

Date: February 11, 2024

To, National Stock Exchange of India Limited ("NSE") Listing Department Exchange Plaza, C-1 Block G, Bandra Kurla Complex Bandra [E], Mumbai - 400051	To, BSE Limited ("BSE") Listing Department Corporate Relationship Department Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001
NSE Scrip Symbol: AWFIS	BSE Scrip Code: 544181
ISIN: INE108V01019	ISIN: INE108V01019

**SUBJECT: Investor/analyst presentation on financial results for the quarter and nine months ended December 31, 2024**

Dear Sir/Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed herewith is the investor/analyst presentation with respect to financial results for the quarter and nine months ended December 31, 2024.

The details of the call will also be posted on the company's website at <https://www.awfis.com/investor-relations>.

This is for your information and record.

**Thanking You,**

**For Awfis Space Solutions Limited**

**Amit Kumar**  
**Company Secretary and Compliance Officer**  
**M. No. A31237**  
**Address: C-28 and 29 Kissan Bhawan, Qutub Institutional Area New Delhi 110016**  
**Encl: a/a**

## **Corporate and Regd. Office**

Awfis Space Solutions Limited  
C-28-29, Kissan Bhawan, Qutab Institutional Area, New Delhi - 110016  
**www.awfis.com** | **Email:** info@awfis.com | **Phone:** 011- 69000657

**CIN:** L74999DL2014PLC274236

# awfis

Great  
Place  
To  
Work<sup>®</sup>

Certified  
MAR 2024 - MAR 2025  
INDIA

**INVESTOR PRESENTATION | Q3 & 9M FY25 | FEBRUARY 2025**

# SAFE HARBOR

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Commenting on the results, **Mr. Amit Ramani, Chairman and Managing Director, Awfis Space Solutions Limited, said:**

*"I am pleased to report that we continue to deliver strong performance, with a **44% y-o-y revenue growth, reaching Rs. 318 crores** for the quarter. **Operational EBITDA increased by 59% during the same period to Rs. 107 crores**, resulting in **an EBITDA margin of 33.8%**, reflecting a **~320 bps improvement** from the previous year.*

*Since March'24, we added ~27K seats and 33 centers to reach 120K seats and 193 operational centers. Including fit-outs and LOIs, we now have over 160K seats covering 8.0 mn sqft. **We remain confident in reaching our target of 135K operational seats by March 2025.***

*Our strategy continues to focus on asset-light growth with 73% of new seat additions signed under the Managed Office (MA) model. This approach allows us to maximize return on investment while scaling efficiently.*

*I am excited to announce that, as of today, we have **surpassed the milestone of 200 operational centers**. This achievement reflects our continued growth and commitment to delivering exceptional service.*

*In line with our expansion strategy, we are excited to announce the opening of our first centre in **Lucknow**, a city with significant growth, innovation, and investment potential. This center will serve as a catalyst for startups and businesses looking to capitalize on the city's thriving market.*

**Amit Ramani**

Chairman & Managing Director



**01 Q3 & 9M FY25 Performance**

**02 New Business Update**

**03 About Us**

**04 Investment Thesis**

- **Growing Flex Sector**
- **Network Leadership**
- **Innovative Supply Model**
- **Diverse Demand Strategy**

**05 Growth Strategy**

**06 Historical Financials**







**Q3 & 9M FY25  
PERFORMANCE  
SUMMARY**

# AWFIS : PIONEER IN INDIAN FLEXIBLE WORKSPACE INDUSTRY

**MARKET LEADER**  
With the Largest Network

**ASSET LIGHT SUPPLY**  
with Strong Demand Strategy

**ROBUST FINANCIALS**  
Capital Efficient Model

**18 Cities**

Including 9  
Tier 2 cities

**193 / 121K+**

Operational  
Centres / Seats<sup>1</sup>

**58/100+**

Micro-Markets  
/Localities in India

**67%**

Managed Aggregation  
Portfolio#  
(of total seats)

**73% / 84%**

Blended Occupancy  
/>12m Vintage Centres  
(%)

**~33/24  
months**

Weighted average total  
tenure / weighted average  
lock-in tenure

**Rs. 318 Crs/  
Rs. 868 Crs**

(Reported) Revenue  
from operations  
Q3FY25/ 9MFY25

**33.8% / 33.0%**

(Reported) Operating  
EBITDA  
Q3FY25/ 9MFY25

**76%**

Annualised RoCE<sup>^</sup>  
Q3FY25

1. Operational as of December 31, 2024

Note: Unless stated otherwise, Data as of December 31, 2024

# Managed Aggregation: In this model operators & space owners share capex as well as revenues

^ ROCE calculated as Cash EBIT divided by capital employed



# Awfis successfully crosses **200** operational centres



2021



2022



2023



2024



Jan (2025)

The fastest-growing flex space network redefining how India Inc. works



# NETWORK LEADERSHIP

## INDIA'S LARGEST NETWORK OF FLEXIBLE WORKSPACES

Awfis's presence in **Nine Tier 1 and Nine Tier 2 cities** facilitates in fulfilling the growing and diverse needs of our clients

