



Result Presentation Q4 FY17 & FY17
12th May, 2017

ARVIND SMARTSPACES

Key Developments – Operations

New Sales

- ✓ MIS Sales for Q4 FY17 is **Rs. 1,901 lacs** across projects
- ✓ MIS Sales for FY17 is **Rs. 12,000 lacs** across projects

Project Completion

- ✓ Till date completed and handed over **6** projects measuring total developed area of **2.27 Million** sqft as on 31st March, 2017 (Alcove, Megatrade, Parishkaar, Trade square, Expansia & Citadel)

Ongoing Projects

- ✓ Currently, executing **6** projects in Ahmedabad and Bengaluru measuring **11.84 Million** sq ft of developable area (Sporcia, Skylands, Uplands, Beyond Five, Megaestate and Megapark)

Others

- ✓ Converted 25,75,000 warrants into equity shares allotted to Promoter and Promoter Group under preferential issue of Convertible Warrants
- ✓ Participated in **Vibrant Gujarat Global Summit at Gandhinagar**
- ✓ Arvind SmartSpace Ltd. has been chosen as **Asia's Greatest Brands 2016** by Asiaone Magazine for its performance in Financial Year 2015 -16
- ✓ Mr. Kamal Singal, MD & CEO of the Company has been adjudged among **Asia's Greatest Leaders 2016**

Awards & Recognition – Till Date

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



Awards & Recognition – Till Date

- 25th Nov, 2016** Project Arvind Uplands won the “**Integrated Township of the Year – India**” award in **DNA Real Estate & Infrastructure Round Table & Awards**
- 6th Dec , 2016** Arvind SmartSpaces has received “**Certificate of Excellence**” in **ASSOCHAM Top 50 SME Index**
- 8th Dec , 2016** Project Arvind Expansia won “**Residential Property of the year**” award in **Realty Plus Excellence Awards (South) -2016** at **Bengaluru**
- 24th 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**
- 24th Jan , 2017** Mr. Kamal Singal, MD & CEO of the Company has been adjudged among **Asia’s Greatest Leaders 2016**



Consolidated Financials for FY17

Revenue

- ✓ Revenue of **Rs. 16000 lacs** for FY17 against **Rs. 11641 lacs** in FY16
- ✓ Revenue up by **37% Yr-on-Yr**

EBITDA

- ✓ EBITDA of **Rs. 4635 lacs** for FY17 against **Rs. 3657 lacs** in FY16
- ✓ EBITDA up by **27% Yr-on-Yr**
- ✓ EBITDA margin at **29%**

PBT

- ✓ PBT of **Rs. 3372 lacs** for FY17 against **Rs. 2721 lacs** for FY16
- ✓ PBT up by **24% Yr-on-Yr**
- ✓ PBT margin at **21%**

PAT

- ✓ PAT (after minority interest) of **Rs. 2098 lacs** for FY17 against **Rs. 1721 lacs** for FY16
- ✓ PAT up by **22% Yr-on-Yr**
- ✓ PAT margin at **13%**

Consolidated Financials for Q4 FY17

Revenue

- ✓ Revenue of **Rs. 9945 lacs** during Q4 FY17 as against **Rs. 9095 lacs** in Q4 FY16 and **Rs. 1379 lacs** in Q3 FY17
- ✓ Revenue up by **9%** Yr-on-Yr and up by **621%** Qtr-on-Qtr

EBITDA

- ✓ EBITDA of **Rs. 3084 lacs** during Q4 FY17 as against **Rs. 2982 lacs** in Q4 FY16 and **Rs. 120 lacs** in Q3 FY17
- ✓ EBITDA up by **3%** Yr-on-Yr and **2471%** Qtr-on-Qtr
- ✓ EBITDA margin at **31%**

PBT

- ✓ PBT of **Rs. 2776 lacs** during Q4 FY17 as against **Rs. 2736 lacs** in Q4 FY16 and **Rs. (208) lacs** during Q3 FY17
- ✓ PBT up by **2%** Yr-on-Yr and **1436%** Qtr-on-Qtr
- ✓ PBT margin at **28%**

PAT

- ✓ PAT (after minority interest) of **Rs. 1708 lacs** during Q4 FY17 as against **Rs. 1786 lacs** in Q4 FY16 and **Rs. (139) lacs** during Q3 FY17
- ✓ PAT down by **4%** Yr-on-Yr and **1329%** Qtr-on-Qtr
- ✓ PAT margin at **17%**

Financials - Others

Collections

- ✓ Total collections of **Rs. 4825 lacs** during Q4 FY17
- ✓ Resulted into positive Net Operational cash flow of Rs. **941 lacs**

