

PURAVANKARA

Results – 30 June 2011

35 years **PURAVANKARA**
CELEBRATING THE JOY OF LIVING



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Board Of Directors and Management



Ravi Puravankara

Chairman and Managing Director

- Over 35 years of experience in real estate industry
- Former president of the International Real Estate Federation, Indian Chapter Paris



R.V.S. Rao

Independent Director

- Bachelor's degree in Commerce and Law
- Over 37 years of experience in banking and finance



Nani R. Choskey

Deputy Managing Director

- Experience of over 33 years in the real estate development, construction and finance sector
- Associated with the company since inception and responsible for finance and construction function



Anup Shah

Independent Director

- Over 26 years of experience in the legal field
- Bachelor's degree in law



Ashish Puravankara

Joint Managing Director

- Bachelor's degree in Business Administration from Virginia Tech
- Master's degree in Business Administration from Willamette University in Salem, Oregon
- Head of Operations and Business in Bangalore



Pradeep Guha

Independent Director

- Management Diploma from Asian Institute of Management, Manila
- Over 33 years of experience in marketing and advertising



Jackbastian Kaitan Nazareth

Chief Executive Officer

- Bachelor's degree in Civil Engineering and an MBA from the Goa Institute of Management
- Over 20 years of experience in Real Estate

Corporate Profile

- Over 35 years of experience in property development, real estate and construction
- Operations across major cities in South India, Kolkata, Colombo and UAE
- Experienced Management Team with proven track record
- Unparalleled execution capability with focus on quality and premium realization with superior brand image
- Successfully completed 34 residential projects
- Simplified corporate structure and commitment to disclosures

