

May 11, 2018

The General Manager – DCS, Listing Operations-Corporate Services Dept. BSE Ltd. 1 st Floor, New Trading Ring, Rotunda Building, 'P J. Towers, Dalal Street, Fort, <u>Mumbai</u> corp.relations@bseindia.com Stock Code: 532891	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> cc_nse@nse.co.in Stock Code: PURVA
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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 May 14, 2018, please find attached the Presentation on the operation and financial results of the Company for the quarter & year ended March 31, 2018, 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

DORAISWA
MY BINDU

Digitally signed by DORAISWA MY BINDU
DN: cn=DORAISWA MY BINDU, o=PURAVANKARA LIMITED,
ou=Listing Operations, email=DORAISWA.MY.BINDU@PURAVANKARA.LIMITED,
c=IN
Date: 2018.05.11 16:05:56 +05'30'

Bindu D
Company Secretary
M.N. 23290

PURAVANKARA LIMITED (formerly Puravankara Projects 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



Purva Seasons, Bengaluru

Puravankara Limited

March 2018

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Company Overview

Overview

- ❖ One of India's leading real estate developers with an established presence in the residential segment and commercial, comprising of luxury and premium affordable housing projects.
- ❖ With over 4 decades of domain expertise, Puravankara has established itself as a developer of repute.
- ❖ Completed 66 residential projects and commercial projects, spanning 36.78 msft
- ❖ Area under Development totaling 20.82 msft
- ❖ Landbank totaling 71.48 msft (PL's economic interest – 56.81 msft)
- ❖ Projects in Bengaluru, Chennai, Hyderabad, Pune, Mumbai, Kochi, Kolkatta, Coimbatore, , Mangalore and Colombo.
- ❖ Sales and Marketing presence in locations other than markets with operating projects : United Arab Emirates, Kingdom of Saudi Arabia, Singapoor, Kuwait and Oman.
- ❖ Provident Housing Limited, a wholly owned subsidiary of Puravankara Limited, caters to affordable luxury segment
 - ❖ Projects in Bengaluru, Hyderabad, Mumbai, Pune, Chennai, Goa, Mangalore, Coimbatore and Colombo.
 - ❖ Focus on delivering quality housing at affordable prices through value engineering
- ❖ Creating value for clients by collaborating with world class contractors and vendors while leveraging robust internal processes.

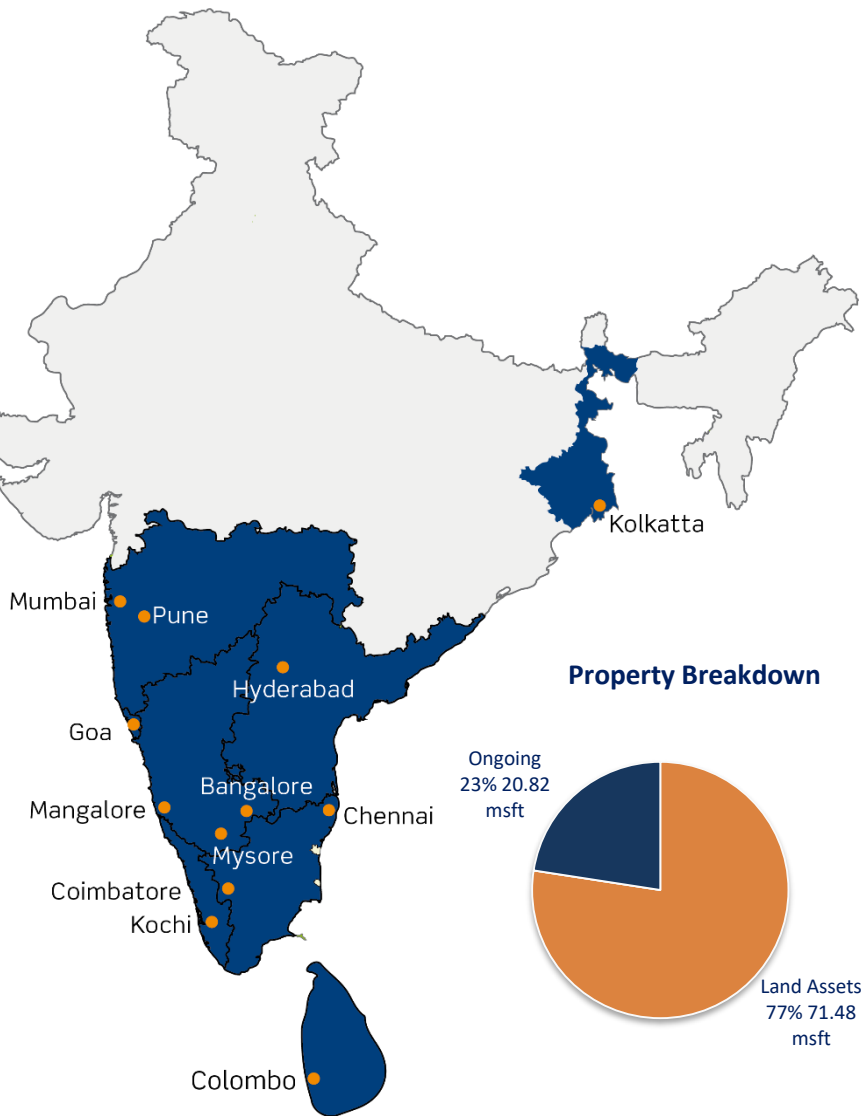
Development Bank

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	26.39	9.81	44.94	54.75
Chennai	6.26	1.64	11.71	13.35
Hyderabad	0.59	2.35	-	2.35
Kochi	1.89	3.44	4.21	7.65
Others	0.81	2.05	2.84	4.89
West India	0.14	1.53	3.55	5.08
Colombo	-	-	4.23	4.23
Kolkata	0.70	-	-	-
Total	36.78	20.82	71.48	92.30
<i>Puravankara*</i>	27.49	14.19	61.83	76.02
<i>Provident</i>	9.29	6.63	9.65	16.28
Saleable Area	32.65	16.94	56.81	73.75
<i>Puravankara*</i>	23.75	11.24	51.53	62.77
<i>Provident</i>	8.90	5.70	5.28	10.98

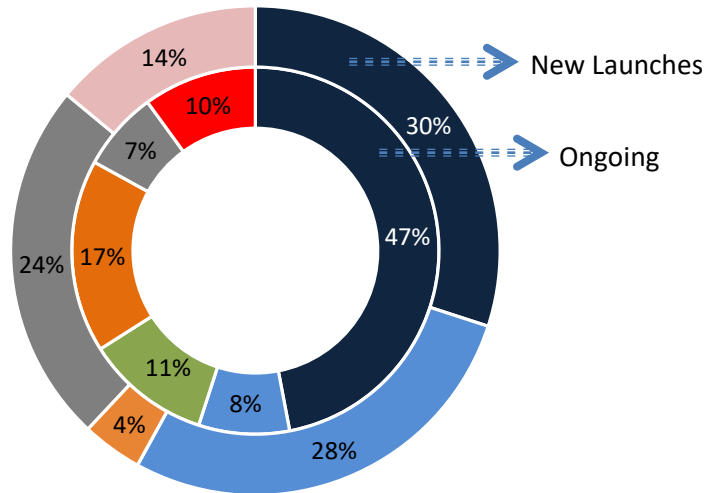


Note: 1. * Includes JVs and other subsidiaries

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 over 56% of the share of ongoing and proposed launches*



