

**Result Presentation Q2 FY20**  
**24<sup>th</sup> October 2019**

**ARVIND SMARTSPACES**

# Key Developments – Operations

## New Sales

- MIS Sales for Q2 FY20 is **Rs. 3,777 lacs** across projects

## Project Completion

- Till date completed and handed over **7** projects measuring total developed area of **2.76 Million** sqft as on 30<sup>th</sup> September 2019 (Alcove, Megatrade, Parishkaar, Trade square, Expansia, Citadel & Sporcia)

## Ongoing Projects

- Currently, executing **9** projects in Ahmedabad, Bengaluru and Pune measuring **13.33 Million** sq ft of developable area (Skylands, Uplands, Beyond Five, Megaestate, Megapark, Oasis, Aavishkaar, Elan and Edge)

## Others

- Launched 1<sup>st</sup> commercial project in Bengaluru i.e. Arvind Edge
- Awarded "Best Real Estate Company" by India News Gujarat at Gujarat First Conc
- Awarded "Best Golf Course Architecture (national award) for Arvind Uplands" at The Golden Brick Awards, Dubai
- Entered into a Strategic partnership with HDFC Capital Advisors by setting up a private equity fund to the tune of Rs. 250 crores for making invest in affordable housing projects in Ahmedabad, Bengaluru and Hyderabad

# Awards & Recognition – Till Date

- 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 – Till Date

- 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 – Till Date

- 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 – Till Date

- 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



# Consolidated Financials for Q2 FY20

## Revenue

- ✓ Revenue of **Rs. 3,449 lacs** during Q2 FY20 as against **Rs. 4,576 lacs** in Q2 FY19
- ✓ Revenue down by **25%** Yr-on-Yr

## EBITDA

- ✓ EBITDA of **Rs. 1,231 lacs** during Q2 FY20 as against **Rs. 913 lacs** in Q2 FY19
- ✓ EBITDA up by **25%** Yr-on-Yr
- ✓ EBITDA margin at **37%**

## PBT

- ✓ PBT of **Rs. 531 lacs** during Q2 FY20 as against **Rs. 349 lacs** in Q2 FY19
- ✓ PBT up by **52%** Yr-on-Yr
- ✓ PBT margin at **16%**

## PAT

- ✓ PAT after OCI of **Rs. 254 lacs** during Q2 FY20 as against **Rs. 184 lacs** in Q2 FY19
- ✓ PAT up by **38%** Yr-on-Yr
- ✓ PAT margin at **8%**

# Financials - Others

## Collections

- ✓ Total collections of **Rs. 6,682 lacs** during Q2 FY20
- ✓ Resulted into positive Net Operational cash flow of **Rs. 1,098 lacs**

## Unrecognized Revenue

- ✓ Unrecognized revenue from sold units is about **Rs. 61,128 lacs**

## Loan and Debt

- ✓ Consolidated debt as on 30<sup>th</sup> September, 2019 is **Rs. 21,585 lacs**
- ✓ Consolidated D/E ratio stands at **0.80.:1**
- ✓ Average cost of debt for Q1 FY20 is **11.40%**

# Table of Contents

---

Strategic Performance

Financial Performance

Project Performance

Strategic Performance

Financial Performance

Project Performance

# 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

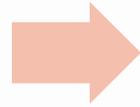
## 3. Low Financial and Operational Leveraging

Optimum D/E ratio:

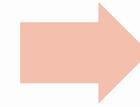
- Infuse additional equity based on requirement
- Maintain operational efficiency to ensure lower level of Working Capital requirement

Lean organization structure by out-sourcing non-core functions

Strategic Performance



Financial Performance



Project Performance

## Five Strategic Pillars

### 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

Strategic Performance

Financial Performance

Project Performance

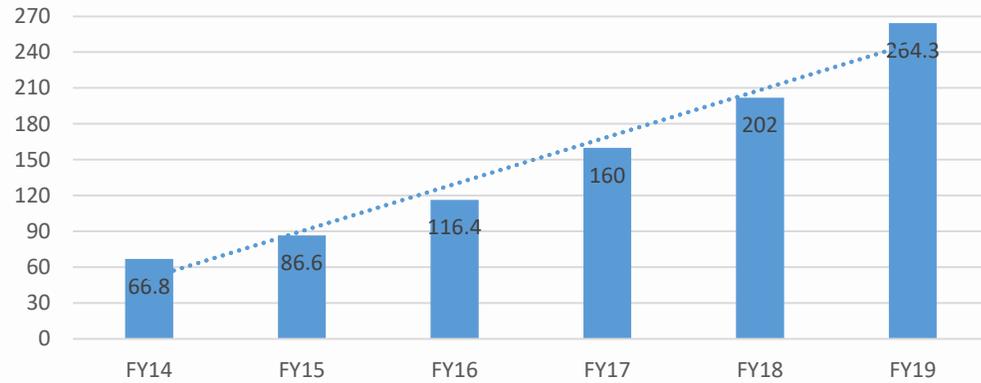
## Financial Snapshots (Past Years)

