



**Result Presentation Q3 FY20**  
**30<sup>th</sup> January 2020**

**ARVIND SMARTSPACES**

# Key Developments – Operations

## New Sales

- MIS Sales for Q3 FY20 is **Rs. 6,069 lacs** across projects

## Project Completion

- Till date completed and handed over **7** projects measuring total developed area of **2.76 Million** sqft as on 31<sup>st</sup> December, 2019 (Alcove, Megatrade, Parishkaar, Trade square, Expansia, Citadel & Sporgia)

## Ongoing Projects

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

## Others

- Entered into a Strategic partnership with HDFC Capital Advisors by setting up a private equity fund to the tune of Rs. 250 crores for making invest in affordable housing projects in Ahmedabad, Bengaluru and Hyderabad
- Planning to launch 3 new projects before end of this financial year i.e.
  - Uplands Phase II – Villa township project
  - Forreste-Villa township project on DM basis
  - Bel Air – Residential apartment project at Yelahanka 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 Q3 FY20

## Revenue

- ✓ Revenue of **Rs. 9,454 lacs** during Q3 FY20 as against **Rs. 7,784 lacs** in Q3 FY19
- ✓ Revenue up by **21%** Yr-on-Yr

## EBITDA

- ✓ EBITDA of **Rs. 3,944 lacs** during Q3 FY20 as against **Rs. 2,081 lacs** in Q3 FY19
- ✓ EBITDA up by **89%** Yr-on-Yr
- ✓ EBITDA margin at **42%**

## PBT

- ✓ PBT of **Rs. 3,311 lacs** during Q3 FY20 as against **Rs. 1,519 lacs** in Q3 FY19
- ✓ PBT up by **118%** Yr-on-Yr
- ✓ PBT margin at **35%**

## PAT

- ✓ PAT after OCI of **Rs. 1,944 lacs** during Q3 FY20 as against **Rs. 1,019 lacs** in Q3 FY19
- ✓ PAT up by **91%** Yr-on-Yr
- ✓ PAT margin at **21%**

# Financials - Others

## Collections

- ✓ Total collections of **Rs. 5,858 lacs** during Q3 FY20
- ✓ Resulted into positive Net Operational cash flow of **Rs. 374 lacs**

## Unrecognized Revenue

- ✓ Unrecognized revenue from sold units is about **Rs. 57,598 lacs**

## Loan and Debt

- ✓ Consolidated debt as on 31<sup>st</sup> December, 2019 is **Rs. 20,924 lacs**
- ✓ Consolidated D/E ratio stands at **0.80.:1**
- ✓ Average cost of debt for Q3 FY20 is **11.40%**



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Strategic Performance

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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

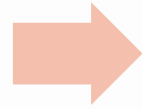
## 3. Low Financial and Operational Leveraging

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

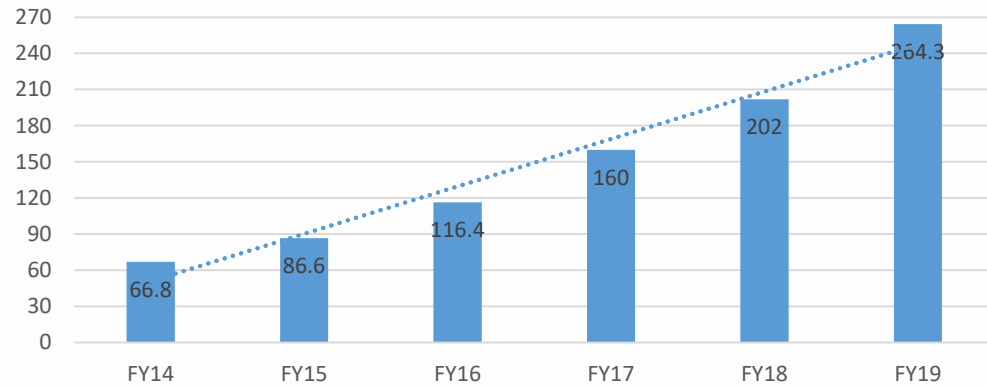
## Financial Snapshots (Past Years)