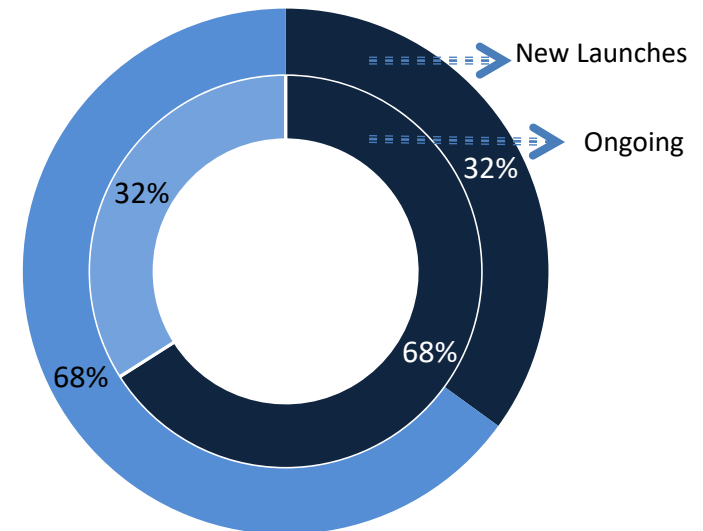
■ Bengaluru ■ Chennai ■ Hyderabad ■ Kochi ■ West India ■ Others

in msft	Ongoing	New Launches
Bengaluru	9.81	4.06
Chennai	1.64	3.81
Hyderabad	2.35	0.00
Kochi	3.44	0.54
West India	1.53	3.23
Others	2.05	1.95
Total	20.82*	13.59

Note: :1. Based on Developable Area in msft

2.* Includes 11.04 million sqft of area not open for sale.

Provident is the new growth engine, with a growing share of ongoing projects and proposed launches*



■ Puravankara ■ Provident

in msft	Ongoing	New Launches
Puravankara	14.19	4.37
Provident	6.63	9.22
Total	20.82*	13.59

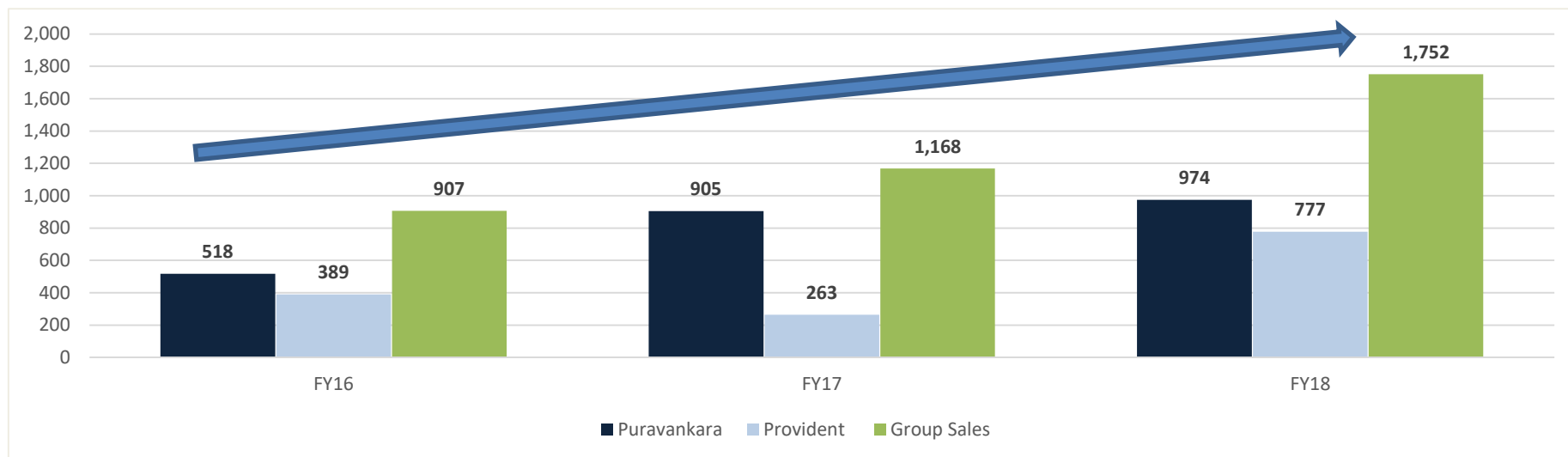
* In terms of developable area

Area

Area Under Development: Sales Driven, Execution Focused

<i>(numbers in million sq. ft.)</i>				<i>in million sq. ft.</i>
	FY16	FY17		FY18
Opening Area	24.01	23.64		24.92
Add: Launches/Revisions during the period ¹	2.46	4.77		1.94
Less: Completed during the period ²	(2.83)	(3.49)		(6.04)
Closing Area	23.64	24.92		20.82*

Consistent Sales Booking growth



Notes:

1. Revisions represent corrections on account of errors / round off
2. Represents area completed based on receipt of Occupancy Certificate or such other equivalent permission
3. * Includes 11.04 million sqft of area not launched

Immediate Launches : Provident Centric

Sr NO	Location/ Project Name	City	Development Model	Development Type	Developable Area	PPL Share in JD	Saleable ares(msft)	Expected launch date
Puravankara								
1	Kanakapura	Bengaluru	Joint Development	Commercial	0.70	70%	0.49	Q1FY19
2	Thanisandra	Bengaluru	Joint Development	Residential	1.51	88%	1.32	Q1FY19
3	Lalbagh	Bengaluru	Joint Development	Residential	0.21	55%	0.12	Q2FY19
4	Bellary Road	Bengaluru	Joint Development	Residential	1.05	70%	0.74	Q2FY19
5	Kanakapura	Bengaluru	Joint Development	Residential	0.22	64%	0.14	Q2FY19
6	Bhandup	Mumbai	Joint Development	Residential	0.20	45%	0.09	Q3FY19
7	Bavdhan	Pune	Joint Development	Residential	0.31	84%	0.26	Q3FY19
8	Indiranagar	Bengaluru	Joint Development	Residential	0.17	50%	0.09	Q4FY19
Total					4.37		3.23	
Provident								
1	Chikalim	Goa	Joint Development	Residential	1.82	86%	1.57	Launched in April 2018
2	Edapally	Cochin	Owned	Residential	0.54	100%	0.54	
3	Thirumazhsai	Chennai	Joint Venture	Residential	3.81	25%	0.95	Q2FY19
4	Sampigehalli	Bengaluru	Owned	Residential	0.20	100%	0.20	Q2FY19
5	Thane	Mumbai	Joint Development	Residential	1.63	64%	1.04	Q3FY19
6	Kondwa	Pune	Joint Development	Residential	1.09	70%	0.76	Q3FY19
7	Ja Ela	Ja Ela, Colombo, Srilanka	Owned	Residential	0.13	100%	0.13	Q3FY19
Total					9.22		5.19	
Grand Total					13.59		8.43	

*Economic interest

Notes:

1. Developable and Saleable Areas are tentative and is subject to approval from authorities
2. Launch dates are based on estimated time to obtain necessary approvals.
3. Projects listed above are at different stages of design approval