Rs. in Crores

Particular	FY14	FY15	FY16	FY17	FY18	FY19	Growth %
<b>Topline</b>	66.8	86.6	116.4	160.0	202.0	264.3	296%
<b>EBITDA</b>	20.2	25.2	36.7	46.4	65.0	70.3	249%
<b>EBITDA %</b>	30%	29%	32%	29%	32%	27%	
<b>PAT</b>	9.3	10.6	17.2	21.0	30	30.6	232%
<b>PAT %</b>	14%	12%	15%	13%	15%	12%	

# Financial Snapshots (Past Years)

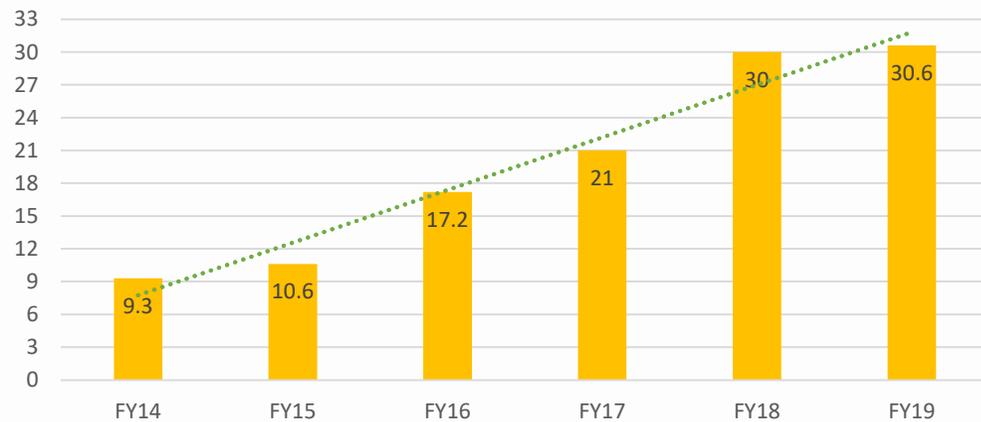
Topline (Rs. in Crores)



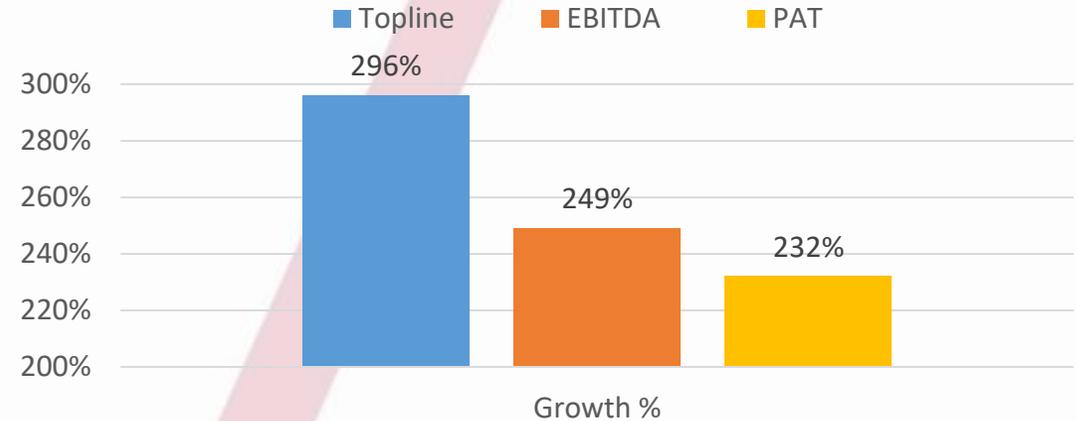
EBITDA (Rs.in Crores)



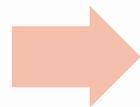
PAT (Rs.in Crores)



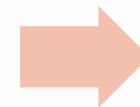
Growth YOY %



Strategic Performance



Financial Performance

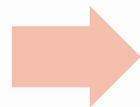


Project Performance

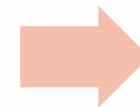
## Sales Highlights - Year

Particulars	FY20(6M)	FY19	FY18	Growth %
Area Sold (Sq. Ft.)	2,69,142	7,69,227	5,98,027	29%
Booking Value (INR Cr.)	76.9	280.5	104.0	170%

Strategic Performance



Financial Performance



Project Performance

## Sales Highlights - Quarter

Particulars	Q2 FY20	Q2 FY19	Growth %	FY19	Growth %
Area Sold (Sq. Ft.)	1,00,450	2,64,566	-62%	7,69,227	-65%
Booking Value (INR Cr.)	37.77	103.06	-63%	280.53	-74%

