Motilal Oswal

Puravankara Projects

STOCK INFO. BSE Sensex: 16,064	BLOOMBERG PVKP IN	5 No	vember 20	09							N	eutral
S&P CNX: 4,766	REUTERS CODE PPRO.BO	Previo	ous Recom	nendatio	on: Ne	utral						Rs85
Equity Shares (m)	213.5	YEAR	NET SALES	РАТ	EPS	EPS	P/E	P/BV	ROE	ROCE	EV/	EV/
52-Week Range	137/26	END	(RSM)	(RSM)	(RS)	GROWTH (%)	(X)	(X)	(%)	(%)	SALES	EBITDA
1,6,12 Rel. Perf. (%)	23/-11/0	3/08A	5,658	2,400	11.2	85.9	7.6	1.5	19.8	15.0	2.3	6.3
M.Cap. (Rs b)	18.2	3/09A 3/10E	4,449 5,246	1,444 1,129	6.8 5.3	-39.8 -21.8	12.6 16.1	1.3 1.3	10.6 7.8	6.5 5.9	3.3 2.6	11.2 11.0
M.Cap. (US\$ b)	0.4	3/11E	6,430	1,682	7.9	49.0	10.1	1.2	10.7	9.8	2.0 1.9	5.8

- 2QFY10 numbers boosted by sale of land: Puravankara Projects' (PPL) 2QFY10 revenues were up 62% YoY to Rs2.2b and net profit was up 20% YoY to Rs609m. The quarterly numbers were boosted by one-time land sale of Rs1.6b. PPL sold 8.25acres of land at Cohin for Rs1.6b, its cost of land was ~Rs690m. PPL's effective tax rate was 33% in 2QFY10 due to revenues from land sale. But the management indicated PPL was likely to continue enjoying MAT credit for the next 3-4 quarters, as several of its ongoing projects qualify for the section 80-I (B) benefits.
- Pick-up in construction activity across ongoing projects: PPL's area under construction was flat at ~19msf 18.6msf residential (including 5.7msf under PHIL) and 0.53msf commercial. It currently has 15 residential projects (including two projects of PHIL) and two commercial projects spread across Bangalore, Chennai, Hyderabad, Cochin, Mysore and Kolkata. PPL's affordable housing projects launched through its 100% subsidiary, Provident Housing (PHIL) have witnessed strong momentum in sales. PHIL's project in Chennai (launched 1.1msf, total 2.23msf) is ~67% sold and Bangalore (launched 1.55msf, total 3.46msf) is ~30% sold.
- In advanced stages of land acquisition: The ongoing recovery in the real estate sector has prompted PPL to evaluate fresh land acquisitions for its future growth plans. It is evaluating the acquisition of ~250 acres for PHIL in key southern cities (affordable housing) and ~70 acres for PPL (for a villa project in Bangalore). The management indicated most of these projects would be on a joint development basis and would not have major capex requirements.
- Valuation and view: Our FY11E NAV for PPL is Rs124/share. The residential vertical accounts for 96% of GAV and the commercial vertical for 4% of GAV. The stock trades at 1.3x FY11E BV of Rs74 and at 21% discount to its NAV of Rs124/share. The stock might continue to trade at a discount to NAV due to its high exposure to low margin affordable housing, high debt and likely fresh capex for land acquisition for PHIL. We maintain Neutral.

QUARTERLY PERFORMANCE								(Rs Million)
Y/E MARCH		FY09				F Y 10	FY09	FY 10 E
	1Q	2 Q	3 Q	4 Q	1Q	2 Q		
Sales	1,576	1,394	800	679	560	2,264	4,449	5,246
Change (%)	30.9	-1.2	-46.8	-55.9	-64.5	62.4	-21.4	17.9
Total Expenditure	987	923	651	577	464	1,384	3,138	3,989
Cost of Land/Construction	856	767	557	459	384	1,244	2,639	2,443
General & Admin Expenses	68	74	64	40	63	73	216	1,049
Selling Expenses	64	82	30	78	17	68	283	496
EBITDA	589	471	150	102	96	880	1,312	1,257
As % of Sales	37.4	33.8	18.7	15.0	17.2	38.9	29.5	24.0
Interest	2	-4	0	-2	-3	-4	-8	118
Share of Profit/Loss in Assoicates	41	39	33	41	5	28	151	151
PBT	629	513	183	145	104	912	1,470	1,322
Тах	10	9	8	0	1	303	26	193
Effective Tax Rate (%)	1.5	1.7	4.6	0.0	1.3	33.2	1.8	14.6
Reported PAT	619	505	175	145	102	609	1,444	1,129
Change (%)	40.6	-16.1	-72.3	-80.1	-83.5	20.6	-39.8	-21.8
Adj. PAT	619	505	175	145	102	609	1,444	1,129
Change (%)	40.6	-16.1	-72.3	-80.1	-83.5	20.6	-39.8	-21.8
E: MOSL Estimates								