**18**  
Cities

**58**  
Micro-markets

**214**  
Centres

**142K+**  
Seats

**7.2Mn** sq. ft.  
Chargeable Area

### TIER 1

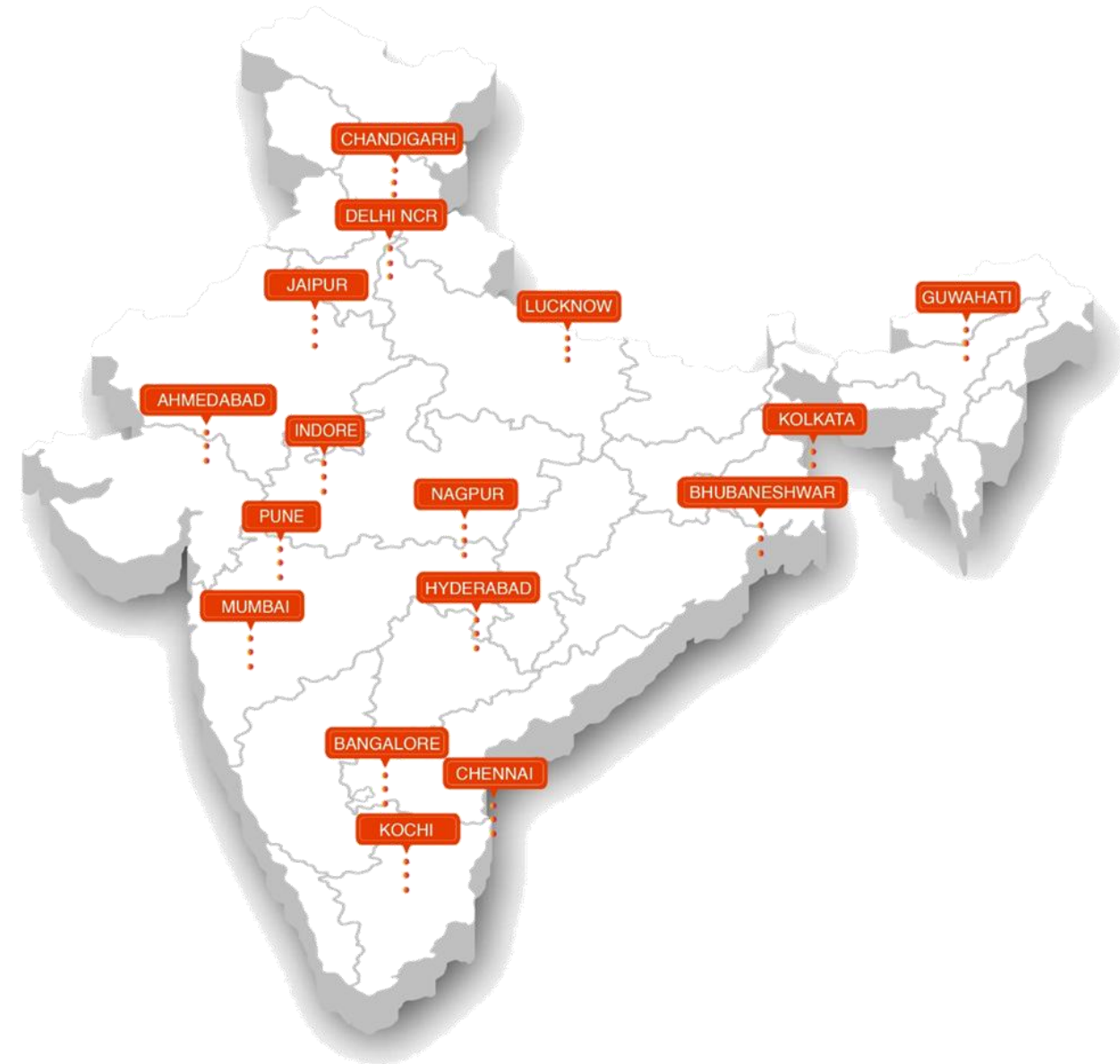
90% → 192 centers

92% → 131,046 seats

### TIER 2

10% → 22 centers

8% → 11,651 seats



# NEW CITY EXPANSION

## LUCKNOW

Launched a new centre of ~48K sq. ft.

