

July 26, 2019

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, Mumbai 400 001. 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), Mumbai cc_nse@nse.co.in Stock Code: PURVA
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Dear Sir / Madam,

Sub: Presentation on the operation and financial results

Ref: Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

The Board of Directors approved the Consolidated and Standalone – Un-Audited Financial Results for the Quarter ended June 30, 2019 as reviewed and recommended by the Audit Committee at its meeting held today.

In this connection please find attached herewith:

- a) 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

Yours faithfully
For Puravankara Limited

Bindu D
Company Secretary
M.N. 23290

PURAVANKARA LIMITED



Purva Palm Beach

Puravankara Limited

June 2019

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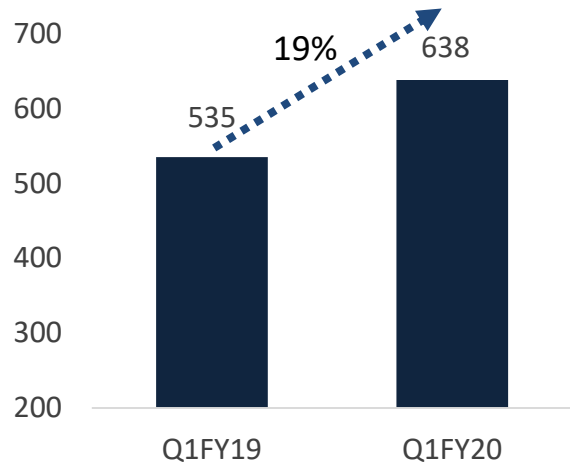
Company Overview

Overview

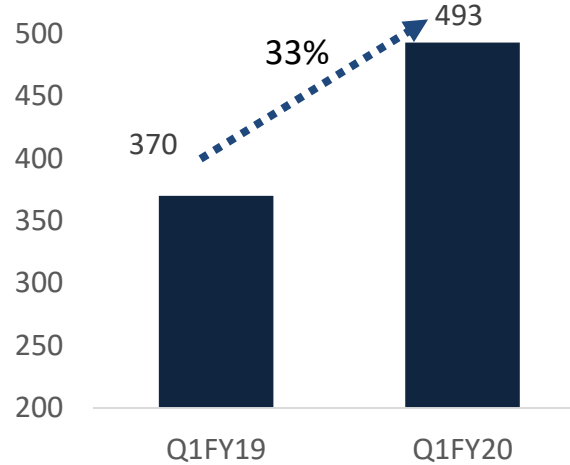
- ❖ One of India's leading real estate developers with an established presence in the residential segment (luxury and affordable housing) and in commercial office spaces
- ❖ With over 4 decades of domain expertise, Puravankara has established itself as a developer of repute
- ❖ Completed 70 residential projects and commercial projects, spanning 40.78 msft , primarily across the gateway cities of south and west India
- ❖ Area under Development totaling 20.78 msft
- ❖ Landbank totaling 68.58 msft (Puravankara Group's economic interest – 54.66 msft)
- ❖ Pan India presence- with projects in Bengaluru, Chennai, Hyderabad, Pune, Mumbai, Kochi, Goa, Kolkata, Coimbatore and Mangalore
- ❖ Two key brands : Puravankara for luxury housing and commercial offices, Provident for the affordable luxury segment
- ❖ Provident Housing Ltd, a wholly owned subsidiary of Puravankara Ltd, caters to the affordable luxury segment
 - ❖ Projects in Bengaluru, Hyderabad, Mumbai, Pune, Chennai, Goa, Mangalore and Coimbatore
 - ❖ Focus on delivering quality housing at affordable prices through value engineering
- ❖ Creating value for clients by collaborating with world class contractors and vendors while leveraging robust internal processes
- ❖ Starworth Infrastructure and Construction Limited (SICL) is a wholly owned subsidiary which specialises in technology focused construction , including precast
- ❖ Joint venture with Keppel Land Singapore

Q1FY20 – Continuing the growth momentum

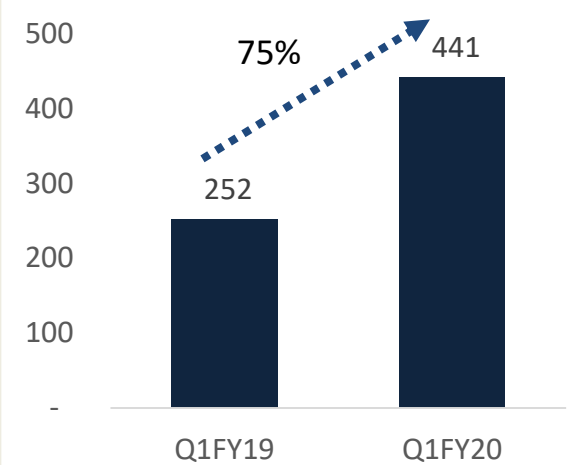
Sold Units (Nos)



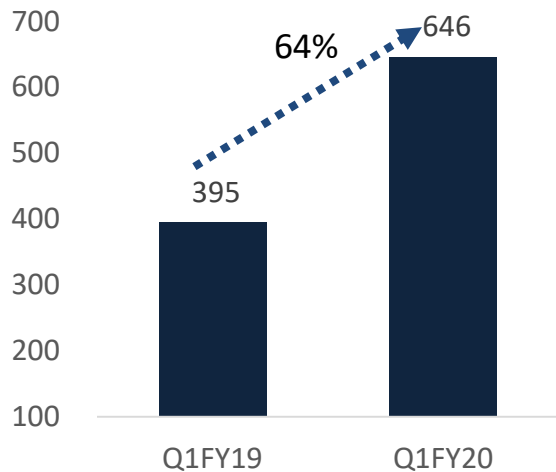
Sales Booking (Rs Cr)



