

February 10, 2018

The General Manager – DCS,
Listing Operations-Corporate Services Dept.
BSE Ltd.
1st Floor, New Trading Ring, Rotunda
Building, 'P J. Towers, Dalal Street, Fort,
Mumbai

corp.relations@bseindia.com
Stock Code: 532891

The Manager,
Listing Department,
National Stock Exchange of India Ltd.,
Exchange Plaza, 5th Floor, Plot No. C/1, G
Block, Bandra-Kurla Complex, Bandra (E),
Mumbai

cc_nse@nse.co.in
Stock Code: PURVA

Dear Sir / Madam,

In connection with the conference call scheduled to be held on February 12, 2018, please find attached the Presentation on the operation and financial results of the Company for the quarter & nine months ended December 31, 2017, in terms of Regulation 46 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We request you to take the same on record.

Thanking you

Yours faithfully
For Puravankara Limited



Bindu D
Company Secretary
M.N. 23290



PURAVANKARA LIMITED (formerly Puravankara Projects Ltd.)

Registered Office: #130/1, Ulsoor Road, Bengaluru - 560 042 Tel: **+91 80 2559 9000 / 4343 9999** Fax: **+91 80 2559 9350**
Email: info@puravankara.com URL: www.puravankara.com CIN: **L45200KA1986PLC051571**

AN ISO 9001 COMPANY



Purva Eternity, Kochi

Puravankara Limited

December 2017

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Company Overview

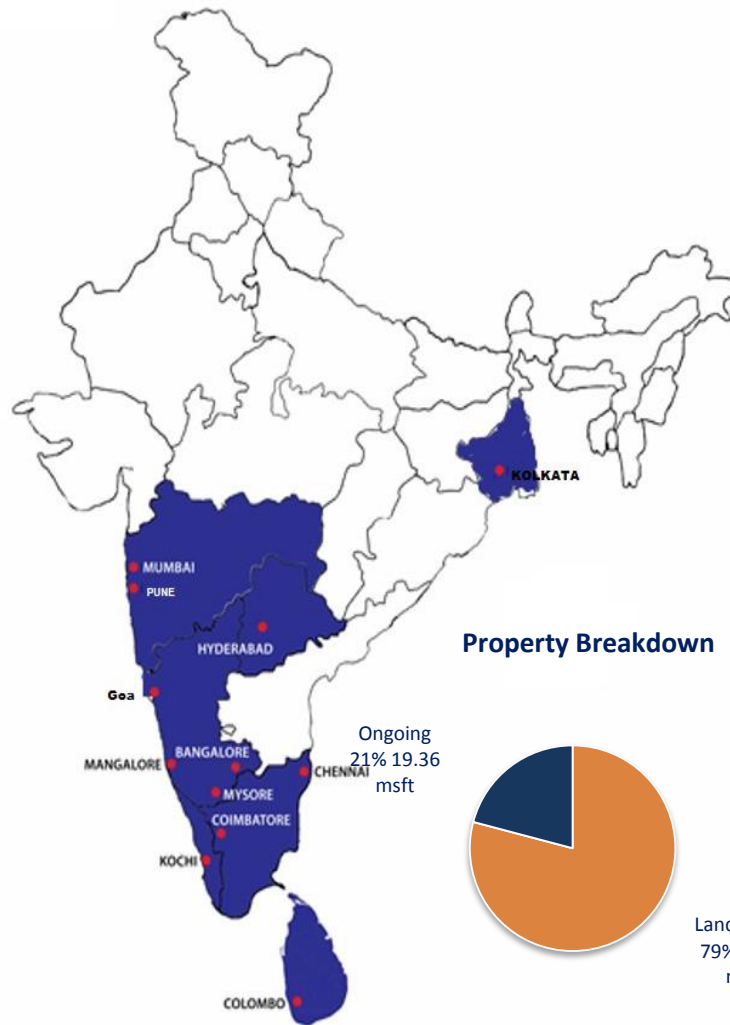
Overview

- Deep domain knowledge of 43 years of the Promoter and his team, who have established Puravankara as a developer of repute;
- Amongst South India's leading real estate developers with an established presence in the commercial and residential segment, comprising of luxury and premium affordable housing projects;
 - Projects in Bengaluru, Chennai, Hyderabad, Pune, Mumbai, Kochi, Kolkatta, Coimbatore, Mysore, Mangalore and Colombo.
 - Sales and Marketing offices locations other than markets with operating projects : Mumbai, United Arab Emirates, Kingdom of Saudi Arabia, Kuwait and Oman.
- **Established presence in luxury and premium affordable housing** through a wholly owned subsidiary, **Provident** Housing Limited;
 - Projects in Bengaluru, Hyderabad, Mumbai, Pune, Chennai, Goa, Mangalore, Coimbatore and Colombo.
 - Focus on delivering quality housing at affordable prices through value engineering
- Completed 65 residential projects and commercial projects, spanning 36.34 msft
- Area under Development totaling 19.36 msft
- Landbank totaling 73.36 msft (PL's economic interest – 58.45 msft)
- Strong in-house execution and supervision capabilities to deliver quality homes, leveraging robust internal processes and systems

Development Bank

Diversified across markets, brands and stages of development

Land portfolio



in million sq. ft.

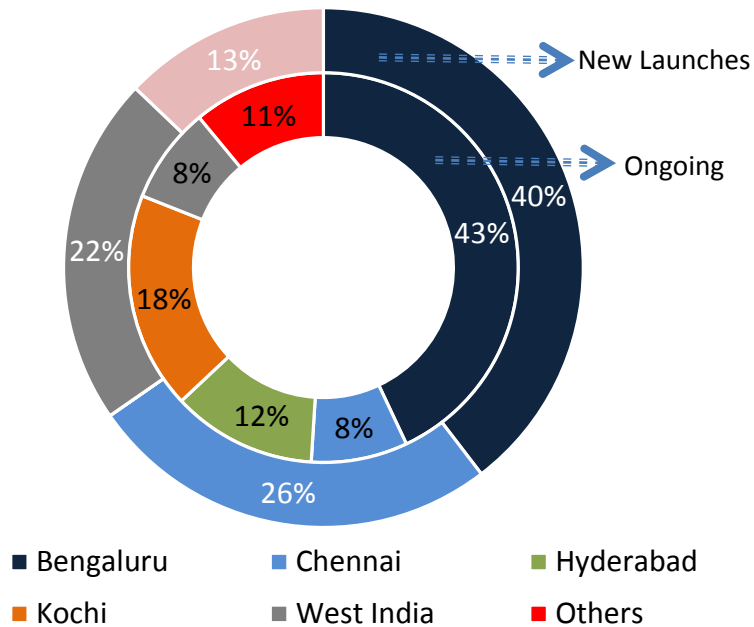
	Completed	Ongoing (A)	Land Assets (B)	Total (A)+(B)
South India				
Bengaluru	25.95	8.35	46.82	55.17
Chennai	6.26	1.64	11.71	13.35
Hyderabad	0.59	2.35	-	2.35
Kochi	1.89	3.44	4.21	7.65
Others	0.81	2.05	2.84	4.89
West India	0.14	1.53	3.55	5.08
Colombo	-	-	4.23	4.23
Kolkata	0.70	-	-	-
Total	36.34	19.36	73.36	92.72
<i>Puravankara*</i>	27.05	12.73	63.71	76.44
<i>Provident</i>	9.29	6.63	9.65	16.28
Saleable Area	32.35	15.60	58.45	74.05
<i>Puravankara*</i>	23.44	9.89	53.17	63.06
<i>Provident</i>	8.91	5.71	5.28	10.99

Note: 1. * Includes JVs and other subsidiaries

2. Saleable area includes impact of economic interest in Joint Ventures and Joint Developments

Ongoing and New Launches

Non-Bengaluru projects now account over 56% of the share of ongoing and proposed launches*

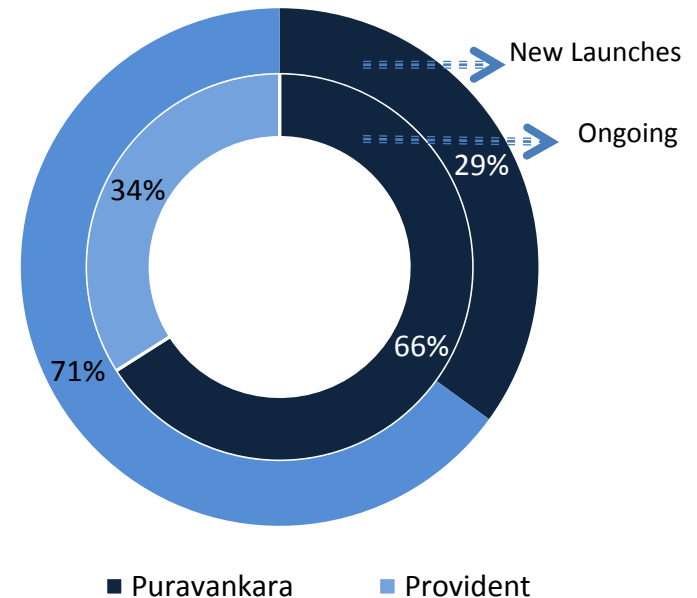


in msft	Ongoing	New Launches
Bengaluru	8.35	5.94
Chennai	1.64	3.81
Hyderabad	2.35	0.00
Kochi	3.44	0.00
West India	1.53	3.23
Others	2.05	1.95
Total	19.36	14.93

Note: :1. Based on Developable Area in msft

2.* Includes 7.91 million sqft of area not open for sale.

