



Result Presentation Q1 FY18

8th August, 2017

ARVIND SMARTSPACES

Key Developments – Operations

New Sales

- ✓ MIS Sales for Q1 FY18 is **Rs. 2519 lacs** across projects

Project Completion

- ✓ Till date completed and handed over **6** projects measuring total developed area of **2.27 Million sqft** as on 30th June, 2017 (Alcove, Megatrade, Parishkaar, Trade square, Expansia & Citadel)

Ongoing Projects

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

Others

- ✓ Acquired new project at Tumkur Road, Bengaluru
- ✓ Appointment of Mr. Nirav Shah as Independent Director on the Board
- ✓ Uplands by Arvind SmartSpaces has been awarded “**Design Project of the Year**” at 9th **Realty Plus Conclave & Excellence Awards 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

- 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**



Consolidated Financials for Q1 FY18

Revenue

- ✓ Revenue of **Rs. 2999 lacs** during Q1 FY18 as against **Rs. 2251 lacs** in Q1 FY17
- ✓ Revenue up by **33% Yr-on-Yr**

EBITDA

- ✓ EBITDA of **Rs. 1144 lacs** during Q1 FY18 as against **Rs. 732 lacs** in Q1 FY17
- ✓ EBITDA up by **56% Yr-on-Yr**
- ✓ EBITDA margin at **38%**

PBT

- ✓ PBT of **Rs. 783 lacs** during Q1 FY18 as against **Rs. 438 lacs** in Q1 FY17
- ✓ PBT up by **79% Yr-on-Yr**
- ✓ PBT margin at **26%**

PAT

- ✓ PAT after OCI of **Rs. 469 lacs** during Q1 FY18 as against **Rs. 285 lacs** in Q1 FY17
- ✓ PAT up by **65% Yr-on-Yr**
- ✓ PAT margin at **16%**

Financials - Others

Collections

- ✓ Total collections of **Rs. 4122 lacs** during Q1 FY18
- ✓ Resulted into positive Net Operational cash flow of **Rs. 1279 lacs**

Unrecognized Revenue

- ✓ Unrecognized revenue from sold units is about **Rs. 28363 lacs**

Loan and Debt

- ✓ Consolidated debt as on 30th June, 2017 is **Rs. 14623 lacs**
- ✓ Consolidated D/E ratio stands at **0.75:1**
- ✓ Average cost of debt for Q1 FY18 is **10.70%**

Others

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Strategic Performance

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Strategic Performance

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Project Performance

Five Strategic Pillars

1. Asset light/ low capex model to optimize ROE

Focus on JD/JV deals

Focus on Residential segment (low CAPEX requirement)

No blocking of funds to create long term land bank

2. Leveraging of Arvind brand

Take advantage of Arvind's Brand equity

Focus on residential segment targeted for end use customer

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

3. Low Financial and Operational Leveraging

Optimum D/E ratio:

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

Lean organization structure by out-sourcing non-core functions

Strategic Performance

Financial Performance

Project Performance

Five Strategic Pillars

4. Optimum/ conservative risk profile

Primary focus on end-consumption residential segment

Steady and cautious geographic expansion

Conservative Legal and Technical Due-diligence of projects

Each geographic market to have reasonable critical mass

Restrict land value of project within reasonable limit

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

Set industry benchmarks in Product Designs and Innovation

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

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

Strategic Performance

Financial Performance

Project Performance

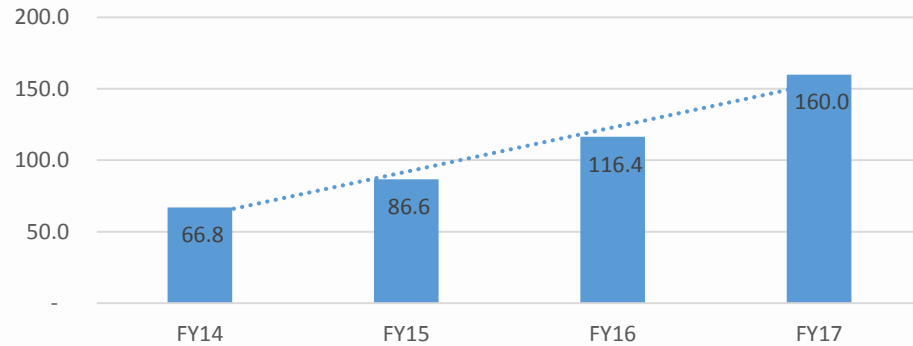
Financial Snapshots (Past Years)