## Inventory – No. of Units Available for Sale

Particulars	As on April 1, 2017	As on April 1, 2018	As on April 1, 2019	Growth % YOY
No. of Units available for sale	1,444	1,307	2,597	80%

**Note :-**

As on September 30, 2019, 2,489 units are available for sale which are under construction

- Constructed Units 40
- Under Construction Units 2,449

Strategic Performance

Financial Performance

Project Performance

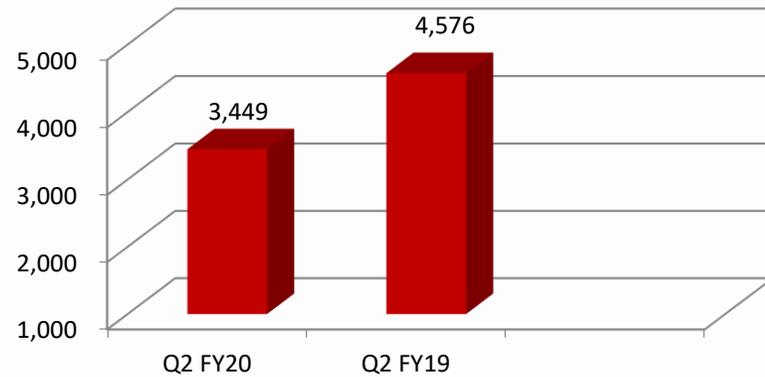
## Financial Snapshots (Consolidated Quarter)

Rs. in Crores

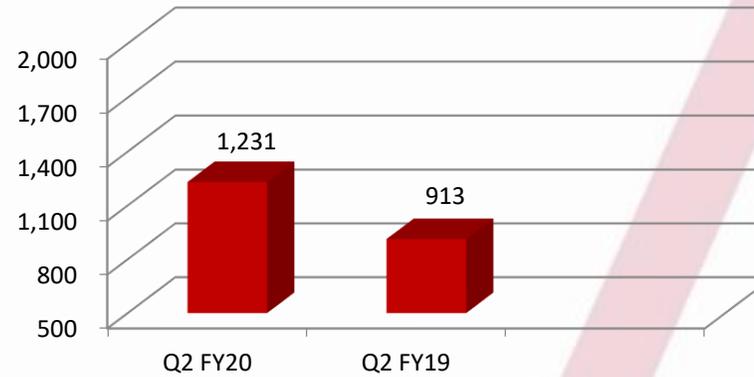
Particular	Q2 FY20	Q2 FY19
Topline	34	46
EBITDA	12	9
EBITDA %	37%	20%
PAT after OCI	3	2
PAT after OCI %	8%	4%

# Financial Snapshot (Consolidated Quarter)

### Turnover

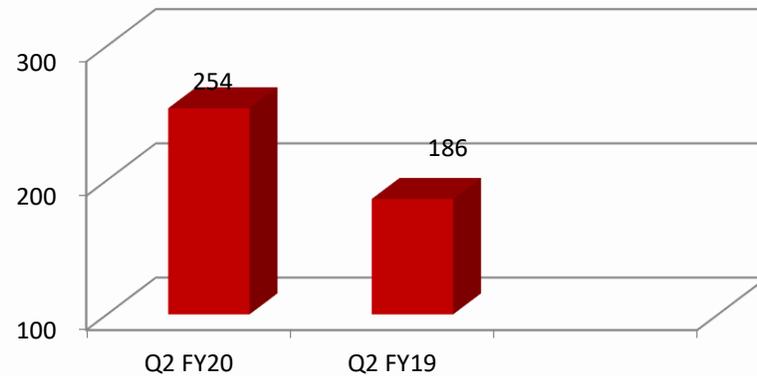


### EBITDA

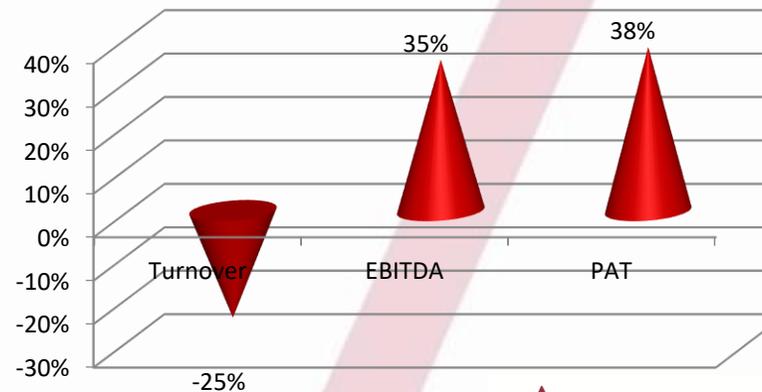


Rs. in lacs

### PAT



### YoY Growth %



Strategic Performance

Financial Performance

Project Performance

## Cash Flow – Abstract (Consolidated)

Rs. in lacs

Notes	Particulars	Q2 FY20	FY19
A	<b>Operating Cash Flow</b>		
	Residential sales cash flow	6,051	20,862
	Commercial sales cash flow	632	542
	<b>Total Operating cash Flow</b>	<b>6,682</b>	<b>21,404</b>
	Construction and related outflow	3,443	14,206
	Other project related outflow	1,732	4,097
	<b>Total Operating cash outflow</b>	<b>5,175</b>	<b>18,303</b>
	<b>Net Operating cash Flow</b>	<b>1,507</b>	<b>3,101</b>

Continued...

