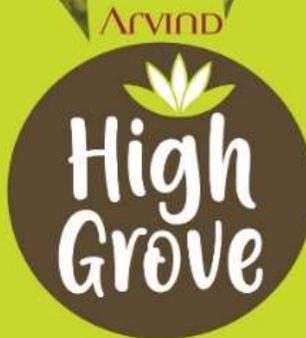


PRE-LAUNCHING  
Golf Villas & Plots



PRE-LAUNCHING  
Premium Golf Villas & Plots

Starting price: ₹ 37.2L+  
Meti Road, Ahmedabad | Call: 079 48944048



**Q3 FY21**  
**Jan 28, 2021**

# Key Updates – Operations

## Fresh Sales

- MIS Sales for the Quarter **Rs. 144 Cr** vs Rs. 61 Cr last year (Growth of **138%** )
- MIS Sales for YTD Dec FY21 **Rs. 322 Cr** vs Rs. 138 Cr last year (Growth of **134%** )

## Unrecognised Sales

- **Rs. 641 Cr** as on Dec 31, 2020 vs Rs. 477 Cr as on March 31, 2020

## Sales and New Launches during the year

- Strong Sales momentum continues back to back post ever highest Q2FY21
- Forreste – total **13.1 lacs sq ft** area added with Phase 2 and Phase 3
- High Grove (earlier Beyond Five) relaunched with freshness hit the market consisting of **66.6 lacs sq ft** area
- Bel Air – high rise apartment project launched with an area of **4.7 lacs sq ft**

## Collections

- Strong collections ~**Rs. 90 Cr** during Q3FY21

## Debt

- Consolidated Net debt as on Dec 31, 2020 is **Rs. 197 Cr** (vs Mar 2020 Rs. 217 Cr)
  - Comparable Net debt is **Rs. 177 Cr** after adjusting for New capital investment
- Net D/E ratio stands at on Dec **0.68 (comparable 0.61)** vs 0.75 as on March 2020

# Key Updates – Operations

## Project Completion

- Till date completed and handed over **10** projects measuring total developed area of **4.24 Million** sqft (Alcove, Megatrade, Parishkaar, Trade square, Expansia, Citadel, SporciaMegapark, Megaestate and Skylands)

## Ongoing Projects

- Currently, executing **9** projects in Ahmedabad, Bengaluru and Pune measuring **14.7 Million** sq ft of developable area (Uplands One, Beyond Five, Oasis, Aavishkaar, Elan, The Edge, Forreste, Uplands Two and Belair)

## Financials performance vs Fresh Sales

- Financial performance is based on applicable accounting standards wherein the revenue recognition is based on transfer of control with Project completion and satisfaction of performance obligation
- Despite witnessing strong Sales momentum in fresh bookings, the same does not reflect in Financial performance

# Consolidated Financials for Q3 FY21

## Revenue

- ✓ Revenue of **Rs. 44 Cr lacs** during Q3 FY21 as against **Rs. 94 Cr** in Q3 FY20
- ✓ Revenue down by **53%** Y-o-Y

## EBITDA

- ✓ EBITDA of **Rs. 14 Cr** during Q3 FY21 as against **Rs. 39 Cr** in Q3 FY20
- ✓ EBITDA margin at **32%** vs **42% LY**

## PBT

- ✓ PBT of **Rs. 7.7 Cr** during Q3 FY21 as against **Rs. 33 Cr** in Q3 FY20
- ✓ PBT down by **77%** Y-o-Y

## PAT

- ✓ PAT of **Rs. 5 Cr** during Q3 FY21 as against **Rs. 19.5 Cr** in Q3 FY20
- ✓ PAT down by **74%** Y-o-Y

# Strategic Initiatives

Focus on Horizontal Development

Long term value creation

Low investment in construction

Less Operating leverage

Brand Equity

## Steps taken

- Successful New launches
  - Forrester, 135 acre township with state of art villas with potential topline of Rs. 500 – 600 Cr
    - Phase 1 and 2 sold successfully
  - High Grove, a project measuring approx. ~ 6.7 mio sq ft launched
  - Initial steps taken to acquire a land for large horizontal project in Bangalore
- Clear focus on execution and completion of existing projects to recover time lost during Covid-19
- Present in all three segments of horizontal development; luxury, mid-priced and affordable with large land parcels in each segment
- Clear focus on optimizing media mix and project promotions – significantly optimized expenses and achieved higher efficiency and sales
- Consolidated the Brand 'Arvind' and built further on the success of Uplands

# Sales Highlights - Quarter

Particulars	Q3 FY20	Q3 FY21	Growth %
Area Sold (Sq. Ft.)	1,17,783	7,59,944	
Booking Value (INR Cr.)	61	144	138%

# Digital Campaign



Arvind SmartSpaces  
24 October 2020 · 🌐

Arvind SmartSpaces introducing Arvind Highgrove that offers Premium Golf Villas and #Plotting development in Ahmedabad.

Arvind Highgrove presenting residential 1, 2, 3, & 4 BHK #Villas that offering aesthetic and spacious landscapes for refined living and with the best leisure and recreational amenities.

Visit Arvind Highgrove, Moti Devi - Moraiya Road, Moti Devi Village, Ahmedabad. ... See more

www.arvindhighgrove.com

ARVIND SMARTSPACES

PRE-LAUNCHING  
Premium Golf Villas & Plots

Arvind  
**High Grove**

Starting price: ₹ 37.2L+  
Moti Devi, Ahmedabad | Call: 079 68264048

Arvind SmartSpaces  
26 October 2020 · 🌐

ARVIND AAVISHKAAR - 2 BHK Apartments starting from ₹23 L\* at Arvind Smart City, Nr. Arvind Campus, Naroda Road, Ahmedabad, India.

- ✓ Pay 10% Now and 90% at Possession.
- ✓ Located amidst Arvind Smart city, Near Arvind Campus, Naroda Road, Ahmedabad.
- ✓ Offers the best connectivity with its proximity to BRTS, business centers, schools, railway station, and transit points.
- ✓ Gated community with open & green spaces.... See more

www.arvindaavishkaar.com

ARVIND SMARTSPACES

PAY  
**10% NOW,  
90% ON POSSESSION**

Starting From  
₹ 23 Lakhs\*

Maintenance starting  
from ₹ 750 only

Call: 079 68264006

aavishkaar  
2 BHK Apartments  
Near Arvind Mills, Naroda Road, Ahmedabad

Arvind SmartSpaces  
8 November 2020 · 🌐

Launching ARVIND BEL AIR – Enjoy discounts of up to 5 L\* with the festive scratch & win offer

- ✓ 2 & 3 BHK Apartments strategically located at Yelahanka, New Town Road, North Bengaluru price starting from Rs. 61.3L\*
- ✓ State-of-the-art cantilever sky club on top 2 floors
- ✓ 26 Lifestyle amenities like swimming pool, net cricket, skating rink, amphitheater, dance & aerobic studio, and many more... See more

www.arvindbelair.com

ARVIND SMARTSPACES

LAUNCHING  
₹61.3L onwards  
Book Now

Arvind  
**BEL AIR**  
2 & 3 BHK Apartments

SCRATCH & WIN  
WIN UPTO ₹ 5 LAC

Yelahanka, New Town Road, Bengaluru | Call : 079 - 68264015

ARVIND SMARTSPACES

# Print Campaign



www.arvindforreste.com ARVIND SMARTSPACES



Experience  
The Forest Living

Luxury villas starting from  
₹ 76 Lakh\* onwards

DEAL  
OF THE  
DECADE



After an overwhelming response of Forreste Phase I & II, Arvind SmartSpaces is now back with Forreste Phase III, the most successful residential development in Ahmedabad.

