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FY17 PAT at INR 127 Cr up 53% YoY; FY17 Area sold at 2.15 msft;  
Q4FY17 Revenues up 37% YoY at INR 460 Cr;  
PAT at INR 62 Cr, up 255% YoY  
Board recommends a Dividend of 2.25 per share (45%)

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*Ashish R Puravankara, Managing Director, Puravankara Limited, said, "We are pleased to have delivered a good quarter in a subdued demand environment with major contributions from all our active markets : Bengaluru, Pune, Kochi, Hyderabad and Chennai. We expect this sales momentum to continue into FY18 as well. RERA and the Union Budget focus on affordable housing will provide a huge fillip to the real estate sector in general, and Provident Housing, our wholly-owned subsidiary, will be a big beneficiary. We continue to focus on execution and timely delivery of our projects."*

#### Key Performance Highlights Q4FY17

- Revenues at **INR 460 crores**; up **37% YoY**
- EBITDA at **INR 140 crores**; up **61% YoY**
- EBITDA Margin expands by **17% YoY**
- Profit after Tax (PAT) at **INR 62 Crores**; up **255% YoY**
- Sold **6,00,000 sft** in Q4 FY17
- The net D/E stands at **0.84x** vs. 0.94x in Q4FY16 and 0.95x in Q3FY17
- Cost of debt at **11.44%**; declined from 11.86% in the year-ago quarter and from 11.60% in Q3FY17.

#### Key Performance Highlights FY17

- Revenues at **INR 1,429 crores**;
- EBITDA at **INR 428 crores**; up **16% YoY**
- EBITDA margin expands by **30% YoY**
- Profit after Tax (PAT) at **INR 127 crores**; up **53% YoY**
- Sold **2.15 msft** in FY17 vs. **2.01 msft** YoY
- Out of the projects under development totalling **24.92 msft**, Puravankara's share stands at **19.26 msft** of the developable area and the company has sold **53%** of its share

#### Consolidated Financial Performance (As per IND-AS) for the quarter ended 31<sup>st</sup> March, 2017

Revenues stood at **INR 460 crores** as against **INR 335 crores** for the quarter ended March 31, 2016

EBITDA expanded by **61%** to **INR 140 crores** as against **INR 87 crores** for the quarter ended March 31, 2016 upon improved margins across different categories of projects

Consequently, EBITDA Margin stands at **30%** for the quarter ended 31 March, 2017 as against **26%** for the quarter ended March 31, 2016



Profit before Tax (PBT) expanded by **173%** to **INR 70 crores** for the quarter ended March 31, 2016. PBT margins improved with lower costs

Profit after Tax (PAT) expanded by **255%** to **INR 62 crores** for the quarter ended March 31, 2017 as against **INR 18 crores** for the quarter ended 31 March 2016

### **Consolidated Financial Performance (As per IND-AS) for the year-ended 31<sup>st</sup> March, 2017**

For the year ended March 31, 2017 revenues stood at **INR 1,429 crores**.

EBITDA expanded by **16%** to **INR 428 crores** as against **INR 370 crores** for the year-ended March 31, 2016

Profit before Tax (PBT) expanded by **26%** to **INR 161 crores** as against **INR 128 crores** for the year-ended March 31, 2016 with lower costs

Profit after Tax (PAT) expanded by **53%** to **INR 127 crores** as against **INR 83 crores** for the year-ended March 31, 2016

### **Cash Flows**

Collections for the year and quarter ended March 31, 2017, stood at **INR 1,607 crores and INR 733 crores, respectively**.

Consolidated construction spend for the year and quarter ended March 31, 2017 stood at **INR 883 crores and INR 276 crores, respectively as the company continued its focus on timely execution**.

The balance collections from sold units stands at **INR 1,120 crores** and the balance cost to go on launched projects stands at **INR 1,003 crores**.

### **Business Performance**

For the quarter ended March 31, 2017, the sales realization of ongoing projects for Puravankara and Provident stood at **INR 6,123 psft** and **INR 4,414 psft**, respectively. This is a **16%** and **8%**, increase respectively, from the year-ago period.

Sales for quarter ended March 31, 2017 (ready-to-move-in and ongoing) stood at **6,00,000 sft (INR 315 crores)**.

Sales from ready-to-move-in inventory stood at **2,80,000 sft (INR 117 crores)** for the quarter ended March 31, 2017.

Sales from ongoing, including new launches, stood at **3,40,000 sft (INR 198 crores)**, for the quarter ended March 31, 2016.

Projects under development as of March 31, 2017, stood at **24.92 msft**.



### **Debt**

Net debt to equity stands at **0.84x vs. 0.94x last year** and **0.95x in Q3FY17** and the weighted average cost of debt reduced to **11.44%** as against **11.86%** for the year-ended March 31, 2016 and **11.60%** in quarter three of fiscal 2017.

<b>Investor Relations</b>	Kuldeep Chawla Chief Financial Officer +91-80-4343-9999 Email: <a href="mailto:kuldip@puravankara.com">kuldip@puravankara.com</a>
<b>Media Relations</b>	Minol Ajekar Head - Corporate Communication +91-80-4343-9710 Email: <a href="mailto:minol@puravankara.com">minol@puravankara.com</a>

