



Ref No.: ADL/SE/24-25/38

Date: January 24, 2025

To,  
**The Manager**  
**Corporate Relationship Department**  
**BSE Limited**  
Floor 25, Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001  
BSE Scrip Code -544261

To,  
**The Manager**  
**Listing Department**  
**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra Kurla Complex  
Bandra (East),  
Mumbai - 400 051  
NSE Symbol :ARKADE

Dear Sir/Madam,

**Sub-: Investor Presentation on the Unaudited financial results for the quarter ended December 31, 2024**

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulation 2015, we are enclosing herewith a copy of the Investor Presentation on Un-Audited Financial Results (standalone and consolidated) of the company for the quarter ended December 31, 2024.

The same is also being uploaded on the company's website at <https://arkade.in/investor-presentation/>

You are requested to take the above information on your records.

Thanking You,  
For Arkade Developers Limited  
**(Formerly known as Arkade Developers Private Limited)**



**Sheetal Solani**  
**Company Secretary and Compliance Officer**  
**Membership No: A45964**





**ARKADE**

**FAMILY FIRST**

**INVESTOR PRESENTATION**

**Q3 & 9M FY25**





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Disclaimer: Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labor relations. Arkade Developers Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



## CHAIRMAN & MD'S MESSAGE

### AMIT MANGILAL JAIN

PROMOTER, CMD  
ARKADE DEVELOPERS LIMITED



*“The Company’s performance in the third quarter has been in line with expectations. We have continued to build on the momentum of the first half of the financial year, with strong pre-sales and revenue recognition from the previous months.*”

*The real estate market in Mumbai is witnessing a shift in consumer preferences towards more luxury housing. Our strategy is already aligned with this trend as our focus increases towards this sub-segment of the market.*

*One of our luxury developments, Arkade Aura, situated at Santacruz (W) received OC one year before the targeted RERA date & we completed this project within 26 Months from CC to OC. Moreover, in January 2025, we added three new redevelopment projects in the western suburbs of Mumbai. These comprise about 5 acres of development with a saleable carpet area of about 5.85 lac square feet. Overall, we have a robust pipeline of 8 upcoming projects in the MMR region.*

*We are optimistic about this fiscal year, based on our expansion strategy across various Mumbai suburbs, supported by our portfolio of redevelopment projects. Our focus remains on generating sustainable value for all stakeholders.”*





# COMPANY OVERVIEW



**ARKADE  
AT A GLANCE**



**VALUE  
PROPOSITION**



**GROWTH  
DRIVERS**



**MILESTONES**



**COMPLETED  
PROJECTS**



**ONGOING &  
UPCOMING  
PROJECTS**



## ARKADE AT A GLANCE

### OUR PHILOSOPHY

#### FAMILY FIRST

At Arkade, family isn't just a word, it's a philosophy; Every nook, every brick and every inch of our developments is designed to put a family's comfort, joys and fulfillment first.

**38+**  
YEARS  
OF LEGACY

**30**  
PROJECTS  
DELIVERED SUCCESSFULLY

**5,500+**  
FAMILIES  
ARE PART OF ARKADE FAMILY

**2**  
MILLION SQ.FT.  
DEVELOPMENT IN PROGRESS

**5.5+**  
MILLION SQ.FT.  
OF DEVELOPMENT DELIVERED

**SHAREHOLDING**  
31 DEC '24  
PROMOTER & GROUP:- 70.8%  
INSTITUTIONS:- 1.38%



Representative Image





Artist's Impression

# VALUE PROPOSITION



Leading MMR Developer with Inhouse Project Management

Well-spread out Portfolio of Greenfield and Redevelopment Projects



Asset Light Model and Zero Net Debt



Strong Cash-flow And IRR Focused



Quick Turn around - Before Time Delivery

Expansion in Eastern Corridor





# GROWTH DRIVERS



Expansion into Central side of Mumbai, particularly into Mulund and Bhandup.



Robust demand for luxury housing following strong growth seen over last 2 years.



Legacy of delivery of housing well before RERA deadline, there by leading to strong customer loyalty.



Strong pipeline of redevelopment projects in the micro-markets that we have presence.



Healthy Balance Sheet, Strong Cash Flow and IRR focused.



# MILESTONES

Mr. Amit Jain  
Joined the Business

**1995**

Completed 10<sup>th</sup> project and  
achieved 0.65 million sq.ft. of  
Development

**2009**

Completed 20<sup>th</sup> project and  
achieved cumulative  
development of 1.68 million  
sq.ft.

