



Result Presentation Q2 FY18

6th November, 2017

ARVIND SMARTSPACES

Key Developments – Operations

New Sales

- ✓ MIS Sales for Q2 FY18 is **Rs. 2532 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 September, 2017 (Alcove, Megatrade, Parishkaar, Trade square, Expansia & Citadel)

Ongoing Projects

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

Others

- ✓ Converted 31,75,000 warrants into equity shares allotted to Promoter and Promoter Group under preferential issue of Convertible Warrants
- ✓ 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
- ✓ Arvind SmartSpaces has won “**Excellence in Upgrading Lifestyle Standards**” award at the Food and Lifestyle awards organized by MyFM at Ahmedabad

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



Consolidated Financials for Q2 FY18

Revenue

- ✓ Revenue of **Rs. 3163 lacs** during Q2 FY18 as against **Rs. 2270 lacs** in Q2 FY17
- ✓ Revenue up by **39%** Yr-on-Yr

EBITDA

- ✓ EBITDA of **Rs. 1166 lacs** during Q2 FY18 as against **Rs. 647 lacs** in Q2 FY17
- ✓ EBITDA up by **80%** Yr-on-Yr
- ✓ EBITDA margin at **37%**

PBT

- ✓ PBT of **Rs. 737 lacs** during Q2 FY18 as against **Rs. 315 lacs** in Q2 FY17
- ✓ PBT up by **134%** Yr-on-Yr
- ✓ PBT margin at **23%**

PAT

- ✓ PAT after OCI of **Rs. 472 lacs** during Q2 FY18 as against **Rs. 208 lacs** in Q2 FY17
- ✓ PAT up by **127%** Yr-on-Yr
- ✓ PAT margin at **15%**

Financials - Others

Collections

- ✓ Total collections of **Rs. 2020 lacs** during Q2 FY18
- ✓ Resulted into negative Net Operational cash flow of **Rs. 1609 lacs**

Unrecognized Revenue

- ✓ Unrecognized revenue from sold units is about **Rs. 29044 lacs**

Loan and Debt

- ✓ Consolidated debt as on 30th September, 2017 is **Rs. 14043 lacs**
- ✓ Consolidated D/E ratio stands at **0.62:1**
- ✓ Average cost of debt for Q2 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%	

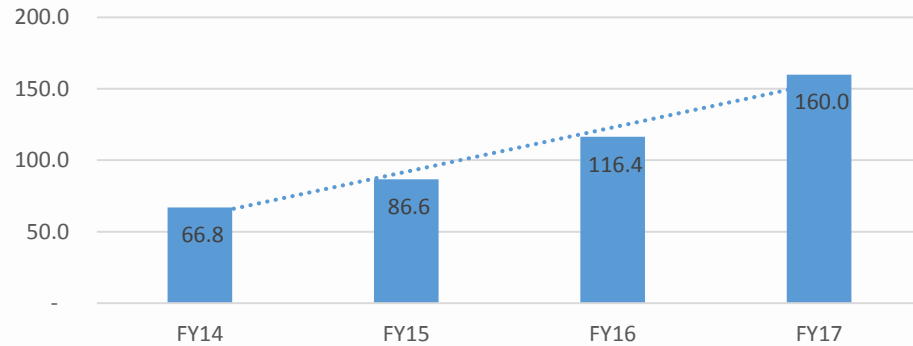
Strategic Performance

Financial Performance

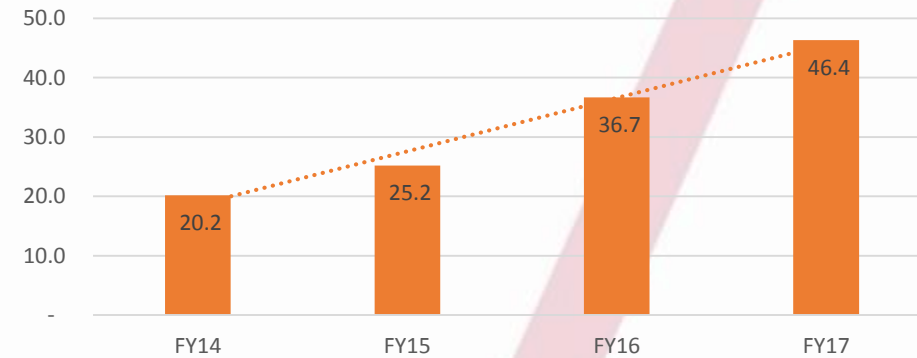
Project Performance

Financial Snapshots (Past Years)

