



**Result Presentation Q1 FY20**  
**5<sup>th</sup> August 2019**

**ARVIND SMARTSPACES**

# Key Developments – Operations

## New Sales

- ✓ MIS Sales for Q1 FY20 is **Rs. 3,911 lacs** across projects

## Project Completion

- ✓ Till date completed and handed over **7** projects measuring total developed area of **2.76 Million sqft** as on 30<sup>th</sup> June 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

- ✓ **Arvind Aavishkaar** has won an award for **“Affordable Housing Project of the Year”** at the Realty Plus Conclave & Excellence Award 2019
- ✓ Building Use Permission (BU) received for the project **“Arvind Megaestate”**
- ✓ Acquired land at Yelayanka, Bengaluru for new residential project



# Awards & Recognition – Till Date

- 8<sup>th</sup> May, 2015** Won the “Emerging developer of the year- Residential” award in **Realty Plus Excellence Awards**
- 8<sup>th</sup> May, 2015** Uplands won the “Luxury project of the year” award in **Realty Plus Excellence Awards**
- 20<sup>th</sup> Feb, 2016** Bagged “Emerging Developer of the Year – India” award in **ABP News Real Estate Award 2016**
- 20<sup>th</sup> Feb, 2016** Uplands won “Integrated Township of the Year – India” award in **ABP News Real Estate Award 2016**
- 11<sup>th</sup> April, 2016** Uplands has been adjudged as “Integrated Township of the year” award in **The Golden Globe Tigers Award 2016**
- 11<sup>th</sup> April, 2016** MD & CEO of the Company has been proclaimed as the “Real Estate Most Enterprising CEO of the Year” award in **The Golden Globe Tigers Award 2016**
- 1<sup>st</sup> July, 2016** Citadel has been awarded the ‘Residential Property of the Year’ by **Realty Plus Conclave & Excellence Awards (Gujarat) – 2016**



# Awards & Recognition – Till Date

- 25<sup>th</sup> Nov, 2016 Project Arvind Uplands won the “Integrated Township of the Year – India” award in **DNA Real Estate & Infrastructure Round Table & Awards**
- 6<sup>th</sup> Dec , 2016 Arvind SmartSpaces has received “Certificate of Excellence” in **ASSOCHAM Top 50 SME Index**
- 8<sup>th</sup> Dec , 2016 Project Arvind Expansia won “Residential Property of the year” award in **Realty Plus Excellence Awards (South) -2016 at Bengaluru**
- 24<sup>th</sup> Jan , 2017 Arvind SmartSpace Ltd. has been chosen as **Asia’s Greatest Brands 2016 by Asiaone Magazine for its performance in Financial Year 2015 -16**
- 24<sup>th</sup> Jan , 2017 Mr. Kamal Singal, MD & CEO of the Company has been adjudged among **Asia’s Greatest Leaders 2016**
- 30<sup>th</sup> Jun , 2017 Uplands by Arvind SmartSpaces has been awarded “Design Project of the Year” at **9th Realty Plus Conclave & Excellence Awards 2017**
- 30<sup>th</sup> Jun , 2017 Mr. Kamal Singal – MD & CEO of Arvind SmartSpaces Ltd. has been given “Scroll of Honour” at **9th Realty Plus Conclave & Excellence Awards 2017**





# Awards & Recognition – Till Date

- 6th Jul, 2017** Arvind Expansia has won **“Luxury Project of the year”** award at the National Awards for Marketing Excellence in Real Estate and Infrastructure organized by **Times Network**
- 19th Aug , 2017** Arvind SmartSpaces has won **“Excellence in Upgrading Lifestyle Standards”** award at the Food and Lifestyle awards organized by **MyFM** at Ahmedabad
- 27th Aug, 2017** Arvind SmartSpaces has won **“Leading Luxury Brand of the Year”** award in Real Estate at Globe Luxurie Decode-2017 awards organized at Dubai
- 19th April 2018** Project Arvind Uplands awarded for **“Creating high quality lifestyle villas in Gujarat”** at 3<sup>rd</sup> edition of Gujarat Real Estate Awards. Hon’ble Chief Minister of Gujarat Shri Vijay Rupani presented the award to Mr. Kamal Singal.
- 26th Sept 2018** Arvind SmartSpaces Limited bagged International award of **“Prestigious Brand of Asia 2018-19”** in real estate category at **The Global Business Symposium 2018** held at Dubai