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2QFY10 numbers boosted by sale of land

PPL's 2QFY10 revenues were up 62% YoY to Rs2.2b and net profit was up 20% YoY to Rs609m. The quarterly numbers were boosted by one-time land sale of Rs1.6b. PPL sold 8.25acres of land at Cohin for Rs1.6b, its cost of land was ~Rs690m. PPL's effective tax rate was 33% in 2QFY10 due to revenues from land sale. However, the management indicated that PPL is likely to continue enjoying MAT credit for the next 3-4 quarters, as several of its ongoing projects qualify for the section 80-I (B) benefits.

EBITDA margin expanded 510bp YoY to 38.9% v/s 33.8% in 2QFY09. PPL's ongoing projects are ~62% sold v/s 61% during 1QFY10, and 69% completed v/s 63% during 1QFY10. In 2QFY10, PPL formed Starworth Infrastructure and Construction, its 100% subsidiary, for its foray into the infrastructure and construction space. The company has been pre-qualified for five projects till date.

Pick-up in sales and construction activity across ongoing projects

PPL's area under construction was flat at ~19msf – 18.6msf residential (including 5.7msf under PHIL) and 0.53msf commercial. It currently has 15 residential projects (including two projects of PHIL) and two commercial projects spread across Bangalore, Chennai, Hyderabad, Cochin, Mysore and Kolkata. PPL's affordable housing projects launched through its 100% subsidiary, Provident Housing (PHIL) have witnessed strong momentum in sales. PHIL's project in Chennai (launched 1.1msf, total 2.23msf) is ~67% sold and Bangalore (launched 1.55msf, total 3.46msf) is ~30% sold. Construction has commenced at both these projects; they would begin contributing to revenues from 3QFY10. Following encouraging response to these projects, PPL has increased prices by 5% at Provident Cosmo City, Chennai and is considering a price increase at Provident Welworth City, Bangalore.

PROJECTS UNDER CONSTRUCTION	ARE 62% SOLD	AND 69% COMPLETED	
		4051/40	

PARTICULARS	1QFY10	2QFY10
Total Area (msf)	19.1	19.1
PPL's area (msf)	13.4	13.4
Sold (%)	61.0	62.0
Completed (%)	63.0	69.0
PHIL's area (msf)	5.7	5.7
Provident Cosmo City, Chennai (msf)	2.2	2.2
Sold (%)	Na	67.0
Provident Welworth City, Bangalore (msf)	3.5	3.5
Sold (%)	Na	30.0
		Source: Company/MOSI

Source: Company/MOSL

In advanced stages of land acquisition

The ongoing recovery in the real estate sector has prompted PPL to evaluate fresh land acquisitions for its future growth plans. It is evaluating acquisition of ~250acres of land for PHIL across key southern cities (affordable housing) and ~70acres of land for PPL (for a villa project in Bangalore). According to the management, most of these projects would be on a joint development basis and would not have major capex requirements. The management intends to limit land acquisition cost for PHIL's projects at Rs150-250/sf. PPL already has ~125msf of land bank – that the company is considering fresh land

acquisition for growth could imply that the existing land bank is currently not prime enough for monetization. In August 2009, PPL entered into a JV for ~27 acres of land in Coimbatore for affordable housing having a saleable area of ~1.5msf.