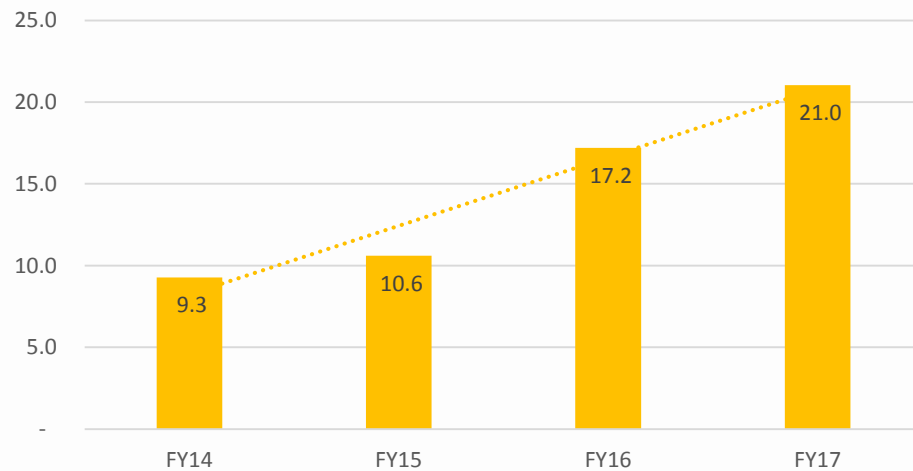
Topline (₹ in Crores)



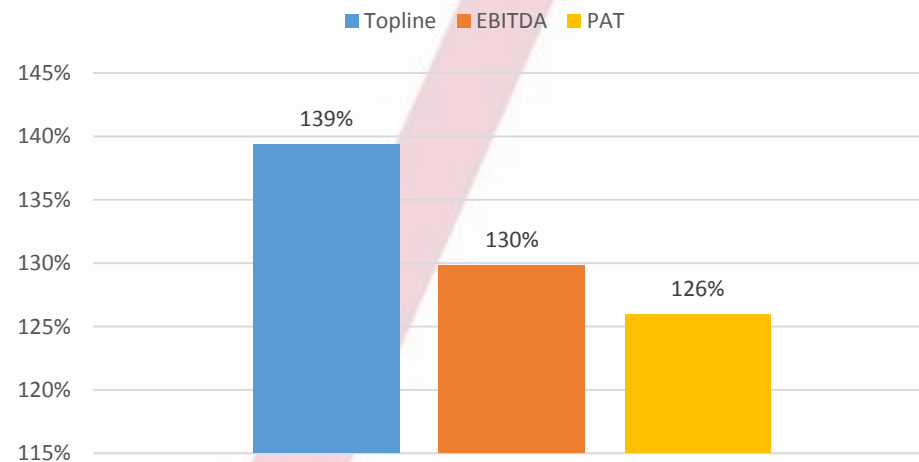
EBITDA (₹ in Crores)



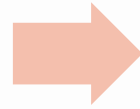
PAT (₹ in Crores)



Growth YOY %



Strategic Performance



Financial Performance



Project Performance

Financial Snapshots (Consolidated Quarter)

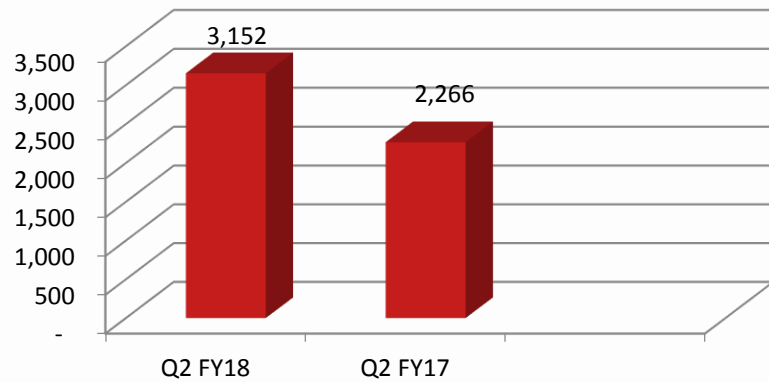
Rs. in Crores

Particular	Q2 FY18	Q2 FY17	Growth %
Topline	31.6	22.7	39%
EBITDA	11.7	6.5	80%
EBITDA %	37%	29%	
PAT after OCI	4.7	2.1	124%
PAT after OCI %	15%	9%	