Pre-Launching  
**Forreste** - Phase III



www.arvindbelair.com ARVIND SMARTSPACES



LIVE UNLIMITED

ARVIND  
**BELAIR**

2 & 3 BHK Apartments



NEW TOWN ROAD, YELAHANKA, NORTH BENGALURU | CALL : 079 - 68264037



www.arvindhighgrove.com ARVIND SMARTSPACES



PRE-LAUNCHING  
Premium Golf Villas & Plots

Great Investment. Great Weekends

₹ 35.7 Lakh onwards

ARVIND  
**High Grove**

After the successful launch of Uplands & Forreste, here lies another opportunity for you to grab.

Mooli Devti, Ahmedabad



www.arvindhighgrove.com

# Other Initiatives – Hoardings and Mobile Van



# Financial Performance

## Q3FY21

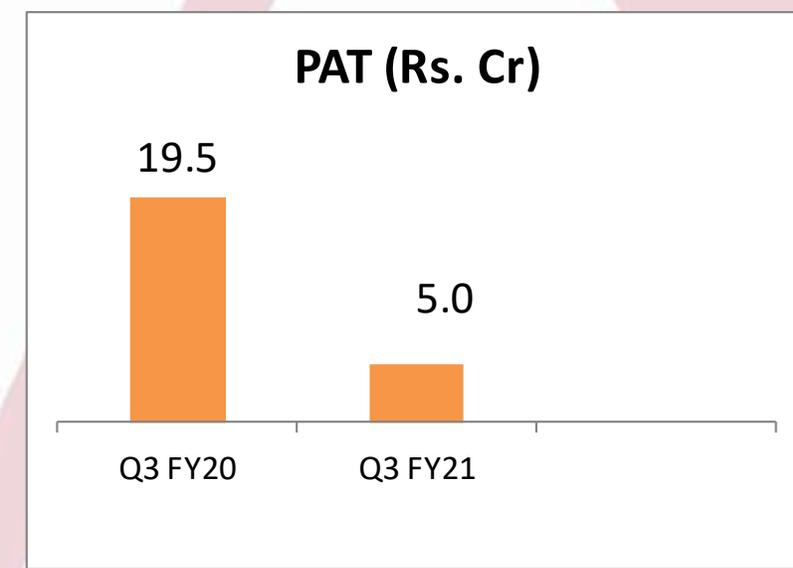
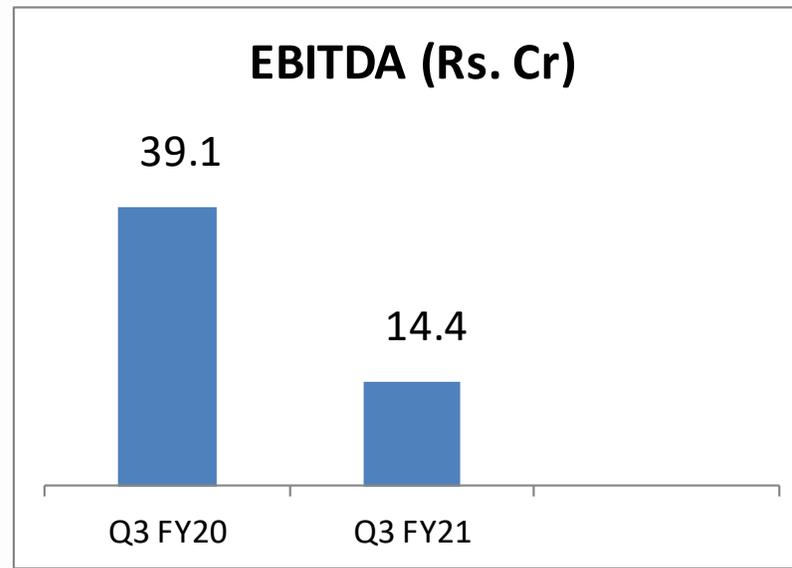
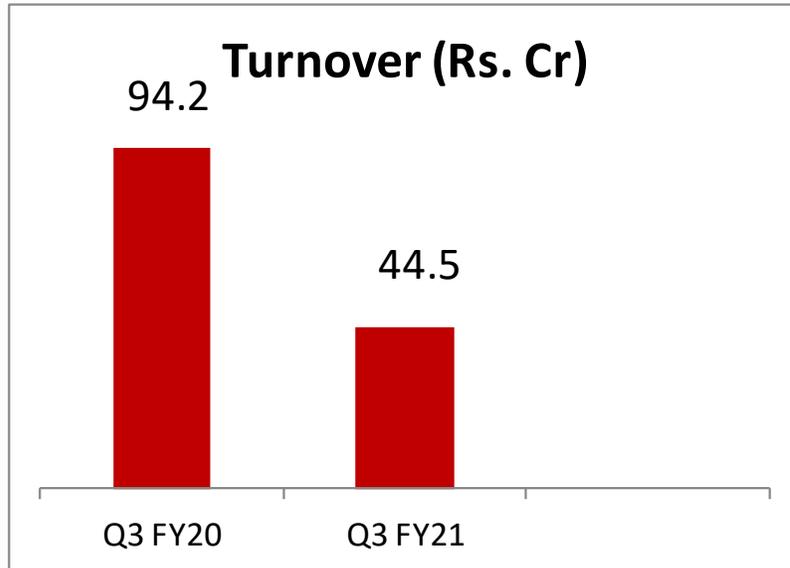
Particulars	Q3 FY21		
	PY	CY	Growth %
<b>Revenue</b>	<b>94.2</b>	<b>44.5</b>	<b>-53%</b>
EBITDA	39.1	14.4	
EBITDA %	42%	32%	
Finance Cost	6.1	6.7	
PBT	33.1	7.7	
PBT %	35%	17%	
<b>PAT</b>	<b>19.5</b>	<b>5.0</b>	<b>-74%</b>
PAT %	21%	11%	

## YTD Dec FY21

Particulars	YTD Dec FY21		
	PY	CY	Growth %
<b>Revenue</b>	<b>164.2</b>	<b>84.8</b>	<b>-48%</b>
EBITDA	60.7	25.7	
EBITDA %	37%	30%	
Finance Cost	18.1	20.5	
PBT	43.5	5.1	
PBT %	26%	6%	
<b>PAT</b>	<b>24.6</b>	<b>2.2</b>	<b>-91%</b>
PAT %	15%	3%	

Financial performance is based on Project completion as per applicable Accounting Standards. However, there is strong momentum in Sales with fresh bookings and healthy pipeline.