Corporate Overview

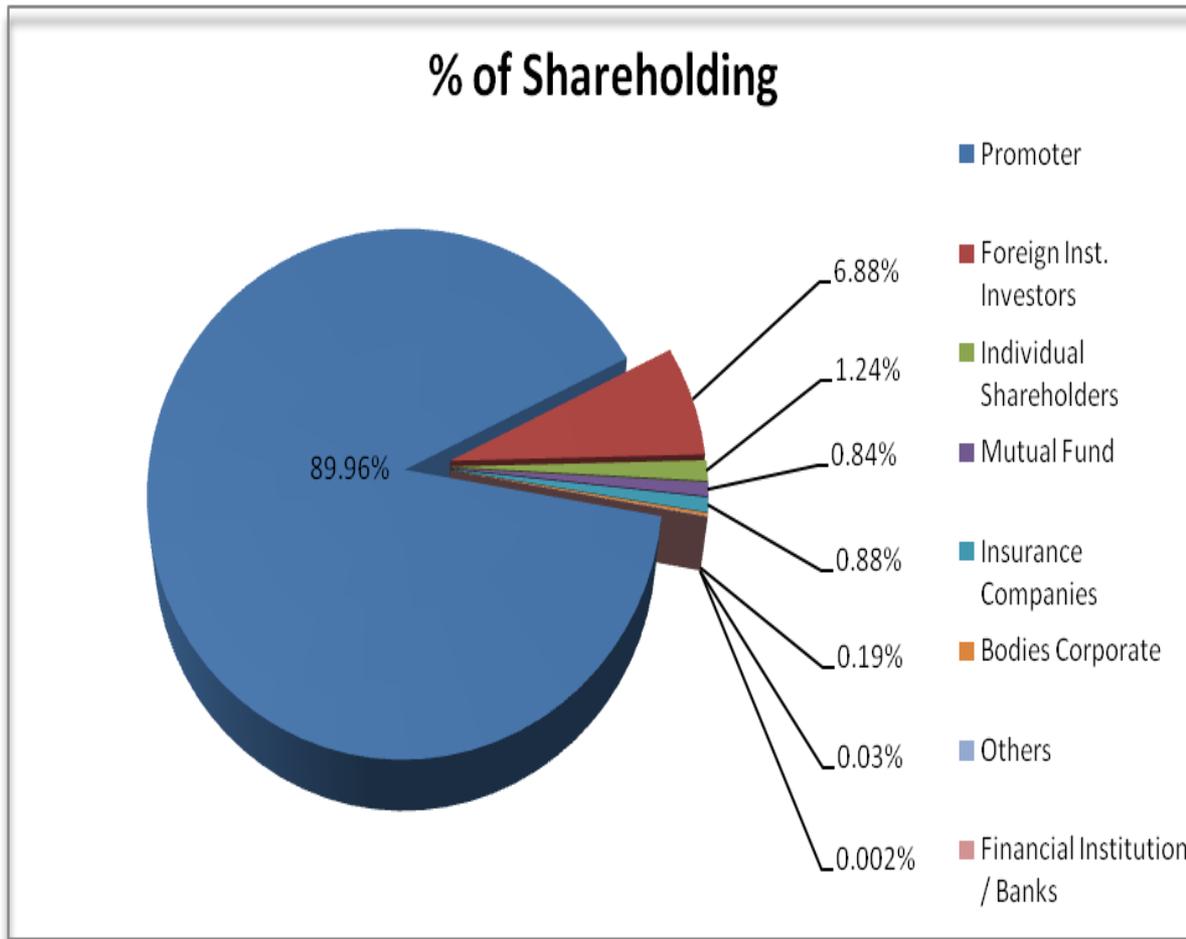
- Development Potential

	Developable Area (Msft)		Saleable Area (Msft)	
Future				
- Proposed Launches – work in progress*	19.59		17.95	
-Balance	96.85		70.29	
		116.44		88.24
Current (20 projects)		27.33		24.14
Total		143.76		112.38

**Approval and planning activity in progress*

- Future Developable area of 96.85 msft, will be a mix of Residential and Commercial Business
- JV with Keppel Land of Singapore
- First mover advantage with 100% affordable housing subsidiary, Provident Housing Limited
- Infrastructure and contracting, 100% subsidiary, Starworth Infrastructure & Construction Ltd.

Shareholding Pattern – as at 30 June 2011



Notes

Promoter Shares are unencumbered

Prominent FI's

- *HSBC Global Investment Funds A/C ,*
- *The Master Trust Bank Of Japan, Ltd.*
- *LIC*
- *HDFC Trustee Company Limited*
- *College Retirement Equities Fund*
- *Atyant Capital Management Ltd,*
- *SBIMF – SBI One India Fund*
- *Deutsche Securities Mauritius Limited*
- *Sundaram Mutual Fund*
- *General Insurance Corporation*

Land Portfolio

	Ongoing	Future	Total
Developable Area	27.33	116.44	143.76
Saleable Area	24.14	88.24	112.38
Land Area	12.33	48.99	61.32

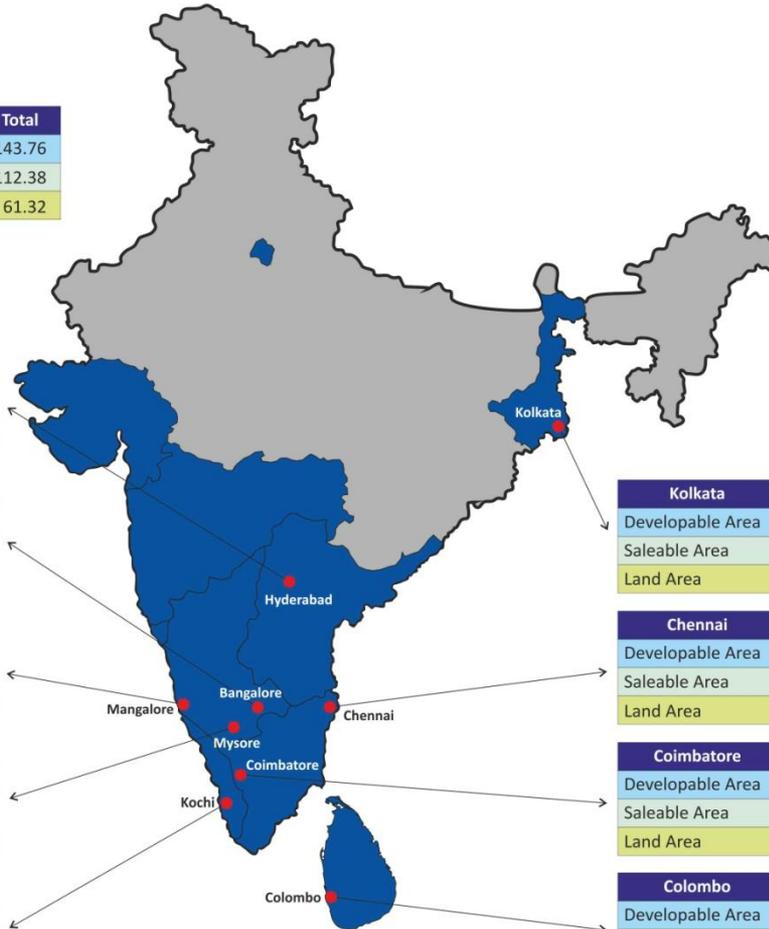
Hyderabad	Ongoing	Future
Developable Area	-	4.64
Saleable Area	-	4.24
Land Area	-	1.00