Rs. in Crores

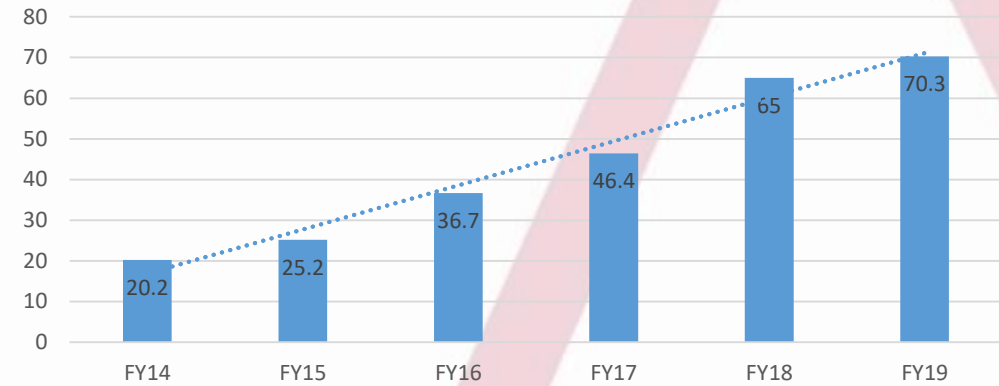
Particular	FY14	FY15	FY16	FY17	FY18	FY19	Growth %
<b>Topline</b>	66.8	86.6	116.4	160.0	202.0	264.3	296%
<b>EBITDA</b>	20.2	25.2	36.7	46.4	65.0	70.3	249%
<b>EBITDA %</b>	30%	29%	32%	29%	32%	27%	
<b>PAT</b>	9.3	10.6	17.2	21.0	30	30.6	232%
<b>PAT %</b>	14%	12%	15%	13%	15%	12%	

# Financial Snapshots (Past Years)

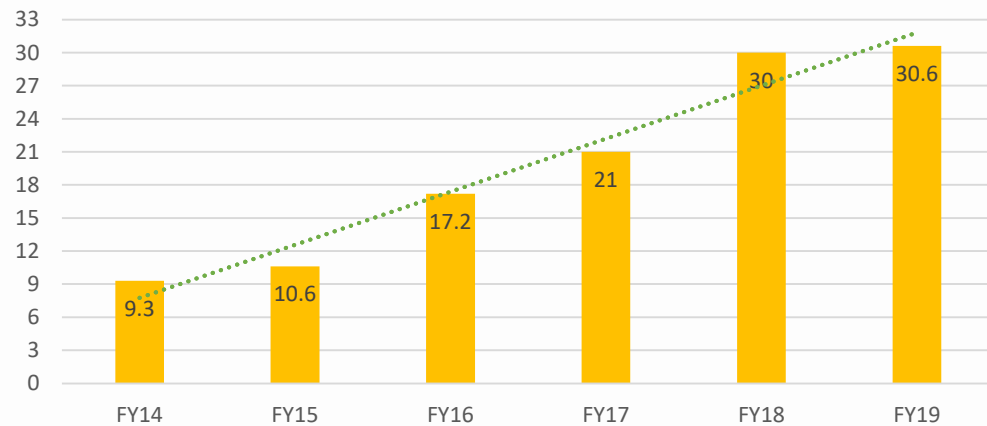
Topline (Rs. in Crores)



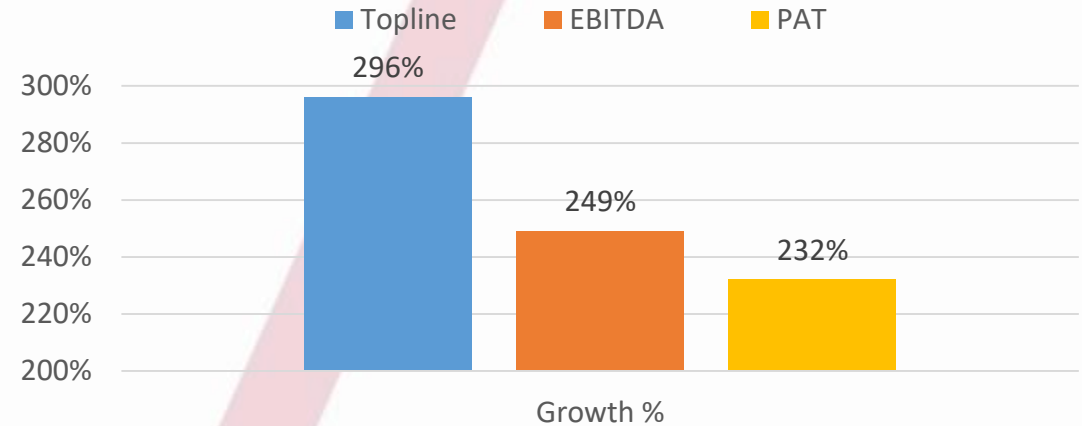
EBIDTA (Rs.in Crores)



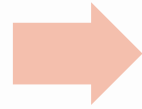
PAT (Rs.in Crores)



Growth YOY %



Strategic Performance



Financial Performance

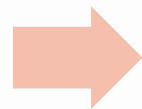


Project Performance

## Sales Highlights - Year

Particulars	FY20(9M)	FY19	FY18	Growth FY19 over FY18 %
Area Sold (Sq. Ft.)	3,83,044	7,69,227	5,98,027	29%
Booking Value (INR Cr.)	138.2	280.5	104.0	170%

