

November 13, 2020

<b>The General Manager – DCS,</b> Listing Operations-Corporate Services Dept. BSE Ltd. 1 <sup>st</sup> Floor, New Trading Ring, Rotunda Building, 'P J. Towers, Dalal Street, Fort, <b>Mumbai</b> <b>400 001.</b>  <a href="mailto:corp.relations@bseindia.com">corp.relations@bseindia.com</a> <b>Stock Code: 532891</b>	<b>The Manager,</b> Listing Department, National Stock Exchange of India Ltd., Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (E), <b>Mumbai</b>  <a href="mailto:cc_nse@nse.co.in">cc_nse@nse.co.in</a> <b>Stock Code: PURVA</b>
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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 and half year ended September 30, 2020 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

## **PURAVANKARA LIMITED**



RAVENSTONE

EDEN

PURAVANKARA

Investor Presentation Q2 FY21

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# Company Overview



**PURVA**  
**SMILING**  
**WILLOWS**  
At The Sound Of Water

# Company Overview – 2 Iconic Brands in Real Estate

- Leading real estate enterprise providing diversified premium and affordable residential housing and commercial spaces
- Over 4 decades of domain expertise, completed 71 projects measuring over 40.92msft
- Diversified across markets, brands and development stages
- Land Bank at 64.28msft and ongoing projects at 23.77msft

## PURAVANKARA®

Puravankara

Luxury residential housing and commercial solutions

Focus on superlative and contemporary lifestyle

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

Land assets – 54.05msft (Developable area) and saleable area (economic interest) of 45.25msft

## PROVIDENT®

Provident

Premium affordable housing

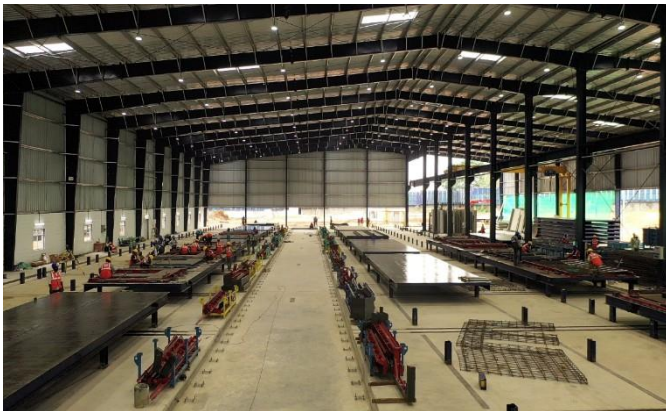
Focus on aspirational and first time home buyer seeking value homes

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

Land assets – 10.23msft (Developable area) and saleable area (economic interest) of 5.51msft

# World Class Technology

- Starworth Infrastructure and Construction Limited – wholly owned subsidiary focussed on technology enabled construction solutions
  - Build-Design, Civil and MEP Capabilities for a wide variety of real estate and infrastructure projects
  - 100% precast solutions –construction speed, one stop shop and best in class quality standards
  - Large order book of Rs 673 cr, growing third party clients
  - We have our own pre cast factory, fully operational, at Bangalore
  - Pre-cast solutions help address key challenges on quality, reliability, cost and timelines