Bangalore	Ongoing	Future
Developable Area	13.01	91.06
Saleable Area	11.35	63.76
Land Area	5.55	41.08

Mangalore	Ongoing	Future
Developable Area	-	0.58
Saleable Area	-	0.42
Land Area	-	0.19

Mysore	Ongoing	Future
Developable Area	-	1.47
Saleable Area	-	1.30
Land Area	-	0.67

Kochi	Ongoing	Future
Developable Area	2.12	9.09
Saleable Area	2.12	9.09
Land Area	0.59	1.66



Kolkata	Ongoing	Future
Developable Area	2.28	-
Saleable Area	0.83	-
Land Area	1.08	-

Chennai	Ongoing	Future
Developable Area	8.08	7.11
Saleable Area	8.00	7.11
Land Area	4.37	2.72

Coimbatore	Ongoing	Future
Developable Area	1.84	1.11
Saleable Area	1.84	0.93
Land Area	0.74	0.61

Colombo	Ongoing	Future
Developable Area	-	1.38
Saleable Area	-	1.38
Land Area	-	1.06

- Land in Msft represents land which has been acquired
- FSI cost of land per sft is ₹100/-
- Development, Saleable Area are indicative in nature and is subject to change post receipt of regulatory approvals

All figures in million sq. ft.

New Launches - schedule

S. No.	City	Development Model	Development Type	Developable Area (Msft)	PPL Share in JD	Saleable Area (Msft)	Current Status	Expected Approval date	Tentative Completion date
PURAVANKARA									
1	Bengaluru	Joint Development	Residential	1.24	59%	0.74	Development plan approved. Submitted detailed plan	Q2 - FY 12	Q1 - FY 15
2	Bengaluru	Joint Development	Residential	0.28	65%	0.19	Development planning in progress	Q3 - FY 12	Q2 - FY 14
3	Bengaluru	Own	Residential	0.51	100%	0.51	Development planning in progress	Q3 - FY 12	Q1 - FY 15
4	Bengaluru	Own	Residential	0.40	100%	0.40	Development planning in progress	Q3 - FY 12	Q3 - FY 15
5	Bengaluru	Own	Residential	2.01	100%	2.01	Plan approved	Q3 - FY 12	Q1 - FY 16
6	Bengaluru	Own	Residential	0.72	100%	0.72	Plan approved	Q3 - FY 12	Q1 - FY 16
7	Chennai	Own	Residential	2.01	100%	2.01	Development planning in progress	Q1 - FY 13	Q4 - FY 15
8	Chennai	Own	Residential	0.08	100%	0.08	Development planning in progress	Q1 - FY 13	Q4 - FY 15
PURAVANKARA - Total				7.25		6.66			
PROVIDENT									
9	Bengaluru	Own	Residential	5.88	100%	5.88	Awaiting approval	Q4 - FY 12	Q4 - FY 18
10	Bengaluru	Own	Residential	2.98	100%	2.98	Development planning in progress	Q4 - FY 12	Q4 - FY 15
11	Bengaluru	Joint Development	Residential	0.54	67.5%	0.36	Awaiting final approval	Q2 - FY 12	Q2 - FY 14
12	Bengaluru	Joint Development	Residential	1.77	70%	1.24	Development planning in progress	Q4 - FY 12	Q1 - FY 15
13	Mangalore	Joint Development	Residential	0.58	73%	0.42	Development planning in progress	Q3 - FY 12	Q3 - FY 14
14	Coimbatore	Joint Development	Residential	0.59	70%	0.41	Awaiting Development plan approval	Q4 - FY 12	Q4 - FY 14
PROVIDENT - Total				12.34		11.29			
GRAND TOTAL				19.59		17.95			