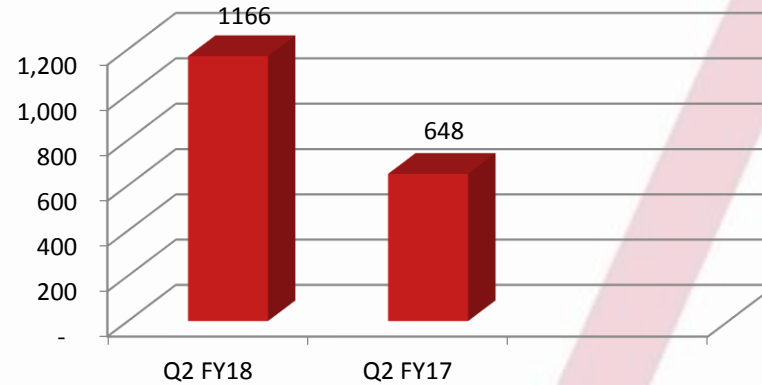
Financial Snapshot (Consolidated Quarter)

Rs. in lacs

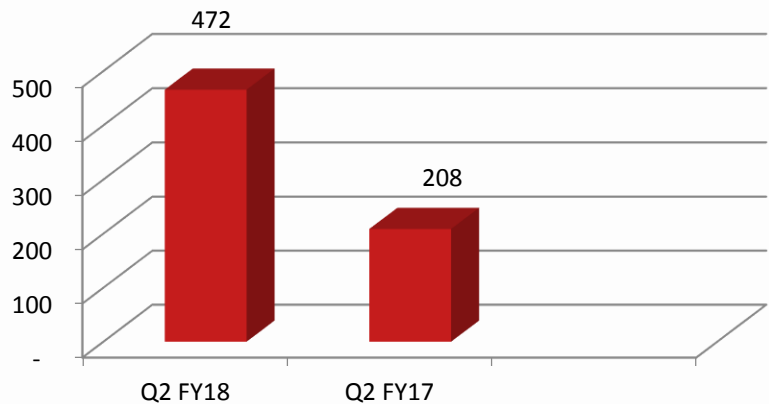
Turnover



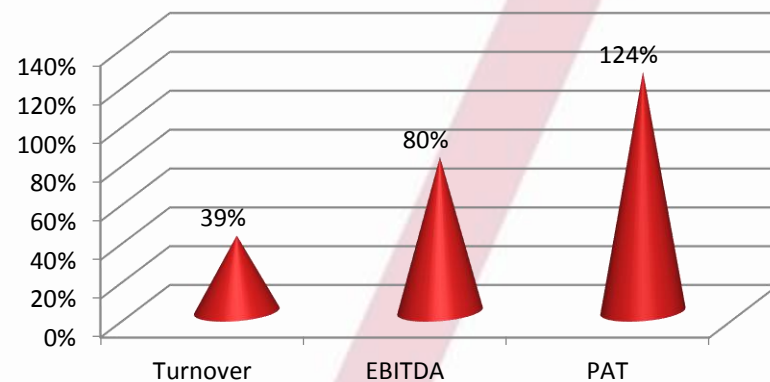
EBITDA



PAT



YoY Growth %



Strategic Performance

Financial Performance

Project Performance

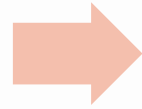
Balance Sheet – Abstract (Consolidated)

Rs. in lacs

Particulars	As on 30.09.2017
Property plant and equipment	974
Capital work in progress	1,148
Non-current financial assets	225
Other non current assets	230
Inventories	32,066
Investments in JV	228
Current financial assets	10,500
Other current assets	2,779
Total Assets	48,150

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Strategic Performance



Financial Performance



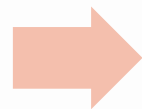
Project Performance

Balance Sheet – Abstract (Consolidated)