Strategic Performance



Financial Performance



Project Performance

## Sales Highlights - Quarter

Particulars	Q3 FY20	Q3 FY19	Growth %	FY20(9M)	FY19
Area Sold (Sq. Ft.)	1,17,783	2,23,776	-47%	3,83,044	7,69,227
Booking Value (INR Cr.)	60.7	91.5	-34%	138.2	280.5

## Inventory – No. of Units Available for Sale

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

**Note :-**

As on December 31, 2019, 2,562 units are available for sale

- Constructed Units 42
- Under Construction Units 2,520



Strategic Performance

Financial Performance

Project Performance

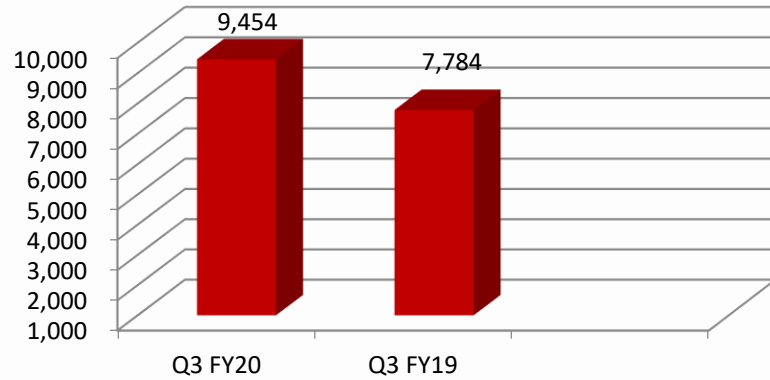
## Financial Snapshots (Consolidated Quarter)

Rs. in Crores

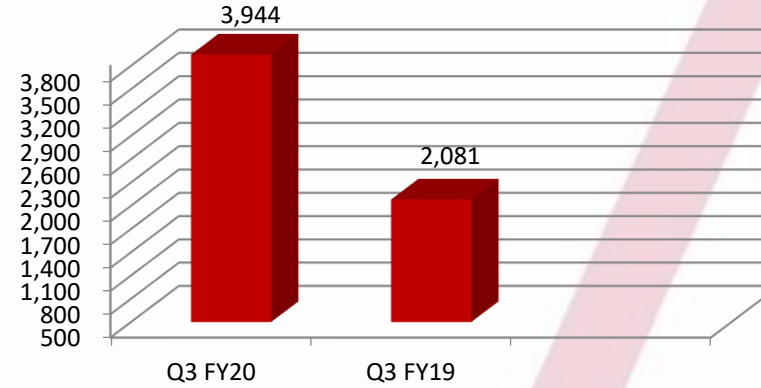
Particular	Q3 FY20	Q3 FY19	Growth %
Topline	95	78	21%
EBITDA	39	21	89%
EBITDA %	42%	27%	
PAT after OCI	19	10	91%
PAT after OCI %	21%	13%	