Note:

1. Developable and Saleable Areas are tentative and are subject to approval from authorities
2. Expected approval dates are subject to change
3. Projects will be launched depending upon receipt of approvals and prevailing market conditions
4. Launch and completion dates are in relation to financial year April - March

Sales – 30 June 2011

<i>Based on Bookings</i>										<i>Quarter ended</i>		
	Area Sold			Units Sold			Sale Value			Sale Realization		
	<i>Jun-11 msft</i>	<i>Jun-10 msft</i>	<i>%</i>	<i>Jun-11 No.s</i>	<i>Jun-10 No.s</i>	<i>%</i>	<i>Jun-11 Rs.in million</i>	<i>Jun-10 Rs.in million</i>	<i>%</i>	<i>Jun-11 Rs.psft</i>	<i>Jun-10 Rs.psft</i>	<i>%</i>
Puravankara	0.60	0.08	703%	376	46	717%	2,377	283	740%	3,937	3,763	5%
Associates	0.01	0.06	-77%	8	35	-77%	42	173	-76%	3,231	3,026	7%
Provident	-	-	-	-	-	-	-	-	-	-	-	-
Provident	0.12	0.21	-44%	121	205	-41%	280	422	-34%	2,388	2,008	19%
Total	0.73	0.34	114%	505	286	77%	2,700	878	208%	3,677	2,563	43%

As compared to the corresponding quarter ended 30 June 2010

- Sales Volume increased by 114%
- Sales Value increased by 208%
- Sales Realization increased by 43%

