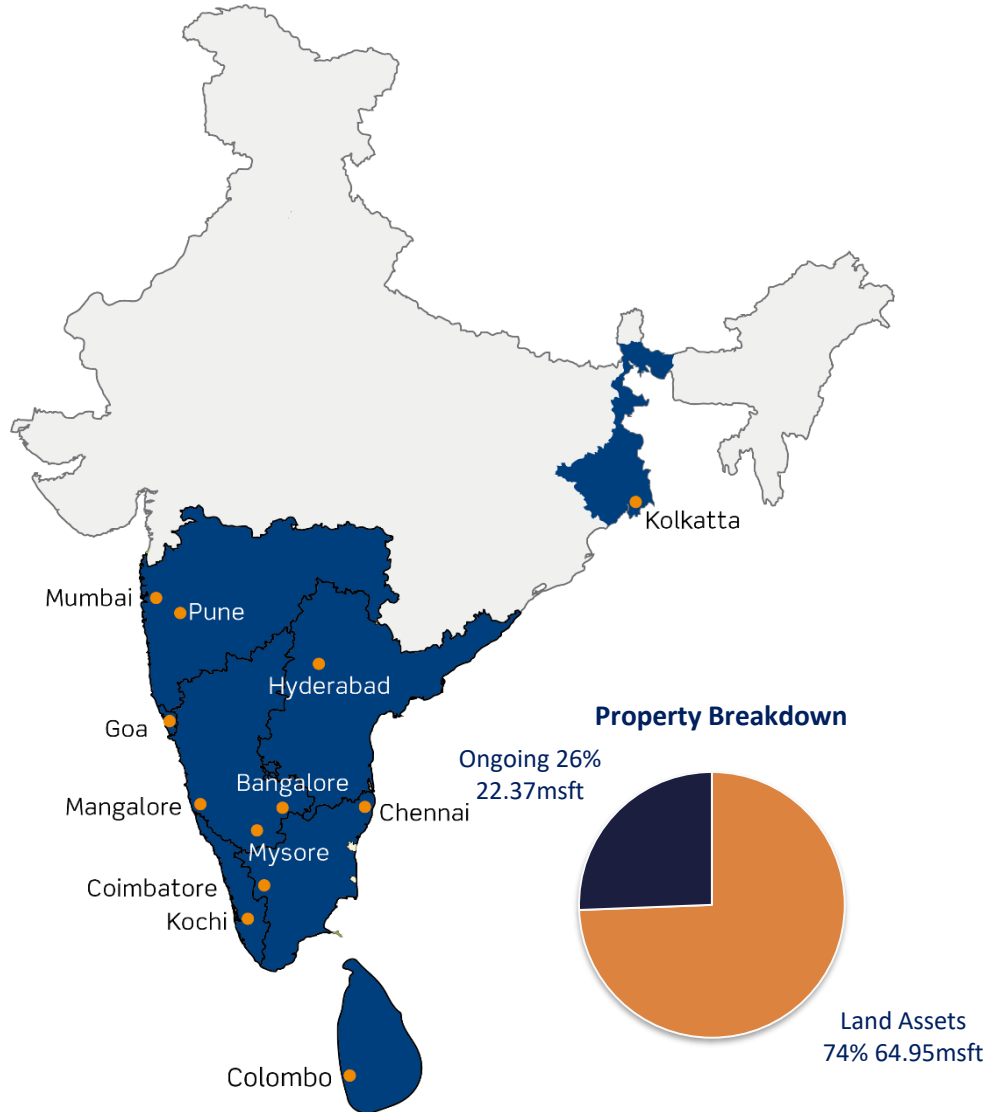
- Dedicated arm for plotted development
- To cater to the evolving needs of homebuyers and offer a highly lucrative investment opportunity
- To enable our customers to benefit from a fruitful investment, as well as enjoy greater flexibility with respect to the layout, design, and function of the space
- Currently developing 6 projects across 3 cities with cumulating saleable area upto ~5 msft



Development Bank



Diversified across markets, brands and stages of development



in million sq. ft.

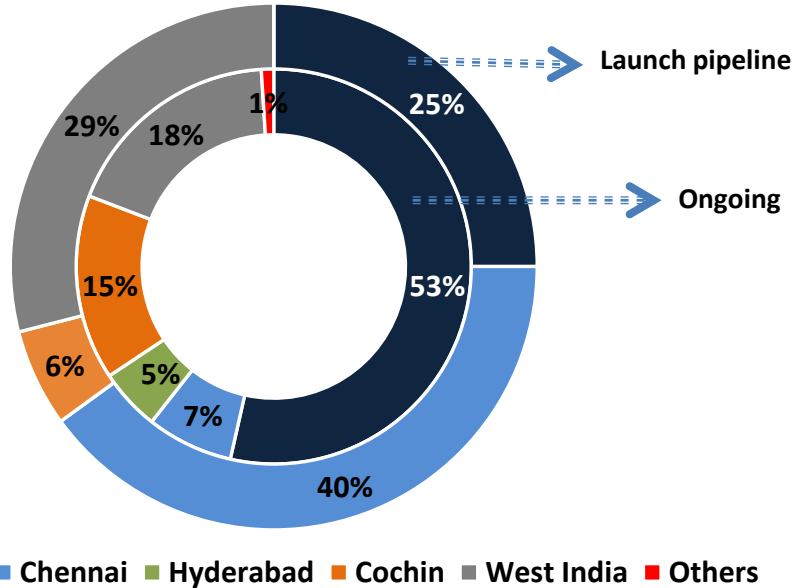
	Completed	Ongoing (A)	Land Assets (B)	Total (A)+(B)
South India				
Bengaluru	30.25	11.93	40.24	52.17
Chennai	6.26	1.64	11.71	13.35
Hyderabad	1.86	1.08	-	1.08
Kochi	1.89	3.43	4.21	7.64
Others	1.57	0.23	1.01	1.24
West India				
Colombo	-	-	4.23	4.23
Kolkata	0.70	-	-	-
Total	42.67	22.37	64.95	87.32
<i>Puravankara*</i>	31.00	12.69	53.74	66.43
<i>Provident</i>	11.67	9.68	11.21	20.89
Group's economic interest	37.06	18.73	51.41	70.14
<i>Puravankara*</i>	26.34	10.08	44.92	55.00
<i>Provident</i>	10.72	8.65	6.49	15.14