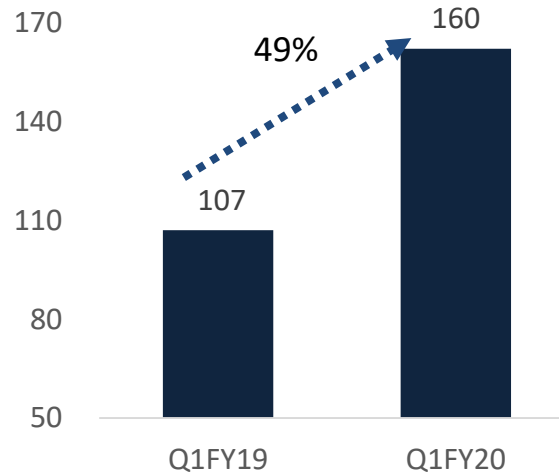
Customer Collections (Rs Cr)



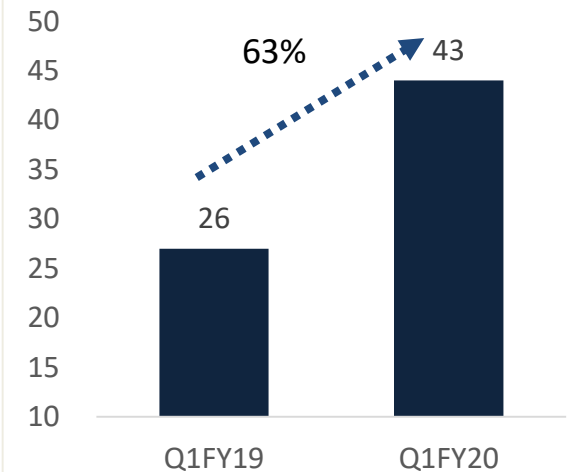
Total income (Rs Cr)



EBITDA (Rs Cr)



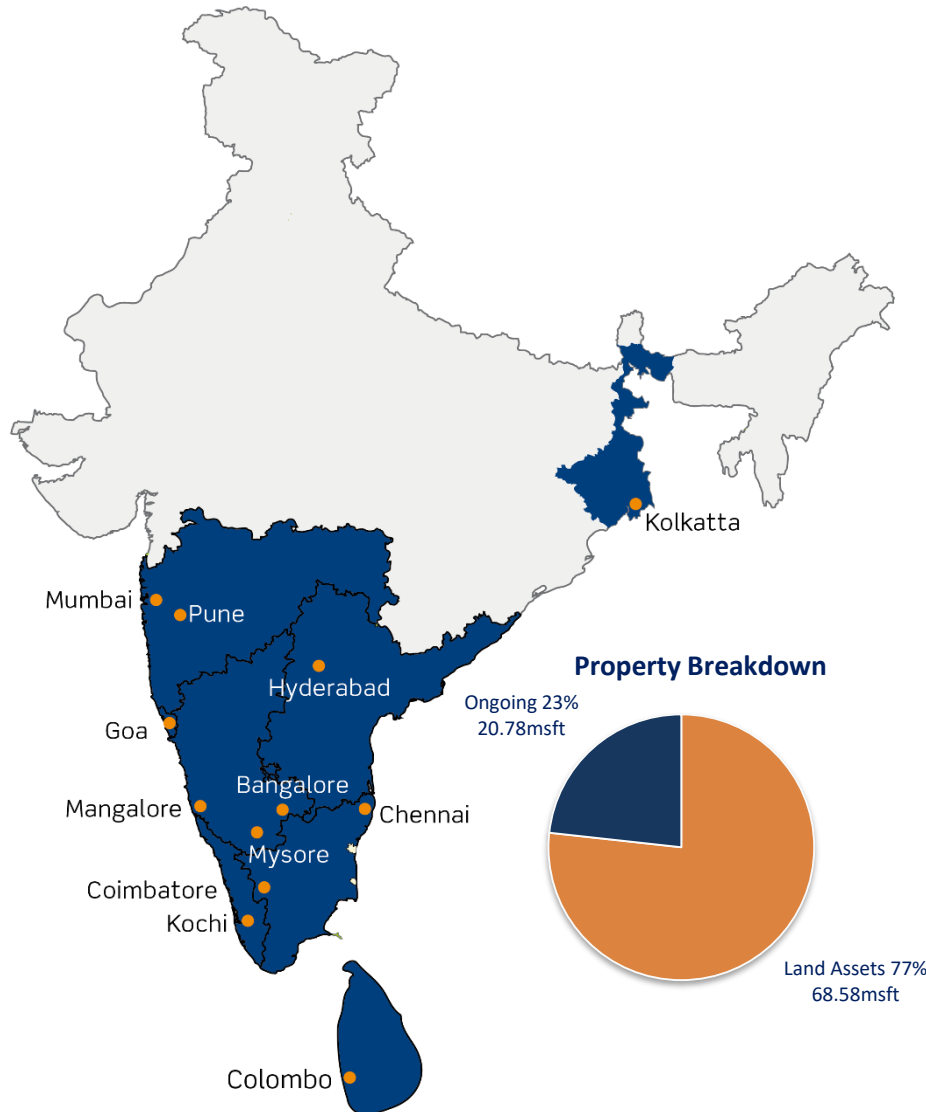
PAT (Rs Cr)



Development Bank

Diversified across markets, brands and stages of development

Land portfolio



in million sq. ft.