# Awards & Recognition – Till Date

14th June, 2019

Arvind Aavishkaar has won “Affordable Housing Project of the Year” award at the Realty Plus Conclave & Excellence Award 2019





# Consolidated Financials for Q1 FY20

## Revenue

- ✓ Revenue of **Rs. 3,681 lacs** during Q1 FY20 as against **Rs. 2,815 lacs** in Q1 FY19
- ✓ Revenue up by **31%** Yr-on-Yr

## EBITDA

- ✓ EBITDA of **Rs. 1,065 lacs** during Q1 FY20 as against **Rs. 649 lacs** in Q1 FY19
- ✓ EBITDA up by **64%** Yr-on-Yr
- ✓ EBITDA margin at **29%**

## PBT

- ✓ PBT of **Rs. 503 lacs** during Q1 FY20 as against **Rs. 161 lacs** in Q1 FY19
- ✓ PBT up by **211%** Yr-on-Yr
- ✓ PBT margin at **14%**

## PAT

- ✓ PAT after OCI of **Rs. 258 lacs** during Q1 FY20 as against **Rs. 114 lacs** in Q1 FY19
- ✓ PAT up by **126%** Yr-on-Yr
- ✓ PAT margin at **7%**

# Financials - Others

## Collections

- ✓ Total collections of **Rs. 6,148 lacs** during Q1 FY20
- ✓ Resulted into positive Net Operational cash flow of **Rs. 1,458 lacs**

## Unrecognized Revenue

- ✓ Unrecognized revenue from sold units is about **Rs. 60,722 lacs**

## Loan and Debt

- ✓ Consolidated debt as on 30<sup>th</sup> June, 2019 is **Rs. 21,856 lacs**
- ✓ Consolidated D/E ratio stands at **0.70.:1**
- ✓ Average cost of debt for Q1 FY20 is **11.88%**



# 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

Strategic Performance

Financial Performance

Project Performance

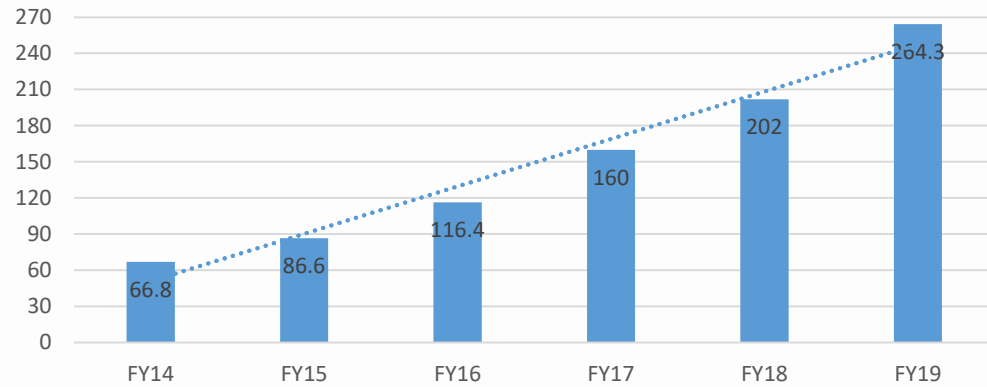
## Financial Snapshots (Past Years)