Note: 1. * Includes JVs and other subsidiaries

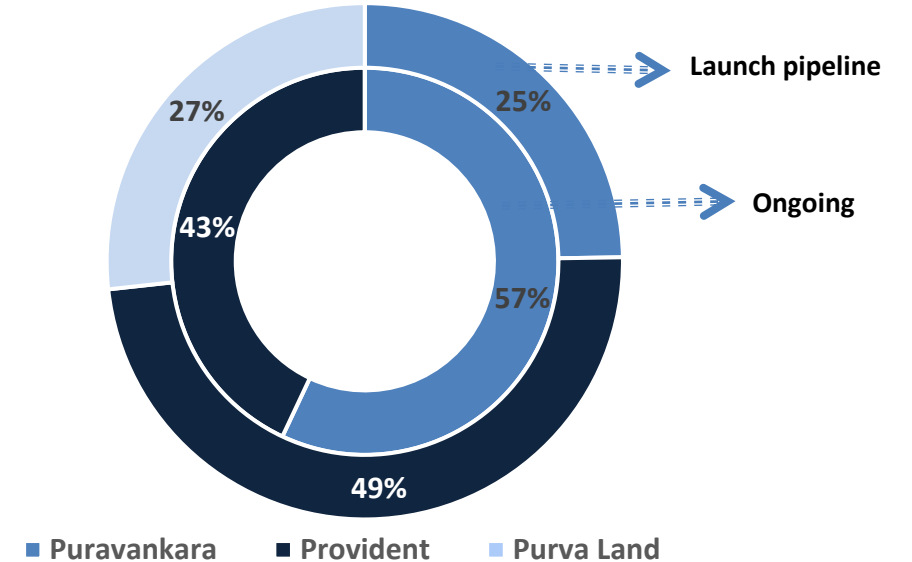
2. Group's economic interest is estimated developer's share after reducing economic interest of JD/JV partners

Ongoing and New Launches

Non-Bengaluru projects now account for 46% of the share of ongoing and 59% of launch pipeline



Provident and Purva Land accounts for 49% and 27% of the launch pipeline respectively



in msft	Ongoing	Launch Pipeline
Bengaluru	11.93	6.08
Chennai	1.64	5.02
Hyderabad	1.08	0.00
Cochin	3.43	0.54
West India	4.06	2.72
Others	0.23	0.15
Total	22.37	14.51

in msft	Ongoing	Launch Pipeline
Puravankara	12.69	3.58
Provident	9.68	7.07
Purva Land	0.00	3.86
Total	22.37	14.51

Note: :1. Based on Developable Area in msft
 2. # Ongoing projects includes 9.48 million sqft of area not open for sale.

Operational Overview – Area and sales



Project Delivery

<i>(numbers in million sq. ft.)</i>	FY17	FY18	FY19	FY20	FY21
Opening Area	23.64	24.92	20.82	23.08	22.93
Add: Launches/Revisions during the period ¹	4.77	1.96	3.95	2.29	1.20
Less: Completed during the period ²	-3.49	-6.06	-1.69	-2.44	-1.75
Closing Area	24.92	20.82	23.08	22.93	22.37

Some of our Completed Projects



Purva Westend



Purva Windermere



Purva Season



Provident Tree

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 9.48 million sqft of area not open for sale

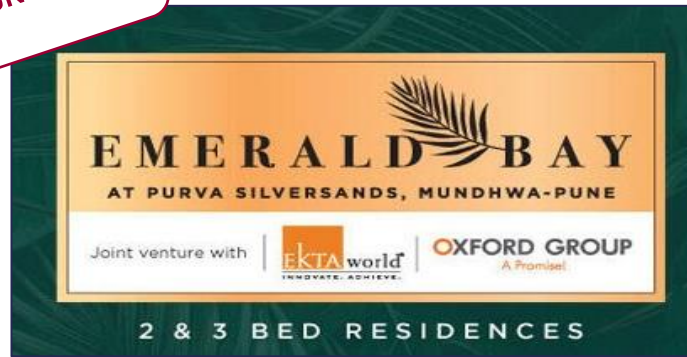
Successful Launches in FY 21

LAUNCHED



PURVA
CLERMONT
THE ADDRESS OF WORLD LIVING
2,3 AND 4 BHK ULTRA LUXURY HOMES STARTING AT 1.81CR*

LAUNCHED



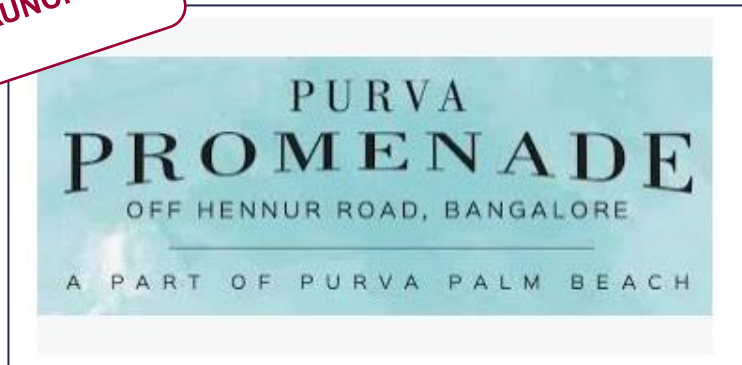
EMERALD BAY
AT PURVA SILVERSANDS, MUNDHWA-PUNE
Joint venture with **EKTA world** | **OXFORD GROUP**
INNOVATE. ACHIEVE. A Promise.
2 & 3 BED RESIDENCES

