Investor Presentation Q1 FY22

PURAVANKARA®

Artist's impression of Purva Atmosphere

Table of Contents

* Company Overview	3 - 6
* Development Bank	7 - 9
* Operational Overview – Area and Sales	10 - 13
* Launch pipeline	14
* Update of Financials	15 - 16
* Cash Flow Statements	17 – 18
* Debt	19
* Appendix 1 : Project Status	20 – 24
* Appendix 2 : Other corporate information	25 - 30
* Appendix 3 : Our completed projects	31 - 32
* Appendix 4 : Select ongoing projects	33 – 34
* Disclaimer	35

Company Overview

Artist's impression of Provident Capella

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 74 projects measuring over 42.67msft
- Land Bank at 64.95msft and ongoing projects at 22.37msft
- Partnership with IFC, IFC EAF for USD 76 million for affordable housing development in India
- **ICRA upgraded the rating for Puravankara Ltd to "A-" Stable from "BBB+" positive**

PURAVANKARA®	PROVIDENT®
Puravankara	**Provident**
Luxury residential housing and commercial solutions	Premium affordable housing
Focus on superlative and contemporary lifestyle	Focus on aspirational and first time home buyer seeking value homes
Projects in cities of Bengaluru, Chennai, Hyderabad, Pune, Mumbai, Kochi, Goa, Kolkata, Coimbatore	Projects in cities of Bengaluru, Hyderabad, Mumbai, Pune, Chennai, Kochi, Goa, Coimbatore and Mangalore
Land assets – 53.74msft (Developable area) and saleable area (economic interest) of 44.92msft	Land assets – 11.21msft (Developable area) and saleable area (economic interest) of 6.49msft

World Class Technology

- Starworth Infrastructure and Construction Limited – wholly owned subsidiary focussed on technology enabled construction solutions
  - Design-build, 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
  - Order book of more than Rs 1000 Cr , growing third party clients
  - Technology focussed pre cast factory, fully operational at Bangalore
  - Pre-cast advantages - quality, reliability, cost and timelines

Purva Land – Plotted development

- Dedicated arm for plotted development
- To cater to the evolving needs of homebuyers and offer a highly lucrative investment opportunity
- To enable our customers to benefit from a fruitful investment, as well as enjoy greater flexibility with respect to the layout, design, and function of the space
- Currently 6 projects across 3 cities cumulating upto ~5 msft

PURVA LAND

BANGALORE

- Devanhalli (Tivoli Hills)
- Rampura, Vaderahalli
- S Medahalli

Chennai

- Kelambakkam (Purva Southbay plots)
- Sriperumbudur

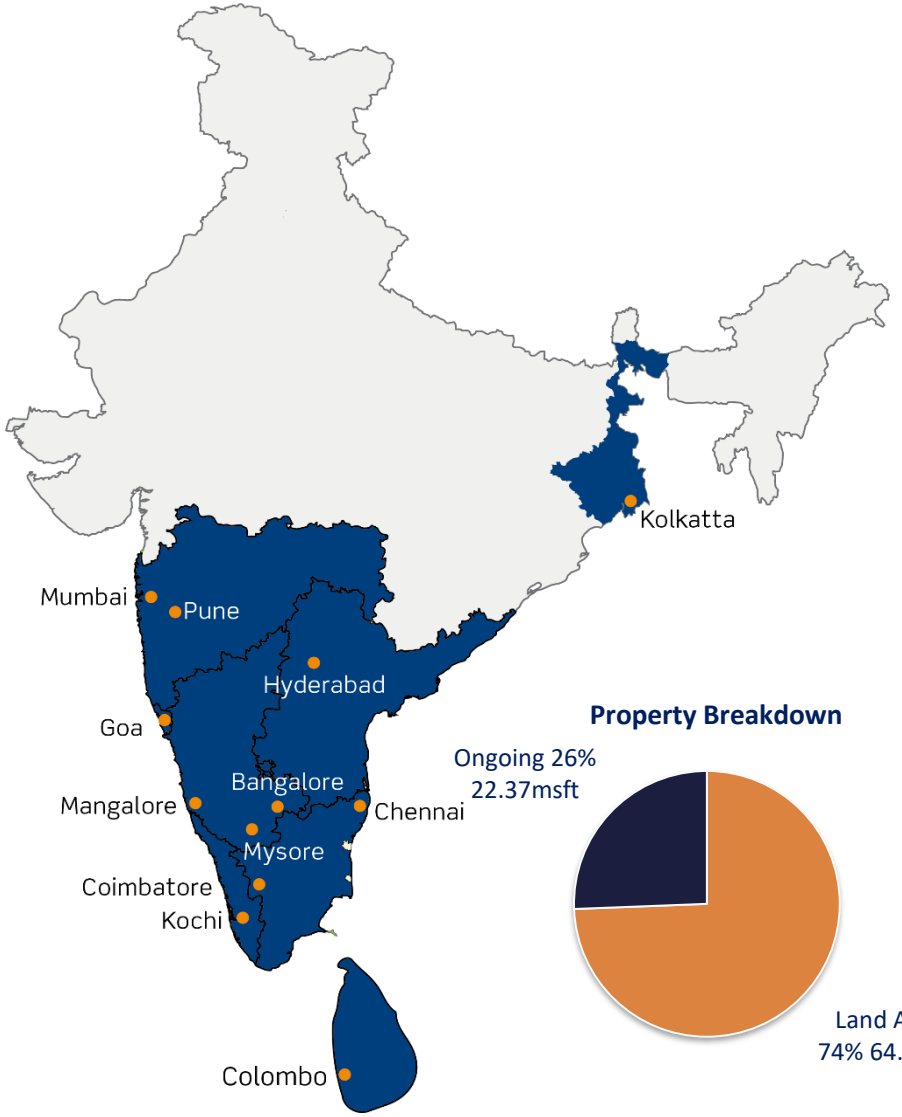
Coimbatore

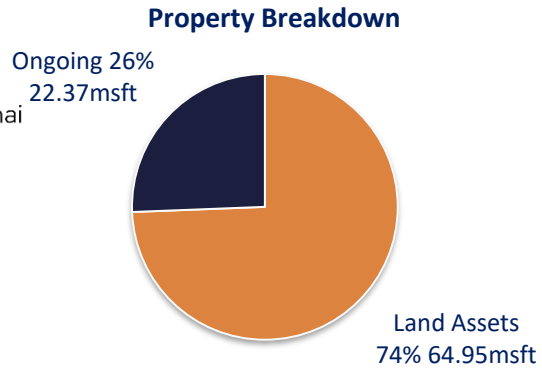
- Singanallur

Development Bank

Artist's impression of Purva Aspire

Diversified across markets, brands and stages of development





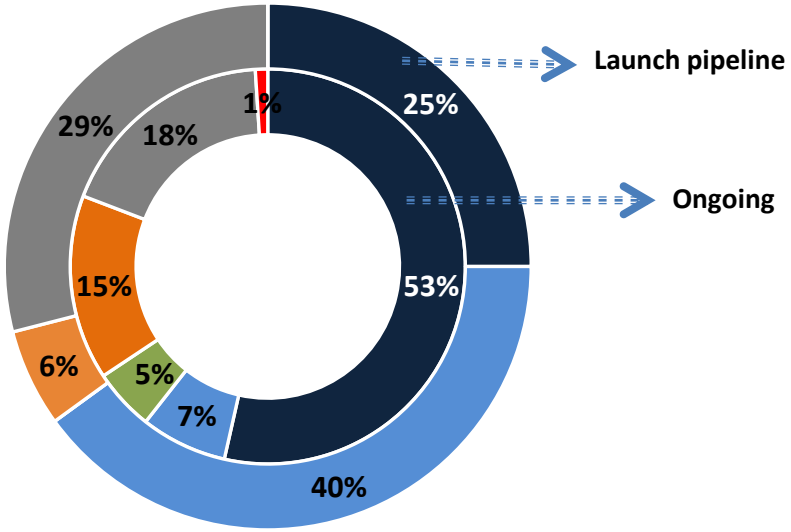
in million sq. ft.