# Financial Snapshot (Q3 FY21)



# Balance Sheet - Abstract (Consolidated)

Rs. Cr

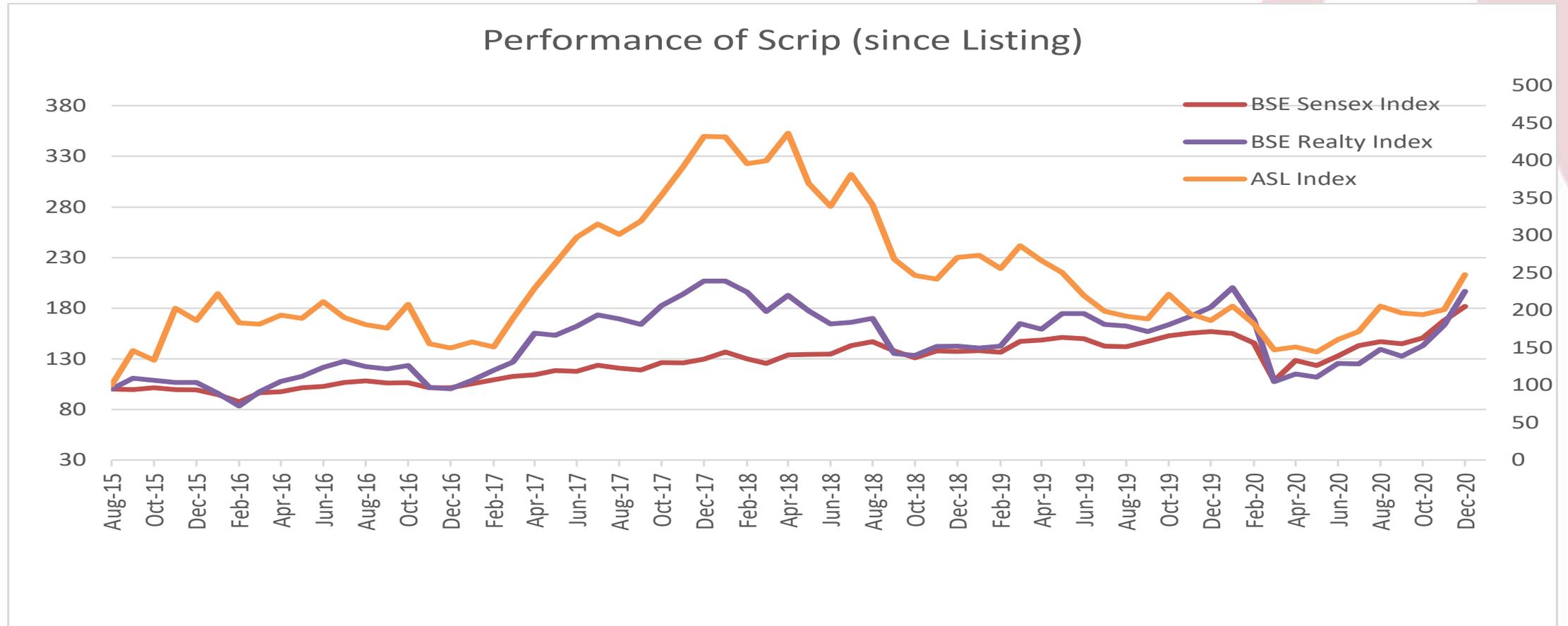
Particulars	As on 31 <sup>st</sup> Mar,20	As on 30 <sup>th</sup> Sept,20
<b>Equity and liabilities</b>		
Share Capital	35.6	35.6
Reserves and Surplus	253.3	250.4
<b>Shareholders Funds</b>	<b>288.8</b>	<b>286.0</b>
Non-Controlling Interest	15.8	17.1
Non Current Liabilities	75.2	174.6
Current Liabilities	417.8	357.8
<b>Total</b>	<b>797.6</b>	<b>835.4</b>

Rs. Cr

Particulars	As on 31 <sup>st</sup> Mar,20	As on 30 <sup>th</sup> Sept,20
<b>ASSETS</b>		
Fixed Assets	29.2	29.9
Non-Current Financial Assets	65.2	70.2
Inventories	662.8	668.4
Current Assets	40.4	66.9
<b>Total</b>	<b>797.6</b>	<b>835.4</b>

- Net Debt as on March 31, 2020 was Rs. 217 Cr, Sep 30, 2020 Rs. 202 Cr and Dec 31, 2020 Rs. 197 Cr (0.68 Debt Equity)
- Comparable Net Debt as on Dec 31, 2020 is Rs. 177 Cr after adjusting for new Capital Investment (0.61 Debt Equity)

# Performance of Scrip (Since Listing)

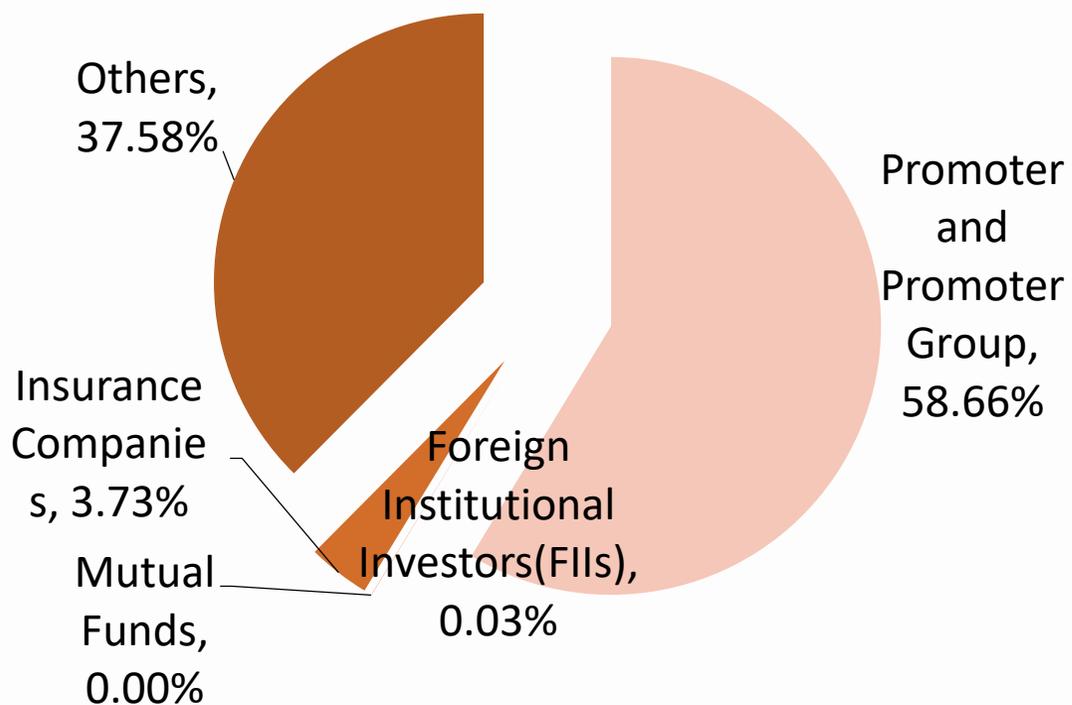


Note :

Closing levels of Sensex and Realty Index as on Aug 31, 2015 was 26,283.09 and 1,260.66 respectively, the same has been indexed to 100.