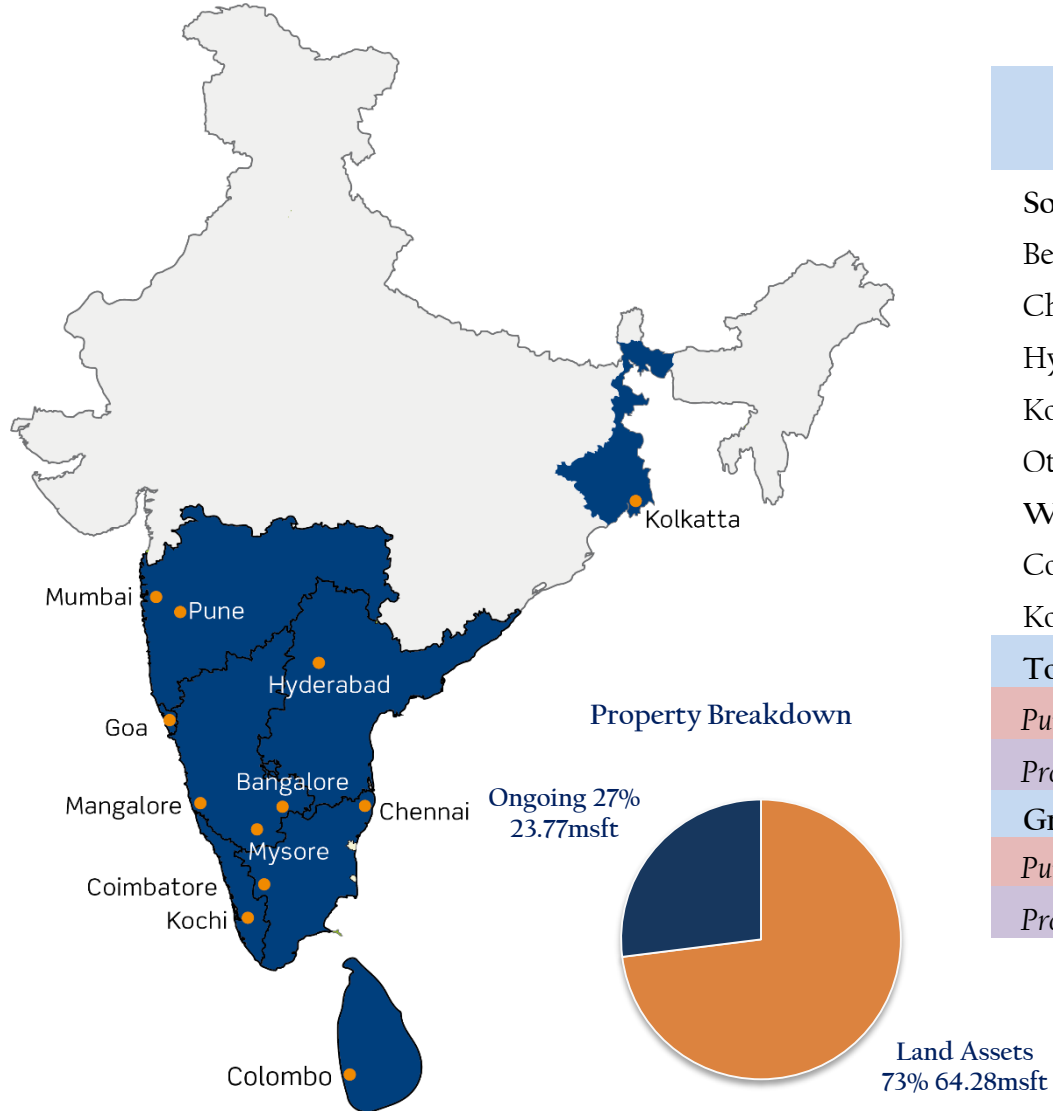


# Development Bank



PROVIDENT®  
PARK  
SQUARE

# Diversified across markets, brands and stages of development



*in million sq. ft.*

	Completed	Ongoing (A)	Land Assets (B)	Total (A)+(B)
<b>South India</b>				
Bengaluru	29.95	12.23	39.22	51.45
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
<b>West India</b>				
Colombo	-	-	4.23	4.23
Kolkata	0.70	-	-	-
<b>Total</b>	<b>40.92</b>	<b>23.77</b>	<b>64.28</b>	<b>88.05</b>
<i>Puravankara*</i>	30.70	12.63	54.05	66.68
<i>Provident</i>	10.22	11.14	10.23	21.37
<b>Group's economic interest</b>	<b>35.83</b>	<b>19.60</b>	<b>50.76</b>	<b>70.36</b>
<i>Puravankara*</i>	26.17	9.89	45.25	55.14
<i>Provident</i>	9.66	9.71	5.51	15.22

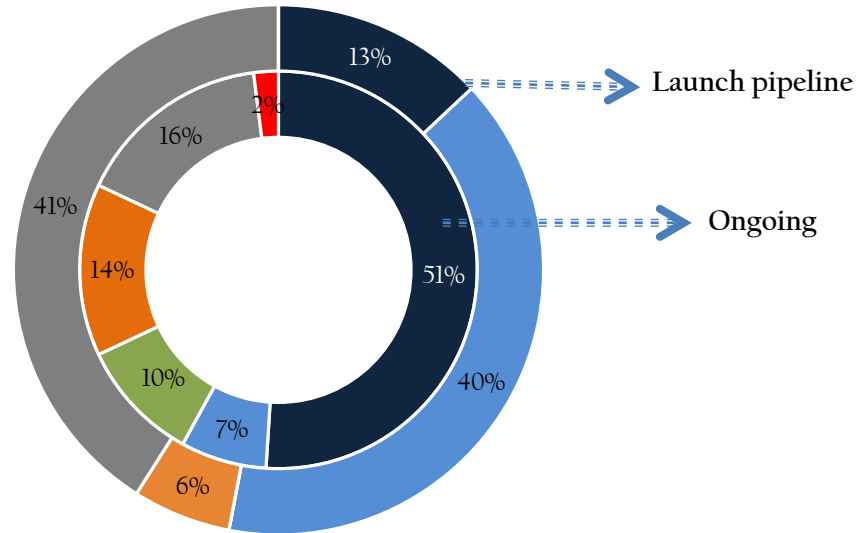
Note: 1.\* Includes JVs and other subsidiaries

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



# Ongoing and New Launches

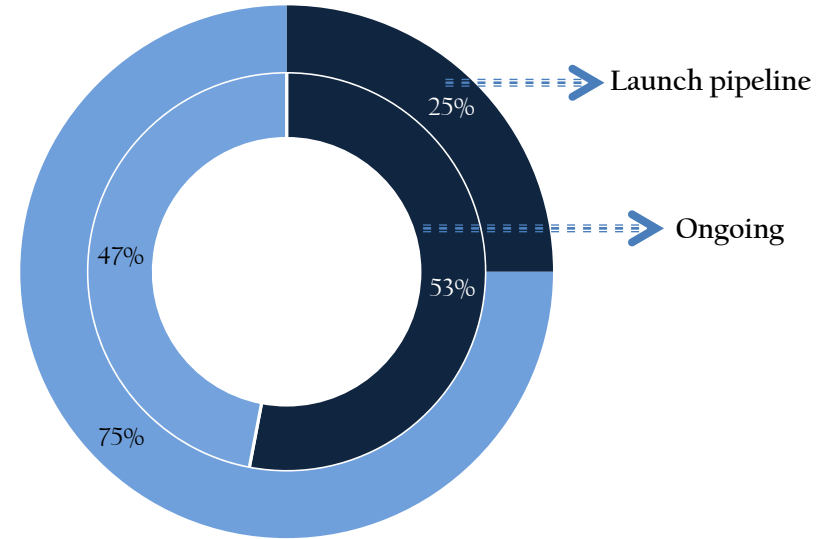
Non-Bengaluru projects now account for 49% of the share of ongoing and 87% of launch pipeline



- Bengaluru      ■ Chennai      ■ Hyderabad
- Cochin        ■ West India    ■ Others

in msft	Ongoing*	Launch pipeline
Bengaluru	12.23	1.24
Chennai	1.64	3.81
Hyderabad	2.35	0.00
Cochin	3.43	0.54
West India	3.70	3.84
Others	0.42	0.00
<b>Total</b>	<b>23.77</b>	<b>9.43</b>

Provident accounts for 75% of the launch pipeline; in line with the market trends and the Group's strategy



- Puravankara   ■ Provident

in msft	Ongoing*	Launch pipeline
Puravankara	12.63	2.36
Provident	11.14	7.07
<b>Total</b>	<b>23.77</b>	<b>9.43</b>

Note: 1. Based on Developable Area in msft  
 2. \* Ongoing projects includes 9.68 million sqft of area not open for sale.

# Operational Overview – Area and sales



# Project Delivery

<i>(numbers in million sq. ft.)</i>	<i>in million sq. ft.</i>				
	FY17	FY18	FY19	FY20	H1FY21
Opening Area	23.64	24.92	20.82	23.08	22.93
Add: Launches/Revisions during the period <sup>1</sup>	4.77	1.96	3.95	2.29	0.84
Less: Completed during the period <sup>2</sup>	-3.49	-6.06	-1.69	-2.44	-
Closing Area	24.92	20.82	23.08	22.93	23.77

## Some of our Completed Projects



Purva Westend



Purva Windermere



Provident Tree



Purva Season

Notes:

1. Revisions represent corrections on account of errors / round off
2. Represents area completed based on receipt of Occupancy Certificate or such other equivalent permission
3. \* Includes 9.68 million sqft of area not open for sale