	Completed	Ongoing (A)	Land Assets (B)	Total (A)+(B)
South India				
Bengaluru	30.25	**11.93**	40.24	**52.17**
Chennai	6.26	1.64	11.71	**13.35**
Hyderabad	1.86	**1.08**	-	**1.08**
Kochi	1.89	**3.43**	4.21	**7.64**
Others	1.57	**0.23**	1.01	**1.24**
West India	0.14	**4.06**	3.55	**7.61**
Colombo	-	-	4.23	**4.23**
Kolkata	0.70	-	-	**-**
Total	**42.67**	**22.37**	**64.95**	**87.32**
*Puravankara**	*31.00*	*12.69*	*53.74*	*66.43*
Provident	*11.67*	*9.68*	*11.21*	*20.89*
Group's economic interest	**37.06**	**18.73**	**51.41**	**70.14**
*Puravankara**	*26.34*	*10.08*	*44.92*	*55.00*
Provident	*10.72*	*8.65*	*6.49*	*15.14*

Note: 1. Includes JVs and other subsidiaries*
2. Group's economic interest is estimated developer's share after reducing economic interest of JD|JV partners

Ongoing and New Launches

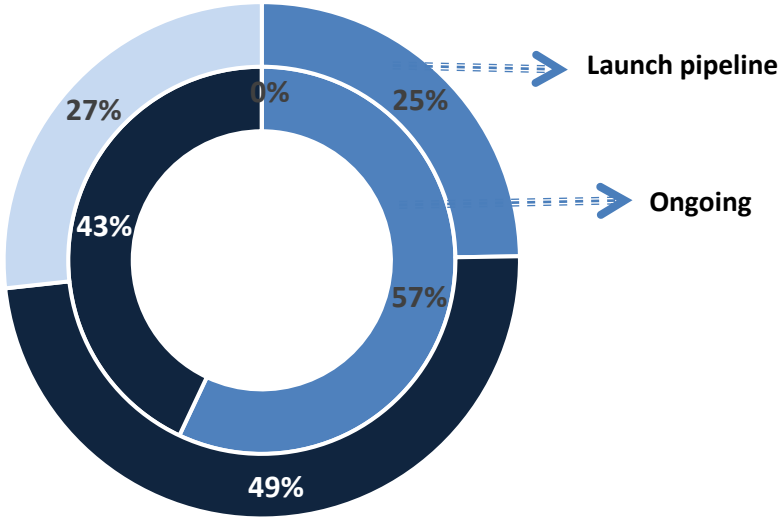
Non-Bengaluru projects now account for 46% of the share of ongoing and 59% of launch pipeline



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

in msft	Ongoing#	Launch Pipeline
Bengaluru	11.93	6.08
Chennai	1.64	5.02
Hyderabad	1.08	0.00
Cochin	3.43	0.54
West India	4.06	2.72
Others	0.23	0.15
Total	**22.37**	**14.51**

Provident accounts for 49% of the launch pipeline; in line with the market trends and the Group's strategy



■ Puravankara ■ Provident ■ Purva Land

in msft	Ongoing#	Launch Pipeline
Puravankara	12.69	3.58
Provident	9.68	7.07
Purva Land	0.00	3.86
Total	**22.37**	**14.51**

Note: :1. Based on Developable Area in msft
2.# Ongoing projects includes 9.48 million sqft of area not open for sale.

Operational Overview – Area and sales

Purva Windermere

Project Delivery

(numbers in million sq. ft.)	FY17	FY18	FY19	FY20	FY21	Q1FY22
Opening Area	**23.64**	**24.92**	**20.82**	**23.08**	**22.93**	**22.37**
Add: Launches/Revisions during the period [1]	4.77	1.96	3.95	2.29	1.20	-
Less: Completed during the period [2]	-3.49	-6.06	-1.69	-2.44	-1.75	-
Closing Area	**24.92**	**20.82**	**23.08**	**22.93**	**22.37**	**22.37**

Some of our Completed Projects

Purva Westend

Purva Windermere

Purva Season

Provident Tree

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 9.48 million sqft of area not open for sale*

Some of the launches planned for FY 22

PROVIDENT WINWORTH
NEAR EDAPALLY METRO STATION

Launch date - Q2FY22, Kochi

PALMVISTA

Launch date – Q4FY22, Mumbai

PROVIDENT KEN VISTA

Launch date – Q3FY22, Pune

PURVA® Park Hill
OFF KANKAPURA ROAD, BENGALURU

Launch date – Q3FY22, Bangalore

PURVA ORIENT GRAND
LALBAGH, BANGALORE

Launch date – Q4FY22, Bangalore

PROVIDENT AMAYA

Launch date – Q3FY22, Chennai

TIVOLI HILLS

Launch date – Q2FY22, Bangalore

Sales Q1FY22 Vs Q1FY21

Based on Bookings										*Quarter Ended*		
	Area Sold			**Units Sold**			**Sale Value**			**Sale Realization**		
	Jun-21	*Jun-20*	*%*	*Jun-21*	*Jun-20*	*%*	*Jun-21*	*Jun-20*	*%*	*Jun-21*	*Jun-20*	*%*
	msft	*msft*		*Nos.*	*Nos.*		*Rs.in crs*	*Rs.in crs*		*Rs.psft*	*Rs.psft*	
Puravankara	0.29	0.41	*-29%*	167	279	*-40%*	242	277	*-12%*			
Completed	*0.07*	*0.19*	*-63%*	*45*	*142*	*-68%*	*42*	*105*	*-59%*	*6,069*	*5,506*	*10%*
Ongoing Projects	*0.22*	0.22	*0%*	*122*	*137*	*-11%*	*200*	*172*	*16%*	*9,089*	*7,816*	*16%*
Provident	0.13	0.28	*-54%*	129	257	*-50%*	71	121	*-41%*			
Completed	*0.05*	*0.08*	*-38%*	*46*	*80*	*-43%*	*21*	*32*	*-34%*	*4,184*	*3,953*	*6%*
Ongoing Projects	*0.08*	0.20	*-60%*	*83*	*177*	*-53%*	*50*	*90*	*-44%*	*6,312*	*4,491*	*41%*
Total Gross	**0.42**	**0.69**	***-39%***	**296**	**536**	***-45%***	**314**	**398**	***-21%***	**7,473**	**5,768**	***30%***

- Group's gross sales include economic interest attributable to Land owners under revenue share arrangement – which was 0.05 msft during Q1FY22, and 0.03 msft during Q1FY21
- Sales in Q1FY22 were subdued owing to second wave of pandemic and consequent lockdown
- Last year post first wave of pandemic, real estate sector witnessed strong rebound and market consolidation. Similar recovery and rebound is expected in the current year