Rs. in Crores

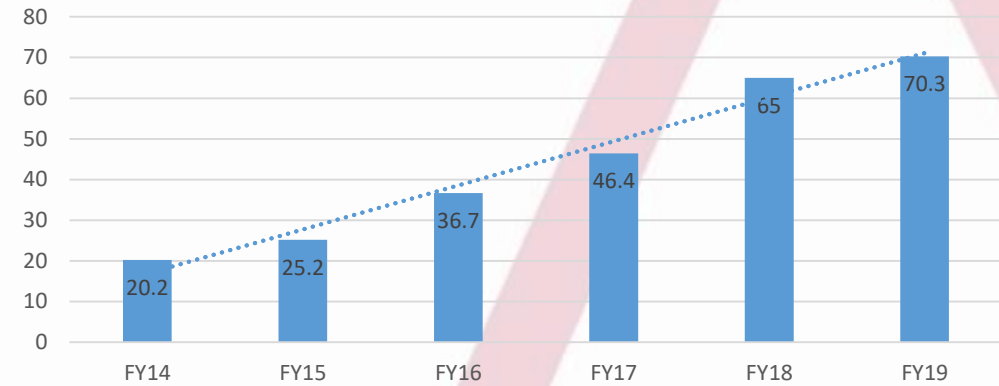
Particular	FY14	FY15	FY16	FY17	FY18	FY19	Growth %
<b>Topline</b>	66.8	86.6	116.4	160.0	202.0	264.3	296%
<b>EBITDA</b>	20.2	25.2	36.7	46.4	65.0	70.3	249%
<b>EBITDA %</b>	30%	29%	32%	29%	32%	27%	
<b>PAT</b>	9.3	10.6	17.2	21.0	30	30.6	232%
<b>PAT %</b>	14%	12%	15%	13%	15%	12%	

# Financial Snapshots (Past Years)

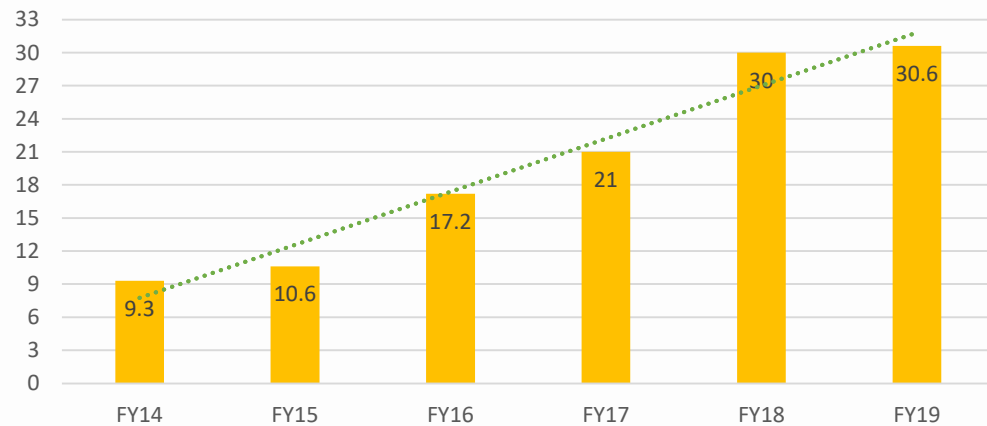
Topline (Rs. in Crores)



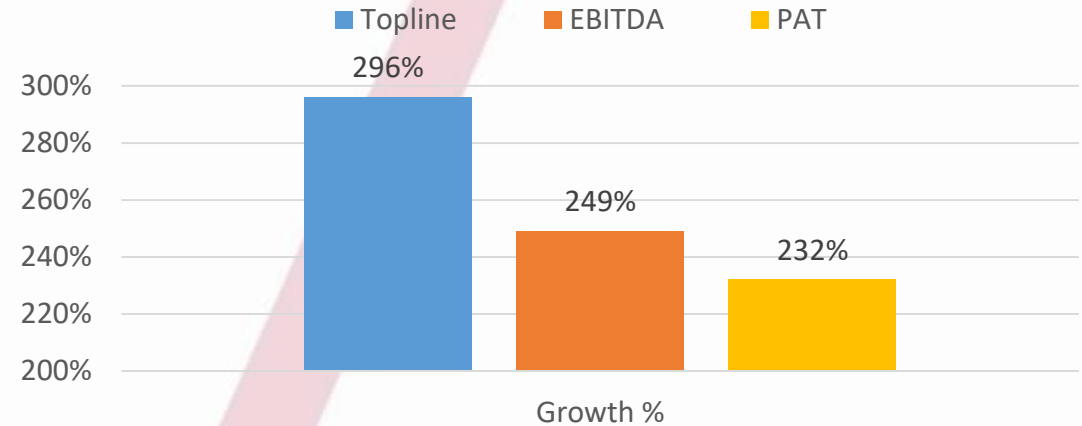
EBIDTA (Rs.in Crores)