Sales

Sales – Q4 FY18, 31 March 2018

Based on Bookings										Quarter Ended		
	Area Sold			Units Sold			Sale Value			Sale Realization		
	Mar-18	Mar-17	%	Mar-18	Mar-17	%	Mar-18	Mar-17	%	Mar-18	Mar-17	%
	msft	msft		Nos.	Nos.		Rs.in crs	Rs.in crs		Rs.psft	Rs.psft	
Puravankara	0.29	0.41	-29%	198	355	-44%	195	239	-18%	6,719	5,814	16%
Completed & Nearing Completion	0.13	0.17	-23%	87	104	-16%	75	94	-20%	5,698	5,395	6%
Ongoing Projects	0.16	0.24	-34%	111	251	-56%	120	145	-17%	7,562	6,123	23%
Provident	0.90	0.18	403%	983	178	452%	454	76	498%	5,021	4,116	22%
Completed & Nearing Completion	0.10	0.06	67%	98	64	53%	40	23	72%	3,947	3,563	11%
Ongoing Projects	0.80	0.12	570%	885	114	676%	415	53	682%	5,155	4,414	17%
Total Gross	1.20	0.60	99%	1,181	533	121%	649	315	106%			
Share of Revenue attributable to landlord under Revenue Sharing arrangement	(0.09)	(0.01)		(100)	(4)		(37)	(4)				
Group Economic Interest	1.10	0.59		1,081	529		613	311				

Consistent Sales Booking growth

- ❑ Sales volume grew 99 % y-o-y for the quarter.
- ❑ Provident sales volume is growing consistantly.
- ❑ Improved avarage relaisation for both brands.

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

Sales – FY18

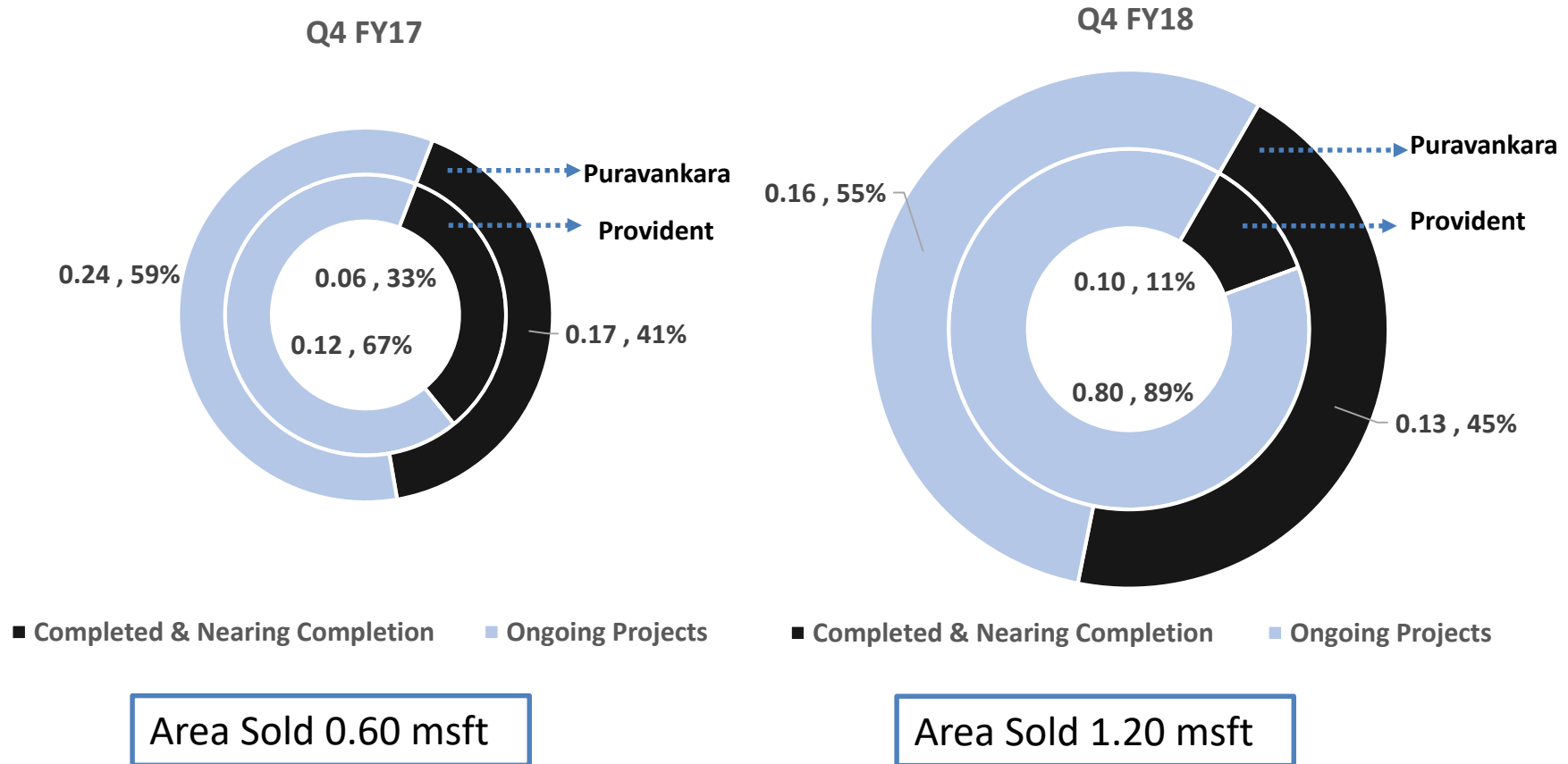
Based on Bookings										YOY		
	Area Sold			Units Sold			Sale Value			Sale Realization		
	Mar-18 msft	Mar-17 msft	%	Mar-18 Nos.	Mar-17 Nos.	%	Mar-18 Rs.in crs	Mar-17 Rs.in crs	%	Mar-18 Rs.psft	Mar-17 Rs.psft	%
Puravankara	1.57	1.53	3%	1,049	1,261	-17%	974	905	8%	6,211	5,897	5%
Completed & Nearing Completion	0.86	0.59	46%	531	354	50%	481	311	55%	5,584	5,270	6%
Ongoing Projects	0.71	0.94	-25%	518	907	-43%	494	594	-17%	6,974	6,289	11%
Provident	1.68	0.62	173%	1,732	582	198%	777	263	196%	4,622	4,263	8%
Completed & Nearing Completion	0.55	0.20	172%	547	196	179%	218	80	173%	3,953	3,906	1%
Ongoing Projects	1.13	0.41	173%	1,185	386	207%	559	183	206%	4,949	4,441	11%
Grand Total	3.25	2.15	51%	2,781	1,843	51%	1,752	1,168	50%			
Share of Revenue attributable to landlord under Revenue Sharing arrangement	(0.10)	(0.04)		(94)	(27)		(53)	(23)				
Group Economic Interest	3.16	2.11		2,686	1,816		1,698	1,145				

Sales growth for year ended March 2018 led by Provident sales

- ❑ Sales volume at 3.25 mn sft, grew 51% y-o-y for the year ended March 2018
- ❑ Contribution of Completed and nearing completion inventory sale was 44% during the year.
- ❑ Provident sales grew 173% y-o-y for the year ended March 2018