# Sales Q2FY21 Vs Q2FY20

<i>Based on Bookings</i>										<i>Quarter Ended</i>		
	<i>Area Sold</i>			<i>Units Sold</i>			<i>Sale Value</i>			<i>Sale Realization</i>		
	<i>Sep-20 msft</i>	<i>Sep-19 msft</i>	<i>%</i>	<i>Sep-20 Nos.</i>	<i>Sep-19 Nos.</i>	<i>%</i>	<i>Sep-20 Rs.in crs</i>	<i>Sep-19 Rs.in crs</i>	<i>%</i>	<i>Sep-20 Rs.psft</i>	<i>Sep-19 Rs.psft</i>	<i>%</i>
Puravankara	0.51	0.43	19%	315	329	-4%	337	296	14%	6,609	6,877	
Completed Projects	0.28	0.29	-3%	203	238	-15%	148	178	-17%	5,278	6,128	-14%
Ongoing Projects	0.23	0.14	64%	112	91	23%	189	118	60%	8,230	8,431	-2%
Provident	0.33	0.28	18%	310	288	8%	158	143	10%	4,798	5,123	
Completed Projects	0.08	0.14	-43%	72	132	-45%	27	56	-52%	3,333	3,972	-16%
Ongoing Projects	0.25	0.14	79%	238	156	53%	132	88	50%	5,267	6,275	-16%
<b>Total Gross</b>	<b>0.84</b>	<b>0.71</b>	<b>18%</b>	<b>625</b>	<b>617</b>	<b>1%</b>	<b>495</b>	<b>439</b>	<b>13%</b>	<b>5,898</b>	<b>6,186</b>	

- Group's gross sales include economic interest attributable to Land owners under revenue share arrangement – which was 0.07 msft during Q2FY21, and 0.06 msft during Q2FY20
- The sales in ongoing projects witnessed significant jump of ~ 71% by volume in sales owing to launch of new projects i.e. Purva Atmosphere and Provident Woodfield.

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

# Sales H1FY21 Vs H1FY20

<i>Based on Bookings</i>										<i>Half Year Ended</i>		
	Area Sold			Units Sold			Sale Value			Sale Realization		
	Sep-20 msft	Sep-19 msft	%	Sep-20 Nos.	Sep-19 Nos.	%	Sep-20 Rs.in crs	Sep-19 Rs.in crs	%	Sep-20 Rs.psft	Sep-19 Rs.psft	%
<b>Puravankara</b>	<b>0.92</b>	<b>0.95</b>	<b>-3%</b>	<b>594</b>	<b>682</b>	<b>-13%</b>	<b>614</b>	<b>645</b>	<b>-5%</b>	<b>6,669</b>	<b>6,793</b>	
Completed Projects	0.47	0.60	-22%	345	459	-25%	252	358	-30%	5,370	5,974	-10%
Ongoing Projects	0.45	0.35	29%	249	223	12%	361	287	26%	8,025	8,196	-2%
<b>Provident</b>	<b>0.61</b>	<b>0.56</b>	<b>9%</b>	<b>567</b>	<b>573</b>	<b>-1%</b>	<b>280</b>	<b>287</b>	<b>-2%</b>	<b>4,587</b>	<b>5,120</b>	
Completed Projects	0.16	0.27	-41%	152	260	-42%	58	109	-46%	3,643	4,028	-10%
Ongoing Projects	0.45	0.29	55%	415	313	33%	222	178	24%	4,922	6,136	-20%
<b>Total Gross</b>	<b>1.53</b>	<b>1.51</b>	<b>1%</b>	<b>1,161</b>	<b>1,255</b>	<b>-7%</b>	<b>893</b>	<b>932</b>	<b>-4%</b>	<b>5,839</b>	<b>6,172</b>	

- Group's gross sales include economic interest attributable to Land owners under revenue share arrangement – which was 0.11 msft during H1FY21, and 0.15 msft during H1FY20
- The sales in ongoing projects witnessed significant jump of ~ 41% by volume in sales owing to launch of new projects i.e. Purva Atmosphere, Purva Aspire and Provident Woodfield.

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

# Sales Q2FY21 Vs Q1FY21

<i>Based on Bookings</i>										<i>Quarter Ended</i>		
	<i>Area Sold</i>			<i>Units Sold</i>			<i>Sale Value</i>			<i>Sale Realization</i>		
	<i>Sep-20 msft</i>	<i>Jun-20 msft</i>	<i>%</i>	<i>Sep-20 Nos.</i>	<i>Jun-20 Nos.</i>	<i>%</i>	<i>Sep-20 Rs.in crs</i>	<i>Jun-20 Rs.in crs</i>	<i>%</i>	<i>Sep-20 Rs.psft</i>	<i>Jun-20 Rs.psft</i>	<i>%</i>
Puravankara	0.51	0.41	24%	315	279	13%	337	276	22%	6,609	6,743	
Completed Projects	0.28	0.19	47%	203	142	43%	148	105	41%	5,278	5,506	-4%
Ongoing Projects	0.23	0.22	5%	112	137	-18%	189	172	10%	8,230	7,811	5%
Provident	0.33	0.28	18%	310	257	21%	158	121	30%	4,798	4,337	
Completed Projects	0.08	0.08	0%	72	80	-10%	27	32	-16%	3,333	3,953	-16%
Ongoing Projects	0.25	0.20	25%	238	177	34%	132	90	47%	5,267	4,491	17%
<b>Total Gross</b>	<b>0.84</b>	<b>0.69</b>	<b>22%</b>	<b>625</b>	<b>536</b>	<b>17%</b>	<b>495</b>	<b>398</b>	<b>25%</b>	<b>5,898</b>	<b>5,767</b>	

- Group's gross sales include economic interest attributable to Land owners under revenue share arrangement – which was 0.07 msft during Q2FY21, and 0.03 msft during Q1FY21
- With the revival of economy from the impact of COID 19 pandemic, we are seeing an uptick in sales

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

# Launch Pipeline – sizeable Provident, opportunistic Puravankara

Sr. no	Location/ Project Name	City	Development Model	Development Type	Developable Area	PPL Share in JD	Saleable area (msft)	Expected launch date
<b>Puravankara</b>								
1	Lalbagh (Purva Orient Grand)	Bengaluru	Joint Development	Residential	0.21	55%	0.12	Q4 FY21
2	Chembur (Purva Estella)	Mumbai	Owned	Residential	0.35	100%	0.35	Q3/Q4 FY 21
3	Purva Emerald Bay*	Pune	Joint Development	Residential	0.77	100%	0.77	Launched in Q3FY21
4	Purva Promenade*	Bengaluru	Joint Development	Residential	0.20	70%	0.14	Q4 FY 21
5	Purva Park Hill*	Bengaluru	Owned	Residential	0.83	100%	0.83	Q4 FY 21
					<b>Total</b>		<b>2.36</b>	<b>2.21</b>
<b>Provident</b>								
1	Edapally (Provident Winworth)	Cochin	Owned	Residential	0.54	100%	0.54	Q4 FY21
2	Thane (Provident Palmvista)	Mumbai	Joint Development	Residential	1.63	64%	1.04	Q4 FY21
3	Kondwa (Provident Kenvista)	Pune	Joint Development	Residential	1.09	69%	0.75	Q1 FY22
4	Thirumazhsai (Provident Amaya)	Chennai	Joint Venture	Residential	3.81	25%	0.95	Q4 FY21/Q1 FY22
					<b>Total</b>		<b>7.07</b>	<b>3.28</b>
					<b>Grand Total</b>		<b>9.43</b>	<b>5.49</b>

