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August 22, 2019

To,  
The BSE Limited,  
Listing Department,  
P.J. Towers, 1<sup>st</sup> Floor,  
Dalal Street, Fort,  
Mumbai - 400 001

Scrip Code: 521149

Dear Sir(s),

**Sub: Compliance under Regulation 47 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations")**

Pursuant to Regulation 47 of the Listing Regulations, please find enclosed copies of Un-audited financial results of the Company (Standalone and Consolidated) for the quarter ended June 30, 2019 published in the following newspapers on August 6, 2019:

- i. Business Line
- ii. Malai Murasu

This is for your information and records.

Yours faithfully,  
For Prime Urban Development India Limited

**Krunal Shah**  
Senior Manager- Legal and Company Secretary  
Encl: As above



**PRIME URBAN**<sup>®</sup>  
DEVELOPMENT INDIA LTD.  
(A PATODIA GROUP COMPANY)

**Registered Office :** 110, Avinashi Road, Gandhinagar P.O., Tirupur - 641 603. (T.N.)  
Ph.: (0) 91-421-4307800 / 4307821. Our Website : [www.ptlonline.com](http://www.ptlonline.com) / [www.primeurban.in](http://www.primeurban.in)  
**GST No : 33AABCP9571D12H PAN NO : AABCP9571D CIN No : L70200 TZ1936 PLC 000001.**  
**Corporate Office :** 106, Mittal Chambers 10th Floor 228, Nariman Point, Mumbai - 400 021.  
Ph.: 022-61645000, **GST No : 27AABCP9571D2Z9**  
**Export Office :** B-41 ,Ground Floor, Cotton Exchange Building, Cotton Green Rly Stn,  
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Tel. No.+91-22-23787608 / 23787600



# For SMEs, funds and marketing are big challenges 4 steps that can help small units go global

'Need to innovate on financials, systems, manpower and invest in human resources'

**OUR BUREAU**  
Coimbatore, August 5  
Though SMEs are considered the growth engines of any economy, including India, the challenges and opportunities the sector faces are far larger than their size—from quality to compliance, manpower to funding, branding to marketing.

"But the biggest challenge for SMEs is growth," was the unanimous note that speakers struck at a panel discussion on 'Tapping into Global Trade - Challenges and Opportunities,' organised by BusinessLine in association with ICICI Bank here last week.

S Soundararajan, Managing Partner, Falcon Toolings, said emphatically that "growth is crucial for SMEs. For this, we have to find the means; the sector will need to innovate

on financials, innovate on systems, quality, manpower and above all invest in human resource personnel.

"All this would be possible only if the owner motivates himself. And that could be the biggest challenge." However, to grow, the sector needs funds and for this, it depends mainly on banks, which according to

Codissia President Ramamurthy, "has never been an easy proposition.

SMEs have enormous potential. But banks apply the same lending norms for both large corporates and small enterprises. This has to change in the present scheme of things. Access to funds is a serious issue. We have sought a separate MSME policy."

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(from left) Suresh Mutyala, Zonal Head, ICICI Bank; Prakash Seshadri, co-founder and CEO, See Change Consulting; R Ramamurthy, President, Codissia; Prabhu Damodharan, Convenor, Indian Texpreneurs Federation; S Soundararajan, Managing Partner, Falcon Toolings; and N Madhavan, Associate Editor, BusinessLine at SME Growth Summit in Coimbatore on Friday. M PERIASAMY

At this juncture, S Prakash, of See Change Consulting, intervened, pointing out that SMEs by and large managed with support from friends and family.

Suresh Mutyala, Deputy General Manager, Elite Trade Relationship Group, ICICI Bank, cited that inefficiencies in SMEs' balance-sheet made access to bank finance difficult for them. "Bank debt is not the only source of finance at present; there are

other options such as venture capital funds, private equity and so on. SMEs should explore all options. A business needs to be nimble, make money by embracing technology, keep financial papers clean and think big."

Prabhu Damodharan, Convenor, Indian Texpreneurs Federation, said: "Financial management is core to any business and so is market intelligence. The enterprise will have to

factor in future disruptions, infuse technology and be open to co-operative competition".