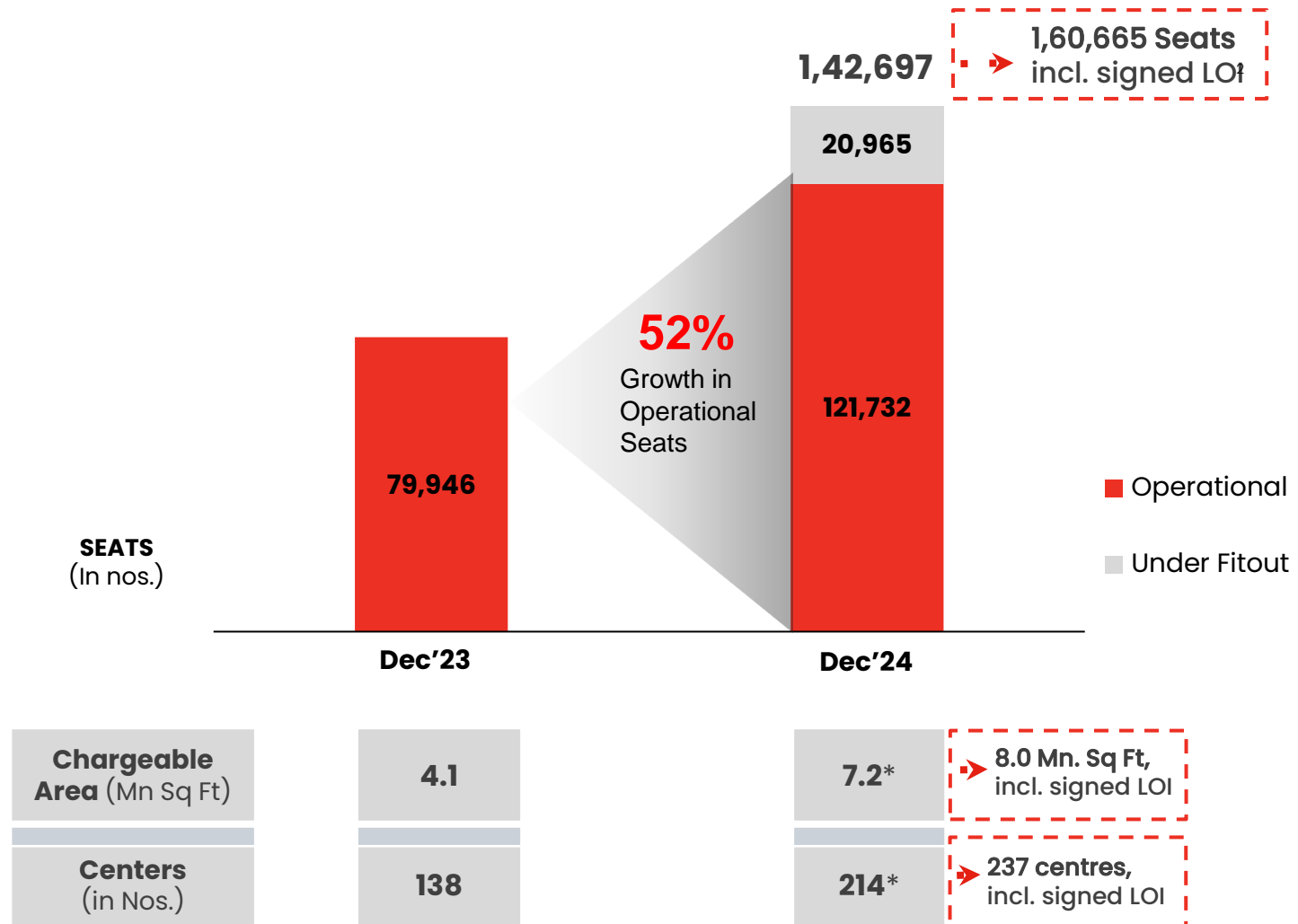


Fun Republic Mall, Lucknow



# SUPPLY HIGHLIGHTS – DECEMBER 2024

## EXPANDING NETWORK AND A ROBUST PIPELINE

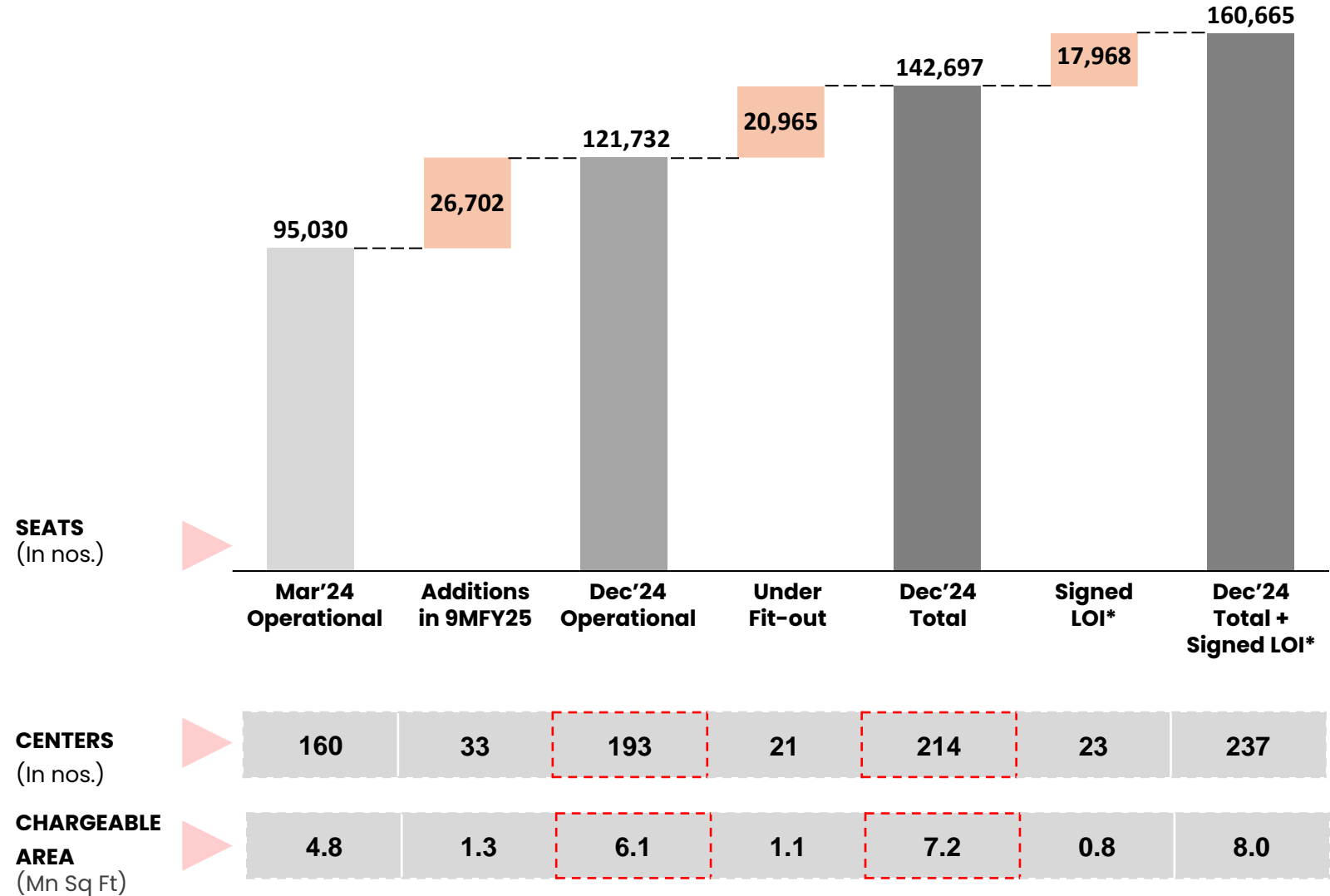


- **55 new centers and 41,786 new seats** were launched since Dec'23, expanding our presence to **9 Tier 2 cities** and **6 new micro-markets**
- Achieved total supply of **214 centers, 142K+ seats and 7.2 Mn Sq Ft of chargeable area**
- YoY operational seats and centres grew by **52%** and **40%** respectively
- YoY total seats and centres grew by **36%** and **27%** respectively
- Increased Tier 2 presence by **~29%**, growing from 17 centers to 22 centers since Dec'23

<b>Chargeable Area (Mn Sq Ft)</b>	<b>4.1</b>	<b>7.2*</b>	<b>8.0 Mn. Sq Ft,</b> incl. signed LOI
<b>Centers (in Nos.)</b>	<b>138</b>	<b>214*</b>	<b>237 centres,</b> incl. signed LOI

\*Numbers are for Total Chargeable Area and Centres, which includes operational and under fitout  
LOI refers to Letters of Intent signed with space owners

