



RESULT PRESENTATION Q4 FY 19 & FY 19

2ND MAY 2019

ARVIND SMARTSPACES

KEY DEVELOPMENTS – OPERATIONS

New Sales

- ✓ MIS Sales for Q4 FY19 is **Rs. 4,812 lacs** across projects
- ✓ MIS Sales for FY19 is **Rs. 276,73 lacs** across projects

Project Completion

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

Ongoing Projects

- ✓ Currently, executing **8** projects in Ahmedabad, Bengaluru and Pune measuring **13.17 Million sq ft** of developable area (Skylands, Uplands, Beyond Five, Megaestate, Megapark, Oasis, Aavishkaar and Elan)

Others

- ✓ Started operation in Pune City with the launch of its first Project **“Arvind Elan”** at Kothrud Road, Pune
- ✓ Recommended a dividend of Rs. 1.50 per Share subject to approval of members of the Company at the forthcoming Annual General Meeting

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

19th April 2018

Project Arvind Uplands awarded for **“Creating high quality lifestyle villas in Gujarat”** at 3rd 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



CONSOLIDATED FINANCIALS FOR FY 19

Revenue	<ul style="list-style-type: none">✓ Revenue of Rs. 26,435 lacs during FY19
EBITDA	<ul style="list-style-type: none">✓ EBITDA of Rs. 7,024 lacs during FY19✓ EBITDA margin at 27%
PBT	<ul style="list-style-type: none">✓ PBT of Rs. 4,783 lacs during FY19✓ PBT margin at 18%
PAT	<ul style="list-style-type: none">✓ PAT after OCI of Rs. 3,064 lacs during FY19✓ PAT margin at 12%

Note :-

Due to implementation of IND AS 115, the company has taken modified retrospective approach and not restated the numbers of previous financial year. Hence figures of previous year is not comparable & not given here.

CONSOLIDATED FINANCIALS FOR Q4 FY19

Revenue	<ul style="list-style-type: none">✓ Revenue of Rs. 11,260 lacs during Q4 FY19
EBITDA	<ul style="list-style-type: none">✓ EBITDA of Rs. 3,381 lacs during Q4 FY19✓ EBITDA margin at 30%
PBT	<ul style="list-style-type: none">✓ PBT of Rs. 2,753 lacs during Q4 FY19✓ PBT margin at 24%
PAT	<ul style="list-style-type: none">✓ PAT after OCI of Rs. 1,749 lacs during Q4 FY19✓ PAT margin at 16%

Note :-

Due to implementation of IND AS 115, the company has taken modified retrospective approach and not restated the numbers of previous financial quarter. Hence figures of previous quarter is not comparable & not given here.

FINANCIALS - OTHERS

Collections

- ✓ Total collections of **Rs. 6,167 lacs** during Q4 FY19
- ✓ Resulted into positive Net Operational cash flow of **Rs. 672 lacs**

Unrecognized Revenue *

- ✓ Unrecognized revenue from sold units is about **Rs. 612 lacs**

Loan and Debt

- ✓ Consolidated debt as on 31st March,2019 is **Rs. 17,009 lacs**
- ✓ Consolidated D/E ratio stands at **0.67.:1 ****
- ✓ Average cost of debt for FY19 is **12.00%**

* Due to implementation of IND AS 115, a new accounting standard for recognizing revenue from contracts with customers, a revenue already recognized during previous years needs to be reversed & accordingly the company has reversed a revenue of **Rs. 398 crores** as on 1st April, 2018. Out of the revenue reversed by the company, **Rs. 257 crores** are booked upto 31st March,2019

** Due to implementation of IND AS 115, the retained earnings has reduced by Rs. 80.35 crores hence D/E ratio has increased to **0.67:1**. In normal circumstances, D/E ratio would be **0.51:1**.

TABLE OF CONTENTS

Strategic Performance

Financial Performance

Project Performance

Strategic Performance

Financial Performance

Project Performance

FIVE STRATEGIC PILLARS

1. Asset light/ low capex model to optimize ROE

Focus on JD/JV deals

Focus on Residential segment (low CAPEX requirement)

No blocking of funds to create long term land bank

2. Leveraging of Arvind brand

Take advantage of Arvind's Brand equity

Focus on residential segment targeted for end use customer

Expand in mini-metros like Ahmedabad and Bangalore; Explore new markets such as Pune where Arvind brand is more visible

3. Low Financial and Operational Leveraging

Optimum D/E ratio:

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

Lean organization structure by out-sourcing non-core functions

Strategic Performance

Financial Performance

Project Performance

FIVE STRATEGIC PILLARS

4. Optimum/ conservative risk profile

Primary focus on end-consumption residential segment

Steady and cautious geographic expansion

Conservative Legal and Technical Due-diligence of projects

Each geographic market to have reasonable critical mass

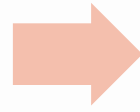
Restrict land value of project within reasonable limit

5. Innovative/Customer-Centric products, designs & services

Set industry benchmarks in Product Designs and Innovation

Partner with best in class agencies for Architecture, Landscaping , Customer Services and Designs

Leverage technology to provide best in class experience and service to the customers

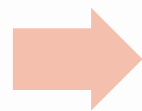


IND AS 115

Impact of application of IND AS 115 – Revenue from contracts from customer (the new revenue recognition standard)

- IND AS 115 – Revenue from Contracts with Customer has been notified by Minister of Corporate Affairs (MCA) on March 28, 2018 and its effective from April 01, 2018. Hence, from April 01, 2018, revenue recognition is driven by this standard. This has resulted into recognition of revenue based upon point at a time (Completion Contract Method)
- Current year numbers got positively impacted due to change in accounting standard. Details of the same are mentioned in Slide No. 13.
- Accordingly the Company has opted to apply the modified retrospective approach and in respect of the contracts which are not completed on or before April 01, 2018, the Company has reversed the revenue recognized and costs thereof by debit to the retained earnings
- Accordingly the comparative figures of previous periods have not been restated and hence not comparable with current period figures

Strategic Performance



Financial Performance



Project Performance

IMPACT OF IND AS 115

Restated Consolidated Profit & Loss statement for the year Ended 31.03.2019

Rs. Crs.

