



The Tree by Provident

Puravankara Limited

September 2019

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Company Overview

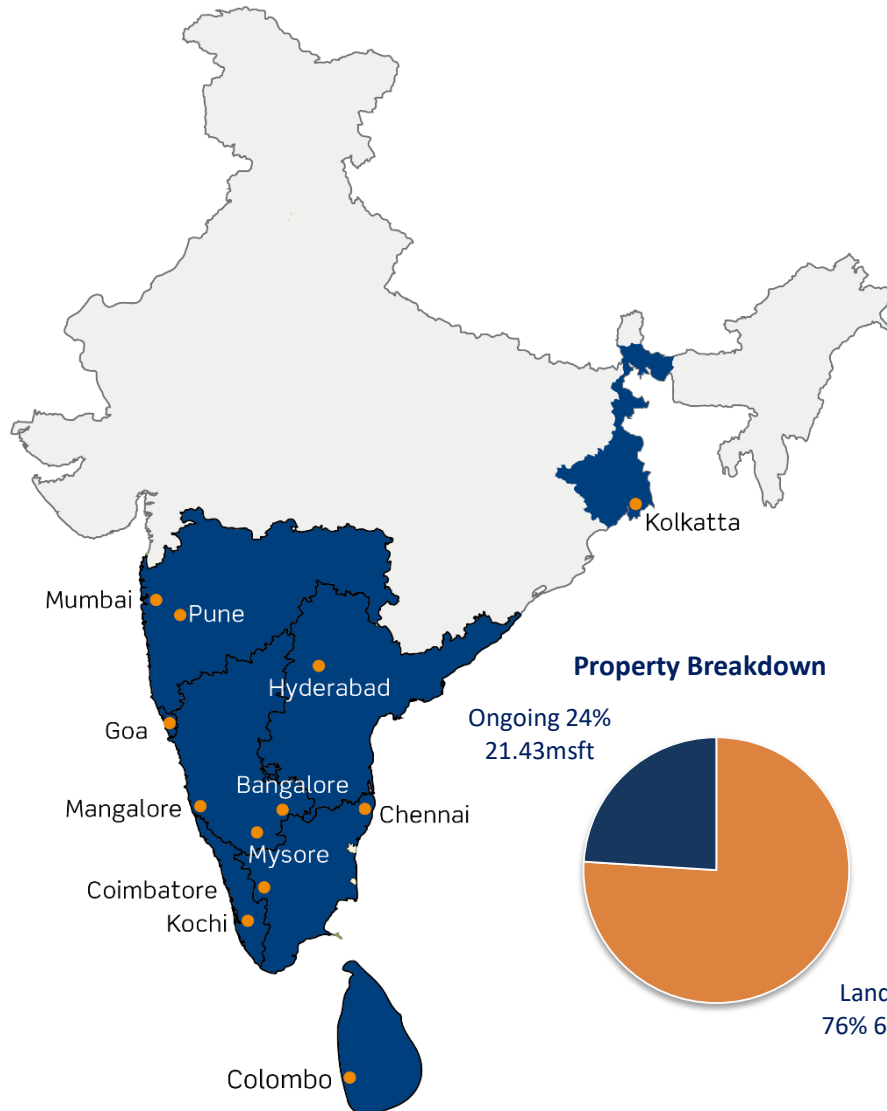
Overview

- ❖ 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 70 residential projects and commercial projects, spanning 40.78 msft , primarily across the gateway cities of south and west India
- ❖ Area under Development totaling 21.43 msft
- ❖ Landbank totaling 67.93 msft (Puravankara Group's economic interest – 54.18 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, warehousing and commercial offices, Provident for the affordable housing segment
- ❖ Provident Housing Ltd, a wholly owned subsidiary of Puravankara Ltd, caters to the affordable housing 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 4 decades of development expertise, market leadership, customer facing products and 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 for over 2 decades

Development Bank

Diversified across markets, brands and stages of development

Land portfolio



in million sq. ft.

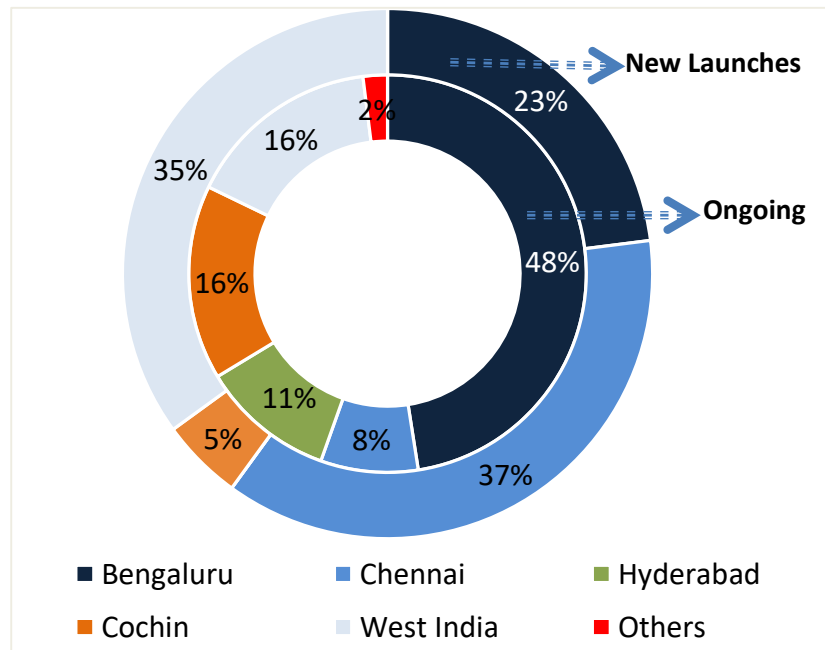
	Completed	Ongoing (A)	Land Assets (B)	Total (A)+(B)
South India				
Bengaluru	29.81	10.22	42.55	52.77
Chennai	6.26	1.64	11.71	13.35
Hyderabad	0.59	2.35	-	2.35
Kochi	1.89	3.43	4.21	7.64
Others	1.39	0.42	1.01	1.43
West India				
Colombo	-	-	4.23	4.23
Kolkata	0.70	-	-	-
Total	40.78	21.43	67.93	89.36
<i>Puravankara*</i>	30.91	10.77	57.70	68.47
<i>Provident</i>	9.87	10.66	10.23	20.89
Saleable Area	35.73	17.46	54.18	71.64
<i>Puravankara*</i>	26.42	8.23	48.67	56.90
<i>Provident</i>	9.31	9.23	5.51	14.74