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

Launch Pipeline

Sr. no	Location/ Project Name	City	Development Model	Development Type	Developable Area	PL Share in JD	Saleable area (msft)	Expected launch date
Puravankara								
1	Lalbagh (Purva Orient Grand)	Bengaluru	Joint Development	Residential	0.21	55%	0.12	Q3FY22
2	Sound Of Water II*	Bengaluru	Joint Development	Residential	0.32	58%	0.19	Q3FY22
3	Zenium II*	Bengaluru	Joint Development	Residential	0.48	70%	0.34	Q3FY22
4	Windermere IV*	Bengaluru	Owned	Residential	1.28	100%	1.28	Q4FY22
5	Purva Zentech Business park	Bengaluru	Joint Development	Commercial	0.76	70%	0.53	Q3FY22
6	Kadiganahalli	Bengaluru	Owned	Residential	0.53	100%	0.53	Q4FY22
				Total	**3.58**		**2.99**	
Provident								
1	Edapally (Provident Winworth)	Cochin	Owned	Residential	0.54	100%	0.54	Q2 FY22
2	Thane (Provident Palmvista)	Mumbai	Joint Development	Residential	1.63	64%	1.04	Q3 FY22
3	Kondwa (Provident Kenvista)	Pune	Joint Development	Residential	1.09	69%	0.75	Q3 FY22
4	Thirumazhsai (Provident Amaya)	Chennai	Joint Venture	Residential	3.81	25%	0.95	Q4 FY22
				Total	**7.07**		**3.28**	
Purva Land								
1	Tivoli Hills	Bengaluru	Owned	Plotted	1.36	100%	1.36	Q2 FY22
2	Purva Land - Southbay plots	Chennai	Owned	Plotted	0.22	100%	0.22	Q3 FY22
3	Purva Land - Coimbatore plots	Coimbatore	Owned	Plotted	0.15	100%	0.15	Q3 FY22
4	Purva Land - Sriperumbudur	Chennai	Owned	Plotted	0.99	100%	0.99	Q1FY23
5	Purva Land - Rampura, Vaderahalli	Bengaluru	Joint Development	Plotted	1.14	38%	0.43	Q1FY23
				Total	**3.86**		**3.15**	
			Grand Total		**14.51**		**9.42**	

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

Artist's impression of Purva Silversand

Income Statement for Quarter Ended 30th June 2021

All numbers in INR Cr

Particulars	Q1FY22 Un Audited	Q4FY21 Audited	Q1FY21 Un Audited
Income from operations			
Total Income from operations	**541.61**	**339.39**	**190.53**
Expenses			
Sub-contractor cost	102.59	120.00	46.72
Cost of raw materials and components consumed	12.90	14.85	4.93
Land purchase cost	9.16	-	64.23
(increase)/decrease in inventories of stock of flats, land cost and work-in-progress	-68.54	-2.77	-51.20
Employee benefit expense	31.11	32.40	28.21
Finance expense	87.20	96.71	83.92
Depreciation and amortization expense	4.82	4.75	5.19
Other expenses	68.16	61.29	30.60
Total expenses	**247.40**	**327.23**	**212.60**
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	**294.21**	**12.16**	**-22.07**
Share of profit/(loss) of associates and joint ventures, net	-0.90	0.07	-0.78
Profit before tax	**293.31**	**12.23**	**-22.85**
Tax expense	139.17	3.48	-5.92
Net Profit for the period	**154.14**	**8.75**	**-16.93**
Other Comprehensive Income/(Loss) (net of tax expense)	0.61	-1.05	0.19
Total Comprehensive Income/(Loss) for the period	**154.75**	**7.70**	**-16.74**

Cash Flow

All numbers in INR Cr

	Cash Flow Statement	FY 2020	FY 2021	Q1 FY 22
A	**Operating Inflows**	1,770.3	1,289.2	817.4
B	**Operating Outflows**	(1,127.8)	(793.8)	(271.8)
C=A-B	**Operating Surplus**	642.4	495.5	545.7
	Less			
	Interest Cost(Net)	(321.0)	(218.0)	(75.3)
	Tax Paid	(27.5)	(23.8)	(18.2)
D	**Operating Surplus after tax and interest**	293.9	253.6	452.2
	Investment Activity			
	Land Payments including advances & deposits	(17.5)	(250.3)	(0.6)
	Purchase of Fixed Assets	(17.5)	(0.8)	(0.3)
	Other Assets & Investments	(21.8)	(0.3)	(0.0)
E	**Total from Investing Activity**	(56.8)	(251.3)	(0.8)
	Financing Activity			
	Loan Drawal/(Repayments)	(241.0)	(265.5)	(366.4)
	Investment by IFC		322.0	0.0
	Loan to Associates/Subsidiaries- Inflow/(Repayment)	(0.8)	(0.3)	(0.1)
	Dividend including DDT	(28.6)	(0.0)	0.0
F	**Total from Financing Activity**	(270.4)	56.2	(366.5)
G=D+E+F	**Net Operating Surplus**	(33.3)	58.5	84.8
	Opening Cash and Bank Balances	177.9	144.6	203.1
	Closing Cash and Bank Balances	144.6	203.1	287.8

Note: Numbers have been regrouped & reclassified and does not strictly confirm to the presentation under audited INDAS 7 Cash Flow format
** Numbers does not include capitalization of moratorium interest*

Projected Cash Flow : Visibility from ongoing open for sale units

All numbers in INR Cr

		Puravankara	Provident	Total
Balance collections from sold units [1]	**(A)**	**1,078**	**1,081**	**2,159**
Value of Inventory open for sale [2]	**(B)**	**3,029**	**1,608**	**4,636**
Balance cost to go [3]	**(C)**	**1,618**	**1,251**	**2,868**
Surplus (A) + (B) – (C)	**(D)**	**2,489**	**1,438**	**3,928**
Surplus from Inventory not open for sale (F)-(G+H)	**(E)**	**1,651**	**442**	**2,093**
Value of Inventory not open for sale	***(F)***	*3,070*	*1,254*	*4,324*
Balance cost to complete	**(G)**	*1,319*	*712*	2,031
Contingencies [4]	**(H)**	*100*	*100*	200
Total Estimated Surplus (D +E)		**4,140**	**1,880**	**6,020**

Note:

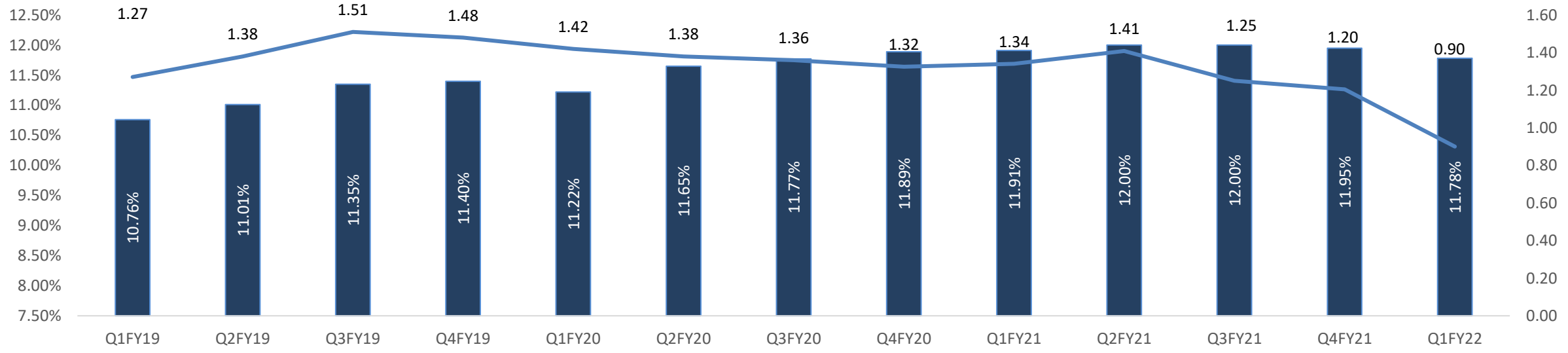
1. *Includes debtors and unbilled amount*
2. *Value of inventory has been arrived based on current selling rates*
3. *Balance cost to go is based on estimates and subject to review on periodic basis*
4. *The cost does not include sales & marketing , GST, general overheads and interest costs*
5. *Contingencies 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 – Consistent improvement in debt to equity ratio; now at 0.90; returned to FY18 levels