Unrecognized Revenue

- ✓ Unrecognized revenue from sold units is about **Rs. 28,886 lacs**

Loan and Debt

- ✓ Consolidated debt as on 31st March, 2017 is **Rs. 9388 lacs**
- ✓ Consolidated D/E ratio stands at **0.48:1**
- ✓ Average cost of debt for Q4 FY 17 is **10.50%**

Others

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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

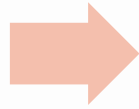
3. Low Financial and Operational Leveraging

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

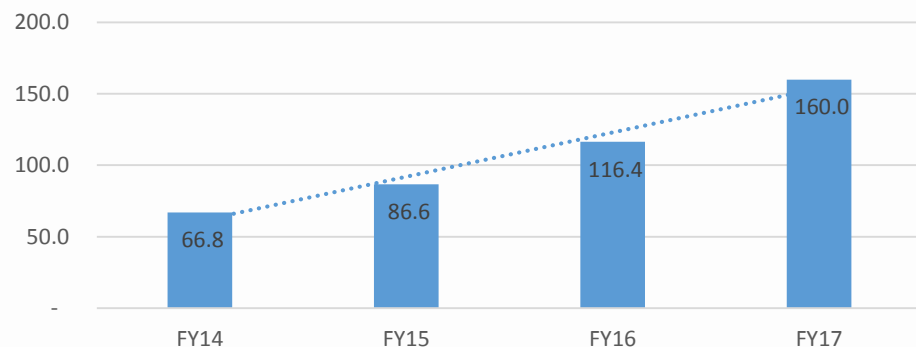
Financial Snapshots (Past Years)

Rs. in Crores

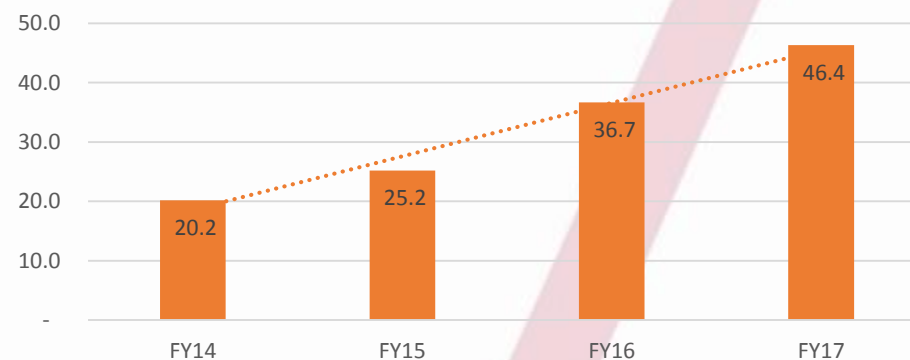
Particular	FY14	FY15	FY16	FY17	Growth %
Topline	66.8	86.6	116.4	160.0	139%
EBITDA	20.2	25.2	36.7	46.4	130%
EBITDA %	3018%	29.12%	31.51%	28.97%	
PAT	9.3	10.6	17.2	21.0	126%
PAT %	13.88%	12.26%	14.78%	13.11%	

Financial Snapshots (Past Years)

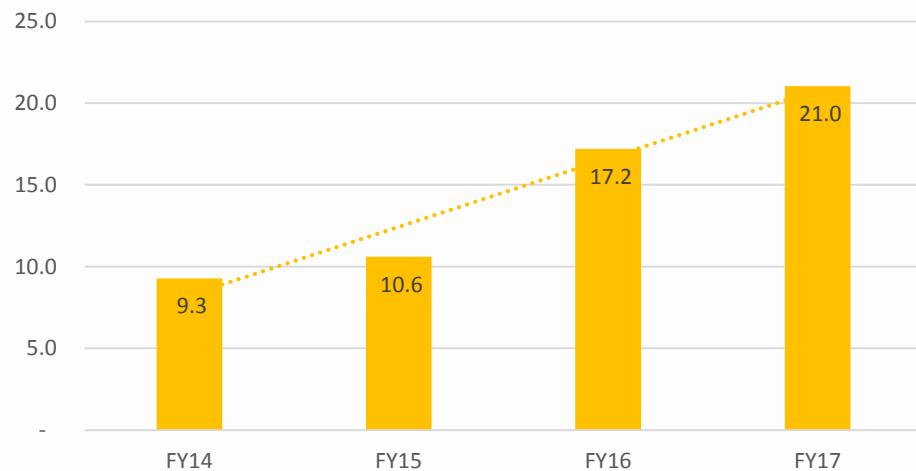
Topline (₹ in Crores)