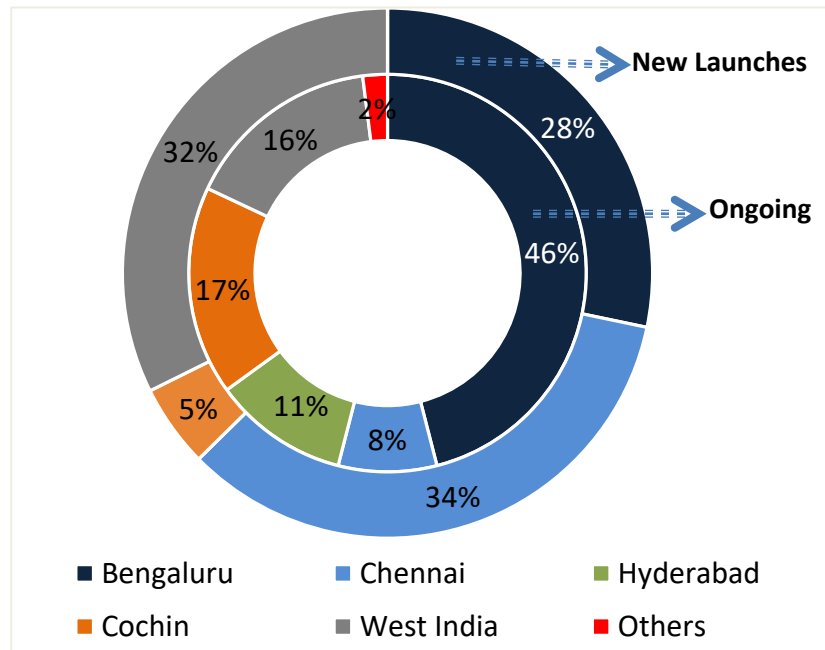
	Completed	Ongoing (A)	Land Assets (B)	Total (A)+(B)
South India				
Bengaluru	29.81	9.57	43.20	52.77
Chennai	6.26	1.64	11.71	13.35
Hyderabad	0.59	2.35	-	2.35
Kochi	1.89	3.43	4.21	7.64
Others	1.39	0.42	1.01	1.43
West India	0.14	3.37	4.22	7.59
Colombo	-	-	4.23	4.23
Kolkata	0.70	-	-	-
Total	40.78	20.78	68.58	89.36
<i>Puravankara*</i>	30.91	10.77	58.35	69.12
<i>Provident</i>	9.87	10.01	10.23	20.24
Saleable Area	35.73	16.98	54.66	71.64
<i>Puravankara*</i>	26.42	8.23	49.15	57.38
<i>Provident</i>	9.31	8.75	5.51	14.26

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 54% of the share of ongoing and 72% of new launches*

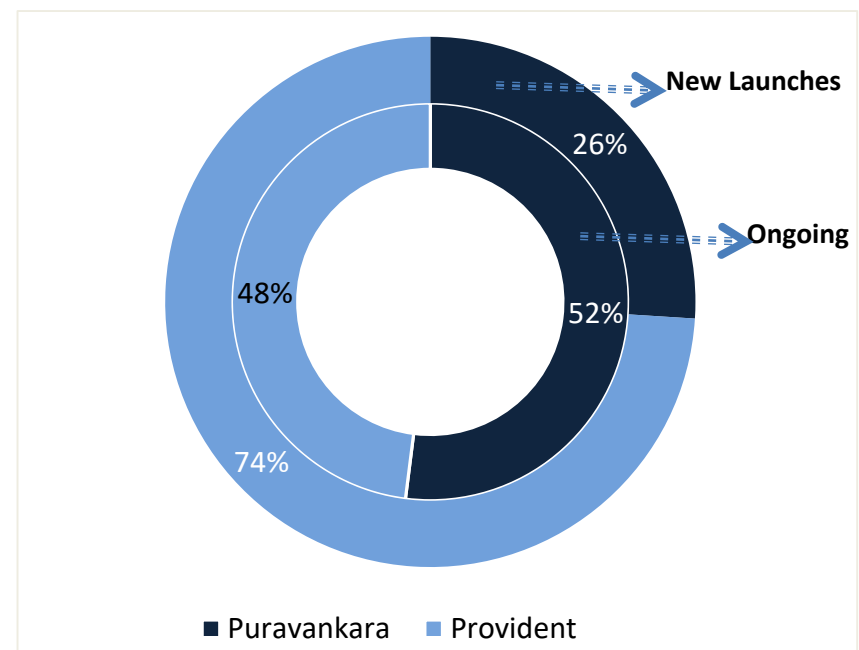


in msft	Ongoing [#]	New Launches
Bengaluru	9.57	3.13
Chennai	1.64	3.81
Hyderabad	2.35	0.00
Cochin	3.43	0.54
West India	3.37	3.58
Others	0.42	0.00
Total	20.78	11.06

Note: .1. Based on Developable Area in msft

2. # Includes 10.97 million sqft of area not open for sale.

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	2.85
Provident	10.01	8.21
Total	20.78	11.06

* In terms of developable area

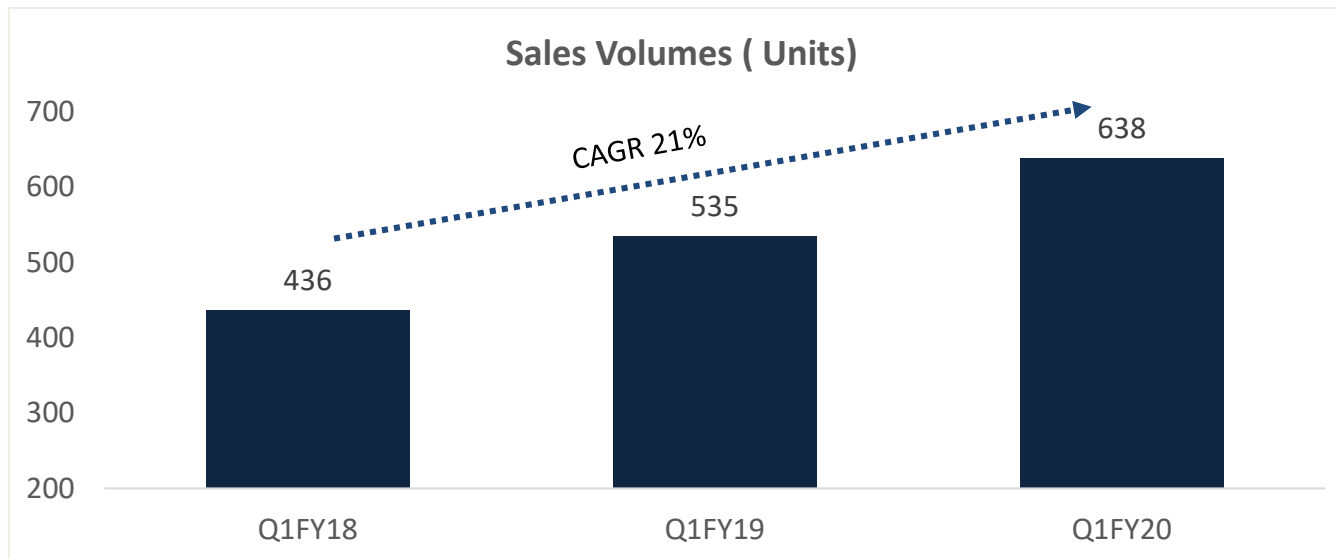
Area

Encouraging growth across sales and delivery

in million sq. ft.