Rs. in Crores

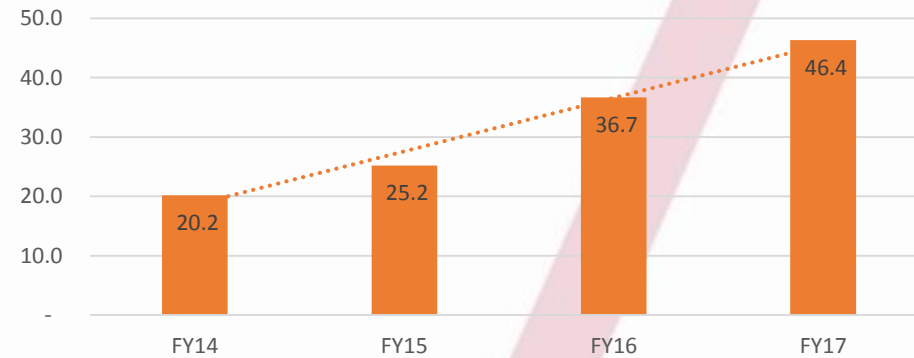
Particular	FY14	FY15	FY16	FY17	Growth %
Topline	66.8	86.6	116.4	160.0	139%
EBITDA	20.2	25.2	36.7	46.4	130%
EBITDA %	30%	29%	32%	29%	
PAT	9.3	10.6	17.2	21.0	126%
PAT %	14%	12%	15%	13%	

Financial Snapshots (Past Years)

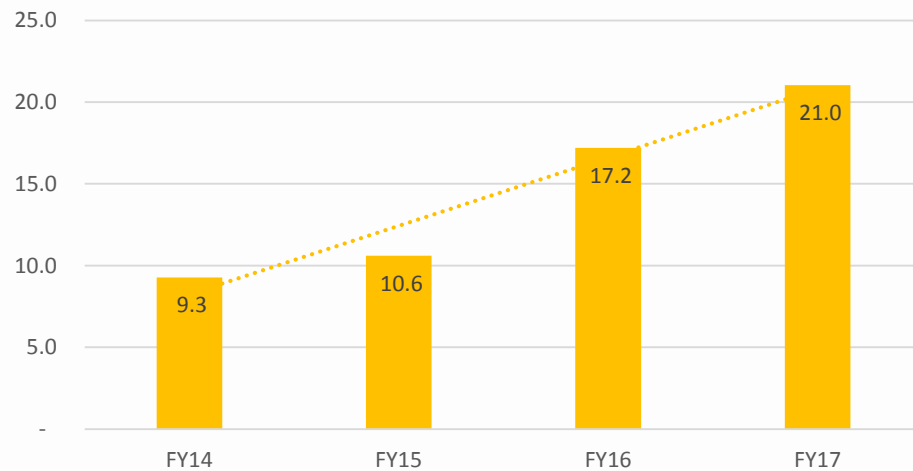
Topline (₹ in Crores)