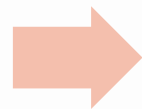
PAT (Rs.in Crores)



Growth YOY %



Strategic Performance



Financial Performance



Project Performance

## Sales Highlights - Year

Particulars	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	Q1 FY20	Q1 FY19	Growth %	FY19	Growth %
Area Sold (Sq. Ft.)	1,68,692	40,539	316%	7,69,227	29%
Booking Value (INR Cr.)	39.10	34.10	15%	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 April 1, 2019	Growth % YOY
No. of Units available for sale	1,444	1,307	2,597	80%

**Note :-**

As on June 30, 2019, 2,549 units are available for sale

Strategic Performance

Financial Performance

Project Performance

## Financial Snapshots (Consolidated Quarter)

Rs. in Crores

Particular	Q1 FY20	Q1 FY19
Topline	37	28
EBITDA	11	6
EBITDA %	29%	24%
PAT after OCI	3	1
PAT after OCI %	7%	4%

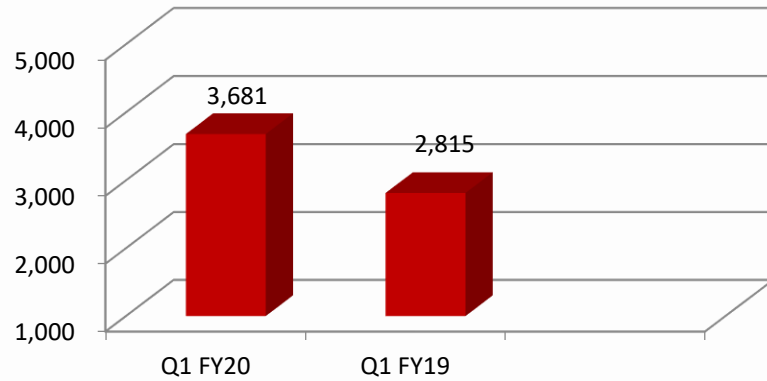
Strategic Performance

Financial Performance

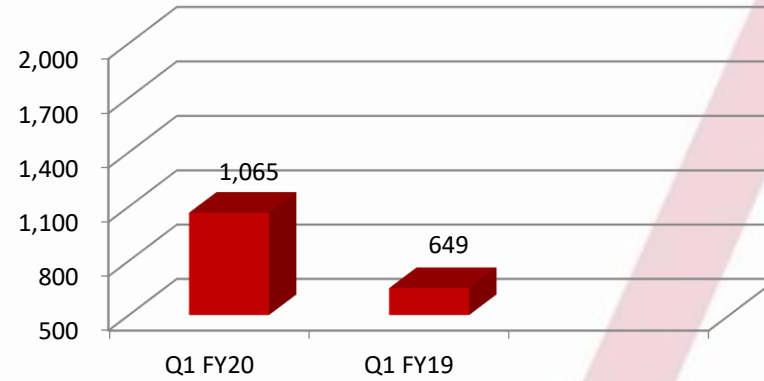
Project Performance

# Financial Snapshot (Consolidated Quarter)

### Turnover

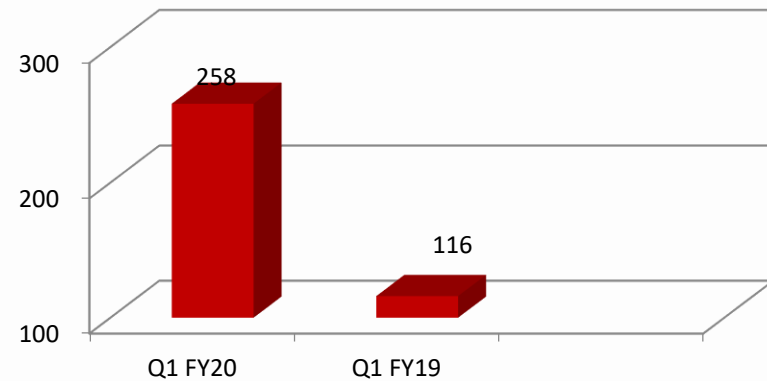


### EBITDA

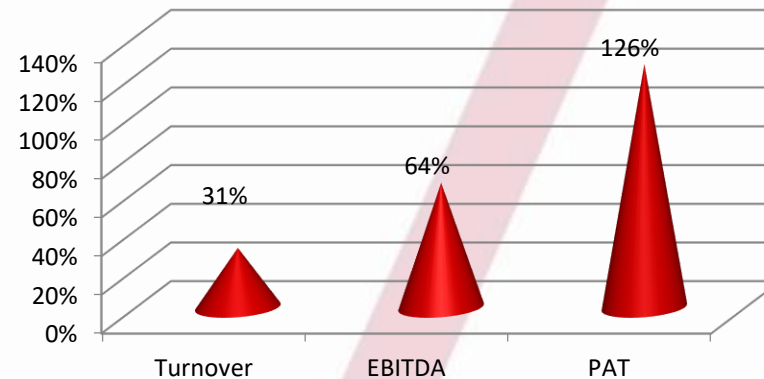


Rs. in lacs

### PAT



### YoY Growth %





Strategic Performance

Financial Performance

Project Performance

## Cash Flow – Abstract (Consolidated)

Rs. in lacs

Notes	Particulars	Q1 FY20	FY19
A	<b>Operating Cash Flow</b>		
	Residential sales cash flow	6,011	20,862
	Commercial sales cash flow	137	542
	<b>Total Operating cash Flow</b>	<b>6,148</b>	<b>21,404</b>
	Construction and related outflow	2,812	14,206
	Other project related outflow	754	4,097
	<b>Total Operating cash outflow</b>	<b>3,566</b>	<b>18,303</b>
	<b>Net Operating cash Flow</b>	<b>2,582</b>	<b>3,101</b>

Continued...