Provident is the new growth engine, with a growing share of ongoing projects and proposed launches*



in msft	Ongoing	New Launches
Puravankara	12.73	4.37
Provident	6.63	10.56
Total	19.36*	14.93

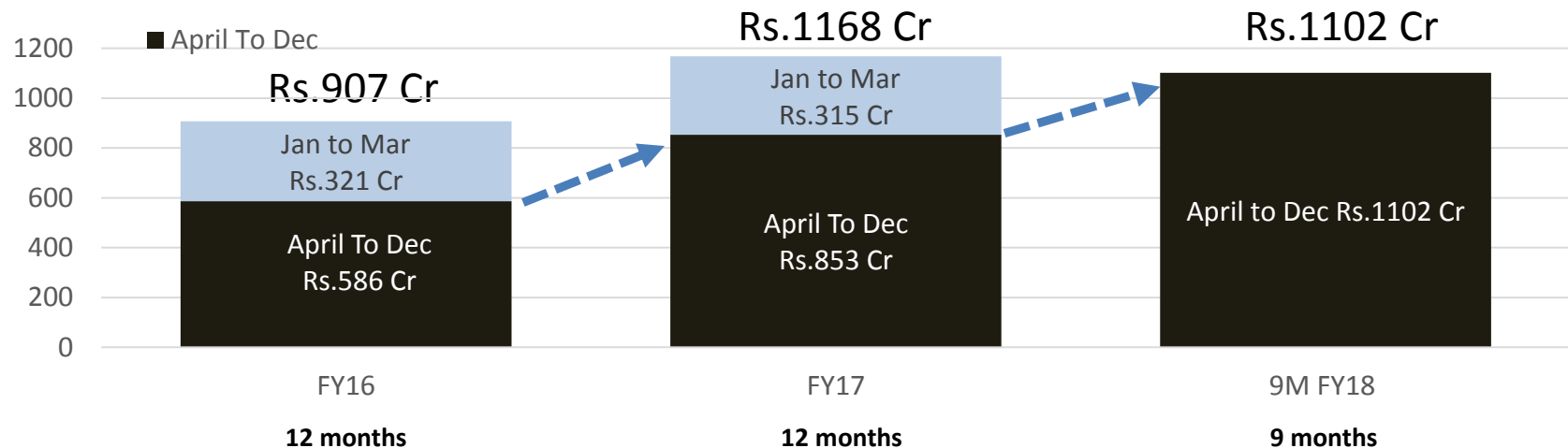
* In terms of developable area

Area

Area Under Development: Sales Driven, Execution Focused

<i>(numbers in million sq. ft.)</i>			
	FY16	FY17	9M FY18
Opening Area	24.01	23.64	24.92
Add: Launches/Revisions during the period ¹	2.46	4.77	0.04
Less: Completed during the period ²	(2.83)	(3.49)	(5.60)
Closing Area	23.64	24.92	19.36

Consistent Sales Booking growth



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 7.91 million sqft of area not launched

Immediate Launches : Provident Centric

Sr NO	Location/ Project Name	City	Development Model	Development Type	Developable Area	PPL Share in JD	Saleable ares(msft)	Expected launch date
Puravankara								
1	Lalbagh	Bengaluru	Joint Development	Residential	0.21	55%	0.12	Q1FY19
2	Thanisandra	Bengaluru	Joint Development	Residential	1.51	88%	1.32	Q1FY19
3	Bellary Road	Bengaluru	Joint Development	Residential	1.05	70%	0.74	Q2FY19
4	Kanakapura	Bengaluru	Joint Development	Residential	0.22	64%	0.14	Q1FY19
5	Kanakapura	Bengaluru	Joint Development	Commercial	0.70	70%	0.49	Q1FY19
6	Bhandup	Mumbai	Joint Development	Residential	0.20	45%	0.09	Q3FY19
7	Indiranagar	Bengaluru	Joint Development	Residential	0.17	50%	0.09	Q4FY19
8	Bavdhan	Pune	Joint Development	Residential	0.31	84%	0.26	Q3FY19
Total					4.37		3.24	
Provident								
1	Kanakpura Road	Bengaluru	Joint Development	Residential	1.88	87.5%*	1.64	Launched in Jan '18
2	Thirumazhsai	Chennai	Joint Venture	Residential	3.81	25%	0.95	Q1FY19
3	Sampigehalli	Bengaluru	Owned	Residential	0.20	100%	0.20	Q1FY19
4	Thane	Mumbai	Joint Development	Residential	1.63	64%	1.04	Q2FY19
5	Chikalim	Goa	Joint Development	Residential	1.82	86%	1.57	Q4FY18
6	Kondwa	Pune	Joint Development	Residential	1.09	70%	0.76	Q2FY19
7	Ja Ela	Ja Ela, Colombo, Srilanka	Owned	Residential	0.13	100%	0.13	Q1FY19
Total					10.56		6.29	
Grand Total					14.93		9.53	

*Economic interest

Notes:

1. Developable and Saleable Areas are tentative and is subject to approval from authorities
2. Launch dates are based on estimated time to obtain necessary approvals.
3. Projects listed above are at different stages of design approval

Sales

Sales – Q3 FY18, 31 December 2017

Based on Bookings										Quarter Ended		
	Area Sold			Units Sold			Sale Value			Sale Realization		
	Dec-17 msft	Dec-16 msft	%	Dec-17 Nos.	Dec-16 Nos.	%	Dec-17 Rs.in crs	Dec-16 Rs.in crs	%	Dec-17 Rs.psft	Dec-16 Rs.psft	%
Puravankara	0.36	0.29	21%	228	249	-8%	231	175	32%	6,500	5,995	8%
Completed & Nearing Completion	0.19	0.12	54%	113	78	45%	112	66	68%	5,957	5,452	9%
Ongoing Projects	0.17	0.17	-2%	115	171	-33%	119	109	9%	7,106	6,382	11%
Provident	0.32	0.22	44%	314	204	54%	135	99	36%	4,202	4,447	-6%
Completed & Nearing Completion	0.21	0.03	557%	212	32	563%	86	14	534%	4,044	4,192	-4%
Ongoing Projects	0.11	0.19	-43%	102	172	-41%	49	85	-43%	4,511	4,490	0%
Total Gross	0.68	0.52	31%	542	453	20%	366	274	33%			
Share of Revenue attributable to landlord under Revenue Sharing arrangement	(0.01)	(0.01)		(5)	(5)		(4)	(4)				
Group Economic Interest	0.67	0.51		537	448		362	270				

Consistent Sales Booking growth

- ❑ Sales volume grew 31% y-o-y for the quarter
- ❑ Completed and nearing completion inventory grew 160% y-o-y for the quarter
- ❑ Provident sales volume grew 44% y-o-y for the quarter
- ❑ Corresponding revenue growth will be reflected in the subsequent quarters

*Area sold, units sold and sales values are Net of Cancellations: Sales does not include GST & Registration Charges.