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 53% of the share of ongoing and 77% of new launches*



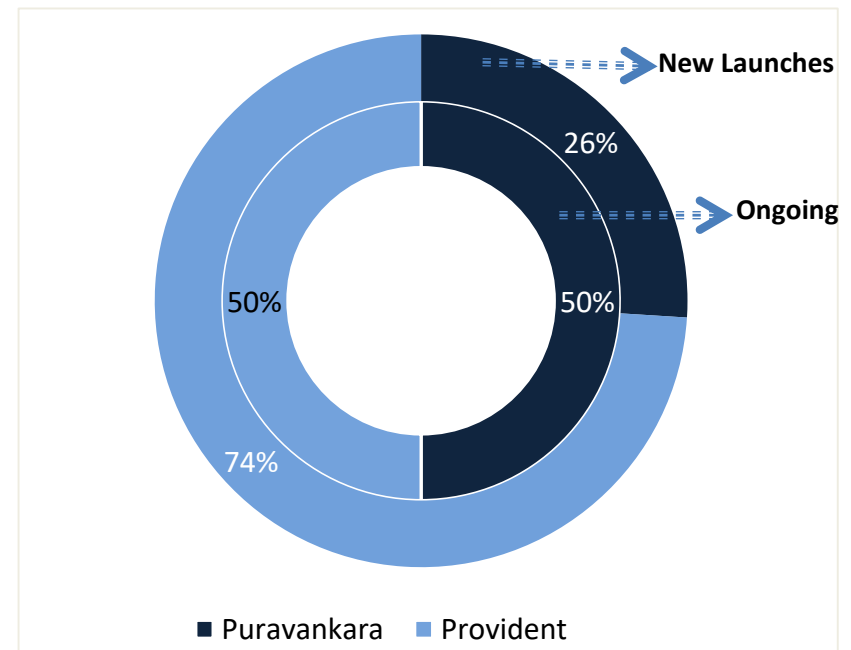
in msft	Ongoing [#]	New Launches
Bengaluru	10.22	2.31
Chennai	1.64	3.81
Hyderabad	2.35	0.00
Cochin	3.43	0.54
West India	3.37	3.58
Others	0.42	0.00
Total	21.43	10.24

Note: :1. Based on Developable Area in msft

2. [#] Includes 10.96 million sqft of area not open for sale.

* In terms of developable area

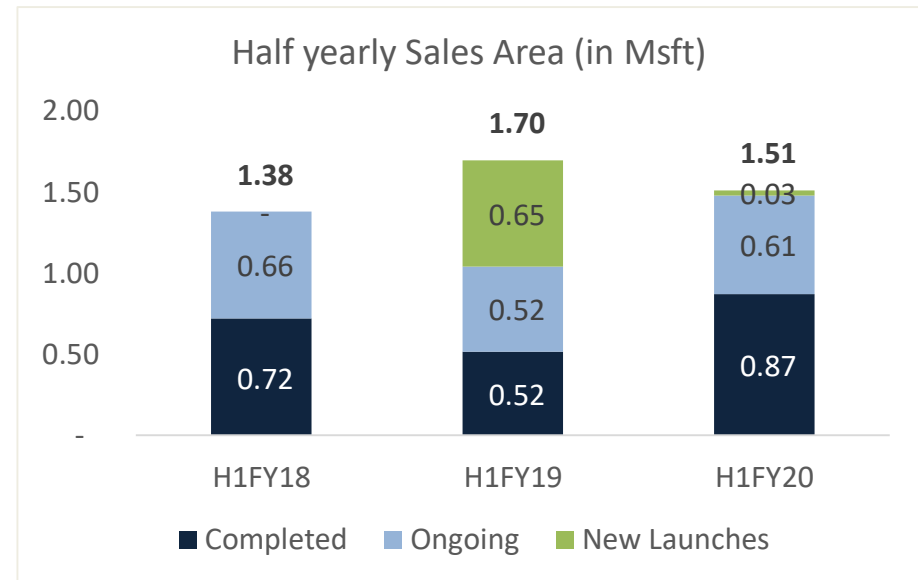
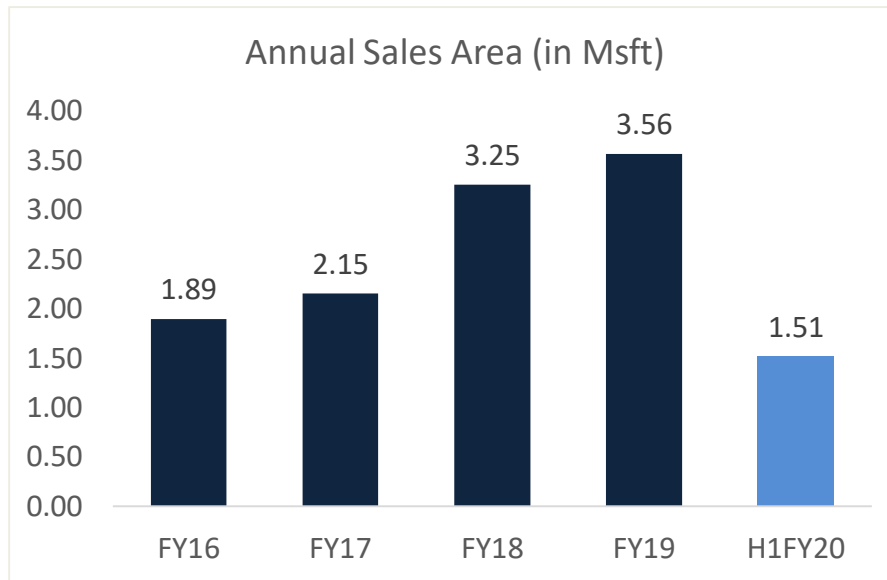
Provident accounts for 3/4th of the launch pipeline; in line with the market trends and the Group's strategy



in msft	Ongoing [#]	New Launches
Puravankara	10.77	2.68
Provident	10.66	7.56
Total	21.43	10.24

Area

Sales and project delivery trends : steady progress



in million sq. ft.