## Cash Flow – Abstract (Consolidated)

Notes	Particulars	Q2 FY20	FY19
B	<b>Financial Cash Flow</b>		
	Inflow on Capital	-676	3,272
	Interest and corporate taxes	-564	-3,142
	<b>Net financial Cash Flow</b>	<b>-1,240</b>	<b>130</b>
C	<b>Capital Cash Flow</b>		
	Land & approval related outflow	-119	-3,171
	Advance to JV Partners	-100	-
	<b>Net capital Cash Flow</b>	<b>-219</b>	<b>-3,171</b>
D	<b>Adjustment for JV Projects</b>	-	-
(A+B+C+D)	<b>Total net ASL cashflow</b>	<b>48</b>	<b>60</b>
E	<b>Other IND AS Adjustment</b>	-	-
(A+B+C+D+E)	<b>(Increase)/Decrease in Net Debt under IND AS</b>	<b>48</b>	<b>60</b>

Rs. in lacs

Strategic Performance

Financial Performance

Project Performance

## Balance Sheet – Abstract (Consolidated)

Rs. in lacs

Particulars	As on 30.09.2019	As on 31.03.2019
Property plant and equipment	912	962
Capital work in progress	1,507	1,416
Non-current financial assets	4,374	4,400
Other non current assets	133	47
Inventories	73,067	62,644
Investments in JV	153	159
Current financial assets	5,682	5,382
Other current assets	3,413	2,694
<b>Total Assets</b>	<b>89,241</b>	<b>77,705</b>

Continued...

Strategic Performance

Financial Performance

Project Performance

## Balance Sheet – Abstract (Consolidated)

Rs. in lacs

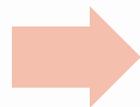
Particulars	As on 30.09.2019	As on 31.03.2019
Equities	27,024	26,500
Non current financial liabilities	9,173	8,227
Other non current liabilities	0	0
Current financial liabilities	21,652	16,402
Other current liabilities	31,440	26,576
<b>Total Equity and Liabilities</b>	<b>89,241</b>	<b>77,705</b>

**Note :-**

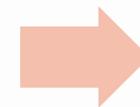
Balance – sheet size increased by Rs. 115 crores mainly on account of two reasons

- Acquisition of new projects – Rs. 60 crores
- Increase in WIP in ongoing projects

Strategic Performance



Financial Performance



Project Performance

## Profit & Loss Account – Abstract (Consolidated)

Rs. in lacs

Particulars	Q2 FY20	Q2 FY19	% of Growth
Net Sales/Income from Operations	3,339	4,472	-25%
Other Income	109	104	
<b>Total Revenue</b>	<b>3,449</b>	<b>4,576</b>	<b>-25%</b>
Operating Costs	747	2,179	
Employee Benefit Expenses	443	489	
Other Costs	1,028	995	
<b>Total Expenditure</b>	<b>2,218</b>	<b>3,663</b>	
<b>EBITDA</b>	<b>1,231</b>	<b>913</b>	<b>35%</b>
<b>EBITDA %</b>	<b>37%</b>	<b>20%</b>	

Continued...