Particulars	Revenue	Profit Before Tax	Profit after Tax	EPS – Rs.
As Reported – new Standard	264.4	47.8	30.6	6.8
Change on adoption of IND AS 115	(96.3)	(17.8)	(12.2)	(3.0)
As per Old Standard	168.1	30.0	18.4	3.8

Restated Networth as on 31.03.2018

Particulars	Rs. Crores
Networth (as reported on 31.03.18)	295
Change in the net worth on adoption of IND AS 115 (Net of Taxes)	(80)
Networth on adoption of IND AS 115 on 31.03.18	215

Strategic Performance

Financial Performance

Project Performance

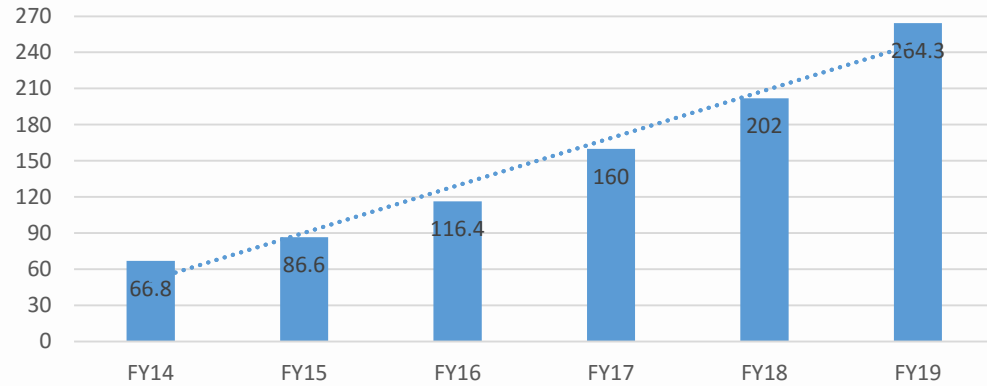
FINANCIAL SNAPSHOTS (PAST YEARS)

Rs. in Crores

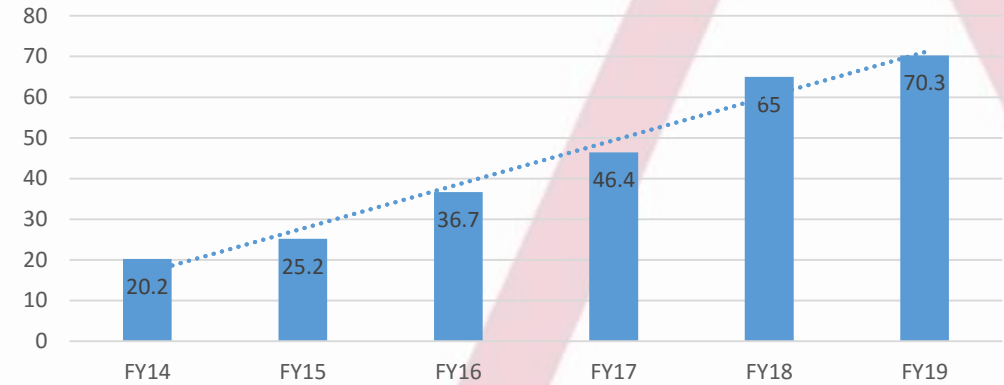
Particular	FY14	FY15	FY16	FY17	FY18	FY19	Growth %
Topline	66.8	86.6	116.4	160.0	202.0	264.3	296%
EBITDA	20.2	25.2	36.7	46.4	65.0	70.3	249%
EBITDA %	30%	29%	32%	29%	32%	27%	
PAT	9.3	10.6	17.2	21.0	30	30.6	232%
PAT %	14%	12%	15%	13%	15%	12%	

FINANCIAL SNAPSHOTS (PAST YEARS)

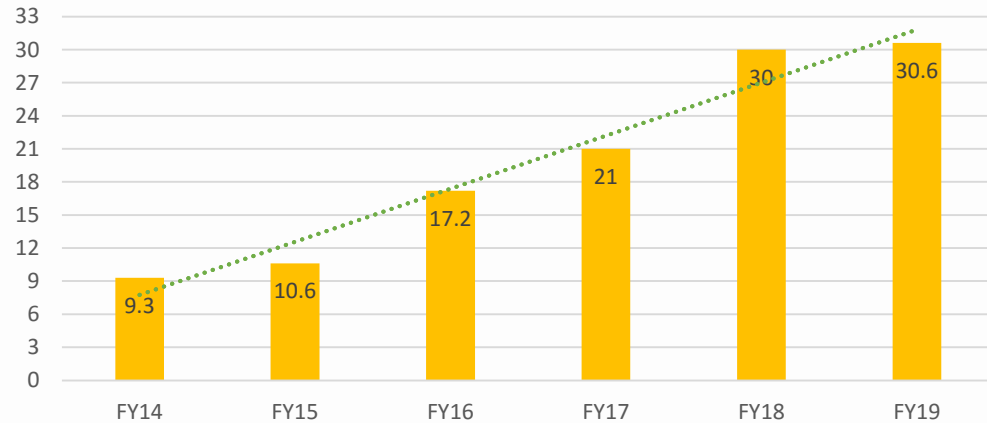
Topline (₹. in Crores)