<i>(numbers in million sq. ft.)</i>	FY16	FY17	FY18	FY19	Q1FY20
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	-
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	20.78*

Consistent Sales Booking growth



Notes:

1. Revisions represent corrections on account of errors / round off
2. Represents area completed based on receipt of Occupancy Certificate or such other equivalent permission
3. * Includes 10.97 million sqft of area not open for sale

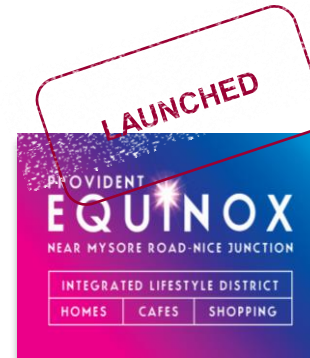
Launch story continues



Next phase of Adora De Goa
Location – Goa



Next phase of Adora De Goa
Location – Goa



First phase of Sunworth III
Location –Bangalore



Next phase of Provident Park Square
Location –Bangalore



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



Purva Zenium
Location –Bangalore



Park Woods, earlier known as Northern Destiny
Location –Bangalore



Provident Capella
Location - Bangalore

Robust launch pipeline

Sr. no	Location/ Project Name	City	Development Model	Development Type	Developable Area	PPL Share in JD	Saleable area (msft)	Expected launch date
Puravankara								
1	Westend 2	Bengaluru	Joint Development	Residential	0.10	78%	0.08	Q2FY20
2	Bavdhan	Pune	Joint Development	Residential	0.31	90%	0.28	Q3/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	Q2/Q3 FY20
5	Bhandup	Mumbai	Joint Development	Residential	0.20	68%	0.14	Q2/Q3 FY20
6	Indiranagar	Bengaluru	Joint Development	Residential	0.17	50%	0.09	Q1 FY21
7	Chembur	Mumbai	Owned	Residential	0.35	100%	0.35	Q3/Q4 FY 20
Total					2.85		2.38	
Provident								
1	Edapally	Cochin	Owned	Residential	0.54	100%	0.54	Q2/Q3 FY20
2	Thane	Mumbai	Joint Development	Residential	1.63	64%	1.04	Q3 FY20
3	Kondwa	Pune	Joint Development	Residential	1.09	69%	0.75	Q2/ Q3 FY20
4	Kachanayakanahalli	Bengaluru	Owned	Residential	0.49	100%	0.49	Q2/Q3FY20
5	Thirumazhsai	Chennai	Joint Venture	Residential	3.81	25%	0.95	Q4 FY20/Q1 FY21
6	Provident Capella	Bengaluru	Joint Development	Residential	0.65	76%	0.49	Launched in July'19
Total					8.21		4.26	
Grand Total					11.06		6.64	

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 – Q1FY20 Vs Q1FY19

Based on Bookings	Quarter Ended											
	Area Sold			Units Sold			Sale Value			Sale Realization		
	Jun-19	Jun-18	%	Jun-19	Jun-18	%	Jun-19	Jun-18	%	Jun-19	Jun-18	%
	msft	msft		Nos.	Nos.		Rs.in crs	Rs.in crs		Rs.psft	Rs.psft	
Puravankara	0.52	0.26	99%	353	162	118%	350	195	79%	6,723	7,457	-10%
Completed & Nearing Completion	0.31	0.12	166%	221	77	187%	181	63	185%	5,831	5,435	7%
Ongoing Projects	0.21	0.15	45%	132	85	55%	169	132	28%	8,040	9,080	-11%
Provident	0.27	0.35	-22%	285	373	-24%	143	175	-18%	5,306	5,039	5%
Completed & Nearing Completion	0.13	0.11	22%	128	103	24%	53	41	30%	4,088	3,818	7%
Ongoing Projects	0.14	0.24	-42%	157	270	-42%	90	134	-33%	6,436	5,582	15%
Total Gross	0.79	0.61	30%	638	535	19%	493	370	33%	6,239	6,078	3%
Share of Revenue attributable to partners under JD/JV/Revenue Sharing arrangement	(0.09)	(0.06)		(54)	(38)		(65)	(57)				
Group Economic Interest	0.70	0.55		584	497		428	313				

Encouraging Sales Booking growth

- ❑ Overall Sales volumes grew by 30%, led by completed/ nearing completion inventory, in line with the Group's focus to reduce stock of completed inventory
- ❑ Puravankara sales volume doubled

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

Cash Flows

Potential Cash Flow from completed and ongoing projects

Rs. crores

		Puravankara	Provident	Total
Balance collections from sold units ¹	(A)	905	1,140	2,045
Value of Inventory open for sale ²	(B)	2,807	1,267	4,074
Balance cost to go ³	(C)	918	979	1,897
Surplus (A) + (B) – (C)	(D)	2,794	1,428	4,222
Surplus from Inventory not open for sale (F)-(G+H)	(E)	1,447	862	2,309
<i>Value of Inventory not open for sale</i>	<i>(F)</i>	<i>3,025</i>	<i>1,859</i>	<i>4,885</i>
<i>Balance cost to complete</i>	<i>(G)</i>	<i>1,479</i>	<i>872</i>	<i>2,351</i>
Contingencies ⁴	(H)	100	125	225
Total Estimated Surplus (D +E)		4,241	2,290	6,531

Note:

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

Cash Flow Statement – Growing operating surplus

Rs. crores

Cash Flow Statement		Q1 FY19	Q4 FY19	Q1 FY 20
A	Operating Inflows	333.3	466.7	474.1
B	Operating Outflows	(274.7)	(359.7)	(323.5)
C=A-B	Operating Surplus	58.7	107.1	150.7
	<i>Less</i>			
	Interest Cost(Net)	(64.2)	(79.0)	(86.1)
	Income Tax Paid	(2.2)	(13.2)	(5.4)
D	Operating Surplus after tax and interest	(7.7)	14.8	59.1
	Investment Activity			
	Land Payments including advances & deposits	(46.9)	(3.4)	0.2
	Purchase of Fixed Assets	(0.0)	(1.2)	(1.2)
	Other Assets & Investments	0.0	0.0	(0.3)
E	Total from Investing Activity	(46.9)	(4.6)	(1.2)
	Financing Activity			
	Loan Drawal/(Repayments)	39.4	16.4	(33.0)
	Loan to Associates/Subsidiaries- Inflow/(Repayment)	(0.6)	(2.0)	(1.1)
	Dividend including DDT		0.0	0.0
F	Total from Financing Activity	38.7	14.4	(34.1)
G=D+E+F	Net Operating Surplus	(16.0)	24.6	23.9
	Opening Cash and Bank Balances	152.6	153.2	177.9
	Closing Cash and Bank Balances	136.6	177.9	201.7

