



RESULT PRESENTATION Q4 FY 18

1ST MAY, 2018

ARVIND SMARTSPACES

KEY DEVELOPMENTS – OPERATIONS

New Sales

- ✓ MIS Sales for Q4 FY18 is **Rs. 4386 lacs** across projects
- ✓ MIS Sales for FY18 is **Rs. 11340 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, 2018 (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

- ✓ Shareholders approved issue of 30,00,000 warrants convertible into equity shares to Promoter and Promoter Group under preferential issue of Convertible Warrants at Rs. 188 per warrants aggregating to Rs. 53.40 Crores in EGM held on 25th January 2018
- ✓ Planning to launch 2 projects i.e. Arvind Oasis at Bengaluru and Arvind Aavishkaar at Ahmedabad
- ✓ Entering into affordable housing segment through project on Naroda Road, Ahmedabad
- ✓ BU received for the project Arvind Sporcia at Bengaluru

AWARDS & RECOGNITION – TILL DATE

- 8th May, 2015** Won the “Emerging developer of the year- Residential” award in **Realty Plus Excellence Awards**
- 8th May, 2015** Uplands won the “Luxury project of the year” award in **Realty Plus Excellence Awards**
- 20th Feb, 2016** Bagged “Emerging Developer of the Year – India” award in **ABP News Real Estate Award 2016**
- 20th Feb, 2016** Uplands won “Integrated Township of the Year – India” award in **ABP News Real Estate Award 2016**
- 11th April, 2016** Uplands has been adjudged as “Integrated Township of the year” award in **The Golden Globe Tigers Award 2016**
- 11th 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**
- 1st 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**
- 30th Jun , 2017 Uplands by Arvind SmartSpaces has been awarded “Design Project of the Year” at **9th Realty Plus Conclave & Excellence Awards 2017**
- 30th 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



CONSOLIDATED FINANCIALS FOR FY 18

Revenue

- ✓ Revenue of **Rs. 20224 lacs** during FY18 as against **Rs. 15874 lacs** in FY17
- ✓ Revenue up by **27% Yr-on-Yr**

EBITDA

- ✓ EBITDA of **Rs. 6495 lacs** during FY18 as against **Rs. 4421 lacs** in FY17
- ✓ EBITDA up by **47% Yr-on-Yr**
- ✓ EBITDA margin at **33%**

PBT

- ✓ PBT of **Rs. 4847 lacs** during FY18 as against **Rs. 3160 lacs** in FY17
- ✓ PBT up by **53% Yr-on-Yr**
- ✓ PBT margin at **24%**

PAT

- ✓ PAT after OCI of **Rs. 3011 lacs** during FY18 as against **Rs. 2027 lacs** in FY17
- ✓ PAT up by **49% Yr-on-Yr**
- ✓ PAT margin at **15%**

CONSOLIDATED FINANCIALS FOR Q4 FY 18

Revenue

- ✓ Revenue of **Rs. 10803 lacs** during Q4 FY18 as against **Rs. 9957 lacs** in Q4 FY17
- ✓ Revenue up by **8%** Yr-on-Yr

EBITDA

- ✓ EBITDA of **Rs. 3072 lacs** during Q4 FY18 as against **Rs. 2940 lacs** in Q4 FY17
- ✓ EBITDA up by **4%** Yr-on-Yr
- ✓ EBITDA margin at **28%**

PBT

- ✓ PBT of **Rs. 2627 lacs** during Q4 FY18 as against **Rs. 2632 lacs** in Q4 FY17
- ✓ PBT no change Yr-on-Yr
- ✓ PBT margin at **24%**

PAT

- ✓ PAT after OCI of **Rs. 1619 lacs** during Q4 FY18 as against **Rs. 1690 lacs** in Q4 FY17
- ✓ PAT down by **4%** Yr-on-Yr
- ✓ PAT margin at **15%**

FINANCIALS - OTHERS

Collections

- ✓ Total collections of **Rs. 3840 lacs** during Q4 FY18
- ✓ Resulted into negative Net Operational cash flow of **Rs. 750 lacs**

Unrecognized Revenue

- ✓ Unrecognized revenue from sold units is about **Rs. 21157 lacs**

Loan and Debt

- ✓ Consolidated debt as on 31st March, 2018 is **Rs. 16110 lacs**
- ✓ Consolidated D/E ratio stands at **0.55:1**
- ✓ Average cost of debt for Q4 FY18 is **10.40%**

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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

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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