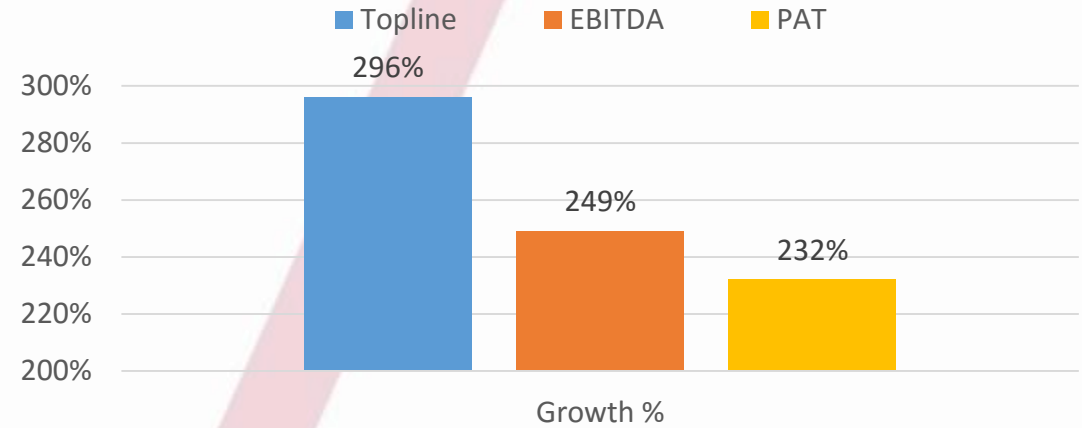
EBIDTA (₹ in Crores)



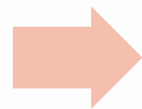
PAT (₹ in Crores)



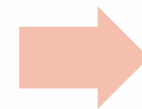
Growth YOY %



Strategic Performance



Financial Performance

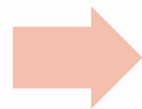


Project Performance

SALES HIGHLIGHTS - YEAR

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

Strategic Performance



Financial Performance

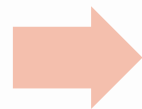


Project Performance

SALES HIGHLIGHTS - QUARTER

Particulars	Q4 FY19	Q4 FY18	Growth %	FY19	Growth %
Area Sold (Sq. Ft.)	2,05,595	1,88,639	9%	7,69,227	29%
Booking Value (INR Cr.)	50.83	42.37	20%	280.53	170%

Strategic Performance



Financial Performance



Project Performance

INVENTORY – No. of Units Available for Sale

Particulars	As on April 1, 2017	As on April 1, 2018	As on March 31, 2019	Growth % YOY
No. of Units available for sale	1,444	1,307	2,597	80%

FINANCIAL SNAPSHOTS (CONSOLIDATED QUARTER)

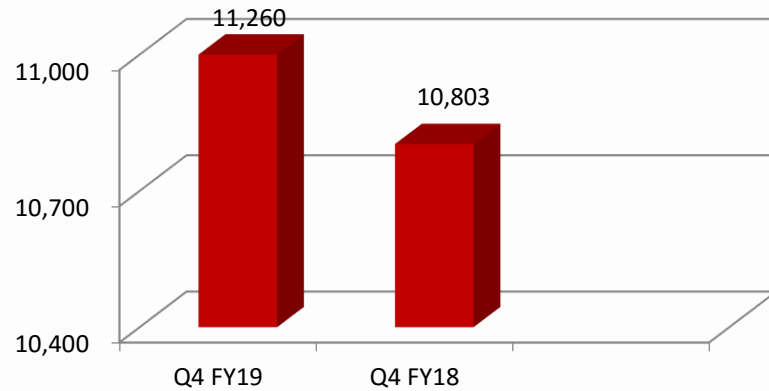
Rs. in Crores

Particular	Q4 FY19	Q4 FY18 **
Topline	113	108
EBITDA	34	31
EBITDA %	30%	29%
PAT after OCI	18	16
PAT after OCI %	16%	16%

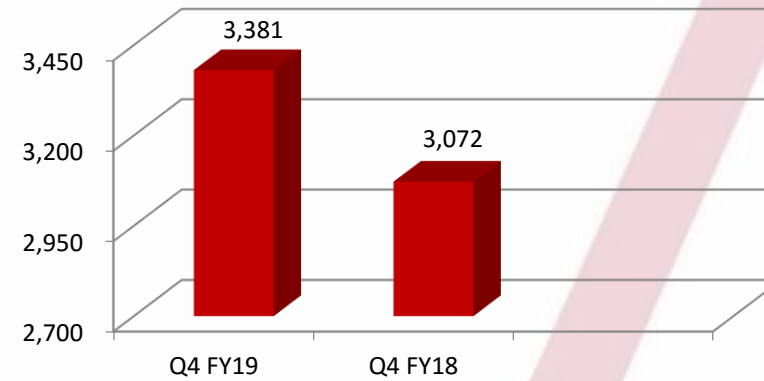
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FINANCIAL SNAPSHOT (CONSOLIDATED QUARTER)