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 June 2019

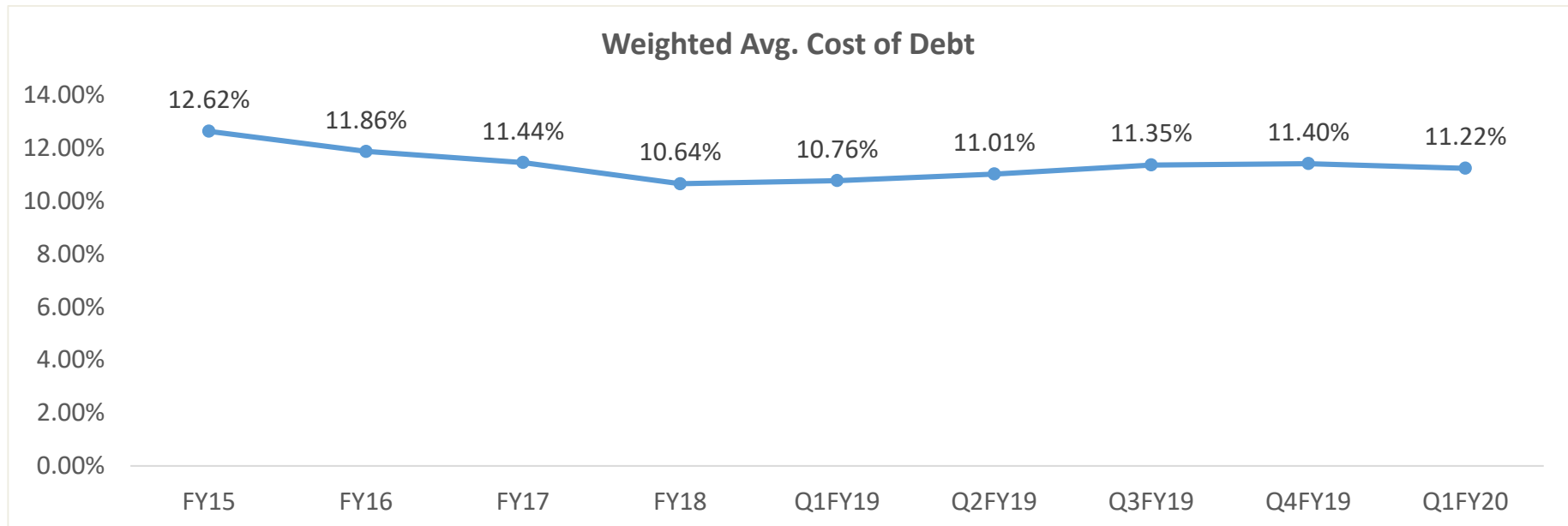
Rs. crores

Particulars	Q1FY20 Unaudited	Q1FY19 Unaudited
Income from operations		
Revenue from projects	630.05	382.02
Other Income	15.50	12.68
Total Income from operations	645.55	394.70
Expenses		
Sub-contractor cost	126.56	76.39
Cost of raw materials and components consumed	13.72	31.83
Land purchase cost	75.23	11.62
(increase)/decrease in inventories of stock of flats, land cost and work-in-progress	166.99	83.52
Employee benefit expense	35.68	28.60
Finance expense	89.22	68.49
Depreciation and amortization expense	5.24	3.49
Other expenses	67.39	55.29
Total expenses	580.03	359.23
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	65.52	35.47
Share of profit/(loss) of associates and joint ventures, net	-0.67	-0.48
Profit before tax	64.85	34.99
Tax expense	20.45	8.14
Net Profit for the period	44.40	26.85
Other Comprehensive Income/(Loss) (net of tax expense)	-1.16	-0.39
Total Comprehensive Income/(Loss) for the period	43.24	26.46