<i>(numbers in million sq. ft.)</i>	FY16	FY17	FY18	FY19	H1FY20
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	0.65
Less: Completed during the period ²	-2.83	-3.49	-6.06	-1.69	-2.30
Closing Area	23.64	24.92	20.82	23.08	21.43*

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 10.96 million sqft of area not open for sale

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	Q4FY20
2	Bavdhan	Pune	Joint Development	Residential	0.31	90%	0.28	Q4 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	Q3 FY20
5	Bhandup	Mumbai	Joint Development	Residential	0.20	68%	0.14	Q2FY21
6	Chembur	Mumbai	Owned	Residential	0.35	100%	0.35	Q4 FY20/Q1FY21
Total					2.68		2.29	
Provident								
1	Edapally	Cochin	Owned	Residential	0.54	100%	0.54	Q4 FY20/ Q1FY21
2	Thane	Mumbai	Joint Development	Residential	1.63	64%	1.04	Q4 FY20/ Q1FY21
3	Kondwa	Pune	Joint Development	Residential	1.09	69%	0.75	Q4 FY20/ Q1FY21
4	Kachanayakanahalli	Bengaluru	Owned	Residential	0.49	100%	0.49	Q4FY20
5	Thirumazhsai	Chennai	Joint Venture	Residential	3.81	25%	0.95	Q1/Q2 FY21
Total					7.56		3.77	
Grand Total					10.24		6.06	

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

Sales

Sales – Q2FY20 Vs Q2FY19

Based on Bookings										Quarter Ended		
	Area Sold			Units Sold			Sale Value			Sale Realization		
	Sep-19 msft	Sep-18 msft	%	Sep-19 Nos.	Sep-18 Nos.	%	Sep-19 Rs.in crs	Sep-18 Rs.in crs	%	Sep-19 Rs.psft	Sep-18 Rs.psft	%
Puravankara	0.43	0.25	74%	329	173	90%	296	149	99%			
Completed	0.29	0.16	77%	238	109	118%	178	85	110%	6,128	5,152	19%
Ongoing Projects	0.14	0.08	68%	91	64	42%	118	64	83%	8,431	7,743	9%
New Launches	-	-		-	-		-	-				
Provident	0.28	0.84	-67%	288	1,045	-72%	143	484	-70%			
Completed	0.14	0.13	9%	132	126	5%	56	49	14%	3,972	3,788	5%
Ongoing Projects	0.11	0.12	-10%	121	135	-10%	70	67	4%	6,486	5,633	15%
New Launches	0.03	0.59	-95%	35	784	-96%	18	368	-95%	5,571	6,228	-11%
Total Gross	0.71	1.09	-35%	617	1,218	-49%	439	633	-31%			
Puravankara Gross sales excluding new launches	0.43	0.25	74%	329	173	90%	296	149	99%			
Provident Gross sales excluding new launches	0.25	0.25	0%	253	261	-3%	125	116	8%			
Total Gross Sales Excluding New Launches	0.68	0.50	37%	582	434	34%	421	265	59%			
Share of Revenue attributable to partners under JD/JV/Revenue Sharing	(0.06)	(0.02)		(41)	(16)		(51)	(17)				
Group Economic Interest	0.65	1.06		576	1,202		388	616				

- In the absence of any new launches, steady RTM inventory sales across brands
- Over 100% growth in Puravankara RTM sales
- Provident sales linked to lack of inventory in both RTM and ongoing inventory

New launch list

Q2 FY19 – Adora De Goa and Neora

Q2 FY20 - Equinox

*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

Sales – H1FY20 Vs H1FY19

Based on Bookings										Half Year Ended		
	Area Sold			Units Sold			Sale Value			Sale Realization		
	Sep-19 msft	Sep-18 msft	%	Sep-19 Nos.	Sep-18 Nos.	%	Sep-19 Rs.in crs	Sep-18 Rs.in crs	%	Sep-19 Rs.psft	Sep-18 Rs.psft	%
Puravankara	0.95	0.51	87%	682	335	104%	645	344	88%			
Completed	0.60	0.28	114%	459	186	147%	358	148	142%	5,974	5,269	13%
Ongoing Projects	0.35	0.23	53%	223	149	50%	287	196	46%	8,196	8,593	-5%
New Launches	-	-		-	-		-	-				
Provident	0.56	1.19	-53%	573	1,418	-60%	287	659	-56%			
Completed	0.27	0.24	14%	260	229	14%	109	90	21%	4,028	3,802	6%
Ongoing Projects	0.26	0.30	-13%	278	338	-18%	160	165	-3%	6,207	5,590	11%
New Launches	0.03	0.65	-95%	35	851	-96%	18	404	-96%	5,571	6,172	-10%
Total Gross	1.51	1.70	-11%	1,255	1,753	-28%	932	1,003	-7%			
Puravankara Gross sales excluding new launches	0.95	0.51	87%	682	335	104%	645	344	88%			
Provident Gross sales excluding new launches	0.53	0.53	-1%	538	567	-5%	269	255	5%			
Total Gross Excluding New Launches	1.48	1.04	42%	1,220	902	35%	914	599	53%			
Share of Revenue attributable to partners JD/JV/Revenue Sharing	(0.15)	(0.08)		(95)	(54)		(116)	(74)				
Group Economic Interest	1.36	1.61		1,160	1,699		816	929				

- ❑ Overall 53% increase in sales booking value excluding new launches
- ❑ Sales growth led largely by Puravankara and by RTM sales
- ❑ Provident sales spike in H1 FY18 linked to large sales of Park Square in Q1FY198 and Adora de Goa sales in Q2FY18 (40% of total H1FY18 sales)

New launch list

Q1 FY19 – Park Square; Q2 FY19 – Adora De Goa and Neora

Q2 FY20 - Equinox

*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

Cash Flows

Potential Cash Flow from completed and ongoing projects

Rs. crores

		Puravankara	Provident	Total
Balance collections from sold units ¹	(A)	866	1,139	2,005
Value of Inventory open for sale ²	(B)	2,633	1,523	4,156
Balance cost to go ³	(C)	878	1,066	1,944
Surplus (A) + (B) – (C)	(D)	2,622	1,596	4,218
Surplus from Inventory not open for sale (F)-(G+H)	(E)	1,446	850	2,296
<i>Value of Inventory not open for sale</i>	(F)	3,025	1,850	4,875
<i>Balance cost to complete</i>	(G)	1,479	900	2,379
<i>Contingencies ⁴</i>	(H)	100	100	200
Total Estimated Surplus (D +E)		4,067	2,446	6,514