## Profit & Loss Account – Abstract (Consolidated)

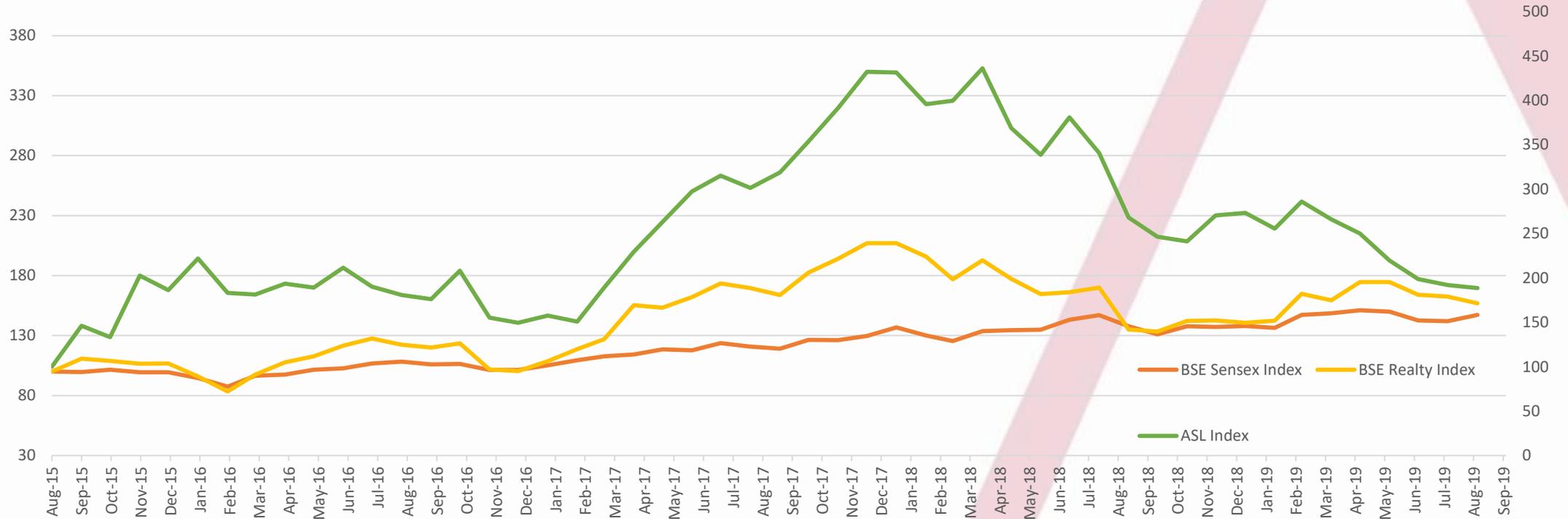
Rs. in lacs

Particulars	Q2 FY20	Q2 FY19	% of Growth **
Depreciation and Amortization	29	29	
Finance Cost	670	535	
<b>PBT</b>	<b>531</b>	<b>349</b>	<b>52%</b>
<b>PBT %</b>	<b>16%</b>	<b>8%</b>	
Tax Expenses	246	166	
Share of JV/Non-Controlling Interest	(29)	(3)	
OCI (net of tax)	(3)	(2)	
<b>PAT after OCI</b>	<b>254</b>	<b>184</b>	<b>38%</b>
<b>PAT %</b>	<b>8%</b>	<b>4%</b>	

Note: Figures have been regrouped & reclassified, wherever necessary

# Performance of Scrip (From Listing)

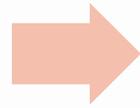
Performance of Scrip(from Listing)



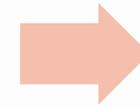
**Note :**

Closing levels of Sensex and Realty Index as on Aug 26, 2015 was 25,714.66 and 1,234.38 respectively, the same has been indexed to 100. For Arvind SmartSpaces Limited, the Listed close price as on Aug 26, 2015 of Rs. 53.40 is indexed to 100.

Strategic Performance

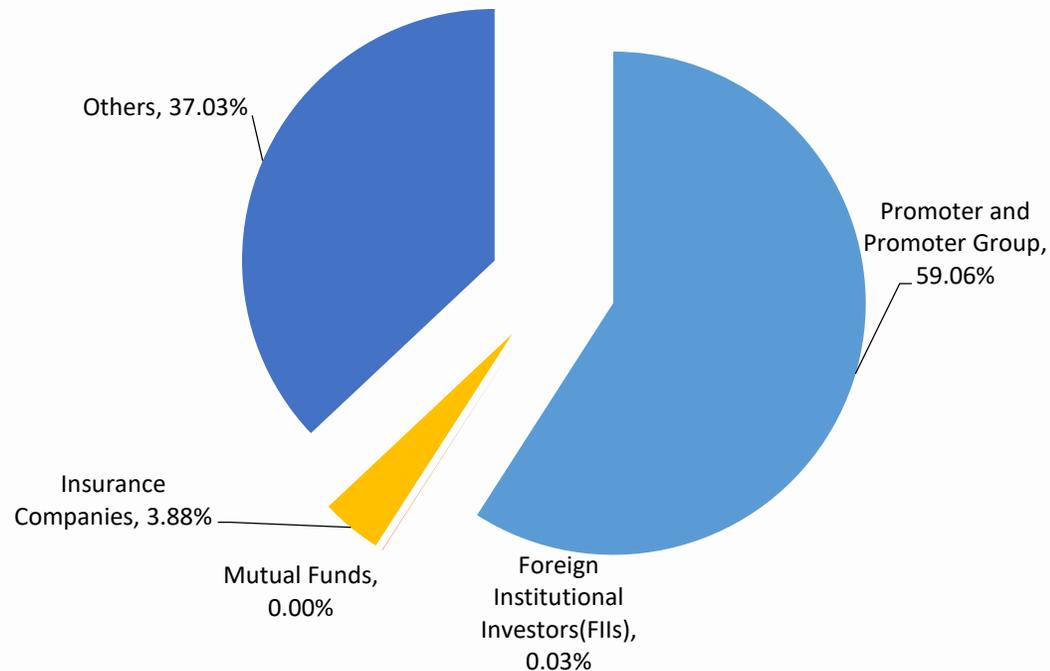


Financial Performance



Project Performance

## Shareholding Pattern (%)



Category	30-Sep-19	30-Jun-19	31-Mar-19	31-Dec-18
Promoter and Promoter Group	59.06%	59.40%	59.60%	59.83%
Foreign Institutional Investors (FIIs)	0.03%	0.03%	0.03%	0.03%
Mutual Funds	0.00%	0.00%	0.13%	0.13%
Insurance Companies	3.88%	3.91%	4.43%	4.44%
Others	37.03%	36.66%	35.81%	35.56%