For Arvind SmartSpaces Limited, the Listed close price as on Aug 31, 2015 of Rs. 45.85 is indexed to 100.

# Shareholding Pattern (%)



Category	31-Mar-20	30-Jun-20	30-Sep-20	31-Dec-20
Promoter and Promoter Group	59.06%	59.06%	59.06%	58.66%
Foreign Institutional Investors (FIIs)	0.03%	0.03%	0.03%	0.03%
Mutual Funds	1.61%	1.41%	0.66%	0.00%
Insurance Companies	3.82%	3.82%	3.73%	3.73%
Others	35.48%	35.68%	36.52%	37.58%

No. of Shareholders as on 31<sup>st</sup> December, 2020: **117,180**

# Project Portfolio - Completed

## Completed Projects – 10 Projects

Arvind  
**ALCOVE**  
*your plan for second life*

Arvind  
**EXPANSIA**

Arvind  
**MEGAPARK**

Arvind  
**MEGATRADE**

Arvind | Citadel  
An opportunity for more me-time

Arvind  
**MEGAESTATE**

  
**Parishkaar**  
2 & 3 BHK 700+ Lifestyle Apartments

Arvind  
**SPORCIA**  
STAY WHERE YOU PLAY

Arvind  
**S-K-Y**  
**L-A-N-D-S**  
L I F E I N C E N T R E

**Trade**  
**square**  
@Khokhra

# Project Portfolio - Ongoing

## Ongoing Projects – 9 Projects

UPLANDS  
GOLF • LIVING • LEISURE



UPLANDS  
TWO



# Project till Date Synopsis

Residential Projects	Est. Area (sqft)	Area Booked Till Date (sqft)	Inventory as on Date (sqft)	Booking Value till Date (Rs. Lac)	Revenue Recognized till Date (Rs. Lac)	Project Completion (%)	Avg. Price (Rs./sqft)
Alcove	10,32,660	9,84,150	48,510	2,475	2,474	100	251
Parishkaar/ Tradesquare*	9,15,809	9,15,809	-	25,423	25,423	100	2,776
Megatrade	80,914	72,318	8,596	2,977	2,881	100	4,116
Expansia	1,40,276	1,40,276	-	7,386	7,261	100	5,265
Citadel	1,01,859	1,01,859	-	5,507	5,507	100	5,407
Sporcia	4,92,062	4,86,047	6,015	22,629	22,604	100	4,656
Megapark	9,23,391	4,49,919	4,73,472	2,583	2,519	100	574
Megaestate	63,119	23,115	40,004	746	621	100	3,228
Skylands	4,91,111	3,54,193	1,36,918	18,202	15,734	100	5,139

\* The number pertains to entire project, out of which ASL is entitled for 41%

# Project till Date Synopsis

Residential Projects	Est. Area (sqft)	Area Booked Till Date (sqft)	Inventory as on Date (sqft)	Booking Value till Date (Rs. Lac)	Revenue Recognized till Date (Rs. Lac)	Project Completion (%)	Avg. Price (Rs./sqft)
Uplands ONE	31,92,901	25,25,238	6,67,663	37,796	21,791	90	1,497
Oasis	5,47,428	3,00,616	2,46,812	15,027	-	50	4,999
Aavishkaar	5,45,524	2,51,916	2,93,608	6,568	-	65	2,607
Elan	1,34,952	21,359	1,13,593	1,546	-	25	7,237
The Edge	1,68,224	54,265	1,13,959	3,191	-	20	5,881
High Grove	66,74,310	10,50,760	56,23,550	11,728	-	10	1,116
Forreste**	25,86,121	22,52,515	3,33,606	19,023	362	15	845
Uplands Two	11,12,742	1,31,466	9,81,276	2,180	-	10	1,658
Belair	4,69,620	62,644	4,06,976	3,402	-	30	5,430
<b>Total</b>	<b>1,96,73,023</b>	<b>1,01,78,465</b>	<b>94,94,558</b>	<b>1,88,389</b>	<b>1,07,176</b>		

Note: Figures have been regrouped/recasted wherever appropriate

^ Forreste revenue recognition for ASL would be equivalent to DM Fees.

\*\*Uplands and Forreste is a residential township project having significant revenue from land. Figures are weighted average of land plus construction realization.

# Quarterly Synopsis

Residential Projects	Area Booked in Q3FY21 (sq ft.)	Units Booked in Q3 FY21 (nos.)	Sales Value for Q3 FY21 (Rs. Lac)	Amount Collected in Q3 FY21 (Rs. Lac)	Revenue Recognized in Q3 FY21 (Rs. Lac)
Skylands	42,142	35	2,372	2,267	2,231
Uplands ONE	53,978	2	813	2,062	1,973
Oasis	8,831	8	478	999	-
Aavishkaar	27,787	29	739	533	-
Elan	5,620	5	413	43	-
The Edge	1,547	1	61	40	-
Forreste^	88,340	15	2,329	225	162
Uplands Two	74,229	2	770	117	-
Belair	24,354	17	1,278	164	-
Highgrove	4,44,680	117	5,206	2,498	-
Sporcia	-	-	25	13	-
Megapark	(11,565)	(1)	(69)	(32)	-
Megaestate	-	-	-	45	58
Megatrade	-	-	-	-	-

^ Forreste revenue recognition for ASL would be equivalent to DM Fees.