LAUNCHED



PROVIDENT
WOODFIELD
NEAR ELECTRONIC CITY, BANGALORE

LAUNCHED



PURVA
PROMENADE
OFF HENNUR ROAD, BANGALORE
A PART OF PURVA PALM BEACH

LAUNCHED



PURVA
aspire
Bavdhan, Pune
2 BHK & 3 BHK
Homes Starting from ₹ 90 Lacs*

LAUNCHED



PURVA
ATMOSPHERE
THE CHOSEN WORLD
MANYATA TECH PARK, BANGALORE

Some of the launches planned for FY 22



Launch date - Q2FY22, Kochi



Launch date – Q4FY22, Mumbai



Launch date – Q3FY22, Pune



Launch date – Q3FY22, Bangalore



Launch date – Q4FY22, Bangalore



Launch date – Q3FY22, Chennai



Launch date – Q2FY22, Bangalore

Sales Q4FY21 Vs Q4FY20

<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-21</i>	<i>Mar-20</i>	<i>%</i>	<i>Mar-21</i>	<i>Mar-20</i>	<i>%</i>	<i>Mar-21</i>	<i>Mar-20</i>	<i>%</i>	<i>Mar-21</i>	<i>Mar-20</i>	<i>%</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	0.64	0.27	137%	401	190	111%	562	166	239%			
<i>Completed</i>	<i>0.22</i>	<i>0.17</i>	<i>29%</i>	<i>167</i>	<i>137</i>	<i>22%</i>	<i>130</i>	<i>93</i>	<i>39%</i>	<i>5,902</i>	<i>5,483</i>	<i>8%</i>
<i>Ongoing Projects</i>	<i>0.42</i>	<i>0.10</i>	<i>320%</i>	<i>234</i>	<i>53</i>	<i>342%</i>	<i>432</i>	<i>73</i>	<i>495%</i>	<i>10,285</i>	<i>7,265</i>	<i>42%</i>
Provident	0.35	0.41	-15%	357	398	-10%	191	214	-11%			
<i>Completed</i>	<i>0.13</i>	<i>0.14</i>	<i>-7%</i>	<i>127</i>	<i>135</i>	<i>-6%</i>	<i>61</i>	<i>54</i>	<i>14%</i>	<i>4,716</i>	<i>3,827</i>	<i>23%</i>
<i>Ongoing Projects</i>	<i>0.22</i>	<i>0.27</i>	<i>-19%</i>	<i>230</i>	<i>263</i>	<i>-13%</i>	<i>130</i>	<i>161</i>	<i>-19%</i>	<i>5,895</i>	<i>5,955</i>	<i>-1%</i>
Total Gross	0.99	0.68	46%	758	588	29%	753	380	98%			

- Group's gross sales include economic interest attributable to Land owners under revenue share arrangement – which was 0.11 msft during Q4FY21, and 0.05 msft during Q4FY20
- Sales values almost doubled in Q4FY21 to INR 753 Cr which was INR 380 Cr in Q4FY20. This was largely driven by consistent sales in ongoing projects and new launches during the quarter
- Strong Brand recall developed over years, resulted in increasing market share in a dwindling market. We launched 6 new project / phases to capitalise our brand in FY21- Provident Woodfield , Purva Atmosphere, Purva Aspire, Purva Promenade, Purva Emerald Bay and Purva Clermont
- In Q4FY21 with Purva Clermont – we re entered Mumbai market

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

Sales FY21 Vs FY20

<i>Based on Bookings</i>										<i>Year Ended</i>		
	<i>Area Sold</i>			<i>Units Sold</i>			<i>Sale Value</i>			<i>Sale Realization</i>		
	<i>Mar-21</i>	<i>Mar-20</i>	<i>%</i>	<i>Mar-21</i>	<i>Mar-20</i>	<i>%</i>	<i>Mar-21</i>	<i>Mar-20</i>	<i>%</i>	<i>Mar-21</i>	<i>Mar-20</i>	<i>%</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	2.15	1.52	41%	1,359	1,072	27%	1,581	1,027	54%			
<i>Completed</i>	<i>0.99</i>	<i>0.95</i>	<i>4%</i>	<i>723</i>	<i>728</i>	<i>-1%</i>	<i>549</i>	<i>551</i>	<i>0%</i>	<i>5,546</i>	<i>5,798</i>	<i>-4%</i>
<i>Ongoing Projects</i>	<i>1.16</i>	<i>0.57</i>	<i>104%</i>	<i>636</i>	<i>344</i>	<i>85%</i>	<i>1,032</i>	<i>476</i>	<i>117%</i>	<i>8,899</i>	<i>8,359</i>	<i>6%</i>
Provident	1.28	1.31	-2%	1,217	1,322	-8%	621	687	-10%			
<i>Completed</i>	<i>0.42</i>	<i>0.54</i>	<i>-22%</i>	<i>399</i>	<i>510</i>	<i>-22%</i>	<i>175</i>	<i>212</i>	<i>-17%</i>	<i>4,162</i>	<i>3,923</i>	<i>6%</i>
<i>Ongoing Projects</i>	<i>0.86</i>	<i>0.77</i>	<i>12%</i>	<i>818</i>	<i>812</i>	<i>1%</i>	<i>446</i>	<i>475</i>	<i>-6%</i>	<i>5,185</i>	<i>6,168</i>	<i>-16%</i>
Total Gross	3.43	2.83	21%	2,576	2,394	8%	2,202	1,714	28%			

- Group's gross sales include economic interest attributable to Land owners under revenue share arrangement – which was 0.32 msft during FY21, and 0.25 msft during FY20
- Despite FY21 being a year of pandemic and consequent lockdown; the strong brand positioning and recall of the Group enabled us to increase our sales by 28% to ~INR 2200 Cr
- Ongoing projects along with new launches fuelled this growth

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

Sales Q4FY21 Vs Q3FY21

	Based on Bookings									Quarter Ended		
	Area Sold			Units Sold			Sale Value			Sale Realization		
	Mar-21	Dec-20	%	Mar-21	Dec-20	%	Mar-21	Dec-20	%	Mar-21	Dec-20	%
	msft	msft		Nos.	Nos.		Rs.in crs	Rs.in crs		Rs.psft	Rs.psft	
Puravankara	0.64	0.61	5%	401	368	9%	562	420	34%			
Completed	0.22	0.31	-29%	167	211	-21%	130	167	-22%	5,902	5,382	10%
Ongoing Projects	0.42	0.30	40%	234	157	49%	432	253	71%	10,285	8,435	22%
Provident	0.35	0.30	17%	357	293	22%	191	150	27%			
Completed	0.13	0.12	8%	127	120	6%	61	55	11%	4,715	4,599	3%
Ongoing Projects	0.22	0.18	22%	230	173	33%	130	95	37%	5,895	5,262	12%
Total Gross	0.99	0.91	9%	758	661	15%	753	570	32%			

- We continue to see improvement in sales and price realization with every quarter. The trend has enabled to surpass sales achievement of previous many quarters
- Group's gross sales include economic interest attributable to Land owners under revenue share arrangement – which was 0.11 msft during Q4FY21, and 0.10 msft during Q3FY21