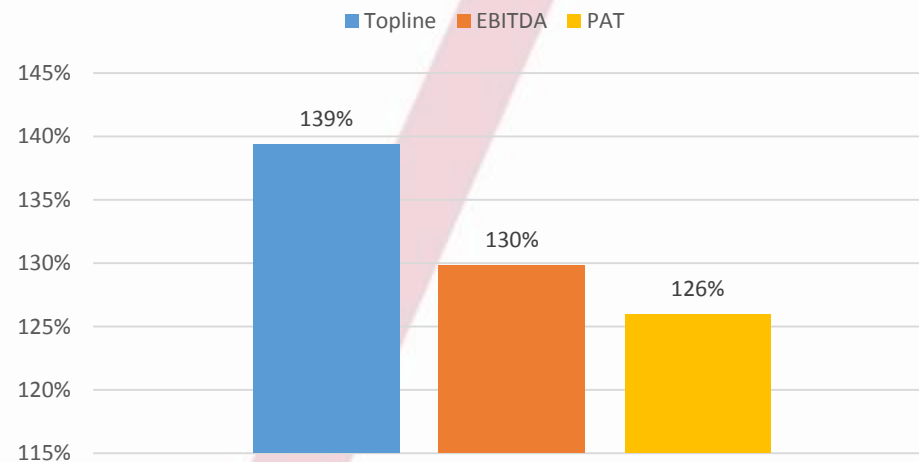
EBITDA (₹ in Crores)



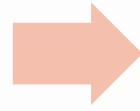
PAT (₹ in Crores)



Growth YOY %



Strategic Performance



Financial Performance



Project Performance

Financial Snapshots (Consolidated Quarter)

Rs. in Crores

Particular	Q1 FY18	Q1 FY17	Growth %
Topline	29.8	22.4	33%
EBITDA	11.4	7.3	56%
EBITDA %	38%	33%	
PAT after OCI	4.7	2.8	65%
PAT after OCI %	16%	13%	

Strategic Performance

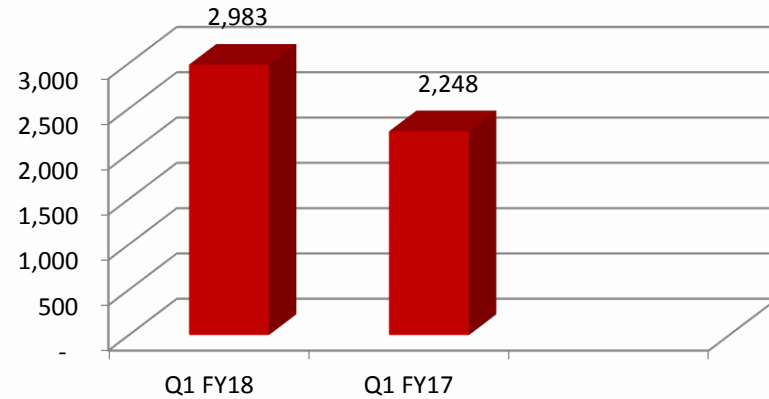
Financial Performance

Project Performance

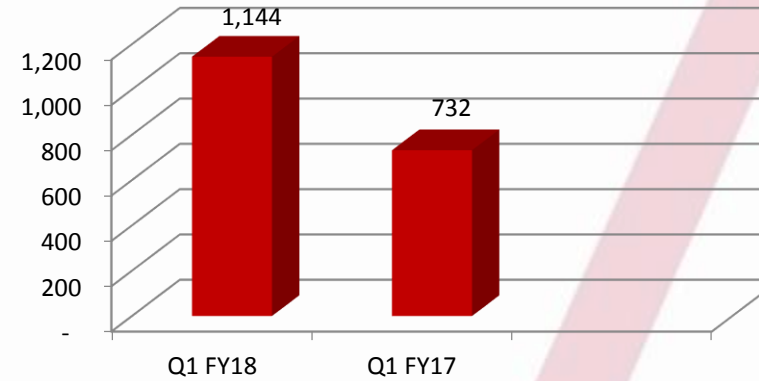
Financial Snapshot (Consolidated Quarter)