Rs. in lacs

Particulars	As on 30.09.2017
Equities	24,530
Non current financial liabilities	5,316
Other non current liabilities	87
Current financial liabilities	16,536
Other current liabilities	1,681
Total Equity and Liabilities	48,150

Strategic Performance



Financial Performance



Project Performance

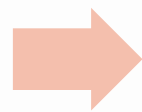
Profit and Loss Account – Abstract (Consolidated)

Rs. in lacs

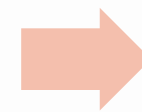
Particulars	Q2FY18	Q2FY17	% of Growth
Net Sales/Income from Operations	3152	2,266	39%
Other Income	11	3	
Total Revenue	3163	2,270	39%
Operating Costs	1092	837	
Employee Benefit Expenses	324	353	
Other Costs	578	429	
Total Expenditure	1994	1,619	
EBITDA	1169	651	80%
EBITDA %	37%	29%	

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Strategic Performance



Financial Performance



Project Performance

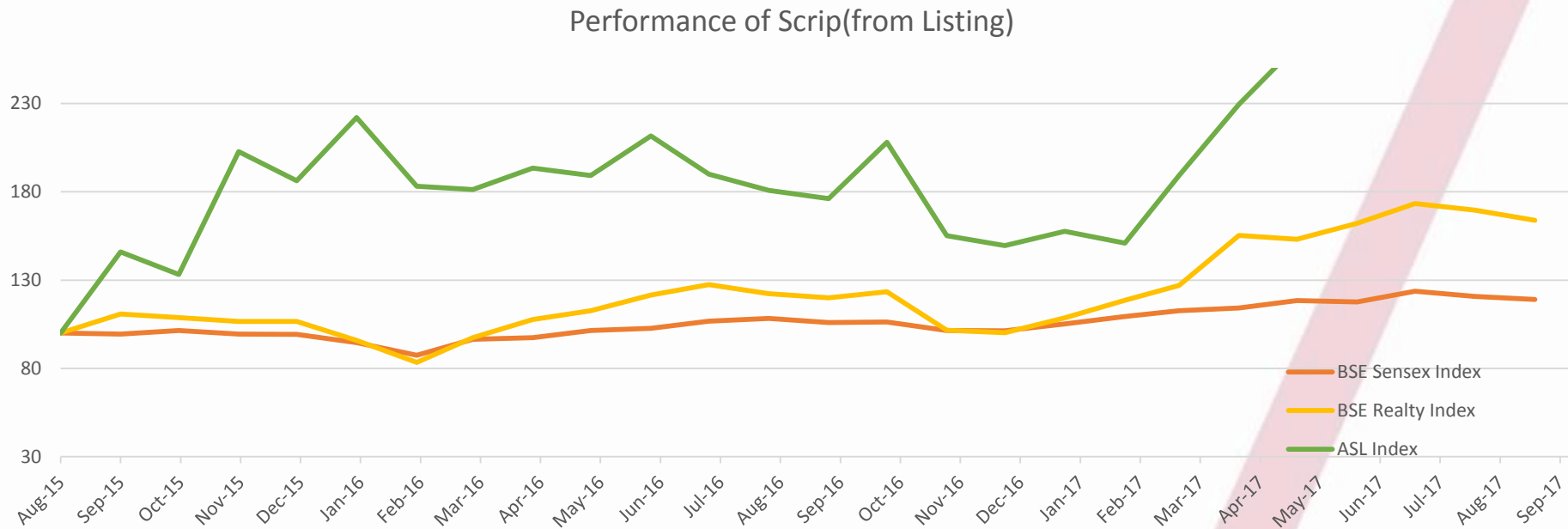
Profit and Loss Account – Abstract (Consolidated)

Rs. in lacs

Particulars	Q2FY18	Q2FY17	% of Growth
Depreciation and Amortization	28	25	
Finance Cost	401	307	
PBT	740	319	132%
PBT %	24%	14%	
Tax Expenses	258	117	
Share of JV/Non-Controlling Interest	(10)	6	
OCI (net of tax)	(0)	(0)	
PAT after OCI	472	208	123%
PAT %	15%	9%	

Note: Figures have been regrouped & reclassified, wherever necessary

Performance of Scrip (From Listing)

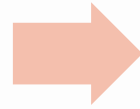


Note :