All numbers in INR Cr

in Rs. Cr	*Q1FY22*	*Q4FY21*	*Q3FY21*	*Q2FY21*	*Q1FY21*	*Q4FY20*	*Q3FY20*	*Q2FY20*	*Q1FY20*
Opening Balance	**2,502**	**2,613**	**2,834**	**2,680**	**2,681**	**2741**	**2,827**	**2,889**	**2,921**
Net Addition (Repayment)	-366	-111	-221	154	-1	-61	-86	-62	-32
Debt Outstanding	***2,136***	***2,502***	***2,613***	***2,834***	***2,680***	**2681**	**2,741**	**2,827**	**2,889**
Less: Cash and Cash Equivalents	288	203	241	176	131	145	151	213	190
Net debt	***1,848***	***2,299***	***2,372***	***2,658***	***2,549***	**2,536**	**2,590**	**2,614**	**2,699**
Cost of Debt	11.78%	11.95%	12.00%	12.00%	11.91%	11.89%	11.77%	11.65%	11.22%
Net Worth	2,064	1,909	1,901	1,887	1,901	1,914	1,911	1,895	1,895
Net Debt / Equity Ratio	**0.90**	**1.20**	**1.25**	**1.41**	**1.34**	**1.32**	**1.36**	**1.38**	**1.42**

Weighted Average Cost of Debt & Net Debt / Equity Ratio



Debt does not include NCD/OCD worth INR 464 Cr, repayment of which is dependent on project specific surplus; and not as periodic or fixed obligation

Appendix 1 : Project Status

Appendix 1 – Project Status

Provident Sunworth

Project Status – Completed Projects as on June 30, 2021

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	%	Nos	Msft	%
COMPLETED														
Puravankara														
1	Coronation Square	Kotnur, Bengaluru	0.14	48	71%	0.10	34	0.10	26	0.06	57%	8	0.04	43%
2	Palm Beach	Hennur Road, Bengaluru	1.73	1,325	70%	1.22	933	1.22	906	1.18	97%	27	0.04	3%
3	Windermere - II	Medavakkam, Chennai	0.94	728	100%	0.94	728	0.94	718	0.93	99%	10	0.01	1%
COMMERCIAL														
4	Primus	OMR, Chennai	0.18		60%	0.10		0.11	0	0.04	41%	0	0.07	67%
5	Gainz	Hosur Road, Bengaluru	0.27		73%	0.19		0.19	0	0.14	71%	0	0.05	29%
Provident														
6	Cosmo City - I,II	Pudupakkam, Chennai	2.24	2,174	100%	2.24	2,174	2.24	2,121	2.18	97%	53	0.06	3%
7	Kenworth - I	Rajendra Nagar, Hyderabad	1.27	1,106	73%	0.93	850	0.93	832	0.91	98%	18	0.02	2%
8	Skyworth I	Derebail, Mangalore	0.18	144	73%	0.13	105	0.13	54	0.07	49%	51	0.07	51%
9	Sunworth - I,II	Mysore Road, Bengaluru	2.74	2,784	100%	2.74	2,784	2.74	2,707	2.65	97%	77	0.08	3%
10	The Tree	Off Magadi Main Road, Bengaluru	0.57	560	70%	0.40	388	0.40	361	0.37	92%	27	0.03	7%
	Total Completed - (A)		**10.26**	**8,869**	**100%**	**8.99**	**7,997**	**9.00**	**7,725**	**8.53**	**95%**	**272**	**0.47**	**5%**

Project Status – Under Construction as on June 30, 2021

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	%	Nos	Msft	%
UNDER CONSTRUCTION														
Puravankara														
1	Aspire	Bavdhan, Pune	0.33	236	90%	0.29	212	0.29	26	0.04	14%	186	0.25	86%
2	Atmosphere	Thanisandra, Bengaluru	1.59	1,042	87%	1.39	912	1.39	230	0.38	27%	682	1.01	73%
3	Clermont	Chembur, Mumbai	0.24	181	100%	0.24	181	0.24	37	0.05	19%	144	0.19	81%
4	Emerald Bay	Keshavnagar, Pune	0.35	280	100%	0.35	280	0.35	48	0.07	19%	232	0.28	81%
5	Marina One I	Kochi	1.68	586	50%	0.84	293	0.84	180	0.53	63%	113	0.31	37%
6	Promenade	Hennur Road, Bengaluru	0.20	152	70%	0.10	107	0.14	29	0.03	29%	78	0.11	80%
7	Silversand - I	Keshavnagar, Pune	0.77	821	100%	0.77	821	0.77	676	0.63	82%	145	0.14	18%
8	Somerset House	Guindy Chennai	0.36	181	100%	0.36	181	0.36	23	0.05	14%	158	0.31	86%
9	Westend-Phase2	Hosur Road, Bengaluru	0.09	55	78%	0.07	43	0.07	39	0.06	89%	4	0.01	11%
10	Zenium - I	Airport Road Bengaluru	0.65	452	70%	0.45	317	0.45	184	0.19	42%	133	0.26	58%
Provident														
11	Adora De Goa	Zuari Nagar, Goa	1.63	2,346	84%	1.37	1,630	1.37	1,215	0.92	67%	415	0.45	33%
12	Capella	Soukya Rd, Bengaluru	0.65	763	74%	0.48	565	0.48	211	0.19	40%	354	0.29	60%
13	Equinox	Mysore Road, Bengaluru	0.66	672	100%	0.66	672	0.66	199	0.19	29%	473	0.47	71%
14	Kenworth - II	Rajendra Nagar, Hyderabad	1.08	1,150	73%	0.79	837	0.79	557	0.51	64%	280	0.28	36%
15	Neora	Sampigehalli, Bengaluru	0.23	249	100%	0.23	249	0.23	149	0.14	60%	100	0.09	40%
16	Park Square	Judicial Layout, Bengaluru	1.90	2,082	87%	1.66	1,817	1.66	1,091	1.01	61%	726	0.65	39%
17	Woodfield	Electronic City, Bengaluru	0.48	356	100%	0.48	356	0.48	291	0.38	80%	65	0.10	20%
	Total Under Construction (B)		**12.88**	**11,604**		**10.53**	**9,472**	**10.57**	**5,185**	**5.37**	**51%**	**4,287**	**5.20**	**49%**

Project Status – Not yet open for Sale as on June 30, 2021

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	%	Nos	Msft	%
PHASES NOT OPEN FOR SALE														
Puravankara														
1	Amaiti II	Trichy Road, Coimbatore	0.47	288	100%	0.47	288	-	-	-	-	288	0.00	0%
2	Clermont	Chembur, Mumbai	0.12	131	100%	0.12	131	-	-	-	-	131	0.00	0%
3	Highlands III	Mallasandra, Bengaluru	0.83	492	100%	0.83	492	-	-	-	-	492	0.00	0%
4	Marina One II	Kochi	1.53	555	50%	0.76	278	-	-	-	-	278	0.00	0%
5	Moonreach II	Airport-Seaport Rd, Kochi	0.23	119	100%	0.23	119	-	-	-	-	119	0.00	0%
6	Silversand - II	Keshavnagar, Pune	0.42	372	100%	0.42	372	-	-	-	-	372	0.00	0%
7	Sound of Water	Kammanahalli, Bengaluru	0.32	113	58%	0.18	65	-	-	-	-	65	0.00	0%
8	Windermere IV	Medavakkam, Chennai	1.28	644	100%	1.28	644	-	-	-	-	644	0.00	0%
9	Zenium - II	Airport Road Bengaluru	0.48	332	70%	0.34	232	-	-	-	-	232	0.00	0%
Commercial														
10	Zentech Business Park	Kanakapura, Bengaluru	0.76	0	70%	0.53	-	-	-	-	-	0	-	0%
Provident														
11	Skyworth II	Derebail, Mangalore	0.23	180	73%	0.17	131	-	-	-	-	131	0.00	0%
12	Sunworth III,IV	Mysore Road, Bengaluru	2.62	2,496	100%	2.62	2,496	-	-	-	-	2,496	-	0%
Commercial														
13	Adora De Goa	Zuari Nagar, Goa	0.20		100%	0.20					-	-		0%
	Total - Phases to be launched (C)		**9.48**	**5,722**		**8.15**	**5,249**				-	**5,249**		**0%**
	Total Ongoing - (B) + (C)		**22.37**	**17,326**		**18.68**	**14,722**	**10.57**	**5,185**	**5.37**	**51%**	**9,536**	**5.20**	**49%**

