

# PURAVANKARA

Results – 31 December 2010

**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

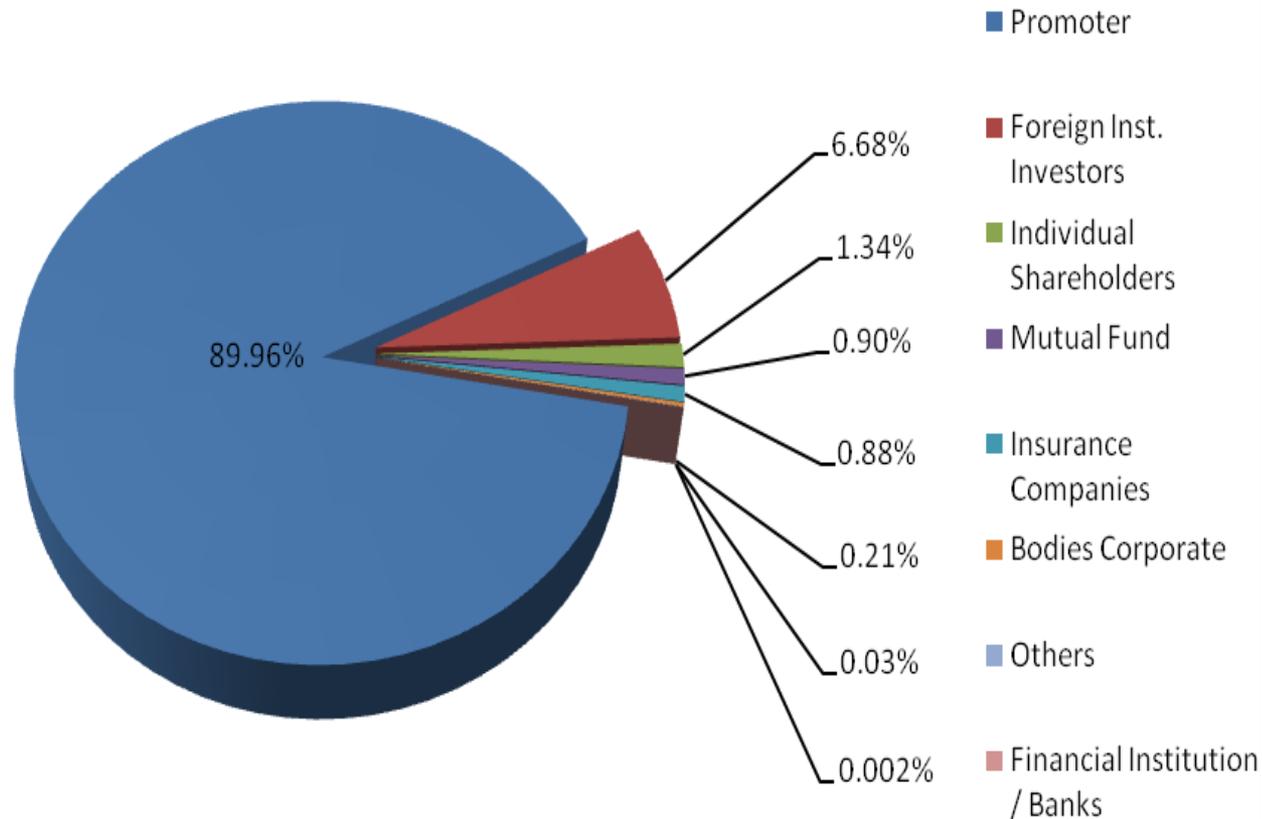
- Development Potential

	Developable Area	Saleable Area
	Msft	Msft
Future	123.00	100.71
Current (16 projects)	20.25	17.29
Total	143.25	118.00

- Future Developable area of 123 msft, will be a mix of Residential and Commercial Business
- JV with Keppel Land of Singapore and Homex of Mexico
- First mover advantage with 100% affordable housing subsidiary, Provident Housing Limited
- Infrastructure and contracting, 100% subsidiary, Starworth Infrastructure & Construction Ltd.