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

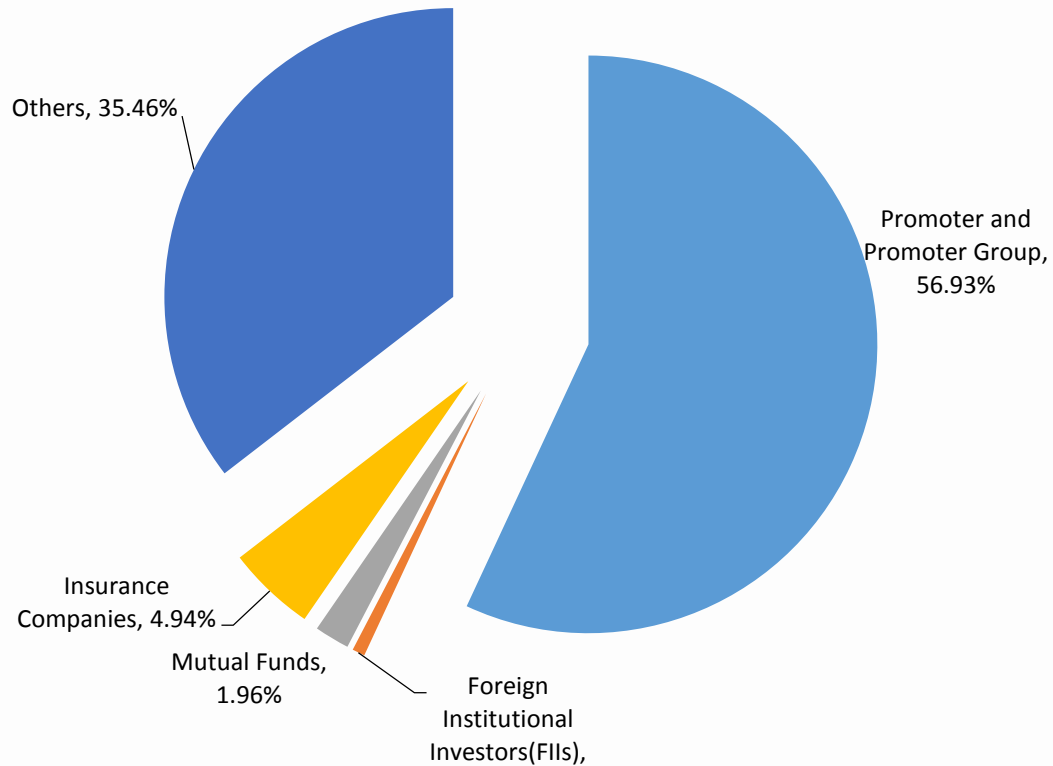


Financial Performance



Project Performance

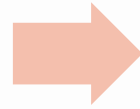
Shareholding Pattern (%)



Category	30-Sept-17	30-Jun-17	31-Mar-17
Promoter and Promoter Group	56.93%	52.12%	52.12%
Foreign Institutional Investors (FIIs)	0.71%	1.10%	1.75%
Mutual Funds	1.96%	0.17%	2.12%
Insurance Companies	4.94%	5.49%	5.49%
Others	35.46%	41.12%	38.52%

No. of Shareholders as on 30th September, 2017: **127,746**

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	396,703	95,359	17,669	15,084	86	4,424
Uplands (Phase I)	31,92,901	2,013,624	1,179,277	28,734	11,202	45	1,364**
Citadel	101,859	101,859	-	5,515	5,365	100	5,415
Expansia	140,276	116,907	23,369	6,308	6,071	100	5,141
Megaestate (Phase I)	63,119	14,140	48,979	453	-	-	2,818
Beyond Five	6,674,310	238,293	6,436,017	1,854	-	-	778

* 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	200,547	722,844	1,004	719	72	501
Skylands	491,111	122,665	368,446	5,948	-	-	4,604
TOTAL	14,108,412	5,164,783	8,943,629	97,967	68,923		