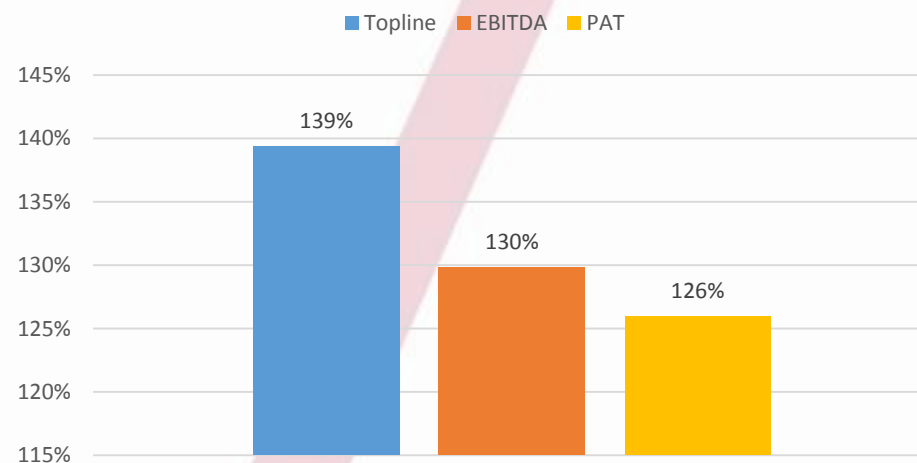
EBITDA (₹ in Crores)



PAT (₹ in Crores)



Growth YOY %



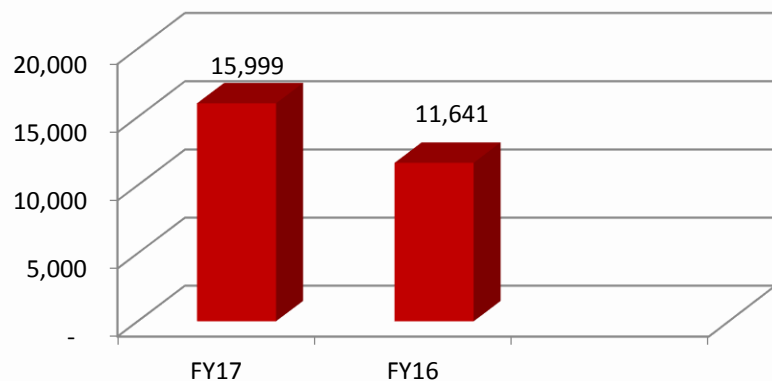
Strategic Performance

Financial Performance

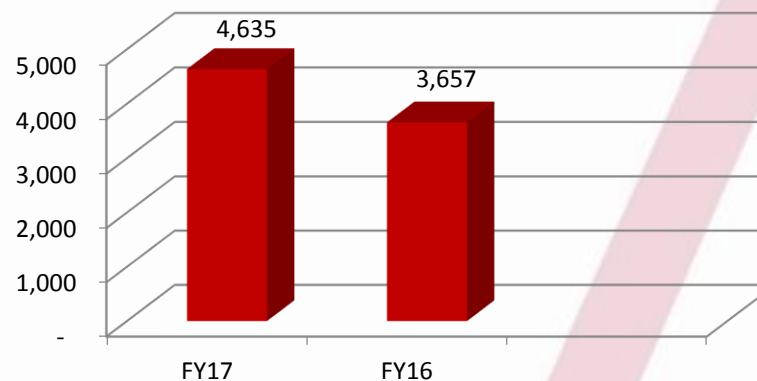
Project Performance

Financial Snapshot (Consolidated Year)