# 9MFY25 SUPPLY WALKTHROUGH

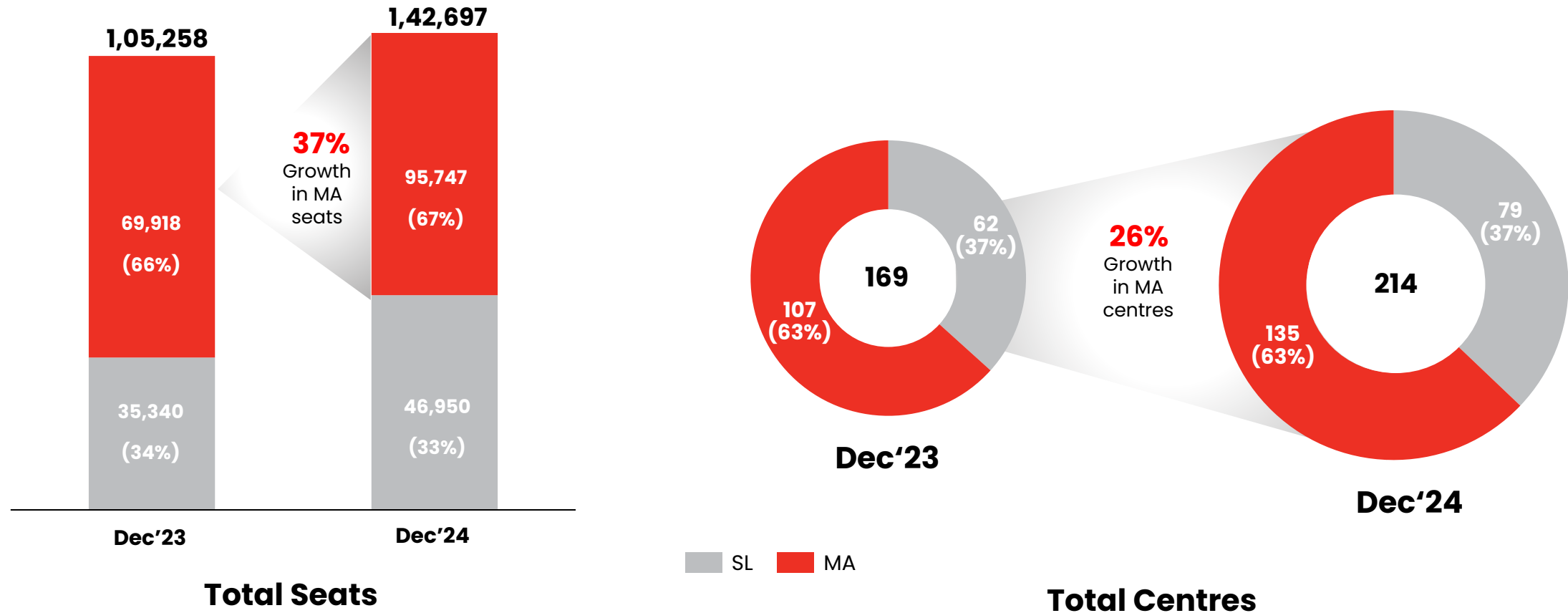


- **On track to achieve 135K operational seats by Mar'25:**
  - **Addition of 26,702 seats and 33 centers** since Mar'24; accounting for 67% of target seat addition for the year
  - **11,554 seats and 13 centers** added since Sept'24
  - Robust pipeline with signed LOIs at **23 centers**, with **~18K seats** and **~0.8 Mn Sq Ft** of chargeable area
- **15% of centers** (additions + under fit out) in Tier 2 cities
- Consistently expanding our MA share with **73% seats** (additions + under fit out) signed under this model, maintaining our focus on an asset light, risk averse supply and maximizing the return on investment

\* LOI refers to Letters of Intent signed with space owners

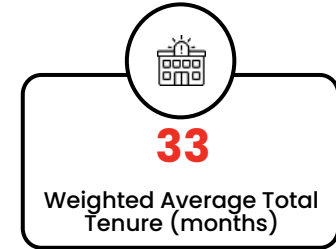
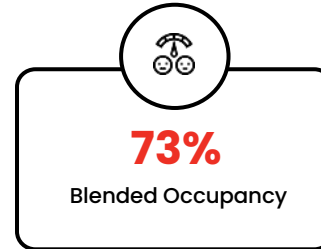
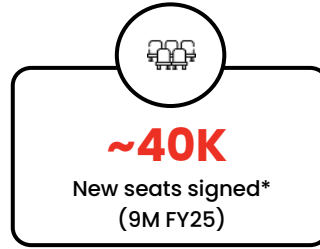
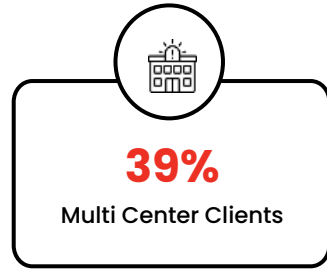
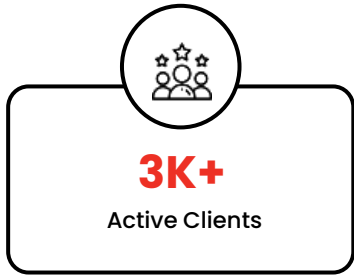


# CONTINUED MOMENTUM ON ASSET LIGHT, LOW RISK MA MODEL



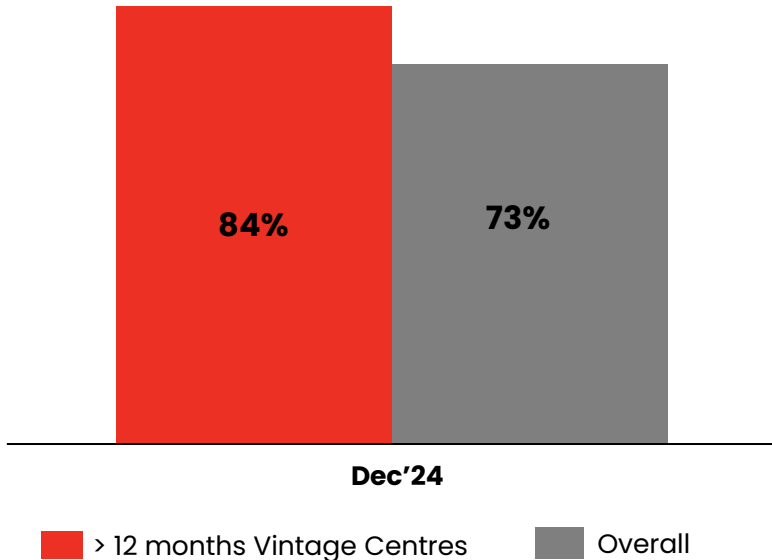
- **67% total seats and 63% total centers under MA model as of Dec'24** driving capital efficiencies for the business
- **37% YoY growth in seats** under the MA model; increasing our MA share from 69.9K total MA seats to 95.7K total MA seats
- **26% YoY growth in centers** under the MA model; increasing our MA share from 107 total MA centers to 135 total MA centers