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

Launch Pipeline

Sr. no	Location/ Project Name	City	Development Model	Development Type	Developable Area	PL Share in JD	Saleable area (msft)	Expected launch date
Puravankara								
1	Albagh (Purva Orient Grand)	Bengaluru	Joint Development	Residential	0.21	55%	0.12	Q2FY22
2	Sound Of Water II*	Bengaluru	Joint Development	Residential	0.32	58%	0.19	Q2FY22
3	Zenium II*	Bengaluru	Joint Development	Residential	0.48	70%	0.34	Q2FY22
4	Windermere IV*	Bengaluru	Owned	Residential	1.28	100%	1.28	Q3FY22
5	Purva Zentech Business park	Bengaluru	Joint Development	Commercial	0.76	70%	0.53	Q3FY22
6	Kadiganahalli	Bengaluru	Owned	Residential	0.53	100%	0.53	Q4FY22
					Total		3.58	2.99
Provident								
1	Edapally (Provident Winworth)	Cochin	Owned	Residential	0.54	100%	0.54	Q2 FY22
2	Thane (Provident Palmvista)	Mumbai	Joint Development	Residential	1.63	64%	1.04	Q3 FY22
3	Kondwa (Provident Kenvista)	Pune	Joint Development	Residential	1.09	69%	0.75	Q3 FY22
4	Thirumazhsai (Provident Amaya)	Chennai	Joint Venture	Residential	3.81	25%	0.95	Q4 FY22
					Total		7.07	3.28
Purva Land								
1	Tivoli Hills	Bengaluru	Owned	Plotted	1.36	100%	1.36	Q2 FY22
2	Purva Land - Southbay plots	Chennai	Owned	Plotted	0.22	100%	0.22	Q2 FY22
3	Purva Land - Coimbatore plots	Coimbatore	Owned	Plotted	0.15	100%	0.15	Q3 FY22
4	Purva Land - Sriperumbudur	Chennai	Owned	Plotted	0.99	100%	0.99	Q1FY23
5	Purva Land - Rampura, Vaderahalli	Bengaluru	Joint Development	Plotted	1.14	38%	0.43	Q1FY23
					Total		3.86	3.15
					Grand Total		14.51	9.42

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



PURVA
Silversands

Income Statement for Quarter Ended 31st March 2021

All numbers in INR Cr

Particulars	Q4FY21 Audited	Q3FY21 Un Audited	Q4FY20 Audited
Income from operations			
Revenue from projects	310.13	256.41	369.52
Other Income	29.26	47.41	20.27
Total Income from operations	339.39	303.82	389.79
Expenses			
Sub-contractor cost	120.00	115.94	101.28
Cost of raw materials and components consumed	14.85	14.87	22.09
Land purchase cost	-	190.99	9.44
(increase)/decrease in inventories of stock of flats, land cost and work-in-progress	-2.77	-200.87	48.94
Employee benefit expense	32.40	27.58	29.48
Finance expense	96.71	88.38	86.79
Depreciation and amortization expense	4.75	5.15	6.47
Other expenses	61.29	39.69	77.58
Total expenses	327.23	281.73	382.07
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	12.16	22.09	7.72
Share of profit/(loss) of associates and joint ventures, net	0.07	-0.89	-0.43
Profit before tax	12.23	21.20	7.29
Tax expense	3.48	7.88	6.94
Net Profit for the period	8.75	13.32	0.35
Other Comprehensive Income/(Loss) (net of tax expense)	-1.05	-0.57	2.40
Total Comprehensive Income/(Loss) for the period	7.70	12.75	2.75

Income Statement for the year ended 31st March 2021

All numbers in INR Cr

Particulars	FY21 Audited	FY20 Audited
Income from operations		
Revenue from projects	960.71	2,128.37
Other Income	93.10	58.89
Total Income from operations	1,053.81	2,187.26
Expenses		
Sub-contractor cost	346.35	376.54
Cost of raw materials and components consumed	48.16	76.78
Land purchase cost	333.77	97.07
(increase)/decrease in inventories of stock of flats, land cost and work-in-progress	-335.25	735.96
Employee benefit expense	112.71	139.26
Finance expense	356.87	343.13
Depreciation and amortization expense	20.38	22.79
Other expenses	171.23	252.35
Total expenses	1,054.22	2,043.88
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	-0.41	143.38
Share of profit/(loss) of associates and joint ventures, net	-2.48	-3.03
Profit before tax	-2.89	140.35
Tax expense	1.78	52.00
Net Profit for the period	-4.67	88.35
Other Comprehensive Income/(Loss) (net of tax expense)	-1.41	1.28
Total Comprehensive Income/(Loss) for the period	-6.08	89.63

Balance Sheet for the Year Ended 31st March 2021

All numbers in INR Cr

Equity and Liabilities	March 2021 Audited	March 2020 Audited	Assets	March 2021 Audited	March 2020 Audited
Shareholders' Funds			Non-Current Assets		
Equity Share Capital	119	119	(a) Property, plant and equipment	67	85
Other Equity	1,790	1,796	(b) Capital work-in-progress	0	0
	1,909	1,915	(c) Investment properties	45	37
			(d) Intangible assets	0	9
Liabilities			(e) Financial assets		
Non-current liabilities			(i) Investments	138	132
(a) Financial liabilities			(ii) Loans	336	317
(i) Borrowings	542	120	(iii) Other financial assets	39	38
(ii) Other financial liabilities	25	54	(f) Deferred tax liabilities (net)	244	252
(b) Provisions	12	10	(g) Assets for current tax (net)	46	64
(c) Deferred tax liabilities (net)	20	8	(h) Other non-current assets	147	156
	598	192		1,061	1,091
Current liabilities			Current Assets		
(a) Financial liabilities			(a) Inventories	6,407	6,091
(i) Borrowings	877	932	(b) Financial assets		
(ii) Trade payables	557	538	(i) Trade receivables	306	300
(iii) Other financial liabilities	1,442	1,662	(ii) Cash and cash equivalents	160	106
(b) Other current liabilities	3,048	2,834	(iii) Bank balances other than (ii) above	4	1
(c) Provisions	10	5	(iv) Loans	84	80
(d) Current tax liabilities (net)	1	0	(v) Other financial assets	52	45
	5,935	5,971	(c) Other current assets	368	366
				7,381	6,988
Total	8,442	8,079	Total	8,442	8,079