**Marketing challenges**  
As much as funds, marketing also was a challenge for SMEs.

Prakash did not mince words when he said that "it is a non-existent component among MSMEs. The sector is rich technically, but lacks marketing knowledge, has no clear suc-

cession plans or leadership building capability." He felt that there were eight key areas that SMEs should focus on for sustained growth such as converting profit centres into SBUs (strategic business units), looking for low-cost funds, marketing, HR, process, products, succession plan and export value chain.

Stating that his enterprise had benefited immensely from participating in trade fairs, Soundararajan said that "giving the right product and tapping the right market is the key."

Ramamurthy conceded that SMEs were unable to brand their products in the international market due to lack of knowledge and expertise on export procedures. While Codissia is helping SMEs tackle such issues, the IIF Convenor said that the Federation created a market intelligence platform to aid members share data, collaborate and usher a change in their mindset.

The panelists signed off stating that "systems for SMEs should evolve in a better way".

N Madhavan, Associate Editor, BusinessLine, moderated the session.

**OUR BUREAU**  
Coimbatore, August 5  
While going global can be a Herculean task for an SME, it is not unachievable. Even without such disruptions as demonetisation and trade barriers, the journey has never been smooth. Yet, a number of SMEs have managed to go global.

SMEs need to internalise and improve efficiencies, share knowledge without inhibition and, finally, understand the nuances of marketing, according to Srihari Balakrishnan, Managing Director, KG Denim.

"Starting from demonetisation to economic slowdown to the many trade barriers, we have witnessed disruptions, from smooth to multiple cross-flows," he said.

"There is more confusion and knee-jerk reaction to the happenings around us. Do not react to each and every news. Remain calm," he said.



Srihari Balakrishnan, MD, KG Denim THE HINDU

organisation to the next level of growth. "Internalise; look inwards," Balakrishnan said, before pointing out how the appointment of a 'coach' at the spinning and weaving divisions helped improve performance and curb waste. The resultant impact was "fantastic".

"Use of LinkedIn to market our brand gave us professional insights. Then, we did a complete overhaul of our marketing network before joining with our peers to create infrastructure, share knowledge. Marketing is the key," he said adding, "nothing can beat us if we do these four things".

## How online grocery Grofers keeps vendors well-provisioned

**TERAJA SIMHAN**  
Chennai, August 5  
Online grocery retailer Grofers does not just source products from its vendors but also empowers them by providing funds, manpower assistance and R&D—a win-win for both the vendor and the company.

"Working with smaller manufacturers enables the company to acquire new consumers and to sell more with attractive pricing," said Saurabh Kumar, founder, Grofers.

Grofers, which in May raised \$200 million in a funding round led by SoftBank Vision Fund, advances money so that manufacturers can finance purchase of raw material, packaging material, set up R&D units and factories.

"We give revolving credit up



Saurabh Kumar

to ₹5 lakh for eligible manufacturers," Kumar told BusinessLine. Grofers has added value to a number of businesses. A Mumbai-based manufacturer's turnover grew from ₹1.2 lakh to ₹1.2 crore after being associated with Grofers. Another manufacturer from Bengaluru saw its annual business grow four-fold and now sells units over ₹2 crore, he said. Some of the beneficiaries are food processing

units, agri commodity processors, traders and vegetable farmers. "Our aim is to add at least 300 more small manufacturers to make our private label by the end of 2019," he said.

Kapil Oberoi, a Mumbai-based small manufacturer and one of the beneficiaries, said, "In just one year of being associated with Grofers, I have made additional ₹1.5 crore just from Grofers' business. I was also able to give employment to 30-35 people."

Grofers uses technology platform to manage its 5,000 partner-stores and delivers over 25 million products every month. A majority of these products are sold under the company's own brands like Grofers Happy Day and Grofers Happy Home.

Kumar said that Grofers has

been associated with over 250 manufacturers across metros and smaller markets. The company helps small enterprises introduce their products to a wider consumer segment across India. Apart from financial support, the company also provides manpower assistance to help vendors find skilled workers for their factories.