# STRONG DEMAND METRICS



## Rising occupancy with maturing vintage centres

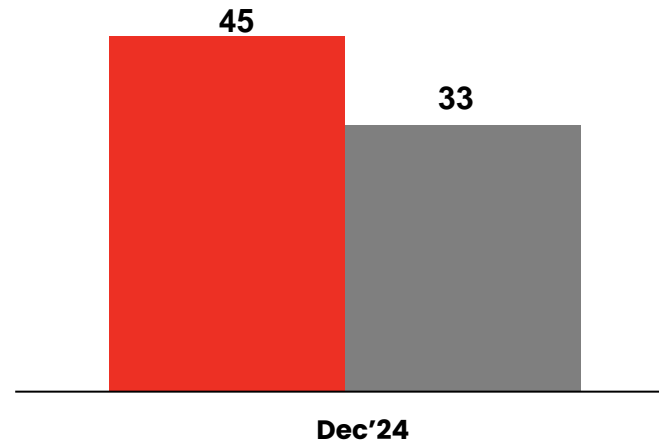
### OCCUPANCY



## Increasing total and lock in tenures for large seat cohorts

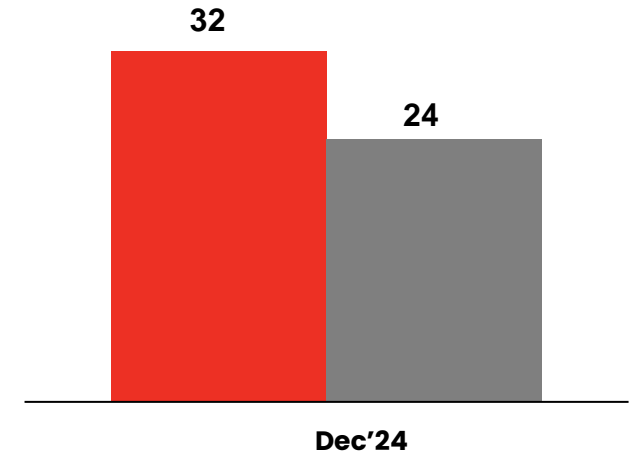
### TOTAL TENURE

Weighted Average (months)



### LOCK IN TENURE

Weighted Average (months)



Note: Unless stated otherwise, Data as of December 31, 2024

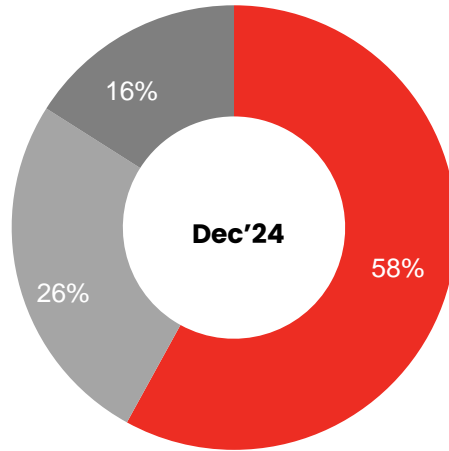
\* New seats signed will start from Q1FY25 to Q2FY26



# DIVERSE DEMAND STRATEGY

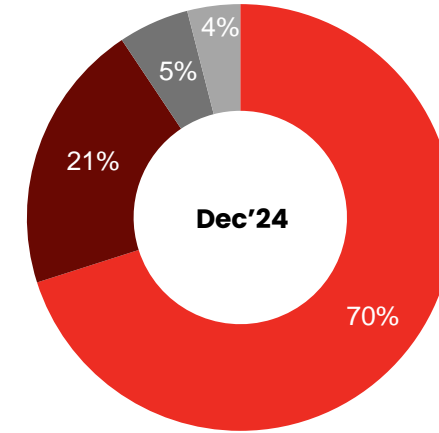
## Catering to all seat cohorts...

- 100+ Seats
- 51-100 Seats
- 1-50 Seats



## ... and tenure buckets

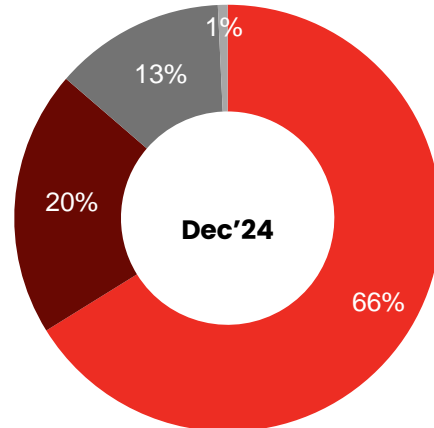
- >=24 months
- 12-23 months
- 6-11 months
- <=5 months



## Creating a customizable solution that serves businesses of all types across industries

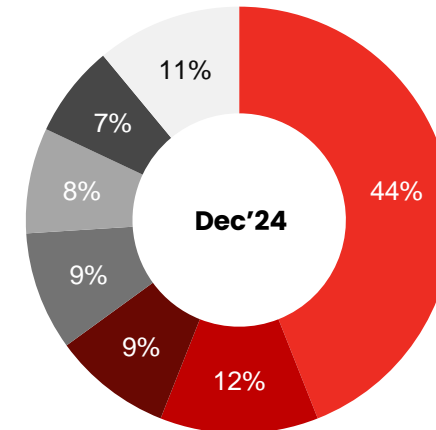
### Diversified Client Mix

- Corporates/ MNCs
- SMEs
- Start-Ups
- Freelancers



### Across various sectors

- IT
- Professional Services
- Consumer & Durables
- Healthcare & Pharma
- Financial Services
- Construction & Engineering
- Others\*

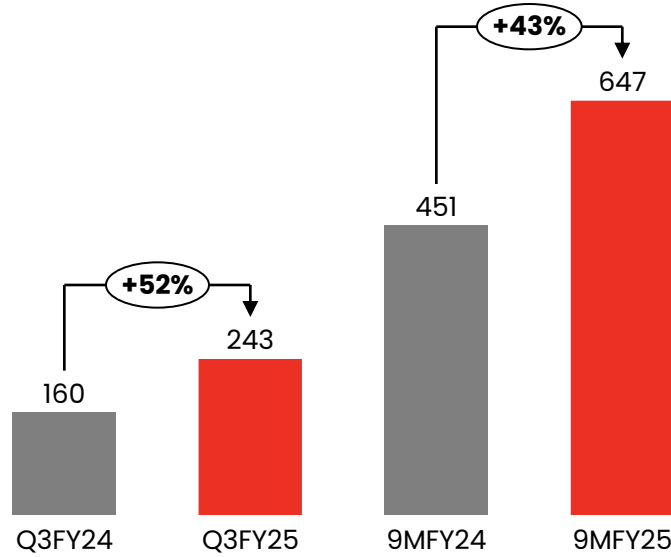


Note: \*Include Food and beverage, personal and household products, Real estate , Chemicals, construction and packaging materials, Telecommunication services, Energy and utilities and Others; Unless stated otherwise, Data as of December 31, 2024