Rs. in lacs

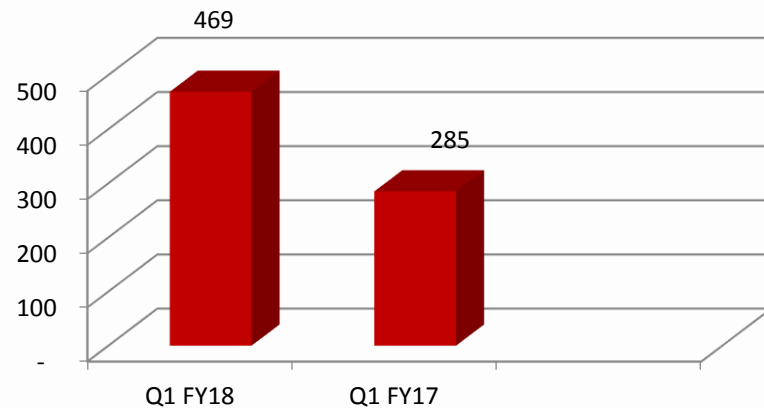
Turnover



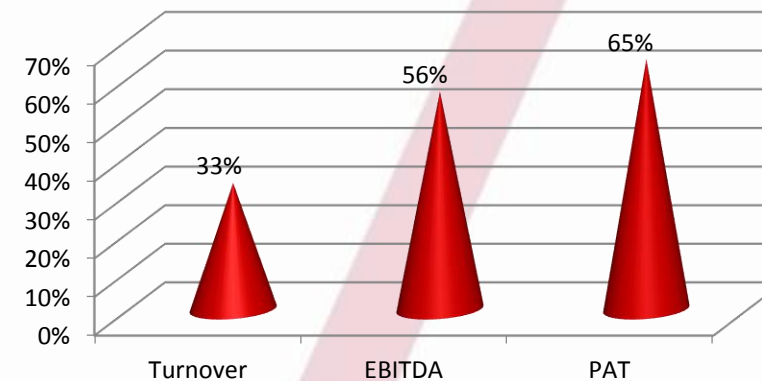
EBITDA



PAT



YoY Growth %



Strategic Performance

Financial Performance

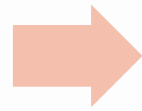
Project Performance

Balance Sheet – Abstract (Consolidated)

Rs. in lacs

Particulars	As on 30.06.2017	As on 31.03.2017
Shareholders' Fund	21,809	21,125
Non-Current Liabilities	5,053	4,968
Current Liabilities	20,545	15,055
Total Equity and Liabilities	47,407	41,149
Non-Current Assets	6,544	6,474
Current Assets	40,863	34,675
Total Assets	47,407	41,149

Strategic Performance



Financial Performance



Project Performance

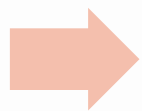
Profit and Loss Account – Abstract (Consolidated)

Rs. in lacs

Particulars	Q1FY18	Q4FY17	% of Growth
Net Sales/Income from Operations	2,983	2,248	33%
Other Operating Income	12	1	
Other Income	5	3	
Total Revenue	2,999	2,251	33%
Operating Costs	950	1,033	
Employee Benefit Expenses	356	323	
Other Costs	549	163	
Total Expenditure	1,855	1,520	
EBITDA	1,144	732	56%
EBITDA %	38%	33%	