Notes:

1. *The Company also holds inventory of 0.14 msft under "Properties Held for sale" as on the reporting date.*
2. *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

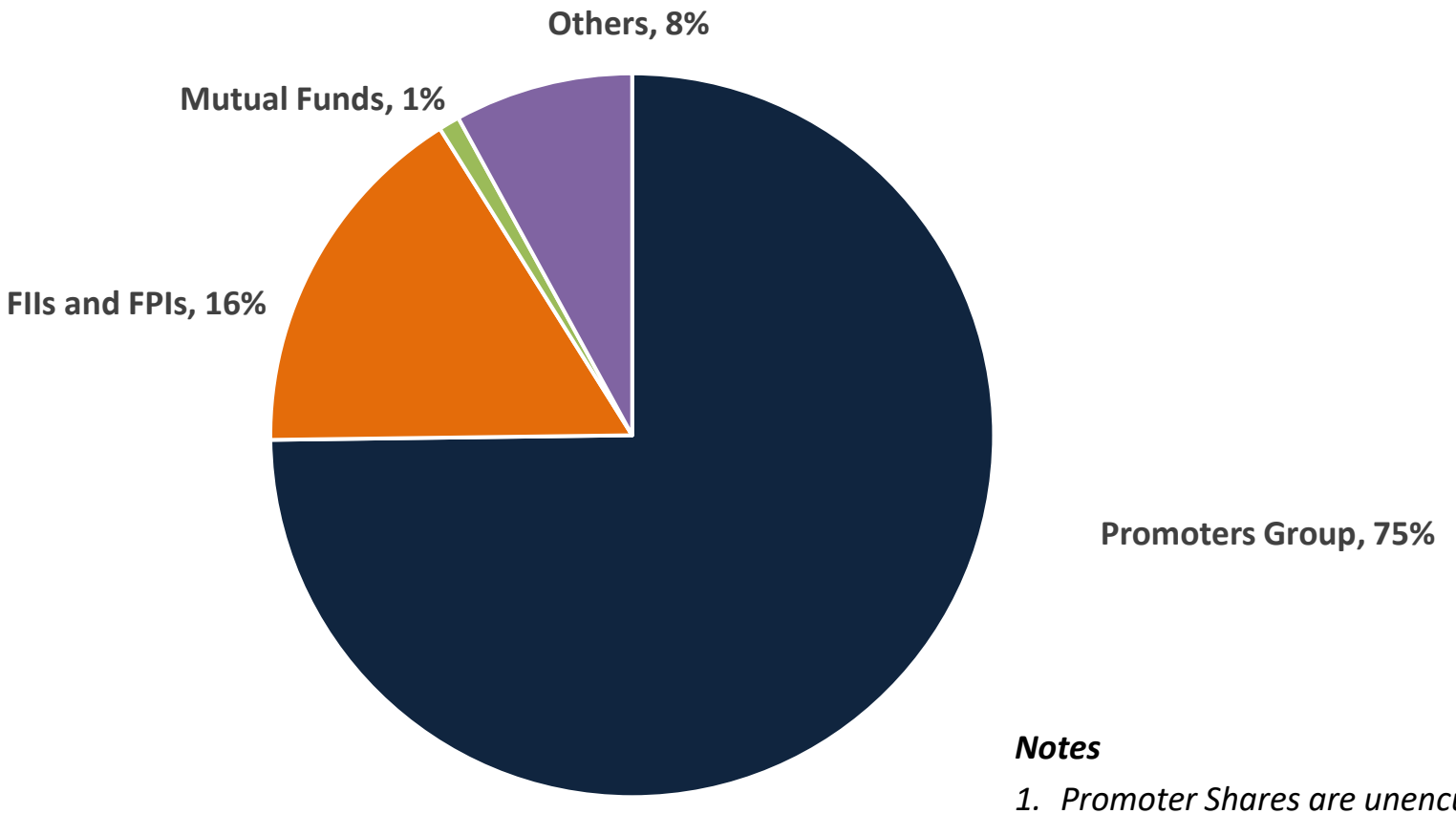
Non Executive Directors

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

Shailaja Jha
Non-Executive Independent Director
- MMS Degree from BITS, Pilani and PMI certified Project Management Professional
- Over 30 years of experience in IT global consulting experience
- After clearing the UPSC, served GOI as a civil servant for almost a decade

Shareholding Pattern as of June 30, 2021

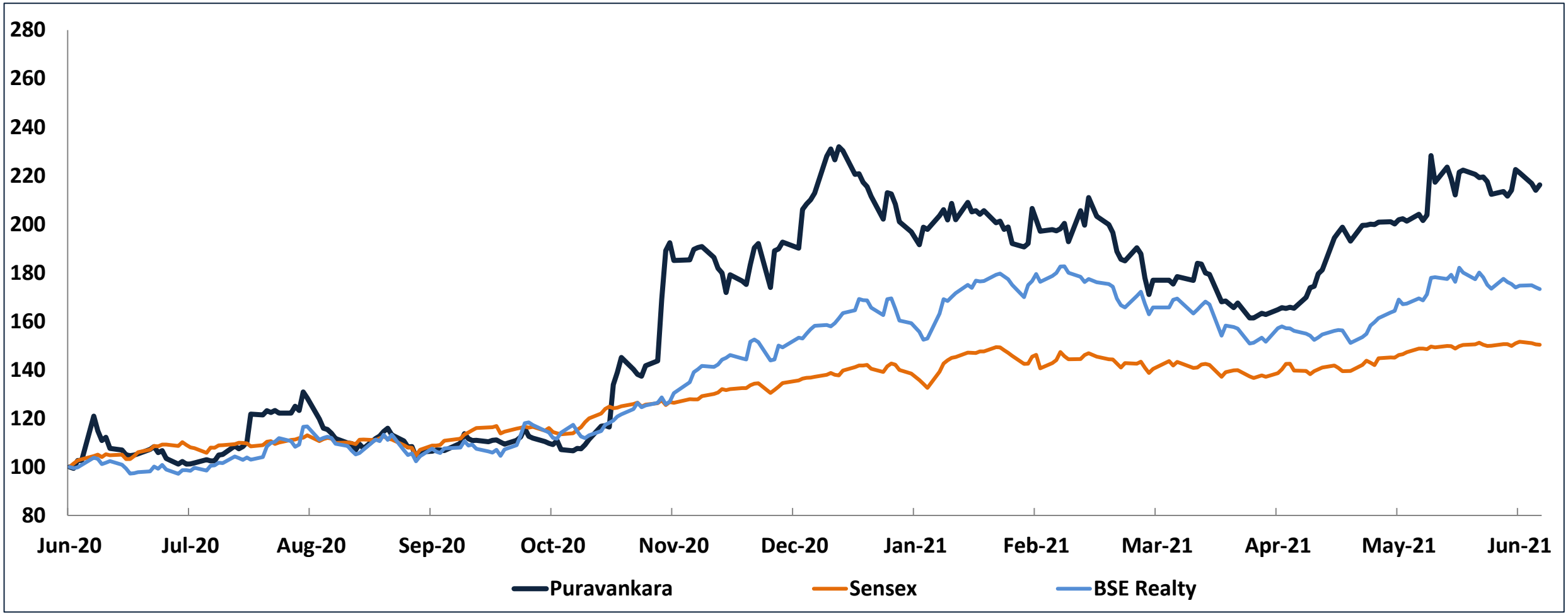


Notes

1. *Promoter Shares are unencumbered*

FPIs	Insurance and Bodies Corporate	Mutual Funds
Gothic Corporation	Life Insurance Corporation	Franklin Templeton
Atyant Capital	General Insurance Corporation	

Share Price Movement



Notes: Graph rebased to 100

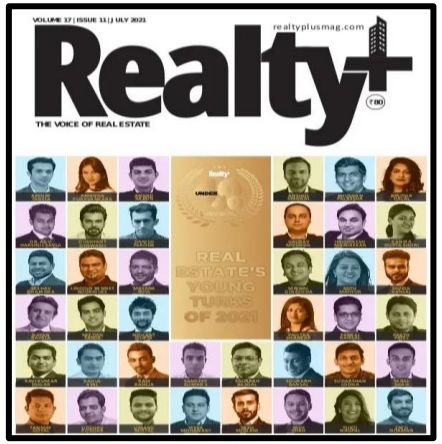
Awards and Accolades

WORLD ECONOMIC FORUM New Champions Awards - Puravankara Limited as an Honourable Mention For Excellence in Digital Disruption.