# Shareholding Pattern – as at 31 Dec 2010

## % of Shareholding



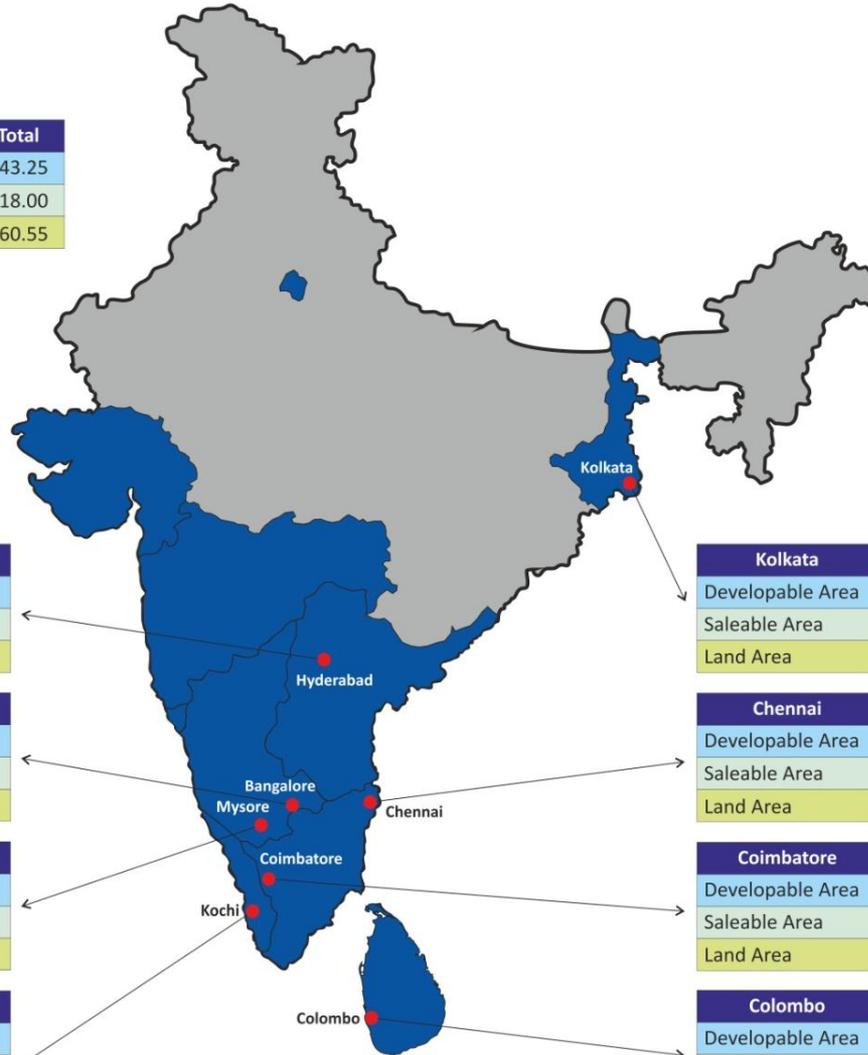
### Notes

Promoter Shares are unencumbered

### Prominent FII's

- HSBC Global Investment Funds,
- Master Trust Bank of Japan,
- LIC
- HDFC Trustee Company
- College Retirement Equities Fund
- Atyant Capital Management Ltd,
- Kotak Mahindra (UK) Ltd.,
- SBIMF – SBI One India Fund
- Sundaram BNP Paribas Mutual Fund
- DAI-ICHI Mutual Fund Ltd.

	Ongoing	Future	Total
Developable Area	20.25	123.00	143.25
Saleable Area	17.29	100.71	118.00
Land Area	9.04	51.51	60.55



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

Bangalore	Ongoing	Future
Developable Area	12.26	92.01
Saleable Area	10.82	70.76
Land Area	5.41	41.06

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	0.58	1.66

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

Chennai	Ongoing	Future
Developable Area	3.60	12.06
Saleable Area	3.52	11.61
Land Area	1.97	5.08

Coimbatore	Ongoing	Future
Developable Area	-	2.36
Saleable Area	-	2.36
Land Area	-	0.98

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 ₹111/-
- Development, Saleable Area are indicative in nature and is subject to change post receipt of regulatory approvals
- Of the guidance of 12 Msft under Puravankara, 8.46 msft will be launched in the next 6 months. Guidance for Provident has been revised to 10 msft from the earlier 6 msft and will be launched in the next 8 months