Turnover

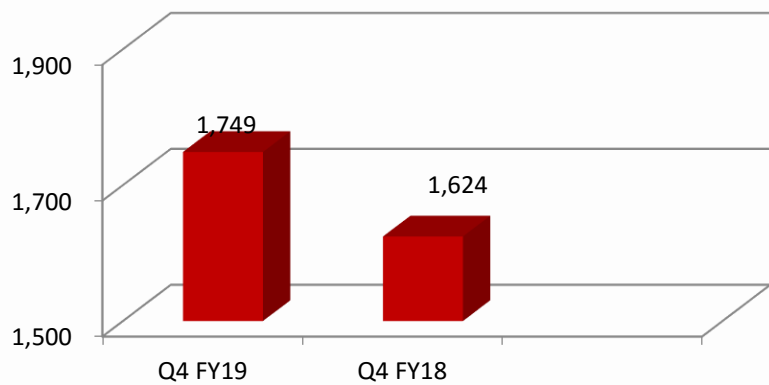


EBITDA

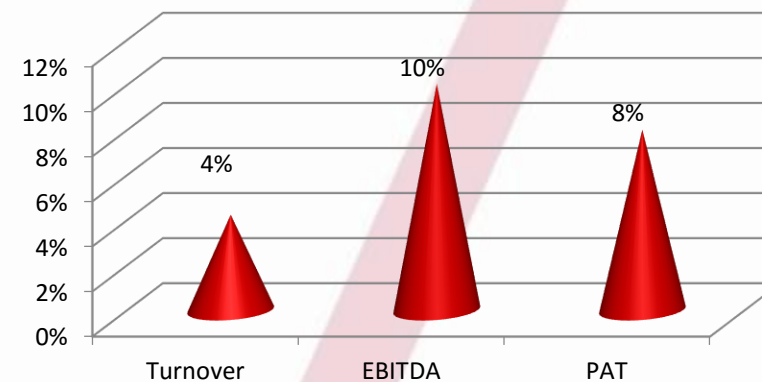


Rs. in lacs

PAT



YoY Growth %



Note :-

Due to application of IND AS 115, the comparatives have not been restated and hence not comparable with previous quarter figures.

Strategic Performance

Financial Performance

Project Performance

FINANCIAL SNAPSHOTS (CONSOLIDATED YEAR)

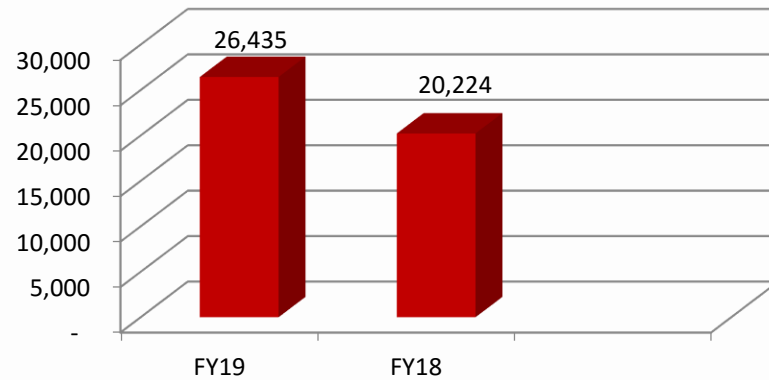
Rs. in Crores

Particular	FY19	FY18 **
Topline	264	202
EBITDA	70	65
EBITDA %	27%	33%
PAT after OCI	31	30
PAT after OCI %	12%	15%

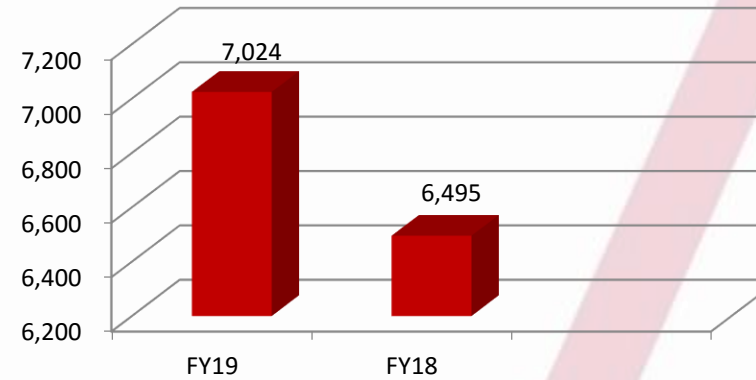
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FINANCIAL SNAPSHOT (CONSOLIDATED YEAR)