Cash Flow

All numbers in INR Cr

Cash Flow Statement		FY 2020	Q1 FY 21	Q2 FY 21	Q3 FY 21	Q4 FY 21	FY 2021
A	Operating Inflows	1,770.3	187.8	285.2	374.8	441.4	1,289.2
B	Operating Outflows	(1,127.8)	(151.5)	(183.9)	(189.5)	(268.9)	(793.8)
C=A-B	Operating Surplus	642.4	36.4	101.2	185.3	172.5	495.5
	<i>Less</i>						
	Interest Cost(Net)	(321.0)	(15.0)	(52.6)	(58.4)	(92.0)	(218.0)
	Tax Paid	(27.5)	(4.1)	(6.2)	(5.2)	(8.4)	(23.8)
D	Operating Surplus after tax and interest	293.9	17.3	42.4	121.7	72.1	253.6
	Investment Activity						
	Land Payments including advances & deposits	(17.5)	(0.2)	(78.4)	(152.3)	(19.4)	(250.3)
	Purchase of Fixed Assets	(17.5)	(0.1)	(0.2)	(0.4)	(0.2)	(0.8)
	Other Assets & Investments	(21.8)	0.0	(0.0)	(0.1)	(0.1)	(0.3)
E	Total from Investing Activity	(56.8)	(0.3)	(78.5)	(152.8)	(19.7)	(251.3)
	Financing Activity						
	Loan Drawal/(Repayments)*	(241.0)	4.3	46.2	(204.4)	(111.6)	(265.5)
	Investment by IFC				301.0	21.0	322.0
	Loan to Associates/Subsidiaries- Inflow/(Repayment)	(0.8)	(0.0)	0.0	0.0	(0.3)	(0.3)
	Dividend including DDT	(28.6)	0.0	0.0	(0.0)	(0.0)	(0.0)
F	Total from Financing Activity	(270.4)	4.3	46.2	96.6	(90.9)	56.2
G=D+E+F	Net Operating Surplus	(33.3)	21.3	10.1	65.4	(38.4)	58.5
	Opening Cash and Bank Balances	177.9	144.6	165.9	176.0	241.5	144.6
	Closing Cash and Bank Balances	144.6	165.9	176.0	241.5	203.1	203.1

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

* Numbers does not include capitalization of moratorium interest

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)	1,085	1,183	2,267
Value of Inventory open for sale ²	(B)	3,186	1,643	4,828
Balance cost to go ³	(C)	1,643	1,282	2,926
Surplus (A) + (B) – (C)	(D)	2,627	1,543	4,170
Surplus from Inventory not open for sale (F)-(G+H)	(E)	1,652	442	2,094
Value of Inventory not open for sale	(F)	3,070	1,254	4,324
Balance cost to complete	(G)	1,318	712	2,030
Contingencies ⁴	(H)	100	100	200
Total Estimated Surplus (D +E)		4,279	1,985	6,264

Note:

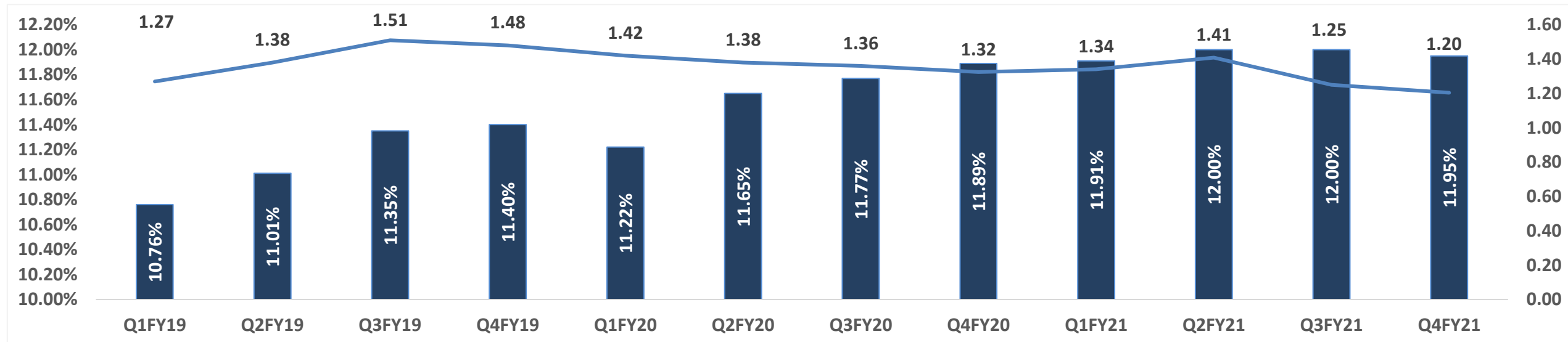
1. Includes debtors and unbilled amount
2. Value of inventory has been arrived based on current selling rates
3. Balance cost to go is based on estimates and subject to review on periodic basis
4. The cost does not include sales & marketing , GST, general overheads and interest costs
5. Contingencies 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 – Net debt reduction by over Rs 440 Cr in last 2 years

All numbers in INR Cr

in Rs. Cr	Q4FY21	Q3FY21	Q2FY21	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	Q4FY19
Opening Balance	2,613	2,834	2,680	2,681	2741	2,827	2,889	2,921	2,902
Net Addition (Repayment)	-111	-221	154	-1	-61	-86	-62	-32	19
Debt Outstanding	2,502	2,613	2,834	2,680	2681	2,741	2,827	2,889	2,921
Less: Cash and Cash Equivalents	203	241	176	131	145	151	213	190	178
Net debt	2,299	2,372	2,658	2,549	2,536	2,590	2,614	2,699	2,743
Cost of Debt	11.95%	12.00%	12.00%	11.91%	11.89%	11.77%	11.65%	11.22%	11.40%
Net Worth	1,909	1,901	1,887	1,901	1,914	1,911	1,895	1,895	1,857
Net Debt / Equity Ratio	1.20	1.25	1.41	1.34	1.32	1.36	1.38	1.42	1.48

Weighted Average Cost of Debt & Net Debt / Equity Ratio



Debt does not include NCD/OCD worth INR 464 Cr, repayment of which is dependent on project specific surplus; and not as periodic or fixed obligation