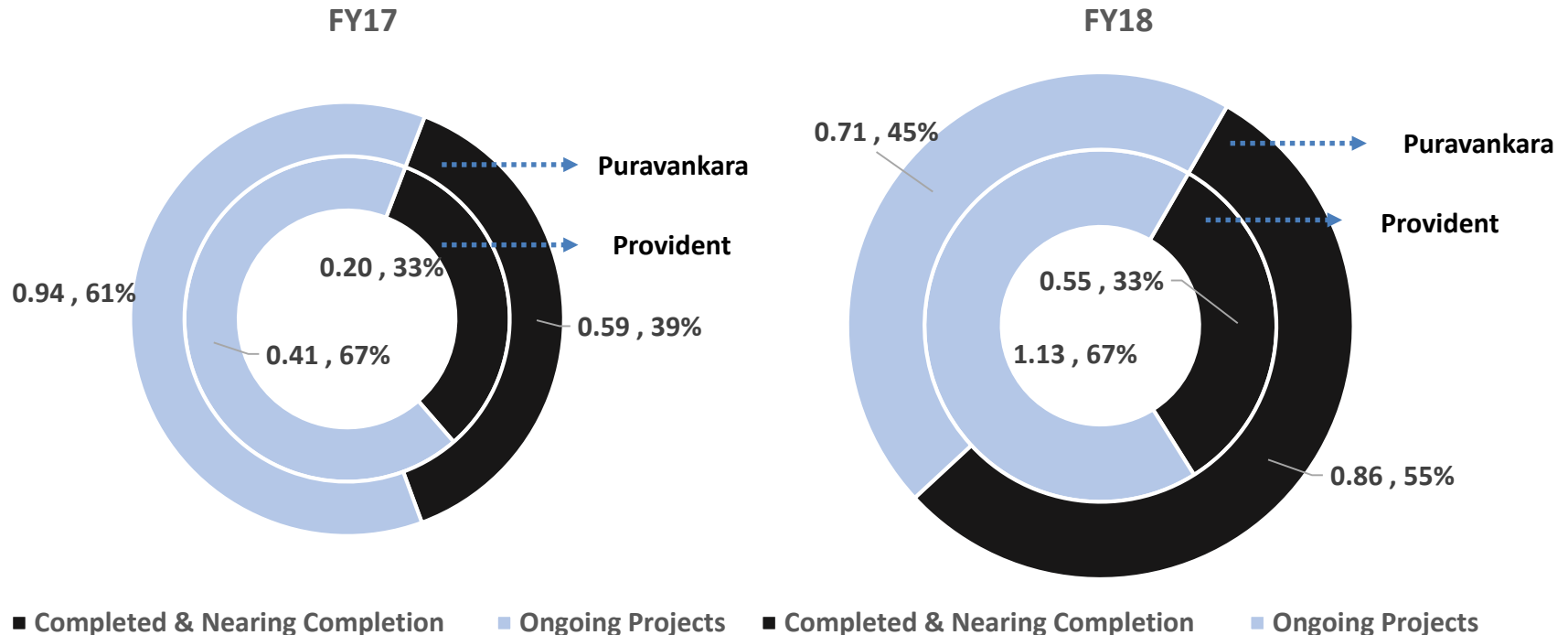
*Area sold, units sold and sales values are Net of Cancellations: Sales does not include GST & Registration Charges.

Sold Area (msft) : Q4 FY18 versus Q4 FY17



- ☐ Sales volume grew 99% y-o-y for the quarter.
- ☐ Provident sales volume is growing consistently.

Sold Area (msft) : FY18 versus FY17



Area Sold 2.15 msft

Area Sold 3.25 msft

- ❑ Sales volume grew 51% y-o-y
- ❑ Led by completed and nearing completion inventory
- ❑ Provident continues to be the growth engine- in line with the growth strategy

Cash Flows

Potential Cash Flow from completed and ongoing projects

Rs. crores

		Puravankara	Provident	Total
Balance collections from sold units ¹	(A)	944	759	1,703
Value of Inventory open for sale ²	(B)	2,428	1,335	3,763
Balance cost to complete ongoing projects ³	(C)	660	795	1,455
Surplus from RTM and Inventory open for sale (A) + (B) – (C)	(D)	2,712	1,299	4,011
Surplus from Inventory not open for sale (F)-(G+H)	(E)	1,972	764	2,221
Value of Inventory not open for sale	(F)	3,151	1,653	4,804
Balance cost to complete	(G)	1,179	889	2,068
Contingencies ⁴	(H)	-	-	515
Total Estimated Surplus (D + E)		4,684	2,063	6,232

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. Contingencies provided for escalation in prices of cement, steel and other cost related to construction of properties

Cash Flow Statement

Rs. crores

Cash Flow Statement		FY 2017	FY 2018
A	Operating Inflows	1,607.3	1,476.16
B	Operating Outflows	(1,155.2)	(1,195.87)
C=A-B	Operating Surplus	452.1	280.29
	<i>Less</i>		
	Interest Cost(Net)	(246.0)	(246.62)
	Land Payments including advances & deposits	(185.0)	(205.65)
	Income Tax Paid	(54.5)	(38.91)
D	Operating Surplus after tax interest and capital outlay	(33.3)	(210.90)
	Investment Activity		
	Purchase of Fixed Assets	(2.0)	(1.79)
	Other Assets & Investments	-	(14.58)
E	Total from Investing Activity	(2.0)	(16.37)
	Financing Activity		
	Loan Drawal/(Repayments)	(102.6)	324.67
	Loan to Associates/Subsidiaries- Inflow/(Repayment)	(39.9)	15.48
	Dividend including DDT	(22.5)	(53.01)
F	Total from Financing Activity	(164.9)	287.14
G=D+E+F	Net Operating Surplus	(199.8)	59.87
	Opening Cash and Bank Balances	292.5	92.69
	Closing Cash and Bank Balances	92.69	152.56

Income Statement

Consolidated Statement of Profit & Loss for the quarter ended 31 March 2018

Rs. crores

Particulars	Q4FY18 Audited	Q3FY18 Unaudited	Q4FY17 Audited
Income from operations			
Revenue from projects	287.96	440.09	446.94
Other Income	35.29	14.81	20.65
Total Income from operations	323.25	454.90	467.59
Expenses			
Material cost	26.58	12.52	84.86
Contract cost	101.11	144.84	120.60
Land and other related costs	155.23	168.54	353.86
Change in inventories	(139.52)	(70.51)	(316.26)
Employee benefit expense	25.42	26.62	26.13
Finance expense	64.26	63.45	73.29
Depreciation and amortization expense	3.46	3.76	4.04
Other expenses	58.92	67.24	49.53
Total expenses	295.46	416.46	396.05
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	27.79	38.44	71.54
Tax expense	1.13	12.78	10.74
Net profit before share of profit/(loss) of associates and joint ventures (3-4)	26.66	25.66	60.79
Share of profit/(loss) of associates, net	(2.11)	(0.02)	1.88
Minority interest	0.00	0.00	0.00
Net Profit for the period	24.55	25.64	62.68
Other Comprehensive Income/(Loss) (net of tax expense)	0.33	0.57	(0.37)
Total Comprehensive Income/(Loss) for the period	24.88	26.21	62.31

Consolidated Statement of Profit & Loss for the year ended 31 March 2018

Rs. crores

Particulars	FY18 Audited	FY17 Audited
Income from operations		
Revenue from projects	1,414.90	1,407.12
Other Income	90.04	60.51
Total Income from operations	1,504.94	1,467.63
Expenses		
Material cost	64.86	154.62
Contract cost	548.99	572.62
Land and other related costs	394.79	1,067.44
Change in inventories	(214.90)	(1,088.29)
Employee benefit expense	103.90	100.73
Finance expense	251.34	289.50
Depreciation and amortization expense	14.96	16.47
Other expenses	209.77	190.84
Total expenses	1,373.71	1,303.94
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	131.23	163.69
Tax expense	36.13	41.90
Net profit before share of profit/(loss) of associates and joint ventures (3-4)	95.10	121.79
Share of profit/(loss) of associates, net	(3.70)	7.10
Minority interest	0.00	0.00
Net Profit for the period	91.40	128.90
Other Comprehensive Income/(Loss) (net of tax expense)	(0.24)	0.03
Total Comprehensive Income/(Loss) for the period	91.16	128.93