# Uplands

- ❑ **Location:** Nasmed Village, Gandhi Nagar
- ❑ **Product:** Premium golf based township
- ❑ **Project Size:** 189 Villas (Phase I)
- ❑ **Deal Structure:** Joint Development
- ❑ **Architect:** Woods Bagot
- ❑ **Features:**
  - 9 Hole Executive Golf Course
  - 3 Clubs (Golf Square, Zen Square, Fun Square)
  - Premium Concierge Services
  - Disney® themed kids bedroom - Optional
  - Personal Swimming Pool, Gym, Home Theatre - Optional



# Uplands

Rendered image



Golf Course Construction



# Uplands

Actual Site Image –Club House



# Uplands

Actual Site Image –Club House



# Uplands Club House



# Uplands Club House

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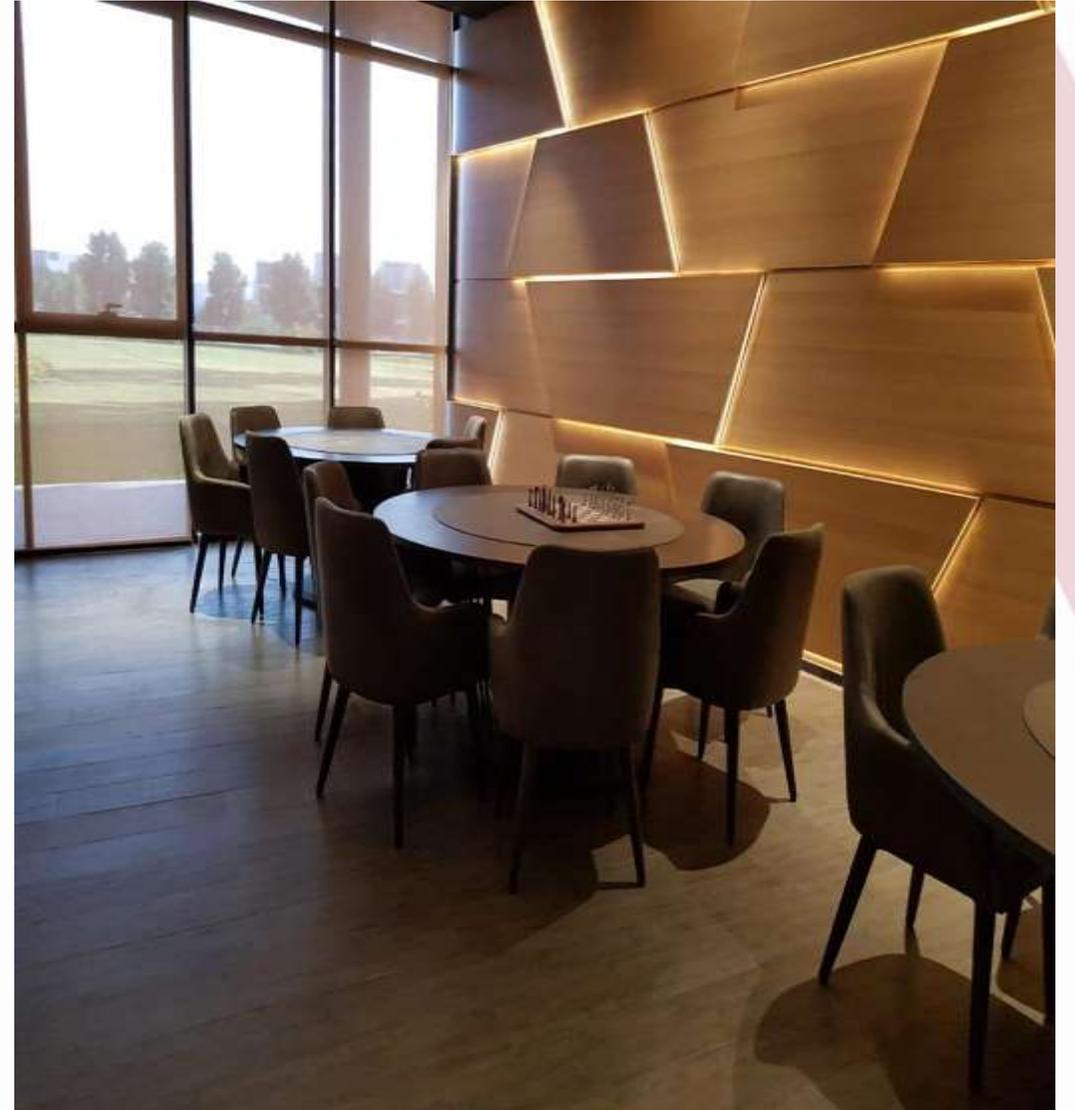
# Uplands Clubhouse



# Uplands Clubhouse



# Uplands Clubhouse



# Uplands

Actual Villa Construction



# Uplands



Sample Villa Interior



# High Grove

---

- ❑ **Location:** Moti Devti, Sanand, Ahmedabad
- ❑ **Product:** Weekend Homes - Plots
- ❑ **Project Size:** 814 Units
- ❑ **Deal Structure:** Joint Development
- ❑ **Architect:** Woods Bagot
- ❑ **Features**
  - 9 Hole Executive Golf Course
  - Clubhouse powered by SMAAASH, which is perfected by Sachin Tendulkar
  - Bowling Alley
  - Golf Promenade