Appendix 1 : Project Status

Appendix 1 – Project Status



Project Status – Completed Projects as on March 31, 2021

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	Coronation Square	Kotnur, Bengaluru	0.14	48	71%	0.10	34	0.10	24	0.05	52%	10	0.05	48%
2	Palm Beach	Hennur Road, Bengaluru	1.73	1,325	70%	1.22	933	1.22	898	1.17	96%	35	0.05	4%
3	Sound of Water	Kammanahalli, Bengaluru	0.30	115	58%	0.18	66	0.18	61	0.16	91%	5	0.02	9%
4	Windermere - II	Medavakkam, Chennai	0.94	728	100%	0.94	728	0.94	717	0.93	99%	11	0.01	1%
COMMERCIAL														
5	Primus	OMR, Chennai	0.18		60%	0.10		0.11		0.04	41%		0.07	67%
6	Gainz	Hosur Road, Bengaluru	0.27		73%	0.19		0.19		0.14	71%		0.05	29%
Provident														
7	Cosmo City - I,II	Pudupakkam, Chennai	2.24	2,174	100%	2.24	2,174	2.24	2,117	2.18	97%	57	0.06	3%
8	Kenworth - I	Rajendra Nagar, Hyderabad	1.27	1,106	73%	0.93	850	0.93	826	0.90	97%	24	0.03	3%
9	Skyworth I	Derebail, Mangalore	0.18	144	73%	0.13	105	0.13	57	0.07	52%	48	0.06	48%
10	Sunworth - I,II	Mysore Road, Bengaluru	2.74	2,784	100%	2.74	2,784	2.74	2,696	2.64	96%	88	0.09	3%
11	The Tree	Off Magadi Main Road, Bengaluru	0.57	560	70%	0.40	388	0.40	361	0.37	92%	27	0.03	7%
Total Completed - (A)			10.57	8,984	100%	9.17	8,063	9.17	7,757	8.65	94%	306	0.52	6%

Project Status – Under Construction as on March 31, 2021

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	%
UNDER CONSTRUCTION														
Puravankara														
1	Aspire	Bavdhan, Pune	0.33	236	90%	0.29	212	0.29	25	0.04	13%	187	0.26	87%
2	Atmosphere	Thanisandra, Bengaluru	1.59	1,042	87%	1.39	912	1.39	192	0.32	23%	720	1.07	77%
3	Clermont I	Chembur, Mumbai	0.24	181	100%	0.24	181	0.24	35	0.04	18%	146	0.19	82%
4	Emerald Bay	Keshavnagar, Pune	0.35	280	100%	0.35	280	0.35	40	0.06	16%	240	0.29	84%
5	Marine Drive I	Kochi	1.68	586	50%	0.84	293	0.84	170	0.50	60%	123	0.34	40%
6	Promenade	Hennur Road, Bengaluru	0.20	152	70%	0.10	107	0.14	21	0.02	21%	86	0.12	85%
7	Silversand - I	Keshavnagar, Pune	0.77	821	100%	0.77	821	0.77	673	0.63	81%	148	0.14	19%
8	Somerset House	Guindy Chennai	0.36	181	100%	0.36	181	0.36	25	0.05	15%	156	0.31	85%
9	Westend-Phase2	Hosur Road, Bengaluru	0.09	55	78%	0.07	43	0.07	31	0.05	70%	12	0.02	30%
10	Zenium - I	Airport Road Bengaluru	0.65	452	70%	0.45	317	0.45	172	0.18	39%	145	0.28	61%
Provident														
11	Adora De Goa	Zuari Nagar, Goa	1.63	2,346	84%	1.37	1,630	1.37	1,201	0.91	66%	429	0.46	34%
12	Capella	Soukya Rd, Bengaluru	0.65	763	74%	0.48	565	0.48	191	0.18	37%	374	0.30	63%
13	Equinox	Mysore Road, Bengaluru	0.66	672	100%	0.66	672	0.66	194	0.19	28%	478	0.47	72%
14	Kenworth - II	Rajendra Nagar, Hyderabad	1.08	1,150	73%	0.79	837	0.79	547	0.50	64%	290	0.29	36%
15	Neora	Sampigehalli, Bengaluru	0.23	249	100%	0.23	249	0.23	144	0.13	58%	105	0.09	42%
16	Park Square	Judicial Layout, Bengaluru	1.90	2,082	87%	1.66	1,817	1.66	1,087	1.01	61%	729	0.65	39%
17	Woodfield	Electronic City, Bengaluru	0.48	356	100%	0.48	356	0.48	287	0.38	78%	69	0.10	22%
Total Under Construction (B)			12.88	11,604		10.53	9,472	10.57	5,035	5.18	49%	4,437	5.39	51%

Project Status – Not yet open for Sale as on March 31, 2021

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	Nos	Msft	%	Nos
PHASES NOT OPEN FOR SALE														
Puravankara														
1	Amaiti II	Trichy Road, Coimbatore	0.47	288	100%	0.47	288	-	-	-	0%	288	-	0%
2	Clermont II	Chembur, Mumbai	0.12	131	100%	0.12	131	-	-	-	0%	131	-	0%
3	Highlands III	Mallasandra, Bengaluru	0.83	492	100%	0.83	492	-	-	-	0%	492	-	0%
4	Marine Drive II	Kochi	1.53	555	50%	0.76	278	-	-	-	0%	278	-	0%
5	Moonreach II	Airport-Seaport Rd, Kochi	0.23	119	100%	0.23	119	-	-	-	0%	119	-	0%
6	Silversand - II	Keshavnagar, Pune	0.42	372	100%	0.42	372	-	-	-	0%	372	-	0%
7	Sound of Water	Kammanahalli, Bengaluru	0.32	113	58%	0.18	65	-	-	-	0%	65	-	0%
8	Windermere IV	Medavakkam, Chennai	1.28	644	100%	1.28	644	-	-	-	0%	644	-	0%
9	Zenium - II	Airport Road Bengaluru	0.48	332	70%	0.34	232	-	-	-	0%	232	-	0%
Commercial														
10	Zentech Business Park	Kanakapura, Bengaluru	0.76	0	70%	0.53	-	-	-	-	0%	-	-	0%
Provident														
11	Skyworth II	Derebail, Mangalore	0.23	180	73%	0.17	131	-	-	-	0%	131	-	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)			9.49	5,722		8.15	5,248				0%	5,248		0%
Total Ongoing - (B) + (C)			22.37	17,326		18.68	14,721	10.57	5,035	5.18	49%	9,685	5.39	51%