**2017**

Acquired land in Andheri and  
Goregaon measuring total  
8,024 sq.meters

**2021**

Completed Arkade Earth,  
Redeveloped Vivek Co-op Hou.Soc  
Developed Arkade Darshan

**2022**

Acquired land in Mulund &  
Bhandup measuring total  
20,295 sq.meters

**2023**

Launch of Arkade Rare in  
Bhandup & Arkade Nest in  
Mulund  
IPO & listing of shares

**2024**

# PORTFOLIO - COMPLETED PROJECTS

## SOUTH MUMBAI

### CARMICHAEL ROAD

- Arkade Rise

### TARDEO

- Fortuna

### MAZGAON

- Wallace Fortuna

## WESTERN SUBURBS

### VIRAR

- Acropolis

### VASAI

- Shubh Innov8
- Shubh Industrial Estate

### MIRA ROAD

- White Lotus
- Arkade Art

### BORIVALI

- Green Avenue I
- Green Avenue II
  - Park Side
  - Harmony
  - Casa Bella
- Gangadhar Nagar
- Arkade Crown

### KANDIVALI

- Vineet Apartments
- Arkade Bhoomi Heights
  - Bhoomi Arkade I
  - Bhoomi Arkade II

### MALAD

- Jayshree
- Arkade Serene

### GOREGAON

- Arkade Adornia
- Arkade Aspire

### VILE PARLE

- Jeevan Sarita
- Om Kushal
  - Mahant
- New Bharat Villa
- Darshan by Arkade

### SANTACRUZ

- Arkade Aura

## EASTERN SUBURBS

### KANJURMARG

- Arkade Earth





## PORTFOLIO - ONGOING PROJECTS

PROJECT NAME	LOCATION	CATEGORY	NATURE OF DEVELOPMENT	PLOT SIZE (SQ. MTRS)	SALEABLE AREA (SQ.FT.)	COMPLETION DATE*	PROJECTED TURNOVER (₹ CR)
Arkade Crown	Borivali (W)	Aspirational	Society Redevelopment	5,711	113,805	Jun'24 **	325
Arkade Aspire	Goregaon (E)	Aspirational	Greenfield	5,933	168,643	Aug'24 **	490
Arkade Aura	Santacruz (W)	Premium	Society Redevelopment	3,791	59,279	Dec'24 **	276
Arkade Prime	Andheri (E)	Aspirational	Greenfield	2,091	65,566	Dec'25	165
Arkade Nest	Mulund (W)	Aspirational	Greenfield	8,327	249,163	Jun'27	619
Arkade Pearl	Vile Parle (E)	Premium	Society Redevelopment	4,153	75,145	Dec'26	300
Arkade Eden	Malad (E)	Premium	Society Redevelopment	3,101	49,981	Dec'26	150
Arkade Vistas/ Arkade Views	Goregaon (E)	Aspirational	Society Redevelopment	4,487	81,960	Dec'27	242
Arkade Rare	Bhandup (W)	Aspirational	Greenfield	11,967	313,070	Dec'28	750
<b>Total</b>				<b>49,561</b>	<b>1,176,612</b>		<b>3,317</b>

Ongoing projects would have construction area of approx. 2 mn sq.ft.

\*RERA timeline

\*\*Completed ~9-10 Months before RERA deadline



## PORTFOLIO - UPCOMING PROJECTS

PROJECTS NAME	LOCATION	CATEGORY	NATURE OF DEVELOPMENT	PLOT SIZE (SQ.MTRS)	SALEABLE AREA (SQ.FT.)	PROJECTED TURNOVER (₹ CR)
Nutan Ayojan	Malad (W)	Premium	Society Redevelopment	6,830	217,000	694
Laxmi Ramana	Goregaon (W)	Premium	Society Redevelopment	4,619	59,793	213
Maheshwari Niwas	Santacruz (W)	Premium	Society Redevelopment	2,290	38,700	200
Apna Ghar	Andheri (W)	Premium	Society Redevelopment	7,381	83,212	388
Bussa CHS	Santacruz (W)	Premium	Society Redevelopment	2,902	45,000	190
Rani Sati	Malad (W)	Premium	Society Redevelopment	6,337	2,11,940	757
Satya Shripal	Borivali (W)	Premium	Society Redevelopment	7,084	2,44,000	865
Jumbo Darshan	Andheri (E)	Premium	Society Redevelopment	6,811	1,29,300	526
<b>Total</b>				<b>44,254</b>	<b>10,28,945</b>	<b>3,833</b>



## PORTFOLIO - ONGOING PROJECTS

### WESTERN SUBURBS

#### MALAD

- Arkade Eden

#### GOREGAON

- Arkade Vistas
- Arkade Views

#### ANDHERI

- Arkade Prime

#### VILE PARLE

- Arkade Pearl

#### SANTACRUZ

- Arkade Aura

### EASTERN SUBURBS

#### BHANDUP

- Arkade Rare

#### MULUND

- Arkade NEST

## PORTFOLIO - UPCOMING PROJECTS

### WESTERN SUBURBS

#### BORIVALI

- Satya Shripal

#### MALAD

- Nutan Ayojan
- Rani Sati

#### GOREGAON

- Laxmi Ramana

#### ANDHERI

- Apna Ghar
- Jumbo Darshan

#### SANTACRUZ

- Maheshwari Niwas
- Bussa CHS





# PERFORMANCE HIGHLIGHTS



Artist's Impression



**BUSINESS  
DEVELOPMENT**



**FINANCIAL & OPERATIONAL  
SNAPSHOT**



**OPERATIONAL  
HIGHLIGHTS**



**FINANCIAL  
HIGHLIGHTS**



NEW LAUNCHES

ARKADE RARE



Plot Area - 11,967 sq.mtrs.

Potential Turnover - ₹ 750 cr.

Saleable Area - 313,070 sq.ft.

Launch Date - Oct'24

ARKADE VIEWS & VISTAS



Plot Area - 4,487 sq. mtrs.

