



**Result Presentation Q4 FY20 & FY20**  
**25<sup>th</sup> June, 2020**

ARVIND SMARTSPACES

# Key Developments – Operations

## New Sales

- MIS Sales for Q4 FY20 is **Rs. 14,832 lacs** across projects
- MIS Sales for FY20 is **Rs. 28,588 lacs** across projects

## Project Completion

- Till date completed and handed over **10** projects measuring total developed area of **4.24 Million** sqft as on 31<sup>st</sup> March, 2020 (Alcove, Megatrade, Parishkaar, Trade square, Expansia, Citadel, Sporca, Megapark, Megaestate and Skylands)

## Ongoing Projects

- Currently, executing **9** projects in Ahmedabad, Bengaluru and Pune measuring **14.71 Million** sq ft of developable area (Uplands ONE, Beyond Five, Oasis, Aavishkaar, Elan, The Edge, Forrester, Uplands TWO and Belair)

## Others

- Launched 1 new project in Bengaluru
  - Belair – High rise apartments project
- Launched 2 new project in Ahmedabad
  - Forrester – Villa township project on DM Basis
  - Uplands Phase II – Villa township project
- Received Occupancy Certificate of Arvind Skylands – high rise residential project in Bengaluru

# 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 FY20

## Revenue

- ✓ Revenue of **Rs. 30,171 lacs** during FY20 as against **Rs. 26,435 lacs** in FY19
- ✓ Revenue up by **14% Yr-on-Yr**

## EBITDA

- ✓ EBITDA of **Rs. 9,100 lacs** during FY20 as against **Rs. 7,024 lacs** in FY19
- ✓ EBITDA up by **30% Yr-on-Yr**
- ✓ EBITDA margin at **30%**

## PBT

- ✓ PBT of **Rs. 6,555 lacs** during FY20 as against **Rs. 4,783 lacs** in FY19
- ✓ PBT up by **37% Yr-on-Yr**
- ✓ PBT margin at **22%**

## PAT

- ✓ PAT after OCI of **Rs. 3,933 lacs** during FY20 as against **Rs. 3,064 lacs** in FY19
- ✓ PAT up by **28% Yr-on-Yr**
- ✓ PAT margin at **13%**

# Consolidated Financials for Q4 FY20

## Revenue

- ✓ Revenue of **Rs. 13,587 lacs** during Q4 FY20 as against **Rs. 11,260 lacs** in Q4 FY19
- ✓ Revenue up by **21%** Yr-on-Yr

## EBITDA

- ✓ EBITDA of **Rs. 2,860 lacs** during Q4 FY20 as against **Rs. 3,380 lacs** in Q4 FY19
- ✓ EBITDA down by **15%** Yr-on-Yr
- ✓ EBITDA margin at **21%**

## PBT

- ✓ PBT of **Rs. 2,210 lacs** during Q4 FY20 as against **Rs. 2,753 lacs** in Q4 FY19
- ✓ PBT down by **20%** Yr-on-Yr
- ✓ PBT margin at **16%**

## PAT

- ✓ PAT after OCI of **Rs. 1,477 lacs** during Q4 FY20 as against **Rs. 1,749 lacs** in Q4 FY19
- ✓ PAT down by **16%** Yr-on-Yr
- ✓ PAT margin at **11%**

# Financials - Others

## Collections

- ✓ Total collections of **Rs. 4,911 lacs** during Q4 FY20
- ✓ Resulted into negative Net Operational cash flow of **Rs. 873 lacs**

## Unrecognized Revenue

- ✓ Unrecognized revenue from sold units is about **Rs. 58,657 lacs**

## Loan and Debt

- ✓ Consolidated debt as on 31<sup>st</sup> March, 2020 is **Rs. 21,821 lacs**
- ✓ Consolidated D/E ratio stands at **0.76.:1**
- ✓ Average cost of debt for Q4 FY20 is **11.30%**

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# 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

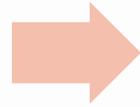
## 3. Low Financial and Operational Leveraging

Optimum D/E ratio:

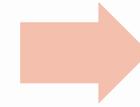
- Infuse additional equity based on requirement
- Maintain operational efficiency to ensure lower level of Working Capital requirement

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

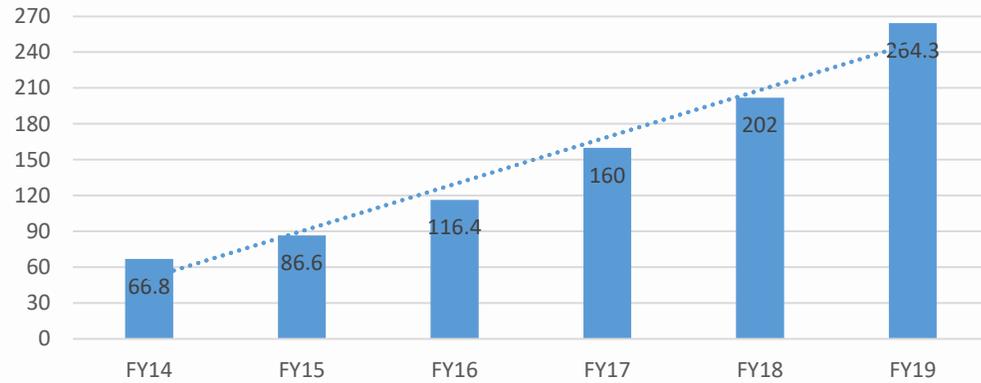
## Financial Snapshots (Past Years)

Rs. in Crores

| Particular | FY15 | FY16  | FY17  | FY18  | FY19  | FY20  | GAGR % |
|------------|------|-------|-------|-------|-------|-------|--------|
| Topline    | 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%   |        |

# Financial Snapshots (Past Years)

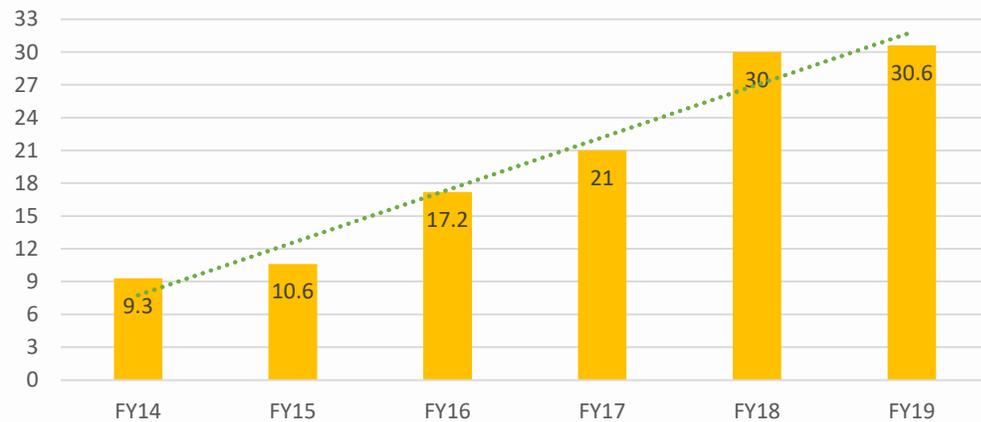
Topline (Rs. in Crores)