Notes:

- The Company also holds inventory of 0.17 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
Vice Chairman

- 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

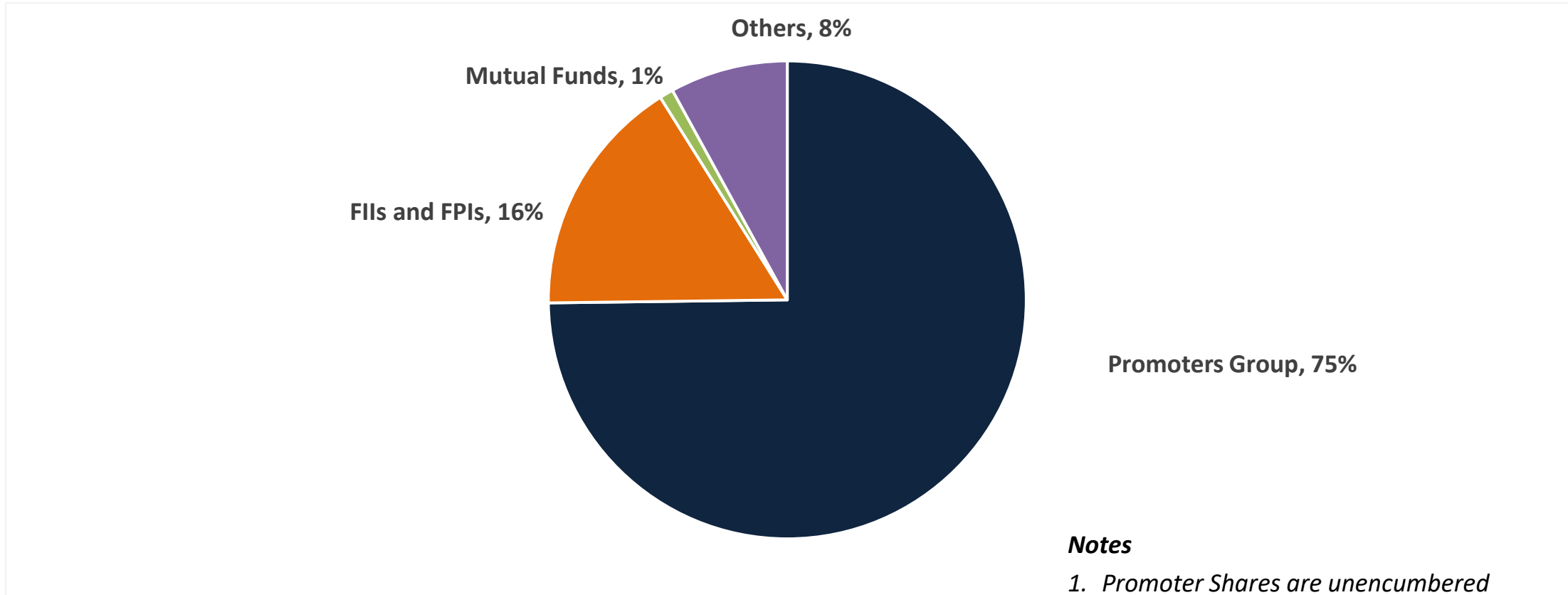


Shailaja Jha

Non-Executive Independent Director

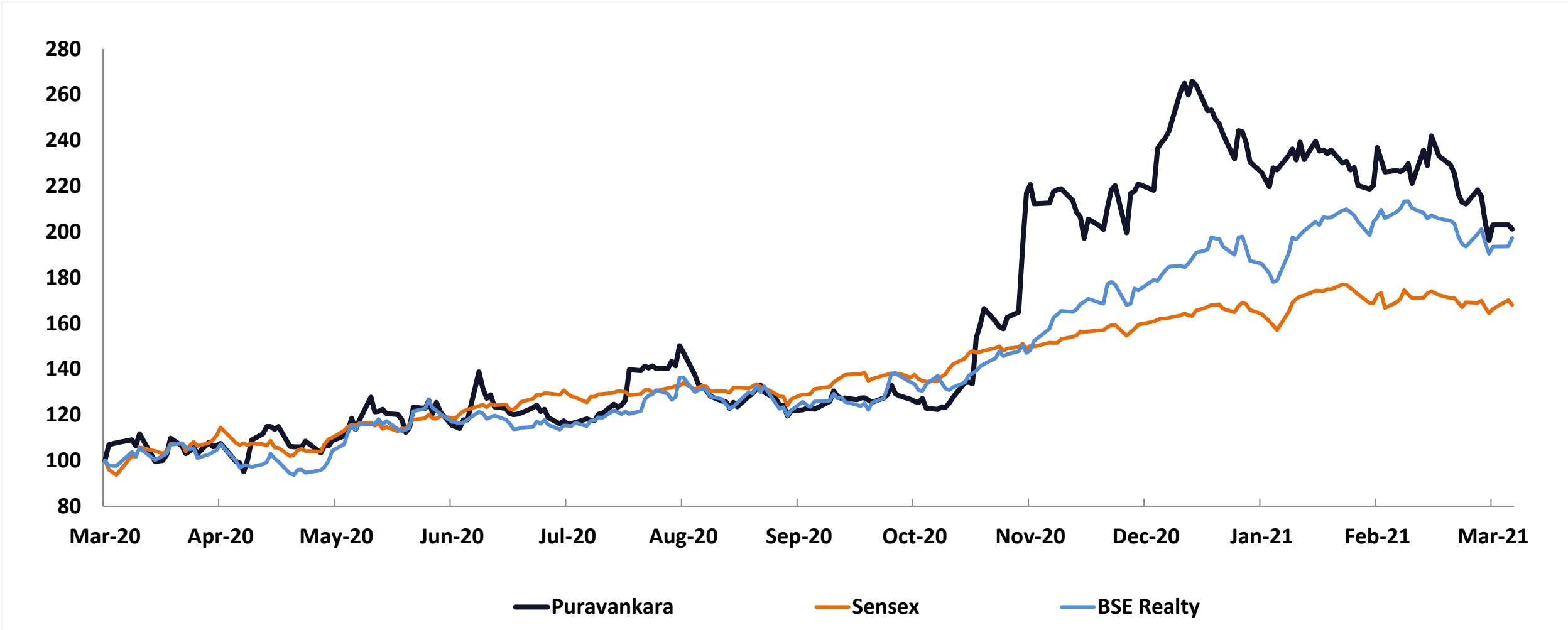
- MMS Degree from BITS- Pilani and PMI certified Project Management Professional
- Over 30 years of experience in IT global consulting experience
- After clearing the UPSC, served GOI as a civil servant for almost a decade