Potential Turnover - ₹ 242 cr.

Saleable Area - 81,960 sq. ft.

Launch Date - Sep'24

ARKADE PEARL – A WING



Total Plot Area – 4,153 sq.mtrs.

Total Potential Turnover - ₹ 300 cr.

Total Saleable Area – 75,145 sq.ft.

Launch Date – Aug'24



## QUARTERLY SNAPSHOT – Q3 FY25

₹ 231 CR

REVENUE

₹ 68 CR

EBITDA

₹ 50 CR

NET PROFIT

₹ 220 CR

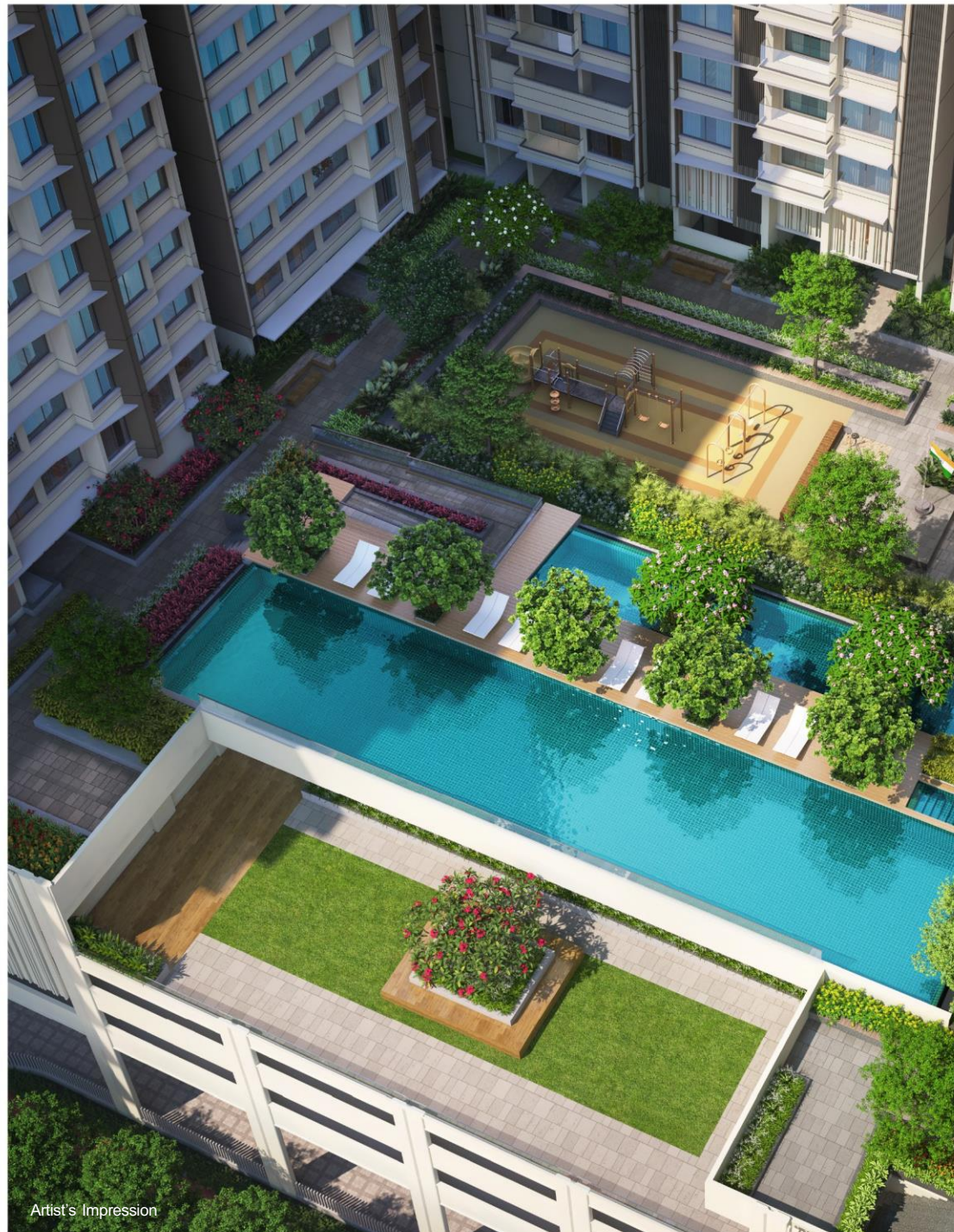
PRE-SALES

₹ 178 CR

COLLECTIONS

73,584  
SQ.FT.

CARPET AREA SOLD







Artist's Impression

## NINE MONTHS SNAPSHOT – 9M FY25

₹ 560 CR

REVENUE

₹ 170 CR

EBITDA

₹ 124 CR

NET PROFIT

₹ 556 CR

PRE-SALES

₹ 478 CR

COLLECTIONS

178,773  
SQ.FT.