Turnover

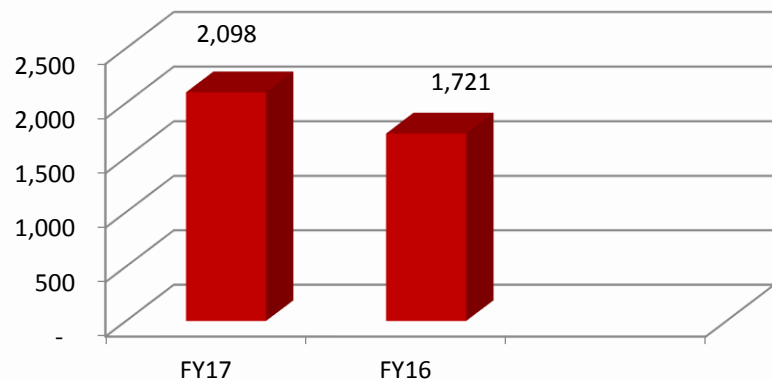


EBITDA

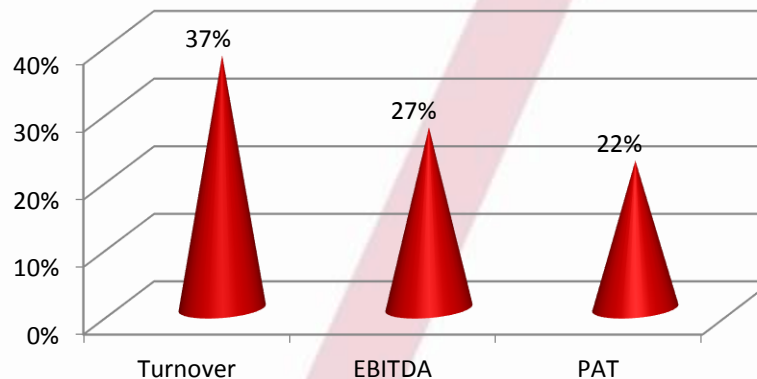


Rs. in lacs

PAT



YoY Growth %



Strategic Performance

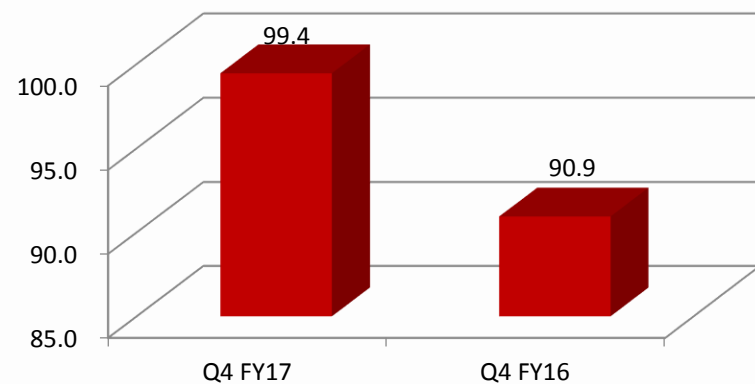
Financial Performance

Project Performance

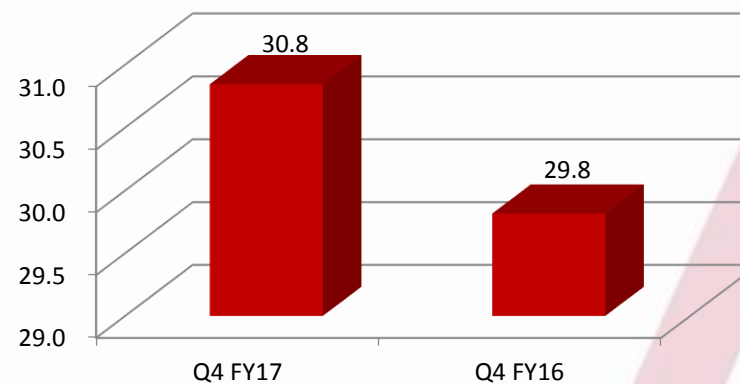
Financial Snapshot (Consolidated Quarter)

Rs. in lacs

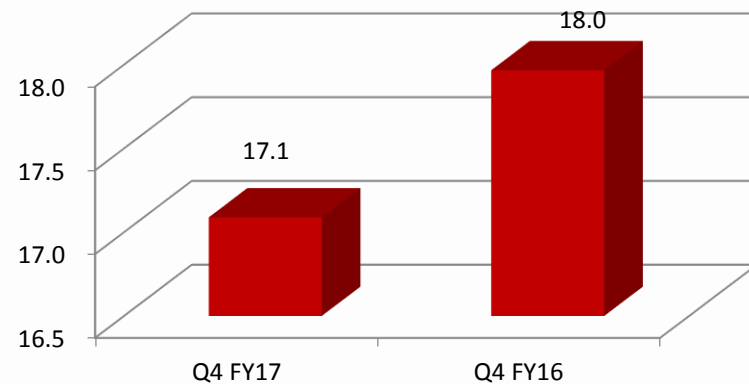
Turnover



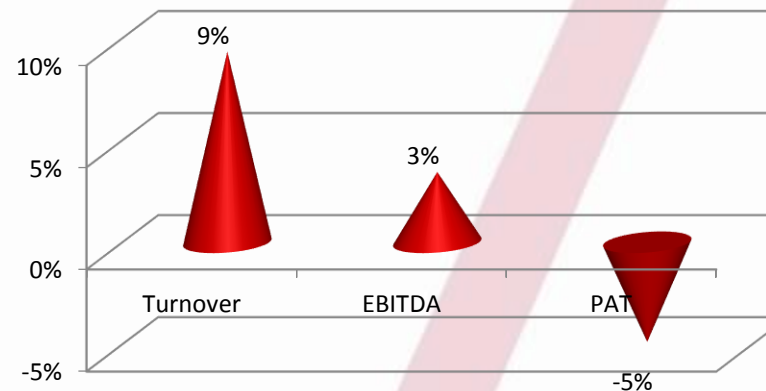
EBITDA



PAT



YoY Growth %



Balance Sheet – Abstract (Consolidated)