No. of Shareholders as on 30<sup>th</sup> September, 2019: **114,892**

Strategic Performance

Financial Performance

Project Performance

# Project Portfolio

## Completed Projects

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

Arvind  
**EXPANSIA**

Arvind  
**MEGATRADE**

Arvind | Citadel  
An opportunity for more me-time

Parishkaar  
2 & 3 BHK 700+ Lifestyle Apartments

**TRADE**  
**SQUARE**  
@Khokhra

Arvind  
**SPORCIA**  
STAY WHERE YOU PLAY

## Ongoing Projects

**UPLANDS**  
GOLF • LIVING • LEISURE

*beyond five*

Arvind  
**MEGAESTATE**

Arvind  
**Oasis**  
SOOTHING AQUA HOMES

Arvind  
**MEGAPARK**

Arvind  
**S-K-Y**  
**L-A-N-D-S**  
LIFE IN CENTRE

Arvind  
**aavishkaar**

**elan**  
— by Arvind

Arvind **SMARTSPACES**

Strategic Performance

Financial Performance

Project Performance

## 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	1,032,660	976,734	55,926	2,288	2,288	100	234
Megatrade	80,914	70,502	10,342	2,797	2,797	100	3,963
Parishkaar/ Tradesquare*	915,809	915,809	-	25,423	25,423	100	2,776
Sporcia	492,062	485,234	6,828	22,936	22,019	100	4,727
Uplands (Phase I)	31,92,901	24,42,880	7,50,021	34,976	8,006	86	1,432**
Citadel	101,859	101,859	-	5,515	5,515	100	5,415
Expansia	140,276	1,36,251	4,025	7,201	7,201	100	5,285
Megaestate (Phase I)	63,119	29,651	33,468	866	181	100	2,921
Beyond Five	6,674,310	1,35,198	65,39,112	945	-	-	699

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

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

Strategic Performance

Financial Performance

Project Performance

## 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)
Megapark	923,391	4,65,367	4,58,023	2,570	2,328	100	552
Skylands	491,111	2,48,584	2,42,527	12,406	-	75	4,991
Oasis	547,428	2,40,658	3,06,770	12,067	-	24	5,014
Aavishkaar	1,139,549	2,01,925	9,37,624	5,266	-	15	2,608
Elan	1,34,952	22,480	1,12,472	1,630	-	-	7,251
Edge	1,68,224	-	-	-	-	-	-
<b>Total</b>	<b>160,98,565</b>	<b>64,73,203</b>	<b>94,57,138</b>	<b>1,37,188</b>	<b>75,757</b>		

Strategic Performance

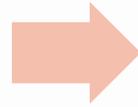
Financial Performance

Project Performance

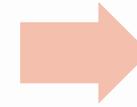
## Quarterly Synopsis

Residential Projects	Area Booked in Q2FY20 (sqft.)	Units Booked in Q2FY20 (nos.)	Sales Value for Q2FY20 (Rs. Lac)	Amount Collected in Q2FY20 (Rs. Lac)	Revenue Recognized in Q2FY20 (Rs. Lac)
Sporcia	2,599	2	155	1,447	596
Uplands	36,735	2	644	1,552	2,018
Citadel	-	-	-	-	-
Expansia	-	-	-	9	96
Megaestate	4,236	2	124	183	181
Beyond Five	(17,154)	(2)	(123)	(25)	-
Megapark	15,946	1	76	218	480
Skylands	20,712	17	1,125	1,858	-
Oasis	20,055	16	1,091	1,961	-
Aavishkaar	13,950	14	441	545	-
Elan	3,372	3	244	23	-

Strategic Performance



Financial Performance



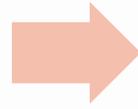
Project Performance

# Sporcia

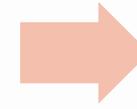
- ❑ **Location:** Hebbal, Bengaluru
- ❑ **Product:** High rise Residential Apartments
- ❑ **Project Size:** 456 Apartments
- ❑ **Deal Structure:** Outright Purchase
- ❑ **Architect:** RSP Design
- ❑ **Features:**
  - Indoor and Outdoor Sports Amenities
  - Entertainment & Health facilities
  - Landscaping
  - Ample Parking
  - Dual Plumbing System
  - 24 Hrs Power Back-Up for common areas