CARPET AREA SOLD



## OPERATIONAL HIGHLIGHTS

### QUARTER ENDED 31<sup>ST</sup> DEC '24

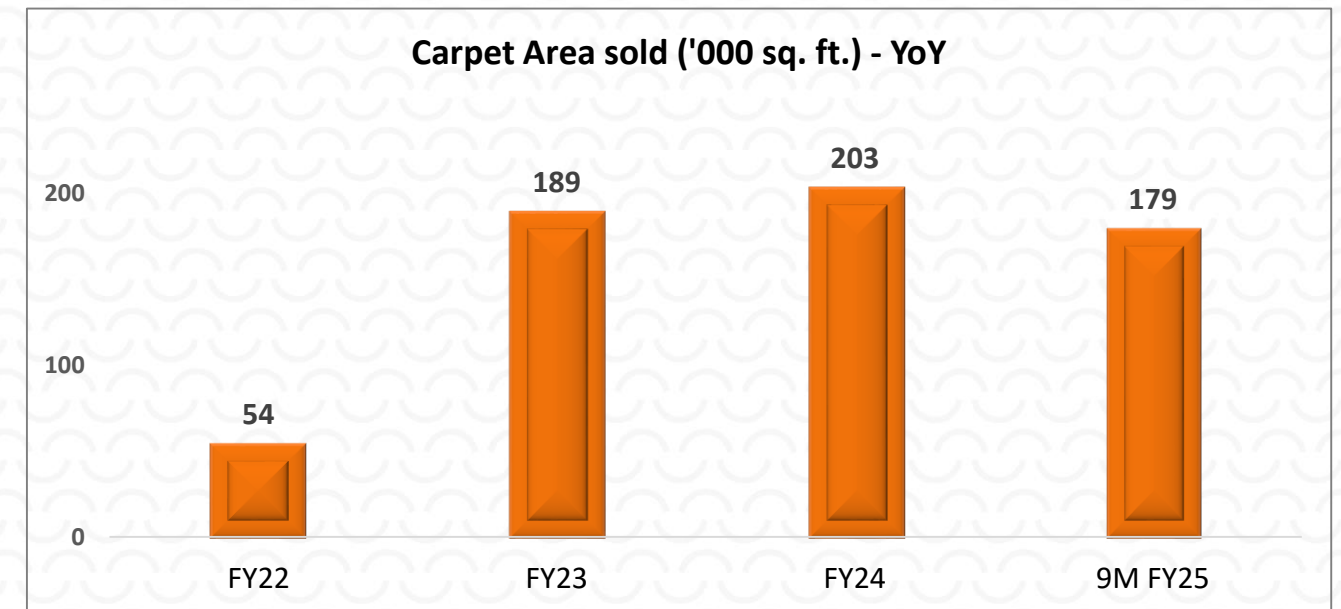
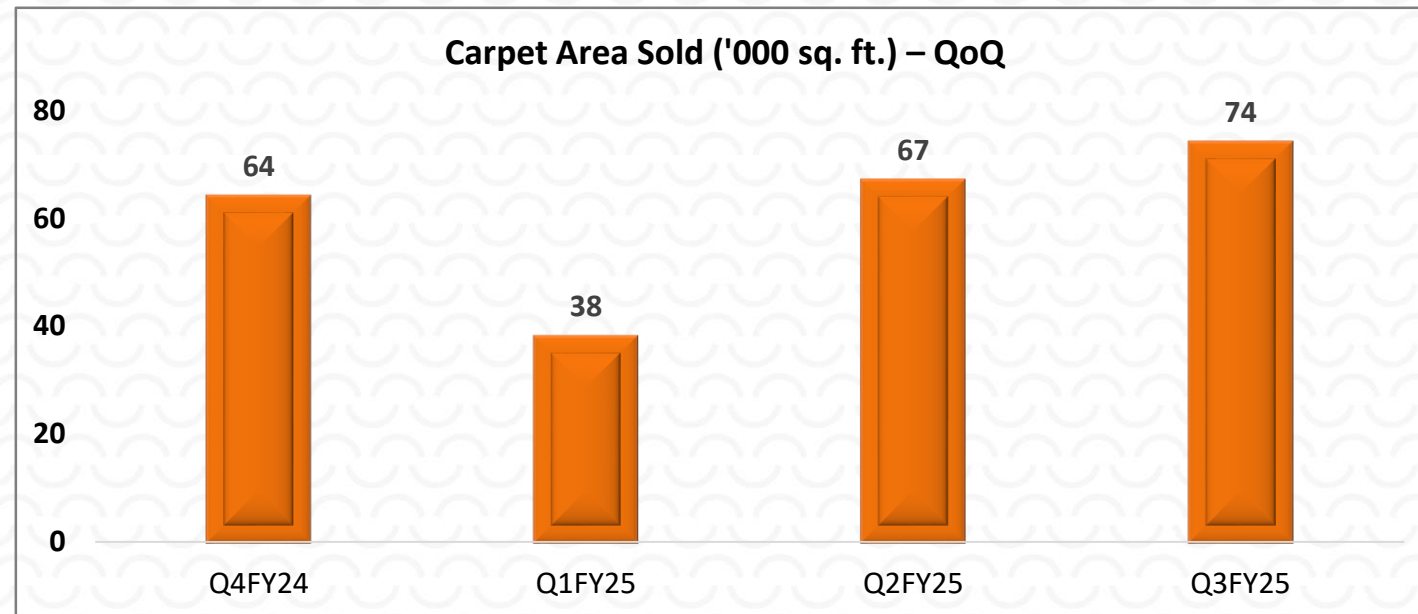
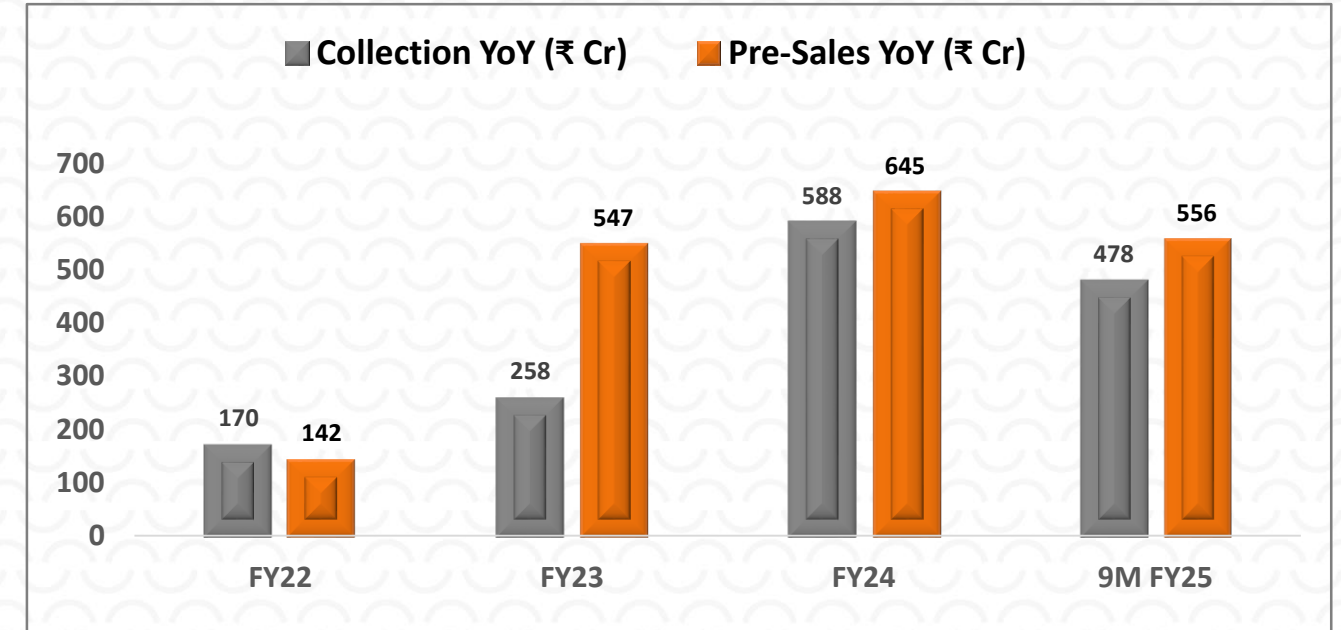