## Cash Flow – Abstract (Consolidated)

Notes	Particulars	Q1 FY20	FY19
B	<b>Financial Cash Flow</b>		
	Inflow on Capital	-	3,272
	Interest and corporate taxes	-1,354	-3,142
	<b>Net financial Cash Flow</b>	<b>1,354</b>	<b>130</b>
C	<b>Capital Cash Flow</b>		
	Land & approval related outflow	-5,954	-3,171
	Advance to JV Partners	-	-
	<b>Net capital Cash Flow</b>	<b>-5,954</b>	<b>-3,171</b>
D	<b>Adjustment for JV Projects</b>	-	-
(A+B+C+D)	<b>Total net ASL cashflow</b>	<b>4,726</b>	<b>60</b>
E	<b>Other IND AS Adjustment</b>	-	-
(A+B+C+D+E)	<b>(Increase)/Decrease in Net Debt under IND AS</b>	<b>4,726</b>	<b>60</b>

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
<b>Total Assets</b>	<b>77,705</b>	<b>59,605</b>

Continued...

Strategic Performance

Financial Performance

Project Performance

## 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
<b>Total Equity and Liabilities</b>	<b>77,705</b>	<b>59,605</b>

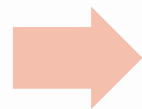
### Note :-

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

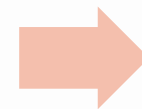
- Reversal of income & cost due to IND AS 115
- Increase in WIP of new as well as ongoing projects



Strategic Performance



Financial Performance



Project Performance

## Profit & Loss Account – Abstract (Consolidated)

Rs. in lacs

Particulars	Q1 FY20	Q1 FY19	% of Growth
Net Sales/Income from Operations	3,655	2,749	33%
Other Income	26	66	
<b>Total Revenue</b>	<b>3,681</b>	<b>2,815</b>	<b>31%</b>
Operating Costs	927	830	
Employee Benefit Expenses	654	616	
Other Costs	1,034	720	
<b>Total Expenditure</b>	<b>2,615</b>	<b>2,166</b>	
<b>EBITDA</b>	<b>1,065</b>	<b>649</b>	<b>64%</b>
<b>EBITDA %</b>	<b>29%</b>	<b>24%</b>	

Continued...