Turnover

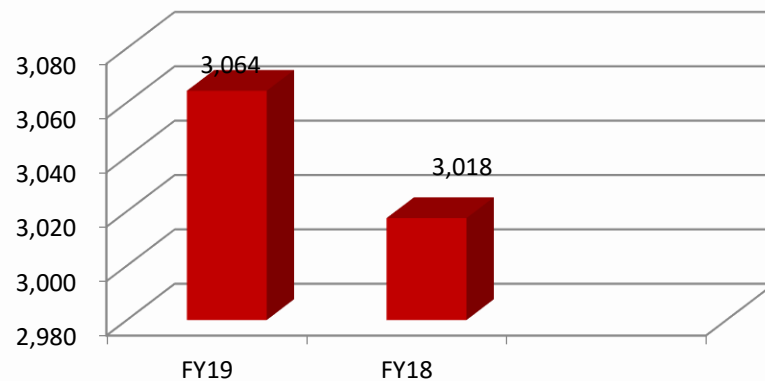


EBITDA

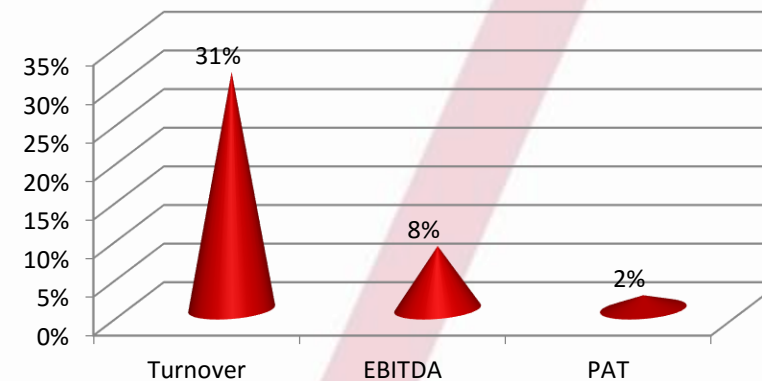


Rs. in lacs

PAT



YoY Growth %



Note :-

Due to application of IND AS 115, the comparatives have not been restated and hence not comparable with previous quarter figures.

Strategic Performance

Financial Performance

Project Performance

CASH FLOW – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Notes	Particulars	Q4 FY19	FY19
A	Operating Cash Flow		
	Residential sales cash flow	6,122	20,862
	Commercial sales cash flow	117	542
	Total Operating cash Flow	6,239	21,404
	Construction and related outflow	3,540	14,206
	Other project related outflow	1,153	4,097
	Total Operating cash outflow	4,693	18,303
	Net Operating cash Flow	1,546	3,101

Continued...

CASH FLOW – ABSTRACT (CONSOLIDATED)

Notes	Particulars	Q4 FY19	FY19
B	Financial Cash Flow		
	Inflow on Capital	1,182	3,272
	Interest and corporate taxes	-600	-3,142
	Net financial Cash Flow	582	130
C	Capital Cash Flow		
	Land & approval related outflow	-273	-3,171
	Advance to JV Partners	-	-
	Net capital Cash Flow	-273	-3,171
D	Adjustment for JV Projects	-	-
(A+B+C+D)	Total net ASL cashflow	1,855	60
E	Other IND AS Adjustment	-	-
(A+B+C+D+E)	(Increase)/Decrease in Net Debt under IND AS	1,855	60

Rs. in lacs

Strategic Performance

Financial Performance

Project Performance

BALANCE SHEET – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	As on 31.03.2019	As on 31.03.2018
Property plant and equipment	962	992
Capital work in progress	1,416	1,219
Non-current financial assets	4,400	648
Other non current assets	47	110
Inventories	62,644	35,090
Investments in JV	159	182
Current financial assets	5,382	19,043
Other current assets	2,694	2,321
Total Assets	77,705	59,605

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BALANCE SHEET – ABSTRACT (CONSOLIDATED)

Rs. in lacs

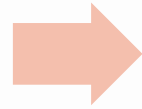
Particulars	As on 31.03.2019	As on 31.03.2018
Equities	26,500	31,408
Non current financial liabilities	8,227	12,009
Other non current liabilities	0	0
Current financial liabilities	16,402	12,400
Other current liabilities	26,576	3,788
Total Equity and Liabilities	77,705	59,605

Note :-

Balance – sheet size increased by Rs. 181 crores mainly on account of two reasons

- Reversal of income & cost due to IND AS 115
- Increase in WIP of new as well as ongoing projects

Strategic Performance



Financial Performance



Project Performance

PROFIT & LOSS ACCOUNT – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	Q4 FY19	Q4 FY18	% of Growth **
Net Sales/Income from Operations	11,260	10,427	
Other Income	54	376	
Total Revenue	11,260	10,803	
Operating Costs	5,989	4,767	
Employee Benefit Expenses	568	588	
Other Costs	1,323	2,377	
Total Expenditure	7,880	7,731	
EBITDA	3,381	3,072	
EBITDA %	30%	29%	

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PROFIT & LOSS ACCOUNT – ABSTRACT (CONSOLIDATED)

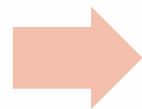
Rs. in lacs

Particulars	Q4 FY19	Q4 FY18	% of Growth **
Depreciation and Amortization	29	27	
Finance Cost	599	417	
PBT	2,753	2,627	
PBT %	25%	25%	
Tax Expenses	946	911	
Share of JV/Non-Controlling Interest	(61)	(92)	
OCI (net of tax)	2	(5)	
PAT after OCI	1,749	1,619	
PAT %	16%	16%	

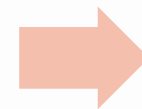
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Note: Figures have been regrouped & reclassified, wherever necessary

Strategic Performance



Financial Performance



Project Performance

PROFIT & LOSS ACCOUNT – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	FY19	FY18	% of Growth **
Net Sales/Income from Operations	26,209	19,825	
Other Income	226	399	
Total Revenue	26,435	20,224	
Operating Costs	12,973	8,065	
Employee Benefit Expenses	2,136	1,647	
Other Costs	4,302	4,017	
Total Expenditure	19,411	13,729	
EBITDA	7,024	6,495	
EBITDA %	27%	33%	