Sales – 9M end FY18

Based on Bookings										9M Ended		
	Area Sold			Units Sold			Sale Value			Sale Realization		
	Dec-17 msft	Dec-16 msft	%	Dec-17 Nos.	Dec-16 Nos.	%	Dec-17 Rs.in crs	Dec-16 Rs.in crs	%	Dec-17 Rs.psft	Dec-16 Rs.psft	%
Puravankara	1.28	1.12	14%	851	906	-6%	779	665	17%	6,096	5,928	3%
Completed & Nearing Completion	0.73	0.42	76%	444	250	78%	406	217	87%	5,564	5,217	7%
Ongoing Projects	0.55	0.71	-22%	407	656	-38%	373	449	-17%	6,803	6,345	7%
Provident	0.78	0.43	80%	749	404	85%	323	187	73%	4,159	4,326	-4%
Completed & Nearing Completion	0.45	0.14	221%	449	132	240%	178	57	213%	3,954	4,063	-3%
Ongoing Projects	0.33	0.29	11%	300	272	10%	145	130	11%	4,442	4,452	0%
Total Gross	2.06	1.56	32%	1,600	1,310	22%	1,102	853	29%			
Share of Revenue attributable to landlord under Revenue Sharing arrangement	(0.03)	(0.02)		(20)	(18)		(17)	(15)				
Group Economic Interest	2.03	1.53		1,580	1,292		1,086	838				

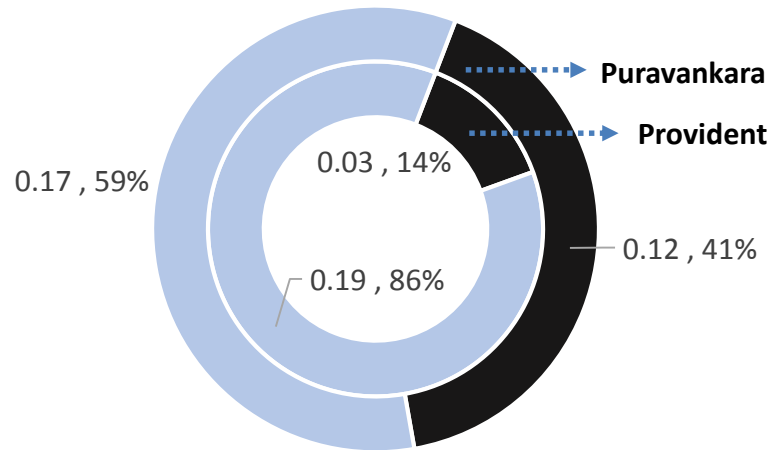
Sales growth for nine months ended December 2017 led by completed inventory and Provident sales

- ❑ Sales volume at 2.06 mn sft, grew 32% y-o-y for the nine month period till December 2017, as against 2.15 mn sft for the 12 mth period ended March 2017
- ❑ Completed and nearing completion inventory grew 113% y-o-y for the nine month period till December 2017
- ❑ Provident sales grew 80% y-o-y for the nine month period till December 2017

*Area sold, units sold and sales values are Net of Cancellations: Sales does not include GST & Registration Charges.