On R&D, Kumar said that the company helps them understand industry trends and what's working in the market currently.

With the increase in the business of small manufacturers, "over 2,500 people have been employed additionally across these 250 manufacturers' factories, and over 100 manufacturing units have been added within a year," said Kumar.

## 'Blaming a PE for the misfortunes of an entrepreneur is misplaced'

**SANGEETHA CHENGAPPA**  
Bengaluru, August 5  
In his letter to the Cafe Coffee Enterprises board and employees, Chairman and Managing Director V G Siddhartha had said that he could not take any more pressure from one of the PE partners forcing him to buy-back shares. In an interview to BusinessLine, PM Devaiah, Partner & Group General Counsel at Everstone Capital Advisors, said blaming one's PE investor is a case of witch hunting. Excerpts:

**At what point in the investment lifecycle does a PE firm start to pressure an entrepreneur to start buying back shares of the company?**  
This bogey of PE investors' pressure is a case of witch hunting by a few entrepreneurs... PE funds have a limited time horizon to return investments to their investors and cannot hold on to a portfolio in perpetuity. As a result, most PE investments will have a mutually agreed 'exit waterfall', that is, a pre-agreed way a PE investor could sell its investment in a time bound manner. Promoter buyback is one among the various such exit mechanisms and entrepreneurs have the freedom not to agree to such terms.

**What is the code of conduct followed by PE firms to recover their investment when a company they have invested in is in the doldrums?**  
Unlike a loan, equity is not recovered but sold. The terms of investment by a PE firm and a recipient company is preceded by protracted due dili-

**Siddhartha's suicide has cast a shadow on the role of PE firms in an entrepreneur's life. What's your take as a PE professional?**  
Regulators, lenders, government and PE investors have emerged as the villains on the block by a unilateral proclamation of the citizens... I think this is unfortunate... The PEs, I am sure, have negotiated

ged and inked the terms of engagement in mutual consultation with advice from their counsels.

gences and negotiations that sometimes run into months/years. When a company is in a bad shape, some are rehabilitated, some undergo restructuring, some PE firms do further rounds of investments where there is potential for growth and also write off investments if the business has genuinely not performed. In some situations, when the bad situation is due to mismanagement or fraud, then the law takes its course.

... in this case... By Siddhartha's own admission in his letter to the board, dated July 27, 2019, his assets outweigh his liabilities. Private Equity is one of the most compliant capital pooling and deployment businesses which bring about global best practices to companies. Intense anti-money laundering compliances, anti-bribery codes, environmental and social practices, etc., are followed by institutional investors.

Siddhartha was a seasoned businessman with best-in-class resources at his disposal. Economic downturn affects everyone. Why should PE firms be blamed for the unintended consequences of his entrepreneurship?

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## Gati Ltd's Q1 net down 64%

**OUR BUREAU**  
Hyderabad, August 5  
Express distribution and supply chain solutions provider Gati Ltd's consolidated net profit decreased to ₹2.03 crore in the first quarter ended June 30, 2019, compared to ₹5.61 crore in the corresponding quarter of previous year.

That is a 64 per cent drop in net while total revenue remained almost flat at ₹460 crore. "The GDP growth in the first quarter has reportedly slowed to a five-year low. Some of our key customer verticals namely automobile, healthcare, e-commerce and telecom, showed a sluggish growth and even a de-growth in the quarter resulting in a direct impact on Gati," said Mahendra Agarwal, founder and CEO, Gati.

## Work starts on ₹9,800-cr expansion of Delhi airport; to be finished mid-2022

**OUR BUREAU**  
New Delhi, August 5  
The Delhi airport will spend ₹9,800 crore for capex till June 2022 including building the fourth runway, expanding parking stands for aircraft to 82 from the current 55 and increasing the airport's handling capacity to 140 million passengers annually.

"We have already gone into international bonds," I Prabhakara Rao, Deputy Managing Director, GMR Group, said at a press conference here on Monday when asked about the source of funds.

At the moment, it is not clear as to how the airport,

which is the busiest in the country, will recover the money. Rao declined to get into the details saying just that "the funding was clear". Earlier, the airport had imposed an arrival and departure tax on passengers to recover its investments.