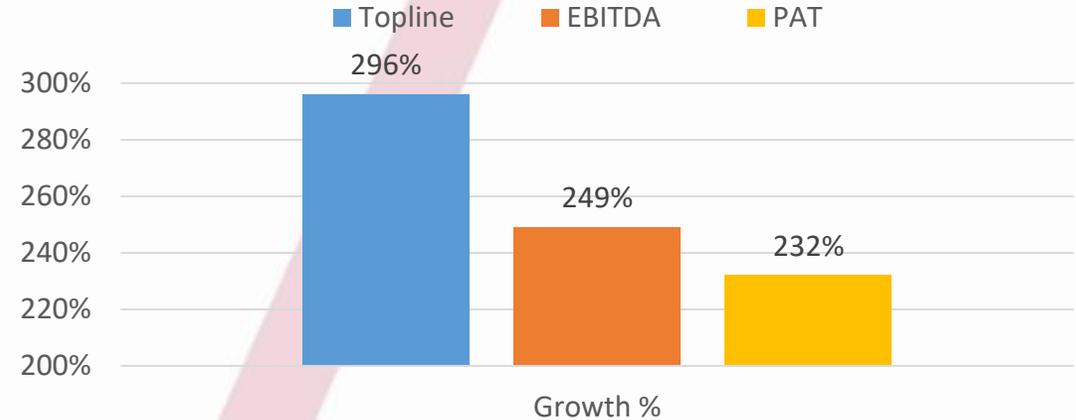
EBIDTA (Rs.in Crores)



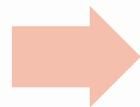
PAT (Rs.in Crores)



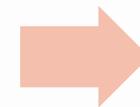
Growth YOY %



Strategic Performance



Financial Performance



Project Performance

## Sales Highlights - Year

| 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%                      |

Strategic Performance



Financial Performance



Project Performance

## Sales Highlights - Quarter

| Particulars             | Q4 FY20   | Q4 FY19  | Growth % | FY20      | FY19     |
|-------------------------|-----------|----------|----------|-----------|----------|
| Area Sold (Sq. Ft.)     | 12,87,135 | 1,87,523 | 586%     | 17,25,709 | 7,69,227 |
|                         |           |          |          |           |          |
| Booking Value (INR Cr.) | 148.5     | 48.1     | 209%     | 285.9     | 280.5    |

## Inventory – No. of Units Available for Sale

| Particulars                     | As on April 1, 2018 | As on April 1, 2019 | As on April 1, 2020 | Growth % YOY |
|---------------------------------|---------------------|---------------------|---------------------|--------------|
| No. of Units available for sale | 1,307               | 2,597               | 2,882               | 12%          |
|                                 |                     |                     |                     |              |

### Note :-

As on March 31, 2020, 2,882 units are available for sale

- Constructed Units 258
- Under Construction Units 2,624

Strategic Performance

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Project Performance

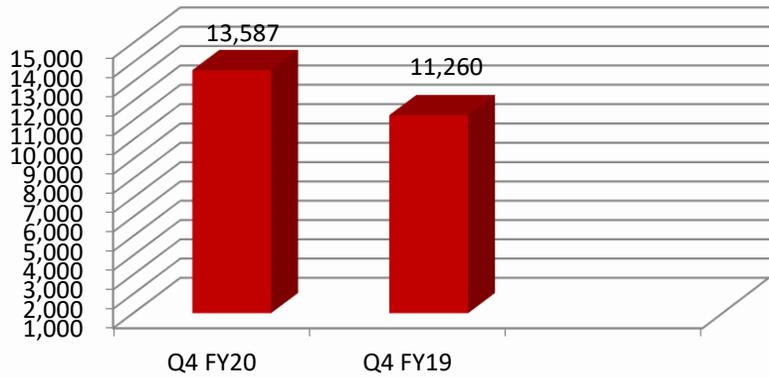
## Financial Snapshots (Consolidated Quarter)

Rs. in Crores

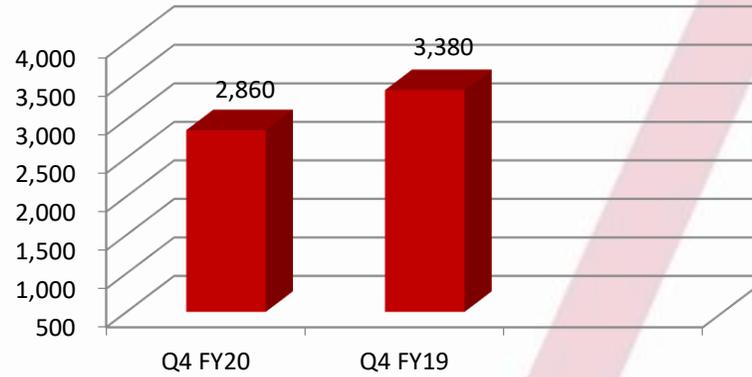
| Particular      | Q4 FY20 | Q4 FY19 | Growth % |
|-----------------|---------|---------|----------|
| Topline         | 136     | 113     | 21%      |
| EBITDA          | 29      | 34      | -15%     |
| EBITDA %        | 21%     | 30%     |          |
| PAT after OCI   | 15      | 17      | -16%     |
| PAT after OCI % | 11%     | 16%     |          |