Notes

Area Sold, units sold and sales values are net of cancellations

Associates represents share of sales from Joint Venture with Keppel, Singapore

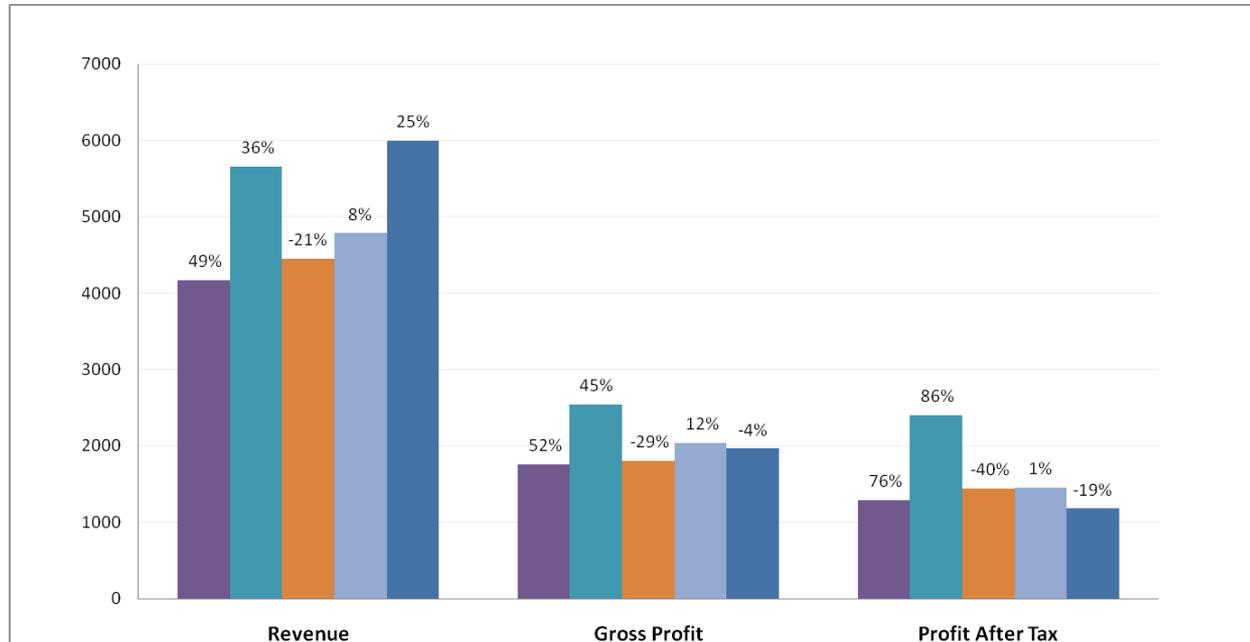
Current Project Status – 30 June 2011

S.No.	Project	Location	Developable Area	Total Flats	JD / JV Share for Developer	Puravankara's Share - Developable Area	On Area Launched		
							Area Launched	Area Sold Cumulative	Balance Inventory
Residential:			Msft	Units	%	Msft	Msft	Msft	%
Puravankara									
Joint Development									
1	Atria	Sanjay Nagar, Bangalore	0.24	131	62%	0.15	0.15	0.08	44%
2	Platina	Sanjay Nagar, Bangalore	0.14	70	62%	0.09	0.09	0.02	82%
3	Mid-Town	K.R. Puram, Bangalore	0.46	306	73%	0.34	0.34	0.16	51%
			0.84	507		0.57	0.57	0.26	
Joint Venture									
3	Elita Promenade	JP Nagar, Bangalore	2.55	1,573	49%	1.25	1.25	1.18	5%
4	Elita Garden Vista	Rajarhat, Kolkata	2.28	1,278	36%	0.82	0.44	0.39	12%
			4.83	2,851		2.07	1.69	1.57	
Owned									
5	Venezia	Yelahanka, Bangalore	2.09	1,332	100%	2.09	2.09	1.74	17%
6	Highlands	Mallasandra, Bangalore	1.34	849	100%	1.34	1.34	0.82	39%
	Highlands - II	Mallasandra, Bangalore	1.20	740	100%	1.20	-	-	100%
7	Grand Bay	Marine Drive, Kochi	0.51	265	100%	0.51	0.51	0.33	34%
8	Eternity	Kakkanad, Kochi	0.96	600	100%	0.96	0.96	0.56	41%
9	Swan Lake	OMR, Chennai	0.83	522	100%	0.83	0.83	0.36	56%
	Swan Lake - II	OMR, Chennai	0.34	207	100%	0.34	0.34	0.0003	
10	Moon Reach	Airport-Seaport Rd, Kochi	0.39	196	100%	0.39	0.15	0.14	5%
11	Oceana	Marine Drive, Kochi	0.26	96	100%	0.26	0.26	0.03	88%
12	Skywood	Sarjapur Road, Bangalore	0.65	403	100%	0.65	0.65	0.58	11%
	Skywood - II	Sarjapur Road, Bangalore	0.59	327	100%	0.59	0.59	0.33	100%
13	Windermere	Medavakkam, Chennai	1.45	756	100%	1.45	1.45	0.58	60%
	Windermere - II & III	Medavakkam, Chennai	2.68	1,932	100%	2.68	2.68	-	100%
14	Bluemont	Trichy Road, Coimbatore	0.81	486	100%	0.81	0.81	0.08	91%
	Bluemont - II	Trichy Road, Coimbatore	1.03	630	100%	1.03	-	-	-
			15.14	9,341		15.14	12.66	5.57	7.41
Total - (A)			20.81	12,699		17.78	14.93	7.40	50%
Provident									
Owned									
15	Cosmo City	Pudupakkam, Chennai	1.09	1,070	100%	1.09	1.09	1.09	0.4%
	Cosmo City - II	Pudupakkam, Chennai	1.14	1,104	100%	1.14	1.14	0.67	41.5%
16	Wellworth City	Doddaballapur Rd, Bangalore	1.13	1,120	100%	1.13	1.13	0.98	14%
	Wellworth City - II	Doddaballapur Rd, Bangalore	1.09	1,088	100%	1.09	1.09	0.30	-
	Wellworth City - III	Doddaballapur Rd, Bangalore	1.24	1,152	100%	1.24	-	-	-
			5.69	5,534		5.69	4.45	3.03	32%
Total Residential - (A) + (B)			26.50	18,233		23.47	19.38	10.42	0.82
Commercial:									
Puravankara									
Joint Development									
17	Primus	OMR, Chennai	0.18	-	60%	0.11	0.11	-	100%
18	Gainz	Hosur Road, Bengaluru	0.29	-	70%	0.20	0.20	-	100%
Owned									
19	Moneto	Guindy, Chennai	0.35	-	100%	0.35	0.35	-	100%
Total Commercial			0.82			0.66	0.46	-	100%
Grand Total			27.32	18,233		24.13	19.84	10.42	47%