Rs. in lacs

Particulars	As on 31.03.2017	As on 31.03.2016
Shareholders' Fund	19,414	14,349
Non-Current Liabilities	6,660	5,357
Current Liabilities	15,158	15,880
Total Equity and Liabilities	41,232	35,586
Non-Current Assets	6,727	6,502
Current Assets	34,505	29,084
Total Assets	41,232	35,586

Liabilities – Abstract (Consolidated)

Particulars	As on 31.03.2017	As on 31.03.2016
Long term Borrowings	4,532	4,297
Deferred Tax Liabilities	37	31
Other Long term Liabilities	8	8
Trade Payables	359	164
Long-term Provisions	70	44
Total Non-Current Liabilities	5,006	4,544
Short-term Borrowings	920	745
Trade Payables	8,650	6,992
Other Current Liabilities		
<i>Advances from Customers</i>	909	3,381
<i>Others</i>	4,301	4,497
Short-term Provisions	379	265
Total Current Liabilities	15,159	15,880

Rs. in lacs

Strategic Performance

Financial Performance

Project Performance

Asset – Abstract (Consolidated)

Rs. in lacs

Particulars	As on 31.03.2017	As on 31.03.2016
Fixed Assets	2,073	1,677
Other Non-Current Assets	4,654	4,824
Total Non-Current Assets	6,727	6,501
Cash and Bank Balance	1,341	372
Trade Receivables	4,249	3,848
Current Investments	-	-
Inventories	24,676	16,487
Short-term Loans and Advances	4,218	5,563
Other Current Assets	21	2,814
Total Current Assets	34,505	29,084

Profit and Loss Account – Abstract (Consolidated)

Rs. in lacs

Particulars	Q4FY17	Q3FY17	Q4FY16	FY17	FY16	% of Growth Q4FY17 Vs Q3 FY17 Q4 FY16	
Net Sales/Income from Operations	9,945	1,379	9,095	15,836	11,468	621%	9%
Other Operating Income	132	6	16	148	6		
Other Income	5	11	116	15	167		
Total Revenue	10,082	1,396	9,228	15,999	11,641	622%	9%
Operating Costs	4,573	302	5,506	6,636	5,389		
Employee Benefit Expenses	487	337	303	1,447	1,190		
Other Costs	1,937	637	435	3,280	1,406		
Total Expenditure	6,997	1,276	6,245	11,364	7,984		
EBITDA	3,084	120	2,982	4,635	3,657	2471%	3%
EBITDA %	31%	9%	33%	29%	32%		

Continued...

Profit and Loss Account – Abstract (Consolidated)

Rs. in lacs

Particulars	Q4FY17	Q3FY17	Q4FY16	FY17	FY16	% of Growth Q4FY17 Vs Q3 FY17 Q4 FY16	
Depreciation and Amortization	28	27	24	106	92		
Finance Cost	280	300	232	1,158	843		
PBT	2,776	(208)	2,727	3,372	2,721	1436%	1%
PBT %	28%	-15%	30%	21%	24%		
Provision for Tax	891	(47)	965	1,138	1,038		
PAT before Minority Interest	1,885	(160)	1,761	2,234	1,683		
Minority Interest	177	(21)	(25)	137	(38)		
PAT after Minority Interest	1,708	(139)	1,786	2,097	1,721	1329%	-4%
PAT %	17.17%	-10.07%	19.64%	13.24%	15.01%		