NO	PROJECT	LOCATION	DEVELOPABLE	SALEABLE	TOTAL FLATS	AREA/FLAT
			AREA (MSF)	AREA (MSF)	(NOS)	(SF)
	Residential					
1	Vantage (81%)	HSR Layout, Bangalore	0.1	0.1	76	1,316
2	Atria I (62%)	Sanjay Nagar, Bangalore	0.3	0.2	131	1,221
3	Elita Promenade (49%)	JP Nagar, Bangalore	2.6	1.3	1,573	795
4	Venezia	Yelankaha, Bangalore	2.1	2.1	1,332	1,569
5	Highlands	Mallasandra, Bangalore	2.5	1.4	1,589	856
6	Grand Bay	Marine Drive, Kochi	0.5	0.5	265	1,887
7	Eternity	Kakkanad, Kochi	1.0	0.8	600	1,333
8	Swan Lake	OMR, Chennai	0.8	0.8	522	1,590
9	Jade	Vadapalani, Chennai	0.1	0.1	55	1,636
10	Moon reach	Airport-Seaport road, Bangalore	0.4	0.2	196	765
11	Ocenea	Marine Drive, Kochi	0.3	0.3	96	2,708
12	Parkway (55%)	Hall Road, Bangalore	0.0	0.0	10	2,000
13	Elita Garden Vista (36%)	Rajarhat, Kolkata	2.3	0.4	1,376	269
	Total Residential (I)		12.9	8.0	7,821	1,020
14	Cosmo City	Pudupakkam, Chennai	2.2	1.1	2,174	506
15	Welworth Housing	Doddaballapur Rd, Bangalore	3.5	1.6	3,360	461
	Total Provident (II)		5.7	2.7	5,534	479
	Total Residential (I+II)		18.6	10.6	13,355	796
	Commercial					
16	Moneto		0.4	0.4	-	-
17	Primus (60%)		0.2	0.1	-	-
	Total Commercial (II)		0.5	0.5	-	-
	Total Projects (I+II)		13.4	8.4	-	-

Source: Company/MOSL

Aggressive plans for affordable housing

In its phase-1, PHIL plans to launch ~65,000 flats at Rs1m-2m. These would comprise 1-2-3 BHK flats in key cities in the South – Bangalore, Chennai and Hyderabad. The management hopes to launch 18,000-20,000/flats in CY09 itself. In phase-2, it would look at replicating its model in several other key cities such as Cochin, Pune, Jaipur, Coimbatore, New Delhi, Nagpur, Kolkata, etc. The land for these lower mid-income homes (except for its first project of 40 acres in Bangalore) does not form a part of PPL's land bank of 125msf. It expects PHIL to earn a PAT margin of 15-18% and also expects PHIL to match PPL in revenues and profits over the next three years.

LOCATION	NO OF HOMES	AREA (MSF)	AREA/UNIT (SF)
Bangalore	19,500	19.3	990
Chennai	16,000	14.4	900
Hyderabad	15,000	13.5	900
Mysore	7,000	6.3	900
Coimbatore	7,000	6.3	900
Total	64,500	59.8	927

Source: Company/MOSL

Has a DER of 0.6x

As on September 2009, PPL's gross debt was flat at Rs8.3b while net debt stood at Rs8b. Net debt-equity stood at 0.56x v/s 0.58x during 2QFY09. Customer advances increased by 6% YoY to Rs2.9b v/s Rs2.7b in 2QFY09. The properties held for development declined by 2% YoY to Rs13.3b, which is a reflection of no major land additions for development and reduction in the cost of land sold during 2QFY10. During 2QFY10, debtors increased to Rs2.5b v/s Rs1b in 2QFY09. This is largely on account of the consideration to be received towards land sale in 2QFY10. PPL has already received Rs1.5b towards the consideration in October 2009.

PARTICULARS		FY09				FY10	YOY	000
	10	20	3Q	40	10	20	%	%
Gross Debt	6,524	8,050	8,269	8,146	8,297	8,326	3	-
Cash	396	374	698	268	262	276	-26	5
Net Debt	6,128	7,676	7,571	7,878	8,035	8,050	5	-
YoY Chg (%)	-13.2	-1,487.1	146.6	27.6	31.1	4.9	-	-
Net Worth	12,746	13,251	13,501	13,649	13,751	14,360	8	4
Net Debt/Equity	0.5	0.6	0.6	0.6	0.6	0.6	-3	-4
Customer Advances	2,839	2,772	2,895	2,952	3,025	2,939	6	-3
YoY Chg (%)	-22.4	-16.4	-6.3	-6.3	6.6	6.0	-	-
Properties held for development	13,016	13,630	13,839	13,924	13,994	13,338	-2	-5
YoY Chg (%)	73.1	76.8	67.2	7.8	7.5	-2.1	-	-