# Financial Snapshot (Consolidated Quarter)

### Turnover

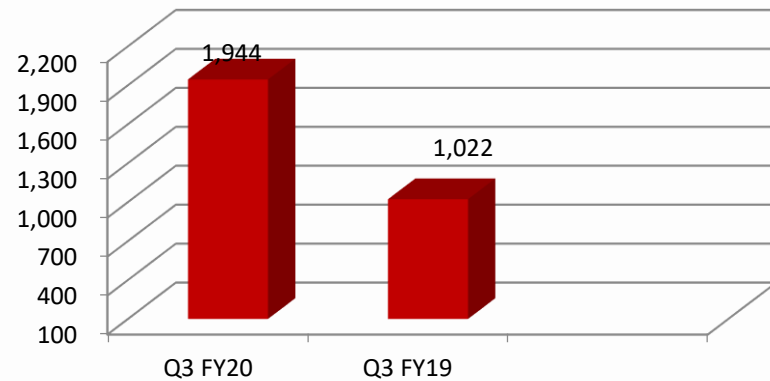


### EBITDA

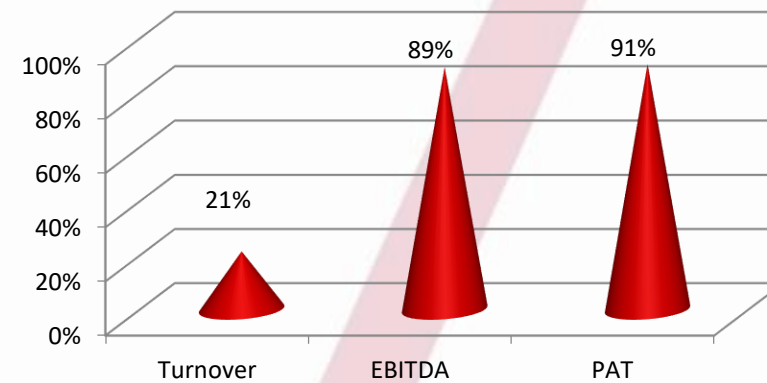


Rs. in lacs

### PAT



### YoY Growth %



Strategic Performance

Financial Performance

Project Performance

## Cash Flow – Abstract (Consolidated)

Rs. in lacs

Notes	Particulars	Q3 FY20	FY19
A	<b>Operating Cash Flow</b>		
	Residential sales cash flow	5,537	20,862
	Commercial sales cash flow	320	542
	<b>Total Operating cash Flow</b>	<b>5,858</b>	<b>21,404</b>
	Construction and related outflow	3,570	14,206
	Other project related outflow	1,731	4,097
	<b>Total Operating cash outflow</b>	<b>5,300</b>	<b>18,303</b>
	<b>Net Operating cash Flow</b>	<b>557</b>	<b>3,101</b>

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## Cash Flow – Abstract (Consolidated)

Notes	Particulars	Q3 FY20	FY19
B	<b>Financial Cash Flow</b>		
	Inflow on Capital	-356	3,272
	Interest and corporate taxes	-581	-3,142
	<b>Net financial Cash Flow</b>	<b>-937</b>	<b>130</b>
C	<b>Capital Cash Flow</b>		
	Land & approval related outflow	-	-3,171
	Advance to JV Partners	-	-
	<b>Net capital Cash Flow</b>	<b>-</b>	<b>-3,171</b>
D	<b>Adjustment for JV Projects</b>	-	-
(A+B+C+D)	<b>Total net ASL cashflow</b>	<b>-380</b>	<b>60</b>
E	<b>Other IND AS Adjustment</b>	-	-
(A+B+C+D+E)	<b>(Increase)/Decrease in Net Debt under IND AS</b>	<b>-380</b>	<b>60</b>

Rs. in lacs

Strategic Performance

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## Balance Sheet – Abstract (Consolidated)

Rs. in lacs

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

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Strategic Performance

Financial Performance

Project Performance

## Balance Sheet – Abstract (Consolidated)

Rs. in lacs

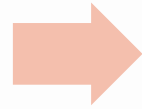
Particulars	As on 30.09.2019	As on 31.03.2019
Equities	27,024	26,500
Non current financial liabilities	9,173	8,227
Other non current liabilities	0	0
Current financial liabilities	21,652	16,402
Other current liabilities	31,440	26,576
<b>Total Equity and Liabilities</b>	<b>89,241</b>	<b>77,705</b>

**Note :-**

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

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

Strategic Performance



Financial Performance



Project Performance

## Profit & Loss Account – Abstract (Consolidated)

Rs. in lacs

Particulars	Q3 FY20	Q3 FY19	% of Growth
Net Sales/Income from Operations	9,424	7,726	22%
Other Income	30	58	
<b>Total Revenue</b>	<b>9,454</b>	<b>7,784</b>	<b>21%</b>
Operating Costs	3,951	3,976	
Employee Benefit Expenses	472	463	
Other Costs	1,087	1,264	
<b>Total Expenditure</b>	<b>5,510</b>	<b>5,702</b>	
<b>EBITDA</b>	<b>3,944</b>	<b>2,081</b>	<b>89%</b>
<b>EBITDA %</b>	<b>42%</b>	<b>27%</b>	

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## Profit & Loss Account – Abstract (Consolidated)