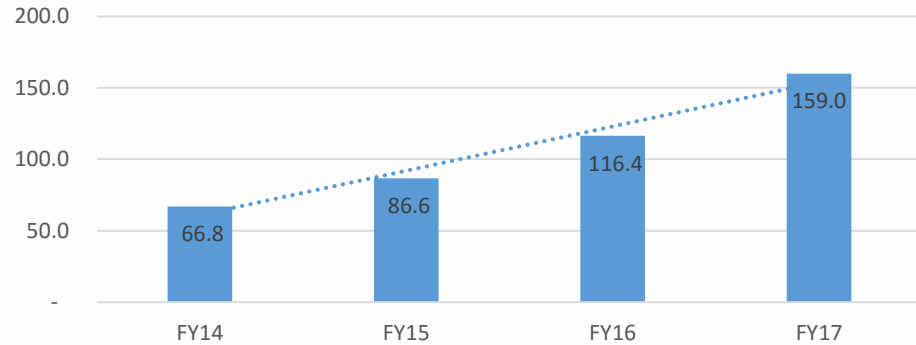
FINANCIAL SNAPSHOTS (PAST YEARS)

Rs. in Crores

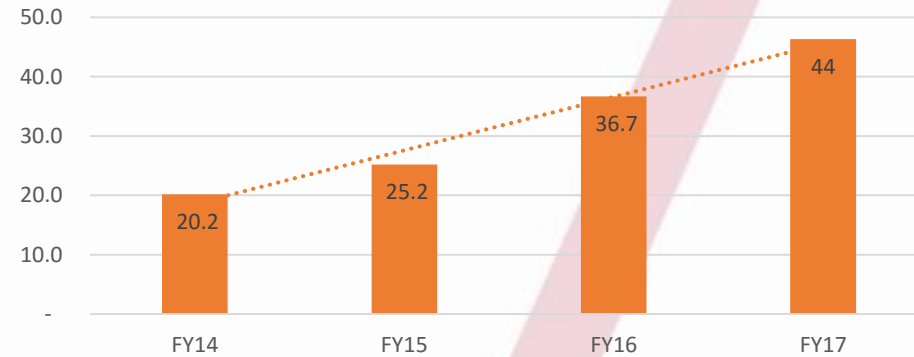
Particular	FY14	FY15	FY16	FY17	Growth %
Topline	66.8	86.6	116.4	159.0	139%
EBITDA	20.2	25.2	36.7	44	130%
EBITDA %	30%	29%	32%	29%	
PAT	9.3	10.6	17.2	21.0	126%
PAT %	14%	12%	15%	13%	

FINANCIAL SNAPSHOTS (PAST YEARS)

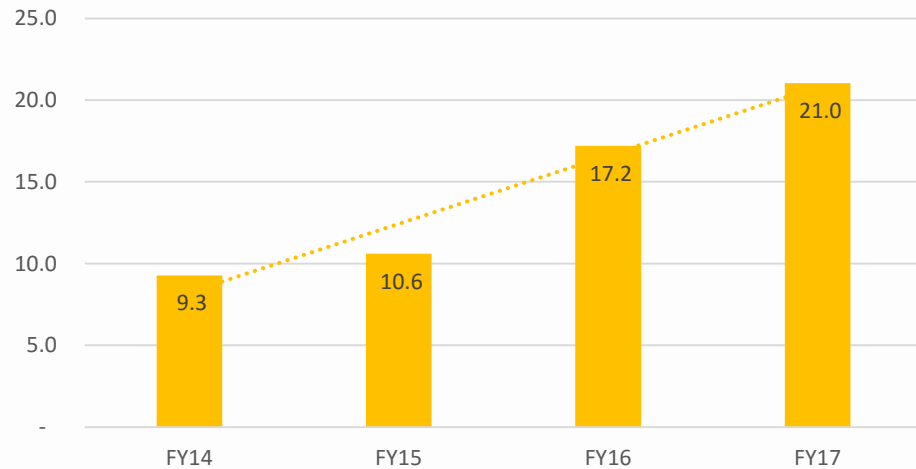
Topline (₹ in Crores)



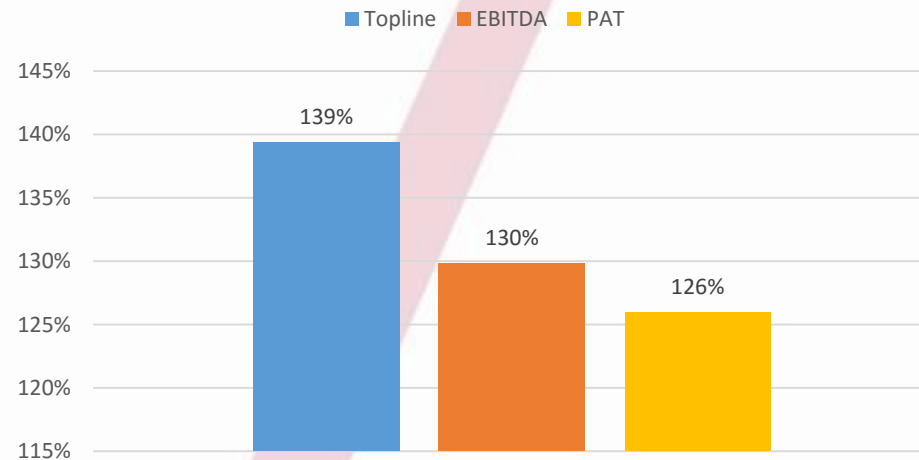
EBITDA (₹ in Crores)