Note: Figures have been regrouped & reclassified, wherever necessary

Strategic Performance

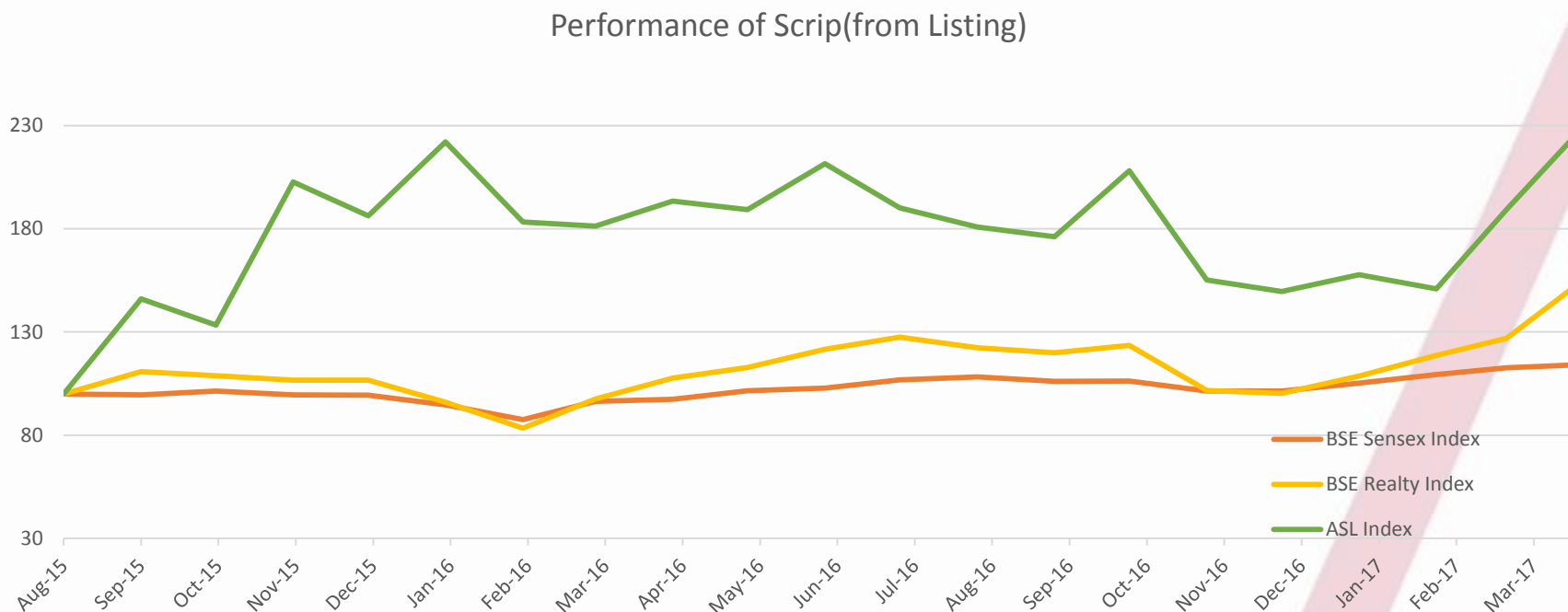
Financial Performance

Project Performance

Key Financial Parameters

Particular	FY17	FY16	FY 15
EBITDA Margin	29.27%	31.89%	29.11%
PAT Margin	13.24%	15.01%	12.24%
ROCE	18.92%	19.12%	16.68%
RONW/ROE	23.33%	24.84%	19.7%
Debt/Equity	0.48:1	0.63:1	0.24 :1

Performance of Scrip (From Listing)

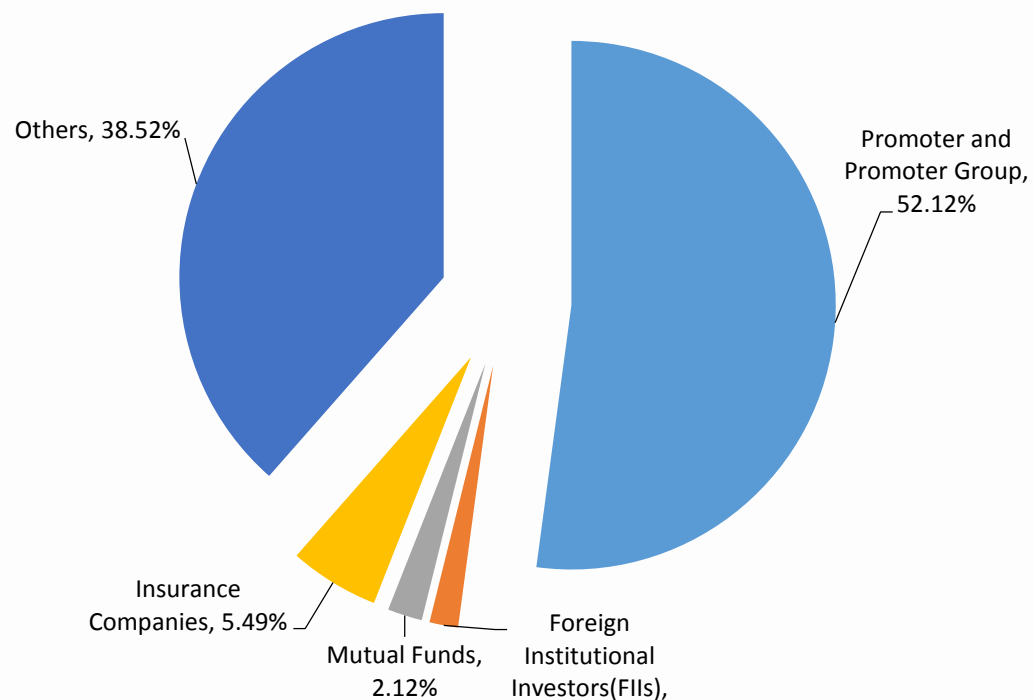


Note :

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.