# Financial Snapshot (Consolidated Quarter)

### Turnover

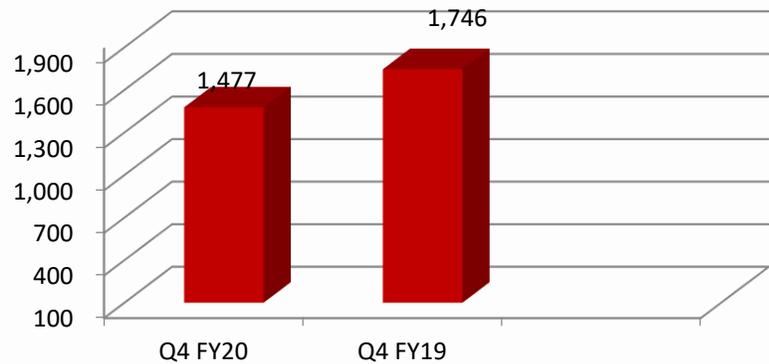


### EBITDA

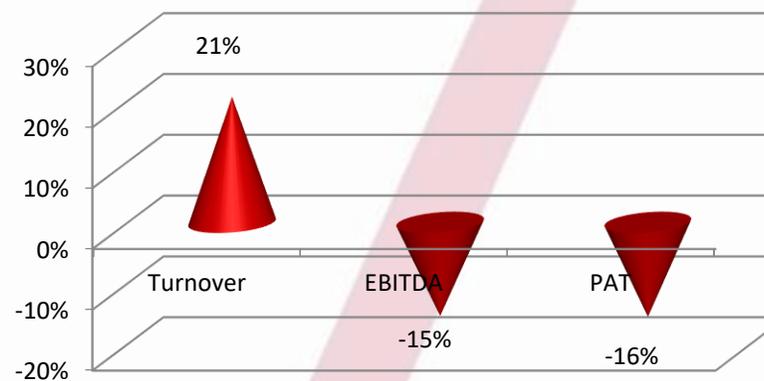


Rs. in lacs

### PAT



### YoY Growth %



Strategic Performance

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## Financial Snapshots (Consolidated Year)

Rs. in Crores

| Particular      | FY20 | FY19 | Growth % |
|-----------------|------|------|----------|
| Topline         | 302  | 264  | 14%      |
| EBITDA          | 91   | 70   | 30%      |
| EBITDA %        | 30%  | 27%  |          |
| PAT after OCI   | 39   | 31   | 28%      |
| PAT after OCI % | 13%  | 12%  |          |

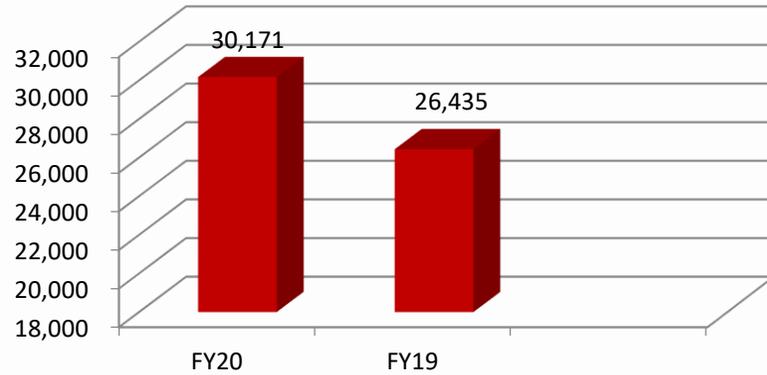
Strategic Performance

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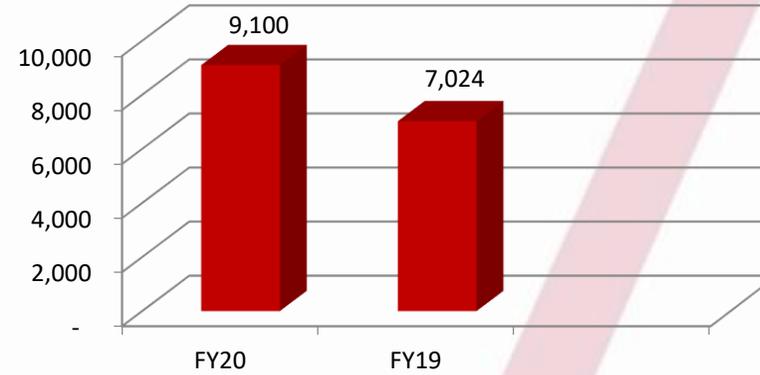
Project Performance

# Financial Snapshot (Consolidated Year)

### Turnover

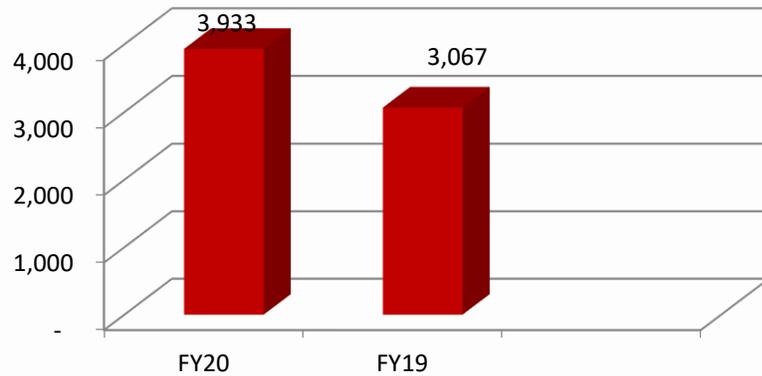


### EBITDA

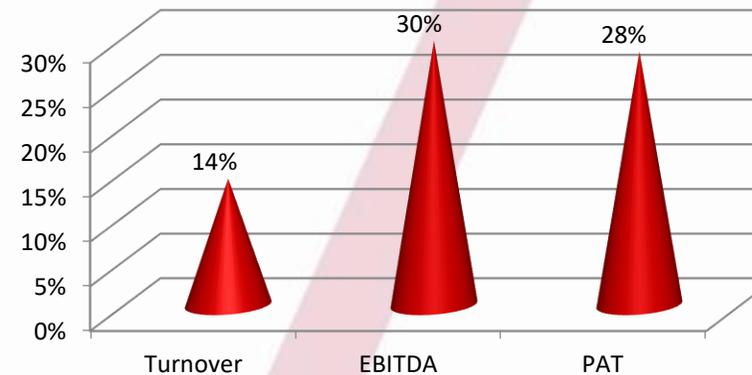


Rs. in lacs

### PAT



### YoY Growth %



Strategic Performance

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## Cash Flow – Abstract (Consolidated)

Rs. in lacs

| Notes | Particulars                         | Q4 FY20      | FY20          |
|-------|-------------------------------------|--------------|---------------|
| A     | <b>Operating Cash Flow</b>          |              |               |
|       | Residential sales cash flow         | 4,835        | 22,434        |
|       | Commercial sales cash flow          | 157          | 1,246         |
|       | <b>Total Operating cash Flow</b>    | <b>4,991</b> | <b>23,679</b> |
|       | Construction and related outflow    | 3,414        | 13,238        |
|       | Other project related outflow       | 1,649        | 5,866         |
|       | <b>Total Operating cash outflow</b> | <b>5,063</b> | <b>19,104</b> |
|       | <b>Net Operating cash Flow</b>      | <b>-72</b>   | <b>4,575</b>  |