Debt

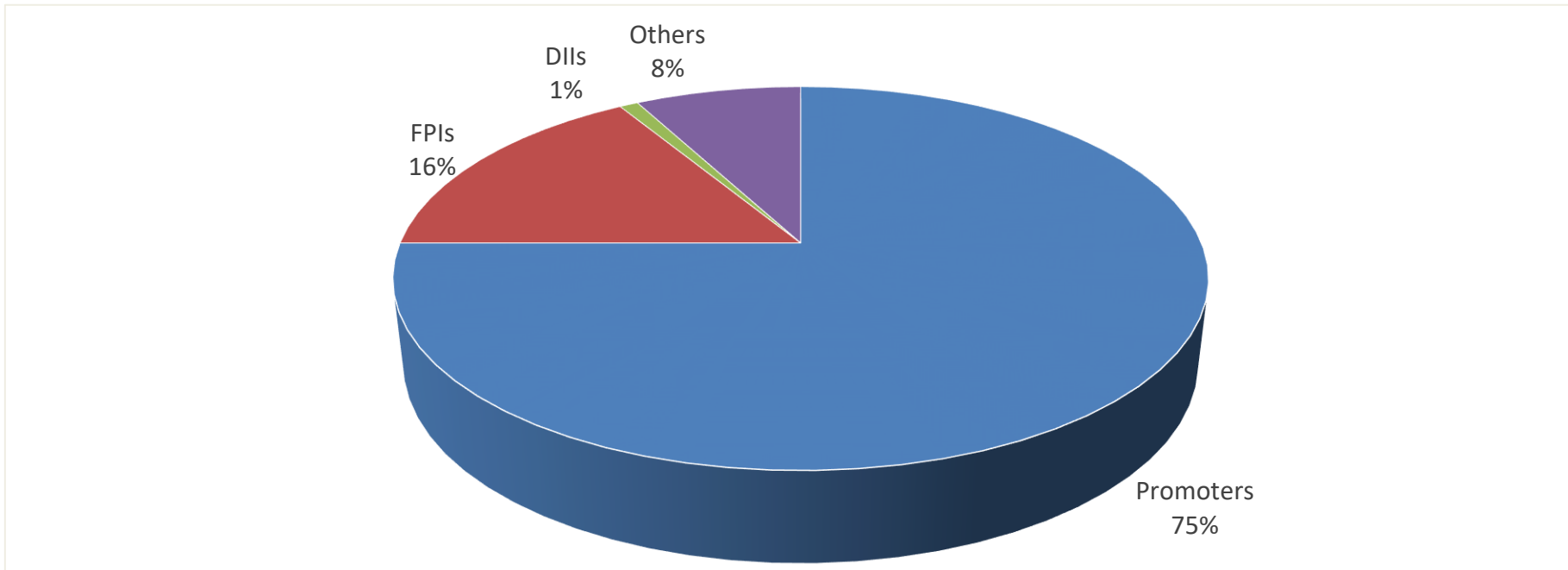
Debt Structure – As on 30 June 2019

<i>in Rs. Cr</i>	Q1FY20	Q4FY19	Q3FY19	Q2FY19	Q1FY19
Opening Balance	2,921	2,902	2,642	2,438	2,399
Net Addition (Repayment)	-32	19	260	204	39
Debt Outstanding	2,889	2,921	2,902	2,642	2,438
Less: Cash and Cash Equivalents	202	178	153	185	137
Net debt	2,687	2,743	2,749	2,457	2,302
Cost of Debt	11.22%	11.40%	11.35%	11.01%	10.76%
Net Worth	1,895	1,857	1,818	1,783	1,806
Net Debt / Equity Ratio	1.42	1.48	1.51	1.38	1.27



Shareholding Pattern and Stock Performance

Shareholding Pattern – as on 30 June 2019



Key Shareholders

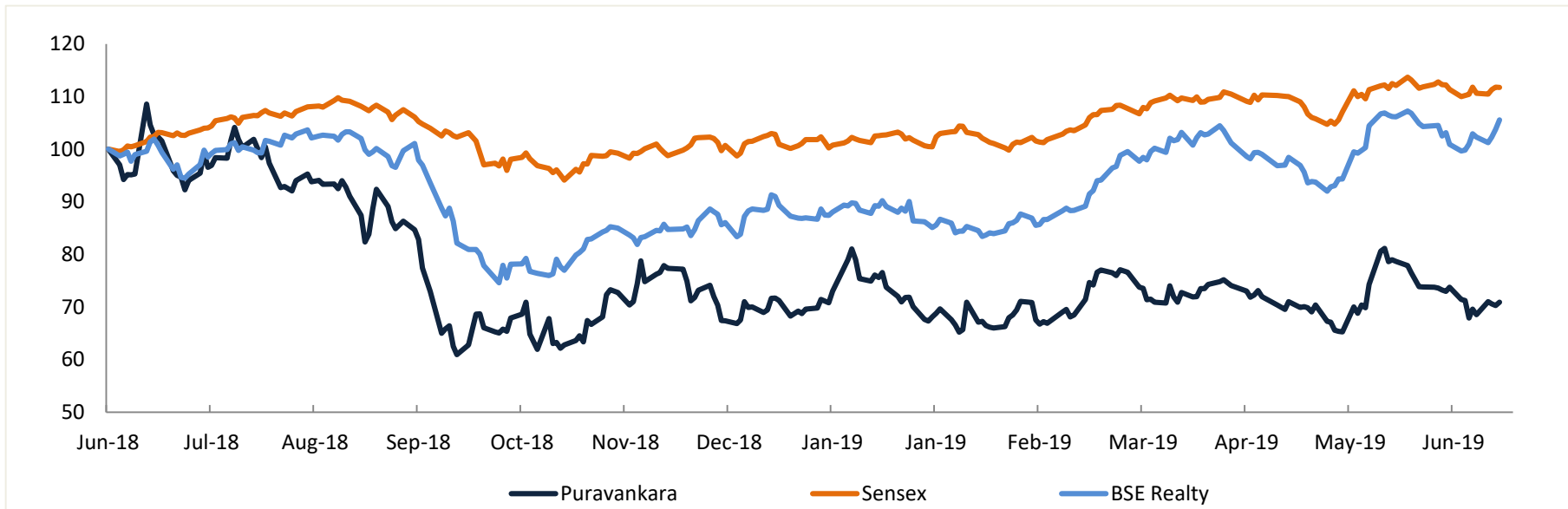
Notes

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 June 30, 2018 to June 30, 2019



30-June-19	
Price on BSE	70
% Change QoQ	-5%
Number of shares (in Cr)	23.7
Market Capitalisation (Rs. Cr)	1,659

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

Select Project Pictures

Actual Project Pictures



Actual Project Pictures



PURVA
WESTEND
Puravankara Westend is a premium residential project.