PAT (₹ in Crores)



Growth YOY %



Strategic Performance

Financial Performance

Project Performance

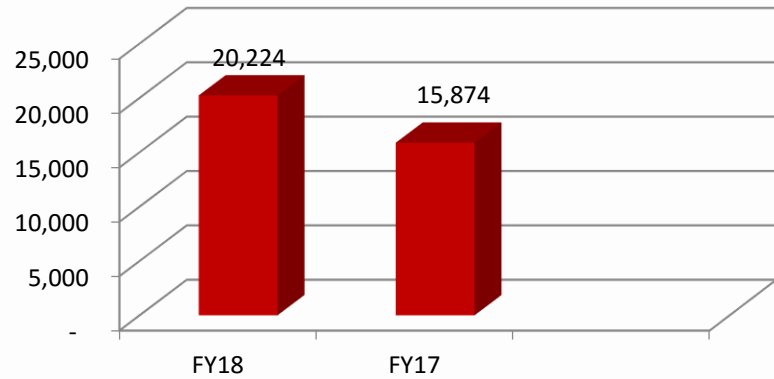
FINANCIAL SNAPSHOTS (CONSOLIDATED YEAR)

Rs. in Crores

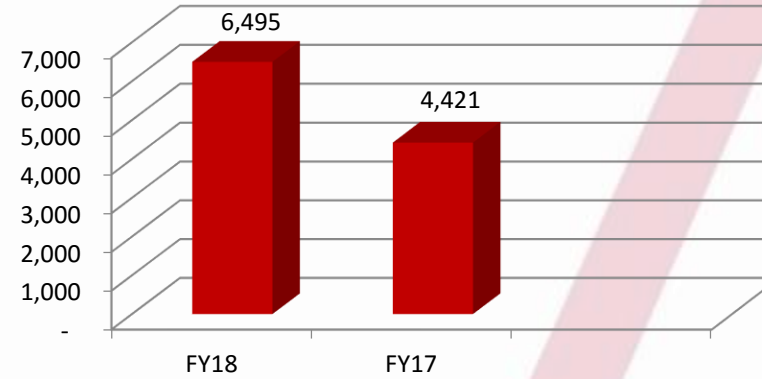
Particular	FY18	FY17	Growth %
Topline	202	159	27%
EBITDA	65	44	47%
EBITDA %	33%	28%	
PAT after OCI	30	20	49%
PAT after OCI %	15%	13%	

FINANCIAL SNAPSHOT (CONSOLIDATED YEAR)