Rs. in lacs

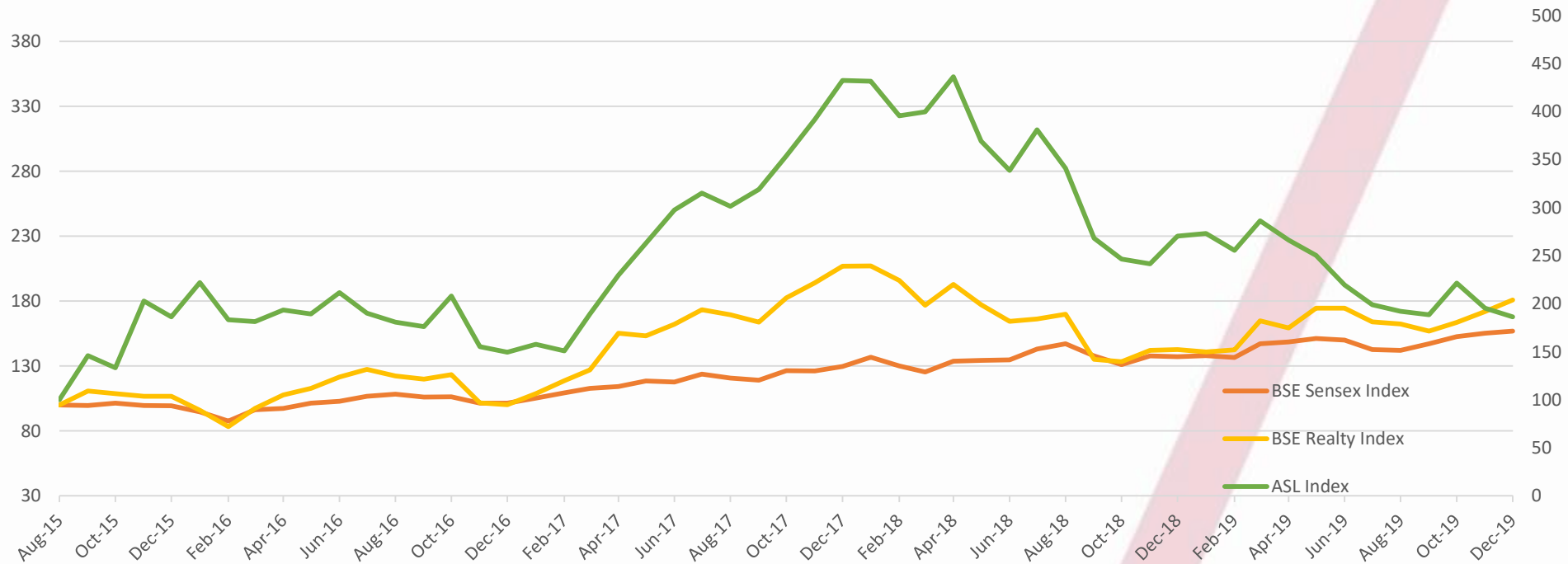
Particulars	Q3 FY20	Q3 FY19	% of Growth
Depreciation and Amortization	27	29	
Finance Cost	606	534	
<b>PBT</b>	<b>3,311</b>	<b>1,519</b>	<b>118%</b>
<b>PBT %</b>	<b>35%</b>	<b>20%</b>	
Tax Expenses	1,227	502	
Share of JV/Non-Controlling Interest	(139)	(7)	
OCI (net of tax)	(1)	(2)	
<b>PAT after OCI</b>	<b>1,944</b>	<b>1,019</b>	<b>91%</b>
<b>PAT %</b>	<b>21%</b>	<b>13%</b>	

Note: Figures have been regrouped & reclassified, wherever necessary



# Performance of Scrip (From Listing)

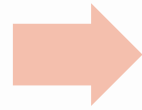
Performance of Scrip(from Listing)



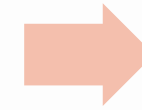
## Note :