The Delhi airport is run by the Delhi International Airport Ltd (DIAL), which is a consortium of the GMR Group, the Airports Authority of India and Franport. The consortium has the mandate to finance, design, build, operate and maintain the airport for 30 years with an option to extend it by a further 30 years.

In the proposed new plan,

the entire T1 apron will be demolished and a new and expanded structure constructed to provide for 82 aircraft stands. The progressive completion of the T1 apron will be from July 2020 to June 2022. Besides, the arrival and departure terminal in T1 will be integrated under one roof.

Plans are also afoot to build a flyover at the aerocity metro station junction to reduce the travel time between Terminal 1 and Terminal 3.

L&T has been entrusted with the entire EPC work in the latest phase of development and work has already started.

HINDUSTAN OIL EXPLORATION COMPANY LIMITED									
Registered Office: 'HOEC House', Tandalja Road, Off Old Padra Road, Vadodra-390 020. Website: www.hoec.com Email: hoecshare@hoec.com CIN: L11100GJ1996PLC029880									
Extract of Standalone and Consolidated Financial Results (Unaudited) for the Quarter ended June 30, 2019									
S. No.	Particulars	Standalone				Consolidated			
		Quarter Ended 30-06-2019	Quarter Ended 31-03-2019	Quarter Ended 30-06-2018	Year Ended 31-03-2019	Quarter Ended 30-06-2019	Quarter Ended 31-03-2019	Quarter Ended 30-06-2018	Year Ended 31-03-2019
		Unaudited	Audited	Unaudited	Audited	Unaudited	Unaudited	Unaudited	Audited
1	Total Income from Operations	4,935.27	7,141.64	3,506.08	23,689.41	5,666.92	7,734.68	4,234.51	26,514.07
2	Net Profit for the period before tax and exceptional items	3,077.62	4,796.18	2,196.24	14,758.75	3,339.13	4,905.31	2,324.52	15,424.64
3	Net Profit for the period before tax after exceptional items	3,077.62	4,796.18	2,426.93	14,989.44	3,339.13	4,936.78	2,555.21	15,686.80
4	Net Profit for the period after tax after exceptional items	3,077.62	4,796.18	2,333.95	14,896.46	3,266.17	4,932.76	2,549.21	15,674.31
5	Total Comprehensive Income for the period (Comprising Profit for the period (after tax) and Other Comprehensive Income (after tax))	3,073.58	4,792.07	2,329.93	14,880.29				



3 முறை திட்ட மதிப்பீடு யாரிக்கப்பட்டு அரசின் கவனத்திற்கு அனுப்பி வைத்த பிறகும் திட்டம் நடைமுறைக்கு வரவில்லை. இத் திட்டம் நிறைவேற்றப்பட்டால்

மாவட்ட நிர்வாகம் உடனடியாக திட்டத்தை நிறைவேற்ற நடவடிக்கை எடுக்கவேண்டும். இவ்வாறு அவர்கள் கூறினர்.

மேற்படி நிதிமன்றத்தில் மேற்படி பிரதிவாதியாகிய தாங்கள் ஆஜராகி தங்களது ஆட்சேபணையை தெரிவிக்காவிடில் ஒருதலைப்பட்ச தீர்ப்பாகும் என்பதை அறியவும்.  
R.வெங்கடேசன், B.Sc., B.L., வழக்கறிஞர், கோவை

மேற்படி நிதிமன்றத்தில் மேற்படி பிரதிவாதியாகிய தாங்கள் ஆஜராகி தங்களது ஆட்சேபணையை தெரிவிக்காவிடில் ஒருதலைப்பட்ச தீர்ப்பாகும் என்பதை அறியவும்.  
R.வெங்கடேசன், B.Sc., B.L., வழக்கறிஞர், கோவை

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S.செல்வந்திரை வழக்கறிஞர், கோவை.