# High Grove

Villa side view



Club house

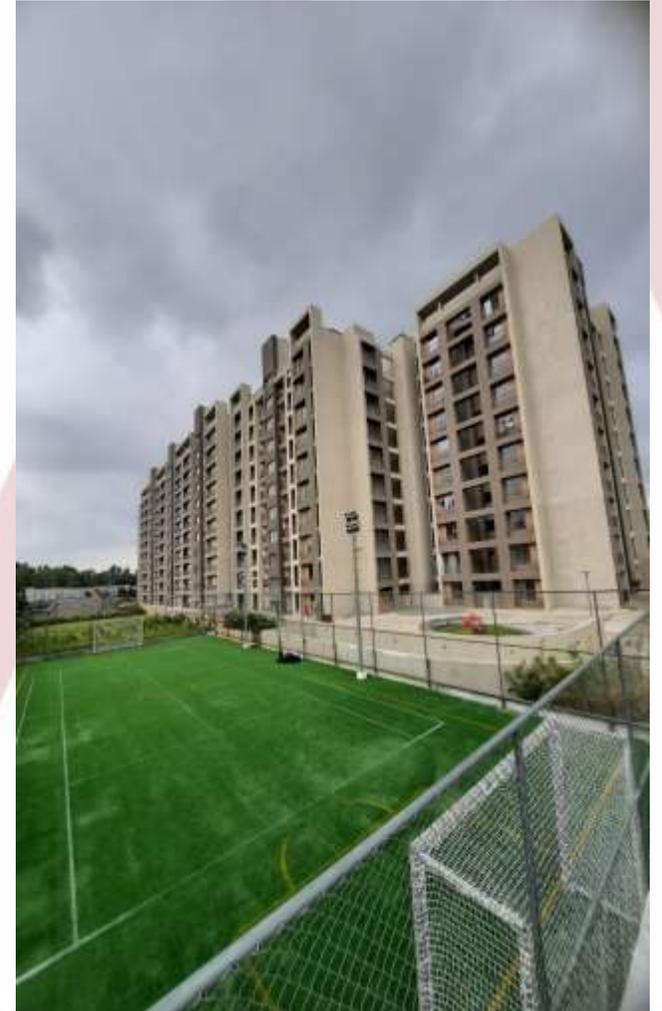


# Skylands

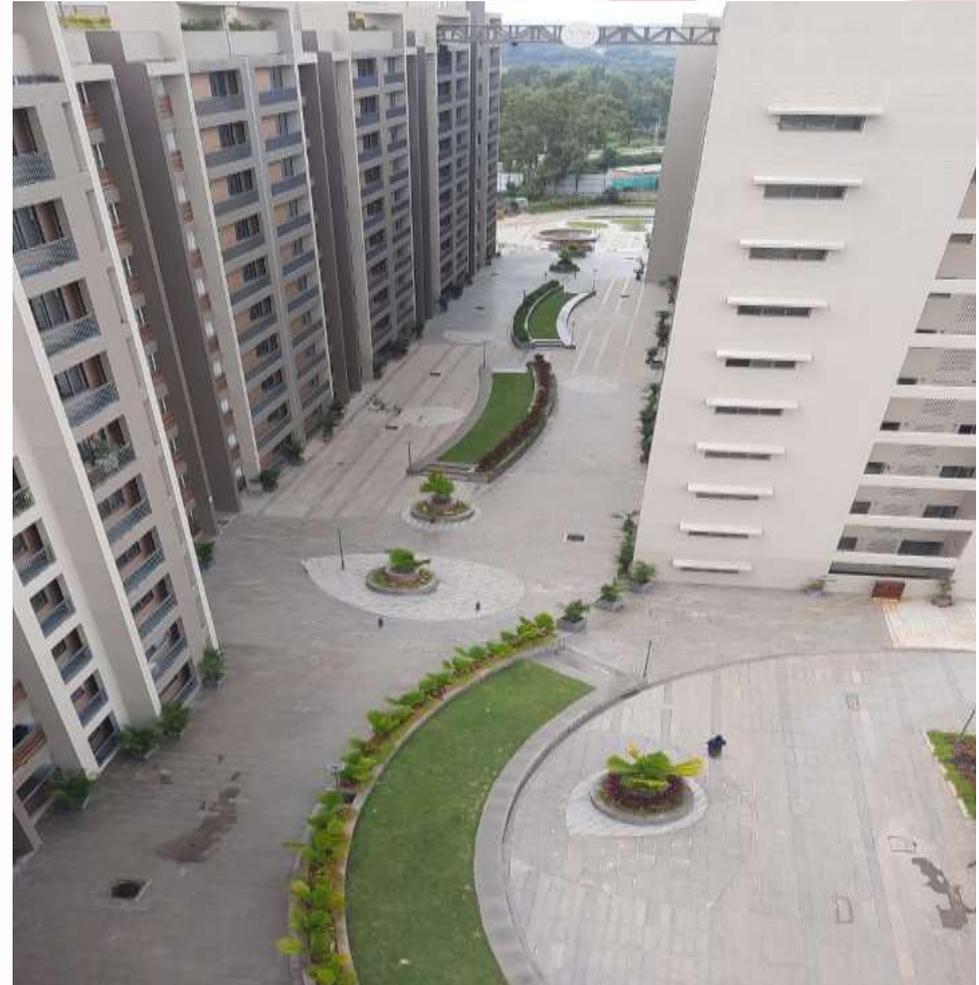
- ❑ **Location:** Jakkur Road,  
Shivanahalli, Bengaluru
- ❑ **Product:** High rise Residential Apartments
- ❑ **Project Size:** 417 Units
- ❑ **Deal Structure:** Outright Purchase
- ❑ **Architect:** Apurva Amin
- ❑ **Features**
  - Sky lounge on terrace
  - Jogging track on terrace
  - Open café on terrace
  - Star gazing deck on terrace
  - Club House with Indoor & Outdoor Sports Amenities



# Skylands



# Skylands



# Skylands



# Project – Skylands Clubhouse



# Project – Skylands Clubhouse



# Skylands

## Model Flat



# Oasis

- ❑ **Location:** Tumkur Road, Bengaluru
- ❑ **Product:** 2&3 BHK Residential Apartments
- ❑ **Project Size:** 452 units
- ❑ **Deal Structure:** Outright Purchase
- ❑ **Architect:** Apurva Amin
- ❑ **Features:** Aqua Center  
Terrace café  
Central Landscape Area  
Senior Citizen's Nook  
Indoor Gym & Steam room  
Sports facilities like Cricket pitch,  
Basketball post & Badminton



# Oasis



# Oasis



Actual Site Image

# Oasis

Construction at Site



# Oasis

Construction at Site



# Aavishkaar

- ❑ **Location:** Naroda Road, Ahmedabad
- ❑ **Product:** Affordable Residential Apartments
- ❑ **Project Size:** 1200 Units
- ❑ **Deal Structure:** Development Agreement
- ❑ **Architect:** Vitan (Jagrut & Partners LLP)
- ❑ **Features:**
  - Gated community & CCTV camera
  - Central Landscape area
  - Outdoor & Indoor Gym
  - Yoga & Multipurpose room
  - Jogging pathway/track
  - Children's splash pool & sports facilities