Sold Area (msft) : Q3 FY18 versus Q3 FY17

Q3 FY17

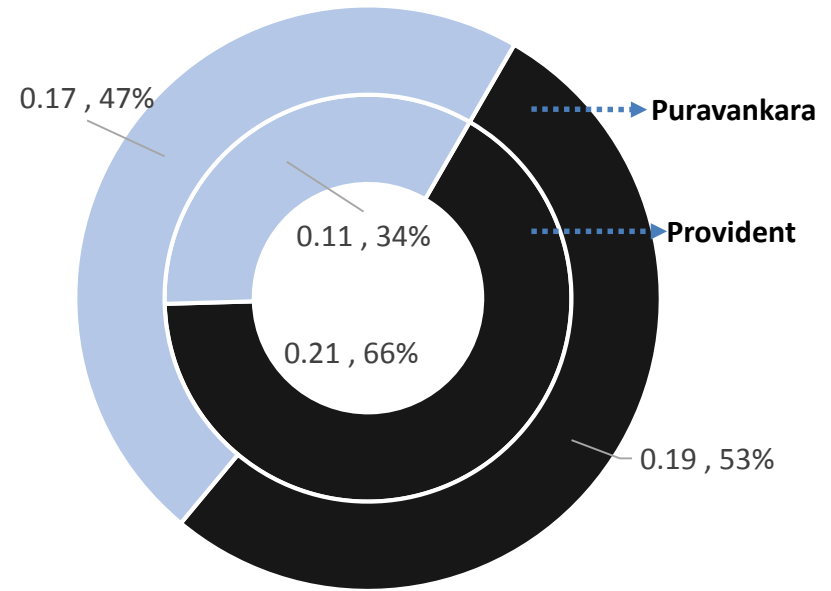


■ Completed & Nearing Completion

■ Ongoing Projects

Area Sold 0.52 msft

Q3 FY18



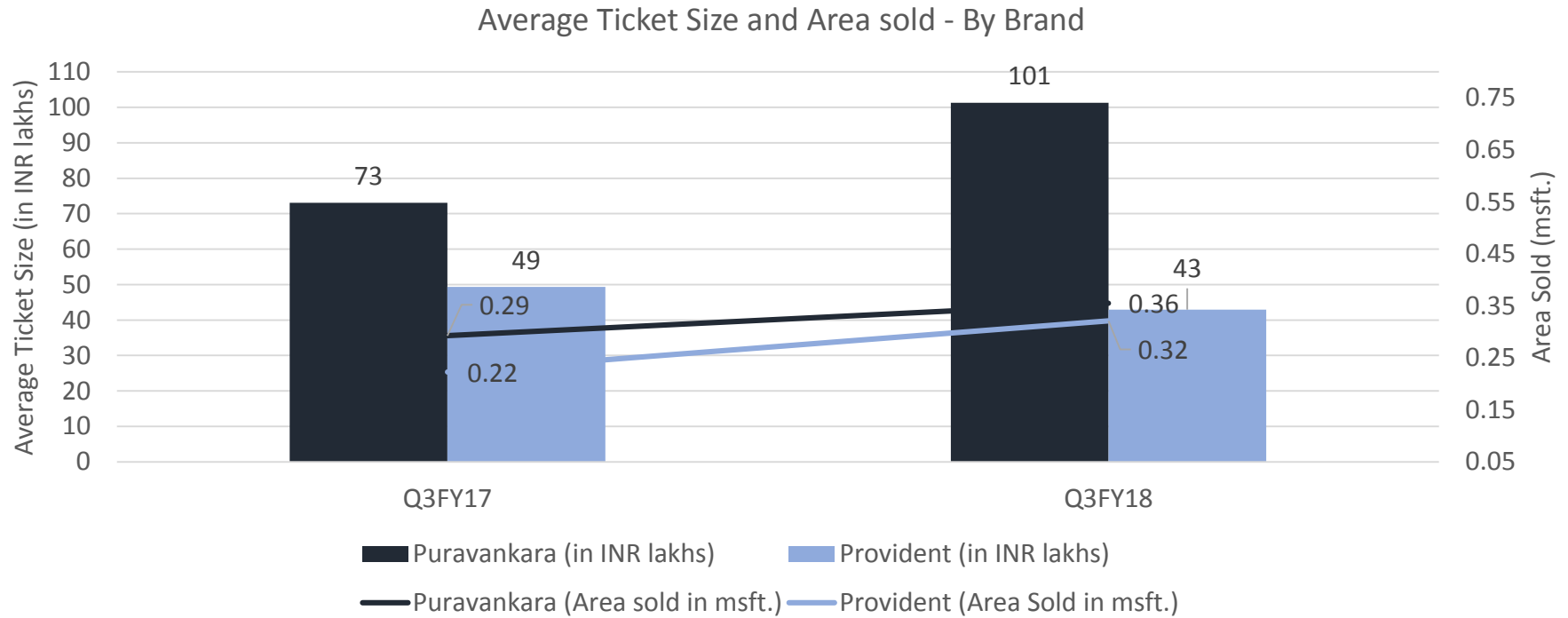
■ Completed & Nearing Completion

■ Ongoing Projects

Area Sold 0.68 msft

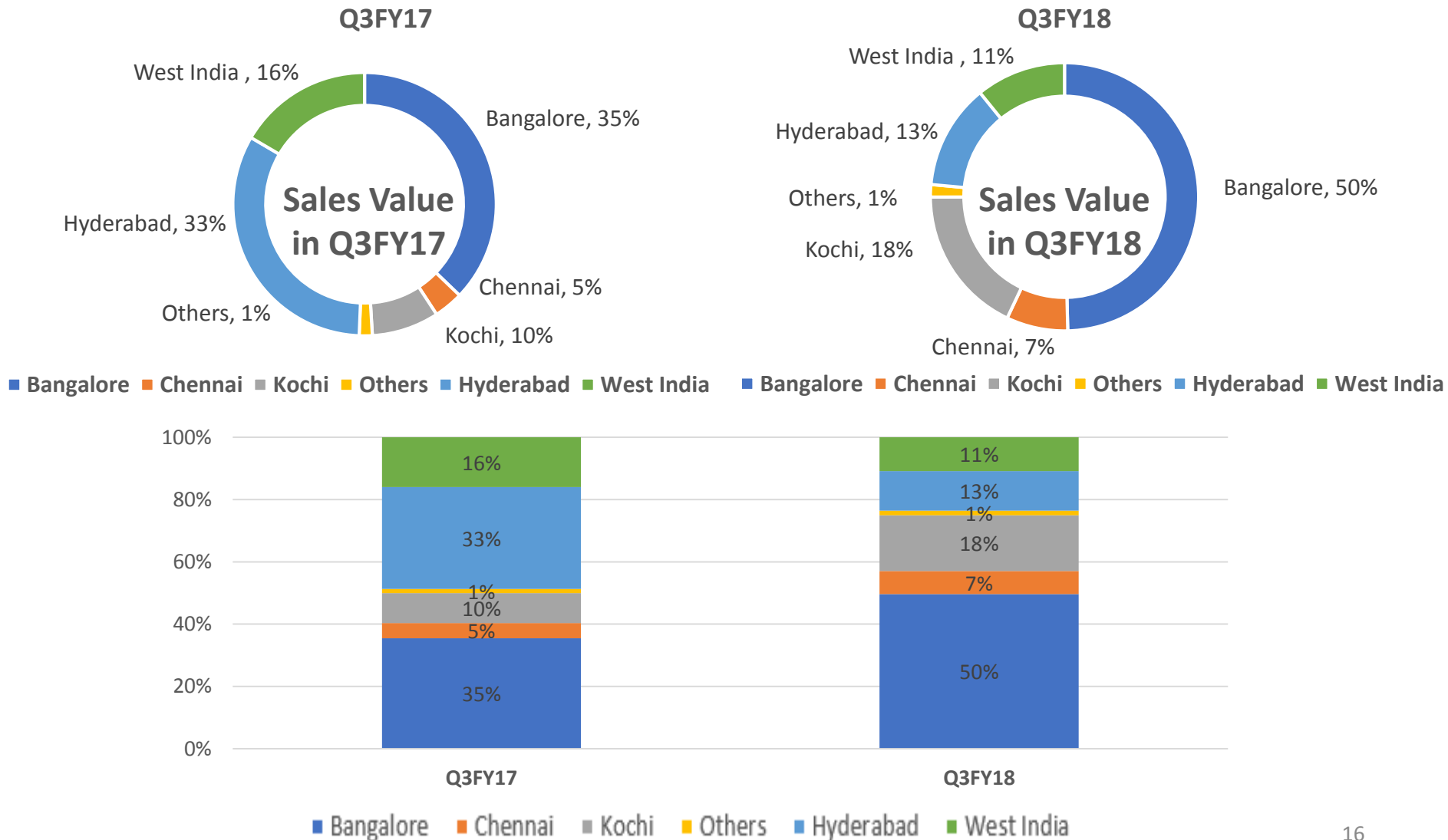
- ❑ Sales volume grew 31% y-o-y for the quarter
- ❑ Led by completed and nearing completion inventory
- ❑ Provident continues to be the growth engine- in line with the growth strategy

Consistently growing sales, Across the board



- ❑ Provident led growth
- ❑ Value-for-money positioning

Non-Bengaluru locations contribute to 50% of overall sales (% of Value sold)

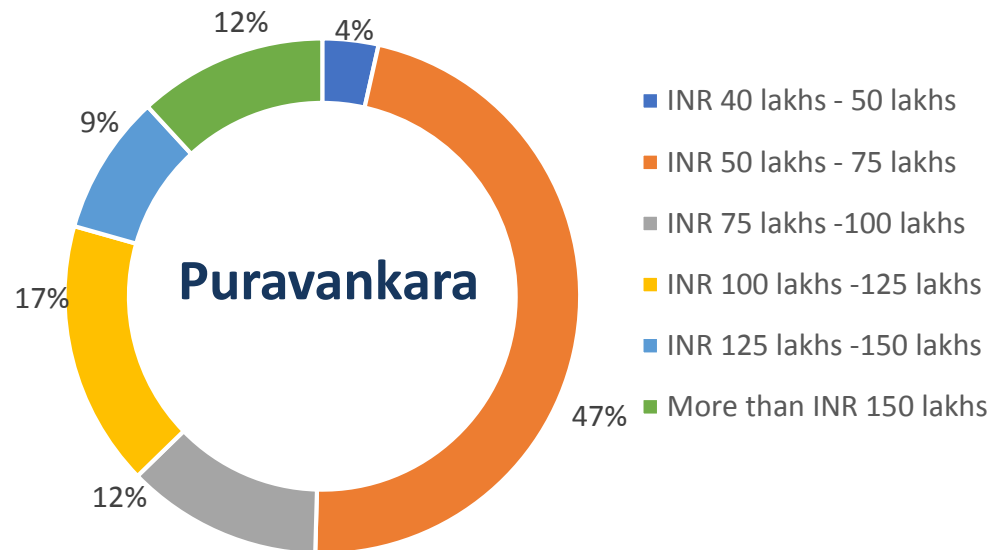


Sales Breakup – for the quarter ended December 31, 2017

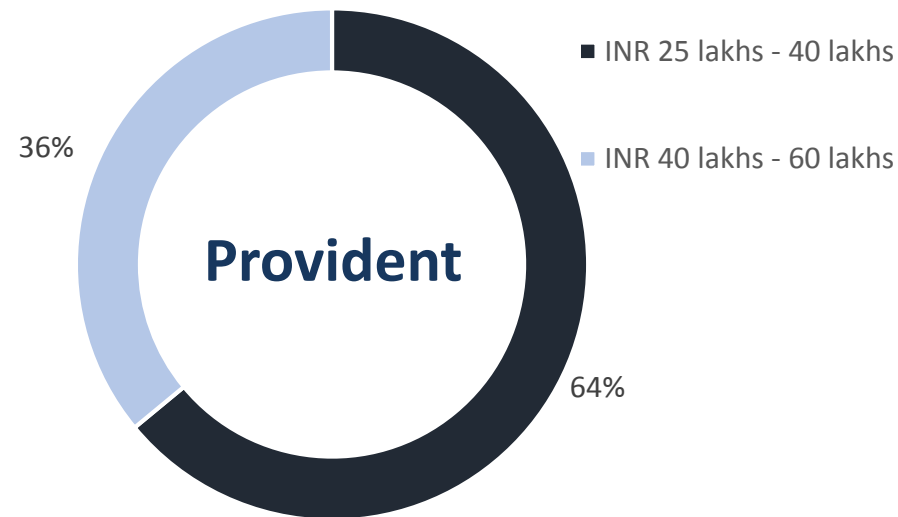
Based on Average Ticket Size (% of units sold)

% of No. of Units sold - based on Average Ticket Size

% of No. of Units sold - based on Average Ticket Size



Units Sold 228 Nos



Units Sold 314 Nos

Cash Flows

Cash Flow – Summary

Rs. crores

		Puravankara	Provident	Total
Balance collections from sold units ¹	(A)	972	413	1,385
<i>Residential</i>		938	413	1,351
<i>Commercial</i>		35	-	35
Inventory open for sale ²	(B)	3,418	767	4,185
<i>Residential</i>		3,262	767	4,029
<i>Commercial</i>		156	-	156
Balance cost to go ³	(C)	1,021	241	1,261
<i>Residential</i>		1,021	241	1,261
<i>Commercial</i>		-	-	-
Surplus (A) + (B) – (C)	(D)	3,370	939	4,309
<i>Residential</i>		3,179	939	4,118
<i>Commercial</i>		191	0	191
Surplus from Inventory not open for sale (F)-(G+H)	(E)	1,502	808	1,794
<i>Inventory not open for sale</i>	(F)	2,209	1,752	3,961
<i>Balance cost to complete</i>	(G)	708	944	1,652
<i>Contingencies ⁴</i>	(H)	-	-	515
Total Estimated Surplus (D +E)		4,871	1,747	6,103

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. Contingencies provided for escalation in prices of cement, steel and other cost related to construction of properties