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

Strategic Performance

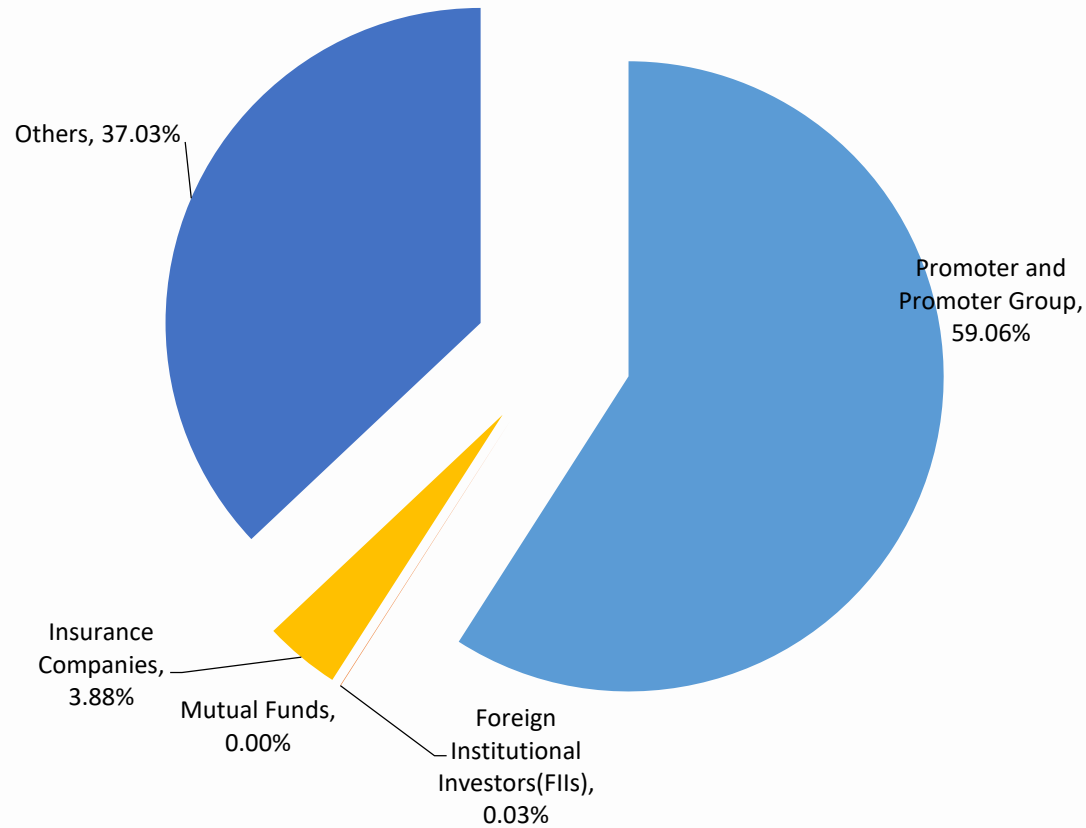


Financial Performance



Project Performance

# Shareholding Pattern (%)



Category	31-Dec-19	30-Sep-19	30-Jun-19	31-Mar-19
Promoter and Promoter Group	59.06%	59.06%	59.40%	59.60%
Foreign Institutional Investors (FIIs)	0.03%	0.03%	0.03%	0.03%
Mutual Funds	1.61%	0.00%	0.00%	0.13%
Insurance Companies	3.88%	3.88%	3.91%	4.43%
Others	35.42%	37.03%	36.66%	35.81%

No. of Shareholders as on 31<sup>st</sup> December, 2019: **113,255**

Strategic Performance

Financial Performance

Project Performance

# Project Portfolio

## Completed Projects

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

Arvind  
**EXPANSIA**

Arvind  
**MEGATRADE**

Arvind | Citadel  
An opportunity for more me-time

Parishkaar  
2 & 3 BHK 700+ Lifestyle Apartments

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

Arvind  
**SPORCIA**  
STAY WHERE YOU PLAY

## Ongoing Projects

**UPLANDS**  
GOLF • LIVING • LEISURE

*beyond five*

Arvind  
**MEGAESTATE**

Arvind  
**Oasis**  
SOOTHING AQUA HOMES

Arvind  
**MEGAPARK**

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

Arvind  
**aavishkaar**

**elan**  
— by Arvind

**the edge**  
by Arvind

Arvind **SMARTSPACES**

Strategic Performance

Financial Performance

Project Performance

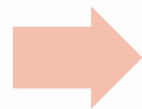
## Project till Date Synopsis

Residential Projects	Est. Area (sqft)	Area Booked Till Date (sqft)	Inventory as on Date (sqft)	Booking Value till Date (Rs. Lac)	Revenue Recognized till Date (Rs. Lac)	Project Completion (%)	Avg. Price (Rs./sqft)
Alcove	1,032,660	976,734	55,926	2,288	2,288	100	234
Megatrade	80,914	70,502	10,342	2,797	2,797	100	3,963
Parishkaar/ Tradesquare*	915,809	915,809	-	25,423	25,423	100	2,776
Sporcia	492,062	485,234	6,828	22,936	22,316	100	4,727
Uplands (Phase I)	31,92,901	24,79,575	7,13,326	36,023	16,803	90	1,453**
Citadel	101,859	101,859	-	5,515	5,515	100	5,415
Expansia	140,276	1,36,251	4,025	7,201	7,201	100	5,285
Megaestate (Phase I)	63,119	31,769	31,350	928	289	100	2,921
Beyond Five	6,674,310	1,26,162	65,48,148	880	-	-	698

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

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

Strategic Performance



Financial Performance



Project Performance

## Project till Date Synopsis

Residential Projects	Est. Area (sqft)	Area Booked Till Date (sqft)	Inventory as on Date (sqft)	Booking Value till Date (Rs. Lac)	Revenue Recognized till Date (Rs. Lac)	Project Completion (%)	Avg. Price (Rs./sqft)
Megapark	923,391	4,65,367	4,58,023	2,570	2,393	100	552
Skylands	491,111	2,71,733	2,19,378	13,826	-	75	5,088
Oasis	547,428	2,53,211	2,94,217	12,763	-	36	5,040
Aavishkaar	1,139,549	2,24,805	9,14,744	5,851	-	20	2,603
Elan	1,34,952	24,731	1,10,221	1,786	-	10	7,222
Edge	1,68,224	27,175	1,41,049	1,836	-	-	6,756
<b>Total</b>	<b>160,98,565</b>	<b>65,90,985</b>	<b>95,07,579</b>	<b>1,42,623</b>	<b>85,025</b>		