Turnover

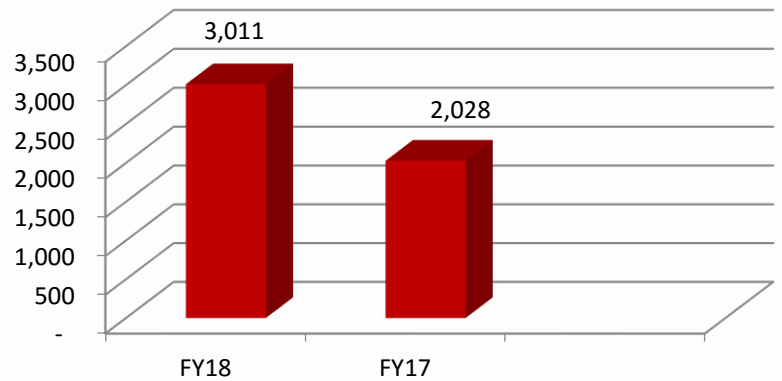


EBITDA

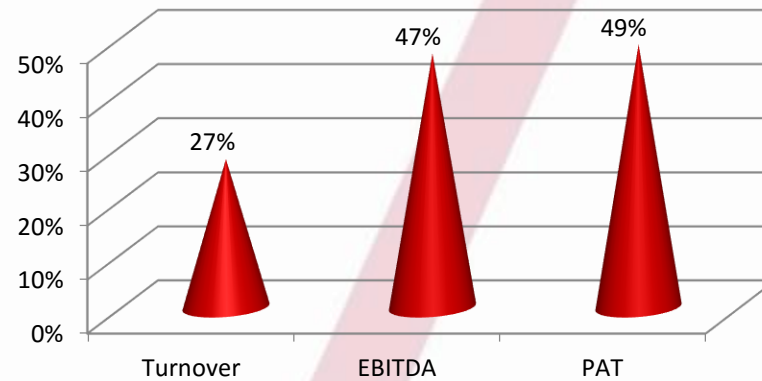


Rs. in lacs

PAT



YoY Growth %



Strategic Performance

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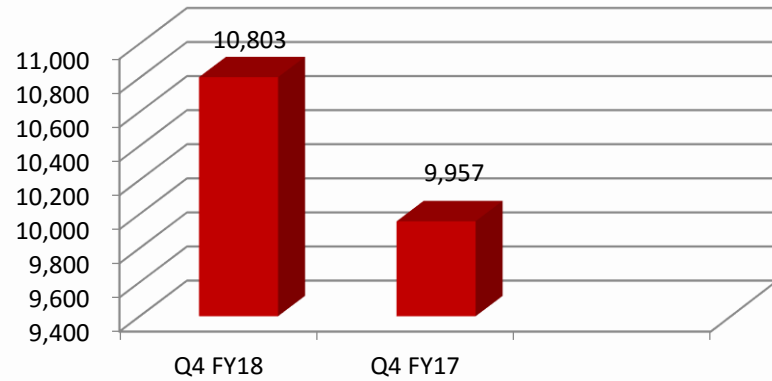
FINANCIAL SNAPSHOTS (CONSOLIDATED QUARTER)

Rs. in Crores

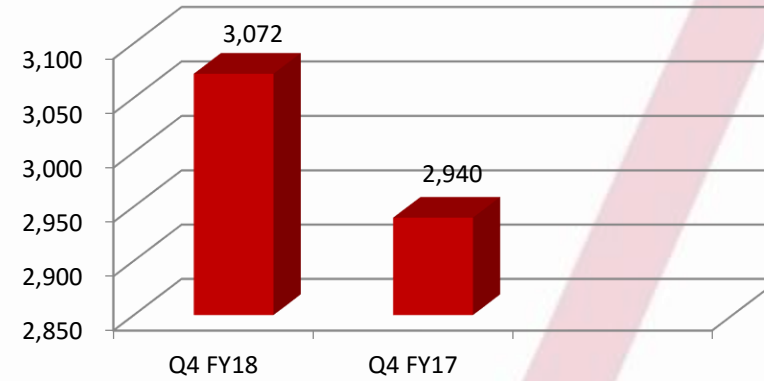
Particular	Q4 FY18	Q4 FY17	Growth %
Topline	108	100	8%
EBITDA	31	29	4%
EBITDA %	28%	30%	
PAT after OCI	16	17	(4%)
PAT after OCI %	15%	17%	

FINANCIAL SNAPSHOT (CONSOLIDATED QUARTER)