## 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

\*New phases on existing projects which were not open for sale

# Update on financials



PURVA  
**Silversands**



# Income Statement for Quarter Ended 30<sup>th</sup> September 2020

All numbers in INR Cr

Particulars	Q2FY21 Un Audited	Q1FY21 Un Audited	Q2FY20 Un Audited
<b>Income from operations</b>			
Revenue from projects	211.82	182.35	611.81
Other Income	8.25	8.18	12.00
<b>Total Income from operations</b>	<b>220.07</b>	<b>190.53</b>	<b>623.81</b>
<b>Expenses</b>			
Sub-contractor cost	63.69	46.72	69.23
Cost of raw materials and components consumed	13.51	4.93	20.59
Land purchase cost	78.55	64.23	6.65
(increase)/decrease in inventories of stock of flats, land cost and work-in-progress	-80.41	-51.20	307.04
Employee benefit expense	24.52	28.21	34.89
Finance expense	87.86	83.92	83.57
Depreciation and amortization expense	5.29	5.19	5.50
Other expenses	39.65	30.60	52.81
<b>Total expenses</b>	<b>232.66</b>	<b>212.60</b>	<b>580.28</b>
<b>Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)</b>	<b>-12.59</b>	<b>-22.07</b>	<b>43.53</b>
Share of profit/(loss) of associates and joint ventures, net	-0.88	-0.78	-0.98
<b>Profit before tax</b>	<b>-13.47</b>	<b>-22.85</b>	<b>42.55</b>
Tax expense	-3.66	-5.92	15.05
<b>Net Profit for the period</b>	<b>-9.81</b>	<b>-16.93</b>	<b>27.50</b>
Other Comprehensive Income/(Loss) (net of tax expense)	0.01	0.19	-0.12
<b>Total Comprehensive Income/(Loss) for the period</b>	<b>-9.80</b>	<b>-16.74</b>	<b>27.38</b>

# Income Statement for the Half Year ended 30 September 2020

All numbers in INR Cr

Particulars	HIFY21 Un Audited	HIFY20 Un Audited
Income from operations		
Revenue from projects	394.17	1,241.86
Other Income	16.43	27.50
<b>Total Income from operations</b>	<b>410.60</b>	<b>1,269.36</b>
Expenses		
Sub-contractor cost	110.41	195.79
Cost of raw materials and components consumed	18.44	34.31
Land purchase cost	142.78	81.88
(increase)/decrease in inventories of stock of flats, land cost and work-in-progress	-131.61	474.02
Employee benefit expense	52.73	70.57
Finance expense	171.78	172.79
Depreciation and amortization expense	10.48	10.74
Other expenses	70.25	120.20
<b>Total expenses</b>	<b>445.26</b>	<b>1,160.31</b>
<b>Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)</b>	<b>-34.66</b>	<b>109.05</b>
Share of profit/(loss) of associates and joint ventures, net	-1.66	-1.65
<b>Profit before tax</b>	<b>-36.32</b>	<b>107.40</b>
Tax expense	-9.58	35.50
<b>Net Profit for the period</b>	<b>-26.74</b>	<b>71.90</b>
Other Comprehensive Income/(Loss) (net of tax expense)	0.20	-1.28
<b>Total Comprehensive Income/(Loss) for the period</b>	<b>-26.54</b>	<b>70.62</b>

# Consolidated Balance Sheet as at 30 September 2020

All numbers in INR Cr

Equity and Liabilities	September 2020	March 2020	Assets	September 2020	March 2020
	Un Audited	Audited		Un Audited	Audited
<b>Shareholders' Funds</b>			<b>Non-Current Assets</b>		
Equity Share Capital	119	119	(a) Property, plant and equipment	76	85
Other Equity	1,770	1,796	(b) Capital work-in-progress	0	0
	1,889	1,915	(c) Investment properties	34	34
			(d) Intangible assets	12	12
<b>Liabilities</b>			(e) Financial assets		
<b>Non-current liabilities</b>			(i) Investments	131	133
(a) Financial liabilities			(ii) Loans	330	328
(i) Borrowings	98	120	(iii) Other financial assets	38	38
(ii) Other financial liabilities	30	54	(f) Deferred tax liabilities (net)	254	252
(b) Provisions	8	10	(g) Assets for current tax (net)	49	64
(c) Deferred tax liabilities (net)	13	8	(h) Other non-current assets	157	158
	150	192		1,080	1,104
<b>Current liabilities</b>			<b>Current Assets</b>		
(a) Financial liabilities			(a) Inventories	6,206	6,078
(i) Borrowings	956	932	(b) Financial assets		
(ii) Trade payables	474	538	(i) Trade receivables	259	299
(iii) Other financial liabilities	1,815	1,663	(ii) Cash and cash equivalents	135	106
(b) Other current liabilities	2,833	2,834	(iii) Bank balances other than (ii) above	3	1
(c) Provisions	8	5	(iv) Loans	83	80
(d) Current tax liabilities (net)	0	0	(v) Other financial assets	46	45
	6,087	5,972	(c) Other current assets	312	366
				7,045	6,975
<b>Total</b>	<b>8,126</b>	<b>8,079</b>	<b>Total</b>	<b>8,126</b>	<b>8,079</b>

# Cash Flow

All numbers in INR Cr

Cash Flow Statement		Q1 FY 21	Q2 FY 21	H1FY21
A	Operating Inflows	187.8	285.2	473.0
B	Operating Outflows	(151.5)	(183.9)	(335.4)
C=A-B	Operating Surplus	36.4	101.2	137.6
	Less			
	Interest Cost( Net )	(15.0)	(52.6)	(67.6)
	Tax Paid	(4.1)	(6.2)	(10.2)
D	Operating Surplus after tax and interest	17.3	42.4	59.8
	<b>Investment Activity</b>			
	Land Payments including advances & deposits	(0.2)	(78.4)	(78.6)
	Purchase of Fixed Assets	(0.1)	(0.2)	(0.2)
	Other Assets & Investments	0.0	(0.0)	(0.0)
E	Total from Investing Activity	(0.3)	(78.5)	(78.8)
	<b>Financing Activity</b>			
	Loan Drawal/(Repayments)	4.3	46.2	50.5
	Loan to Associates/Subsidiaries- Inflow/(Repayment)	(0.0)	0.0	(0.0)
	Dividend including DDT	0.0	0.0	0.0
F	Total from Financing Activity	4.3	46.2	50.5
G=D+E+F	Net Operating Surplus	21.3	10.1	31.4
	Opening Cash and Bank Balances	144.6	165.9	144.6
	Closing Cash and Bank Balances	165.9	176.0	176.0