## Profit & Loss Account – Abstract (Consolidated)

Rs. in lacs

Particulars	Q1 FY20	Q1 FY19	% of Growth **
Depreciation and Amortization	29	28	
Finance Cost	533	459	
<b>PBT</b>	<b>503</b>	<b>161</b>	<b>211%</b>
<b>PBT %</b>	<b>14%</b>	<b>6%</b>	
Tax Expenses	221	47	
Share of JV/Non-Controlling Interest	(25)	2	
OCI (net of tax)	2	(2)	
<b>PAT after OCI</b>	<b>258</b>	<b>114</b>	<b>126%</b>
<b>PAT %</b>	<b>7%</b>	<b>4%</b>	

Note: Figures have been regrouped & reclassified, wherever necessary

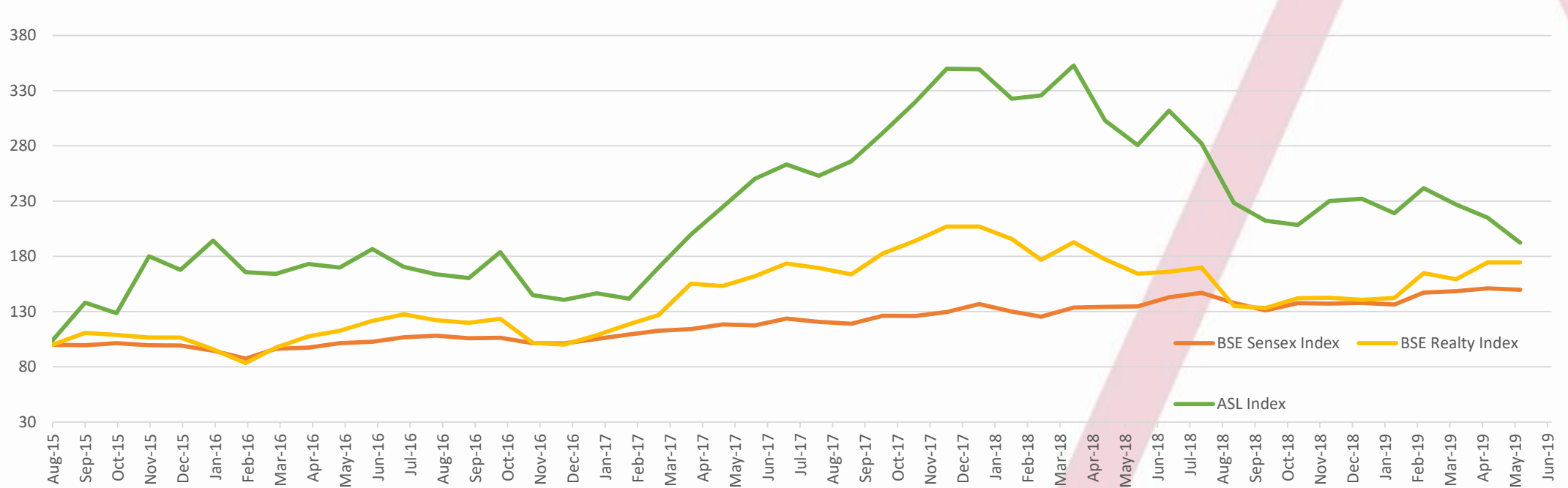
Strategic Performance

Financial Performance

Project Performance

# Performance of Scrip (From Listing)

Performance of Scrip(from Listing)

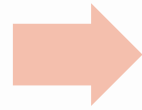


**Note :**

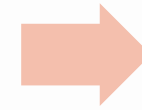
Closing levels of Sensex and Realty Index as on Aug 26, 2015 was 25,714.66 and 1,234.38 respectively, the same has been indexed to 100.