Cash Flow Statement

Rs. crores

Cash Flow Statement		FY 2017	Q1 2018	Q2 2018	Q3 2018
A	Operating Inflows	1,607.3	280.70	537.81	311.30
B	Operating Outflows	(1,155.2)	(177.64)	(409.70)	(291.53)
C=A-B	Operating Surplus	452.1	103.07	128.11	19.77
	<i>Less</i>				
	Interest Cost(Net)	(246.0)	(57.06)	(60.88)	(63.10)
	Land Payments including advances & deposits	(185.0)	(33.06)	(32.56)	(110.02)
	Income Tax Paid	(54.5)	(1.90)	(11.46)	(10.81)
D	Operating Surplus after tax interest and capital outlay	(33.3)	11.05	23.21	(164.16)
	Investment Activity				
	Purchase of Fixed Assets	(2.0)	(0.82)	(0.06)	(0.84)
	Other Assets & Investments	-	-	(0.84)	(0.23)
E	Total from Investing Activity	(2.0)	(0.82)	(0.90)	(1.07)
	Financing Activity				
	Loan Drawal/(Repayments)	(102.6)	34.74	6.78	161.01
	Loan to Associates/Subsidiaries- Inflow/(Repayment)	(39.9)	(26.15)	19.15	(1.63)
	Dividend including DDT	(22.5)	-	(53.01)	
F	Total from Financing Activity	(164.9)	8.59	(27.08)	159.37
G=D+E+F	Net Operating Surplus	(199.8)	18.82	(4.76)	(5.86)
	Opening Cash and Bank Balances	292.5	93.23	112.05	107.28
	Closing Cash and Bank Balances	92.7	112.05	107.28	101.43

Note: Numbers have been regrouped & reclassified and does not strictly confirm to the presentation under audited INDAS 7 Cash Flow format

Income Statement

Consolidated Statement of Profit & Loss for the quarter ended 31 December 2017

Rs. crores

Particulars	Q3FY18 Unaudited	Q2FY18 Unaudited	Q3FY17 Unaudited
Income from operations			
Revenue from projects	440.09	348.36	271.30
Other Income	14.81	23.17	15.02
Total Income from operations	454.90	371.53	286.32
Expenses			
Material cost	12.52	4.17	13.45
Contract cost	144.84	124.30	154.47
Land and other related costs	168.54	34.30	4.37
Change in inventories	(70.51)	45.43	(61.78)
Employee benefit expense	26.62	25.72	24.34
Finance expense	63.45	60.57	71.16
Depreciation and amortization expense	3.76	3.83	4.13
Other expenses	67.24	40.09	43.75
Total expenses	416.46	338.41	253.89
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	38.44	33.12	32.43
Tax expense	12.79	11.59	11.40
Net profit before share of profit/(loss) of associates and joint ventures (3-4)	25.65	21.53	21.03
Share of profit/(loss) of associates, net	(0.01)	(0.39)	1.35
Minority interest	0.00	0.00	0.00
Net Profit for the period	25.64	21.14	22.38
Other Comprehensive Income/(Loss) (net of tax expense)	0.57	(1.12)	0.06
Total Comprehensive Income/(Loss) for the period	26.21	20.02	22.44

Consolidated Statement of Profit & Loss for the 9M ended 31 December 2017

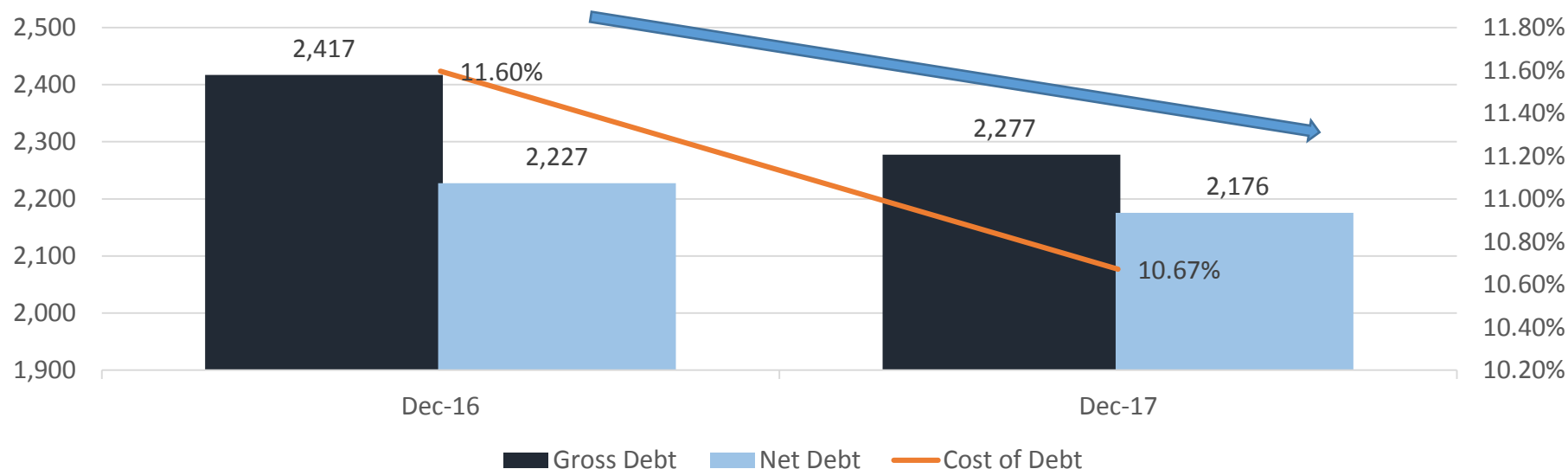
Rs. crores

Particulars	9MFY18 Unaudited	9MFY17 Unaudited
Income from operations		
Revenue from projects	1,126.94	960.18
Other Income	54.75	39.86
Total Income from operations	1,181.69	1,000.04
Expenses		
Material cost	38.28	69.76
Contract cost	447.88	452.02
Land and other related costs	239.56	713.58
Change in inventories	(75.38)	(772.03)
Employee benefit expense	78.48	74.60
Finance expense	187.08	216.21
Depreciation and amortization expense	11.50	12.43
Other expenses	150.85	141.31
Total expenses	1,078.25	907.88
Profit from operations before tax expense share of profit/(loss) of associates and joint ventures (1-2)	103.44	92.16
Tax expense	35.55	29.35
Net profit before share of profit/(loss) of associates and joint ventures (3-4)	67.89	62.81
Share of profit/(loss) of associates, net	(1.04)	3.77
Minority interest	0.00	0.00
Net Profit for the period	66.85	66.58
Other Comprehensive Income/(Loss) (net of tax expense)	(0.57)	0.40
Total Comprehensive Income/(Loss) for the period	66.28	66.98

Debt

Debt Structure – As of 31 December 2017

<i>in Rs. Cr</i>	<i>Q3 FY18</i>	<i>Q3 FY17</i>
Opening Balance	2,116	2,359
Additions during the period	225	202
Repayments during the period	64	143
Debt Outstanding	2,277	2,417
Less: Cash and Cash Equivalents	101	190
Net debt	2,176	2,227
Cost of Debt	10.67%	11.60%
Net Worth	2368	2382
Net Debt / Equity Ratio	0.92	0.94



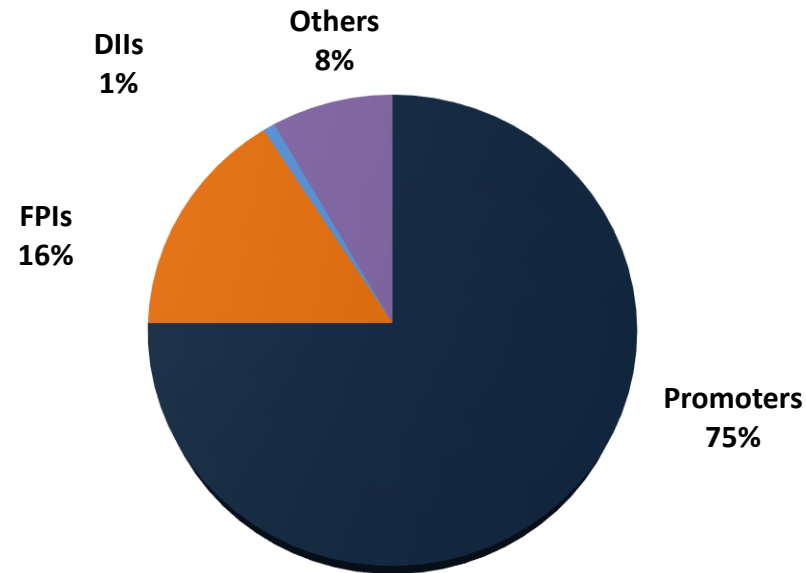
Debt is rated as BBB+ (Outlook Stable) by ICRA

The above debt does not include Rs. 15.20 cr – Finance lease.