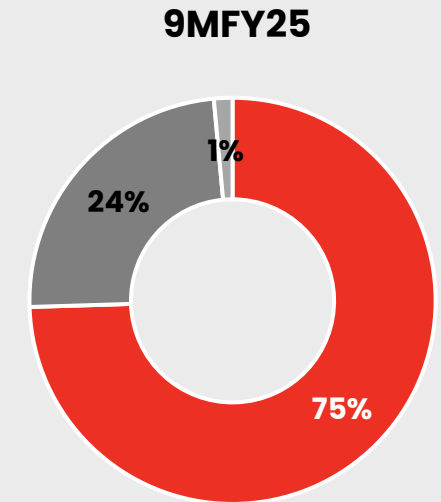
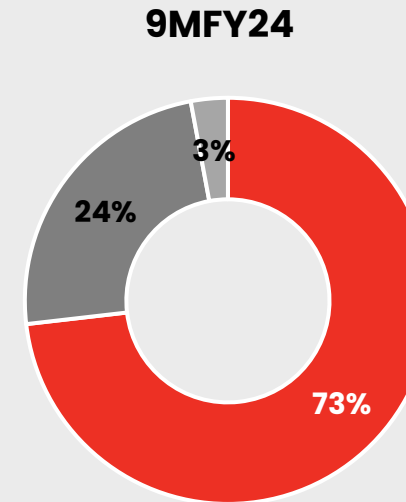
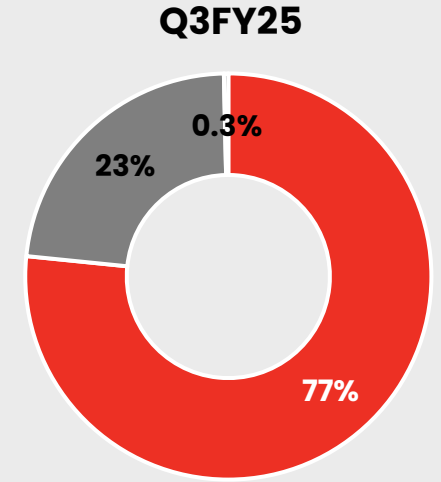
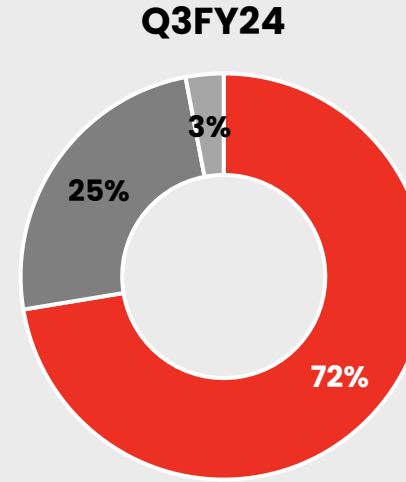
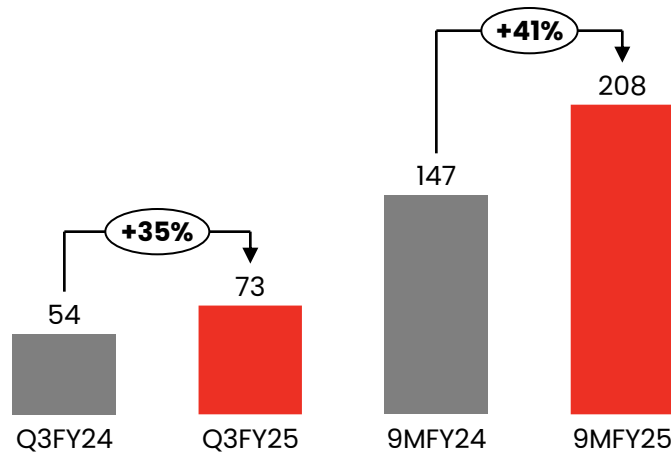
# SEGMENTAL REVENUE BREAK UP

In Rs. Crs.

## Co-working space on rent and allied services



## Construction and fit-out projects



- Co-working space on rent and allied services
- Construction and fit-out projects
- Others

# Q3 & 9M FY25 : REPORTED FINANCIAL HIGHLIGHTS

## Q3FY25 vs Q3FY24 (YoY)

Revenue from  
Operations

Rs. 318 Crs

+44%

Operating EBITDA /  
EBITDA margin

Rs. 107 Crs / 33.8%

+59%

PAT/ PAT Margin  
(excl. Exceptional Items)

Rs. 14 Crs / 4.5%

vs Rs. (6) Crs in  
Q3FY24

PAT/ PAT Margin  
(incl. Exceptional Items)

Rs. 15 Crs / 4.8%

vs Rs. (6) Crs  
in Q3FY24

ROCE<sup>^#</sup>

76%

vs 63% in  
Q3FY24<sup>^#</sup>

## 9MFY25 vs 9MFY24 (YoY)

Revenue from  
Operations

Rs. 868 Crs

+41%

Operating EBITDA /  
EBITDA margin

Rs. 286 Crs / 33.0%

+61%

PAT/ PAT Margin  
(excl. Exceptional Items)

Rs. 32 Crs / 3.7%

vs Rs. (19) Crs in  
9MFY24

PAT/ PAT Margin  
(incl. Exceptional Items)

Rs. 57 Crs / 6.5%

vs Rs. (19) Crs  
in 9MFY24

ROCE<sup>^#</sup>

64%

vs 50% in  
9MFY24<sup>^#</sup>

# ROCE calculated as Cash EBIT divided by capital employed  
^ Annualised basis  
On IndAS basis



# 9MFY25 FINANCIAL SUMMARY

## (Consolidated P&L)

- 9MFY25 reported strong Operating Revenue of Rs. 868 Crs, growth of 41% YoY
- Operating EBITDA margin for 9MFY25 is 33%, improved by 410 bps on YoY basis, on back of strong revenue growth, occupancy improvement, Enterprise clients, Allied services and operating efficiencies
- In 9MFY25, reported PAT (excl. Exceptional Items) is Rs. 32 Crs vs loss of Rs. 19 Crs in 9MFY24
- Exceptional Item includes sale of Facility Management business ("Awfis Care")
- On IGAAP Equivalent basis:**
  - Operating EBITDA margin improved to 13.8% in 9MFY25 against 7.6% in 9MFY24
  - 9MFY25 PAT (excl. Exceptional Items) was Rs. 70 crores against PAT of Rs 7 Crs in 9MFY24