**பிரைம் அர்பன் டெவலப்மென்ட் இந்தியா லிமிடெட்**

CIN: L70200TZ1936PLC000001

பதிவு அலுவலகம்: கதவு நெ.83, பிளாட் எண். 4, 3வது தளம், பெட்ரோல் பங்க் அருகில், அவினாசி ரோடு, ஆஷர் நகர், திருப்பூர் - 641 603, தமிழ்நாடு, இந்தியா  
E-mail: companysecretary@ptonline.com, Web: www.ptonline.com, Ph: 0421-4242061

30.06.2019 அன்று முடிவடைந்த காலாண்டிற்கான தனித்த மற்றும் ஒருங்கிணைந்த தணிக்கை செய்யப்படாத நிதி முடிவுகளின் சுருக்கம்

(ஒரு பங்கின் வருமானம் தவிர மற்ற தொகைகள் யாவும் ₹ இலட்சங்களில்)

வ. எண்	விபரங்கள்	Standalone Results				Consolidated Results			
		காலாண்டு முடிவு 30.06.2019 Unaudited	காலாண்டு முடிவு 31.03.2019 Audited	தொடர்புடைய காலாண்டு முடிவு 30.06.2018 Unaudited	இறுதியாண்டு முடிவு 31.03.2019 Audited	காலாண்டு முடிவு 30.06.2019 Unaudited	காலாண்டு முடிவு 30.03.2019 Audited	தொடர்புடைய காலாண்டு முடிவு 30.06.2018 Unaudited	இறுதியாண்டு முடிவு 31.03.2019 Audited
1	செயல்பாடுகளின் மூலம் நிகர் வருமானம் மற்றும் இதர வருமானம்	2,409.09	3,807.20	3,490.29	15,358.46	2,117.71	3,840.77	3,490.59	15,354.36
2	வரிக்கு முன்பு உள்ள நிகர லாபம் / (நஷ்டம்) (மற்ற அளவுகளை செலவினங்களுக்கு முன்)	(117.37)	40.02	111.29	(252.04)	(122.18)	43.83	106.74	(274.76)
3	வரிக்கு முன்பு உள்ள நிகர லாபம் / (நஷ்டம்) (மற்ற அளவுகளை செலவினங்களுக்கு பின்)	(117.37)	40.02	111.29	(252.04)	(122.18)	43.83	106.74	(274.76)
4	வரிக்கு பின்பு உள்ள நிகர லாபம் / (நஷ்டம்) (அளவுகளை செலவினங்களுக்கு பின்)	(117.37)	32.46	71.89	(278.46)	(122.18)	36.27	67.34	(302.84)
5	இக்காலத்திற்கான மொத்த விரிவான வருமானம் (இக்காலத்திற்கான வரிக்கு பின் நிகர லாபம் மற்றும் வரிக்கு பிந்தைய ஓரையை விரிவா வருமானமும் உள்ளிடாது)	(117.18)	43.63	71.70	(267.85)	(121.99)	47.44	67.15	(292.23)
6	செலுத்தப்பட்ட, சக்விட்டி பங்குத்தொகை (ஒரு பங்கிற்கு ரூ.2/- முக மதிப்பு)	532.87	532.87	532.87	532.87	532.87	532.87	532.87	532.87
7	ரிசர்வுகள் (மறுமதிப்பீடு ரிசர்வுகள் நீங்கலாக) கடந்த ஆண்டு நிதிநிலை அறிக்கையில் உள்ளது போன்ற	....	....	....	913.10	....	....	....	544.63
8	ஒரு பங்கின் வருவாய் (Face Value of Rs.2/- each) not annualised								
	அ. ஒரு பங்கிற்கான வருவாய் அளவுகளை அடிப்படங்களுக்கு முன்பாக	(0.44)	0.12	0.27	(1.05)	(0.46)	0.14	0.25	(1.14)
	ஆ. ஒரு பங்கிற்கான வருவாய் அளவுகளை அடிப்படங்களுக்கு பின்பாக	(0.44)	0.12	0.27	(1.05)	(0.46)	0.14	0.25	(1.14)