Construction Week Awards - Real Estate Person of the Year – Mr. Ashish Puravankara

12th Annual Estate Awards - Developer of the Year - Residential (South) - Puravankara Limited

Realty+ 40 Under 40 Awards - Certificate of Excellence - Ms. Amanda Puravankara



12th Annual Estate Awards 2020 - Themed Project of the Year - (West) - Adora De Goa by Provident

Real Estate Thought Leader of the Year 2021 India - Ashish Puravankara

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

Corporate Reports

BUSINESS INDIA • THE MAGAZINE OF THE CORPORATE WORLD

Going for a bigger pie

Puravankara gears up to take advantage of an evolving realty market

Ravi Puravankara: driven by people, technology and sustainability

Bengaluru-based Puravankara Ltd is betting big on the consolidating domestic realty market. The property developer, backed by its impeccable track record of execution capabilities and delivery schedules, has diversified its portfolio – both in terms of the properties it builds and the geography it is present in. The company has significantly ramped up its capabilities to explore opportunities in the fast-evolving marketplace.

Having grown at a CAGR of about 19 per cent in the last five years, even bucking market trends, the developer has re-entered the country's largest realty market – the Mumbai Metropolitan Region (MMR). As a part of its new strategy, it has also extended its presence in the southern markets in a big way. From being primarily confined to the Bengaluru market, the company has now expanded its footprint across 10 cities, including Chennai, Coimbatore, Hyderabad, Kochi, Pune and Mumbai. In fact, non-Bengaluru projects now account for over 45 per cent of the ongoing and about 80 per cent of the launch pipeline. Besides, the company, one of the first real estate ventures in India to receive ISO certification, has an overseas presence too – in GCC and Sri Lanka.

In its journey of 45 years, Puravankara has delivered about 43 million sq ft of properties – over 74 projects across residential (69), commercial & retail (5). It boasts of about 23 million sq ft of space under construction and over 65 million sq ft of land assets, to be developed over a period of five to six years.

The company has continued to maintain its momentum, not only during the recent slowdown in the residential market, but also in the Covid-afflicted period, when many of its peers were struggling to keep themselves steady. Bucking all the challenges which the industry has been facing in launching new projects, Puravankara came up with six projects in 2020-21 and is looking to launch six more projects in the current year. Having clocked sales of ₹1,774 crore in 2019-20, it has registered sales of ₹1,449 crore during the nine-month period of 2020-21, of which Q3 2020-21 alone contributed ₹570 crore. Based on this, during 2020-21, the company is expecting to clock sales which would likely be higher than what was recorded in the last four to five-year period.

Spanning all segments

"The domestic real estate market is under consolidation, with organised builders with proven track records expanding their share," says Pranay Vakil, chairman, Praron Consultancy. "Buyers are consciously looking out for players who can deliver the homes on time, even if they have to pay a premium. The recent Covid-affected market has further accentuated the whole process, even as organised players are gearing up to explore opportunities in a more effective manner." He feels that, with the WFH concept getting established for an even longer term and residents preferring to buy their own homes of larger configurations, the demand for quality homes will get good traction, going ahead.

Puravankara's footprint spans almost all segments of the business – villas, high-end luxury properties and mid and affordable segments. The company has put in place two distinct brands: Puravankara for villas and luxury apartments and Provident for affordable and mid-income homes. While the majority of its portfolio comprises residential development, it has also created a judicious mix of commercial and retail components, which contributes 10 per cent to the overall business.

Puravankara plans to diversify further and explore the opportunities in the changing marketplace. Known for its quality and theme-based properties, the company has already foraying into plotted development with one project in Bengaluru, while looking to launch about six more projects, spanning 5.5 million sq ft, in the current fiscal year. It has created a separate brand, Purva Land, under which it carries out plotted development in Bengaluru, Chennai and Coimbatore. Experts are of the opinion that, considering construction-related challenges, this move will also help generate faster cash flow.

Over the last few years, sensing the emerging opportunities and to tap them in a more focussed manner, the company has brought about structural changes within the organisation as well. Towards this end, it created a separate entity (a wholly-owned subsidiary), Provident Housing Ltd, which is into the rapidly-growing premium affordable housing segment and has already left its mark in the market, with over 21 million sq ft of projects under its belt.

The entity, launched in 2008, has delivered close to 12 million sq ft of space to about 30,000 home-owners. Additionally, a little over 7 million sq ft is marked for new launches in the near future. The launch pipeline under Provident accounts for more than 80 per cent of the company's total launch pipeline of 8.70 million sq ft.

"The real estate market is consolidating in a big way and we at Puravankara are of the firm belief that, being a responsible player, we can actively participate in the entire process," affirms Ashish Puravankara, 42, managing director, Puravankara Ltd. "The market is rapidly evolving and throwing up an array of opportunities and that is where we want to play a bigger role. We, as an organisation, have prepared ourselves to leverage this and enhance our pie in this new marketplace, which is now more organised in favour of large and reputed players." He is of the opinion that in this transforming marketplace, one has to be more focussed to meet the specific requirement of buyers, who have now become more discerning and informed.

"The market has undergone a transition and we are getting future-ready," says Ashish. "We have put in place different brands and verticals, which will help us deal with various segments in a structured manner. We have put in place our resources and capabilities in a manner that can help us expand our business significantly and efficiently."

Ashish: we want to play a bigger role

"As a company, we have designed a comprehensive structure that helps us steer clear of complacency and drives us towards long-term stability," says Ravi Puravankara, 68, founder & chairman, Puravankara Ltd. "Leveraging technology that complements human expertise, fostering a culture of collaboration and enduring values have enabled us to remain constantly ahead in the industry. This has transformed us from being a single-city entity to a flourishing multi-city enterprise. Another important milestone that has enabled us to revolutionise the housing sector is being the first player in the space to introduce PropTech within its operations."

Guiding force

"I am privileged to lead a passionate group of individuals, who share my vision and constantly identify new ways to contribute to our vibrant communities," adds Puravankara. "We will continue to diversify our offerings, enhance our work culture and create an inclusive marketplace. Our businesses across the country will always be driven by people, technology and sustainability." He had set up the business in 1975 in Mumbai, but eventually shifted the base and operations to Bengaluru.

Puravankara has proactively visualised the trends emerging in the market and worked towards keeping the company ahead of the industry. Under his vision and leadership, the company was one of the first real estate ventures to get FDI in 2005 from the Singapore-based Keppel Land Ltd (the partnership still continues), followed by a listing on the stock exchange in 2007 and then the setting up of a separate entity, Provident Housing Ltd, for affordable housing. In the last few years, he has seamlessly passed on the baton to his son Ashish, while continuing to be a guiding force for the entire group.