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*

Cash Flow Statement – Growing operating surplus

Rs. crores

Cash Flow Statement		FY 19	Q1 FY 2020	Q2 FY 2020	H1 FY 2020
A	Operating Inflows	1,594.4	474.1	477.2	951.3
B	Operating Outflows	(1,313.3)	(335.3)	(275.6)	(610.8)
C=A-B	Operating Surplus	281.1	138.9	201.6	340.5
	<i>Less</i>				
	Interest Cost(Net)	(325.0)	(86.1)	(79.7)	(165.8)
	Income Tax Paid	(29.6)	(5.4)	(2.5)	(8.0)
D	Operating Surplus after tax and interest	(73.5)	47.3	119.4	166.7
	Investment Activity				
	Land Payments including advances & deposits	(363.6)	0.2	(13.8)	(13.6)
	Purchase of Fixed Assets	(5.2)	(1.2)	(15.2)	(16.4)
	Other Assets & Investments	(0.5)	(0.3)	(5.2)	(5.4)
E	Total from Investing Activity	(369.3)	(1.2)	(34.2)	(35.4)
	Financing Activity				
	Loan Drawal/(Repayments)	515.1	(33.0)	(62.3)	(95.3)
	Loan to Associates/Subsidiaries- Inflow/(Repayment)	(3.1)	(1.1)	0.3	(0.8)
	Dividend including DDT	(43.9)	0.0	0.0	0.0
F	Total from Financing Activity	468.1	(34.1)	(62.0)	(96.1)
G=D+E+F	Net Operating Surplus	25.3	12.1	23.2	35.3
	Opening Cash and Bank Balances	152.6	177.9	189.9	177.9
	Closing Cash and Bank Balances	177.9	189.9	213.1	213.1

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 30 September 2019
Rs. crores

Particulars	Q2FY20 Unaudited	Q1FY20 Unaudited	Q2FY19 Unaudited
Income from operations			
Revenue from projects	611.81	630.05	477.19
Other Income	12.00	15.50	22.09
Total Income from operations	623.81	645.55	499.28
Expenses			
Sub-contractor cost	69.23	126.56	91.35
Cost of raw materials and components consumed	20.59	13.72	29.80
Land purchase cost	6.65	75.23	144.99
(increase)/decrease in inventories of stock of flats, land cost and work-in-progress	307.04	166.99	36.27
Employee benefit expense	34.89	35.68	30.19
Finance expense	83.57	89.22	74.80
Depreciation and amortization expense	5.50	5.24	3.25
Other expenses	52.81	67.39	55.49
Total expenses	580.28	580.03	466.14
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	43.53	65.52	33.14
Share of profit/(loss) of associates and joint ventures, net	-0.98	-0.67	-0.15
Profit before tax	42.55	64.85	32.99
Tax expense	15.05	20.45	11.45
Net Profit for the period	27.50	44.40	21.54
Other Comprehensive Income/(Loss) (net of tax expense)	-0.12	-1.16	0.04
Total Comprehensive Income/(Loss) for the period	27.38	43.24	21.58

Consolidated Statement of Profit & Loss for the Half Year ended 30 September 2019
Rs. crores

Particulars	H1FY20 Unaudited	H1FY19 Unaudited
Income from operations		
Revenue from projects	1,241.86	859.21
Other Income	27.50	34.77
Total Income from operations	1,269.36	893.98
Expenses		
Sub-contractor cost	195.79	167.74
Cost of raw materials and components consumed	34.31	61.63
Land purchase cost	81.88	156.61
(increase)/decrease in inventories of stock of flats, land cost and work-in-progress	474.03	119.79
Employee benefit expense	70.57	58.79
Finance expense	172.79	143.29
Depreciation and amortization expense	10.74	6.74
Other expenses	120.20	110.78
Total expenses	1,160.31	825.37
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	109.05	68.61
Share of profit/(loss) of associates and joint ventures, net	-1.65	-0.63
Profit before tax	107.40	67.98
Tax expense	35.50	19.59
Net Profit for the period	71.90	48.39
Other Comprehensive Income/(Loss) (net of tax expense)	-1.28	-0.35
Total Comprehensive Income/(Loss) for the period	70.62	48.04