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

Strategic Performance

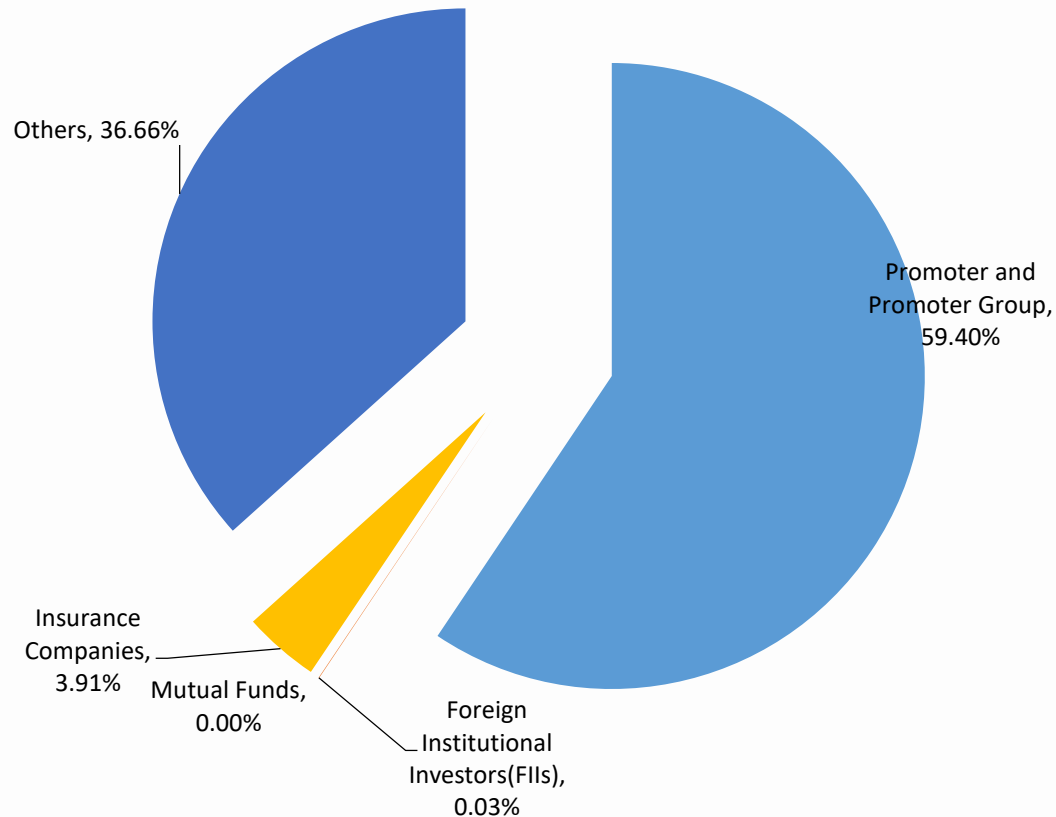


Financial Performance



Project Performance

## Shareholding Pattern (%)



Category	30-Jun-19	31-Mar-19	31-Dec-18	30-Sept-18
Promoter and Promoter Group	59.40%	59.60%	59.83%	60.22%
Foreign Institutional Investors (FIIs)	0.03%	0.03%	0.03%	0.10%
Mutual Funds	0.00%	0.13%	0.13%	0.13%
Insurance Companies	3.91%	4.43%	4.44%	4.47%
Others	36.66%	35.81%	35.56%	35.08%

No. of Shareholders as on 30<sup>th</sup> June, 2019: **115,856**



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

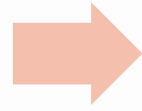
## Project till Date Synopsis

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	482,635	9,427	22,781	21,423	100	4,720
Uplands (Phase I)	31,92,901	24,06,145	7,86,756	34,332	5,988	82	1,427**
Citadel	101,859	101,859	-	5,515	5,515	100	5,415
Expansia	140,276	1,36,251	4,025	7,201	7,105	100	5,285
Megaestate (Phase I)	63,119	25,415	37,704	742	-	100	2,920
Beyond Five	6,674,310	1,52,352	65,21,958	1,068	-	-	701

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

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

Strategic Performance



Financial Performance



Project Performance

## Project till Date Synopsis

Residential Projects	Est. Area (sqft)	Area Booked Till Date (sqft)	Inventory as on Date (sqft)	Booking Value till Date (Rs. Lac)	Revenue Recognized till Date (Rs. Lac)	Project Completion (%)	Avg. Price (Rs./sqft)
Megapark	923,391	4,49,421	4,73,970	2,494	1,848	100	555
Skylands	491,111	2,27,873	2,63,238	11,281	-	75	4,951
Oasis	547,428	2,20,603	3,26,825	10,976	-	-	4,975
Aavishkaar	1,139,549	1,87,975	9,51,573	4,825	-	-	2,567
Elan	1,34,952	19,108	1,15,844	1,386	-	-	7,254
<b>Total</b>	<b>159,30,341</b>	<b>63,69,682</b>	<b>95,60,658</b>	<b>1,33,109</b>	<b>72,387</b>		