Balance Sheet

Consolidated Statement of Balance Sheet for the year ended 31 March 2018

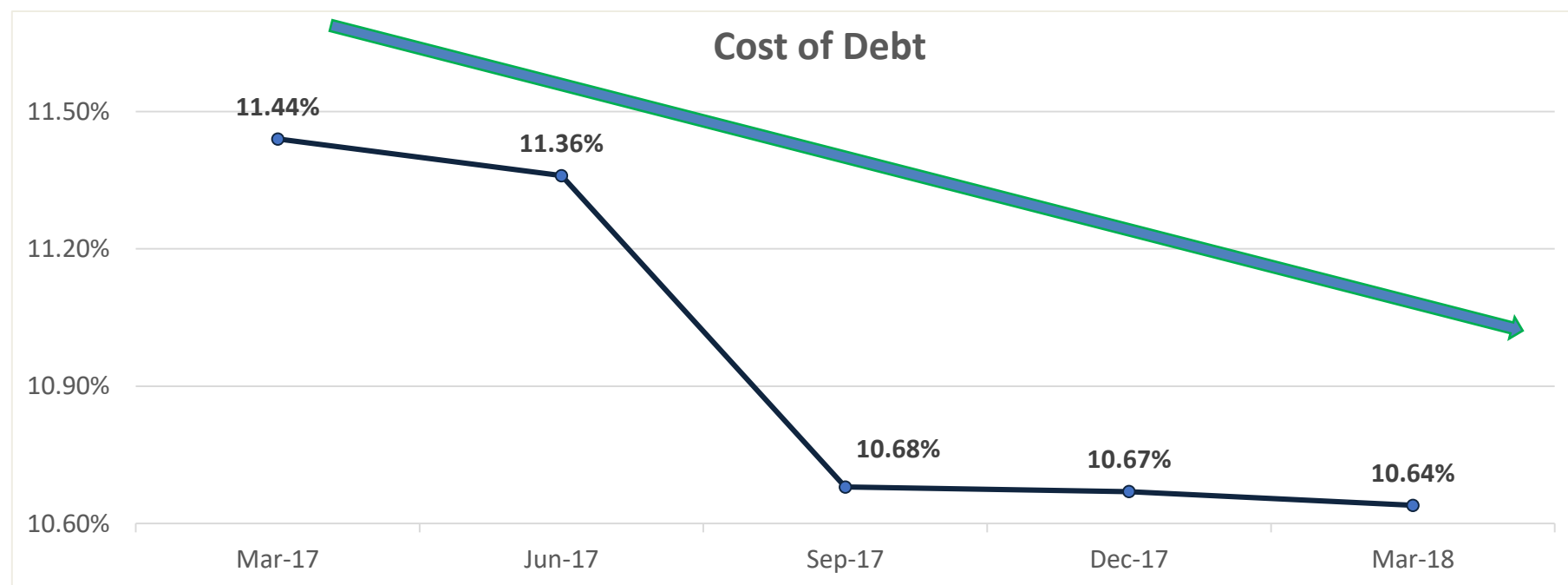
Rs. crores

Equity and Liabilities	March 2018 Audited	March 2017 Audited	Assets	March 2018 Audited	March 2017 Audited
Shareholders' Funds			Non-Current Assets		
Equity Share Capital	119	119	Property, Plant and Equipment	58	71
Other Equity	2,275	2,248	Capital work-in-progress	36	0
	2,393	2,366	Investment Property	64	39
			Other Intangible assets	3	4
Liabilities			Financial Assets	429	334
Non-current liabilities			Deferred tax assets (net)	53	62
Financial Liabilities			Assets for current tax (net)	41	32
(i) Borrowings	138	303	Other non-current assets	154	125
(ii) Other financial liabilities	9	7			
Provisions	11	11			
Deferred tax liabilities (Net)	8	12		839	669
	167	333	Current Assets		
Current liabilities			Inventories	4,687	4,551
Financial Liabilities			Trade receivables	275	387
(i) Borrowings	678	694	Cash and cash equivalents	132	95
(ii) Trade payables	441	298	Bank balances other than cash and cash equivalents above	0	0
(iii) Other financial liabilities	1,585	1,088	Loans	65	71
Other current liabilities	1,510	1,440	Other financial assets	509	287
Provisions	15	36	Current Tax Assets (Net)	0	0
Current Tax Liabilities (Net)	2	3	Other current assets	284	199
	4,231	3,560		5,953	5,590
Total	6,791	6,259	Total	6,791	6,259

Debt

Debt Structure – As of 31 March 2018

<i>in Rs. Cr</i>	<i>FY2018</i>	<i>FY2017</i>
Opening Balance	2,075	2,177
Additions during the period	810	1,503
Repayments during the period	486	1,605
Debt Outstanding	2,399	2,075
Less: Cash and Cash Equivalents	152	120
Net debt	2,247	1,956
Cost of Debt	10.64%	11.44%
Net Worth	2,393	2,366
Net Debt / Equity Ratio	0.94	0.83

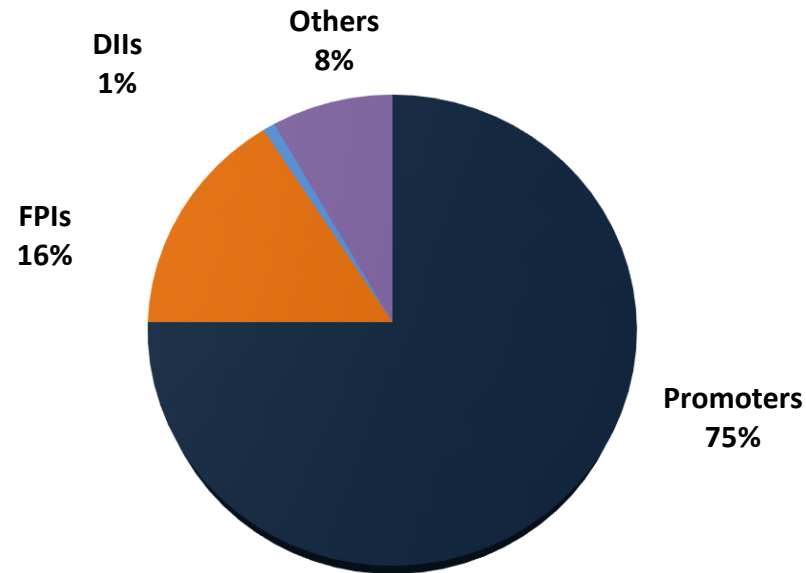


Debt is rated as BBB+ (Outlook Stable) by ICRA

Debt /NW does not include Rs. 142 crs. of OCDs received for Chennai SPV in an equity transaction