# Aavishkaar



Actual Construction Image

# Aavishkaar



Actual Construction Image



# Aavishkaar

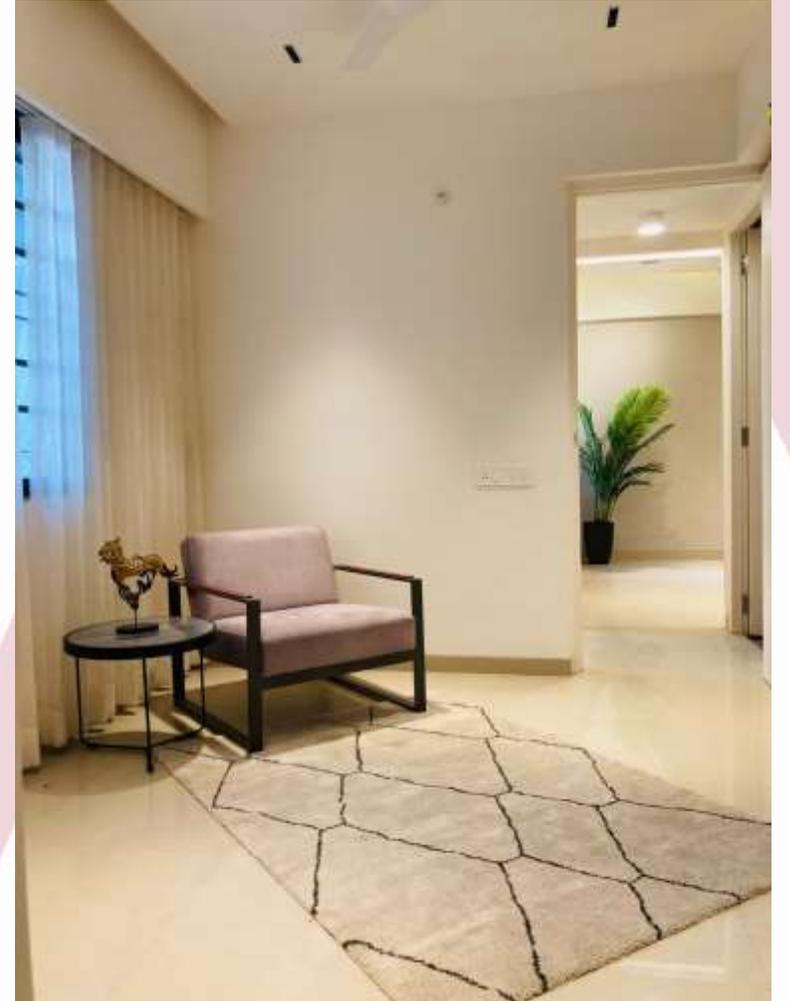


Actual Construction Image



# Aavishkaar

Model Flat



ARVIND SMARTSPACES

# Aavishkaar

Model Flat



# Elan

- ❑ **Location:** Kothrud Road, Pune
- ❑ **Product:** High rise Residential Apartments
- ❑ **Project Size:** 81 Units
- ❑ **Deal Structure:** Development Agreement
- ❑ **Architect:** A & T Consultants
- ❑ **Features:**
  - Landscape Walkway
  - Club Terrace Café Sitting
  - Outdoor & Indoor Gym
  - Fully equipped Home Theatre room
  - State of art Security System
  - Kids Play Area, Basketball, Splash Pool
  - CCTV, Intercom Facility



# Elan



# Elan



Actual  
Construction  
Image

# Elan



Actual  
Construction  
Image

ARVIND SMARTSPACES

# Edge

- ❑ **Location:** Tumkur Road, Bengaluru
- ❑ **Product:** Commercial & Retail Space
- ❑ **Project Size:** 130 Units
- ❑ **Deal Structure:** Outright Purchase
- ❑ **Architect:** A & T Consultants
- ❑ **Features:**
  - Common Conference Room
  - Theatre/Auditorium
  - Modern Cafeteria
  - Gymnasium
  - CCTV, Intercom Facility
  - Parking & Automatic Elevators



# Edge

Excavation is in progress



Foundation commencement



# Forreste

- ❑ **Location:** Racharda Khatraj Road, Ahmedabad
- ❑ **Product:** Premium land oriented villa scheme
- ❑ **Project Size:** 117 Units
- ❑ **Deal Structure:** DM
- ❑ **Architect:** In House
- ❑ **Features:**
  - Lounge with Seating & Library
  - Café & Restaurant
  - Banquet Hall & Kids Zone
  - Gymnasium
  - Multimedia Theatre
  - Sports amenities like Badminton, Tennis & Basketball Court, Skating Rink



# Forreste



# Forrester



# Uplands TWO Monogram Living

- ❑ **Location:** Nasmed Village, Gandhi Nagar
- ❑ **Product:** Premium golf based township
- ❑ **Project Size:** 11 Villas – Very High End  
34 Villas - Normal
- ❑ **Deal Structure:** Joint Development
- ❑ **Architect:** Woods Bagot
- ❑ **Features:** 9 Hole Executive Golf Course  
3 Clubs (Golf Square,  
Zen Square, Fun Square)  
Premium Concierge Services  
Disney® themed kids bedroom - Optional  
Personal Swimming Pool, Gym,  
Home Theatre - Optional

# Bel Air

- ❑ **Location:** New Town Road, Yelahanka, Bangalore
- ❑ **Product:** 2, 2.5 and 3 BHK Residential apartment
- ❑ **Project Size:** 334 Units
- ❑ **Deal Structure:** Outright Purchase
- ❑ **Architect:** Apurva Amin
- ❑ **Features:**
  - Club, Lounge and Amenities
  - Work From Home Features
  - Cantilevered Skyclub
  - Vaastu compliant
  - Smart switches and touch panels
  - Car Park with electric charging point



# Bel Air



# Bel Air



# Megaestate

- ❑ **Location:** Naroda Road, Ahmedabad
- ❑ **Product:** Industrial Sheds
- ❑ **Project Size:** 30 Sheds (Phase I)
- ❑ **Deal Structure:** Development Agreement
- ❑ **Architect:** E-Cube
- ❑ **Features**
  - State of the art design
  - Contemporary external façade
  - Contemporary landscape design
  - Rain water harvesting
  - Wide Entrance
  - Ample Parking Space
  - Drainage Facilities



# Megaestate



Actual Site Images – Shed Construction

# Megapark

- ❑ **Location:** Changodar, Ahmedabad
- ❑ **Product:** Industrial Sheds & Plots
- ❑ **Project Size:** 151 Sheds & 23 Plots
- ❑ **Deal Structure:** Joint Development
- ❑ **Architect:** In house
- ❑ **Features**
  - Business Centre with allied facility
  - Conference Hall/Training Centre with multimedia facility
  - 24\*7 secured premises through CCTV Camera
  - 24 hour Water Supply with individual water meters
  - 3 Phase 5 HP Power Supply



# Megapark

Construction work at Site



# Megapark



Construction work at Site –  
Sample Shed

# About the Company

# Board of Directors



**Mr. Sanjay S. Lalbhai**  
*Chairman & Non-Executive Director  
And Promoter*

---



**Mr. Kamal Singal**  
*Managing Director & CEO*

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**Mr. Kulin S. Lalbhai**  
*Non-Executive Director*

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**Mr. Pratul Shroff**  
*Independent Director*

---



**Ms. Pallavi Vyas**  
*Independent Director*

---



**Mr. Nirav Shah**  
*Independent Director*

---



**Mr. Prem Prakash Pangotra**  
*Independent Director*

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ARVIND SMARTSPACES

# Overview | Arvind Smartspaces

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- One of the fastest growing real estate developer in the listed space
- Ahmedabad-based real estate developer, commenced operations in 2009
- Listed on NSE and BSE through demerger of real estate business from Arvind Ltd
- Operates largely in Ahmedabad and Bangalore, has recently forayed into Pune
- Experienced in diverse real estate products such as townships, plotting, affordable housing, commercial real estate, industrial shed and luxury villas
- 10 projects delivered till date, aggregating to ~4.2 mn sq ft, ~15mn sq ft under development across 9 projects

ARVIND SMARTSPACES

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**Strategic Pillars**

**Financial Performance**

**Awards & accolades**

# Five Strategic Pillars

## 1. Asset light/ low capex model to optimize ROE

Focus on JD/JV deals

Focus on Residential segment (low CAPEX requirement)

No blocking of funds to create long term land bank

## 2. Leveraging of Arvind brand

Take advantage of Arvind's Brand equity

Focus on residential segment targeted for end use customer

Expand in mini-metros like Ahmedabad and Bangalore; Explore new markets such as Pune where Arvind brand is more visible