# Projected Cash Flow : Visibility from ongoing open for sale units

All numbers in INR Cr

		Puravankara	Provident	Total
Balance collections from sold units <sup>1</sup>	(A)	912	1,217	2,129
Value of Inventory open for sale <sup>2</sup>	(B)	3,112	1,943	5,055
Balance cost to go <sup>3</sup>	(C)	1,390	1,369	2,760
Surplus (A) + (B) – (C)	(D)	2,633	1,791	4,424
Surplus from Inventory not open for sale (F)-(G+H)	(E)	1,547	450	1,997
Value of Inventory not open for sale	(F)	3,108	1,179	4,287
Balance cost to complete	(G)	1,461	629	2,090
Contingencies <sup>4</sup>	(H)	100	100	200
<b>Total Estimated Surplus (D + E)</b>		<b>4,180</b>	<b>2,241</b>	<b>6,421</b>

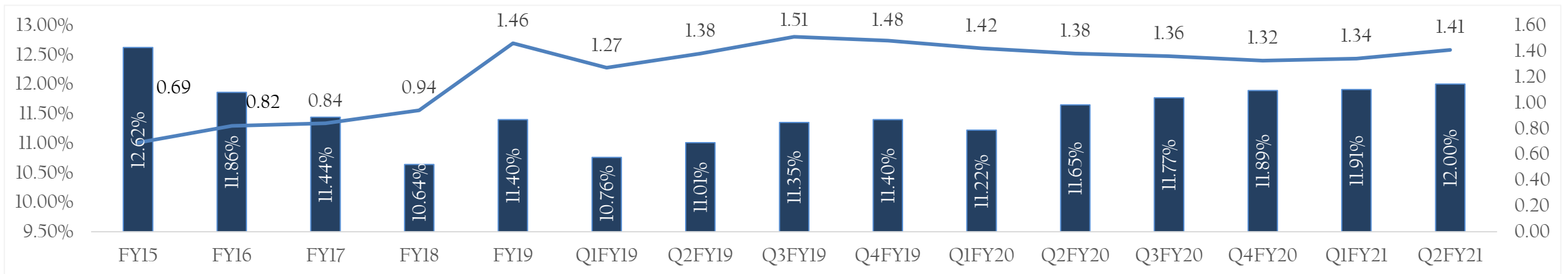
Note:

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

# Debt Profile

<i>in Rs. Cr</i>	Q2FY21	Q1FY21	Q4FY20	Q3FY20	Q2FY20	Q1FY20	Q4FY19	Q3FY19
Opening Balance	2,680	2,681	2741	2,827	2,889	2,921	2,902	2,642
Net Addition (Repayment)	154	-1	-61	-86	-62	-32	19	260
<b>Debt Outstanding</b>	<b>2,834</b>	<b>2,680</b>	<b>2681</b>	<b>2,741</b>	<b>2,827</b>	<b>2,889</b>	<b>2,921</b>	<b>2,902</b>
Less: Cash and Cash Equivalents	176	131	145	151	213	190	178	153
<b>Net debt</b>	<b>2,658</b>	<b>2,549</b>	<b>2,536</b>	<b>2,590</b>	<b>2,614</b>	<b>2,699</b>	<b>2,743</b>	<b>2,749</b>
Cost of Debt	12.00%	11.91%	11.89%	11.77%	11.65%	11.22%	11.40%	11.35%
Net Worth	1,887	1,901	1,914	1,911	1,895	1,895	1,857	1,818
<b>Net Debt / Equity Ratio</b>	<b>1.41</b>	<b>1.34</b>	<b>1.32</b>	<b>1.36</b>	<b>1.38</b>	<b>1.42</b>	<b>1.48</b>	<b>1.51</b>

Weighted Average Cost of Debt & Net Debt / Equity Ratio



## Appendix 1 : Project Status

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# Appendix 1 – Project Status





# Project Status – Completed Projects as on September 30, 2020

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	%
<b>COMPLETED</b>														
<b>Puravankara</b>														
1	Bluemont	Trichy Road, Coimbatore	0.81	486	100%	0.81	486	0.81	474	0.79	97%	12	0.02	3%
2	Coronation Square	Kotnur, Bengaluru	0.14	48	71%	0.10	34	0.10	23	0.05	51%	11	0.05	49%
3	Grandbay	Marine Drive, Kochi	0.51	265	100%	0.51	265	0.51	249	0.48	94%	16	0.03	6%
4	Highlands	Mallasandra, Bengaluru	1.34	848	100%	1.34	848	1.34	817	1.28	96%	31	0.06	4%
5	Palm Beach	Marine Drive, Kochi	1.73	1,325	70%	1.22	933	1.22	852	1.11	91%	82	0.11	9%
6	Windermere - I	OMR, Chennai	1.63	1,036	100%	1.63	1,036	1.63	985	1.52	93%	51	0.10	6%
7	Windermere - II	Medavakkam, Chennai	0.94	728	100%	0.94	728	0.94	673	0.89	95%	55	0.05	5%
8	Windermere - III	Medavakkam, Chennai	0.28	280	100%	0.28	280	0.28	204	0.23	83%	76	0.05	17%
<b>COMMERCIAL</b>														
9	Primus	OMR, Chennai	0.18		60%	0.10		0.11		0.04	40%	0	0.07	71%
<b>Provident</b>														
10	Cosmo City - I,II	Pudupakkam, Chennai	2.24	2,174	100%	2.24	2,174	2.24	2,090	2.15	96%	84	0.09	4%
11	Green Park	Selvapuram, Coimbatore	0.58	560	70%	0.41	392	0.41	368	0.39	94%	24	0.02	6%
12	Sunworth - I,II	Mysore Road, Bengaluru	2.74	2,784	100%	2.74	2,784	2.74	2,665	2.61	95%	119	0.12	5%
13	The Tree	Off Magadi Main Road, Bengaluru	0.57	560	70%	0.40	388	0.40	359	0.37	92%	29	0.03	7%
14	Welworth City	Doddaballapur Rd, Bengaluru	3.46	3,360	100%	3.46	3,360	3.46	3,347	3.45	100%	13	0.01	0%
<b>Total Completed - (A)</b>			<b>17.15</b>	<b>14,454</b>	<b>100%</b>	<b>16.18</b>	<b>13,709</b>	<b>16.17</b>	<b>13,106</b>	<b>15.36</b>	<b>95%</b>	<b>603</b>	<b>0.82</b>	<b>5%</b>