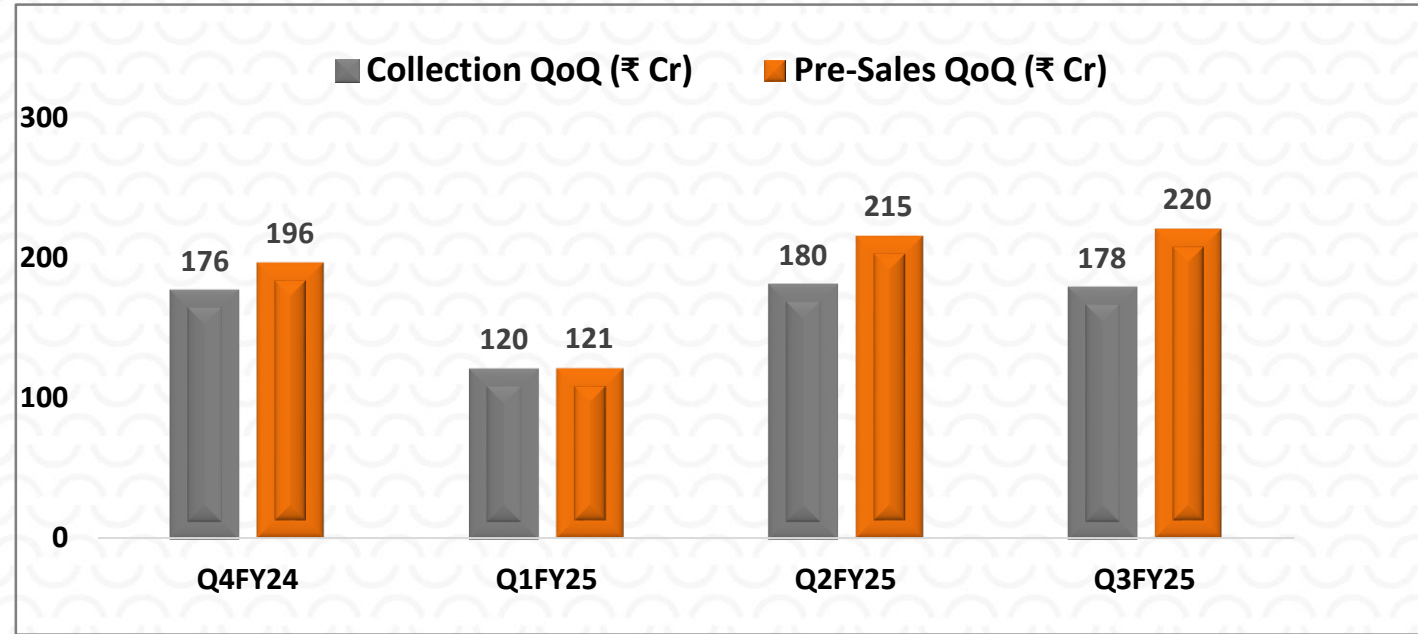
PARTICULARS	Q3 FY25	Q2 FY25	% QoQ	Q3 FY24	% YoY
Pre-Sales Value (₹ Cr)	220	215	2.3%	114	93.0%
Collection (₹ Cr)	178	180	(1.1%)	176	1.1%
Area Sold (Sq.Ft)	73,584	66,835	10.1%	35,385	108.0%