Strategic Performance

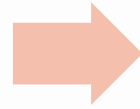
Financial Performance

Project Performance

Quarterly Synopsis

Residential Projects	Area Booked in Q2FY18 (sqft.)	Units Booked in Q2FY18 (nos.)	Sales Value for Q2FY18 (Rs. Lac)	Amount Collected in Q2FY18 (Rs. Lac)	Revenue Recognized in Q2FY18 (Rs. Lac)
Sporcia	324	1	139	724	803
Uplands	28,800	2	1,872	766	693
Citadel	3,676	2	210	271	108
Expansia	-	-	-	20	-
Megaestate	421	(1)	(2)	2	-
Beyond Five	(16,533)	(3)	(115)	(23)	-
Megapark	73,877	1	195	135	246
Skylands	(1,737)	(1)	233	78	-

Strategic Performance



Financial Performance



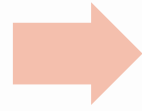
Project Performance

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



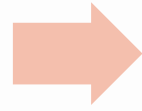
Project Performance

Sporcia

Overall Site Progress



Strategic Performance



Financial Performance



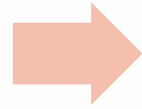
Project Performance

Sporcia



Overall Site Progress
– Block A & B

Strategic Performance



Financial Performance



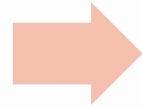
Project Performance

Sporcia

Club House Construction



Strategic Performance



Financial Performance



Project Performance

Sporcia

Sample Flat

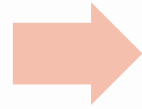


Uplands

- ❑ **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

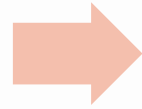
Rendered image



Golf Course Construction



Strategic Performance



Financial Performance



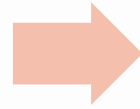
Project Performance

Uplands

Actual Site Image - Zen Building



Strategic Performance



Financial Performance



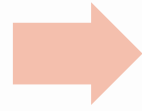
Project Performance

Uplands

Actual Site Image - Zen Cafeteria



Strategic Performance



Financial Performance



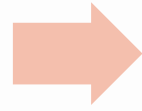
Project Performance

Uplands

Actual Villa Construction



Strategic Performance



Financial Performance



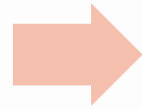
Project Performance

Uplands

Sample Villa Construction



Strategic Performance



Financial Performance



Project Performance

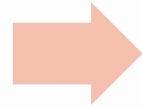
Uplands



Sample Villa Interior



Strategic Performance



Financial Performance



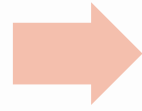
Project Performance

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

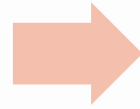


Megaestate

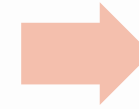
- ❑ **Location:** Naroda Road, Ahmedabad
- ❑ **Product:** Industrial Sheds
- ❑ **Project Size:** 30 Sheds (Phase I)
- ❑ **Deal Structure:** Development Agreement
- ❑ **Architect:** E-Cube
- ❑ **Features**
 - State of the art design
 - Contemporary external façade
 - Contemporary landscape design
 - Rain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



Strategic Performance



Financial Performance



Project Performance

Megaestate

Actual Site Images – Shed Construction

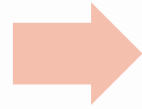


Megapark

- ❑ **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

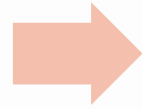
Megapark



Construction work at Site



Strategic Performance



Financial Performance



Project Performance

Megapark



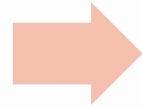
Construction work at Site –
Sample Shed

Skylands

- ❑ **Location:** Jakkur Road,
Shivanahalli, Bengaluru
- ❑ **Product:** High rise Residential Apartments
- ❑ **Project Size:** 417 Units
- ❑ **Deal Structure:** Outright Purchase
- ❑ **Architect:** Apurva Amin
- ❑ **Features**
 - Sky lounge on terrace
 - Jogging track on terrace
 - Open café on terrace
 - Star gazing deck on terrace
 - Club House with Indoor & Outdoor Sports Amenities



Strategic Performance



Financial Performance



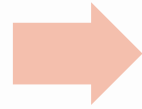
Project Performance

Skylands

Overall site View



Strategic Performance



Financial Performance



Project Performance

Skylands

Model Flat

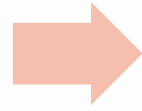


Citadel

- ❑ **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

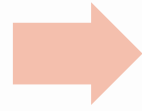


Expansia

- ❑ **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



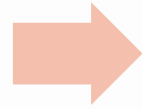
Project Performance

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

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(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