# Sales – 31 Dec 2010

## Based on Bookings

### Quarter ended

	Area Sold			Units Sold			Sale Value			Sale Realization		
	Dec-10 msft	Dec-09 msft	%	Dec-10 No.s	Dec-09 No.s	%	Dec-10 Rs.in million	Dec-09 Rs.in million	%	Dec-10 Rs.psft	Dec-09 Rs.psft	%
Puravankara	0.41	0.28	50%	254	166	53%	1,347	806	67%	3,255	2,920	11%
Provident	0.36	0.28	28%	342	276	24%	718	556	29%	1,981	1,968	0.68%
<b>Total</b>	<b>0.78</b>	<b>0.56</b>	<b>39%</b>	<b>596</b>	<b>442</b>	<b>35%</b>	<b>2,065</b>	<b>1,362</b>	<b>52%</b>	<b>2,660</b>	<b>2,438</b>	<b>9.11%</b>

## Based on Bookings

### Nine Months ended

	Area Sold			Units Sold			Sale Value			Sale Realization		
	Dec-10 msft	Dec-09 msft	%	Dec-10 No.s	Dec-09 No.s	%	Dec-10 Rs.in million	Dec-09 Rs.in million	%	Dec-10 Rs.psft	Dec-09 Rs.psft	%
Puravankara	1.38	0.78	76%	842	474	78%	4,380	2,435	80%	3,178	3,114	2%
Provident	0.94	1.41	-34%	909	1,367	-34%	1,864	2,787	-33%	1,990	1,973	1%
<b>Total</b>	<b>2.31</b>	<b>2.19</b>	<b>5%</b>	<b>1,751</b>	<b>1,841</b>	<b>-5%</b>	<b>6,243</b>	<b>5,223</b>	<b>20%</b>	<b>2,697</b>	<b>2,380</b>	<b>13%</b>

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

## Sales – 31 Dec 2010 (contd.)

As compared to the corresponding **quarter ended** 31 Dec 2009

- Sales Volume increased by 39%
- Sales Value increased by 52%
- Sales Realization increased by 9.11%

As compared to the corresponding **Nine Month period** ended 31 Dec 2009

- Sales Volume increased marginally by 5%
- Sales Value increased by 20%
- Sales Realization increased by 13%

# Current Project Status – 31 Dec 2010

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
<b>Residential:</b>			<b>Msft</b>	<b>Units</b>	<b>%</b>	<b>Msft</b>	<b>Msft</b>	<b>Msft</b>	<b>%</b>
<b>Puravankara</b>									
<b>Joint Development</b>									
1	Atria-I	Sanjay Nagar, Bangalore	0.24	131	62%	0.15	0.15	0.06	58%
2	Atria Platina	Sanjay Nagar, Bangalore	0.14	70	62%	0.09	0.09	0.004	96%
			<b>0.38</b>	<b>201</b>		<b>0.24</b>	<b>0.24</b>	<b>0.07</b>	
<b>Joint Venture</b>									
3	Elita Promenade	JP Nagar, Bangalore	2.55	1,573	49%	1.25	1.25	1.18	6%
4	Elita Garden Vista	Rajarhat, Kolkata	2.28	1,278	36%	0.82	0.44	0.37	17%
			<b>4.83</b>	<b>2,851</b>		<b>2.07</b>	<b>1.69</b>	<b>1.54</b>	
<b>Owned</b>									
5	Venezia	Yelahanka, Bangalore	2.09	1,332	100%	2.09	2.09	1.60	23%
6	Highlands	Mallasandra, Bangalore	2.54	1,589	100%	2.54	1.36	0.81	41%
7	Grand Bay	Marine Drive, Kochi	0.50	265	100%	0.50	0.50	0.31	37%
8	Eternity	Kakkanad, Kochi	0.96	600	100%	0.96	0.80	0.44	45%
9	Swan Lake	OMR, Chennai	0.83	522	100%	0.83	0.83	0.35	58%
10	Moon Reach	Airport-Seaport Rd, Kochi	0.39	196	100%	0.39	0.15	0.14	8%
11	Oceana	Marine Drive, Kochi	0.26	96	100%	0.26	0.26	-	100%
12	Purva Skywood	Sarjapur Road, Bangalore	1.24	730	100%	1.24	1.00	0.65	35%
			<b>8.82</b>	<b>5,330</b>		<b>8.82</b>	<b>6.99</b>	<b>4.29</b>	
	<b>Total - (A)</b>		<b>14.03</b>	<b>8,382</b>		<b>11.12</b>	<b>8.93</b>	<b>5.90</b>	<b>34%</b>
<b>Provident</b>									
<b>Owned</b>									
13	Cosmo City	Pudupakkam, Chennai	2.23	2,174	100%	2.23	1.68	1.63	3%
14	Wellworth City	Doddaballapur Rd, Bangalore	3.46	3,360	100%	3.46	1.41	1.03	27%
	<b>Total - (B)</b>		<b>5.69</b>	<b>5,534</b>		<b>5.69</b>	<b>3.09</b>	<b>2.67</b>	<b>14%</b>
	<b>Total Residential - (A) + (B)</b>		<b>19.73</b>	<b>13,916</b>		<b>16.82</b>	<b>12.02</b>	<b>8.57</b>	<b>29%</b>
<b>Commercial:</b>									
<b>Puravankara</b>									
<b>Joint Development</b>									
15	Primus	OMR, Chennai	0.17	-	60%	0.10	0.10	-	100%
<b>Owned</b>									
16	Moneto	Guindy, Chennai	0.36	-	100%	0.36	0.36	-	100%
	<b>Total Commercial</b>		<b>0.53</b>			<b>0.46</b>	<b>0.46</b>	<b>-</b>	<b>100%</b>
	<b>Grand Total</b>		<b>20.25</b>	<b>13,916</b>		<b>17.28</b>	<b>12.47</b>	<b>8.57</b>	<b>31%</b>