Balance Sheet

Consolidated Balance Sheet as at 30 September 2019

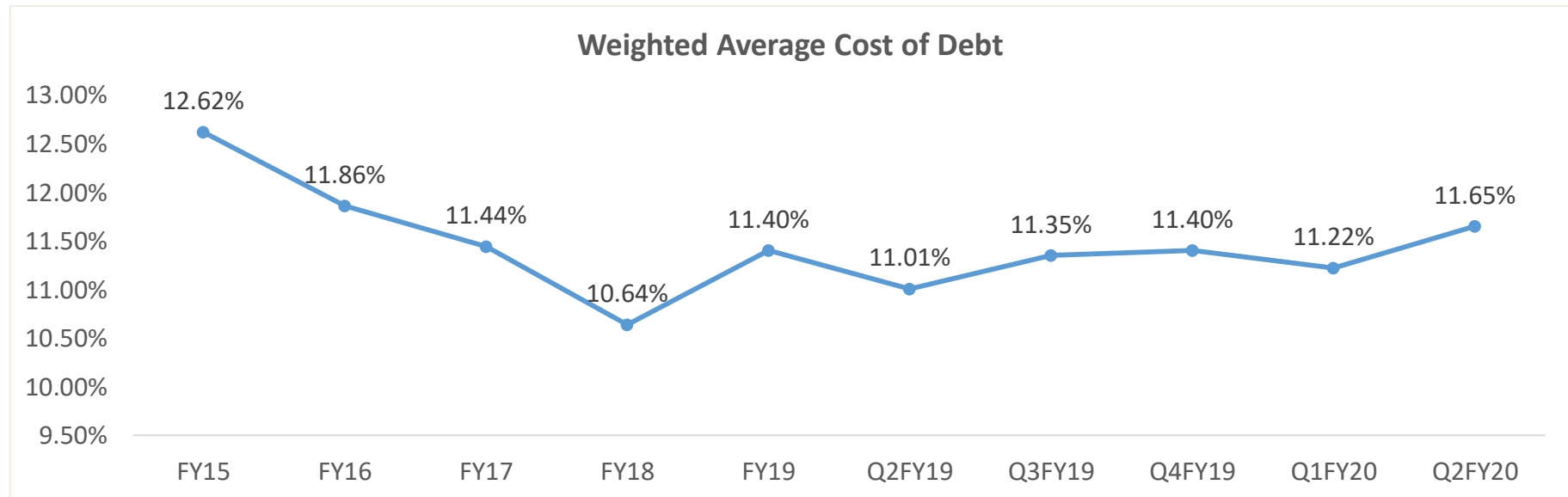
Rs. crores

Equity and Liabilities	September 2019	March 2019	Assets	September 2019	March 2019
	Unaudited	Unaudited		Unaudited	Unaudited
Shareholders' Funds			Non-Current Assets		
Equity Share Capital	119	119	(a) Property, plant and equipment	95	63
Other Equity	1,776	1,738	(b) Capital work-in-progress	1	35
	1,895	1,857	(c) Investment properties	61	62
			(d) Intangible assets	12	11
Liabilities			(e) Financial assets		
Non-current liabilities			(i) Investments	134	130
(a) Financial liabilities			(ii) Loans	317	304
(i) Borrowings	354	435	(iii) Other financial assets	32	26
(ii) Other financial liabilities	43	13	(f) Deferred tax liabilities (net)	275	302
(b) Provisions	13	10	(g) Assets for current tax (net)	66	63
(c) Deferred tax liabilities (net)	8	8	(h) Other non-current assets	160	166
	418	467		1,153	1,162
Current liabilities			Current Assets		
(a) Financial liabilities			(a) Inventories	6,332	6,766
(i) Borrowings	716	693	(b) Financial assets		
(ii) Trade payables	482	468	(i) Trade receivables	284	251
(iii) Other financial liabilities	1,795	1,804	(ii) Cash and cash equivalents	179	149
(b) Other current liabilities	3,056	3,435	(iii) Bank balances other than (ii) above	2.62	0.32
(c) Provisions	5	10	(iv) Loans	78	75
(d) Current tax liabilities (net)	5	0.00	(v) Other financial assets	43	25
	6,058	6,410	(c) Other current assets	300	305
				7,218	7,571
Total	8,370	8,734	Total	8,370	8,734

Debt

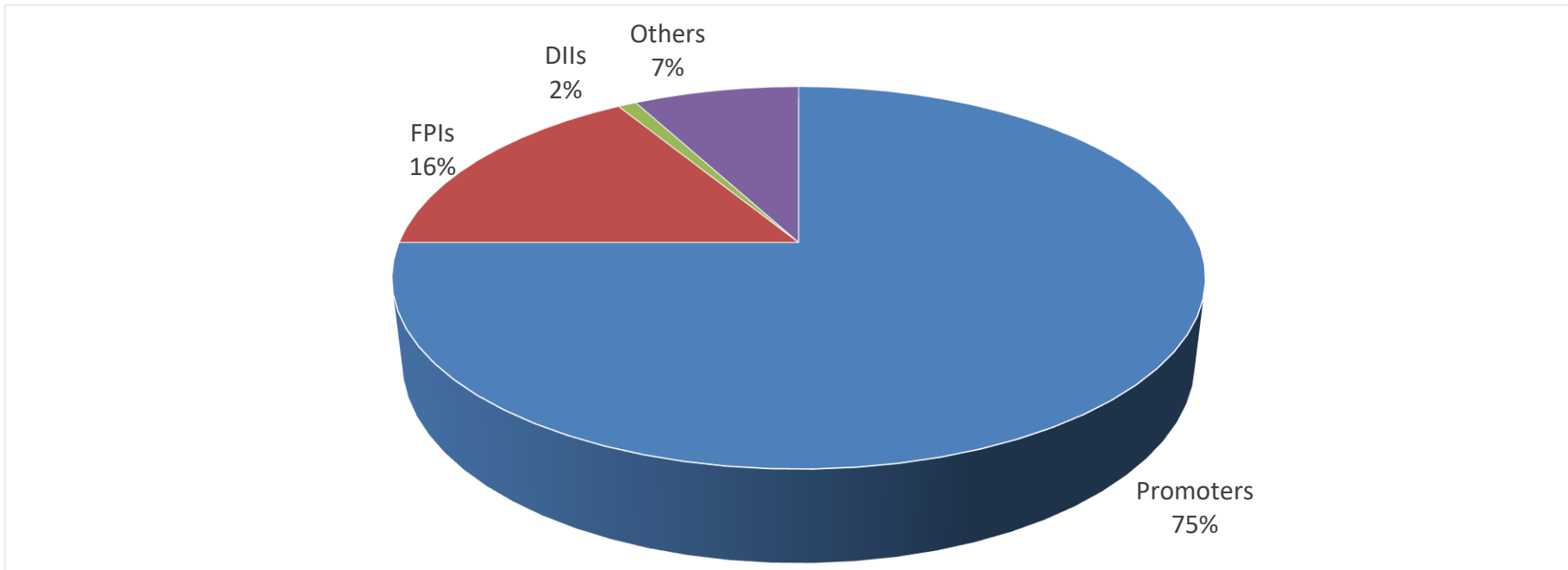
Debt Structure – As on 30 September 2019

<i>in Rs. Cr</i>	Q2FY20	Q1FY20	Q4FY19	Q3FY19	Q2FY19
Opening Balance	2,889	2,921	2,902	2,642	2,438
Net Addition (Repayment)	-62	-32	19	260	204
Debt Outstanding	2,827	2,889	2,921	2,902	2,642
Less: Cash and Cash Equivalents	213	190	178	153	185
Net debt	2,614	2,699	2,743	2,749	2,457
Cost of Debt	11.65%	11.22%	11.40%	11.35%	11.01%
Net Worth	1,895	1,895	1,857	1,818	1,783
Net Debt / Equity Ratio	1.38	1.42	1.48	1.51	1.38