Profit and Loss (in Rs. Crs)	9MFY25					9MFY24				
	Reported Ind-AS	Ind-AS 116 Impact	Ind-AS 116 Adj.	Others IND AS adj.+	IGAAP Equivalent	Reported Ind-AS	Ind-AS 116 Impact	Ind-AS 116 Adj.	Others IND AS adj.+	IGAAP Equivalent
<b>Revenue from Operations</b>	<b>868</b>	<b>1</b>	<b>866</b>	<b>0</b>	<b>866</b>	<b>616</b>	<b>4</b>	<b>613</b>	<b>0</b>	<b>613</b>
Other Expenses	581	-171	752	5	747	438	-129	567	1	566
<b>EBITDA</b>	<b>286</b>	<b>172</b>	<b>115</b>	<b>-5</b>	<b>119</b>	<b>178</b>	<b>133</b>	<b>45</b>	<b>-1</b>	<b>47</b>
<b>EBITDA Margin</b>	<b>33.0%</b>		<b>13.2%</b>		<b>13.8%</b>	<b>28.9%</b>		<b>7.4%</b>		<b>7.6%</b>
Depreciation	195	138	57	0	57	145	106	40	0	40
Other Income	33	0	33	22	12	17	0	17	14	3
<b>EBIT</b>	<b>125</b>	<b>34</b>	<b>91</b>	<b>17</b>	<b>74</b>	<b>50</b>	<b>27</b>	<b>23</b>	<b>13</b>	<b>10</b>
<b>EBIT Margin</b>	<b>14.4%</b>		<b>10.5%</b>		<b>8.6%</b>	<b>8.1%</b>		<b>3.7%</b>		<b>1.6%</b>
Finance Cost	93	75	19	14	4	69	58	11	8	3
<b>Profit before Exceptional Items and Tax</b>	<b>32</b>	<b>-41</b>	<b>72</b>	<b>2</b>	<b>70</b>	<b>-19</b>	<b>-31</b>	<b>12</b>	<b>5</b>	<b>7</b>
Exceptional Items (Income)/(Expense)	25	0	25	0	25	0	0	0	0	0
<b>Profit After Tax</b>	<b>57</b>	<b>-41</b>	<b>97</b>	<b>2</b>	<b>95</b>	<b>-19</b>	<b>-31</b>	<b>12</b>	<b>5</b>	<b>7</b>
<b>Profit After Tax Margin</b>	<b>6.5%</b>		<b>11.2%</b>		<b>10.9%</b>	<b>-3.1%</b>		<b>1.9%</b>		<b>1.1%</b>

# Q3FY25 FINANCIAL SUMMARY

## (Consolidated P&L)

- Q3FY25 reported strong Operating Revenue of Rs.318 Crs, growth of 44% YoY
- Operating EBITDA margin for Q3FY25 is 33.8%, improved by 320 bps on YoY basis, on back of strong revenue growth, Enterprise clients, Allied services and operating efficiencies
- In Q3FY25, reported PAT (excl. Exceptional Items) is Rs. 14 Crs vs loss of Rs. 6 Crs in Q3FY24
- On IGAAP Equivalent basis:**
  - Operating EBITDA margin improved to 14.7% in Q3FY25 against 9.9% in Q3FY24
  - Q3FY25 PAT (excl. Exceptional Items) was Rs. 28 crores against PAT of Rs 7 Crs in Q3FY24

Profit and Loss (in Rs. Crs)	Q3FY25					Q3FY24				
	Reported Ind-AS	Ind-AS 116 Impact	Ind-AS 116 Adj.	Others IND AS adj.+	IGAAP Equivalent	Reported Ind-AS	Ind-AS 116 Impact	Ind-AS 116 Adj.	Others IND AS adj.+	IGAAP Equivalent
<b>Revenue from Operations</b>	<b>318</b>	<b>0</b>	<b>317</b>	<b>0</b>	<b>317</b>	<b>221</b>	<b>1</b>	<b>219</b>	<b>0</b>	<b>219</b>
Other Expenses	210	-61	272	1	271	153	-45	198	0	197
<b>EBITDA</b>	<b>107</b>	<b>62</b>	<b>45</b>	<b>-1</b>	<b>47</b>	<b>67</b>	<b>46</b>	<b>21</b>	<b>0</b>	<b>22</b>
<b>EBITDA Margin</b>	<b>33.8%</b>		<b>14.3%</b>		<b>14.7%</b>	<b>30.6%</b>		<b>9.8%</b>		<b>9.9%</b>
Depreciation	72	50	22	0	22	54	39	14	0	14
Other Income	14	0	14	9	5	5	0	5	4	1
<b>EBIT</b>	<b>49</b>	<b>12</b>	<b>38</b>	<b>8</b>	<b>30</b>	<b>19</b>	<b>7</b>	<b>12</b>	<b>3</b>	<b>9</b>
<b>EBIT Margin</b>	<b>15.5%</b>		<b>11.8%</b>		<b>9.4%</b>	<b>8.6%</b>		<b>5.5%</b>		<b>3.9%</b>
Finance Cost	35	27	8	6	2	25	22	3	2	2
<b>Profit before Exceptional Items and Tax</b>	<b>14</b>	<b>-15</b>	<b>30</b>	<b>2</b>	<b>28</b>	<b>-6</b>	<b>-15</b>	<b>9</b>	<b>1</b>	<b>7</b>
Exceptional Items (Income)/(Expense)	1	0	1	0	1	0	0	0	0	0
<b>Profit After Tax</b>	<b>15</b>	<b>-15</b>	<b>30</b>	<b>2</b>	<b>29</b>	<b>-6</b>	<b>-15</b>	<b>9</b>	<b>1</b>	<b>7</b>
<b>Profit After Tax Margin</b>	<b>4.8%</b>		<b>9.6%</b>		<b>9.0%</b>	<b>-2.8%</b>		<b>3.9%</b>		<b>3.2%</b>



## ABOUT US



# The Awfis Story

Awfis is India's largest and fastest growing end-to-end Workspace Solutions Platform serving shared communities and delivering exceptional experiences.

Conceived to address a critical gap – the need for accessible, flexible, high-quality workspaces at a fair price – Awfis is at the forefront of the flex revolution

18 Cities

200+ Centers

3k+ Clients

~1,000 Cr Revenue

## Avant-Garde Design

An evolving aesthetic for changing requirements, our design is the cornerstone of our success.