Shareholding Pattern and Stock Performance

Shareholding Pattern – as on 31 March 2018



Key Shareholders

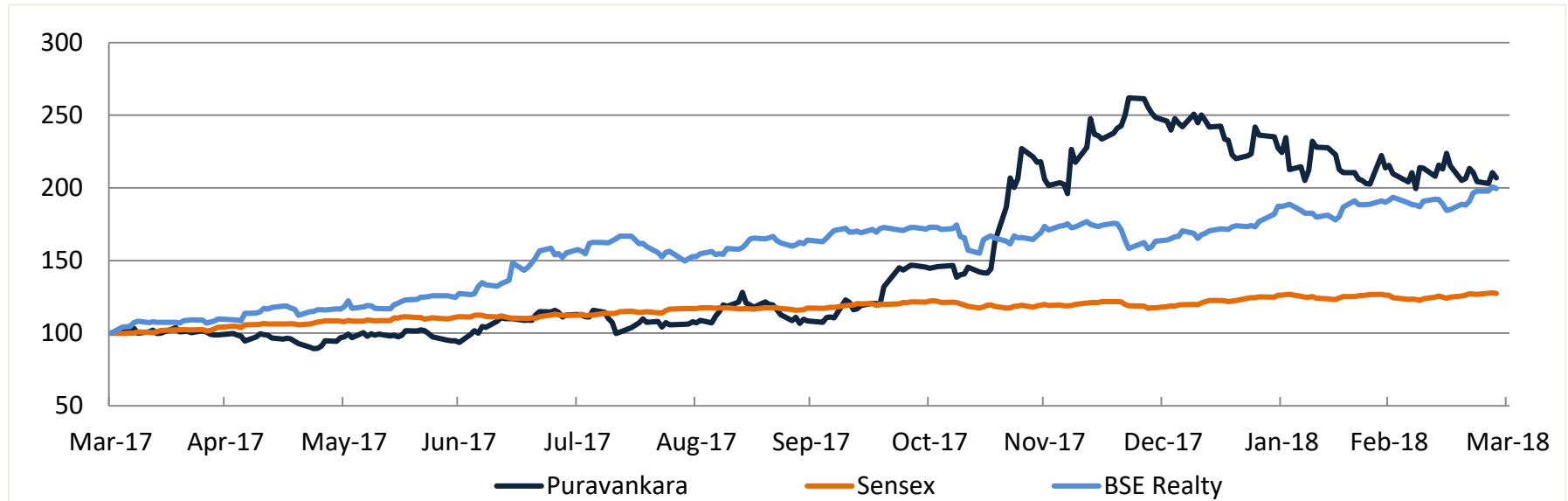
Notes

1. Promoter Shares are unencumbered

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

Stock Performance

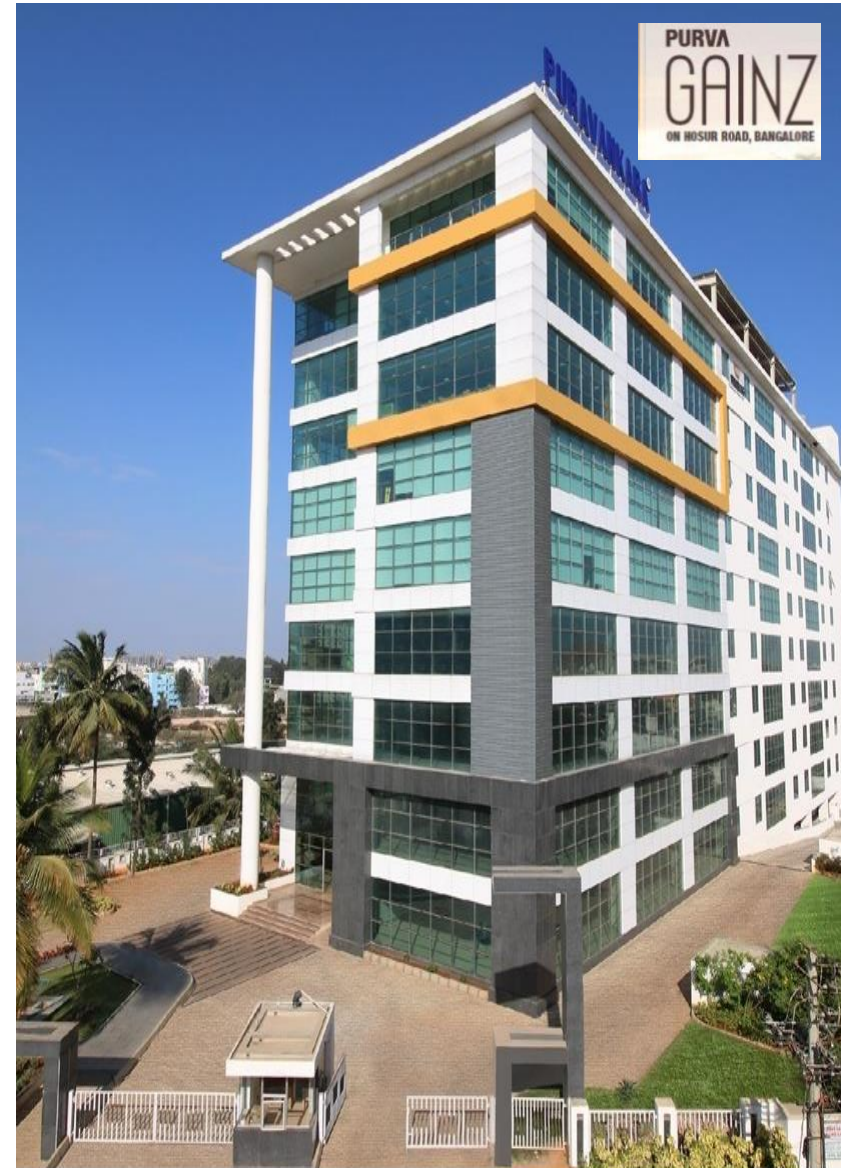
Relative to BSE Realty Index and Sensex during March 31, 2017 to March 31, 2018



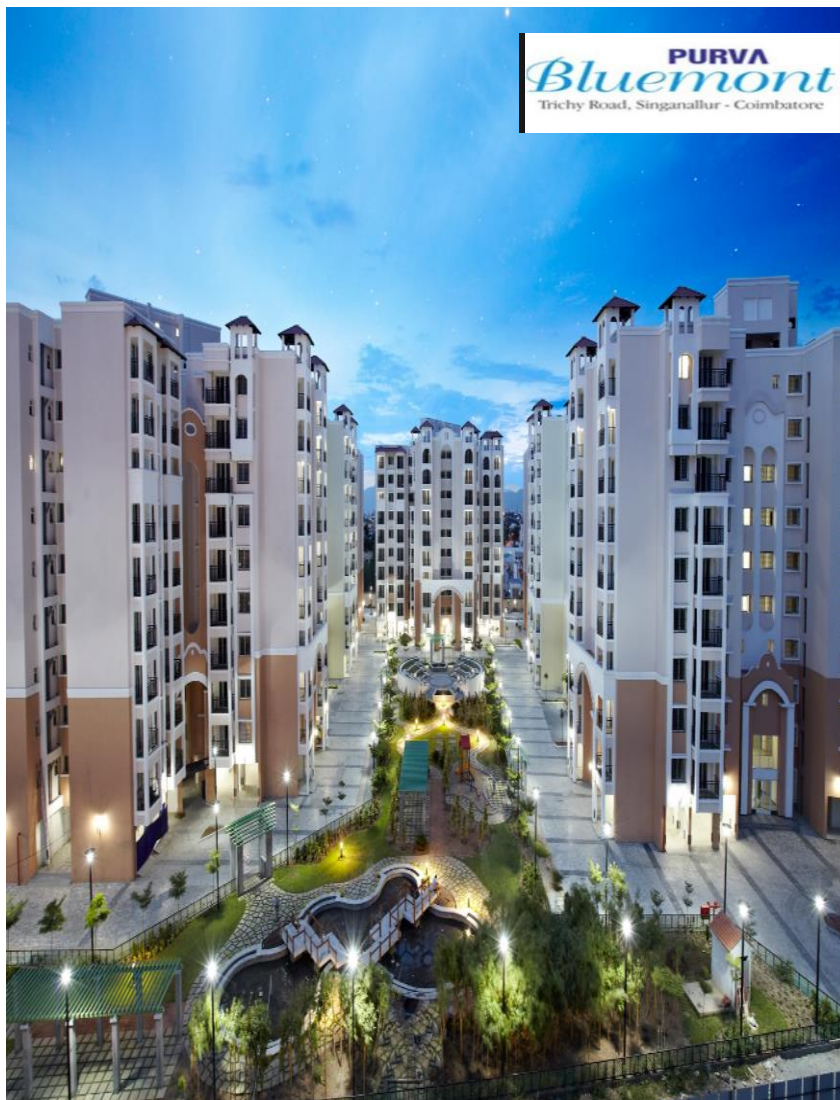
As on 31 March 2018	31-Mar-18	31-Mar-17
Price on BSE	139	67
% Change YoY	107%	54%
Number of shares (in Cr)	23.7	23.7
Market Capitalisation (Rs. Cr)	3,293	1,592
52-week high	182.00	
52-week low	57.50	