# Project Status – Under Construction as on September 30, 2020

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	%
<b>UNDER CONSTRUCTION</b>														
<b>Puravankara</b>														
1	Aspire	Bavdhan, Pune	0.33	236	90%	0.29	212	0.29	30	0.05	15%	182	0.25	85%
2	Atmosphere	Thanisandra, Bengaluru	1.59	1,042	87%	1.39	912	1.39	123	0.21	15%	789	1.18	85%
3	Marine Drive I	Kochi	1.68	586	50%	0.84	293	0.84	134	0.39	47%	159	0.45	53%
4	Silversand - I	Keshavnagar, Pune	0.77	821	100%	0.77	821	0.77	687	0.64	83%	134	0.13	17%
5	Somerset House	Guindy Chennai	0.36	181	100%	0.36	181	0.36	16	0.04	10%	165	0.33	90%
6	Sound of Water	Kammanahalli, Bengaluru	0.62	228	59%	0.36	135	0.36	41	0.11	31%	94	0.25	69%
7	Westend-Phase2	Hosur Road, Bengaluru	0.09	55	78%	0.07	43	0.07	15	0.02	35%	28	0.04	65%
8	Zenium - I	Airport Road Bengaluru	0.65	452	70%	0.45	317	0.45	139	0.21	46%	178	0.25	54%
<b>Provident</b>														
9	Adora De Goa	Zuari Nagar, Goa	1.63	2,190	84%	1.40	1,917	1.40	1,162	0.88	63%	755	0.52	37%
10	Capella	Soukya Rd, Bengaluru	0.65	763	74%	0.48	565	0.48	146	0.14	28%	419	0.34	72%
11	Equinox	Mysore Road, Bengaluru	0.66	672	100%	0.66	672	0.66	111	0.11	16%	561	0.55	84%
12	Kenworth - I	Rajendra Nagar, Hyderabad	1.99	2,034	73%	1.45	1,485	1.45	1,289	1.30	90%	196	0.15	10%
13	Kenworth Commercial	Rajendra Nagar, Hyderabad	0.05	0	73%	0.04	0	0.04	0	0.04	97%	0	0.00	3%
14	Neora	Sampigehalli, Bengaluru	0.23	249	100%	0.23	249	0.23	127	0.12	51%	122	0.11	49%
15	Park Square	Judicial Layout, Bengaluru	1.90	2,082	87%	1.66	1,817	1.66	1,031	0.96	58%	785	0.70	42%
16	Skyworth	Derebail, Mangalore	0.42	324	73%	0.30	236	0.30	58	0.07	24%	178	0.23	76%
17	Woodfield	Electronic City, Bengaluru	0.48	356	100%	0.48	356	0.48	242	0.32	66%	114	0.16	34%
<b>Total Under Construction (B )</b>			<b>14.09</b>	<b>12,271</b>		<b>11.24</b>	<b>10,210</b>	<b>11.24</b>	<b>5,351</b>	<b>5.58</b>	<b>50%</b>	<b>4,858</b>	<b>5.65</b>	<b>50%</b>

# Project Status – Not yet open for Sale units as on September 30, 2020

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
<b>PHASES NOT OPEN FOR SALE</b>														
<b>Puravankara</b>														
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	332	70%	0.34	232	-	-	-	0%	232	-	0%
<b>Commercial</b>														
9	Zentech Business Park	Kanakapura, Bengaluru	0.76	0	70%	0.53	0	-	-	-	0%	0	-	0%
<b>Provident</b>														
10	Kenworth II	Rajendra Nagar, Hyderabad	0.31	277	73%	0.23	202	-	-	-	0%	202	-	0%
12	Sunworth III,IV	Mysore Road, Bengaluru	2.62	2,496	100%	2.62	2,496	-	-	-	0%	2,496	-	0%
<b>Commercial</b>														
13	Adora De Goa	Zuari Nagar, Goa	0.20		100%	0.20					0%	-		0%
Total - Phases to be launched (C)			9.68	6,007		8.40	5,510				0%	5,510		0%
Total Ongoing - (B) + (C)			23.77	18,278		19.64	15,720	11.24	5,351	5.58	50%	10,369	5.65	50%

Notes:

- The Company also holds inventory of 0.19 msft under "Properties Held for sale" as on the reporting date.
- The economic interest in Silversands is profit sharing but the Company is the development manager and hence disclosed at 100%

# Appendix 2: Other Corporate Information



# Governance Structure to drive long term growth

## Executive Team



**Ravi Puravankara**  
*Chairman*

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



**Ashish Puravankara**  
*Managing Director*

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



**Nani R. Choksey**  
*Vice Chairman*

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

## Non Executive Directors



**Anup Shah Sanmukh**

*Non- Executive Independent Director*

- Bachelor's degree in Commerce and Law
- Over 39 years of experience in field of law, specifically real estate law.
- Founder Partner of Anup S Shah Law Firm in Bengaluru