### NINE MONTHS ENDED 31<sup>ST</sup> DEC '24

PARTICULARS	9M FY25	9M FY24	% YoY
Pre-Sales Value (₹ Cr)	556	449	23.8%
Collection (₹ Cr)	478	412	16.0%
Area Sold (Sq.Ft)	178,773	139,173	28.5%



# OPERATIONAL HIGHLIGHTS





## FINANCIAL HIGHLIGHTS

PARTICULARS	Q3FY25	Q2FY25	%QOQ	Q3FY24	%YOY	9MFY25	9MFY24	%YOY
Revenue	231.4	203.3	13.8%	239.5	-3.4%	560.3	512.6	9.3%
Gross Profit	81.5	74.8	9.0%	75.7	7.7%	212.5	165.7	28.2%
GP Margin (%)	35.2%	36.8%		36.8%		38.0%	32.4%	
EBITDA	67.8	60.4	12.3%	66.3	2.3%	170.2	141.2	20.5%
EBITDA Margin (%)	29.3%	29.7%		29.7%		30.5%	27.6%	
Net Profit	50.1	43.4	15.4%	48.9	2.5%	123.7	103.3	19.7%
Net Profit Margin (%)	21.7%	21.3%		20.4%		22.1%	20.2%	

Strong growth momentum continued on the back of robust demand of luxury housing and new launches during this period



## LEADERSHIP TEAM & ESG



**LEADERSHIP  
TEAM**



**CORPORATE  
SOCIAL RESPONSIBILITY**



**SUSTAINABILITY  
CERTIFICATIONS**



**LEADERSHIP TEAM**



**SANDEEP U JAIN**

(Whole-Time Director)

With dynamism in every endeavor, his background in Mechanical Engineering along with an MBA give him a distinct edge. His expertise lies in spheres of construction, business development, legalities and liaising, that are further enhanced by in valuable insights from his investment banking experience.



**AMIT MANGILAL JAIN**

(Promoter, MD & Chairman)

He plays a pivotal role in formulating corporate strategies and overseeing their implementation. Responsible for overall planning, execution, and management of our Company, he also takes charge of public relations and our Company's brand image.



**ARPIT VIKRAM JAIN**

(Whole-Time Director)

As a qualified Chartered Accountant and an integral part of Arkade's top management, he leads various crucial departments within our company, including Accounts, Finance, Taxation, Sales, Marketing, CRM, HR and Administration.



# CORPORATE SOCIAL RESPONSIBILITY



## THE SAJJAN JAIN SUPPORT TRUST

A CSR initiative by Arkade Developers, the Sajjan Jain Support Trust is committed to uplifting communities in need by providing access to education & healthcare. Through variety of initiatives, including partnerships with leading NGOs, we focus on delivering essential resources that empower individuals and families. From education to healthcare and beyond, we strive to create lasting positive change, ensuring progress for all.

## TATA MEMORIAL HOSPITAL

The “Care per Sq.Ft.” initiative by Arkade supports the treatment of cancer patients at Tata Memorial Hospital. Under this programme, an amount equivalent to 1sq.ft. for each flats old is contributed towards supporting cancer patients at Tata Memorial Hospital (TMH). This commitment aligns with Arkade’s mission to make a meaningful impact on society.







## DESIRE SOCIETY

(Care and Support to disadvantaged children emphasizing on HIV+ve victims)

Contributing to the cause with donations and various volunteer engagement activities, CSR support includes painting work for the center, providing extrat uitions for 8<sup>th</sup>/9<sup>th</sup>/10<sup>th</sup>-grade students, and organizing yoga sessions.

## APNA GHAR ASHRAM

(Providing shelter to destitute individuals facing homelessness, illness & abandonment)

Contributing to the cause through donations to support their programs.



## BAL ASHA TRUST

(Support & care for the vulnerable children)

Dedicated to providing abandoned children with a safe home and extending support to any child in need.