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## Cash Flow – Abstract (Consolidated)

| Notes       | Particulars   | Q4 FY20     | FY20          |
|-------------|---|-------------|---------------|
| B           | <b>Financial Cash Flow</b>                          |             |               |
|             | Inflow on Capital                                   | 882         | -150          |
|             | Interest and corporate taxes                        | -576        | -3,075        |
|             | <b>Net financial Cash Flow</b>                      | <b>306</b>  | <b>-3,225</b> |
| C           | <b>Capital Cash Flow</b>                            |             |               |
|             | Land & approval related outflow                     | -225        | -6,298        |
|             | Advance to JV Partners                              | -           | -100          |
|             | <b>Net capital Cash Flow</b>                        | <b>-225</b> | <b>-6,398</b> |
| D           | <b>Adjustment for JV Projects</b>                   | -           | -             |
| (A+B+C+D)   | <b>Total net ASL cashflow</b>                       | <b>9</b>    | <b>-5,048</b> |
| E           | <b>Other IND AS Adjustment</b>                      | -           | -             |
| (A+B+C+D+E) | <b>(Increase)/Decrease in Net Debt under IND AS</b> | <b>9</b>    | <b>-5,048</b> |

Rs. in lacs

Strategic Performance

Financial Performance

Project Performance

## Balance Sheet – Abstract (Consolidated)

Rs. in lacs

| Particulars                  | As on<br>31.03.2020 | As on<br>31.03.2019 |
|------------------------------|---------------------|---------------------|
| Property plant and equipment | 919                 | 962                 |
| Capital work in progress     | 2,005               | 1,416               |
| Non-current financial assets | 6,284               | 4,400               |
| Other non current assets     | 231                 | 47                  |
| Inventories                  | 66,276              | 62,644              |
| Investments in JV            | 143                 | 159                 |
| Current financial assets     | 1,820               | 5,382               |
| Other current assets         | 2,081               | 2,694               |
| <b>Total Assets</b>          | <b>79,760</b>       | <b>77,705</b>       |

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## Balance Sheet – Abstract (Consolidated)

Rs. in lacs

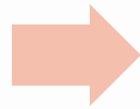
| Particulars                         | As on<br>31.03.2020 | As on<br>31.03.2019 |
|-------------------------------------|---------------------|---------------------|
| Equities                            | 30,458              | 26,500              |
| Non current financial liabilities   | 7,518               | 8,227               |
| Other non current liabilities       | 0                   | 0                   |
| Current financial liabilities       | 23,319              | 16,402              |
| Other current liabilities           | 18,465              | 26,576              |
| <b>Total Equity and Liabilities</b> | <b>79,760</b>       | <b>77,705</b>       |

**Note :-**

Balance – sheet size increased by Rs. 21 crores net mainly on account of two reasons

- Acquisition of new projects
- Increase in WIP in ongoing projects
- Decrease in WIP in Skylands projects due to revenue recognition

Strategic Performance



Financial Performance



Project Performance

## Profit & Loss Account – Abstract (Consolidated)

Rs. in lacs

| Particulars                      | Q4 FY20       | Q4 FY19       | % of Growth |
|----------------------------------|---------------|---------------|-------------|
| Net Sales/Income from Operations | 13,531        | 11,206        | 21%         |
| Other Income                     | 56            | 54            |             |
| <b>Total Revenue</b>             | <b>13,587</b> | <b>11,260</b> | <b>21%</b>  |
| Operating Costs                  | 8,756         | 5,989         |             |
| Employee Benefit Expenses        | 606           | 568           |             |
| Other Costs                      | 1,365         | 1,323         |             |
| <b>Total Expenditure</b>         | <b>10,726</b> | <b>7,880</b>  |             |
| <b>EBITDA</b>                    | <b>2,860</b>  | <b>3,380</b>  | <b>-15%</b> |
| <b>EBITDA %</b>                  | <b>21%</b>    | <b>30%</b>    |             |

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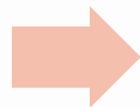
## Profit & Loss Account – Abstract (Consolidated)

Rs. in lacs

| Particulars                          | Q4 FY20      | Q4 FY19      | % of Growth |
|--------------------------------------|--------------|--------------|-------------|
| Depreciation and Amortization        | 25           | 29           |             |
| Finance Cost                         | 625          | 599          |             |
| <b>PBT</b>                           | <b>2,210</b> | <b>2,753</b> | <b>-20%</b> |
| <b>PBT %</b>                         | <b>16%</b>   | <b>25%</b>   |             |
| Tax Expenses                         | 732          | 946          |             |
| Share of JV/Non-Controlling Interest | (13)         | 1            |             |
| OCI (net of tax)                     | 4            | 60           |             |
| <b>PAT after OCI</b>                 | <b>1,477</b> | <b>1,749</b> | <b>-16%</b> |
| <b>PAT %</b>                         | <b>11%</b>   | <b>16%</b>   |             |

Note: Figures have been regrouped & reclassified, wherever necessary

Strategic Performance



Financial Performance



Project Performance

## Profit & Loss Account – Abstract (Consolidated)

Rs. in lacs

| Particulars                      | FY20          | FY19          | % of Growth |
|----------------------------------|---------------|---------------|-------------|
| Net Sales/Income from Operations | 29,949        | 26,209        | 14%         |
| Other Income                     | 221           | 226           |             |
| <b>Total Revenue</b>             | <b>30,171</b> | <b>26,435</b> | <b>14%</b>  |
| Operating Costs                  | 14,382        | 12,973        |             |
| Employee Benefit Expenses        | 2,175         | 2,136         |             |
| Other Costs                      | 4,514         | 4,302         |             |
| <b>Total Expenditure</b>         | <b>21,071</b> | <b>19,411</b> |             |
| <b>EBITDA</b>                    | <b>9,100</b>  | <b>7,024</b>  | <b>30%</b>  |
| <b>EBITDA %</b>                  | <b>30%</b>    | <b>27%</b>    |             |