Shareholding Pattern (%)



Category	31-Mar-17	31-Dec-16	31-Mar-16
Promoter and Promoter Group	52.12%	47.37%	47.37%
Foreign Institutional Investors(FIIs)	1.75%	2.57%	0.00%
Mutual Funds	2.12%	2.33%	0.63%
Insurance Companies	5.49%	6.04%	6.04%
Others	38.52%	41.69%	45.96%

No. of Shareholders as on 31st Mar, 2017: **134,465**

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

Ongoing Projects

UPLANDS
GOLF • LIVING • LEISURE

beyond five

Arvind
MEGAESTATE

Arvind
SPORCIA
STAY WHERE YOU **PLAY**

Arvind
MEGAPARK

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

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	67,502	13,412	2,756	2,756	100	4,083
Parishkaar/ Tradesquare*	915,809	915,809	-	25,423	25,423	100	2,776
Sporcia	492,062	386,779	105,283	17,035	13,368	78	4,404
Uplands (Phase I)	31,92,901	18,97,704	12,95,197	25,388	9073	38	1,338**
Citadel	101,859	96,176	5,683	5,178	5,037	100	5,384
Expansia	140,276	1,22,669	17,607	6,308	6,071	100	5,143
Megaestate (Phase I)	63,119	9,960	53,159	339	-	-	3,404
Beyond Five	6,674,310	261,225	6,413,085	2,011	-	-	770

* 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	87,069	836,321	575	-	-	661
Skylands	491,111	121,863	369,248	5,599	-	-	4,595
TOTAL	14,108,412	4,943,490	9,164,921	92,902	64,016		

Strategic Performance

Financial Performance

Project Performance

Yearly Synopsis

Residential Projects	Area Booked in FY17 (sqft.)	Units Booked in FY17 (nos.)	Sales Value for FY17 (Rs. Lac)	Amount Collected in FY17 (Rs. Lac)	Revenue Recognized in FY17 (Rs. Lac)
Sporcia	6,342	4	372	7,120	4,432
Uplands	63,154	4	1,198	5,326	9,073
Citadel	17,383	10	840	1,459	843
Expansia	13,297	5	386	800	155
Megaestate	2,403	1	102	1	-
Beyond Five*	4,419	-	72	3	-
Megapark	87,069	4	575	243	-
Skylands	1,21,863	102	5,599	311	-

Strategic Performance

Financial Performance

Project Performance

Quarterly Synopsis

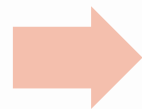
Residential Projects	Area Booked in Q4FY17 (sqft.)	Units Booked in Q4FY17 (nos.)	Sales Value for Q4FY17 (Rs. Lac)	Amount Collected in Q4FY17 (Rs. Lac)	Revenue Recognized in Q4FY17 (Rs. Lac)
Sporcia	2,619	2	160	1,623	749
Uplands	40,698	3	476	2,406	9,073
Citadel	3,797	2	42	431	-
Expansia	(5,522)	(2)	(118)	92	-
Megaestate	2,403	1	106	15	-
Beyond Five	(12,798)	(2)	(59)	(17)	-
Megapark	16,239	-	74	147	-
Skylands	26,362	23	1,220	129	-

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



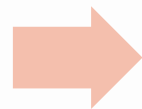
Project Performance

Sporcia

Actual Site Images



Strategic Performance



Financial Performance



Project Performance

Sporcia

Sample Flat

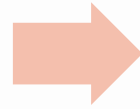


Uplands

- ❑ **Location:** Nasmed Village, Gandhi Nagar
- ❑ **Product:** Premium golf based township
- ❑ **Project Size:** 282 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