**Pradeep Guha**

*Independent Director*

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



**Sonali Rastogi**

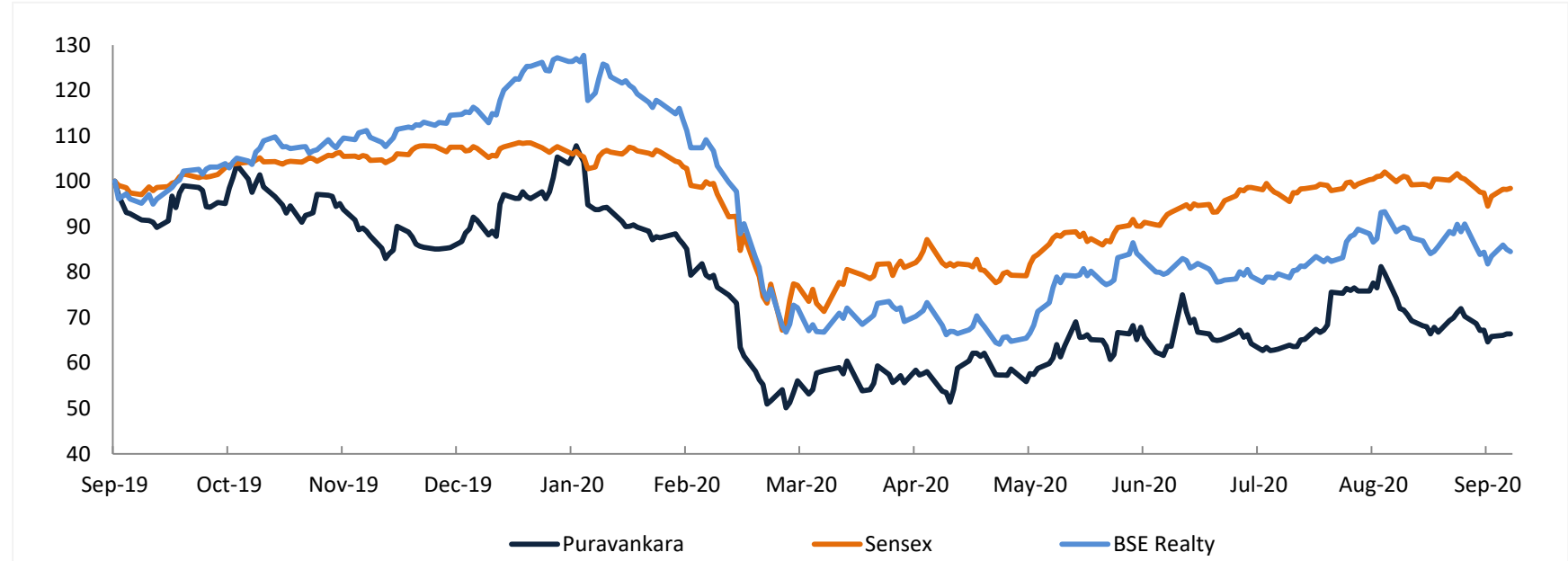
*Non-Executive Independent Director*

- 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.

# Shareholding and market performance

## Share Information (as at 30th September, 2020)

NSE Ticker	PURVA
BSE Ticker	532891
% free-float	25%
3M ADTV (Shares)	1,90,336
3M ADTV (INR mn)	9.08
Industry	Realty



## Shareholding Pattern (as at 30th September, 2020)

Promoter	75.00%
FII and FPIs	16.46%
Mutual Funds	0.94%
Others	7.60%

### Notes

1. Promoter Shares are unencumbered
2. Graph rebased to 100

# Awards and Accolades

11th Franchise Estate Awards 2019\_for Best Affordable Budget Housing Developer of the Year\_South\_Provident Housing Limited



11th Franchise Estate Awards 2019\_for Best Themed Project of the Year\_West\_Adora De Goa



11th REALTY+ EXCELLENCE AWARDS 2019 - SOUTH - Affordable Housing Project of the Year - Provident Park Square



11th REALTY+ EXCELLENCE AWARDS 2019 - SOUTH - Developer of the Year - Provident Housing Limited



CNBC-AWAAZ 13th Real Estate Awards - 'Special Commendation Award' for remarkable contribution to Affordable Housing sector - Provident Housing Limited



CNBC-AWAAZ 13th Real Estate Awards - Most Trusted Real Estate Brand - Puravankara Limited



India Property Awards 2019 - For Best Developer of the Year - South - Puravankara Limited



Women in Corporate Awards 2019 for being recognized among the top 20 for Innovation - Ms. Amanda Puravankara



# Media & Capital Market Recognition

moneycontrol

## Exclusive | Puravankara Group plans to launch 11 residential projects in FY21, eyes Rs 6,000 crore revenue

Given the impetus to the affordable housing segment, its Provident brand is expected to account for a substantial portion of its new launches this year

Bengaluru-based realtor Puravankara Group has its hands full even during COVID-19. The company plans to launch 11 residential projects spread across a total area of 10.23 million square feet area in Bengaluru, Pune, Mumbai, Cochin, and Chennai this fiscal.

All future projects would be launched under its two brands – Puravankara, the luxury offering and Provident, the premium affordable housing brand



REALTY GUIDE ▾ ABOUT

Real Estate Blog Home » Featured Posts » Technology Will Be the Driving Force for Construction in the Post-Covid Era

## “Technology Will Be the Driving Force for Construction in the Post-Covid Era”

### Outlook

THE NEWS SCROLL

05 JULY 2020 Last Updated at 5:08 PM | SOURCE: PTI

## Puravankara Group to launch 11 residential projects in FY21



“Developers will have to innovate users as well as the investors. Interventions by builders in their homebuyers,” said Ashish R. P.

In an exclusive interview with RealtyNXt, Ashish R. P. said that the company is re-aligning their business strategy due to the pandemic, and much

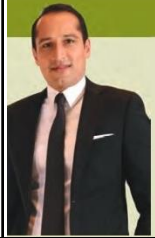
The company, which already launched two projects in the first quarter of the fiscal, plans to launch a total of six projects under the Puravankara luxury brand and five under the Provident affordable housing brand.

“Real estate sector has been reeling under stress since the last few years and it has hit all the developers. However, there is demand for projects that offer the right size, right price and right location, and we are seeing a good response for that,” company’s managing director Ashish Puravankara told PTI.

Puravankara launched two projects, one each in Pune and Bengaluru, in the first quarter of the fiscal year through digital platform, and plans to continue with the “new normal” at least for the next few months.

“we can meet the project handover to our customers,” he told Moneycontrol.

## Puravankara Limited



Ashish R. Puravankara, Managing Director  
We have invested our time in testing technological tools in order to drive our operations and overcome the hurdles that came with the Covid-19 lockdown. We introduced our digital booking platform through which we were able to offer a site tour and booking options to customers in the comfort of their homes. In fact, the technologies pioneered by Puravankara have not just revolutionized construction practices but have also modernised the way people live at homes.

## 99acres KNOWLEDGE CENTRE Digital marketing and virtual reality to pave the way for developers

Ashish R Puravankara MD Puravankara Ltd.

Real estate marketing through the digital medium is fast becoming the norm. Every real estate stakeholder must adapt to these rapid changes in the way the business works and must strive to incorporate the application of technology to give their business an extra push.



Ever since the introduction of smartphones, people have been searching for everything online, be it food or a simple doubt in their head. Googling things became the most accessible source of information. As technologies advanced, these functions became more unconventional, and people were empowered to do more by just twiddling their thumbs. While the adaption of technology was slowly catching up, the pandemic fast-forwarded the pace at which companies were implementing technological innovation.

One such segment which understood the need for advanced technology is the real estate industry. Despite the amalgamation of technology in the sector for construction practices, the firms to reach out to potential customers. However, after implementation of the lockdown, leading realty players sprang into continuity and encourage the buyer sentiment, with so many that are advertised and sold over the internet, real estate in order to convince the buyer, it is important to showcase all decision.

attention of a target group. For a campaign to be to the preferences and needs of the target group. The reveals a story to the audience. The story can be anything, as with enough information to make a decision. Apart from this, ed to target another group. This is why real estate players their desired audiences. These tools are helping them reach ing them performance-based metrics that can help re-

relying on virtual reality to provide the buyer with the visual representation adds another layer of credibility to e customer with all the requisite information needed to

efore as long as large chunks of buying and selling act sites, sometimes even with their family members before t expect digital and VR technologies to replace human ve new normal, making the whole buying process more at one may face in the traditional method of buying a

property.