# Audited Income Statement

## Consolidated Profit and Loss Account - Quarter ended 31 December 2010

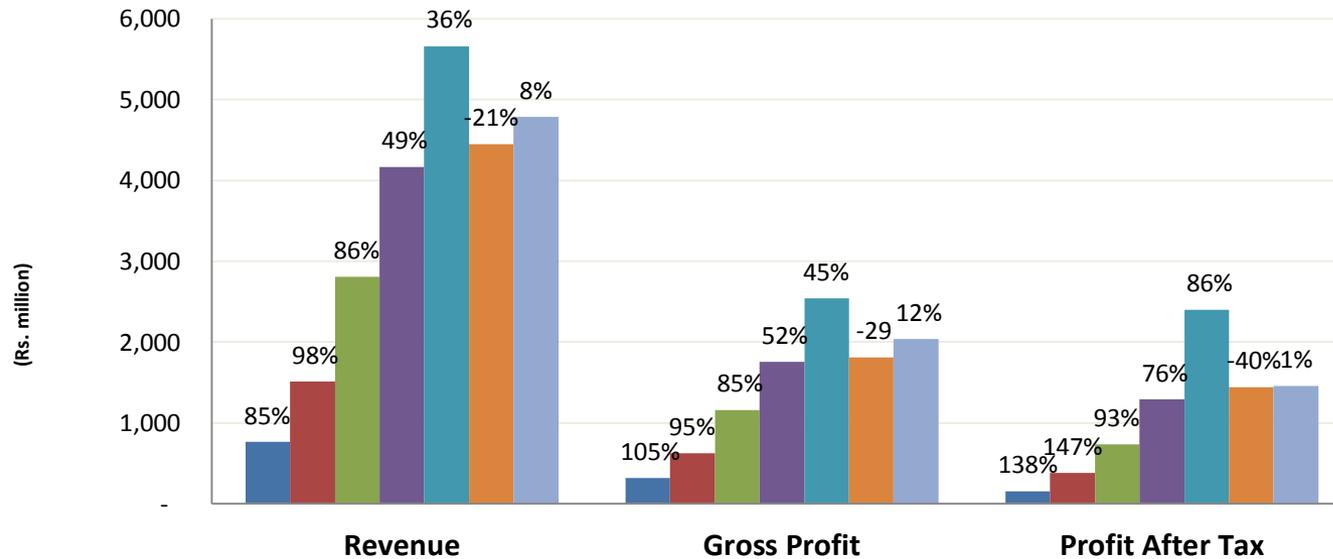
	Q3 FY10 Quarter ended Dec 2010 ₹		Q3 FY10 Quarter ended Dec 2009 ₹		FY10 Year ended March 2010 ₹	
<b>INCOME</b>						
Revenues	1,73,45,19,268		73,19,38,432		4,78,36,19,708	
Cost of revenues	1,23,18,20,020		33,67,40,938		2,74,81,25,813	
<b>GROSS PROFIT</b>	<b>50,26,99,248</b>	28.98%	<b>39,51,97,494</b>	53.99%	<b>2,03,54,93,895</b>	42.55%
Selling expenses	7,25,93,345	4.19%	5,29,68,682	7.24%	17,05,12,310	3.56%
General and administrative expenses	6,77,21,225	3.90%	7,41,62,940	10.13%	28,24,49,110	5.90%
<b>OPERATING PROFIT</b>	<b>36,23,84,678</b>	20.89%	<b>26,80,65,872</b>	36.62%	<b>1,58,25,32,475</b>	33.08%
Net finance income/(charges)	3,98,00,599	2.29%	60,78,822	0.83%	1,59,04,736	0.33%
	<b>40,21,85,277</b>	23.19%	<b>27,41,44,694</b>	37.45%	<b>1,59,84,37,211</b>	33.41%
Share of profit in associates	26,65,253		6,37,66,877		15,28,27,150	
<b>PROFIT BEFORE TAX</b>	<b>40,48,50,530</b>	23.34%	<b>33,79,11,571</b>	46.17%	<b>1,75,12,64,361</b>	36.61%
Provision for tax	11,83,04,674	29.22%	3,30,39,194	9.78%	29,80,79,275	17.02%
<b>PROFIT AFTER TAX</b>	<b>28,65,45,856</b>	16.52%	<b>30,48,72,377</b>	41.65%	<b>1,45,31,85,086</b>	30.38%