Debt /NW does not include Rs. 142 crs of OCDs received for Chennai SPV in an equity transaction

Shareholding Pattern and Stock Performance

Shareholding Pattern – as on 31 December 2017



Key Shareholders

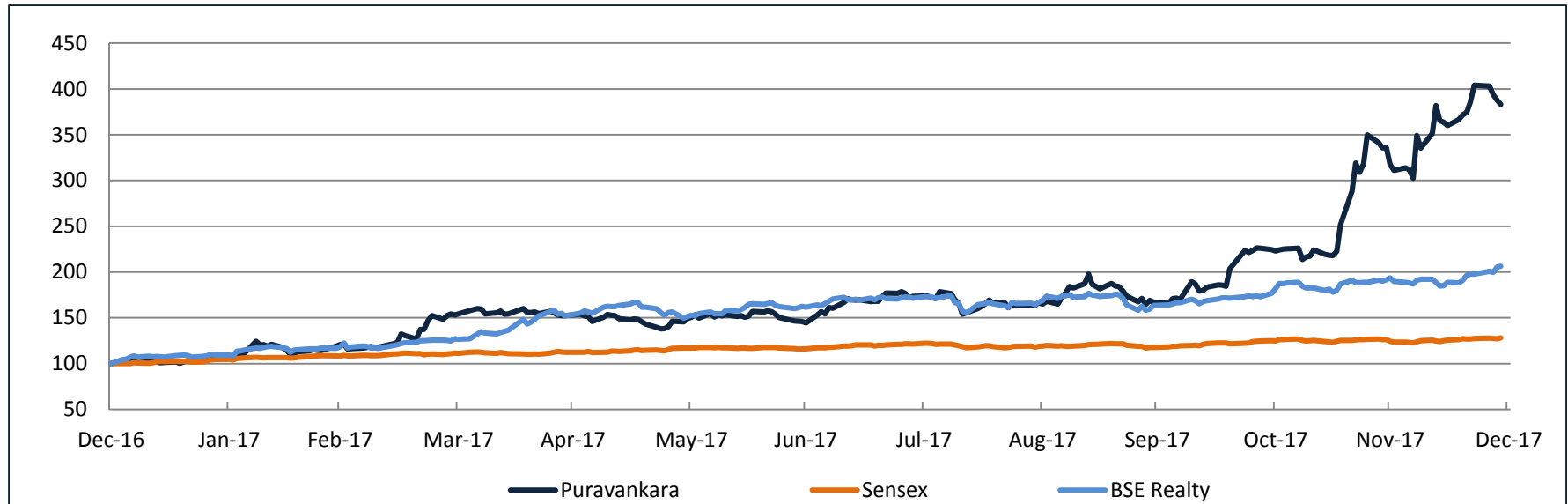
Notes

1. Promoter Shares are unencumbered

FPIs	Insurance and Bodies Corporate
GHI	Life Insurance Corporation
College Retirement Equities Fund	General Insurance Corporation
Atyant Capital	

Stock Performance

Relative to BSE Realty Index and Sensex during December 31, 2016 to December 31, 2017

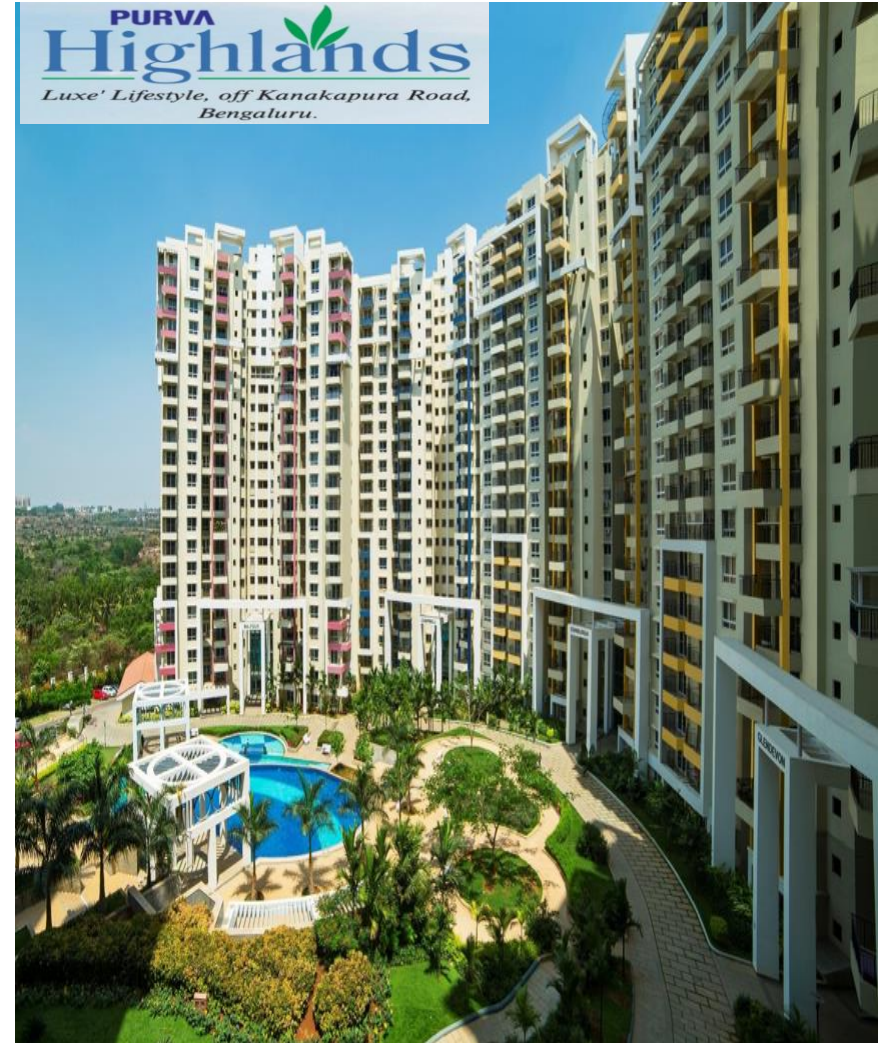


As on 31 December 2017	31-Dec-17	30-Sep-17	31-Mar-17	31-Dec-16
Price on BSE	167	73	67	44
% Change QoQ	129%	16%	54%	-4%
Number of shares (in Cr)	23.7	23.7	23.7	23.7
Market Capitalisation (Rs. Cr)	3,956	1,726	1,592	1,033
52-week high	182.00			
52-week low	43.40			

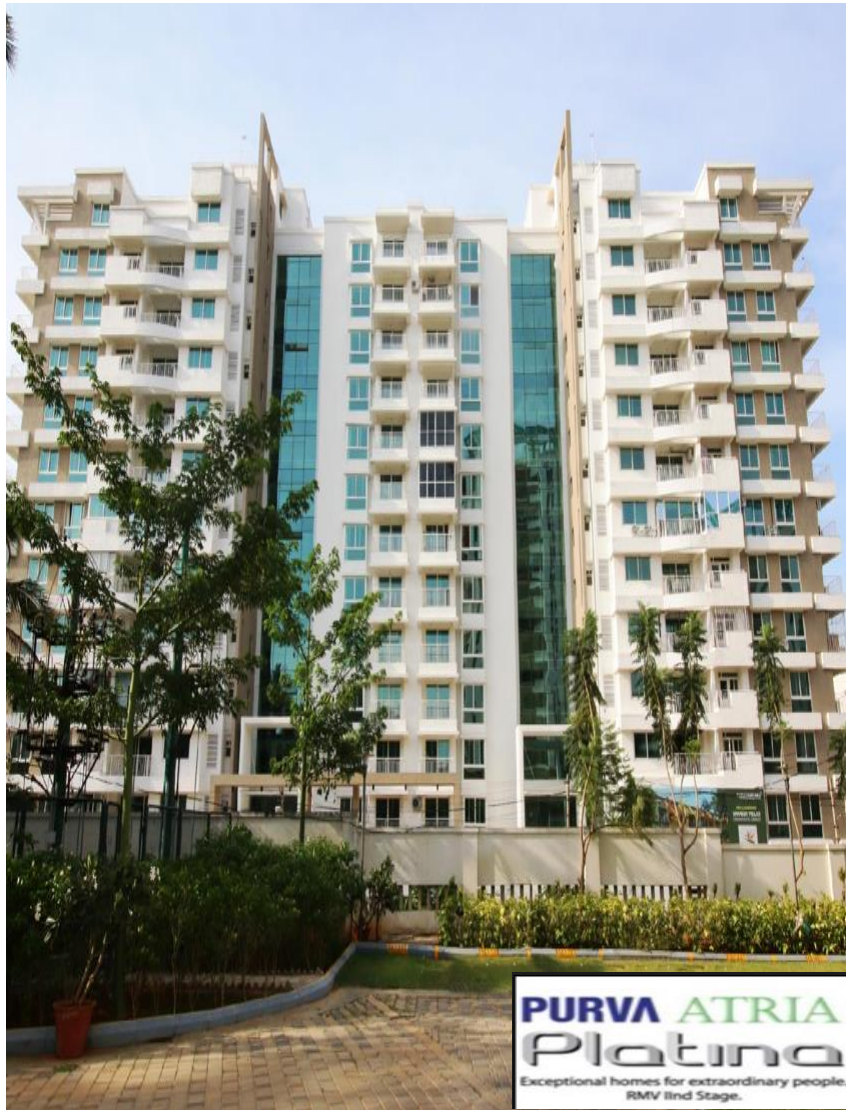
Source: BSE as on December 31, 2017; Graph rebased to 100.