Ashish joined the company in 2003 and was elevated to the post of managing director in 2015. He has geared up the company to get into its next growth phase on the foundation built by his father. Leading from the front, in the last few years he has transformed the company into a new-age real estate business, which is ready to take advantage of the emerging market scenario. He holds a degree in business from Virginia Polytechnic Institute & State University and a master's in business administration from Willamette University, Salem, Oregon. He is passionate about travel, adventure and motor sports.

Endorsing the company's strategy and business model, International Finance Corporation (IFC), a member of the World Bank Group, and IFC Emerging Asia Fund (EAF) together have partnered Puravankara Ltd, to invest $76 million in a SPV/development platform put up by the Indian developer, to build

THE ECONOMIC TIMES | Markets

English Edition | E-Paper

ETPrime Markets News Industry RISE Politics Wealth MF Tech Jobs Opinion NRI Panache ET NOW

Stocks • IPOs/FPOs Markets Data Market Moguls Expert Views Technicals • Commodities • Forex • Bonds More

Puravankara posts multifold jump in Q4 profit

PTI • Last Updated: Jun 25, 2021, 11:05 PM IST

Outlook

THE NEWS SCROLL

26 JUNE 2021 Last Updated at 7:23 PM | SOURCE: PTI

Puravankara Q4 net profit up at Rs 8.75 cr

moneycontrol

Home > News > Business > EARNINGS

Puravankara Q4 net profit up at Rs 8.75 crore

Total income fell to Rs 339.39 crore in the fourth quarter of this fiscal from Rs 389.79 crore in the corresponding period of the previous year, according to a regulatory filing.

Business Standard

Puravankara consolidated net profit rises 2400.00% in the March 2021 quarter

Capital Market

Last Updated at June 26, 2021 09:09 IST

Sales decline 16.07% to Rs 310.13 crore

Net profit of Puravankara rose 2400.00% to Rs 8.75 crore in the quarter ended March 2021 as against Rs 0.35 crore during the previous quarter ended March 2020. Sales declined 16.07% to Rs 310.13 crore in the quarter ended March 2021 as against Rs 369.52 crore during the previous quarter ended March 2020.

For the full year,net loss reported to Rs -4.67 crore in the year ended March 2021 as against net profit of Rs 88.35 crore during the previous year ended March 2020. Sales declined 54.86% to Rs 960.71 crore in the year ended March 2021 as against Rs 2128.37 crore during the previous year ended March 2020.

ParticularsQuarter EndedYear EndedMar. 2021Mar. 2020% Var.Mar. 2021Mar. 2020% Var.Sales310.13369.52 **-16** 960.712128.37 **-55 OPM %**27.2021.73 -29.2821.02 **- PBDT**16.9813.76 **23** 17.49163.14 **-89 PBT**12.237.29 **68** -2.89140.35 **PL NP**8.750.35 **2400** -4.6788.35 **PL**

***Powered by* Capital Market - Live News**

(This story has not been edited by Business Standard staff and is auto-generated from a syndicated feed.)

INTERVIEW: ASHISH PURAVANKARA, MD, Puravankara

'After Covid, homebuyers are exploring risk-free options with a good yield'

Bengaluru-based Puravankara has entered the plotted development segment. With this, the real estate developer is set to launch six projects spread around 5.5 million sq ft across Bengaluru, Chennai and Coimbatore. In an interview with **Rishi Ranjan Kala**, *managing director* **Ashish Puravankara** *said Covid-19-induced uncertainties are forcing homebuyers to explore risk-free options that offer good yields. Edited excerpts:*

What is the rationale behind Puravankara entering plotted development?

In the past, plotted development was a preferred asset class due to reasons like flexibility, affordability, minimal risk and high returns. In a market that is ridden with pandemic-led uncertainties, plotted developments have regained their stature for homebuyers who are exploring risk-free options with a good yield. A market that was hitherto led by smaller and unorganised players, is now a level-playing field for listed developers. Increased desire for larger spaces, high-end amenities and value-for-money, has pushed homebuyers to opt for tier-I developers.

The launch of Purva Land, our dedicated arm for plotted development, is a step to address this positive shift in customer sentiment. As part of our new segment, we are set to launch 6 projects in Bangalore, Chennai, and Coimbatore, which will attribute to nearly 5.5 million sq ft. We aim to enable customers to benefit from a fruitful investment

ued to one of the most favoured investment destinations globally. With an uptick in demand for luxury housing, especially during last year, it is well-positioned for exponential growth. With people being confined to their homes for most of the day, they were nudged to relook at their spaces and reimagine how they wanted to live. Besides encouraging initiatives from the state, like stamp duty relaxation, tax exemptions, and low-interest rates, contributed to a favourable environment. Considering these factors, we believe that it was conducive for us to re-enter the region's exciting real estate landscape, through the launch of 'Purva Clermont'. The location of the project, Chembur, is at the heart of the city and a highly connected hub.

There has been an uptick in the sale of luxury homes. What are your plans for this segment?

The luxury housing segment has witnessed vankara's luxury and ultra-luxury projects from domestic and NRI customers. There was an approximate rise of 20% in the number of luxury units sold from April 2020 to December 2020 in comparison to 2019.

Developers are complaining about rising input costs of raw materials. What is your experience?

Over the last few months, there have been constant fluctuations in the prices of two key raw materials, steel, and cement. This has led to a direct increment of input costs for all players in the sector. So far, we have constantly worked toward shielding our customers by not hiking the end price of our projects instead of increased the costs of these materials. However, as steel and cement continue to remain non-negotiable raw materials in construction, long-term price escalations could soon have an impact on the end-user. However, if this scenario continues for a longer duration, most developers will have no choice but to allow the spill-over of these costs to the customers.

What are your expectations from January-March 2021 and beyond?

As the population braces itself for a potential second wave of the pandemic, homebuyers are eager to invest in homes that will positively affect their well-being and offer a sustainable living experience. As customer-centric developers, we will continue to deliver projects that echo the evolving needs

TECHNOLOGY

Digital Revolution Beckons a New Era Of Real Estate

With social distancing norms continuing to shape our work and life, real estate companies had to undergo a digital transformation to ensure business continuity in the long run

NEXT ARTICLE

Image credit: Unsplash

Ashish R. Puravankara

Managing Director, Puravankara Limited

Not just a headline.

Data. Insights. Clarity.

Subscribe now for only $1.99.

Limited time offer.

Bloomberg.com

Limited Time Offer - Subscribe

Subscribe to award-winning journalism and the world's business news for just $1.99/month.

ET HRWorld.com

From The Economic Times

NEWS TRENDS WORKPLACE 4.0 HRTECH HR TV ENGAGE EVENTS

INTERVIEWS • INDUSTRY • EXPERT SPEAK • CXO MOVEMENT • INTERNATIONAL • PERFORMANCE EVAL

HR News / Latest HR News / Trends

Puravankara rolls out on-site vaccination program for its employees, their dependents