Turnover

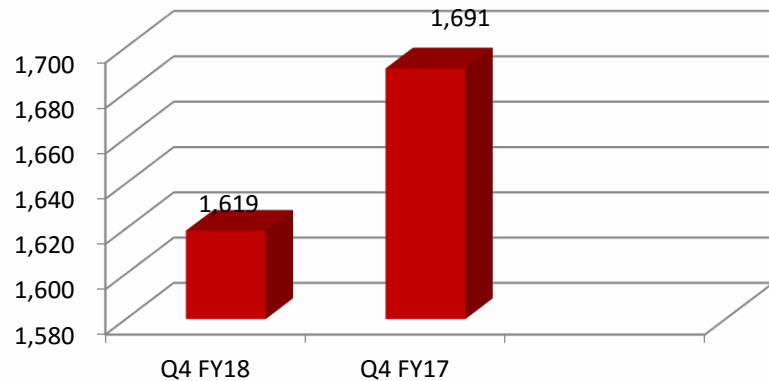


EBITDA

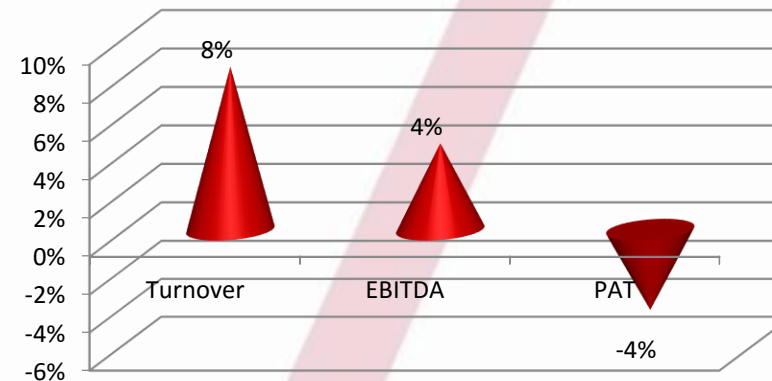


Rs. in lacs

PAT



YoY Growth %



Strategic Performance

Financial Performance

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BALANCE SHEET – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	As on 31.03.2018
Property plant and equipment	992
Capital work in progress	1,219
Non-current financial assets	648
Other non current assets	110
Inventories	35,090
Investments in JV	182
Current financial assets	19,043
Other current assets	2,321
Total Assets	59,605

Continued...

Strategic Performance

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BALANCE SHEET – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	As on 31.03.2018
Equities	31,408
Non current financial liabilities	12,009
Other non current liabilities	0
Current financial liabilities	12,400
Other current liabilities	3,788
Total Equity and Liabilities	59,605

Strategic Performance

Financial Performance

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PROFIT AND LOSS ACCOUNT – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	Q4FY18	Q4FY17	% of Growth
Net Sales/Income from Operations	10,427	9,952	5%
Other Income	376	5	
Total Revenue	10,803	9,957	8%
Operating Costs	4,767	4,185	
Employee Benefit Expenses	588	513	
Other Costs	2,377	2,319	
Total Expenditure	7,731	7,018	
EBITDA	3,072	2,940	4%
EBITDA %	28%	30%	

Continued...

PROFIT AND LOSS ACCOUNT – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	Q4FY18	Q4FY17	% of Growth
Depreciation and Amortization	27	27	
Finance Cost	417	280	
PBT	2,627	2,632	0%
PBT %	24%	26%	
Tax Expenses	911	845	
Share of JV/Non-Controlling Interest	(92)	(96)	
OCI (net of tax)	(5)	(0)	
PAT after OCI	1,619	1,690	(4%)
PAT %	15%	17%	

Note: Figures have been regrouped & reclassified, wherever necessary

Strategic Performance

Financial Performance

Project Performance

PROFIT AND LOSS ACCOUNT – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	FY18	FY17	% of Growth
Net Sales/Income from Operations	19,825	15,859	25%
Other Income	399	15	
Total Revenue	20,224	15,874	27%
Operating Costs	8,065	6,636	
Employee Benefit Expenses	1,647	1,553	
Other Costs	4,017	3,264	
Total Expenditure	13,729	11,453	
EBITDA	6,495	4,421	47%
EBITDA %	33%	28%	

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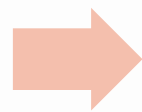
PROFIT AND LOSS ACCOUNT – ABSTRACT (CONSOLIDATED)

Rs. in lacs

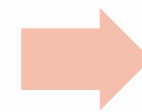
Particulars	FY18	FY17	% of Growth
Depreciation and Amortization	109	103	
Finance Cost	1,539	1,158	
PBT	4,847	3,160	53%
PBT %	24%	20%	
Tax Expenses	1,690	1,065	
Share of JV/Non-Controlling Interest	(139)	(67)	
OCI (net of tax)	(6)	(1)	
PAT after OCI	3,011	2,027	49%
PAT %	15%	13%	