Audited Income Statement

	Q1 FY12 Quarter ended June 2011 ₹		Q1 FY11 Quarter ended June 2010 ₹		FY11 Year ended March 2011 ₹	
INCOME						
Revenues	1,90,44,96,564		1,16,29,43,710		5,99,20,89,285	
Cost of revenues	1,23,57,59,739		66,38,20,654		4,02,80,22,109	
GROSS PROFIT	66,87,36,825	35.11%	49,91,23,056	42.92%	1,96,40,67,177	32.78%
Selling expenses	13,02,91,842	6.84%	3,67,36,904	3.16%	26,01,46,882	4.34%
General and administrative expenses	8,36,02,626	4.39%	7,19,29,784	6.19%	28,80,21,167	4.81%
OPERATING PROFIT	45,48,42,357	23.88%	39,04,56,368	33.57%	1,41,58,99,128	23.63%
Net finance income/(charges)	(1,99,97,851)	(1.05%)	30,37,276	0.26%	5,44,42,186	0.91%
	43,48,44,506	22.83%	39,34,93,644	33.84%	1,47,03,41,313	24.54%
Share of profit in associates	67,44,663		77,95,558		(1,16,05,559)	
PROFIT BEFORE TAX	44,15,89,169	23.19%	40,12,89,202	34.51%	1,45,87,35,755	24.34%
Provision for tax	13,02,37,591	29.49%	3,43,96,137	8.57%	27,96,75,029	19.17%
PROFIT AFTER TAX	31,13,51,578	16.35%	36,68,93,065	31.55%	1,17,90,60,726	19.68%

Audited Income Statement – contd.



	Revenue	Gross Profit	%	Profit After Tax	%
FY07	4,169	1,756	42%	1,291	31%
FY08	5,658	2,539	45%	2,400	42%
FY09	4,449	1,810	41%	1,444	32%
FY10	4,784	2,035	43%	1,453	30%
FY11	5,992	1,964	33%	1,181	20%

Percentage at the top of the bar indicates sequential growth

Percentage in the table indicates gross profit and profit after tax as a percentage of revenue

Debt – 30 June 2011

Debt Movement	Q1 - 2012 ₹ Million	Q1 - 2011 ₹ Million
Opening Balance	11,587	8,811
Additions during the period	2,549	1,717
Repayments during the period	1,863	1,361
Closing balance	12,273	9,168
Less: Cash and Cash Equivalents	1,180	556
Net debt	11,093	8,612
Debt / Equity Ratio	0.69	0.57

Execution Update

Visit our website www.puravankara.com
for progress update of the ongoing projects

Disclaimer

This presentation contains certain forward-looking statements. These statements involve risks and uncertainties, and actual results may differ. Risks and uncertainties include without limitation the effect of competitive and economic factors, and the Company's reaction to those factors, on continued competitive pressures in the marketplace; the ability of the Company to deliver to the marketplace and stimulate customer demand for its projects; and availability of key executives and employees; war, terrorism, and other circumstances that could disrupt supply, delivery, or demand for projects. The Company may, from time to time, make additional written and oral forward looking statements, including its reports to shareholders. The Company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the Company. The Company reserves the right to modify, alter or revise the structure / content of this presentation at its sole discretion without any obligation to any person.

THANK YOU

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