Shareholding Pattern and Stock Performance

Shareholding Pattern – as on 30 September 2019



Key Shareholders

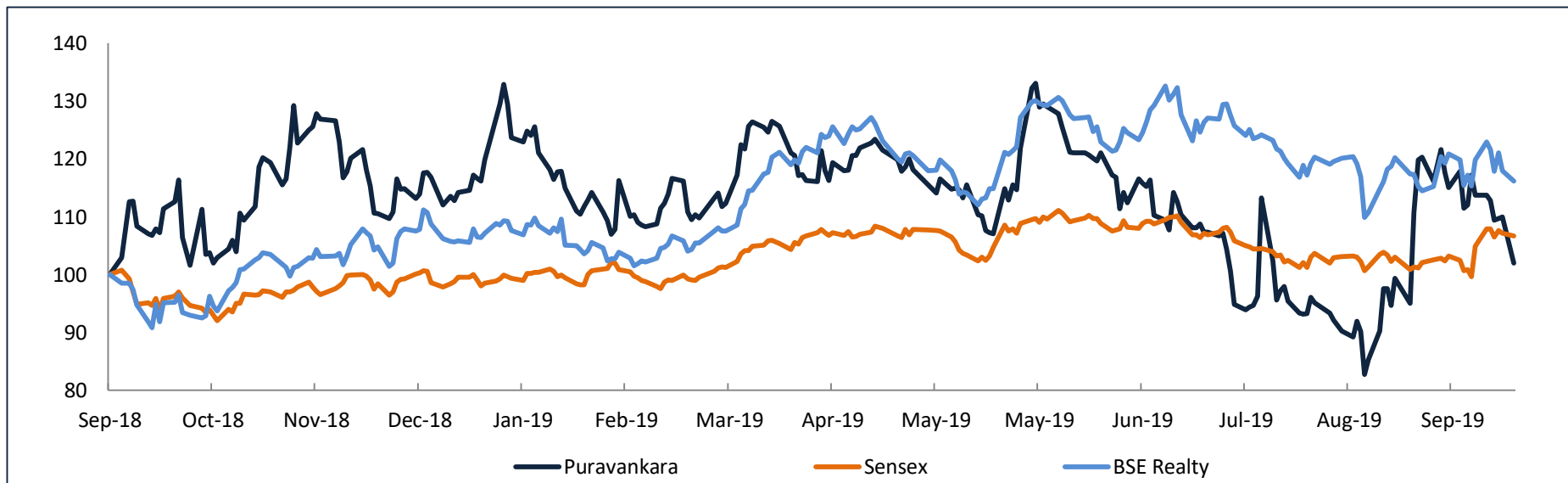
Notes

1. Promoter Shares are unencumbered

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

Stock Performance

Relative to BSE Realty Index and Sensex during September 30, 2018 to September 30, 2019



	30-Sep-19
Price on BSE	65
% Change QoQ	-8%
Number of shares (in Cr)	23.7
Market Capitalisation (Rs. Cr)	1,534

Source: BSE as on September 30, 2019; Graph rebased to 100.

Select Project Pictures

Actual Project Pictures



Actual Project Pictures



PURVA
Highlands
*Luxe' Lifestyle, off Kanakapura Road,
Bengaluru.*

Actual Project Pictures



Actual Project Pictures



Appendix 1 : Project Status

Current Project Status – As of 30 September 2019

S.No.	Project	Location	Developable Area	Total Flats	JD / JV Share for Developer	Puravankara's Share -		Area Launched	Sold Cumulative			Inventory		
						Developable Area	Area Launched		Nos	Msft	%	Nos	Mn sft	%
			Msft	Units	%	Msft	Units	Msft	Nos	Msft	%	Nos	Mn sft	%
COMPLETED														
Puravankara														
1	Amaiti	Trichy Road, Coimbatore	0.57	342	100%	0.57	342	0.56	306	0.50	87%	36	0.06	11%
2	Bluemont	Trichy Road, Coimbatore	0.81	486	100%	0.81	486	0.81	439	0.73	90%	47	0.08	10%
3	Grandbay	Marine Drive, Kochi	0.51	265	100%	0.51	265	0.51	247	0.47	93%	18	0.03	7%
4	High Crest	Mallasandra, Bengaluru	0.41	249	100%	0.41	249	0.41	238	0.39	95%	11	0.02	4%
5	Highlands	Mallasandra, Bengaluru	1.34	848	100%	1.34	848	1.34	809	1.27	94%	39	0.07	5%
6	Oceana	Marine Drive, Kochi	0.27	96	100%	0.27	96	0.27	88	0.25	93%	8	0.02	7%
7	Palm Beach	Hennur Road, Bengaluru	1.73	1,325	70%	1.22	933	1.22	747	0.97	80%	187	0.25	20%
9	Sunflower	Magadi Road, Bengaluru	0.44	326	70%	0.31	228	0.31	214	0.29	94%	14	0.02	6%
10	Swanlake	OMR, Chennai	1.17	729	100%	1.17	729	1.17	703	1.13	96%	26	0.04	4%
11	Windermere - I	Medavakkam, Chennai	1.63	1,036	100%	1.63	1,036	1.63	963	1.46	90%	73	0.17	10%
12	Windermere - II	Medavakkam, Chennai	0.94	728	100%	0.94	728	0.94	566	0.80	85%	162	0.14	15%
13	Windermere - III	Medavakkam, Chennai	0.28	280	100%	0.28	280	0.28	121	0.15	54%	159	0.13	46%
COMMERCIAL														
14	Primus	OMR, Chennai	0.18		60%	0.10		0.11		0.03	31%	0	0.08	76%
Provident														
15	Cosmo City - I,II	Pudupakkam, Chennai	2.24	2,174	100%	2.24	2,174	2.24	1,996	2.05	91%	178	0.19	9%
16	Green Park	Selvapuram, Coimbatore	0.58	560	70%	0.41	392	0.41	320	0.33	81%	72	0.08	19%
17	Sunworth - I,II	Mysore Road, Bengaluru	2.74	2,784	100%	2.74	2,784	2.74	2,579	2.52	92%	205	0.21	8%
18	The Tree	Off Magadi Main Road, Bengaluru	0.57	560	70%	0.40	388	0.40	328	0.33	83%	60	0.06	16%
19	Welworth City	Doddaballapur Rd, Bengaluru	3.46	3,360	100%	3.46	3,360	3.46	3,325	3.43	99%	35	0.04	1%
Total Completed - (A)			19.87	16,148	100%	18.81	15,318	18.79	13,989	17.11	91%	1,330	1.68	9%