Select Project Pictures

Actual Project Pictures



Actual Project Pictures



Actual Project Pictures



Appendix 1 : Project Status

Current Project Status – As of 31 March 2018

S.No.	Project	Location	Developable Area	Total Flats	JD / JV Share for Developer	Puravankara's Share - Developable Area	On Area Launched							
							Area Launched	Sold Cumulative				Inventory		
								Msft	Nos	Msft	%	Nos	Mn sft	%
COMPLETED														
Puravankara														
1	Highlands	Mallasandra, Bengaluru	1.34	848	100%	1.34	848	1.34	797	1.24	93%	51	0.09	7%
2	High Crest	Mallasandra, Bengaluru	0.41	249	100%	0.41	249	0.41	209	0.34	83%	40	0.07	16%
3	Oceana	Marine Drive, Kochi	0.27	96	100%	0.27	96	0.27	81	0.23	87%	15	0.04	13%
4	Swanlake	OMR, Chennai	1.17	729	100%	1.17	729	1.17	632	1.00	86%	97	0.17	14%
5	Grandbay	Marine Drive, Kochi	0.51	265	100%	0.51	265	0.51	242	0.46	91%	23	0.04	9%
5	Bluemont	Trichy Road, Coimbatore	0.81	486	100%	0.81	486	0.81	426	0.71	88%	60	0.10	12%
6	Windermere - I	Medavakkam, Chennai	1.63	1,036	100%	1.63	1,036	1.63	948	1.43	88%	88	0.20	12%
7	Whitehall	Sarjapur Road, Bengaluru	0.40	192	100%	0.40	192	0.40	182	0.38	94%	10	0.02	6%
8	Seasons	CV Raman Nagar, Bengaluru	1.08	660	60%	0.68	417	0.68	390	0.64	94%	27	0.04	6%
9	Skydale	Sarjapur Road, Bengaluru	0.49	314	100%	0.49	314	0.49	237	0.36	74%	77	0.13	26%
10	Windermere - II	Medavakkam, Chennai	0.94	728	100%	0.94	728	0.94	459	0.69	73%	269	0.26	27%
11	Windermere - III	Medavakkam, Chennai	0.28	280	100%	0.28	280	0.28	70	0.09	31%	210	0.19	69%
12	Sunflower	Magadi Road, Bengaluru	0.44	326	70%	0.31	228	0.31	142	0.20	65%	86	0.11	35%
COMMERCIAL														
13	Primus	OMR, Chennai	0.18		60%	0.1		0.11		0.03	28%		0.08	80%
Provident														
14	Cosmo City - I,II	Pudupakkam, Chennai	2.24	2,174	100%	2.24	2,174	2.24	1,883	1.93	86%	291	0.31	14%
15	Welworth City	Doddaballapur Rd, Bengaluru	3.46	3,360	100%	3.46	3,360	3.46	3,249	3.34	97%	111	0.12	3%
16	Sunworth - I,II	Mysore Road, Bengaluru	2.74	2,784	100%	2.74	2,784	2.74	2,283	2.23	81%	501	0.51	19%
17	The Tree	Off Magadi Main Road, Bengaluru	0.57	560	70%	0.40	388	0.40	248	0.25	62%	140	0.15	37%
Total Completed - (A)			18.96	15,087	100%	18.18	14,574	18.17	12,478	15.56	86%	2,096	2.61	14%

Current Project Status – As of 31 March 2018 – (contd.)

On Area Launched														
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	%
NEARING COMPLETION														
Puravankara														
1	Amaiti	Trichy Road, Coimbatore	0.57	342	100%	0.57	342	0.56	188	0.30	53%	154	0.26	46%
Total Nearing Completion - (B)			0.57	342	100%	0.57	342	0.56	188	0.302909	54%	154	0.26	46%
UNDER CONSTRUCTION														
Puravankara														
1	Palm Beach	Hennur Road, Bengaluru	1.93	1,477	70%	1.36	1,041	1.36	644	0.84	62%	397	0.52	38%
2	Westend	Hosur Road, Bengaluru	1.12	815	78%	0.88	639	0.88	547	0.74	85%	92	0.14	15%
3	Sound of Water	Kammanahalli, Bengaluru	0.62	228	59%	0.36	135	0.36	32	0.08	23%	103	0.28	77%
4	Silversand - I	Keshavnagar, Pune	0.77	821	100%	0.77	821	0.77	624	0.58	75%	197	0.19	25%
5	Coronation Square	Kotnur, Bengaluru	0.14	48	71%	0.10	34	0.10	4	0.01	9%	30	0.09	91%
6	Marine Drive I	Kochi	1.22	435	50%	0.61	218	0.61	65	0.19	32%	153	0.42	68%
Provident														
7	Skyworth	Derebail, Mangalore	0.42	324	73%	0.30	236	0.30	69	0.08	29%	167	0.22	72%
8	Green Park	Selvapuram, Coimbatore	0.58	560	70%	0.41	392	0.41	168	0.15	32%	224	0.26	64%
9	Kenworth - I	Rajendra Nagar, Hyderabad	1.83	1,870	73%	1.33	1,364	1.33	876	0.94	71%	488	0.39	30%
10	Provident Park Square I	Judicial Layout, Bengaluru	1.03	1,095	87%	0.90	955	1.03	751	0.69	77%	204	0.34	33%
Total Under Construction (C)			9.66	7,673		7.02	5,835	7.15	3,779	4.31	60%	2,055	2.85	40%

Current Project Status – As of 31 March 2018 – (contd.)