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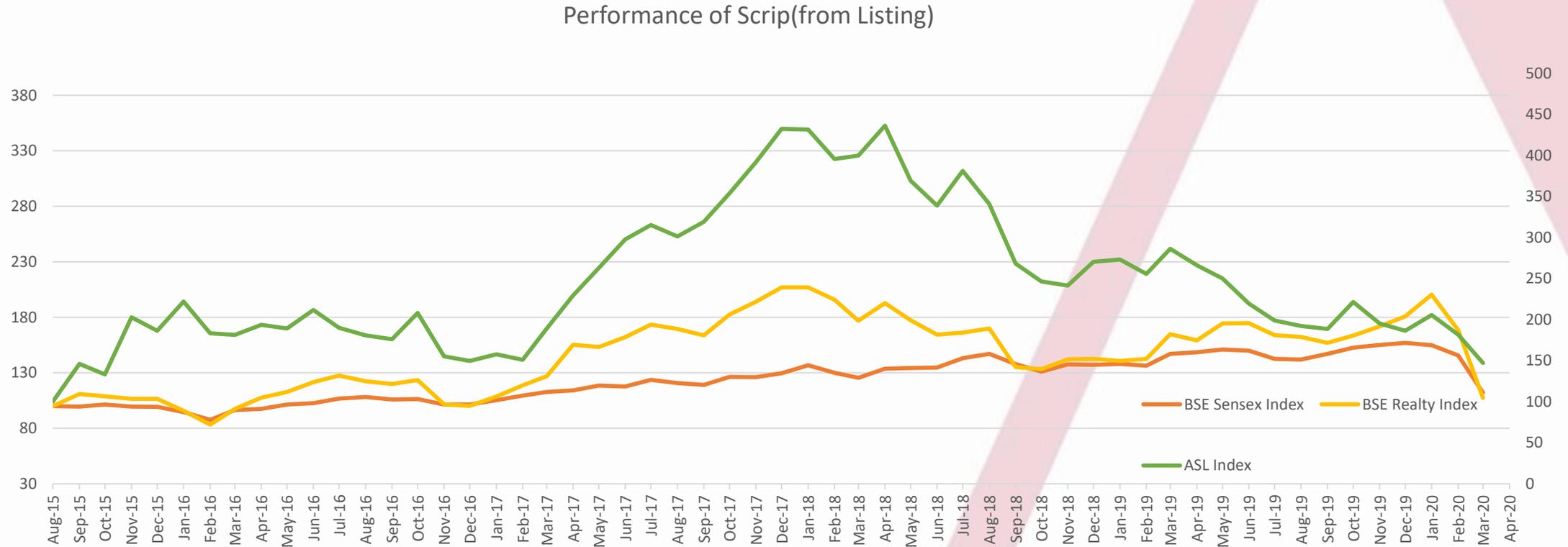
## Profit & Loss Account – Abstract (Consolidated)

Rs. in lacs

| Particulars                          | FY20         | FY19         | % of Growth |
|--------------------------------------|--------------|--------------|-------------|
| Depreciation and Amortization        | 111          | 115          |             |
| Finance Cost                         | 2,434        | 2,126        |             |
| <b>PBT</b>                           | <b>6,555</b> | <b>4,783</b> | <b>37%</b>  |
| <b>PBT %</b>                         | <b>22%</b>   | <b>18%</b>   |             |
| Tax Expenses                         | 2,425        | 1,661        |             |
| Share of JV/Non-Controlling Interest | 167          | (54)         |             |
| OCI (net of tax)                     | 2            | (3)          |             |
| <b>PAT after OCI</b>                 | <b>3,933</b> | <b>3,064</b> | <b>28%</b>  |
| <b>PAT %</b>                         | <b>13%</b>   | <b>12%</b>   |             |

Note: Figures have been regrouped & reclassified, wherever necessary

# Performance of Scrip (From Listing)

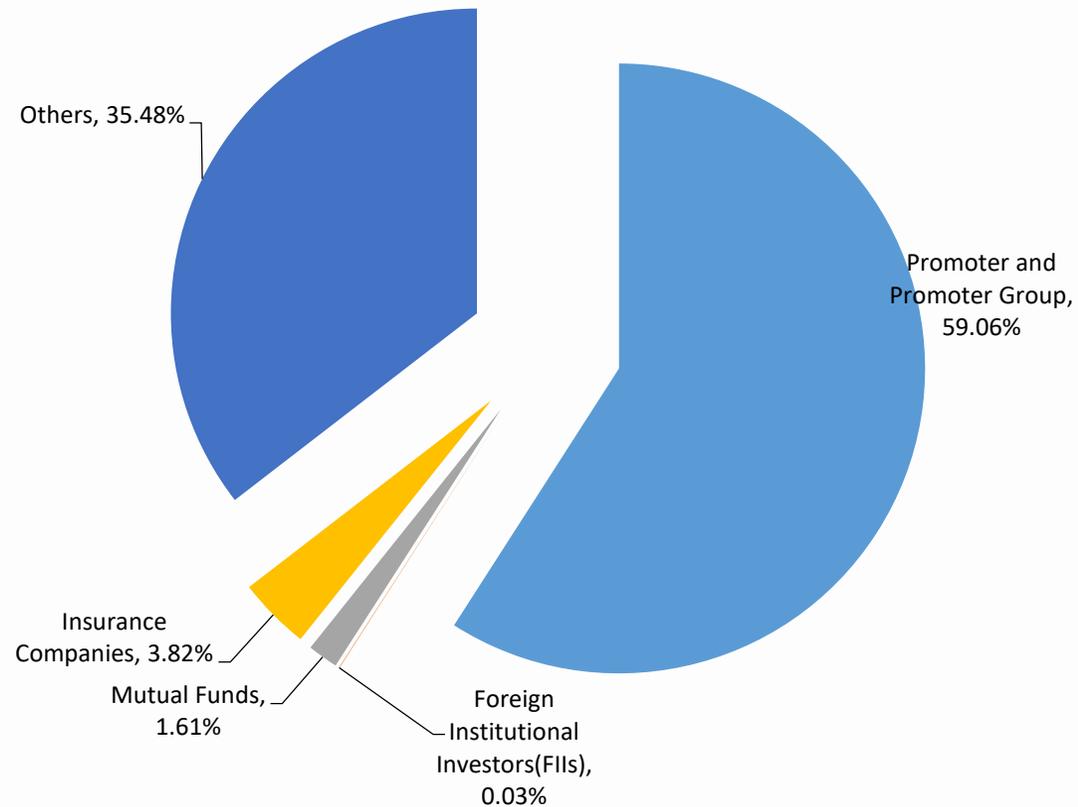


Note :

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 | 31-Dec-19 | 30-Sep-19 | 30-Jun-19 |
|--|-----------|-----------|-----------|-----------|
| Promoter and Promoter Group            | 59.06%    | 59.06%    | 59.06%    | 59.40%    |
| Foreign Institutional Investors (FIIs) | 0.03%     | 0.03%     | 0.03%     | 0.03%     |
| Mutual Funds                           | 1.61%     | 1.61%     | 0.00%     | 0.00%     |
| Insurance Companies                    | 3.82%     | 3.88%     | 3.88%     | 3.91%     |
| Others                                 | 35.48%    | 35.42%    | 37.03%    | 36.66%    |