Source: Company/MOSL

KEY BALANCE SHEET ITEMS (RS M)

			FY09		FY10		FY09
	10	2Q	3Q	4Q	1Q	2Q	
a) Properties Held for Development							
At the beginning of the year	12,920	13,016	13,630	13,839	13,924	13,995	12,920
Add: additions during the year	214	615	209	811	70	55	1,849
Less: Transferred to properties under development	-117	0	0	726	0	711	84
Total	13,016	13,630	13,839	13,924	13,994	13,338	13,924
YoY Chg (%)	73.1	76.8	67.2	7.8	7.5	-2.1	7.8
b) Properties Under Development							
Land Cost	2,354	2,375	2,184	2,835	2,875	2,923	2,83
Land Cost (% of total)	54.1	49.5	42.9	49.7	47.7	45.7	49.
Material and Cosntruction Cost	6,274	7,428	5,876	6,269	6,893	7,591	6,26
Profit Recognised to date	3,448	3,826	1,962	2,182	2,324	2,483	2,18
Less: Progress Payments Received and Receivables	7,723	8,828	4,929	5,586	6,068	6,607	5,58
Total	4,354	4,800	5,093	5,700	6,025	6,390	5,70
YoY Chg (%)	33.6	35.4	45.0	44.0	38.4	33.1	44.0
c) Properties Held for Sale							
At the beginning of the year	910	865	865	948	974	946	910
Add: Properties constructed during the period	49	39	213	72	15	64	37:
Less: Properties sold during the period	94	39	84	5	43	63	22
Less: Write downs during the period			46	42	0	32	88
Total	865	865	948	974	946	915	1,061
YoY Chg (%)	66.6	66.0	4.4	7.0	9.4	5.8	16.
d) Miscellaneous Data Points							
Cash and Bank Balances	396	374	698	268	262	276	268
YoY Chg (%)	-5.2	-93.2	-46.0	-23.4	-33.8	-26.1	-23
Customer Advances	2,839	2,772	2,895	2,952	3,025	2,939	2,95
YoY Chg (%)	-22.4	-16.4	-6.3	-6.3	6.6	6.0	-6.

Source: Company/MOSL

Valuation and view

Our FY11E NAV for PPL is Rs124/share. The residential vertical accounts for 96% of GAV and the commercial vertical for 4% of GAV. The stock trades at 1.3x FY11E BV of Rs74 and at 21% discount to its NAV of Rs124/share. The stock might continue to trade at a discount to NAV due to its high exposure to the low margin affordable housing vertical, high debt and likely fresh capex for land acquisition for PHIL. We maintain **Neutral**.

NAV CALCULATIONS	(RS M)	PER/SHARE (RS)	% OF NAV	% OF GAV
Residence	51,939	243	196	96
Commercial	2,000	9	8	4
Gross Asset Value (GAV)	53,939	253	203	100
Less: Tax	11,867	56	-45	-22
Add: Cash	268	1	1	0
Less: Debt	8,146	38	-31	-15
Less: Land Cost	2,800	13	-11	-5
Less: Operating Exp	4,855	23	-18	-9
Net Asset Value (NAV)	26,540	124	100	49
				Source: N

VERTICAL-WISE GAV CITY-WISE GAV ANALYSIS Others Residence 15% Coimbatore 96% 3% Mysore 1% Chennai 9% Bangalore 58% Kochi 14% Commercial 4%

Source: Company/MOSL

NAV calculation: key assumptions

- 1) We have assumed that PPL will be able to develop and sell its development area of 125msf.
- 2) 5% CAGR in RE prices across all verticals and cities.
- We have assumed a tax rate of ~12.4% for ~20msf of land bank, as these projects enjoy Sec 80 (IB) benefits.
- 4) We have assumed 5% CAGR in the cost of construction across all verticals and cities.
- 5) We have assumed average construction period of 24 months for residential projects.

Puravankara Projects: an investment profile

Company description

PPL is a leading south-based developer, with a focus on middle-income housing. PPL's development activities are primarily concentrated in Bangalore, Kochi and Chennai. It plans to expand its presence further in the south by entering Coimbatore, Hyderabad and Mysore. PPL also has a strong marketing network, with sales offices in Bangalore, Chennai, Kochi, Mumbai and UAE and representative offices in the US and the UK.