## 3. Low Financial and Operational Leveraging

Optimum D/E ratio:

- Infuse additional equity based on requirement
- Maintain operational efficiency to ensure lower level of Working Capital requirement

Lean organization structure by out-sourcing non-core functions

# Five Strategic Pillars

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## 4. Optimum/ conservative risk profile

Primary focus on end-consumption residential segment

Steady and cautious geographic expansion

Conservative Legal and Technical Due-diligence of projects

Each geographic market to have reasonable critical mass

Restrict land value of project within reasonable limit

## 5. Innovative/Customer-Centric products, designs & services

Set industry benchmarks in Product Designs and Innovation

Partner with best in class agencies for Architecture, Landscaping , Customer Services and Designs

Leverage technology to provide best in class experience and service to the customers `

# Financial Snapshots

Rs. in Crores

Particular	FY15	FY16	FY17	FY18	FY19	FY20	GAGR %
Total Revenue	86.6	116.4	160.0	202.0	264.3	301.7	28%
EBITDA	25.2	36.7	46.4	65.0	70.3	91.00	29%
EBITDA %	29%	32%	29%	32%	27%	30%	
PAT	10.6	17.2	21.0	30	30.6	39.3	30%
PAT %	12%	15%	13%	15%	12%	13%	

# Sales Highlights

Particulars	FY20	FY19	FY18	Growth FY20 over FY19 %
Area Sold (Sq. Ft.)	17,25,709	7,69,227	5,98,027	124%
Booking Value (INR Cr.)	285.9	280.5	104.0	2%

# Awards & Recognition

- 8<sup>th</sup> May, 2015** Won the “Emerging developer of the year- Residential” award in **Realty Plus Excellence Awards**
- 8<sup>th</sup> May, 2015** Uplands won the “Luxury project of the year” award in **Realty Plus Excellence Awards**
- 20<sup>th</sup> Feb, 2016** Bagged “Emerging Developer of the Year – India” award in **ABP News Real Estate Award 2016**
- 20<sup>th</sup> Feb, 2016** Uplands won “Integrated Township of the Year – India” award in **ABP News Real Estate Award 2016**
- 11<sup>th</sup> April, 2016** Uplands has been adjudged as “Integrated Township of the year” award in **The Golden Globe Tigers Award 2016**
- 11<sup>th</sup> April, 2016** MD & CEO of the Company has been proclaimed as the “Real Estate Most Enterprising CEO of the Year” award in **The Golden Globe Tigers Award 2016**
- 1<sup>st</sup> July, 2016** Citadel has been awarded the ‘Residential Property of the Year’ by **Realty Plus Conclave & Excellence Awards (Gujarat) – 2016**



# Awards & Recognition

- 25<sup>th</sup> Nov, 2016** Project Arvind Uplands won the **“Integrated Township of the Year – India”** award in **DNA Real Estate & Infrastructure Round Table & Awards**
- 6<sup>th</sup> Dec , 2016** Arvind SmartSpaces has received **“Certificate of Excellence”** in **ASSOCHAM Top 50 SME Index**
- 8<sup>th</sup> Dec , 2016** Project Arvind Expansia won **“Residential Property of the year”** award in **Realty Plus Excellence Awards (South) -2016 at Bengaluru**
- 24<sup>th</sup> Jan , 2017** Arvind SmartSpace Ltd. has been chosen as **Asia’s Greatest Brands 2016 by Asiaone Magazine for its performance in Financial Year 2015 -16**
- 24<sup>th</sup> Jan , 2017** Mr. Kamal Singal, MD & CEO of the Company has been adjudged among **Asia’s Greatest Leaders 2016**
- 30<sup>th</sup> Jun , 2017** Uplands by Arvind SmartSpaces has been awarded **“Design Project of the Year”** at **9th Realty Plus Conclave & Excellence Awards 2017**
- 30<sup>th</sup> Jun , 2017** Mr. Kamal Singal – MD & CEO of Arvind SmartSpaces Ltd. has been given **“Scroll of Honour”** at **9th Realty Plus Conclave & Excellence Awards 2017**



# Awards & Recognition

6th Jul, 2017

Arvind Expansia has won **“Luxury Project of the year”** award at the National Awards for Marketing Excellence in Real Estate and Infrastructure organized by **Times Network**

19th Aug , 2017

Arvind SmartSpaces has won **“Excellence in Upgrading Lifestyle Standards”** award at the Food and Lifestyle awards organized by **MyFM** at Ahmedabad

27th Aug, 2017

Arvind SmartSpaces has won **“Leading Luxury Brand of the Year”** award in Real Estate at Globe Luxurie Decode-2017 awards organized at Dubai

19th April 2018

Project Arvind Uplands awarded for **“Creating high quality lifestyle villas in Gujarat”** at 3<sup>rd</sup> edition of Gujarat Real Estate Awards. Hon’ble Chief Minister of Gujarat Shri Vijay Rupani presented the award to Mr. Kamal Singal.

26th Sept 2018

Arvind SmartSpaces Limited bagged International award of **“Prestigious Brand of Asia 2018-19”** in real estate category at **The Global Business Symposium 2018** held at Dubai



# Awards & Recognition

- 14th June, 2019** Arvind Aavishkaar has won **“Affordable Housing Project of the Year”** award at the Realty Plus Conclave & Excellence Award 2019
- 25<sup>th</sup> August, 2019** Arvind SmartSpaces has been awarded **"Best Real Estate Company"** by India News Gujarat at Gujarat First Conclave
- 13<sup>th</sup> Sept, 2019** Arvind Smartspaces has been awarded **"Best Golf Course Architecture (national award) for Arvind Uplands"** at The Golden Brick Awards, Dubai



# Thank You

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## **Arvind SmartSpaces Ltd**

(CIN: L45201GJ2008PLC055771)

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#### Disclaimer:

The information in this presentation contains certain forward-looking statements. These include statements regarding outlook on future development schedules, business plans and expectations of Capital expenditures. These statements are based on current expectations that involve a Number of risks and uncertainties which could cause actual results to differ from those anticipated by the Company.

# Annexure

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## Note

Considering the nature of the business carried on by the Company whereby revenues do not necessarily accrue evenly over the projects period, the revenues of the quarter and/or the year may not be strictly comparable with the results of the corresponding quarter and/or the year. Total areas of the projects are calculated based on the carpet areas, the total areas of the projects have been given merely to make them comparable with other projects of other developers across the country. All areas / configurations of projects are based on present estimates and are subject to change based on regulatory requirements and / or management decisions.

## Abbreviations:

- EBITDA = Earnings before Interest, Tax, Depreciation and Amortisation
- nos. = Numbers
- PAT = Profit After Tax
- PBT = Profit Before Tax
- ROCE = Return on Capital Employed
- RONW = Return on Net Worth

- Rs. = Indian Rupees
- sqft. = Square Feet