No. of Shareholders as on 31<sup>st</sup> March, 2020: **112,079**

Strategic Performance

Financial Performance

Project Performance

# Project Portfolio

## 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

Strategic Performance

Financial Performance

Project Performance

# Project Portfolio

## Ongoing Projects – 9 Projects

UPLANDS  
GOLF • LIVING • LEISURE

beyond five

Arvind  
**Oasis**  
SOOTHING AQUA HOMES

Arvind  
aavishkaar

elan  
— by Arvind

the edge  
by Arvind

Forreste  
by Arvind

UPLANDS  
TWO

Arvind  
**BELAR**

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        | 984,150                      | 48,510                      | 2,361                             | 2,361                                  | 100                    | 240                   |
| Parishkaar/<br>Tradesquare* | 915,809          | 915,809                      | -                           | 25,423                            | 25,423                                 | 100                    | 2,776                 |
| Megatrade                   | 80,914           | 71,820                       | 9,094                       | 2,954                             | 2,881                                  | 100                    | 4,113                 |
| Expansia                    | 140,276          | 138,384                      | 1,892                       | 7,364                             | 7,261                                  | 100                    | 5,322                 |
| Citadel                     | 101,859          | 101,859                      | -                           | 5,515                             | 5,515                                  | 100                    | 5,415                 |
| Sporcia                     | 492,062          | 484,719                      | 7,343                       | 22,641                            | 22,544                                 | 100                    | 4,671                 |
| Megapark                    | 923,391          | 461,484                      | 461,907                     | 2,652                             | 2,393                                  | 100                    | 575                   |
| Megaestate                  | 63,119           | 23,115                       | 40,004                      | 746                               | 501                                    | 100                    | 3,228                 |
| Skylands                    | 491,111          | 282,583                      | 208,528                     | 14,024                            | 10,870                                 | 95                     | 4,963                 |

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

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) |
|--------------------------------|-------------------|------------------------------|-----------------------------|-----------------------------------|--|------------------------|-----------------------|
| Uplands ONE                    | 3,192,901         | 2,534,294                    | 658,607                     | 37,216                            | 18,994                                 | 90                     | 1,468*                |
| Oasis                          | 547,428           | 272,378                      | 275,050                     | 13,630                            | -                                      | 45                     | 5,004                 |
| Aavishkaar                     | 1,139,549         | 221,951                      | 917,598                     | 5,732                             | -                                      | 55                     | 2,583                 |
| Elan                           | 134,952           | 25,855                       | 109,097                     | 1,861                             | -                                      | 20                     | 7,197                 |
| The Edge                       | 168,224           | 41,793                       | 126,431                     | 2,727                             | -                                      | 15                     | 6,524                 |
| Beyond Five                    | 6,674,310         | 126,162                      | 6,548,148                   | 880                               | -                                      | 10                     | 698                   |
| Forreste                       | 1,271,457         | 1,162,785                    | 108,672                     | 10,724                            | -                                      | -                      | 922                   |
| Uplands TWO<br>Monogram Living | 1,112,742         | 37,860                       | 1,074,882                   | 950                               | -                                      | -                      | 2,509                 |
| Belair                         | 469,620           | -                            | 469,420                     | -                                 | -                                      | -                      | -                     |
| <b>Total</b>                   | <b>18,952,384</b> | <b>7,887,002</b>             | <b>11,065,382</b>           | <b>157,400</b>                    | <b>98,743</b>                          | -                      | -                     |

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

Strategic Performance

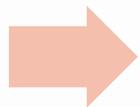
Financial Performance

Project Performance

# Yearly Synopsis

| Residential Projects | Area Booked in FY20 (sqft.) | Units Booked in FY20 (nos.) | Sales Value for FY20 (Rs. Lac) | Amount Collected in FY20 (Rs. Lac) | Revenue Recognized in FY20 (Rs. Lac) |
|----------------------|-----------------------------|-----------------------------|--------------------------------|------------------------------------|--------------------------------------|
| Alcove               | 7,416                       | 1                           | 73                             | 73                                 | 73                                   |
| Megatrade            | 1,248                       | 3                           | 67                             | 68                                 | 84                                   |
| Expansia             | 4,401                       | 2                           | 319                            | 199                                | 156                                  |
| Sporcia              | 6,010                       | 5                           | 403                            | 1,358                              | 2,852                                |
| Megapark             | 127,584                     | 8                           | 863                            | 822                                | 782                                  |
| Megaestate           | (4,418)                     | (1)                         | (54)                           | 435                                | 501                                  |
| Skylands             | 81,923                      | 68                          | 4,109                          | 7,945                              | 10,870                               |
| Uplands ONE          | 146,632                     | 8                           | 3,256                          | 4,745                              | 14,508                               |
| Oasis                | 62,610                      | 52                          | 3,320                          | 6,178                              | -                                    |
| Aavishkaar           | 35,251                      | 34                          | 1,098                          | 2,449                              | -                                    |
| Elan                 | 14,615                      | 13                          | 1,039                          | 102                                | -                                    |

Strategic Performance



Financial Performance



Project Performance

## Yearly Synopsis

| Residential Projects          | Area Booked in FY20 (sqft.) | Units Booked in FY20 (nos.) | Sales Value for FY20 (Rs. Lac) | Amount Collected in FY20 (Rs. Lac) | Revenue Recognized in FY20 (Rs. Lac) |
|-------------------------------|-----------------------------|-----------------------------|--------------------------------|------------------------------------|--------------------------------------|
| The Edge                      | 41,793                      | 32                          | 2,727                          | 171                                | -                                    |
| Beyond Five                   | (42,768)                    | (6)                         | (306)                          | (86)                               | -                                    |
| Forreste                      | 1,162,785                   | 107                         | 10,724                         | 937                                | -                                    |
| Uplands TWO – Monpgram Living | 37,680                      | 1                           | 950                            | 51                                 | -                                    |
| Belair                        | -                           | -                           | -                              | -                                  | -                                    |

Strategic Performance

Financial Performance

Project Performance

# Quarterly Synopsis

| Residential Projects | Area Booked in Q4 FY20 (sqft.) | Units Booked in Q4 FY20 (nos.) | Sales Value for Q4 FY20 (Rs. Lac) | Amount Collected in Q4 FY20 (Rs. Lac) | Revenue Recognized in Q4 FY20 (Rs. Lac) |
|----------------------|--------------------------------|--------------------------------|-----------------------------------|---------------------------------------|---|
| Expansia             | 2,133                          | 1                              | 163                               | 73                                    | 60                                      |
| Sporcia              | (515)                          | -                              | 9                                 | 43                                    | 241                                     |
| Megapark             | (3,883)                        | -                              | 82                                | 42                                    | -                                       |
| Megaestate           | (8,654)                        | (3)                            | (182)                             | 113                                   | 212                                     |
| Skylands             | 10,850                         | 11                             | 198                               | 1,795                                 | 10,870                                  |
| Uplands ONE          | 54,720                         | 3                              | 1,193                             | 639                                   | 2,191                                   |
| Oasis                | 19,167                         | 16                             | 867                               | 1,432                                 | -                                       |
| Aavishkaar           | (2,854)                        | (4)                            | (119)                             | 748                                   | -                                       |
| Elan                 | 1,124                          | 1                              | 75                                | 3                                     | -                                       |
| The Edge             | 14,619                         | 11                             | 891                               | 101                                   | -                                       |
| Beyond Five          | -                              | -                              | -                                 | (20)                                  | -                                       |

