

Puravankara achieves highest-ever annual and quarterly sales, records 57% jump in collections annually

- Highest ever sale value of Rs. 3,107 Crore for FY23, an increase of 29% compared to FY22
- Sale value of Rs. 1,007 Crore for Q4FY23, up by 21% compared to Q4FY22

Bengaluru, April 12, 2023: Real estate major Puravankara Limited (**BSE: 532891**) has achieved the highest ever annual and quarterly sales of any financial year since inception by clocking Rs. 1,007 Crore in sale value in Q4 and a total of Rs. 3,107 Crore for FY23, the company announced today in its operational update.

Commenting on the operational performance, **Mr. Ashish Puravankara, Managing Director** said, *"We have achieved the highest ever annual and quarterly sales of any financial year since inception, with Q4 sales of Rs. 1,007 crores and FY23 sales at a record high of Rs. 3,107 crores. The Company has consistently experienced growth during FY23, indicating our sustained efforts towards gaining market share. Despite maintaining a strong pace of sales growth, our unwavering commitment to execution, prompt delivery, and customer satisfaction remains at the forefront of our priorities. We expect our pre-sales growth momentum to continue, driven by a healthy pipeline of new launches of 14 million sqft in coming quarters."*

Key Sales highlights (on a consolidated basis)

- Achieved the highest ever sale value of Rs. 3,107 Crore for FY23, the highest in any financial year since inception. A sizeable increase of 29% compared to Rs. 2,407 Crores in FY22.
- This impressive increase in sales is accompanied by an equally impressive increase in customer collections from the real estate business; which increased to Rs. 2,258 Crore in FY23 in comparison to the customer collection of Rs. 1,440 Crore in FY22. This implies a whopping jump of 57%.
- Average price realization increased by 14% to Rs. 7,768/sft during FY23 from 6,838/sft in FY22.
- Achieved highest ever sale value of Rs. 1,007 Crore for the fourth quarter of any financial year since inception. Up by 21% compared to Rs. 831 Crore in Q4FY22.

New project launches in FY23

Sl.No	Quarter	Project Name	City	Saleable Area (msft)
1	Q1 FY23	Zentech Business Park	Bengaluru	0.76
2	Q2 FY23	Purva Meraki	Bengaluru	0.12
3	Q2 FY23	Purva Park Hill	Bengaluru	0.83
4	Q2 FY23	Purva Celestial	Bengaluru	0.48
5	Q3 FY23	Purva Hibiscus	Coimbatore	0.13
6	Q3 FY23	Purva Lakevista	Chennai	2.16
7	Q3 FY23	Purva Orient Grand	Bengaluru	0.25
8	Q4 FY23	Purva Blubelle	Bengaluru	0.57
9	Q4 FY23	Purva Oakshire	Bengaluru	0.74
Total				6.04

Quarterly Performance Summary:

Based on bookings	Q4FY23	Q4FY22	YOY
Volumes (in msft)	1.21	1.19	2%
Value (in Rs Crore)	1,007	831	21%
Realization (in Rs/ sft)	8,321	6,981	19%

Based on bookings	Q4FY23	Q3FY23	QOQ
Volumes (in msft)	1.21	1.02	18%
Value (in Rs Crore)	1,007	796	27%
Realization (in Rs/ sft)	8,312	7,767	7%

Yearly Performance Summary:

Based on bookings	FY23	FY22	YOY
Volumes (in msft)	4.00	3.52	14%
Value (in Rs Crore)	3,107	2,407	29%
Realization (in Rs/ sft)	7,768	6,838	14%

Real estate is expected to contribute a larger share of India's GDP and expand its market size in the coming years. The continued strong momentum and high demand are positive indicators for the real estate market which indicates that there is a healthy balance between supply and demand, with more buyers than available properties. The unchanged repo rates will further support the existing growth momentum. In this consolidation phase, we expect to potentially gain market share.

About Puravankara Group

The Puravankara Group is one of India's most trusted realty majors, headquartered in Bengaluru with a pan-India presence. In the last 48 years, the company has established three distinct and successful residential brands – Puravankara Limited (PL), Provident Housing Limited (PHL) and Purva Land, catering to the entire spectrum of housing and plotted development needs. As of December 31, 2022, Puravankara has completed 80 projects measuring ~45 million sq ft across 9 cities - Bengaluru, Chennai, Hyderabad, Coimbatore, Mangaluru, Kochi, Mumbai, Pune and Goa. The company's total land bank is ~56 msft, and ongoing projects add up to ~25 msft.

For further information, please contact

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