Select Project Pictures

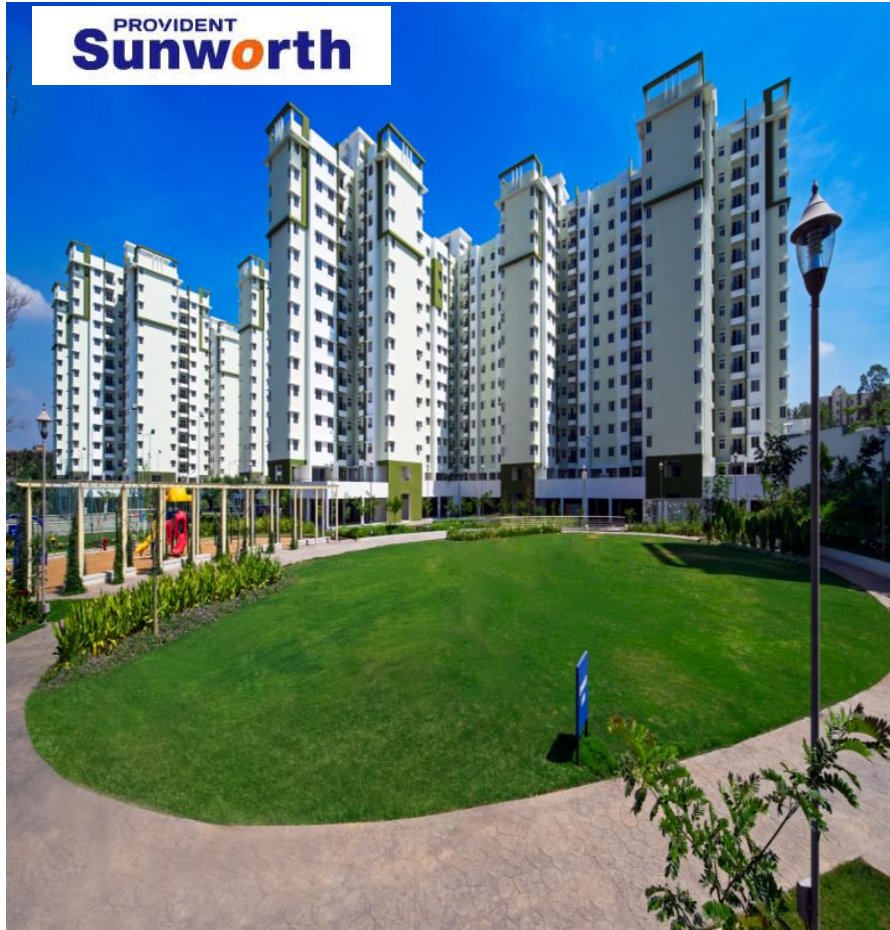
Actual Project Pictures



Actual Project Pictures



Actual Project Pictures



Appendix 1 : Project Status

Current Project Status – As of 31 December 2017

S.No.	Project	Location	Developable Area	Total Flats	JD / JV Share for Developer	Puravankara's Share - Developable Area						Inventory			
								Area Launched		Sold Cumulative		Mn sft	%		
			Msft	Units	%	Msft	Units	Msft	Nos	Msft	%			Nos	
COMPLETED															
Puravankara															
1	Highlands	Mallasandra, Bengaluru	1.34	848	100%	1.34	848	1.34	796	1.24	93%	52	0.09	7%	
2	High Crest	Mallasandra, Bengaluru	0.41	249	100%	0.41	249	0.41	206	0.33	82%	43	0.07	18%	
3	Oceana	Marine Drive, Kochi	0.27	96	100%	0.27	96	0.27	80	0.23	87%	16	0.04	13%	
4	Swanlake	OMR, Chennai	1.17	729	100%	1.17	729	1.17	623	0.99	85%	106	0.18	15%	
5	Grandbay	Marine Drive, Kochi	0.51	265	100%	0.51	265	0.51	239	0.46	90%	26	0.05	10%	
6	Eternity	Kakkanad, Kochi	0.96	600	100%	0.96	600	0.96	590	0.95	98%	10	0.02	2%	
7	Bluemont	Trichy Road, Coimbatore	0.81	486	100%	0.81	486	0.81	426	0.71	88%	60	0.10	12%	
8	Windermere - I	Medavakkam, Chennai	1.63	1,036	100%	1.63	1,036	1.63	938	1.41	87%	98	0.21	13%	
9	Whitehall	Sarjapur Road, Bengaluru	0.4	192	100%	0.40	192	0.40	182	0.38	94%	10	0.02	6%	
10	Seasons	CV Raman Nagar, Bengaluru	1.08	660	60%	0.65	397	0.65	382	0.62	96%	15	0.03	4%	
11	Skydale	Sarjapur Road, Bengaluru	0.49	314	100%	0.49	314	0.49	234	0.36	73%	80	0.13	27%	
12	Windermere - II	Medavakkam, Chennai	0.94	728	100%	0.94	728	0.94	448	0.67	72%	280	0.27	28%	
13	Windermere - III	Medavakkam, Chennai	0.28	280	100%	0.28	280	0.28	65	0.08	29%	215	0.20	71%	
COMMERCIAL															
14	Gainz	Hosur Road, Bengaluru	0.27	-	73%	0.19		0.19		0.13	71%		0.06	29%	
15	Primus	OMR, Chennai	0.18	-	60%	0.10		0.10		0.03	28%		0.07	72%	
16	Summit	Kondapur, Hyderabad	0.59	-	50%	0.29		0.29		0.24	81%		0.06	19%	
Provident															
17	Cosmo City - I,II	Pudupakkam, Chennai	2.24	2,174	100%	2.24	2,174	2.24	1,876	1.93	86%	298	0.31	14%	
18	Welworth City	Doddaballapur Rd, Bengaluru	3.46	3,360	100%	3.46	3,360	3.46	3,241	3.34	96%	119	0.13	4%	
19	Sunworth - I,II	Mysore Road, Bengaluru	2.74	2,784	100%	2.74	2,784	2.74	2,247	2.19	80%	537	0.55	20%	
20	The Tree	Off Magadi Main Road, Bengaluru	0.57	560	70%	0.40	388	0.40	253	0.25	63%	135	0.14	36%	
Total Completed - (A)			20.34	15,361	100%	19.28	14,926	23.14	12,826	16.55	72%	2,100	2.72	12%	

Current Project Status – As of 31 December 2017 – (contd.)

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	Mn sft	%
NEARING COMPLETION															
Puravankara															
1	Sunflower	Magadi Road, Bengaluru	0.44	326	70%	0.31	228	0.31	142	0.20	64%	86	0.11	36%	
2	Amaiti	Trichy Road, Coimbatore	0.57	342	100%	0.57	342	0.56	185	0.30	52%	157	0.26	47%	
Total Nearing Completion - (B)			1.01	668	100%	0.88	570	0.87	327	0.5	57%	243	0.37	43%	
UNDER CONSTRUCTION															
Puravankara															
1	Palm Beach	Hennur Road, Bengaluru	1.93	1,477	70%	1.36	1,041	1.36	643	0.84	62%	398	0.52	38%	
2	Westend	Hosur Road, Bengaluru	1.12	815	78%	0.88	639	0.88	542	0.74	84%	97	0.14	16%	
3	Sound of Water	Kammanahalli, Bengaluru	0.62	228	59%	0.36	135	0.36	28	0.07	21%	107	0.29	79%	
4	Silversand - I	Keshavnagar, Pune	0.77	821	100%	0.77	821	0.77	594	0.55	71%	227	0.22	29%	
5	Coronation Square	Kotnur, Bengaluru	0.14	48	71%	0.1	34	0.10	3	0.01	7%	31	0.09	93%	
6	Marine Drive	Kochi	3.2	1141	50%	1.6	571	1.60	44	0.14	9%	527	1.46	91%	
Provident															
7	Skyworth	Derebail, Mangalore	0.42	324	73%	0.3	236	0.30	73	0.09	29%	163	0.21	70%	
8	Green Park	Selvapuram, Coimbatore	0.58	560	70%	0.41	392	0.41	159	0.14	32%	233	0.27	66%	
9	Kenworth - I	Rajendra Nagar, Hyderabad	1.27	1,160	73%	0.93	850	0.93	640	0.70	71%	210	0.23	24%	
10	Kenworth - II(Part)	Rajendra Nagar, Hyderabad	0.39	361	73%	0.29	261	0.29	124	0.14	30%	137	0.15	51%	
Total Under Construction (C)			10.44	6,935		7.00	4,980	7.00	2,850	3.42	49%	2,130	3.58	51%	

Current Project Status – As of 31 December 2017 – (contd.)