Strategic Performance

Financial Performance

Project Performance

## Quarterly Synopsis

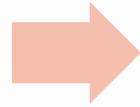
| Residential Projects          | Area Booked in Q4 FY20 (sqft.) | Units Booked in Q4 FY20 (nos.) | Sales Value for Q4 FY20 (Rs. Lac) | Amount Collected in Q4 FY20 (Rs. Lac) | Revenue Recognized in Q4 FY20 (Rs. Lac) |
|-------------------------------|--------------------------------|--------------------------------|-----------------------------------|---------------------------------------|---|
| Forreste                      | 1,162,785                      | 107                            | 10,724                            | 937                                   | -                                       |
| Uplands TWO – Monogram Living | 37,860                         | 1                              | 950                               | 51                                    | -                                       |
| Belair                        | -                              | -                              | -                                 | -                                     | -                                       |

# Uplands

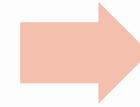
- ❑ **Location:** Nasmed Village, Gandhi Nagar
- ❑ **Product:** Premium golf based township
- ❑ **Project Size:** 189 Villas (Phase I)
- ❑ **Deal Structure:** Joint Development
- ❑ **Architect:** Woods Bagot
- ❑ **Features:**
  - 9 Hole Executive Golf Course
  - 3 Clubs (Golf Square, Zen Square, Fun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



Strategic Performance



Financial Performance



Project Performance

# Uplands

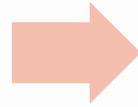
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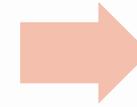
Golf Course Construction



Strategic Performance



Financial Performance



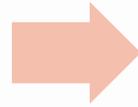
Project Performance

# Uplands

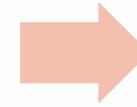
Actual Site Image - Zen Building



Strategic Performance



Financial Performance



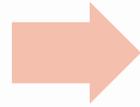
Project Performance

# Uplands

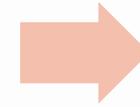
Actual Site Image - Zen Cafeteria



Strategic Performance



Financial Performance



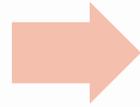
Project Performance

# Uplands

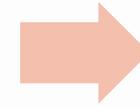
Actual Villa Construction



Strategic Performance



Financial Performance



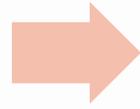
Project Performance

# Uplands

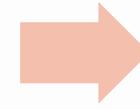


Actual Villa Construction

Strategic Performance



Financial Performance



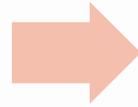
Project Performance

# Uplands

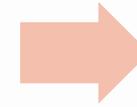
Sample Villa Construction



Strategic Performance



Financial Performance



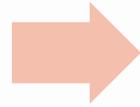
Project Performance

# Uplands

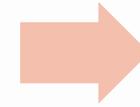


Sample Villa Interior

Strategic Performance



Financial Performance



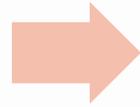
Project Performance

## Beyond Five

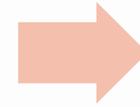
- ❑ **Location:** Moti Devti, Sanand, Ahmedabad
- ❑ **Product:** Weekend Homes - Plots
- ❑ **Project Size:** 814 Units
- ❑ **Deal Structure:** Joint Development
- ❑ **Architect:** Woods Bagot
- ❑ **Features**
  - 9 Hole Executive Golf Course
  - Clubhouse powered by SMAAASH, which is perfected by Sachin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



Strategic Performance



Financial Performance



Project Performance

# Beyond Five

Villa side view



Club house

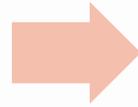


# Megaestate

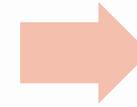
- ❑ **Location:** Naroda Road, Ahmedabad
- ❑ **Product:** Industrial Sheds
- ❑ **Project Size:** 30 Sheds (Phase I)
- ❑ **Deal Structure:** Development Agreement
- ❑ **Architect:** E-Cube
- ❑ **Features**
  - State of the art design
  - Contemporary external façade
  - Contemporary landscape design
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



Strategic Performance



Financial Performance



Project Performance

# Megaestate



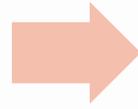
Actual Site Images – Shed Construction

# Megapark

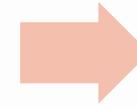
- ❑ **Location:** Changodar, Ahmedabad
- ❑ **Product:** Industrial Sheds & Plots
- ❑ **Project Size:** 151 Sheds & 23 Plots
- ❑ **Deal Structure:** Joint Development
- ❑ **Architect:** In house
- ❑ **Features**
  - Business Centre with allied facility
  - Conference Hall/Training Centre with multimedia 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



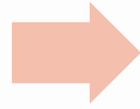
Project Performance

# Megapark

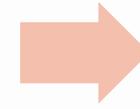
Construction work at Site



Strategic Performance



Financial Performance



Project Performance

# Megapark



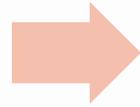
Construction work at Site –  
Sample Shed

# Skylands

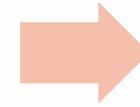
- ❑ **Location:** Jakkur Road, Shivanahalli, Bengaluru
- ❑ **Product:** High rise Residential Apartments
- ❑ **Project Size:** 417 Units
- ❑ **Deal Structure:** Outright Purchase
- ❑ **Architect:** Apurva Amin
- ❑ **Features**
  - Sky lounge on terrace
  - Jogging track on terrace
  - Open café on terrace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