Note: Figures have been regrouped & reclassified, wherever necessary

Strategic Performance



Financial Performance



Project Performance

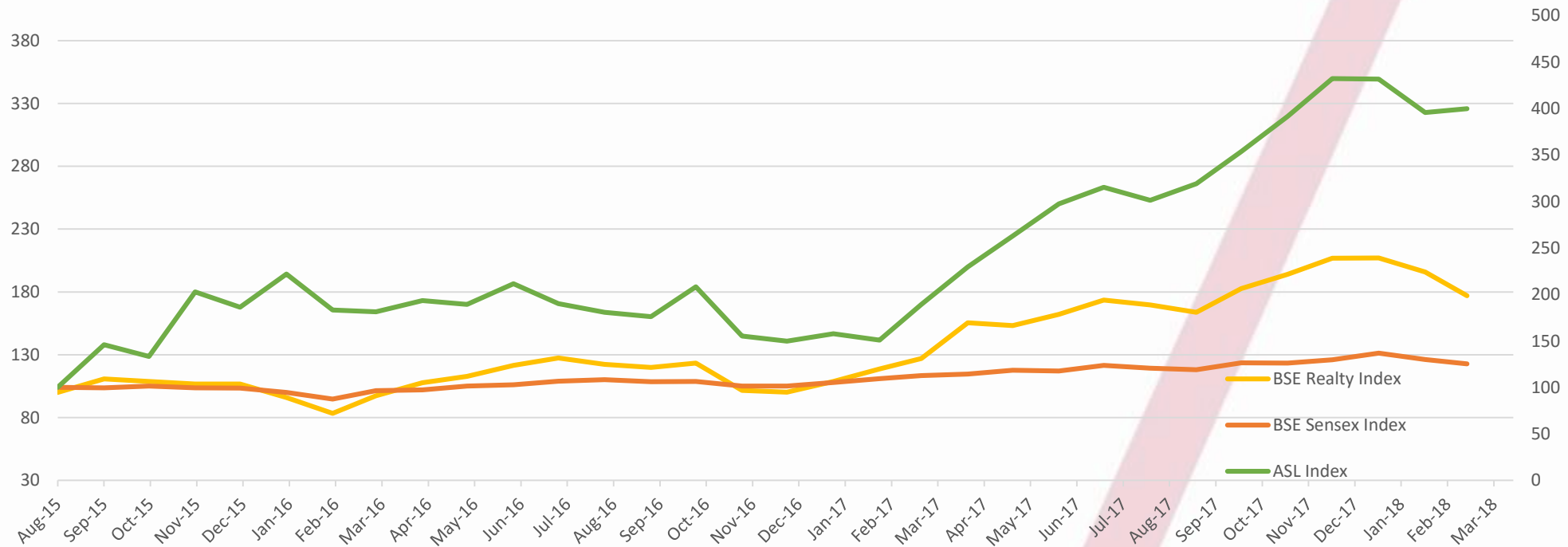
PROFIT AND LOSS ACCOUNT – REMEASUREMENT IMPACT (CONSOLIDATED)

Rs. in lacs

Particulars	Revenue	PBT	PAT before Minority Interest
AS per IGAAP	20,224	4,824	3,138
As per INDAS	20,224	4,834	3,144
Difference	-	(10)	(6)
<u>Remeasurement Entries :-</u>			
(i) Of Defined Benefit Plan		10	6

PERFORMANCE OF SCRIP (FROM LISTING)

Performance of Scrip(from Listing)

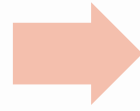


Note :