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Strategic Performance



Financial Performance



Project Performance

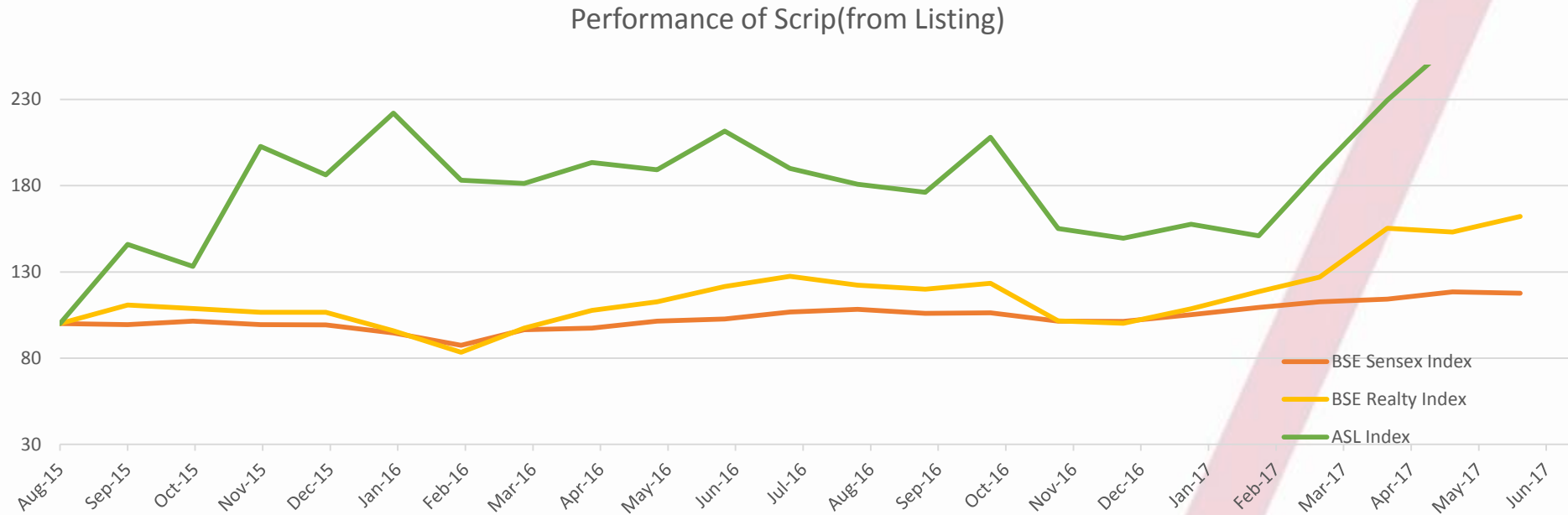
Profit and Loss Account – Abstract (Consolidated)

Rs. in lacs

Particulars	Q1FY18	Q1FY17	% of Growth
Depreciation and Amortization	27	24	
Finance Cost	334	270	
PBT	783	438	79%
PBT %	26%	19%	
Provision for Tax	290	159	
Share of JV/Non-Controlling Interest	(24)	6	
OCI (net of tax)	(0)	(0)	
PAT after OCI	469	285	65%
PAT %	16%	13%	

Note: Figures have been regrouped & reclassified, wherever necessary

Performance of Scrip (From Listing)

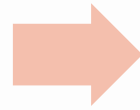


Note :

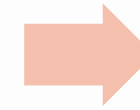
Closing levels of Sensex and Realty Index as on Aug 26, 2015 was 25,714.66 and 1,234.38 respectively, the same has been indexed to 100.

For Arvind SmartSpaces Limited, the Listed close price as on Aug 26, 2015 of Rs. 53.40 is indexed to 100.