Strategic Performance



Financial Performance



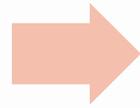
Project Performance

# Skylands

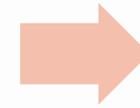
Overall site View



Strategic Performance



Financial Performance



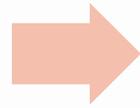
Project Performance

# Skylands

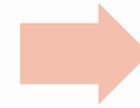
Construction at Site



Strategic Performance



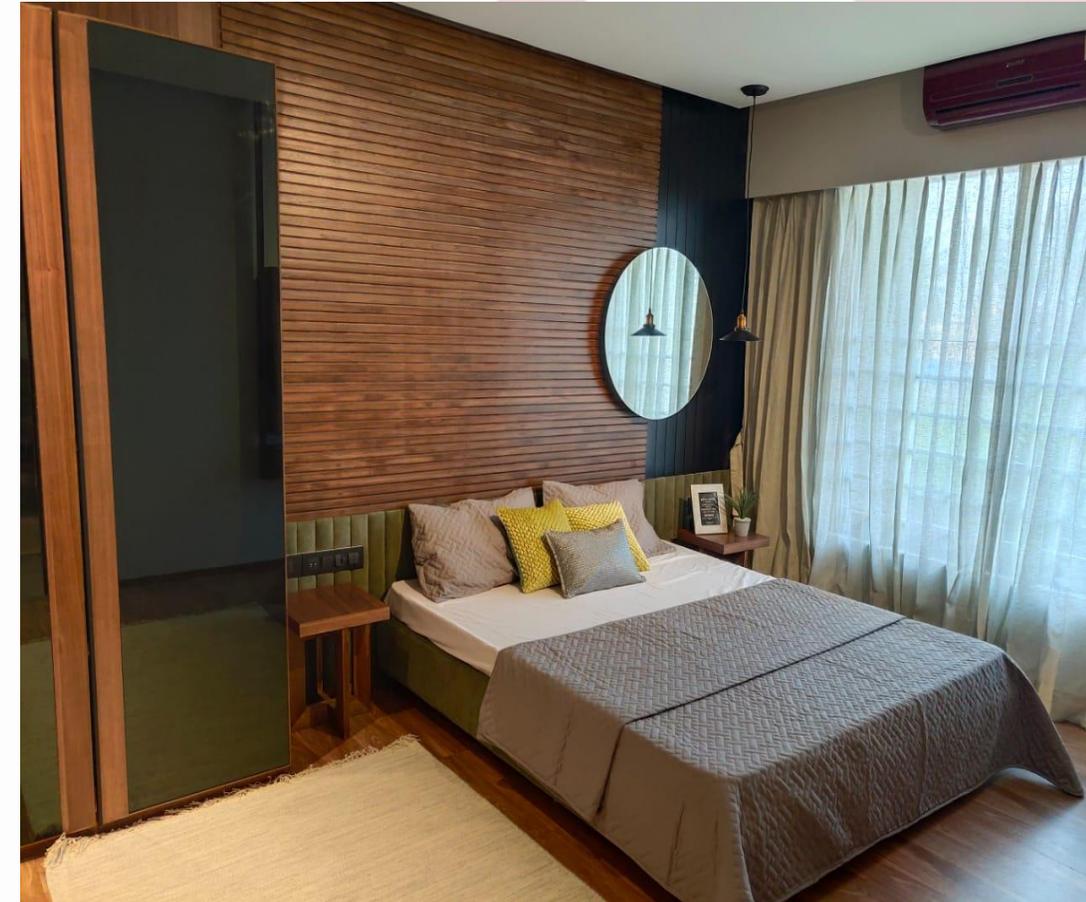
Financial Performance



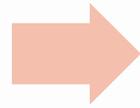
Project Performance

# Skylands

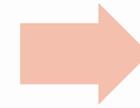
Model Flat



Strategic Performance



Financial Performance



Project Performance

# Skylands

Model Flat

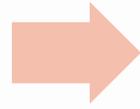


# Oasis

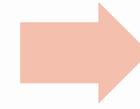
- ❑ **Location:** Tumkur Road, Bengaluru
- ❑ **Product:** 2&3 BHK Residential Apartments
- ❑ **Project Size:** 452 units
- ❑ **Deal Structure:** Outright Purchase
- ❑ **Architect:** Apurva Amin
- ❑ **Features:**
  - Aqua Center
  - Terrace café
  - Central Landscape Area
  - Senior Citizen's Nook
  -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



Strategic Performance



Financial Performance



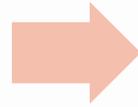
Project Performance

# Oasis

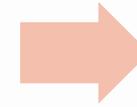


Actual Site Image

Strategic Performance



Financial Performance



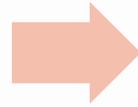
Project Performance

# Oasis

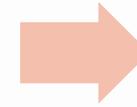
Construction at Site



Strategic Performance



Financial Performance



Project Performance

# Oasis



Construction at Site

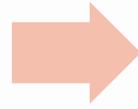


# Aavishkaar

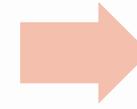
- ❑ **Location:** Naroda Road, Ahmedabad
- ❑ **Product:** Affordable Residential Apartments
- ❑ **Project Size:** 1200 Units
- ❑ **Deal Structure:** Development Agreement
- ❑ **Architect:** Vitan (Jagrut & Partners LLP)
- ❑ **Features:**
  - Gated community & CCTV camera
  - Central Landscape area
 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



Strategic Performance



Financial Performance



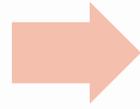
Project Performance

# Aavishkaar

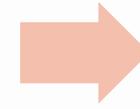


Actual Construction Image

Strategic Performance



Financial Performance



Project Performance

# Aavishkaar

Actual Construction Image

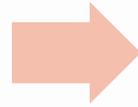


# Elan

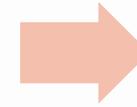
- ❑ **Location:** Kothrud Road, Pune
- ❑ **Product:** High rise Residential Apartments
- ❑ **Project Size:** 81 Units
- ❑ **Deal Structure:** Development Agreement
- ❑ **Architect:** A & T Consultants
- ❑ **Features:**
  - Landscape Walkway
  - Club Terrace Café Sitting
  - Outdoor & Indoor Gym
  - Fully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



Strategic Performance



Financial Performance



Project Performance

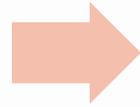
# Elan



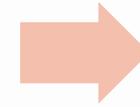
Actual Construction Image



Strategic Performance



Financial Performance



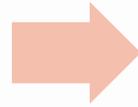
Project Performance

## Edge

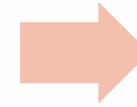
- ❑ **Location:** Tumkur Road, Bengaluru
- ❑ **Product:** Commercial & Retail Space
- ❑ **Project Size:** 130 Units
- ❑ **Deal Structure:** Outright Purchase
- ❑ **Architect:** A & T Consultants
- ❑ **Features:**
  - Common Conference Room
  - Theatre/Auditorium
  - Modern Cafeteria
  - Gymnasium
  -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



Strategic Performance



Financial Performance



Project Performance

# Edge



Actual Construction Image

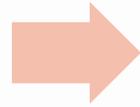
© Samsung Triple camera  
Shwetha

# Forreste

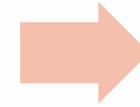
- ❑ **Location:** Racharda Khatraj Road, Ahmedabad
- ❑ **Product:** Premium land oriented villa scheme
- ❑ **Project Size:** 117 Units
- ❑ **Deal Structure:** DM
- ❑ **Architect:** In House
- ❑ **Features:**
  - Lounge with Seating & Library
  - Café & Restaurant
  - Banquet Hall & Kids Zone
  - Gymnasium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



Strategic Performance



Financial Performance



Project Performance

## 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

# Thank You

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## **Arvind SmartSpaces Ltd**

(CIN: L45201GJ2008PLC055771)

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

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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