# FINANCIALS



**CONSOLIDATED  
PROFIT & LOSS**



**CONSOLIDATED  
BALANCE SHEET**



**DEBT  
PROFILE**



## CONSOLIDATED PROFIT AND LOSS ACCOUNT

PARTICULARS (₹ CR)	FY22	FY23	FY24	9MFY25
Income From Operations	228.9	220.2	634.7	551.6
Other Income	8.2	3.9	1.0	8.6
Total Income	237.2	224.0	635.7	560.3
Total Expenditure	174.5	159.9	467.3	390.1
EBITDA	62.7	64.2	168.4	170.2
<b>EBITDA Margin</b>	<b>26.4%</b>	<b>28.6%</b>	<b>26.5%</b>	<b>30.5%</b>
Depreciation	0.1	0.3	1.1	3.4
EBIT	62.6	63.9	167.3	166.8
Interest	4.3	1.3	3.1	1.4
Share Of Profit/(Loss) From Associates	7.3	4.2	1.0	0.5
Profit Before Tax	65.6	66.8	165.1	165.9
Tax	14.7	16.0	42.3	42.2
Profit After Tax	50.8	50.8	122.8	123.7
<b>PAT Margin</b>	<b>22.2%</b>	<b>23.1%</b>	<b>19.3%</b>	<b>22.1%</b>
Basic EPS (₹ Per Share)	3.3	3.3	8.1	7.5

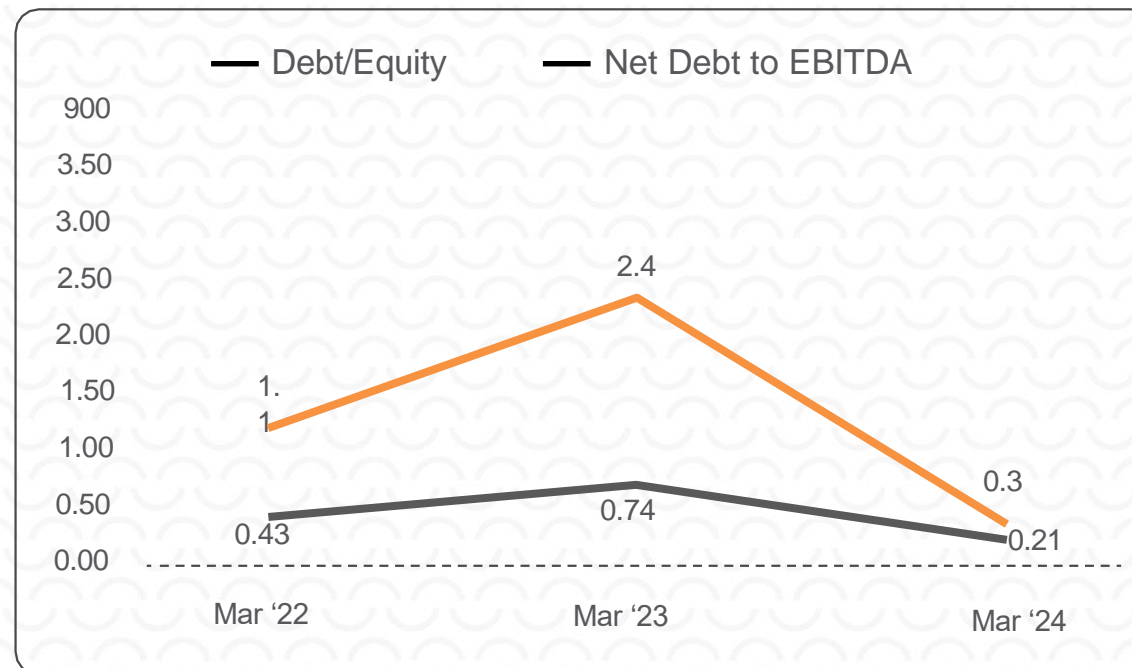
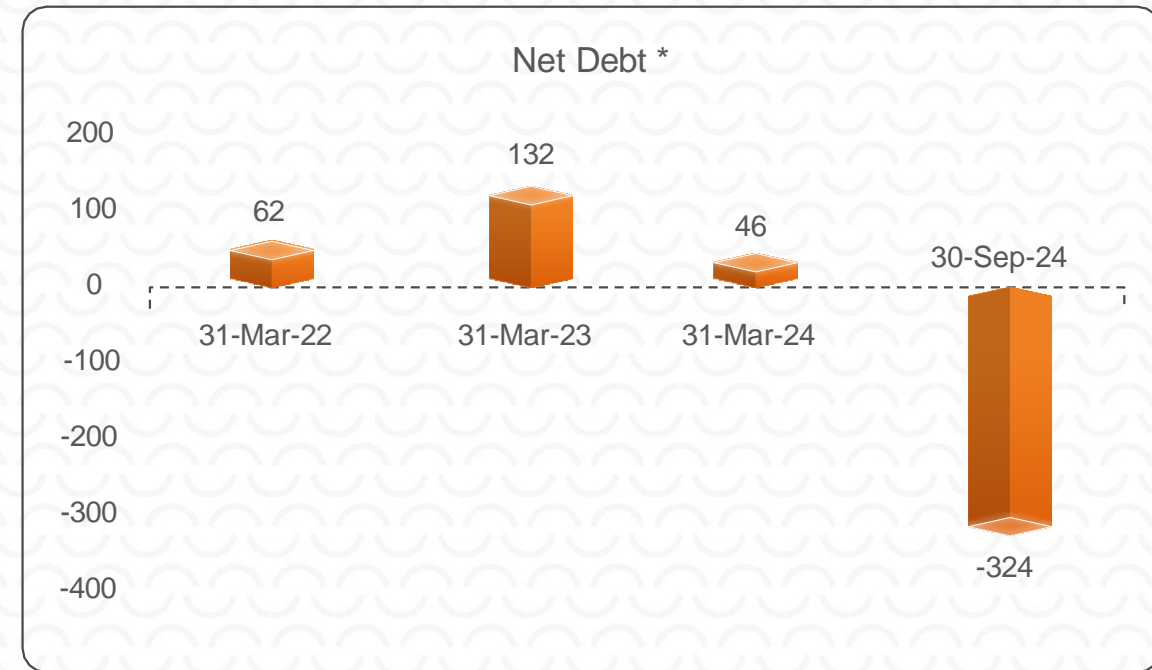
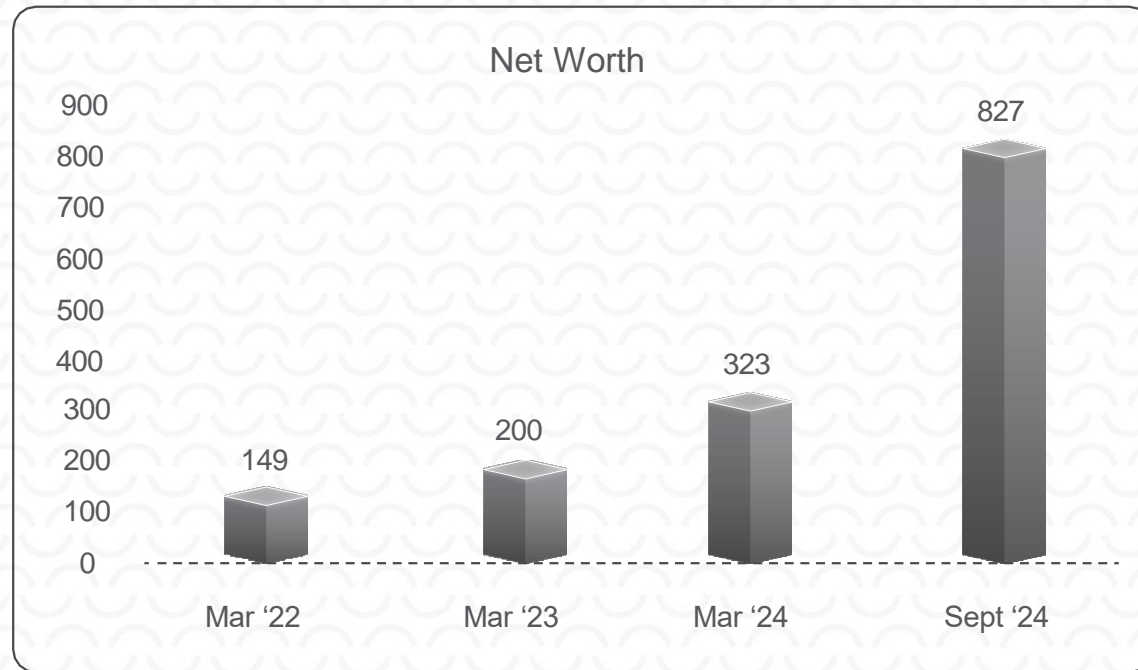