Strategic Performance

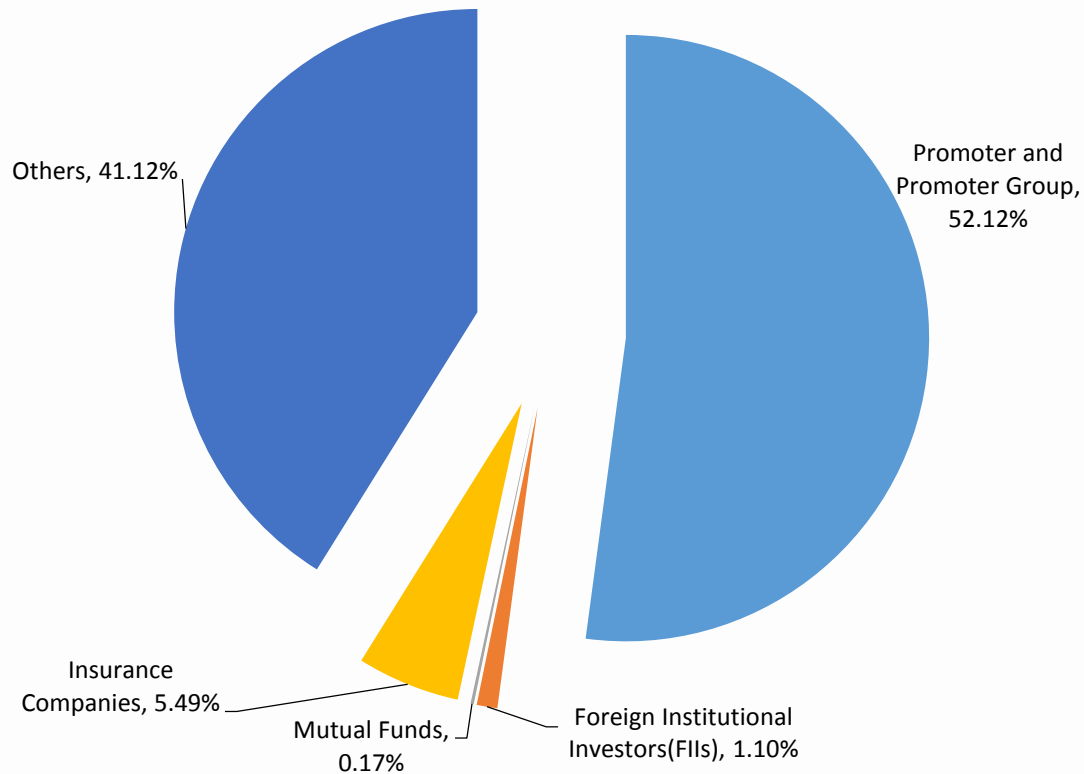


Financial Performance



Project Performance

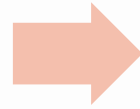
Shareholding Pattern (%)



Category	30-Jun-17	31-Mar-17	30-Jun-16
Promoter and Promoter Group	52.12%	52.12%	47.37%
Foreign Institutional Investors (FIIs)	1.10%	1.75%	5.57%
Mutual Funds	0.17%	2.12%	0.50%
Insurance Companies	5.49%	5.49%	6.04%
Others	41.12%	38.52%	40.52%

No. of Shareholders as on 30th June, 2017: **130,450**

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

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	2,771	2,771	100	4,104
Parishkaar/ Tradesquare*	915,809	915,809	-	25,423	25,423	100	2,776
Sporcia	492,062	396,379	95,683	17,530	14,281	82	4,423
Uplands (Phase I)	31,92,901	1,984,824	1,208,077	26,862	10,509	43	1,353**
Citadel	101,859	98,183	3,676	5,305	5,257	100	5,403
Expansia	140,276	116,907	23,369	6,308	6,071	100	5,141
Megaestate (Phase I)	63,119	13,719	49,400	455	-	-	3,320
Beyond Five	6,674,310	254,826	6,419,484	1,968	-	-	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	126,669	796,721	810	473	64	639
Skylands	491,111	124,402	366,709	5,715	-	-	4,594
TOTAL	14,108,412	5,075,954	9,032,458	95,435	67,073		

Strategic Performance

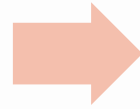
Financial Performance

Project Performance

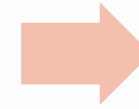
Quarterly Synopsis

Residential Projects	Area Booked in Q1FY18 (sqft.)	Units Booked in Q1FY18 (nos.)	Sales Value for Q1FY18 (Rs. Lac)	Amount Collected in Q1FY18 (Rs. Lac)	Revenue Recognized in Q1FY18 (Rs. Lac)
Sporcia	9,600	8	495	986	913
Uplands	87,120	6	1,474	1,741	1,436
Citadel	2,007	1	126	493	220
Expansia	-	-	-	178	-
Megaestate	3,758	2	116	12	-
Beyond Five	(6,399)	(1)	(42)	(9)	-
Megapark	39,600	2	235	467	473
Skylands	2,539	2	115	227	-