Strategic Performance



Financial Performance



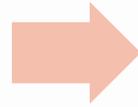
Project Performance

# Sporcia

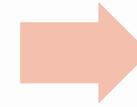


Project Site

Strategic Performance



Financial Performance



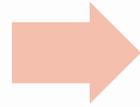
Project Performance

# Sporcia

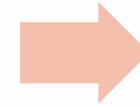


Project Site

Strategic Performance



Financial Performance



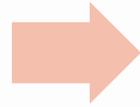
Project Performance

# Sporcia

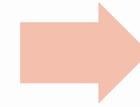


Club House Interior

Strategic Performance



Financial Performance



Project Performance

# Sporcia

Sample Flat

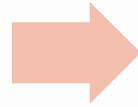


# Uplands

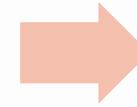
- ❑ **Location:** Nasmed Village, Gandhi Nagar
- ❑ **Product:** Premium golf based township
- ❑ **Project Size:** 189 Villas (Phase I)
- ❑ **Deal Structure:** Joint Development
- ❑ **Architect:** Woods Bagot
- ❑ **Features:**
  - 9 Hole Executive Golf Course
  - 3 Clubs (Golf Square, Zen Square, Fun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



Strategic Performance



Financial Performance



Project Performance

# Uplands

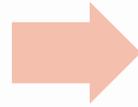
Rendered image



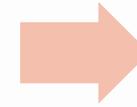
Golf Course Construction



Strategic Performance



Financial Performance



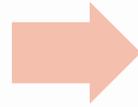
Project Performance

# Uplands

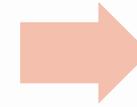
Actual Site Image - Zen Building



Strategic Performance



Financial Performance



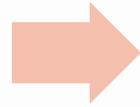
Project Performance

# Uplands

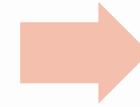
Actual Site Image - Zen Cafeteria



Strategic Performance



Financial Performance



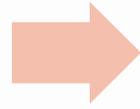
Project Performance

# Uplands

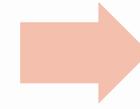
Actual Villa Construction



Strategic Performance



Financial Performance



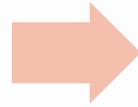
Project Performance

# Uplands

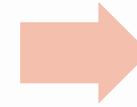


Actual Villa Construction

Strategic Performance



Financial Performance



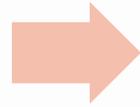
Project Performance

# Uplands

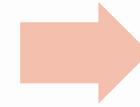
## Sample Villa Construction



Strategic Performance



Financial Performance



Project Performance

# Uplands



Sample Villa Interior

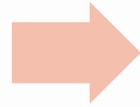


# Beyond Five

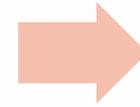
- ❑ **Location:** Moti Devti, Sanand, Ahmedabad
- ❑ **Product:** Weekend Homes - Plots
- ❑ **Project Size:** 814 Units
- ❑ **Deal Structure:** Joint Development
- ❑ **Architect:** Woods Bagot
- ❑ **Features**
  - 9 Hole Executive Golf Course
  - Clubhouse powered by SMAAASH, which is perfected by Sachin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



Strategic Performance



Financial Performance



Project Performance

# Beyond Five

Villa side view



Club house

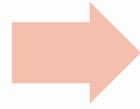


# Megaestate

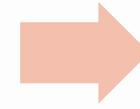
- ❑ **Location:** Naroda Road, Ahmedabad
- ❑ **Product:** Industrial Sheds
- ❑ **Project Size:** 30 Sheds (Phase I)
- ❑ **Deal Structure:** Development Agreement
- ❑ **Architect:** E-Cube
- ❑ **Features**
  - State of the art design
  - Contemporary external façade
  - Contemporary landscape design
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



Strategic Performance



Financial Performance



Project Performance

# Megaestate



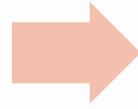
Actual Site Images – Shed Construction

# Megapark

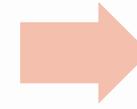
- ❑ **Location:** Changodar, Ahmedabad
- ❑ **Product:** Industrial Sheds & Plots
- ❑ **Project Size:** 151 Sheds & 23 Plots
- ❑ **Deal Structure:** Joint Development
- ❑ **Architect:** In house
- ❑ **Features**
  - Business Centre with allied facility
  - Conference Hall/Training Centre with multimedia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



Strategic Performance



Financial Performance



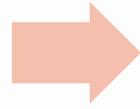
Project Performance

# Megapark

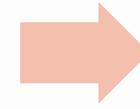
Construction work at Site



Strategic Performance



Financial Performance



Project Performance

# Megapark



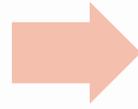
Construction work at Site –  
Sample Shed