Shareholding Pattern as of March 31, 2021



FPIs	Insurance and Bodies Corporate	Mutual Funds
Gothic Corporation Atyant Capital	Life Insurance Corporation General Insurance Corporation	Franklin Templeton

Share Price Movement



Notes: Graph rebased to 100

Awards and Accolades

WORLD ECONOMIC FORUM New Champions Awards - Puravankara Limited as an Honourable Mention For Excellence in Digital Disruption.



Construction Week Awards - Real Estate Person of the Year – Mr. Ashish Puravankara



12th Annual Estate Awards - Developer of the Year - Residential (South) - Puravankara Limited



Business Connect Awards - Women Entrepreneur of the Year - Ms. Amanda Puravankara



12th Annual Estate Awards 2020 - Themed Project of the Year - (West) - Adora De Goa by Provident



12th Realty+ Conclave & Excellence Awards - South - Design Project of the Year - Purva Zenium



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

Puravankara Plans to Launch 5.5m sq ft of Plotted Development

New Projects

Co has delivered 40m sqft of projects, has around 21m sqft under development across residential and commercial segments

It has seen a 40% year-on-year jump in quarterly sales, with residential real estate showing some revival

The builder plans to launch 9m sqft of residential assets over the next year, with its affordable housing arm - Provident - accounting for 82% of the launch pipeline

Sobia.khan@timesgroup.com

ASHISH R PURAVANKARA
MD, Puravankara Projects

Home buyers have realised the importance of owning a home now. The upside in real estate is demand-backed and will be

3 decades later, Puravankara is back in Mumbai

Firm expects top line of ₹800 cr from the project

SAMREEN AHMAD
Bengaluru, 9 March

Bengaluru-based realty player Puravankara is investing ₹450 crore to launch a residential-cum-commercial luxury project in Mumbai's Chembur suburbs, returning to the financial capital after nearly three decades. The project will have four towers with 233 residential units — 2,3,4 BHKs — and one tower of 79 commercial units.

It is a 2.25-acre project on the land parcel completely owned by the company. "We will start construction in 90 days and intend to complete the project in the next four years," said Chief Operating Officer Abhishek Kapoor.

The company expects a top line of ₹800 crore from the project, which is the third under its World Home Collection brand. It has launched two projects under the brand in Bengaluru and Chennai.

According to an Anarock report, after

COVER STORY

Real Estate



Listed entity Puravankara is an example of how the turnaround in the realty sector is reflected in the financials of stable, growing and efficient companies. **Ashish R. Puravankara**, Managing Director, Puravankara talks to **Ashish Sinha**. Excerpts:

On Puravankara's performance during the last quarter

Sales during the third quarter has been strong and robust. The third quarter witnessed a steady recovery with a significant jump in sales at around 0.91 million square feet (msft), up 40 per cent vis-à-vis the third quarter of FY20. We saw a remarkable improvement in customer collections at Rs 355 crore as compared to Rs 241 crore in the previous quarter, amounting to a growth of 47 per cent. We have done 2.42 msft in the

nine months, which is up 13 per cent YoY despite a muted Q1FY21.

On the growing importance of the digital medium

With the introduction of our home-booking engine 'BookMyHome' (an end-to-end booking platform), we have managed to stay ahead of the curve and address the operational issues that arose due to Covid-19.

On the surge in NRI investments in real estate

We saw a surge in demand



from NRIs for luxury and ultra-luxury apartments. The pandemic seems to have led to an increased demand for homes with space and gated communities with amenities. Also, purchasing a home online has made it easier for people to invest in property without travelling or visiting the site. We have seen an almost 40 per cent rise in NRI sales during April-December 2020 compared to the same period in FY19-20.

On the current and future roadmap

We are focusing on our planned launches for FY22, which span over 9 msft. Provident Housing, our affordable housing arm, will account for 82 per cent of the launch pipeline. New launches include our Mumbai project

The pandemic seems to have led to an increased demand for homes with space and gated communities with amenities. Also, purchasing a home online has made it easier for people to invest in property without travelling or visiting the site

(ultra-luxury segment), and a dedicated arm for plotted development (Purva Land) which will launch 5.5 msft across six projects in Bangalore, Chennai and Coimbatore over the next six-seven months with an investment of about Rs 825 crore.

On the outlook and challenges ahead

The immediate challenge is the constant fluctuation in steel and cement prices. As a result, it has pushed up the input costs that developers have to eventually pass on to the customer if this trend continues. The realty sector is a highly capital intensive industry, and in the current situation, only well-capitalised developers can manage operations and cash flows effectively.

Plots vs Apartments: What Is The Better Buying Option?

PUBLISHED ON: MARCH 13, 2021 | DURATION: 13 MIN, 56 SEC



To Deal With Second Wave, Corporates Must Ensure Our Learnings are Shared: Ashish R. Puravankara

Recognizing this need of the hour, the real estate sector was quick to revive its operations, which were temporarily paused during nationwide lockdowns. This industry was pushed to leverage technology to provide homebuyers with a seamless, virtual solution.



Puravankara Q3 sales bookings up 42% on recovery in housing demand

Bengaluru-based realty firm Puravankara Ltd's sales bookings rose by 42% year-on-year to Rs 570 crore in the third quarter of this fiscal as demand of residential properties recovered. According to an investors' presentation, sales bookings in volume terms increased by 40% to 0.91 million sq ft in October-December period of 2020-21 from 0.65 million sq ft in the corresponding period of the previous fiscal.

Business diversification, continuing with expansion plan along with focused business continuity plan has helped in strengthening our position as a thought leader for the Q4 FY20-21

Appendix 3: Our Completed Projects



PURVA GAINZ

Our Completed Projects



Appendix 4 : 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

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Bengaluru - 560042

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Corporate Identification Number : L45200KA1986PLC051571

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