On Area Launched														
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	Evoq	Guindy, Chennai	0.36	181	100%	0.36	181	-	-	-	0%	181	-	0%
2	Amaiti II	Trichy Road, Coimbatore	0.47	288	100%	0.47	288	-	-	-	0%	288	-	0%
3	Highlands III	Mallasandra, Bengaluru	0.83	492	100%	0.83	492	-	-	-	0%	492	-	0%
4	Windermere IV	Medavakkam, Chennai	1.28	644	100%	1.28	644	-	-	-	0%	644	-	0%
5	Moonreach II	Airport-Seaport Rd, Kochi	0.23	119	100%	0.23	119	-	-	-	0%	119	-	0%
6	Silversand - II	Keshavnagar, Pune	0.77	652	100%	0.77	652	-	-	-	0%	652	-	0%
7	Marine Drive II	Kochi	1.98	706	50%	0.99	353	-	-	-	0%	353	-	0%
Provident														
8	Sunworth III,IV	Mysore Road, Bengaluru	3.28	3,168	100%	3.28	3,168	-	-	-	0%	3,168	-	0%
9	Kenworth II	Rajendra Nagar, Hyderabad	0.52	440	73%	0.38	323	-	-	-	0%	323	-	0%
10	Park Square II & III	Judicial Layout, Bengaluru	0.87	987	87%	0.76	861	-	-	-	0%	861	-	0%
	Total - Phases to be launched (D)		10.59	7,677		9.35	7,081		0		0%	7,081		0%
	Total Ongoing - (B) + (C) + (D)		20.82	15,692		16.94	13,258	7.72	3,967	4.61	61%	9,291	3.10	52%

Notes:

- The Company also holds inventory of 0.12 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

Premium Affordable housing through Brand Provident

- ❖ Provident Housing completes 10 years in 2018, living up to its genesis story of providing premium quality homes at affordable housing.
- ❖ Affordability is a combination of
 - Efficient design improving effective utilization of space
 - Lower cost of construction through use of technology and innovative construction techniques
 - Developing projects which qualifies for affordable housing benefits under Income Tax Act and concessional GST rate
- ❖ Caters especially to the aspiration of the first time - Home Buyers
- ❖ Area under Development totaling 6.63 msft / (PHL's economic interest – 5.70 msft)
- ❖ Land bank totaling 9.65 msft (PHL's economic interest – 5.28 msft)

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

Executive team



Ravi Puravankara

Chairman

- Over 43 years of experience in real estate industry
- Former president of the International Real Estate Federation, Indian Chapter, Paris



Ashish Puravankara

Managing Director

- Bachelor's degree in Business Administration from Virginia Tech
- Master's degree in Business Administration from Willamette University in Salem, Oregon
- Head of Operations and Business in Bengaluru



Nani R. Choksey

Joint Managing Director

- Experience of over 43 years in the real estate development, construction and finance sector
- Associated with the company since inception and responsible for finance and construction function

Non-Executive team



R.V.S. Rao

Independent Director

- Bachelor's degree in Commerce and Law
- Over 38 years of experience in banking and finance



Pradeep Guha

Independent Director

- Management Diploma from Asian Institute of Management, Manila
- Over 34 years of experience in marketing and advertising



Dr Suchitra Kaul Mishra

Independent Director

- Doctor of Philosophy from Mysore University
- Over 17 years of experience in Corporate and Social Service sectors

Media & Capital Market Recognition



Puravankara with a strong launch pipeline for FY18-19

Puravankara arm Provident to invest Rs2,500 crore in affordable projects

BY MADHURIMA NANDY
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BENGALURU

Realty firm Puravankara Ltd's affordable housing arm Provident Housing plans to launch 6-7 affordable housing projects across 10.3 million sq. ft., and invest around Rs2,500 crore to develop these over the next year or so.

These projects, most of which are in different stages of approval, will be launched in Bengaluru, Mumbai, Chennai and Pune, priced at around Rs25-50 lakh per sq. ft.

The projects will be funded through sale of construction financing to be raised, said Ashish Puravankara, managing director of Puravankara Ltd.

On Wednesday, Puravankara launched an affordable housing project spread over 20 acres on Kanakpura road in Bengaluru, in a joint venture with Keppel Puravankara Development Pvt. Ltd, which owns the land.

Around Rs600 crore will be invested in this project—called Provident Park Square.

Keppel Puravankara, formed in 2006, is a joint venture between Singapore-based property group Keppel Land and Puravankara, mandated to develop luxury housing projects.

earlier strategy of building high-end homes.

"The Kanakpura road land seemed more suitable as an affordable housing location, where we have priced the apartments between Rs27-60 lakh of 550-1,300 sq. ft in size. Most inventory is one and two-bedroom homes and only some are three-bedroom apartments," Puravankara said.

The joint venture will, however, continue to look at opportunities for premium housing projects and development of commercial real estate such as office space, he said.

PURAVANKARA TO LAUNCH MAIDEN PROJECT ADORA DE GOA AT DABOLIM

jet Adora de Goa located near Dabolim airport.

Speaking to media persons at a city hotel here, Puravankara president (sales/marketing/CMR) Anand Narayanan said, "Adora de Goa is located near Dabolim airport, with 32 acres of land with a panoramic ocean view. The company will invest about Rs 500 crore in land plus construction to develop the affordable luxury housing project.

However as part of its marketing strategy, the company has a dual strategy of attracting the local home buyers. In Goa, as

well as position it as a vacation home to those who live in other parts of India yet love Goa for what it is."

Narayanan added that the construction contract had been given to Larsen and Toubro Limited and the project was expected to deliver a sales volume close to Rs 1000 crore over the next five years.

Narayanan stated that they believed that their homes were specially designed to attract local buyers with their homes that have expensive features yet were inexpensively priced.

The property offers residential homes with world-class amenities, rental spaces with high street coffee shops, restaurants, spa and boutiques with unmanned hospitality and leisure retail," he informed.

"Goa has emerged as one of the hottest destinations in recent times for second home buyers who are mostly young consumer.

There is a trend amongst buyers to invest in Goa as the residential properties here come with competitive prices, officers scenic location

and spacious homes and buys given the tourism relevance of the state," Narayanan said.

Meanwhile, Puravankara Limited has sketched an ambitious growth plan for the next 12 to 15 months.

With an investment of Rs 3200 crore, the company will develop over 15 million square feet of land across Mumbai, Goa, Pune, Bangalore and Chennai.

Of these 15 million square feet, 10.3 million square feet will be affordable housing under their brand Provident.

Awards and achievements

Awards for Puravankara Limited

- ❖ Realty Plus Excellence Awards PUNE 2018 for Best Residential Developer of the Year
- ❖ Purva Blumont: CNBC-AWAAZ Real Estate Awards 2018 South Zone for the Best Residential Category
- ❖ Purva Skydale: 10th Franchise Estate Awards 2018 - for Best Residential Property of the Year – South
- ❖ Purva Windermere: 10th Franchise Estate Awards 2018 - for Best Mid Segment / Premium Project of the Year – South
- ❖ Purva Windermere : CIA World Construction & Infra Awards 2018 for the Best upcoming Project in the Large Category
- ❖ Purva Westend:10th Franchise Estate Awards 2018 - for Best Themed Project of the Year – South

Awards for Provident Housing Limited

- ❖ Kenworth by Provident:10th Franchise Estate Awards 2018 - for Best Affordable Housing Project of the Year - South
- ❖ Provident Housing Limited:10th Franchise Estate Awards 2018 - for Best Affordable / Budget Housing Developer of the Year - South
- ❖ Provident Skyworth:10th Franchise Estate Awards 2018 - for Best Project in Non Metro - South

Notes

- ❖ Considering the nature of the business carried on by the Company whereby revenues do not necessarily accrue evenly over the projects period, the revenues of the quarter and/or the year may not be strictly comparable with the results of the corresponding quarter and/or the year.
- ❖ Previous period figures have been re-grouped, re-arranged and re-classified wherever necessary to conform to current period's classification.
- ❖ The classification in this presentation may vary from classifications under Schedule III to the Companies Act or under Accounting Standards or the financial statements published in the Annual Report.
- ❖ All areas / configurations of projects are based on present estimates and are subject to change based on regulatory requirements and / or design / construction exigencies and / or management decisions.

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THANK YOU

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