Strategic Performance

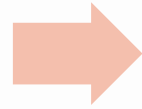
Financial Performance

Project Performance

# Quarterly Synopsis

Residential Projects	Area Booked in Q1FY20 (sqft.)	Units Booked in Q1FY20 (nos.)	Sales Value for Q1FY20 (Rs. Lac)	Amount Collected in Q1FY20 (Rs. Lac)	Revenue Recognized in Q1FY20 (Rs. Lac)
Sporcia	3,926	3	239	31	1,732
Uplands	18,482	1	372	1,556	1,502
Citadel	-	-	-	-	-
Expansia	2,268	1	156	117	156
Megaestate	(2,118)	(1)	(58)	47	-
Beyond Five	(16,578)	(2)	(118)	(24)	-
Megapark	1,15,521	7	705	299	237
Skylands	27,213	21	1,366	2,367	-
Oasis	10,835	10	666	1,292	-
Aavishkaar	1,275	1	18	417	-
Elan	7,868	7	564	46	-

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



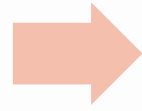
Project Performance

# Uplands

Actual Villa Construction



Strategic Performance



Financial Performance



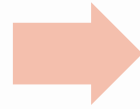
Project Performance

# Uplands

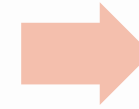


Actual Villa Construction

Strategic Performance



Financial Performance



Project Performance

# Uplands

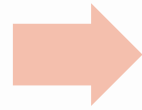
## Sample Villa Construction



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





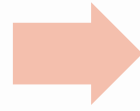
# Megaestate

- ❑ **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

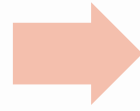
# Megapark

- ❑ **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



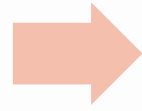
Project Performance

# Megapark

Construction work at Site



Strategic Performance



Financial Performance



Project Performance

# Megapark



Construction work at Site –  
Sample Shed

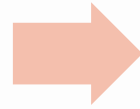


# Skylands

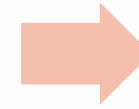
- ❑ **Location:** Jakkur Road, Shivanahalli, Bengaluru
- ❑ **Product:** High rise Residential Apartments
- ❑ **Project Size:** 417 Units
- ❑ **Deal Structure:** Outright Purchase
- ❑ **Architect:** Apurva Amin
- ❑ **Features**
  - Sky lounge on terrace
  - Jogging track on terrace
  - Open café on terrace
  - 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





Strategic Performance



Financial Performance



Project Performance

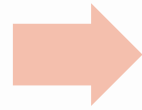
# Skylands

Model Flat





Strategic Performance



Financial Performance



Project Performance

# Skylands

Model Flat





# Oasis

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





Strategic Performance



Financial Performance



Project Performance

# Oasis



Actual Site Image



Strategic Performance



Financial Performance



Project Performance

# Oasis

Sample Flat & Sales Office Images





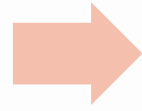
# Aavishkaar

- ❑ **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



# Immediate Project Pipeline

## New Project, Bengaluru\* (The Edge)

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

\* Sale Deed of Land executed  
Plan approved  
Applied for RERA registration  
Will be launched by end of Aug19

## New Project, Bengaluru\*\*

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

\*\* Sale Deed of Land executed

# 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](http://www.arvindinfra.com)

### **Investor Relations:**

#### **Mehul Shah**

Chief Financial Officer

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

#### **Prakash Makwana**

Company Secretary

Email: [prakash.makhwana@arvind.in](mailto:prakash.makhwana@arvind.in)

#### **Jagdish Dalal**

Investor Relations

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

#### **Disclaimer:**

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

# Annexure

---

## 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