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PROFIT & LOSS ACCOUNT – ABSTRACT (CONSOLIDATED)

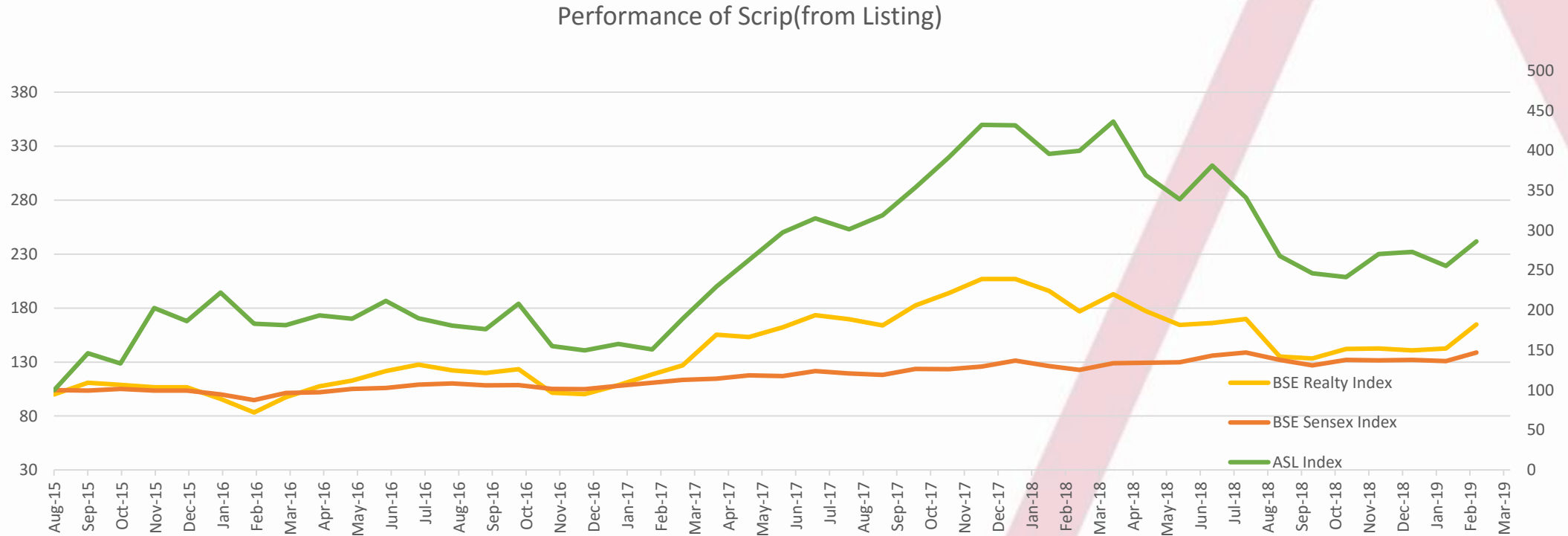
Rs. in lacs

Particulars	FY19	FY18	% of Growth **
Depreciation and Amortization	115	109	
Finance Cost	2,126	1,539	
PBT	4,783	4,847	
PBT %	18%	24%	
Tax Expenses	1,661	1,690	
Share of JV/Non-Controlling Interest	(54)	(139)	
OCI (net of tax)	(3)	(6)	
PAT after OCI	3,064	3,011	
PAT %	12%	15%	

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PERFORMANCE OF SCRIP (FROM LISTING)

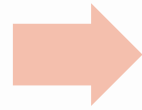


Note :

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

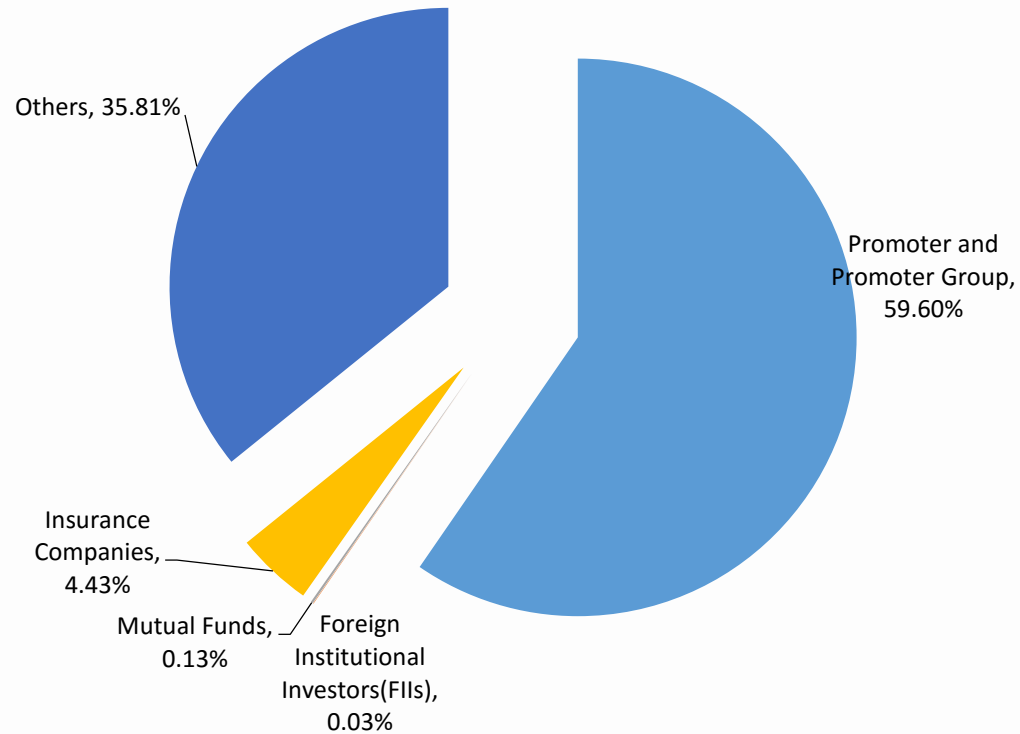


Financial Performance



Project Performance

SHAREHOLDING PATTERN (%)