# Audited Income Statement – contd.

## Consolidated Profit and Loss Account - Nine Months - 31 December 2010

	9 months ended Dec 2010 ₹		9 months ended Dec 2009 ₹		FY 10 Year ended March 2010 ₹	
<b>INCOME</b>						
Revenues	4,43,99,08,548		3,55,55,39,502		4,78,36,19,708	
Cost of revenues	<u>2,89,90,23,698</u>		<u>1,96,39,34,568</u>		<u>2,74,81,25,813</u>	
<b>GROSS PROFIT</b>	<b>1,54,08,84,850</b>	34.71%	<b>1,59,16,04,934</b>	44.76%	<b>2,03,54,93,895</b>	42.55%
Selling costs	19,01,74,099	4.28%	13,79,49,368	3.88%	17,05,12,310	3.56%
General and administrative expenses	<u>21,09,98,680</u>	4.75%	<u>20,95,99,875</u>	5.90%	<u>28,24,49,110</u>	5.90%
<b>OPERATING PROFIT</b>	<b>1,13,97,12,071</b>	25.67%	<b>1,24,40,55,690</b>	34.99%	<b>1,58,25,32,475</b>	33.08%
Net finance income/(expense)	<u>5,19,59,822</u>	1.17%	<u>1,30,82,182</u>	0.37%	<u>1,59,04,736</u>	0.33%
	<b>1,19,16,71,893</b>	26.84%	<b>1,25,71,37,873</b>	35.36%	<b>1,59,84,37,211</b>	33.41%
Share in the profits of Associates	<u>2,86,80,083</u>		<u>9,61,22,398</u>		<u>15,28,27,150</u>	
<b>NET PROFIT BEFORE TAX</b>	<b>1,22,03,51,976</b>	27.49%	<b>1,35,32,60,271</b>	38.06%	<b>1,75,12,64,361</b>	36.61%
Provision for tax	<u>21,00,27,749</u>	17.21%	<u>33,73,54,356</u>	24.93%	<u>29,80,79,275</u>	17.02%
<b>PROFIT AFTER TAX</b>	<b>1,01,03,24,227</b>	22.76%	<b>1,01,59,05,915</b>	28.57%	<b>1,45,31,85,086</b>	30.38%

# Audited Income Statement – contd.



			%		%
FY04	764	320	42%	154	20%
FY05	1,510	624	41%	380	25%
FY06	2,804	1,157	41%	735	26%
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%

*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 – 31 Dec 2010

<b>Debt Movement</b>	<b>Q3 - 2010</b> ₹ Million	<b>Q3 - 2009</b> ₹ Million	<b>9M - 2010</b> ₹ Million	<b>9M - 2009</b> ₹ Million
Opening Balance	9,744	8,326	8,811	8,146
Additions during the period	1,455	895	4,691	2,318
Repayments during the period	699	895	3,002	2,138
<b>Closing balance</b>	<b>10,500</b>	<b>8,326</b>	<b>10,500</b>	<b>8,326</b>
Less: Cash and Cash Equivalents	648	276	648	276
<b>Net debt</b>	<b>9,852</b>	<b>8,049</b>	<b>9,852</b>	<b>8,049</b>
<b>Debt / Equity Ratio</b>	<b>0.62</b>	<b>0.56</b>	<b>0.62</b>	<b>0.56</b>

# Execution Update

Visit our website [www.puravankara.com](http://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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