Strategic Performance

Financial Performance

Project Performance

## Quarterly Synopsis

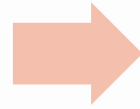
Residential Projects	Area Booked in Q3FY20 (sqft.)	Units Booked in Q3FY20 (nos.)	Sales Value for Q3FY20 (Rs. Lac)	Amount Collected in Q3FY20 (Rs. Lac)	Revenue Recognized in Q3FY20 (Rs. Lac)
Sporcia	-	-	-	109	283
Uplands	36,695	2	1,047	1,164	8,797
Edge	27,175	21	1,836	70	-
Expansia	-	-	-	-	-
Megaestate	2,118	1	62	92	108
Beyond Five	(9,036)	(2)	(65)	(17)	-
Megapark	-	-	-	262	65
Skylands	23,148	19	1,579	1,926	-
Oasis	12,552	10	696	1,493	-
Aavishkaar	22,880	23	758	739	-
Elan	2,251	2	156	30	-

# Uplands

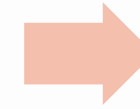
- ❑ **Location:** Nasmed Village, Gandhi Nagar
- ❑ **Product:** Premium golf based township
- ❑ **Project Size:** 189 Villas (Phase I)
- ❑ **Deal Structure:** Joint Development
- ❑ **Architect:** Woods Bagot
- ❑ **Features:**
  - 9 Hole Executive Golf Course
  - 3 Clubs (Golf Square, Zen Square, Fun 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

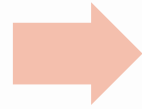


Golf Course Construction





Strategic Performance



Financial Performance



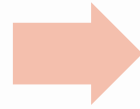
Project Performance

# Uplands

Actual Site Image - Zen Building



Strategic Performance



Financial Performance



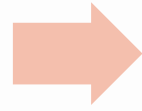
Project Performance

# Uplands

Actual Site Image - Zen Cafeteria



Strategic Performance



Financial Performance



Project Performance

# Uplands

Actual Villa Construction



Strategic Performance



Financial Performance



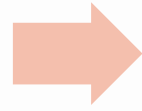
Project Performance

# Uplands



Actual Villa Construction

Strategic Performance



Financial Performance



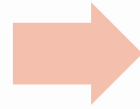
Project Performance

# Uplands

Sample Villa Construction



Strategic Performance



Financial Performance



Project Performance

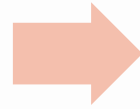
# Uplands



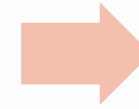
Sample Villa Interior



Strategic Performance



Financial Performance



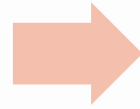
Project Performance

## Beyond Five

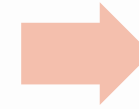
- ❑ **Location:** Moti Devti, Sanand, Ahmedabad
- ❑ **Product:** Weekend Homes - Plots
- ❑ **Project Size:** 814 Units
- ❑ **Deal Structure:** Joint Development
- ❑ **Architect:** Woods Bagot
- ❑ **Features**
  - 9 Hole Executive Golf Course
  - Clubhouse powered by SMAAASH, which is perfected by Sachin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



Strategic Performance



Financial Performance



Project Performance

# Beyond Five

Villa side view



Club house



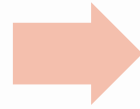


# Megaestate

- ❑ **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



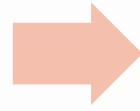
Actual Site Images – Shed Construction

# 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



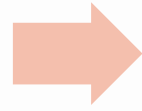
Project Performance

# Megapark

Construction work at Site



Strategic Performance



Financial Performance



Project Performance

# Megapark



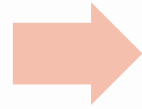
Construction work at Site –  
Sample Shed