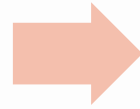
Rendered image



Golf Course Construction



Strategic Performance



Financial Performance



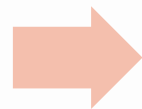
Project Performance

Uplands

Actual Site Image - Zen Building



Strategic Performance



Financial Performance



Project Performance

Uplands

Actual Villa Construction



Strategic Performance



Financial Performance



Project Performance

Uplands

Sample Villa Construction



Strategic Performance



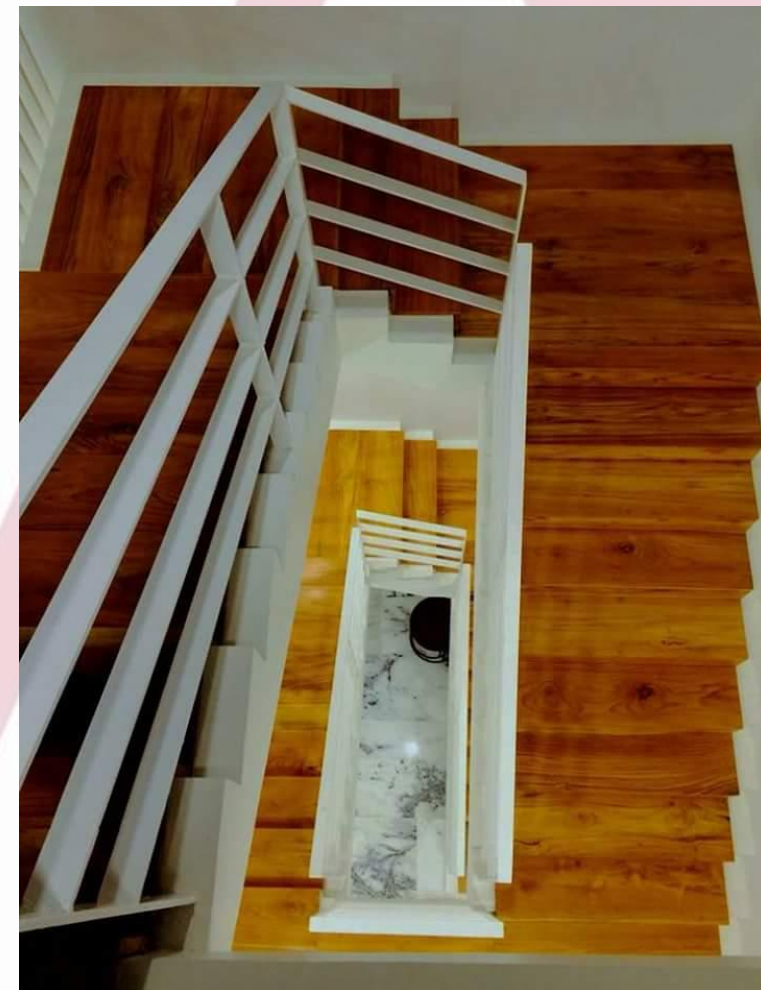
Financial Performance



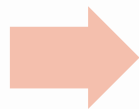
Project Performance

Uplands

Sample Villa Interior



Strategic Performance



Financial Performance



Project Performance

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

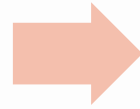


Megaestate

- ❑ **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

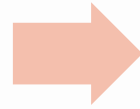


Skylands

- ❑ **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

Foundation Work at Site



Retaining Wall Work at Site



Citadel

- ❑ **Location:** C G Road, Ahmedabad
- ❑ **Product:** 3&4 BHK Premium Apartments
- ❑ **Project Size:** 58 units
- ❑ **Deal Structure:** Development Agreement
- ❑ **Architect:** 99 Studio/E-Cube
- ❑ **Features:**
 - Lush Green Garden with Sitouts and Walkways
 - Amphitheatre
 - Children's Play Area
 - 24X7 CC TV Surveillance
 - Video Door Security System
 - Ample Covered Parking



Strategic Performance



Financial Performance



Project Performance

Citadel

Actual Site Images



Expansia

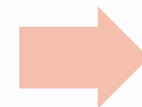
- ❑ **Location:** Whitefield, Bengaluru
- ❑ **Product:** Villas & Low rise Apartments
- ❑ **Project Size:** 50 Units(22 Villas,28 Apartments)
- ❑ **Deal Structure:** Development Agreement
- ❑ **Architect:** HOK, USA
- ❑ **Features:**
 - State of the art club house
 - Swimming pool
 - Fully furnished A/C Gymnasium
 - Kids play area
 - Open air Amphitheatre



Strategic Performance



Financial Performance



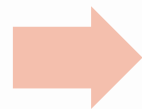
Project Performance

Expansia

Actual Site Images



Strategic Performance



Financial Performance



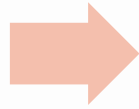
Project Performance

Expansia

Actual Site Images – Night View



Strategic Performance



Financial Performance



Project Performance

Immediate Project Pipeline

Arvind Bengaluru 4, Bengaluru*

- ❑ **Land Area:** 3.65 Acres
- ❑ **Built Up Area:** Yet to Finalize
- ❑ **Product Type:** High Rise Apartments
- ❑ **Deal Structure:** Outright Purchase

* Sale Deed of Land executed & project will be launched soon

Thank You

Arvind SmartSpaces Ltd

(CIN: L45201GJ2008PLC055771)

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Disclaimer:

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

Annexure

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