Strategic Performance



Financial Performance



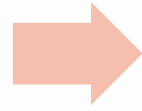
Project Performance

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



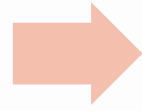
Project Performance

Sporcia



Overall Site Progress

Strategic Performance



Financial Performance



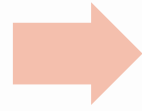
Project Performance

Sporcia



Overall Site Progress

Strategic Performance



Financial Performance



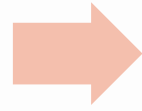
Project Performance

Sporcia



Club House Construction

Strategic Performance



Financial Performance



Project Performance

Sporcia

Sample Flat

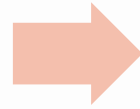


Uplands

- ❑ **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

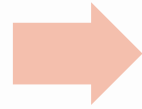
Rendered image



Golf Course Construction



Strategic Performance



Financial Performance



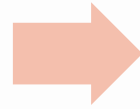
Project Performance

Uplands

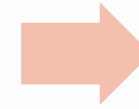
Actual Site Image - Zen Building



Strategic Performance



Financial Performance



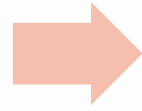
Project Performance

Uplands

Actual Site Image - Zen Cafeteria



Strategic Performance



Financial Performance



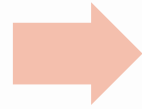
Project Performance

Uplands

Actual Villa Construction



Strategic Performance



Financial Performance



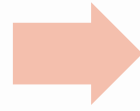
Project Performance

Uplands

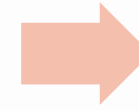
Sample Villa Construction



Strategic Performance



Financial Performance



Project Performance

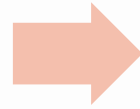
Uplands



Sample Villa Interior



Strategic Performance



Financial Performance



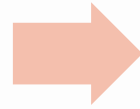
Project Performance

Beyond Five

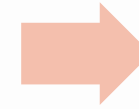
- ❑ **Location:** Moti Devti, Sanand, Ahmedabad
- ❑ **Product:** Weekend Homes - Plots
- ❑ **Project Size:** 814 Units
- ❑ **Deal Structure:** Joint Development
- ❑ **Architect:** Woods Bagot
- ❑ **Features**
 - 9 Hole Executive Golf Course
 - Clubhouse powered by SMAAASH, which is perfected by Sachin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



Strategic Performance



Financial Performance



Project Performance

Beyond Five

Villa side view



Club house

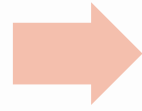


Megaestate

- ❑ **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

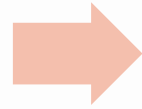


Megapark

- ❑ **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

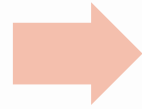
Megapark



Construction work at Site



Strategic Performance



Financial Performance



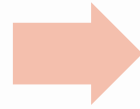
Project Performance

Megapark

Construction work at Site



Strategic Performance



Financial Performance



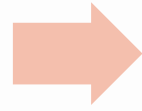
Project Performance

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

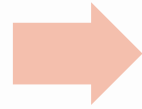


Citadel

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



Strategic Performance



Financial Performance



Project Performance

Citadel

Actual Site Images

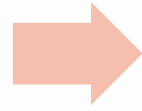


Expansia

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



Strategic Performance



Financial Performance



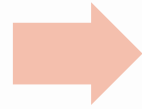
Project Performance

Expansia

Actual Site Images



Strategic Performance



Financial Performance



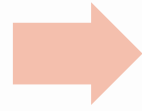
Project Performance

Expansia

Actual Site Images – Night View



Strategic Performance



Financial Performance



Project Performance

Immediate Project Pipeline

Arvind Bengaluru 4, Bengaluru*

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

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

Thank You

Arvind SmartSpaces Ltd

(CIN: L45201GJ2008PLC055771)

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Disclaimer:

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

Annexure

Note

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

Abbreviations:

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

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