Actual Project Pictures



Actual Project Pictures



Appendix 1 : Project Status

Current Project Status – As of 30 June 2019

S.No.	Project	Location	Developable Area	Total Flats	JD / JV Share for Developer	Puravankara's Share - Developable Area		Area Launched	Sold Cumulative			Inventory		
						Msft	Units		Msft	Units	Msft	Nos	Msft	%
COMPLETED														
Puravankara														
1	Amaiti	Trichy Road, Coimbatore	0.57	342	100%	0.56	342	0.56	272	0.44	79%	70	0.12	21%
2	Bluemont	Trichy Road, Coimbatore	0.81	486	100%	0.81	486	0.81	436	0.73	90%	50	0.08	10%
3	Grandbay	Marine Drive, Kochi	0.51	265	100%	0.51	265	0.51	246	0.47	93%	19	0.04	7%
4	High Crest	Mallasandra, Bengaluru	0.41	249	100%	0.41	249	0.41	235	0.38	94%	14	0.02	6%
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	86	0.25	90%	10	0.03	10%
7	Palm Beach	Hennur Road, Bengaluru	1.73	1,325	70%	1.22	933	1.22	716	0.93	77%	218	0.29	23%
8	Skydale	Sarjapur Road, Bengaluru	0.49	314	100%	0.49	314	0.49	303	0.47	96%	11	0.02	4%
9	Sunflower	Magadi Road, Bengaluru	0.44	326	70%	0.31	228	0.31	206	0.28	92%	22	0.03	8%
10	Swanlake	OMR, Chennai	1.17	729	100%	1.17	729	1.17	700	1.12	96%	29	0.05	4%
11	Windermere - I	Medavakkam, Chennai	1.63	1,036	100%	1.63	1,036	1.63	958	1.45	89%	78	0.18	11%
12	Windermere - II	Medavakkam, Chennai	0.94	728	100%	0.94	728	0.94	551	0.79	83%	177	0.16	17%
13	Windermere - III	Medavakkam, Chennai	0.28	280	100%	0.28	280	0.28	112	0.14	50%	168	0.14	50%
COMMERCIAL														
14	Primus	OMR, Chennai	0.18		60%	0.11		0.11		0.03	28%	0	0.08	70%
Provident														
15	Cosmo City - I,II	Pudupakkam, Chennai	2.24	2,174	100%	2.24	2,174	2.24	1,979	2.03	91%	195	0.21	9%
16	Green Park	Selvapuram, Coimbatore	0.58	560	70%	0.41	392	0.41	293	0.30	73%	99	0.11	27%
17	Sunworth - I,II	Mysore Road, Bengaluru	2.74	2,784	100%	2.74	2,784	2.74	2,558	2.50	91%	226	0.23	9%
18	The Tree	Off Magadi Main Road, Bengaluru	0.57	560	70%	0.40	388	0.40	309	0.31	79%	79	0.08	21%
19	Welworth City	Doddaballapur Rd, Bengaluru	3.46	3,360	100%	3.46	3,360	3.46	3,316	3.42	99%	44	0.05	1%
Total Completed - (A)			20.36	16,462	100%	19.30	15,632	19.28	14,085	17.31	90%	1,548	1.97	10%

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

S.No.	Project	Location	Developable Area	Total Flats	JD / JV Share for Developer	Puravankara's Share - Developable Area		Area Launched	Sold Cumulative			Inventory		
						Msft	Units		Msft	Units	Msft	Nos	Msft	%
UNDER CONSTRUCTION														
Puravankara														
1	Coronation Square	Kotnur, Bengaluru	0.14	48	71%	0.10	34	0.10	7	0.02	16%	27	0.08	84%
2	Marine Drive I	Kochi	1.68	586	50%	0.84	293	0.84	111	0.33	39%	183	0.51	61%
3	Silversand - I	Keshavnagar, Pune	0.77	821	100%	0.77	821	0.77	662	0.62	81%	159	0.15	19%
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	28	0.07	21%	107	0.29	79%
6	Zenium -I	Airport Road Bengaluru	0.65	436	70%	0.45	305	0.45	78	0.12	26%	227	0.34	74%
Provident														
7	Adora De Goa	Zuari Nagar, Goa	1.63	1,902	16%	1.37	1,629	1.37	1,093	0.82	60%	536	0.55	40%
8	Kenworth - I	Rajendra Nagar, Hyderabad	1.99	2,034	73%	1.45	1,485	1.45	1,180	1.19	82%	305	0.26	18%
9	Neora	Sampigehalli, Bengaluru	0.23	220	16%	0.23	220	0.23	97	0.09	39%	123	0.14	61%
10	Park Square	Judicial Layout, Bengaluru	1.32	1,429	87%	1.15	1,247	1.15	935	0.87	75%	311	0.29	25%
11	Skyworth	Derebail, Mangalore	0.42	324	73%	0.30	236	0.30	58	0.07	24%	178	0.23	76%
Total Under Construction (C)			9.81	8,209		7.39	6,586	7.39	4,261	4.22	57%	2,325	3.17	43%

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

S.No.	Project	Location	Developable Area Total Flats		JD / JV Share for Developer	Puravankara's Share - Developable Area		Area Launched	Sold Cumulative			Inventory		
			Msft	Units		Msft	Units		Msft	Nos	Msft	%	Nos	Mn sft
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	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														
8	Zentech Business Park	Kanakapura, Bengaluru	0.76	0	70%	0.53	0	-	-	-	0%	0	-	0%
Provident														
9	Kenworth II	Rajendra Nagar, Hyderabad	0.36	276	73%	0.26	201	-	-	-	0%	323	-	0%
10	Park Square Other Phase	Judicial Layout, Bengaluru	0.58	653	87%	0.51	570	-	-	-	0%	570	-	0%
11	Sunworth III,IV	Mysore Road, Bengaluru	3.28	3,168	100%	3.28	3,168	-	-	-	0%	3,168	-	0%
Commercial														
12	Adora De Goa	Zuari Nagar, Goa	0.20	-	100%	0.20	-	-	-	-	0%	-	-	0%
Total - Phases to be launched (D)			10.97	7,325		9.60	6,747				0%	6,869		0%
Total Ongoing - (B) + (C) + (D)			20.78	15,534		16.99	13,333	7.39	4,261	4.22	57%	9,194	3.17	43%

Notes:

1. The Company also holds inventory of 0.14 msft under "Properties Held for sale" as on the reporting date.
2. The economic interest in Silversands is profit sharing but the Company is the development manager and hence disclosed at 100%

Appendix 2 : Corporate Information

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

Executive team

Ravi Puravankara
Chairman

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



Ashish Puravankara
Managing Director

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



Nani R. Choksey
Joint Managing Director

- Experience of over 44 years in the real estate development, construction and finance sector
- Associated with the company since inception and responsible for finance and construction function

Non-Executive team

R.V.S. Rao
Independent Director

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



Pradeep Guha
Independent Director

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



Sonali Rastogi
Non-Executive Independent Director

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

Puravankara to launch 13 housing projects worth Rs 3,000 cr this fiscal

The revenues rose 41 per cent to Rs 2,126.72 crore during the last fiscal from Rs 1,504.94 crore in FY18.