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

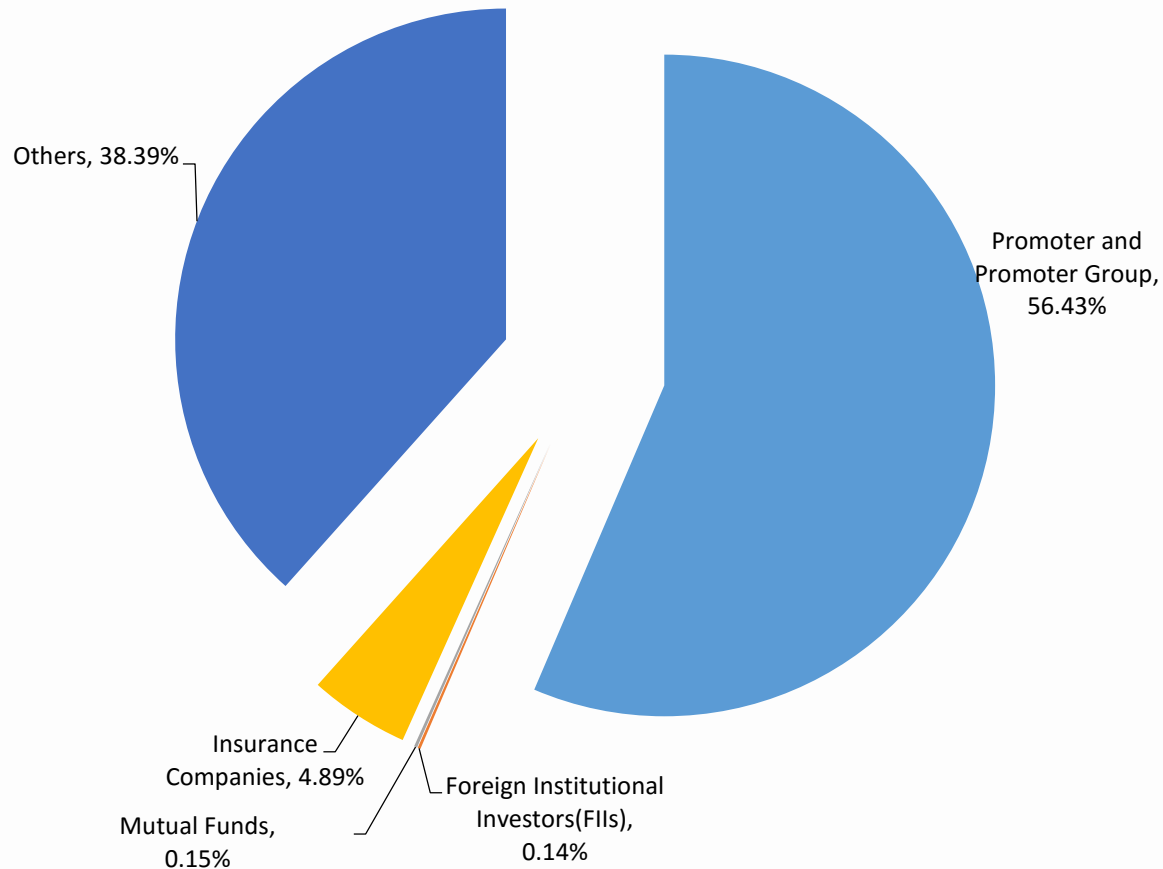


Financial Performance



Project Performance

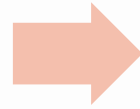
SHAREHOLDING PATTERN (%)



Category	31-Mar-18	31-Dec-17	30-Sept-17
Promoter and Promoter Group	56.43%	56.94%	56.93%
Foreign Institutional Investors (FIIs)	0.14%	0.15%	0.71%
Mutual Funds	0.15%	0.15%	1.96%
Insurance Companies	4.89%	4.94%	4.94%
Others	38.39%	37.82%	35.46%

No. of Shareholders as on 31st March, 2018: **121,315**

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**
@Kholhra

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

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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	2,771	2,771	100	4,104
Parishkaar/ Tradesquare*	915,809	915,809	-	25,423	25,423	100	2,776
Sporcia	492,062	426,085	65,977	19,397	17,940	94	4,552
Uplands (Phase I)	31,92,901	22,54,028	9,38,873	31,764	17,597	56	1,409**
Citadel	101,859	101,859	-	5,515	5,515	100	5,415
Expansia	140,276	1,30,313	9,963	6,872	6,872	100	5,273
Megaestate (Phase I)	63,119	19,777	43,342	564	453	80	2,853
Beyond Five	6,674,310	225,423	6,448,887	1,740	-	-	772

* 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	2,71,161	6,52,230	1,431	1,233	86	522
Skylands	491,111	130,353	3,60,758	6,067	2,586	49	4,654
TOTAL	14,108,412	5,519,044	8,589,368	103,832	82,678		

Strategic Performance

Financial Performance

Project Performance

YEARLY SYNOPSIS

Residential Projects	Area Booked in FY18 (sqft.)	Units Booked in FY18 (nos.)	Sales Value for FY18 (Rs. Lac)	Amount Collected in FY18 (Rs. Lac)	Revenue Recognized in FY18 (Rs. Lac)
Sporcia	39,306	34	2,362	2,139	4,572
Uplands	356,323	23	6,486	5,285	8,524
Citadel	5,683	3	337	640	457
Expansia	7,644	3	879	1,057	762
Megaestate	9,817	4	225	40	453
Beyond Five	(35,802)	(5)	(271)	(62)	-
Megapark	184,091	6	856	945	1,233
Skylands	8,490	7	467	472	2,586

Strategic Performance

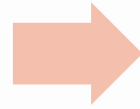
Financial Performance

Project Performance

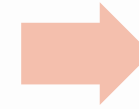
QUARTERLY SYNOPSIS

Residential Projects	Area Booked in Q4FY18 (sqft.)	Units Booked in Q4FY18 (nos.)	Sales Value for Q4FY18 (Rs. Lac)	Amount Collected in Q4FY18 (Rs. Lac)	Revenue Recognized in Q4FY18 (Rs. Lac)
Sporcia	22,735	20	1,514	809	1,709
Uplands	126,922	8	2,379	1,936	5,464
Citadel	-	-	-	-	-
Expansia	2,213	1	149	372	328
Megaestate	-	-	-	20	200
Beyond Five	-	-	-	-	-
Megapark	37,026	2	222	139	200
Skylands	1,956	2	122	294	2,586