## CONSOLIDATED BALANCE SHEET

PARTICULARS (₹ CR)	31 <sup>st</sup> Mar '22	31 <sup>st</sup> Mar '23	31 <sup>st</sup> Mar '24	30 <sup>th</sup> Sept '24
Property, Plant & Equipment	1.8	1.9	11.8	10.4
Investments	16.4	17.0	18.1	31.3
Other Non-current Assets	1.4	8.5	7.3	11.8
Inventories	299.0	500.5	487.9	605.9
Trade Recievables	5.3	3.7	8.1	20.3
Other Current Assets	46.1	23.7	41.8	450.8
<b>Total Assets</b>	<b>370.0</b>	<b>555.4</b>	<b>575.0</b>	<b>1,130.5</b>
Equity Share Capital	2.0	2.0	152.0	185.7
Other Equity	147.5	198.3	171.4	641.1
<b>Total Equity</b>	<b>149.3</b>	<b>200.4</b>	<b>323.6</b>	<b>826.8</b>
Long Term Borrowings	1.2	78.8	29.0	46.7
Other Non-current Liabilities	0.9	1.1	2.7	2.8
Short-term Borrowings	63.2	70.2	40.4	27.8
Trade Payables	13.7	23.5	38.3	33.0
Other Current Liabilities	141.6	181.4	141.0	193.4
<b>Total Equity &amp; Liabilities</b>	<b>370.0</b>	<b>555.4</b>	<b>575.0</b>	<b>1,130.5</b>



# DEBT PROFILE



\* Net of Cash, cash equivalents and bank balances

Debt/Equity as on Sept '24 was nil



# THANK YOU

**Company: Arkade  
Developers Ltd.**

Mr. Samshet Shetye CFO

[samshet@arkade.in](mailto:samshet@arkade.in) | <https://arkade.in>

**Investor Relations Advisors:  
Adfactors PR Pvt.Ltd.**

Rahul Trivedi / Shrusti Jain

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[shruti.jain@adfactorspr.com](mailto:shruti.jain@adfactorspr.com)