# 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



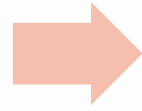
Project Performance

# Skylands

Overall site View



Strategic Performance



Financial Performance



Project Performance

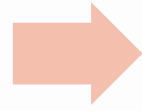
# Skylands

## Construction at Site





Strategic Performance



Financial Performance



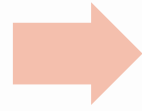
Project Performance

# Skylands

Model Flat



Strategic Performance



Financial Performance



Project Performance

# Skylands

Model Flat

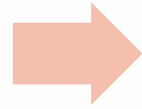


# Oasis

- ❑ **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



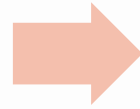
Project Performance

# Oasis



Actual Site Image

Strategic Performance



Financial Performance



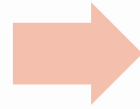
Project Performance

# Oasis

Construction at Site



Strategic Performance



Financial Performance



Project Performance

# Oasis

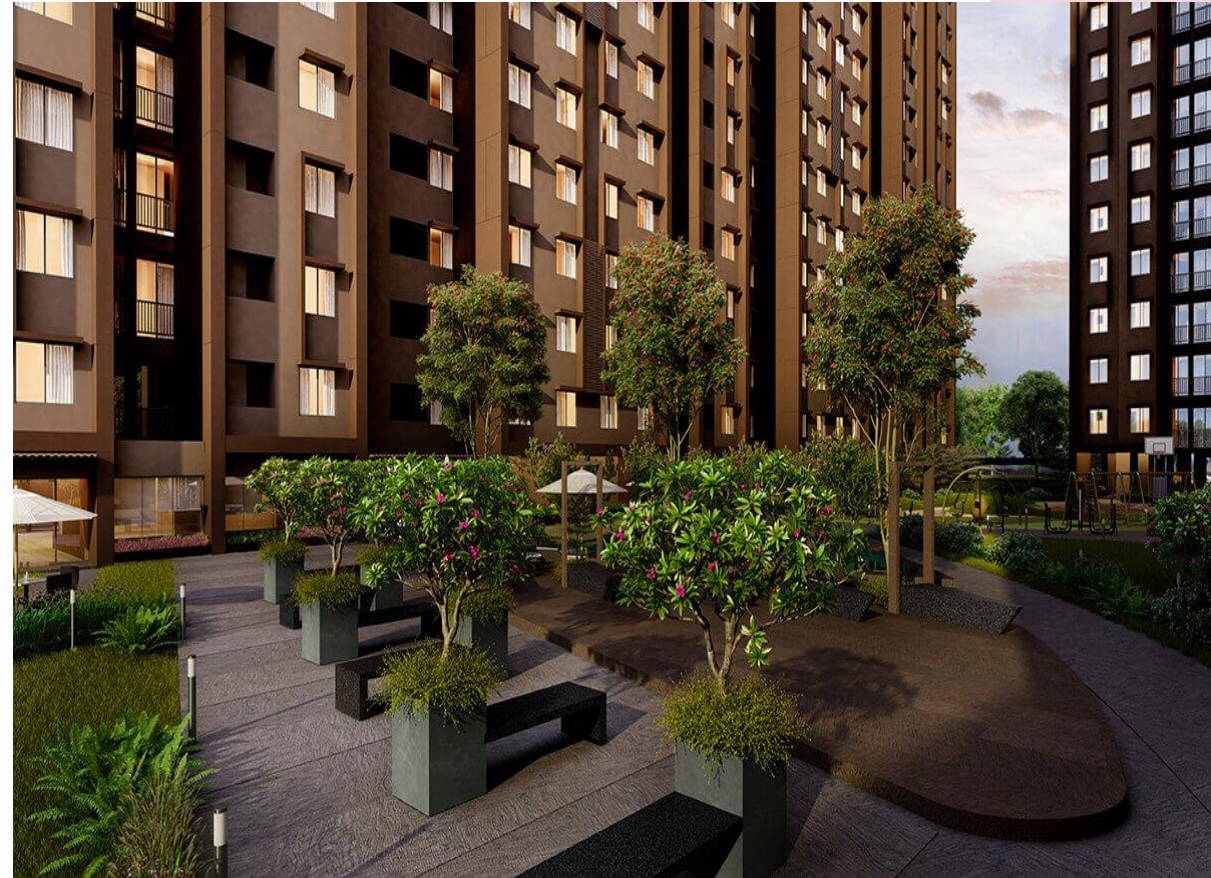


Construction at Site

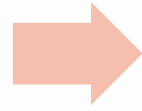


# Aavishkaar

- ❑ **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

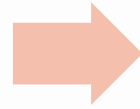
# Aavishkaar



Actual Construction Image



Strategic Performance



Financial Performance



Project Performance

# Aavishkaar

Actual Construction Image

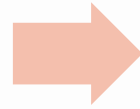


# Elan

- ❑ **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



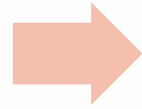
Project Performance

# Elan



Actual Construction Image

Strategic Performance



Financial Performance



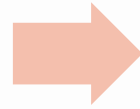
Project Performance

## 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

# Immediate Project Pipeline

## New Project, Bengaluru\* (Bel Air)

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

\* Sale Deed of Land executed  
Plans under approval  
Planning to Launch in Feb-20

## New Project, Ahmedabad (Uplands TWO – Monogram Living)

- ❑ Land Area: 15 Acres
- ❑ Built Up Area: 3.25 lacs Sft
- ❑ Product Type: Residential Villa
- ❑ Deal Structure: Outright Purchase

\*\* Development Agreement of Land executed  
Plans approved  
RERA applied  
Planning to Launch in Feb-20

# Thank You

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## **Arvind SmartSpaces Ltd**

(CIN: L45201GJ2008PLC055771)

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

24, Govt. Servant's Society,

Adj. Municipal Market,

C. G. Road, Ahmedabad- 380009

Tel: +91 79 68267000

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

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Chief Financial Officer

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

#### **Prakash Makwana**

Company Secretary

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#### **Jagdish Dalal**

Investor Relations

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

#### **Disclaimer:**

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

# Annexure

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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