# Skylands

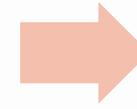
- ❑ **Location:** Jakkur Road, Shivanahalli, Bengaluru
- ❑ **Product:** High rise Residential Apartments
- ❑ **Project Size:** 417 Units
- ❑ **Deal Structure:** Outright Purchase
- ❑ **Architect:** Apurva Amin
- ❑ **Features**
  - Sky lounge on terrace
  - Jogging track on terrace
  - Open café on terrace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



Strategic Performance



Financial Performance



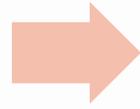
Project Performance

# Skylands

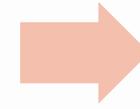
Overall site View



Strategic Performance



Financial Performance



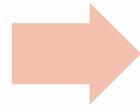
Project Performance

# Skylands

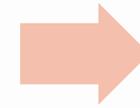
Construction at Site



Strategic Performance



Financial Performance



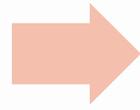
Project Performance

# Skylands

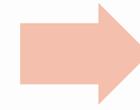
Model Flat



Strategic Performance



Financial Performance



Project Performance

# Skylands

Model Flat

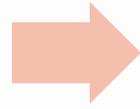


# Oasis

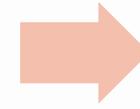
- ❑ **Location:** Tumkur Road, Bengaluru
- ❑ **Product:** 2&3 BHK Residential Apartments
- ❑ **Project Size:** 452 units
- ❑ **Deal Structure:** Outright Purchase
- ❑ **Architect:** Apurva Amin
- ❑ **Features:**
  - Aqua Center
  - Terrace café
  - Central Landscape Area
  - Senior Citizen's Nook
  -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



Strategic Performance



Financial Performance



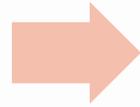
Project Performance

# Oasis

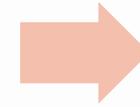


Actual Site Image

Strategic Performance



Financial Performance



Project Performance

# Oasis

Sample Flat & Sales Office Images

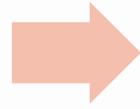


# Aavishkaar

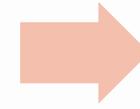
- ❑ **Location:** Naroda Road, Ahmedabad
- ❑ **Product:** Affordable Residential Apartments
- ❑ **Project Size:** 1200 Units
- ❑ **Deal Structure:** Development Agreement
- ❑ **Architect:** Vitan (Jagrut & Partners LLP)
- ❑ **Features:**
  - Gated community & CCTV camera
  - Central Landscape area
 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



Strategic Performance



Financial Performance



Project Performance

# Aavishkaar



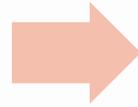
Actual Construction Image

# Elan

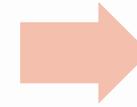
- ❑ **Location:** Kothrud Road, Pune
- ❑ **Product:** High rise Residential Apartments
- ❑ **Project Size:** 81 Units
- ❑ **Deal Structure:** Development Agreement
- ❑ **Architect:** A & T Consultants
- ❑ **Features:**
  - Landscape Walkway
  - Club Terrace Café Sitting
  - Outdoor & Indoor Gym
  - Fully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



Strategic Performance



Financial Performance



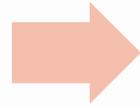
Project Performance

# Elan

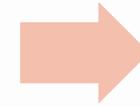
Actual Construction Image



Strategic Performance



Financial Performance



Project Performance

## Immediate Project Pipeline

### New Project, Bengaluru\* (The Edge)

- Land Area: 1 Acres
- Built Up Area: 1.50 lacs Sft
- Product Type: Commercial/Retail
- Deal Structure: Outright Purchase

\* Sale Deed of Land executed  
Plan approved  
Applied for RERA registration  
Launched in August-19

### New Project, Bengaluru\*\*

- Land Area: 3 Acres
- Built Up Area: 4 lacs Sft
- Product Type: Residential
- Deal Structure: Outright Purchase

\*\* Sale Deed of Land executed

# Thank You

---

## **Arvind SmartSpaces Ltd**

(CIN: L45201GJ2008PLC055771)

### **Registered & Corporate Office:**

24, Govt. Servant's Society,

Adj. Municipal Market,

C. G. Road, Ahmedabad- 380009

Tel: +91 79 30137000

[www.arvindinfra.com](http://www.arvindinfra.com)

### **Investor Relations:**

#### **Mehul Shah**

Chief Financial Officer

Email: [mehul.shah@arvind.in](mailto:mehul.shah@arvind.in)

#### **Prakash Makwana**

Company Secretary

Email: [prakash.makhwana@arvind.in](mailto:prakash.makhwana@arvind.in)

#### **Jagdish Dalal**

Investor Relations

Email: [jagdish.dalal@arvind.in](mailto:jagdish.dalal@arvind.in)

#### **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

---

## 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