Key investment arguments

- PPL is slated to benefit from its quality land bank of ~125msf aggregated at an average cost of Rs97/sf. Aggressive plans in the fast moving affordable housing segment.
- PPL's foray in the hospitality sector with a target of operating ~750 rooms by FY10, will augment its NAV. Strategic JV with Keppel Land, Singapore provides good growth opportunity with access to the latest technology.

Key investment risks

 70% of PPL's land bank is concentrated in Bangalore. Concentration on the over-competitive middle income housing segment.

Recent developments

- Launched two affordable housing projects through PHIL, one each in Chennai (2.23msf) and Bangalore (3.46msf)
- Entered into joint development agreement for 27 acres of land in Coimbatore for affordable housing project of 1.5msf
- Formed Starworth Infrastructure and Construction, 100% infrastructure and construction subsidiary

Valuation and view

Our FY11E NAV for PPL is Rs124/share. PPL may continue to trade at a discount to NAV due to its high exposure to the low margin affordable housing vertical, high debt and likely fresh capex for land acquisition for PHIL. We maintain Neutral.

Sector view

The RE sector seems firmly entrenched on the path to recovery, following the successful balance sheet recapitalization by key RE companies and the pick-up in RE activity. We believe key RE companies that have successfully completed their recapitalization exercise are well placed to capitalize on the growth phase ahead, as they can now shift focus to project execution and also pursue NAV enhancement strategies.

COMPARATIVE VALUATIONS

		PURVANKARA	MLL	HDIL
P/E (x)	FY10E	16.1	15.6	24.7
	FY11E	10.8	12.3	19.6
RoE (%)	FY10E	7.8	8.5	6.9
	FY11E	10.7	9.7	7.9
EV/Sales (x)	FY10E	2.6	3.8	5.6
	FY11E	1.9	2.9	4.1
EV/EBITDA (x)	FY10E	11.0	13.5	13.3
	FY11E	5.8	8.8	9.6

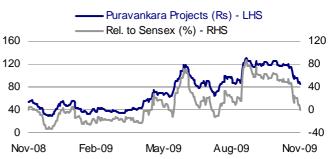
SHAREHOLDING PATTERN (%)

	SEP-09	JUN-09	SEP-08
Promoter	90.0	90.0	90.0
Domestic Inst	1.2	0.9	0.9
Foreign	6.4	7.9	8.3
Others	2.5	1.2	0.9

EPS: MOST FORECAST VS CONSENSUS (RS) MOST CONSENSUS VARIATION FORECAST FORECAST (%) FY10 5.3 4.5 16.3 FY11 7.9 5.5 43.1

TARGET PRICE AN	D RECOMMENDATION		
CURRENT	TARGET	UPSIDE	RECO.
PRICE (RS)	PRICE (RS)	(%)	
85	-	-	Neutral

STOCK PERFORMANCE (1 YEAR)



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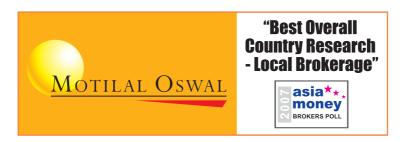
INCOME STATEMENT				(Rs	Million)
Y/E MARCH	2008	2009	2010E	2011E	2012E
Net Sales	5,658	4,449	5,246	6,430	8,421
Change (%)	35.7	-21.4	17.9	22.6	31.0
Construction Expenses	3,583	2,639	2,443	3,276	4,173
Staff Cost	207	85	105	96	168
Office & Site Establis. Exps	0	216	1,049	482	674
EBITDA	2,075	1,312	1,257	2,127	2,976
% of Net Sales	36.7	29.5	24.0	33.1	35.3
Depreciation	0	0	24	37	42
Interest	-98	-8	118	150	314
Other Income	0	0	56	62	68
PBT	2,173	1,319	1,171	2,001	2,689
Тах	67	26	193	500	672
Rate (%)	3.1	2.0	16.5	25.0	25.0
Share of Associate Profits	294.6	151.0	151.0	181.2	0.0
Reported PAT	2,400	1,444	1,129	1,682	2,017
EO Income (Net of Exp.)	0	0	0	0	0
Adjusted PAT	2,400	1,444	1,129	1,682	2,017
Change (%)	85.9	-39.8	-21.8	49.0	19.9
BALANCE SHEET				(Rs	Million)
Y/E MARCH	2008	2009	2 0 10 E	2011E	2012E
Share Capital	1,067	1,067	1,067	1,067	1,067