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	Mn sft	%
PHASES TO BE LAUNCHED														
Puravankara														
1	Evoq	Guindy, Chennai	0.36	181	100%	0.36	181	-	-	-	0%	181	-	0%
2	Amaiti II	Trichy Road, Coimbatore	0.47	288	100%	0.47	288	-	-	-	0%	288	-	0%
3	Highlands III	Mallasandra, Bengaluru	0.83	492	100%	0.83	492	-	-	-	0%	492	-	0%
4	Windermere IV	Medavakkam, Chennai	1.28	644	100%	1.28	644	-	-	-	0%	644	-	0%
5	Moonreach II	Airport-Seaport Rd, Kochi	0.23	119	100%	0.23	119	-	-	-	0%	119	-	0%
6	Silversand - II	Keshavnagar, Pune	0.77	652	100%	0.77	652	-	-	-	0%	652	-	0%
Provident														
7	Sunworth III,IV	Mysore Road, Bengaluru	3.28	3,168	100%	3.28	3,168	-	-	-	0%	3,168	-	0%
8	Kenworth - II	Rajendra Nagar, Hyderabad	0.69	789	73%	0.50	575.97	-	-	-	0%	752	-	0%
Total - Phases to be launched (D)			7.91	6,333		7.72	6,120	-	0	0	0%	6,296	0	0%
Total Ongoing - (B) + (C) + (D)			19.36	13,936		15.60	11,670	7.87	3,177	3.91	48%	8,669	3.95	50%

Notes:

- The Company also holds inventory of 0.12 msft under "Properties Held for sale" as on the reporting date.
- Silversands economic interest is 32% but PL is the development manager and hence disclosed at 100%

Appendix 2 : Corporate Information

Premium Affordable housing through Brand Provident

- Established Provident Housing Limited in 2008 to create mid and mass housing projects comprising quality affordable apartments in response to burgeoning demand for mid-income housing
- Affordability is a combination of
 - Efficient design improving effective utilization of space
 - Lower cost of construction through use of technology and innovative construction techniques
 - Land with well connected public transportation
- Caters to the premium affordable housing segment targeting first time home buyers
- Provident addresses diverse residential needs across the income spectrum
- Area under Development totaling 6.63 msft / (PHL's economic interest – 5.71 msft)
- Land bank totaling 9.65 msft (PHL's economic interest – 5.28 msft)

Dedicated and experienced management team – committed to best practices of corporate governance

Executive team



Ravi Puravankara

Chairman

- Over 43 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
- Head of Operations and Business in Bangalore



Nani R. Choksey

Joint Managing Director

- Experience of over 43 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 team



R.V.S. Rao

Independent Director

- Bachelor's degree in Commerce and Law
- Over 38 years of experience in banking and finance



Pradeep Guha

Independent Director

- Management Diploma from Asian Institute of Management, Manila
- Over 34 years of experience in marketing and advertising



Dr Suchitra Kaul Mishra

Independent Director

- Doctor of Philosophy from Mysore University
- Over 17 years of experience in Corporate and Social Service sectors

Media & Capital Market Recognition

BIG PLANS In the next 6 quarters, co will launch 15 mn sqft of real estate, of which two-third will be in affordable segment

With Affordable Housing Line, Puravankara is a Hot Property

Jwalit.Vyas@timesgroup.com

ET Intelligence Group: Puravankara, the only real estate player with presence in over 10 cities, is emerging as a leading affordable housing play for investors. Over the next five-six quarters, the company will be launching 15 million square feet of real estate in partnership with other companies, in addition to its existing pipeline. Of this, two-third will be in the affordable segment. The company has acquired land and approvals for these projects and would be investing ₹3,200 crore.

This is expected to increase the cash flow to about ₹9,000 crore, spread over the next five years. Through the existing projects, the company expects ₹6,350 crore cash flows over the coming few years. Its current market capitalisation, despite the sharp rise in its stock price, is ₹3,300 crore.

After operating in Mumbai, Puravankara moved to Bengaluru in the 80s to take advantage of the strong demand there and expanded to other cities. The company operates in the affordable segment under the brand, Provident, and in the higher bracket, Puravankara. It has sold three mil-

Company's Estimated Cashflows

Surplus inventory open for sale	1,905
Inventory not open for sale	4,150
Cost to complete	1,724
Contingencies	520
Estimated sales from recently announced projects (Puravankara's share)	5,550
Cost of newer projects	3,200
Total estimated cashflows over the next 5 years	6,700
Net Debt	2,000
Current Mcap	3,331 (₹ Crore)

Source: Company, ETIG Research

lion square feet (sqft) on an average in the last five years with a peak of 4 million sqft in 2013. In the September 2017 quarter, it sold 0.8 million sqft, recording 74% year-on-year increase.

The company used the last three years of sluggishness to make several internal changes. "We were slow on new launches. We realigned internal processes and redefined products. We can say we are better placed than others and are future-ready," said Ashish Puravankara, joint MD. What may play the spoilsport is vol-

atility in demand and the fact that the company will have to raise more debt to fund new plans. The company's management sounds optimistic. "There is a strong demand in some micro-markets. Thanks to RERA, unorganised players are moving out," said Puravankara.

RERA, or the Real Estate (Regulatory and Development) Act, requires developers to deposit the customer payments in a separate escrow account, which can be used only for the respective projects.



Capital markets across, recognized Puravankara's performance, making it The Realty Company to 'watch out for' in 2018

Awards and achievements –Since 2014



CIA World Builders & Infra Awards 2017 – Best Residential Project of the year in the large category – September 2017

PURAVANKARA®



8th Realty Plus Conclave & Excellence Awards 2017 - Pune - Developer of the Year - Residential

PURAVANKARA®



Best Developer of the Year South 9th Franchise Estate Awards

PURAVANKARA®



Global Real Estate Brand Awards for Marketer of the Year - 2015

PURAVANKARA®



Asian Csr Leadership Award 2015 - Best Financial & Corporate Reporting - 2015

PURAVANKARA®



Fastest Growing Developer of the Year. - 2015

PURAVANKARA®



Construction Times Builders Awards 2017 - Upcoming Project of the Year - Residential

PURAVANKARA®



9th CIDC (Construction Industry Development Council) Vishwakarma Awards 2017 for Best Construction Project of the Year

PURAVANKARA®



Estrade Real Estate Awards 2015 - Best Project in a Non-Metro – 2015 Indian Concrete Institute(ICI),

PURAVANKARA®



7th Realty Plus Excellence Awards for Residential Property of the Year – 2015

PURAVANKARA®



Provident Kenworth South India - Real Estate Leadership Awards - Affordable Project of the Year- September 2017

PROVIDENT®



Provident Sunworth Best Developer of the year south 9th Franchise Estate Award

PROVIDENT®



Sunworth 7th Realty Plus Excellence Awards for Affordable Housing Project of the Year - Provident Sunworth, 2015.

PROVIDENT®



Welworth City Indian Concrete Institute Awards - Best Concrete Structure Appreciation Award - 2015.Popular Choice – Affordable Housing of the Year, 2013 at Real Estate Awards for Retail Excellence.

PROVIDENT®



NDTV Property Awards for Innovation Leader in Budget Housing 2014

PROVIDENT®



Ravi Puravankara – Chairman Brand Achievers Award - Lifetime achievement Award for Excellence 2015

MANAGEMENT



Ravi Puravankara – Chairman Scroll of Honour' award at the Realty Plus Conclave & Excellence Awards 2014 (South) for Ravi Puravankara

MANAGEMENT



Ashish Puravankara – Managing Director SIBA (South Indian Business Achievers Awards) Awards 2017 - Achiever in the Business Sector South

MANAGEMENT



Ashish Puravankara – Managing Director Brand Achievers Award -Entrepreneur of the year of the Year (Real Estate) 2015

MANAGEMENT



Ashish Puravankara – Managing Director South India – Real Estate Leadership Awards – Most Enterprising CEO of the year September 2017

MANAGEMENT



Ashish Puravankara – Managing Director Construction Week India 2015 - Real Estate Person of the Year 2015

MANAGEMENT



Ashish Puravankara – Managing Director Young Achievers Award , 6th Realty Plus Awards, 2014.

MANAGEMENT

Disclaimer

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THANK YOU

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