- குறிப்பு:
- தணிக்கை செய்யப்படாத தனித்த மற்றும் ஒருங்கிணைந்த நிதி முடிவுகள் இந்தியன் கணக்கியல் தரநிலைகளில் (Ind An 34) நிறுவனங்கள் சட்டம் 2013-ன் விதிகள் பொருந்தக்கூடிய மற்றும் SEBI (Listing Obligation and Disclosure Requirements) விதிமுறைகள் 2015இன் பத்திரங்கள் மற்றும் வழிகாட்டுதல்களால் வழங்கப்பட்ட அங்கீகாரம் மற்றும் அளவீடுகளுக்கு ஏற்ப தயாரிக்கப்பட்டுள்ளன.
  - மேலே குறிப்பிட்டுள்ள தணிக்கை செய்யப்படாத காலாண்டு நிதிநிலை முடிவுகள் விரிவாடப்படாத வடிவத்தில் ஒரு பிரிவாகும். பங்குகளின் பரிமாற்றத்தில் நிதிநிலை முடிவுகள் Stock Exchange under Regulations 33 of SEBI (Listing and other Disclosure Requirements) Regulations, 2015-ன் பங்கு பரிவர்த்தனை மூலம் சமர்ப்பிக்கப்பட்டுள்ளது. மேற்குறிப்பிட்ட விரிவான காலாண்டிற்கான தணிக்கை முடிவுகள் Stock Exchange website (www.bseindia.com) மற்றும் Company's website (www.ptonline.com) என்ற இணைய தளத்திலும் பரக்கணம்.
  - மேலே குறிப்பிடப்பட்டுள்ள முடிவுகளை தணிக்கை குழு மதிப்பாய்வு செய்து 2019ம் ஆண்டு ஆகஸ்ட் 5ம் தேதி நடைபெற்ற கூட்டத்தில் இயக்குனர் குழுவின் அங்கீகரிக்கப்பட்டது. இந்த முடிவானது சட்டப்பூர்வ தணிக்கையாளர்களால் வரையறுக்கப்பட்ட மதிப்பாய்வு.
  - இந்திய வணம் ரியாலிட்டி வர்த்தகம் மற்றும் ரூல் வர்த்தக வணிகம் ஆகியவற்றில் ஈடுபட்டுள்ளது மற்றும் கிரெண்டு அறிக்கையிடப்படும் பிரிவுகளில் i.e and AS 108வது விதிப்படி ரியாலிட்டி அண்ட் டெக்ஸ்டைல் பெயரில் உள்ளது.
  - SEBI (Listing Obligation and Disclosure Requirements) விதிமுறைகள் 2015இன் ஒழுங்குமுறை 33-ன் படி, திருத்தப்பட்ட நிறுவனம் 2019 ஜூன் 30 ஆம் தேதியுடன் முடிவடைந்த தற்போதைய காலாண்டில் இருந்து ஒருங்கிணைந்த காலாண்டு முடிவுகளை வெளியிட்டுள்ளது.
  - தொடர்புடைய முந்தைய கால்கள்/ஆண்டுகள் புள்ளிவிவரங்கள் ஒப்பித்தக்க வகையில், தேவையான இடங்களில் மீண்டும் தொகுக்கப்பட்டன/மறுவகைப்படுத்தப்பட்டுள்ளன. மாார் 31, 2019 உடன் முடிவடைந்த காலாண்டின் புள்ளி விவரங்கள் முழு நிதியாண்டு மற்றும் வெளியிடப்பட்ட ஆண்டு முதல் தணிக்கை செய்யப்பட்ட புள்ளிவிவரங்களுக்கிடையிலான சமநிலை புள்ளிவிவரங்கள், தற்போதுள்ள நிதியாண்டிற்கான மூன்றாம் காலாண்டு வரையிலான புள்ளிவிவரங்கள் சட்டரீதியான தணிக்கையாளர்களால் வரையறுக்கப்பட்ட மதிப்பாய்வுக்கு உட்படுத்தப்பட்டுள்ளன.

(For and on behalf of the Board)  
புருஷோத்தம் தாஸ் பட்டாச்சார்யா  
தலைவர் மற்றும் நிர்வாக இயக்குனர்  
DIN 00032088

கி.பி: திருப்பூர்  
தேதி: 05.08.2019