PTI | Jun 10, 2019, 03:17 PM IST



Agencies

Bengaluru-based realty firm **Puravankara Ltd** [NSE:2004] has chalked out an expansion plan to start 13 new housing [NSE:1254] projects this fiscal at an estimated construction cost of around Rs 3,000 crore.



'Green buildings, 3D printing will take real estate industry forward'



Bengaluru has always been known for its green landscapes with multiple water bodies. In fact, the city's beautiful climate and its greenery both played a key role in helping it achieve the tag of 'India's garden city'. Bengaluru is known for being surrounded by lakes, hills, and green spaces.

Bringing the world to your backyard

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

When it comes to building luxury homes, developers are looking for ways to stand out in a market that is becoming increasingly competitive. One of the ways to do this is by offering unique amenities that are not typically found in other projects. This includes things like themed complexes, Venetian canals, entertainment hubs, and artificial beaches.



Customers these days are not only looking for location. They prefer living in places that offers them an experience and a lifestyle. We want customers to live like it's a holiday.

Bengaluru has seen a 45% Price Jump in Luxury Real Estate

Puravankara posts 58% jump in net

REALTY FIRM PURAVANKARA has posted 58% increase in its consolidated net profit to ₹38.78 crore for the March quarter, against ₹24.55 crore in the year-ago quarter. The firm's revenue jumped over twofold to ₹667.08 crore in the fourth quarter of last fiscal against ₹323.25 crore in the same period a year ago, the Bengaluru-based developer said. Net profit went up by 25% to ₹114 crore during FY19 compared to ₹91.40 crore in the

Indian builders woo buyers with 'smart' homes

NIVEDITA BHATTACHARJEE Bengaluru, June 24

WHEN **AKRISH MISHRA**, 33, and his wife Anusuya scouted for a new home in India's tech hub of Bengaluru this year, it was not the old real estate adage of location, location, location that drove their main consideration — it was "sense of mind".

As Bengaluru, and several other Indian megacities with aging or inadequate infrastructure, struggle to solve issues such as pollution, congestion and water shortages, builders are looking to modernise their homes with in-unit smart-gated communities that offer open green spaces, drinkable tap water and amenities that range from smart-home connectivity to yoga grounds.

"Both my wife and I work and need to have a place to come back to where we live being. 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 generations, these are important. I want to have the option of going for a gym or even without having to deal with traffic, noise or worry about safety issues," said Mishra, whose gated-community boasts a three-gore, smart street and an open air cinema among other features.

Property developers are increasingly willing to indulge and attract buyers in a

your product sells because you have added these amenities that people seek — this is what is selling properties," said Anura Naranjan, chief operating officer at builder Puravankara. Big builders across the country, including DLF, Godrej Properties, Oberoi Realty and Regenta Enterprises, are selling the promise of offering a better lifestyle and attraction of the growing urban middle-class. Properties in New Delhi, which regularly feature among the most polluted cities in the world, look buyers with the promise of greenery and better air in apartments and clubhouses thanks 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 (1.45 million) but builders say aspirational first-time buyers in India are working with big companies are more ready to pay for such amenities than older generations. "Buyers today are better travelled and are more aware of what they deserve in terms of amenities," said Pratik Shastri, an executive director with Regenta Enterprises.

Margin squeeze

The demand for such features is leading to a margin boom for companies such as Haptag Coast Tech, which has seen its sales rise

200% in the last year, said Himanshu Agarwal, who heads the Delhi-based firm that supplies clean air systems to residential and office property developers. It also counts Booking, Applied and Uter among its clients.

"We worked with a developer in the outskirts of Delhi, who was struggling with 40% stock inventory. They used our systems and they've cleared out all stock. This happened in the past six months," said Agarwal, who declined to name the developer due to customer confidentiality reasons. Legislation and environmental concerns are forcing developers to ensure their projects offer easy treatment and rainwater harvesting facilities, which in turn drives a wedge with a growing water crisis during summer months.

And developers are being forced to often invest in these at the expense of profit margins. Data from global property consultant Knight Frank shows that the number of new homes had grown more than four times in 17,171 units in Mumbai in the fourth quarter of 2018, compared with a year earlier, while average selling prices fell nearly 7 percent. In Delhi and its suburbs, prices rose about 1 percent, but inventory additions far outstripped price rises.

Among property consultant chairman Anuj Puri, estimates developers today make 10 to 15 percent margins of around 5-23%, down from 25-30% margins — **REUTERS**

Smart, Automated Homes: The Way Forward For Sustainable Living

Today, homeowners 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

© Epsilon Creative | © Jun 2019

Puravankara: Aashir P. Puravankara Managing Director

FY 2019

(Till December 31, 2019)

- SALES VOLUME: 2.5 cr sq ft
- SALES VALUE: Estimated at Rs 1,500 crore
- REVENUE: Results pending
- FFY: Delivered 1000 sq ft

PLAN FOR NEXT 3 YEARS

- By FY20: 1000 sq ft commercial/retail space by 2023
- Three-estate launch
- To consolidate Pure business

In this microcosm are brands where the second generation is carrying forward the family legacy in the hope of making the business into the next while and making it special for the community and owners. Typically 35-45 years old, these brands are present across multiple cities and have a legacy of happy customers. We are talking of the likes of L&L, Lodha, Hiranandani, Parvankara, Brigade, Embassy, SOHGA, Mantri, Prestige, Embassy, Omnis, Yatika, and Hyatt, Ritz-Carlton, for example, the Prestige Legacy in Bengaluru's Old Airport.

"When my sister and I were younger, we didn't know much about the family business. My mother used to be a school teacher and my father was already in real estate by the time I was six, so our conversations about work were completely uninteresting to me," she adds.

Today Parvita has over a decade of rich experience and extensive residential sales and marketing plus the IT departments at Brigade. She holds a bachelor's degree in Economics and Mathematics from the University of Virginia and a Masters in Business Administration in Real Estate and Finance from

Focus on smart & automated homes, sustainable construction, and announcement on strong launch pipeline has helped in strengthening our position as a thought leader in the industry @Puravankara Q1 FY19-20

Awards and achievements

Awards for Puravankara Limited

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

Awards and achievements

Awards for Provident Housing Limited

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

Disclaimer

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

THANK YOU

Puravankara Limited

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