Strategic Performance



Financial Performance



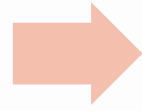
Project Performance

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



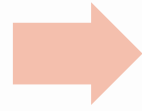
Project Performance

SPORCIA



Block A, B, C & D

Strategic Performance



Financial Performance



Project Performance

SPORCIA

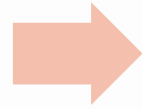


Block E



Block F & G

Strategic Performance



Financial Performance



Project Performance

SPORCIA



Club House Construction

Strategic Performance



Financial Performance



Project Performance

SPORCIA

Sample Flat

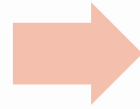


UPLANDS

- ❑ **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

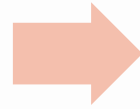
Rendered image



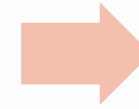
Golf Course Construction



Strategic Performance



Financial Performance



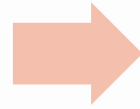
Project Performance

UPLANDS

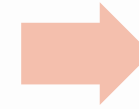
Actual Site Image - Zen Building



Strategic Performance



Financial Performance



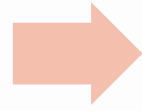
Project Performance

UPLANDS

Actual Site Image - Zen Cafeteria



Strategic Performance



Financial Performance



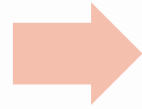
Project Performance

UPLANDS

Actual Villa Construction



Strategic Performance



Financial Performance



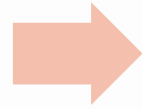
Project Performance

UPLANDS

Actual Villa Construction



Strategic Performance



Financial Performance



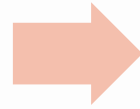
Project Performance

UPLANDS

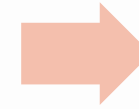
Sample Villa Construction



Strategic Performance



Financial Performance



Project Performance

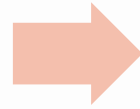
UPLANDS



Sample Villa Interior



Strategic Performance



Financial Performance



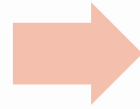
Project Performance

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

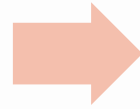
Villa side view



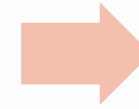
Club house



Strategic Performance



Financial Performance



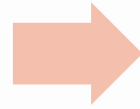
Project Performance

MEGAESTATE

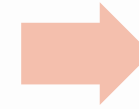
- ❑ **Location:** Naroda Road, Ahmedabad
- ❑ **Product:** Industrial Sheds
- ❑ **Project Size:** 30 Sheds (Phase I)
- ❑ **Deal Structure:** Development Agreement
- ❑ **Architect:** E-Cube
- ❑ **Features**
 - State of the art design
 - Contemporary external façade
 - Contemporary landscape design
 - Rain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



Strategic Performance



Financial Performance



Project Performance

MEGAESTATE

Actual Site Images – Shed Construction

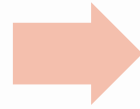


MEGAPARK

- ❑ **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



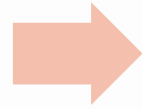
Project Performance

MEGAPARK

Construction work at Site



Strategic Performance



Financial Performance



Project Performance

MEGAPARK



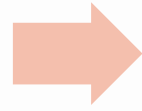
Construction work at Site –
Sample Shed

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



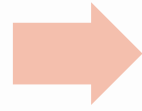
Project Performance

SKYLANDS

Overall site View



Strategic Performance



Financial Performance



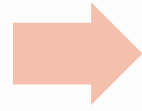
Project Performance

SKYLANDS

Model Flat



Strategic Performance



Financial Performance



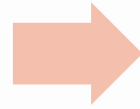
Project Performance

SKYLANDS

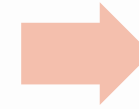
Model Flat



Strategic Performance



Financial Performance



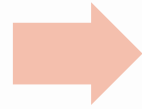
Project Performance

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



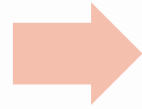
Project Performance

CITADEL

Actual Site Images



Strategic Performance



Financial Performance



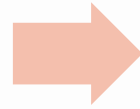
Project Performance

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



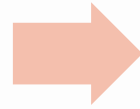
Project Performance

EXPANSIA

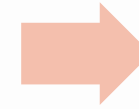
Actual Site Images



Strategic Performance



Financial Performance



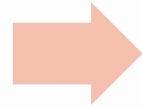
Project Performance

EXPANSIA

Actual Site Images – Night View



Strategic Performance



Financial Performance



Project Performance

IMMEDIATE PROJECT PIPELINE

Arvind Oasis, Bengaluru*

- Land Area:** 3.65 Acres
- Built Up Area:** 7.50 lacs Sft
- Product Type:** High Rise Apartments
- Deal Structure:** Outright Purchase

* Sale Deed of Land executed, Project approval in place & project already launched

Affordable Housing Project, Naroda Road, Ahmedabad**

- Land Area:** 17,000 Sq Mtrs
- Built Up Area:** 12 lacs Sft
- Product Type:** Affordable High Rise Apartments
- Deal Structure:** Outright Purchase

** Development Agreement of Land executed, Project approval in place & project will be launched by May18 on receipt of RERA registration

THANK YOU

Arvind SmartSpaces Ltd

(CIN: L45201GJ2008PLC055771)

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Tel: +91 79 30137000

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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