Category	31-Mar-19	31-Dec-18	30-Sept-18	30-Jun-18
Promoter and Promoter Group	59.60%	59.83%	60.22%	60.18%
Foreign Institutional Investors(FIIs)	0.03%	0.03%	0.10%	0.19%
Mutual Funds	0.13%	0.13%	0.13%	0.13%
Insurance Companies	4.43%	4.44%	4.47%	4.47%
Others	35.81%	35.56%	35.08%	35.03%

No. of Shareholders as on 31st March,2019: **117,101**

Strategic Performance

Financial Performance

Project Performance

PROJECT PORTFOLIO

Completed Projects

Arvind
ALCOVE
your plan for second life

Arvind
EXPANSIA

Arvind
MEGATRADE

Arvind | Citadel
An opportunity for more me-time

Parishkaar
2 & 3 BHK 700+ Lifestyle Apartments

TRADE
SQUARE
@Khokhra

Arvind
SPORCIA
STAY WHERE YOU PLAY

Ongoing Projects

UPLANDS
GOLF • LIVING • LEISURE

beyond five

Arvind
MEGAESTATE

Arvind
Oasis
SOOTHING AQUA HOMES

Arvind
MEGAPARK

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

Arvind
aavishkaar

elan
— by Arvind

Arvind **SMARTSPACES**

Strategic Performance

Financial Performance

Project Performance

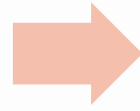
PROJECT TILL DATE SYNOPSIS

Residential Projects	Est. Area (sqft)	Area Booked Till Date (sqft)	Inventory as on Date (sqft)	Booking Value till Date (Rs. Lac)	Revenue Recognized till Date (Rs. Lac)	Project Completion (%)	Avg. Price (Rs./sqft)
Alcove	1,032,660	976,734	55,926	2,288	2,288	100	234
Megatrade	80,914	67,502	13,412	2,797	2,797	100	4,143
Parishkaar/ Tradesquare*	915,809	915,809	-	25,423	25,423	100	2,776
Sporcia	492,062	478,709	13,353	22,542	19,651	100	4,709
Uplands (Phase I)	31,92,901	23,87,663	8,05,238	33,960	4,486	79	1,422**
Citadel	101,859	101,859	-	5,515	5,515	100	5,415
Expansia	140,276	1,33,982	6,293	7,045	7,105	100	5,258
Megaestate (Phase I)	63,119	27,533	35,586	800	-	100	2,906
Beyond Five	6,674,310	168,930	65,05,380	1,186	-	-	702

* 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



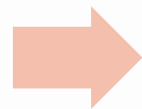
Project Performance

PROJECT TILL DATE SYNOPSIS

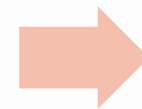
Residential Projects	Est. Area (sqft)	Area Booked Till Date (sqft)	Inventory as on Date (sqft)	Booking Value till Date (Rs. Lac)	Revenue Recognized till Date (Rs. Lac)	Project Completion (%)	Avg. Price (Rs./sqft)
Megapark	923,391	3,33,900	5,89,491	1,789	1,611	100	536
Skylands	491,111	2,00,660	2,90,451	9,915	-	74	4,941
Oasis	547,428	2,09,768	3,37,660	10,310	-	-	4,915
Aavishkaar	1,139,549	1,86,700	9,52,848	4,807	-	-	2,575
Elan	1,34,952	11,240	1,23,712	1,654	-	-	14,712
Total	159,30,341	62,00,990	97,29,350	1,30,030	68,876		

** Due to implementation of IND AS 115, a new accounting standard for recognizing revenue from contracts with customers, a revenue already recognized during previous years needs to be reversed & accordingly the company has reversed a revenue of **Rs. 398 crores** as on 1st April, 2018. Out of the revenue reversed by the company, **Rs. 257 crores** are booked upto 31st March, 2019.

Strategic Performance



Financial Performance



Project Performance

YEARLY SYNOPSIS

Residential Projects	Area Booked in FY19 (sqft.)	Units Booked in FY19 (nos.)	Sales Value for FY19 (Rs. Lac)	Amount Collected in FY19 (Rs. Lac)	Revenue Recognized in FY19 (Rs. Lac)
Sporcia	52,624	48	3,145	8,105	19.651
Uplands	1,71,135	5	3,696	6,507	4,486
Citadel	-	-	-	-	-
Expansia	3,670	1	173	84	-
Megaestate	7,756	4	236	36	-
Beyond Five	(56,493)	(9)	(554)	(86)	-
Megapark	59,697	6	357	468	1,611
Skylands	70,307	56	3,849	4,566	-
Oasis	2,09,768	166	10,310	1,120	-
Aavishkaar	1,86,700	189	4.807	443	-
Elan	11,240	10	1,654	24	-