CSR TIMES

India's No.1 Corporate Social Responsibility Magazine

Puravankara Abides By Its Commitment To Vaccinate 100% Of Its Employees In India

THIS WEEK INDIA

Puravankara Continues its Commitment to Vaccinate 100% of its Employees in India

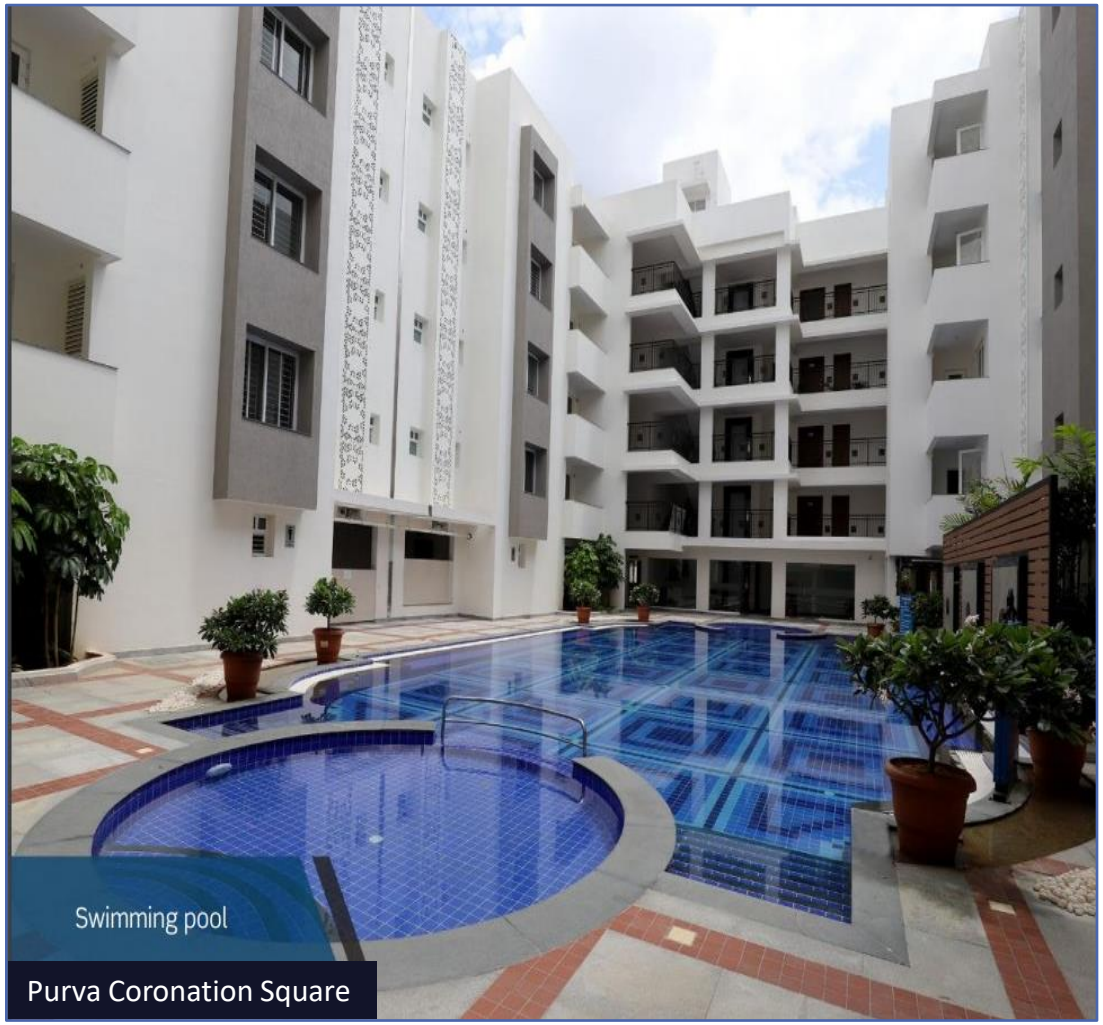
By Kishore Joseph • June 12, 2021

The vaccination drive is aimed to cover all 1100 of its employees and their eligible family members in addition to its construction labour force.

National, 11 June 2021: In line with its efforts to safeguard its workforce, Puravankara rolled out an on-site vaccination program in its Bangalore office on 5 June 2021. The inoculation drive offers safe, convenient and free-of-cost access to vaccines to all its employees and contractual staff as well as their family members i.e., parents, spouses and children above 18 years of age. This is a continuation of the successful vaccine initiative that the company had completed earlier this year for its labour force and their dependents over the age of 45 years.

With a robust business continuity plan in place, continued focus on digital initiatives, the wellbeing of employees and stakeholders, along with sustained effort to enhance the overall experience of our customers, has helped to strengthen our position as a thought leader for the Q1 FY21-22

Appendix 3: Our Completed Projects



Purva Coronation Square

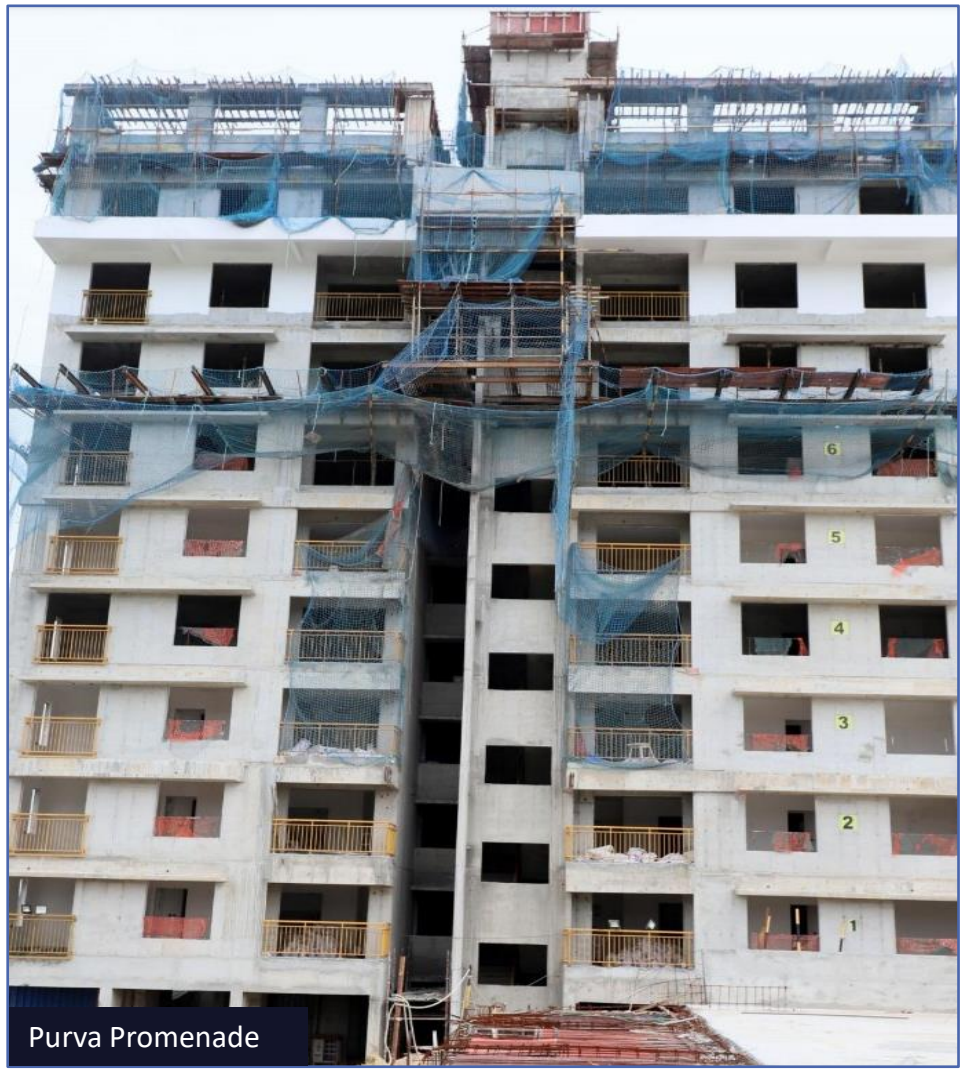
Purva Palm Beach

Our Completed Projects

Provident Sunworth

The Tree by Provident

Appendix 4 : Select Ongoing Projects



Purva Promenade

Purva Atmosphere

Select Ongoing Projects

Provident Park Square

Provident Adora De Goa

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

Puravankara Limited
130/1, Ulsoor Road,
Bengaluru - 560042
Tel: 080-25599000/43439999
Corporate Identification Number : L45200KA1986PLC051571
Website:- www.puravankara.com

Investor Relations Contact:

Mr. Neeraj Gautam, Executive Vice President
Email – Neeraj.Gautam@Puravankara.com; Tel: +91-80-4343 9999