## The “WorldHome” Collection Was Conceptualized Around The Idea Of Redefining Luxury

Published 4 weeks ago on July 11, 2020  
By Kritika Rawat



For Puravankara, the year 2020 is significant in terms of innovation in construction and product offerings. With the ‘WorldHome Collection’, we are all set to redefine luxury and sustainability says, Mr. Ashish R Puravankara, Managing Director, Puravankara Limited

Puravankara Limited started its journey in 1975 with one clear vision – to build a company that aspires to provide quality homes with the highest levels of integrity and transparency.

The brand pioneered in providing the amenities of a luxury home at affordable prices. Commencing its operations in Mumbai, the company later built up a strong presence in other metropolitan cities such as Bengaluru, Chennai, Hyderabad, Kochi, Coimbatore, and Mysore. The real estate giant also currently enjoys a sizeable overseas presence in Dubai, Colombo and Saudi Arabia.

Over the years, Puravankara has grown from strength to strength – having successfully completed many residential and commercial projects.

Before completing his MBA, from Willamette University in Salem, Oregon, Mr. Ashish did his graduation in Science from Virginia Polytechnic Institute and State University. Post his Master’s degree in the USA, he started his professional journey at Puravankara Limited in the year 2000.

In an interview with RealtyNXt, Mr. Ashish – Managing Director, Puravankara talks about how affordable housing has created a market for itself, how the luxury segment will grow and how Puravankara makes sure of using the latest technologies. Read on for excerpts from the conversation.

## Real estate sector needs reform

ASHISH PURAVANKARA

Many years from now, when the Covid-19 pandemic is well and truly behind us, an epitaph that is here to stay is that home is the safest place.

During the early days of the lockdown, we saw how so many prioritised going home. Airports around the world were packed with people waiting to be repatriated home. In India, many people stepped forward and organised to ensure that people who were stuck in different places can reach home to their respective city, town and villages comfortably and in good health.

The Indian real estate industry is to be credited for achieving tremendous progress in developing homes for all sections of the society, despite facing a myriad of challenges. Housing sales reached 2.61 lakh units in 2019 across seven major cities, with the overall market size pegged at Rs. 12,000 crore. By 2020, the industry’s market size is expected to surpass the US\$ 1 trillion mark, and about five years from now the sector is projected to contribute as much as 13 per cent to the national GDP. The sector is also a very large source for informal employment, with estimates ranging from 12-15 million people.

Despite the existing housing policy measures, the country is still facing an unprecedented housing shortage. Hence, it is clear that a focused review of various regulations is the need of the hour to holistically sort out the factors impinging the realty sector for it to be viable and competitive in serving the public mandate of homeownership.

One of the key challenges emanates from the often conflicting rules in land acquisition, land use and FSI. Developers are also facing plenty of challenges to acquire land with clear titles, as records claiming ownerships still remain unclear. Further, skilling of workmen vests with the industry as there is an open gap between the skills required and what is in majority supply. After the Covid-19 lockdowns, capital crunch, liquidity management, shortage of skilled labour, disruptions across supply lines and tepid demand have amplified the problems further.

The Government announced a slew of measures to drive home urgent reform:

extension of registration and completion date of real estate projects under RERA by six months expiring on or before March 25, 2020, using the force majeure clause, special liquidity support of Rs. 30,000 crore to NBFCs and HFCs, an extension of Credit Linked Subsidy Scheme (CLSS) for the affordable housing category, a moratorium on term loans and working capital facilities up to August 2020, etc.

Important as these measures are, there is also an urgent requirement of well thought robust policy roadmap for the housing segment to bring the health of the sector back into a shape. Covid-19 should be taken in the context of a major disrupter for real estate, with the opportunity used for bold and rapid structural reform.

There is a need for holistic regulatory and financial stimuli aimed at quickening recovery, and this can be achieved through the facilitation of ease of doing business on the one hand, while also ensuring adequate liquidity support for current-day sustenance. Further, measures such as extending loan moratoriums, while also widening RERA timelines and NBFC loans beyond one year will provide additional support.

Policy reforms at a holistic level are essential for the real estate industry, especially in attracting foreign capital around India’s emerging credence as an alternative manufacturing base. Hence, unified laws and policy reforms across the value chain that help fast-track land allotment processes and project permissions will unquestionably create a more solid platform for generating induced demand for homes, offices and other allied asset classes.

Labour reforms is yet another area that will bring resilience to the way the real estate industry operates. Further, greater clarity on health and safety protocols and best practices will ensure better essence into the new normal.

In a credible measure to relieve the financial burden on the real estate buyer, Maharashtra recently implemented a 1% reduction in stamp duty in the state for a period of two years, starting from April 2020. Other states should look at similar initiatives too, which can stir genuine real estate demand.

The Government announced a slew of measures to drive home urgent reform:

## Puravankara to invest ₹1,500 cr in warehousing realty units

SANMREEN AHMAD Bengaluru, 14 August

Real estate company Puravankara is planning to enter warehousing realty sector as the opportunity in the segment expands because of the Covid-19 pandemic.

The company will invest ₹1,500 crore in the business in the next five years through joint ventures (JV) and strategic partnerships, said its top executive. Currently, it has tied up with Morgan Stanley as a JV partner for the warehousing business and will be concentrating on Bengaluru, followed by Mumbai, Hyderabad, Chennai and Pune.

“The warehousing opportunity has gone beyond lifestyle products and even food and groceries. As e-commerce is making such big promises, quick availability of products has become critical. So, e-commerce companies whether it is e-commerce or non-e-commerce, will have to have a hybrid model for survival, and we want to be a part of this opportunity,” said Vishal Mirchandani, chief executive officer, commercial and retail, Puravankara.

According to a Knight Frank report, the pan-Indian footprint of e-commerce warehousing is 50 msqft, with over half of it occupied by Amazon. Flipkart comes next, with 15 per cent share, and both of them have a total occupancy of 70-75 per cent. The sector’s appetite for warehouses has grown 55 per cent CAGR in FY17-20.

With Bengaluru being a hub e-commerce, Embassy Group is developing a warehousing facility at Hosur, spread across 1.3 msqft at a cost of ₹280 crore. “We believe that e-commerce will drive the need for warehouses,” said A. Ditya Vijayani, chief operating officer, Embassy Group.

According to reports, the company is exploring options to monetise its warehousing and industrial parks business at an enterprise value of ₹1,700-2,000 crore.

Focused long term growth strategy, unaltered launch pipeline along with constant emphasis on technology adaptation to better customer experience has helped in strengthening our position as a thought leader even during pandemic situation @Puravankara Q2 FY20-21



## Appendix 3: Our Completed Projects



PURVA GAINZ

# Our Completed Projects



# Appendix 4 : Select Ongoing Projects



# Select Ongoing Projects



# Disclaimer

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

# THANK YOU

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