Strategic Performance

Financial Performance

Project Performance

QUARTERLY SYNOPSIS

Residential Projects	Area Booked in Q4FY19 (sqft.)	Units Booked in Q4FY19 (nos.)	Sales Value for Q4FY19 (Rs. Lac)	Amount Collected in Q4FY19 (Rs. Lac)	Revenue Recognized in Q4FY19 (Rs. Lac)
Sporcia	(7,206)	(7)	(101)	2,815	6.850
Uplands	1,24,703	1	582	1,441	4,486
Citadel	-	-	-	-	-
Expansia	-	-	-	-	-
Megaestate	2,118	1	58	10	-
Beyond Five	(18,072)	(4)	(272)	(24)	-
Megapark	11,448	2	69	127	140
Skylands	21,245	17	1,503	1,264	-
Oasis	20,297	16	1,054	660	-
Aavishkaar	21,751	22	264	110	-
Elan	11,240	10	1,654	24	-

Strategic Performance



Financial Performance



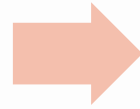
Project Performance

SPORCIA

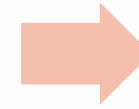
- ❑ **Location:** Hebbal, Bengaluru
- ❑ **Product:** High rise Residential Apartments
- ❑ **Project Size:** 456 Apartments
- ❑ **Deal Structure:** Outright Purchase
- ❑ **Architect:** RSP Design
- ❑ **Features:**
 - Indoor and Outdoor Sports Amenities
 - Entertainment & Health facilities
 - Landscaping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



Strategic Performance



Financial Performance



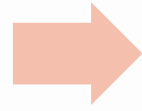
Project Performance

SPORCIA



Project Site

Strategic Performance



Financial Performance



Project Performance

SPORCIA



Project Site

Strategic Performance



Financial Performance



Project Performance

SPORCIA



Club House Interior



Strategic Performance



Financial Performance



Project Performance

SPORCIA

Sample Flat



UPLANDS

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



Strategic Performance



Financial Performance



Project Performance

UPLANDS

Rendered image



Golf Course Construction



Strategic Performance



Financial Performance



Project Performance

UPLANDS

Actual Site Image - Zen Building



Strategic Performance



Financial Performance



Project Performance

UPLANDS

Actual Site Image - Zen Cafeteria



Strategic Performance



Financial Performance



Project Performance

UPLANDS

Actual Villa Construction



Strategic Performance



Financial Performance



Project Performance

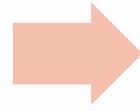
UPLANDS



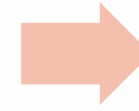
Actual Villa Construction

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Strategic Performance



Financial Performance



Project Performance

UPLANDS

Sample Villa Construction



WORKSHOP INC | TEJAS SHAH PHOTOGRAPHY

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



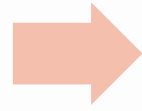
Project Performance

MEGAPARK

Construction work at Site



Strategic Performance



Financial Performance



Project Performance

MEGAPARK



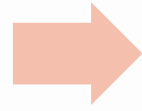
Construction work at Site –
Sample Shed

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



ARVIND SMARTSPACES

Strategic Performance



Financial Performance



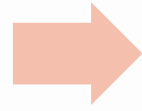
Project Performance

SKYLANDS

Model Flat



Strategic Performance



Financial Performance



Project Performance

SKYLANDS

Model Flat



Strategic Performance



Financial Performance



Project Performance

OASIS

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



Strategic Performance



Financial Performance



Project Performance

OASIS



Actual Site Image

Strategic Performance



Financial Performance



Project Performance

OASIS

Sample Flat & Sales Office Images



Strategic Performance



Financial Performance



Project Performance

AAVISHKAAR

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



Strategic Performance



Financial Performance



Project Performance

AAVISHKAAR



Actual Construction Image

ELAN

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



Strategic Performance



Financial Performance



Project Performance

ELAN



Actual Construction Image

Strategic Performance



Financial Performance



Project Performance

IMMEDIATE PROJECT PIPELINE

New Project, Bengaluru*

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

* Sale Deed of Land executed
Put up for plan approval

THANK YOU

Arvind SmartSpaces Ltd

(CIN: L45201GJ2008PLC055771)

Registered & Corporate Office:

24, Govt. Servant's Society,

Adj. Municipal Market,

C. G. Road, Ahmedabad- 380009

Tel: +91 79 30137000

www.arvindinfra.com

Investor Relations:

Mehul Shah

Chief Financial Officer

Email: mehul.shah@arvind.in

Prakash Makwana

Company Secretary

Email: prakash.makhwana@arvind.in

Jagdish Dalal

Investor Relations

Email: jagdish.dalal@arvind.in

Disclaimer:

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

ANNEXURE

Note

Considering the nature of the business carried on by the Company whereby revenues do not necessarily accrue evenly over the projects period, the revenues of the quarter and/or the year may not be strictly comparable with the results of the corresponding quarter and/or the year. Total areas of the projects are calculated based on the carpet areas, the total areas of the projects have been given merely to make them comparable with other projects of other developers across the country. All areas / configurations of projects are based on present estimates and are subject to change based on regulatory requirements and / or management decisions.

Abbreviations:

- EBITDA = Earnings before Interest, Tax, Depreciation and Amortisation
- nos. = Numbers
- PAT = Profit After Tax
- PBT = Profit Before Tax
- ROCE = Return on Capital Employed
- RONW = Return on Net Worth

- Rs. = Indian Rupees
- sqft. = Square Feet