Current Project Status – As of 30 September 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	Nos	Msft	%	Nos	Mn sft	%
UNDER CONSTRUCTION																
Puravankara																
1	Coronation Square	Kotnur, Bengaluru	0.14	48	71%	0.10	34	0.10	10	0.02	23%	24	0.08	77%		
2	Marine Drive - I	Kochi	1.68	586	50%	0.84	293	0.84	118	0.35	41%	176	0.49	59%		
3	Silversand - I	Keshavnagar, Pune	0.77	821	100%	0.77	821	0.77	678	0.63	82%	143	0.14	18%		
4	Somerset House	Guindy Chennai	0.36	181	100%	0.36	181	0.36	12	0.03	8%	169	0.33	92%		
5	Sound of Water	Kammanahalli, Bengaluru	0.62	228	59%	0.36	135	0.36	29	0.08	21%	106	0.28	79%		
6	Zenium - I	Airport Road Bengaluru	0.65	436	70%	0.45	305	0.45	116	0.17	22%	189	0.28	78%		
Provident																
7	Adora De Goa	Zuari Nagar, Goa	1.63	1,902	84%	1.37	1,629	1.37	1,116	0.84	61%	513	0.53	39%		
8	Equinox	Mysore Road, Bengaluru	0.66	672	100%	0.66	672	0.66	35	0.03	5%	637	0.63	95%		
9	Kenworth - I	Rajendra Nagar, Hyderabad	1.99	2,034	73%	1.45	1,485	1.45	1,217	1.23	85%	268	0.22	15%		
10	Neora	Sampigehalli, Bengaluru	0.23	249	100%	0.23	249	0.23	104	0.09	42%	145	0.13	58%		
11	Park Square	Judicial Layout, Bengaluru	1.32	1,429	87%	1.15	1,247	1.15	956	0.89	77%	291	0.27	23%		
12	Skyworth	Derebail, Mangalore	0.42	324	73%	0.30	236	0.30	58	0.07	24%	178	0.23	76%		
Total Under Construction (B)			10.47	8,910		8.05	7,287	8.05	4,449	4.43	55%	2,838	3.62	45%		

Current Project Status – As of 30 September 2019 – (contd.)

S.No.	Project	Location	Developable Area	Total Flats	JD / JV Share for Developer	Puravankara's Share - Developable Area		Area Launched Msft	Sold Cumulative			Inventory		
			Msft	Units	%	Msft	Units		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	326	70%	0.33	228	-	-	-	0%	228	-	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	0.36	276	73%	0.26	201	-	-	-	0%	323	-	0%
11	Park Square -II	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%
13	Capella	Whitefield, Bengaluru	0.65	771	74%	0.48	571	-	-	-	0%	571	-	0%
Commercial														
14	Adora De Goa	Zuari Nagar, Goa	0.20	-	100%	0.20	-	-	-	-	0%	-	-	0%
Total - Phases to be launched (C)			10.96	7,424		9.42	6,646				0%	6,768		0%
Total Ongoing - (B) + (C)			21.43	16,334		17.47	13,932	8.05	4,449	4.43	55%	9,606	3.62	45%

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 : 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



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.

Puravankara plans bumper rollout of affordable projects this fiscal year

Madhu Mahalingam
madhu.maha@vsnl.com
BENGALURU

Real estate firm Puravankara Ltd has planned a bumper project launches this financial year, mainly from its affordable housing arm, Provident Housing Ltd, as it looks to establish the brand pan India, said Puravankara managing director Ashish Puravankara.

Provident, which launched its first project in Chennai early a decade ago and mostly sells homes priced between 130 lakh and 170 lakh, seems to have hit the sweet spot in a tepid real estate environment, when many developers aim to launch projects in the mid-income segment.

The company plans to launch six new projects spanning more than 8.2 million sq ft this financial year across



Since 2009, Puravankara Projects has delivered about 12m sq ft and 11m sq ft, in affordable and mid-income housing segments.

Kochi, Mumbai, Pune, Bengaluru, and Chennai, the managing director said, as compared to Puravankara, which has premium category launches totalling 2.85 million sq ft.

"Provident will be a game-changer for us in the next two years. Even if 60% of the planned launches happen this year, the entire company will be looked at differently. In volumes, we really believe it has the potential to be the country's homebuilder," Puravankara said.

Puravankara and Provident projects at present have a 33:67 share in the company's overall portfolio, but the latter will take up 70% share in terms of sheer project size.

Bengaluru based Puravankara Projects was among the first to form a separate business vertical dedicated to affordable and mid-income housing projects.

Since 2009, it has launched around 16 million sq ft under Provident and delivered nearly 12 million sq ft and 11 million sq ft, respectively, in the two segments.

Provident has disrupted the property market with homes that are compact and smaller than most projects in a given micro market, said Puravankara's chief financial officer Kuldeep Chawla.

"It's been a learning curve for Provident. I think we have

Co, Morgan Stanley's realty investment arm to jointly develop warehousing assets

Puravankara Ventures into Co-living and Warehousing

Sobia Khan@timesgroup.com

Bengaluru: Real estate developer Puravankara is venturing into the co-living and warehousing segments to expand its business, its top executive said.

The Bengaluru-based company, which focuses mainly on residential housing, will soon launch its first co-living project in Goregaon, Mumbai, spread over 300,000 sq ft. "Going ahead, the buying behaviour of millennials will change. We are right now deciding whether we should build our own brand or tie up with an operator," said the company's managing director Ashish R Puravankara.

For its warehousing foray, Puravankara has entered into a joint venture with Morgan Stanley's realty investment arm to jointly fund and develop warehousing assets across Mumbai, Chennai and Bengaluru.

"The partnership is solely operational-based. We are currently evaluating a land parcel in Bengaluru," he said.

The firm's first warehouse, spread across 42 acres, is coming up in Chennai. Morgan Stanley Real Estate, the global private equity investment firm, is providing the firm's first warehouse, spread across 42 acres, is coming up in Chennai.

Puravankara also plans to update its commercial and retail portfolio to 10 million sq ft by 2023. The builder has already acquired land in Bengaluru, Mumbai, Pune and Hyderabad, said Kuldeep Chawla, CFO, Puravankara.

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Smart, Automated Homes: The Way Forward For Sustainable Living

Today, homebuyers place greater emphasis on improving their standard of living and simplifying their housing needs. As a result, the concept of Smart Homes has become highly popular in recent times

By Express Computer | 07 Jun 2019

Smart, Automated Homes: The Way Forward For Sustainable Living

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Puravankara Will Launch 13 Housing Projects This Fiscal Year

Bengaluru based realty firm Puravankara Ltd has chalked out an expansion plan to start 13 new housing projects this fiscal year at an estimated construction cost of around 13000 crore.