Y/E MARCH	2008	2009	2010E	2011E	2012E
Share Capital	1,067	1,067	1,067	1,067	1,067
Reserves	11,060	12,582	13,426	14,721	14,259
Net Worth	12,127	13,649	14,493	15,789	15,326
Loans	6,524	8,146	7,650	6,000	6,550
Capital Employed	18,651	21,818	22,166	21,812	21,899
Gross Fixed Assets	611	632	685	749	833
Less: Depreciation	115	169	200	238	279
Net Fixed Assets	497	463	484	511	554
Investments	887	1,038	1,038	1,038	1,038
Properties held for develop	12,920	13,924	13,924	13,924	13,924
Curr. Assets	9,090	11,051	11,343	12,281	10,744
Inventory	1,080	1,171	3,110	5,036	2,430
Debtors	824	1,146	4,312	3,523	2,884
Cash & Bank Balance	350	268	659	461	1,158
Loans & Advances	2,878	2,766	3,262	3,262	4,272
Current Liab. & Prov.	4,732	4,659	4,624	5,943	4,362
Provisions	510	14	134	205	345
Net Current Assets	4,358	6,392	6,719	6,338	6,383
Application of Funds	18,661	21,817	22,166	21,812	21,899

E: MOSL Estimates

#Fifteen months ended Mar 2006 ; *Nine months ended Dec 2004,

RATIOS					
Y/E MARCH	2008	2009	2010E	2011E	2 0 12 E
Basic (Rs)					
Adjusted EPS	11.2	6.8	5.3	7.9	9.4
Growth (%)	85.9	-39.8	-21.8	49.0	19.9
CashEPS	9.9	6.1	4.7	7.2	9.6
Book Value	56.8	63.9	67.9	74.0	71.8
DPS	2.0	0.7	0.5	0.8	1.4
Payout (incl. Div. Tax.)	20.3	12.0	12.0	12.0	15.0
Valuation (x)					
P/E	7.6	12.6	16.1	10.8	9.0
Cash P/E	8.7	14.1	18.2	11.8	8.9
EV/EBITDA	6.3	11.2	11.0	5.8	4.1
EV/Sales	2.3	3.3	2.6	1.9	1.5
Price/Book Value	1.5	1.3	1.3	1.2	1.2
Dividend Yield (%)	2.3	0.9	0.6	1.0	1.7
Profitability Ratios (%)					
RoE	19.8	10.6	7.8	10.7	13.2
RoCE	15.0	6.5	5.9	9.8	13.7
Leverage Ratio					
Debt/Equity (x)	0.5	0.6	0.5	0.4	0.4
CASH FLOW STATEMENT				(Rs	Million)
Y/E MARCH	2008	2009	2010E	2011E	2012E
PBT before EO Items	2,162	1,319	1,171	2,001	2,689
Add: Depreciation	0	0	24	37	42
Interest	-98	-8	118	150	314
Less : Direct Taxes Paid	67	26	193	500	672
(Inc)/Dec in WC	-3,160	-2,116	64	183	653
CF from Operations	-6,771	-1,695	1,335	2,053	3,025
(Inc)/Dec in FA	-108	34	-45	-64	-84
(Pur)/Sale of Investments	-516	-151	0	0	0
CF from Investments	-624	-117	-45	-64	-84
(Inc)/Dec in Networth	7,996	277	-151	-181	-2,135
(Inc)/Dec in Debt	-237	1,622	-496	-1,650	550
Less : Interest Paid	-98	-8	118	150	314
Dividend Paid	487	177	134	205	345
CF from Fin. Activity	7,370	1,730	-899	-2,187	-2,243
Inc/Dec of Cash	-24	-82	391	-198	698
Add: Beginning Balance	374	350	268	659	461
Closing Balance	350	268	658	461	1,158



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Disclosure of Interest Statement	Puravankara Projects
1. Analyst ownership of the stock	No
2. Group/Directors ownership of the stock	No
3. Broking relationship with company covered	No
4. Investment Banking relationship with company cov	vered No

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