The company is set to launch in the current fiscal 13 projects, of which six are in Bengaluru, three in Mumbai, two in Pune and one each in Chennai and Kochi. As per the presentation, the company would develop over 11 million sq ft area in these 13 projects, of which 7 projects with 8.2 million sq ft area to be under its Provident brand that caters to mid income customers.

According to sources, Puravankara will develop about 12,500 units in these 13 projects at an estimated construction cost of around 13000 crore. The company has created a robust launch pipeline as it sees growing recovery in housing sales post adverse impact of note ban, realty law RERA and the GST, they added.

Indian builders woo buyers with 'smart' homes

NVEDITA BHATTACHARJEE
Bengaluru, June 24

WHEN ARKESH MISHRA, 33, and his wife Ananya sought for a new home in India's tech hub Bengaluru, they first searched for the old real estate adage of 'location, location, location' that was their main consideration — it was 'peace of mind'.

As Bengaluru and several other Indian megacities with aging or inadequate infra structure, struggle to tackle issues such as air pollution, congestion and water shortages, builders are looking to wean millennials with homes in upticket gated-communities that offer open green spaces, drinkable tap water and amenities that range from smart-home connectivity to oxygen generators.

"Both my wife and I work and we need to have a place to come back to where we're living. The government's not been able to provide these facilities, which is why we are paying for them," said Mishra, a human resources lead for a large multinational.

"For our generation, these are important. I want to have the option of going for a job or a house without having to deal with traffic, noise or worry about safety issues," said Mishra, whose gated community boasts a tree grove, an art street and an open air cinema among other features.

Property developers are increasingly willing to indulge and attract buyers a slow real estate market dented by a liquidity crunch in the shadow-banking sector and backlogs at state-run banks. In a sector that has pressured margins in a sector where double-digit price rises were the norm for more than a decade.

"In a market where people are struggling, your product sells because you have added these amenities that people need... this is what is selling properties," said Anand Narayan, chief operating officer at builder Puravankara. Big buyers across the country including IIT, Infosys, Oracle, Microsoft, Realty and Brigade Interprises, are selling the promise of better living as they vie for the attention of the growing urban middle-class. Properties in New Delhi, which regularly features among the most polluted cities in the world, hook buyers with the promise of greenery and better air in apartments and clubhouse facilities to oxygen generators, while those in the densely populated financial capital of Mumbai advertise jogging tracks and serene surroundings with green communal spaces.

The apartments are costly by Indian standards and typically run upward of 10 million rupees (\$1.93,300), but builders say aspirational shiny something Indians want with big companies are more ready to pay for such amenities than older generation. "Buyers today are better educated and are more aware of what they desire in terms of amenities," said Pavita Shankar, a managing director with Brigade Enterprises.

Resort square

The demand for such features is leading to a massive boom in companies such as Metrocities, Casa Tech, which has seen its sales rise

FRILL SEEKERS Forget gyms and infinity pools. In today's luxury market, themed complexes, lifestyle centres, entertainment hubs and artificial beaches are the hot draws. Developers say the over-the-top amenities can help boost sales in a slow-moving or stagnant market

When it comes to building a luxury home, developers are looking for ways to differentiate their projects from the competition. In a market where buyers are looking for something more than just a house, developers are turning to themed complexes, lifestyle centres, entertainment hubs and artificial beaches to attract buyers.

At a recent event in Bengaluru, developers discussed how they are using these amenities to attract buyers in a slow-moving or stagnant market. They said that these amenities can help boost sales and create a unique selling proposition for their projects.

THEME PARKS

One of the most popular amenities is theme parks. Developers are building parks that are not just for children but also for adults. These parks often have a unique theme, such as a movie or a book. They also often have other amenities like restaurants and shops.

LIFESTYLE CENTRES

Another popular amenity is lifestyle centres. These are often built into the project and provide a place for residents to socialise and enjoy their leisure time. They often have a mix of retail, dining and entertainment options.

ARTIFICIAL BEACHES

Artificial beaches are also becoming a popular amenity. These are often built in coastal areas and provide a place for residents to enjoy the beach and the sea. They often have other amenities like restaurants and shops.

ENTERTAINMENT HUBS

Entertainment hubs are also becoming a popular amenity. These are often built into the project and provide a place for residents to enjoy their leisure time. They often have a mix of retail, dining and entertainment options.

CONCLUSION

Developers are using these amenities to attract buyers in a slow-moving or stagnant market. They said that these amenities can help boost sales and create a unique selling proposition for their projects.

Media stories focusing on affordable housing, smart homes, theme based projects, co-living and warehousing space has further propelled our growth story @Puravankara Q2 FY19-20

Awards and achievements

Awards for Puravankara Limited

- ❖ 14th Construction World Architect & Builder (CWAB) Awards - India's Top Challengers 2018-19 – Puravankara Limited
- ❖ Construction Week Awards - High Rise Project of the Year – Purva Westend
- ❖ Construction Week Awards - Real Estate Person of the Year – Runner Up - Mr. Ashish Puravankara
- ❖ Global Real Estate & Business Excellence Award – Dubai - for Customer Choice Award – Puravankara Limited
- ❖ Global Real Estate & Business Excellence Awards – Dubai - for Best Developer of the Year – South India – Puravankara Limited
- ❖ India Property Awards - Best Developer of the Year - South - Puravankara Limited
- ❖ Department of Horticulture, Government of Karnataka and Mysore Horticulture Society for the best maintenance of Rest House Park - Puravankara Ltd
- ❖ Department of Horticulture, Government of Karnataka and Mysore Horticulture Society for the best maintenance of 10 Medians in Bengaluru - Puravankara Ltd
- ❖ Women in Corporate Awards for being recognized among the top 20 for Innovation - Ms. Amanda Puravankara

Awards and achievements

Awards for Provident Housing Limited

- ❖ **11th REALTY+ EXCELLENCE AWARDS – SOUTH - Affordable Housing Project of the Year - Provident Park Square**
- ❖ **11th REALTY+ EXCELLENCE AWARDS – SOUTH - Developer of the Year - Provident Housing Limited**
- ❖ **Global Real Estate & Business Excellence Awards – Dubai - for Best Affordable Housing Project of the Year – Provident Sunworth**
- ❖ **11th Franchise Estate Awards- for Best Affordable Budget Housing Developer of the Year - South - Provident Housing Limited**
- ❖ **11th Franchise Estate Awards - for Best Themed Project of the Year - West - Adora De Goa**

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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