## Operational Excellence

From concept to delivery & everyday service, smooth operations create a seamless workspace experience

## Sustainable Practices

Committed to a better future with a positive impact on the environment and community



# AWFIS WORKSPACE SOLUTIONS PLATFORM

## COWORKING

Flexible Workspaces

Fixed Seats



Cabin Spaces



Customised Spaces



## MOBILITY

Flexible Access

Meeting Room



Day Pass



Virtual Office



## MANAGED OFFICE

Customised Workspaces

An end-to-end, built-to-suit  
enterprise workspace solution

## TRANSFORM

Design & Build

Commercial fit-out services that  
blend function & design

**awfis**

Workspace Solutions For  
Everyone

**awfisgold**

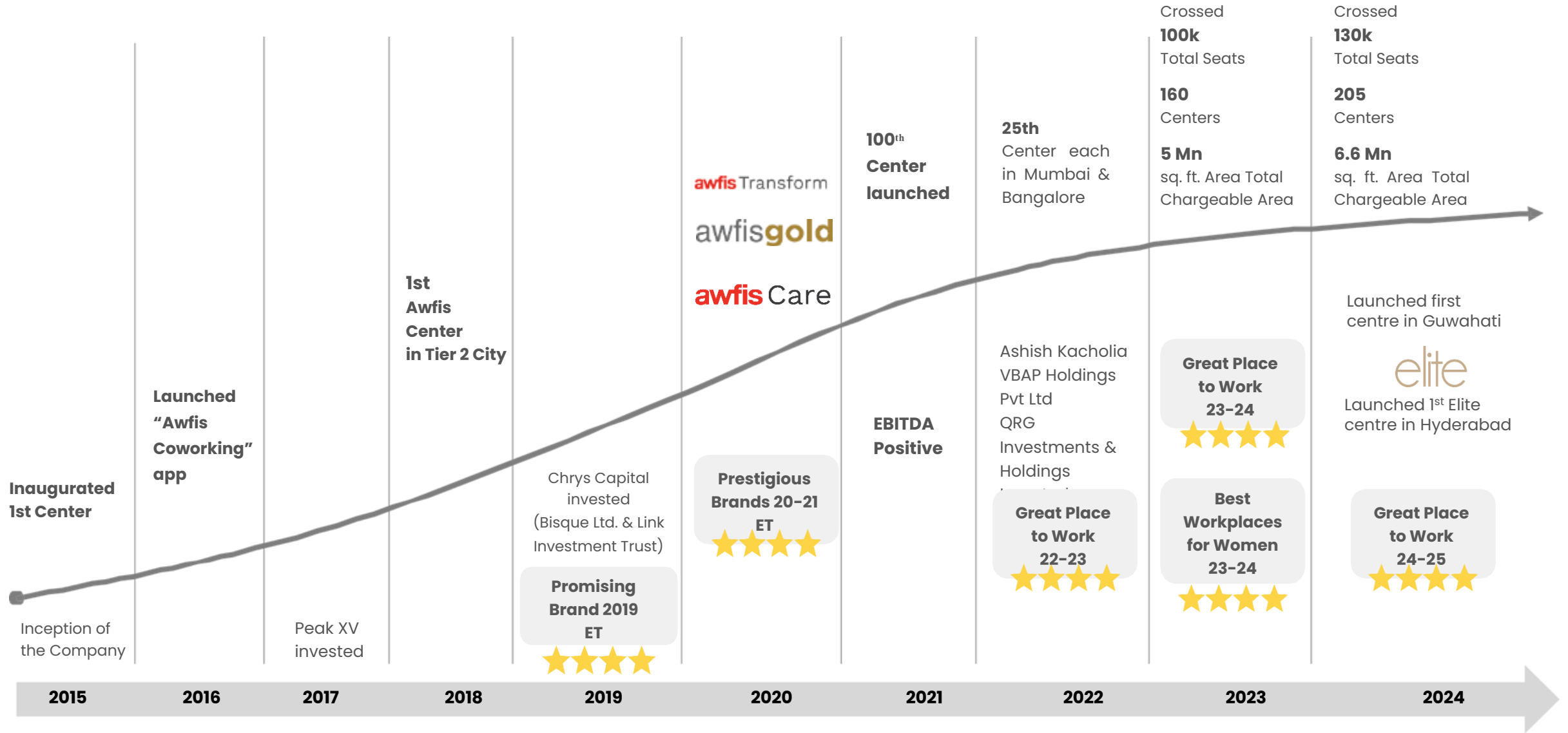
Premium Office  
Spaces in Grade A  
buildings

**elite**

Uber Premium Spaces catering to MNCs  
GCC's & Large Corporates



# OUR JOURNEY SO FAR



Over the Years We've Evolved to become a Leading Flexible Workspace Solutions Platform





**INVESTMENT  
THESIS**

# CORE DRIVERS OF AWFIS EXCELLENCE

## GROWING FLEX SECTOR

India has emerged as one of the **fastest growing markets** for flexible workspaces globally

## INNOVATIVE SUPPLY MODEL

Industry leader in capital efficient **“Managed Aggregation”** model



## NETWORK LEADERSHIP

A **leading flexible workspace solutions company** in India in terms of number of centers

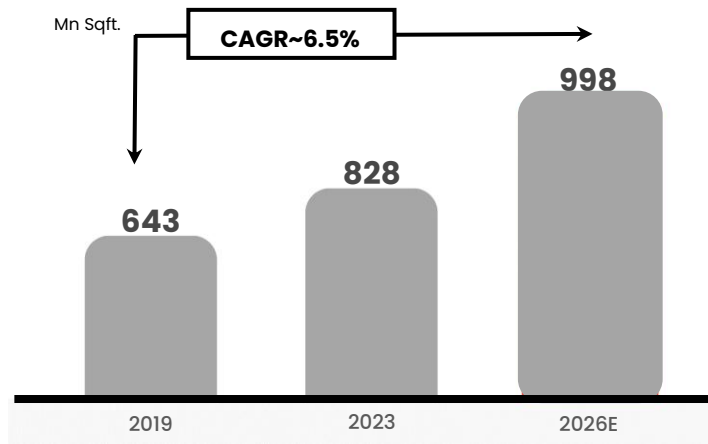
## STRONG DEMAND STRATEGY

Versatile operator **catering to all seat cohorts**, and company types

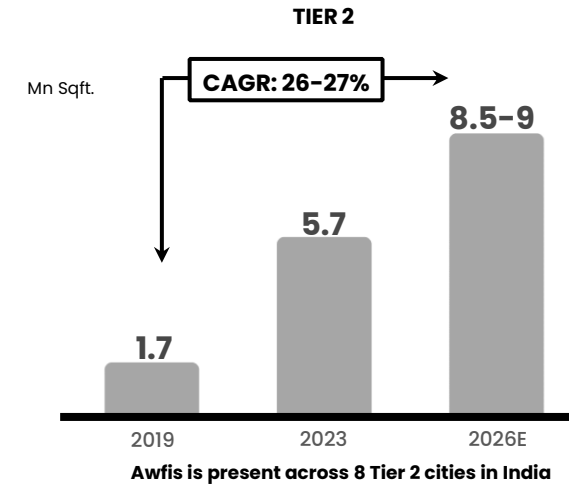
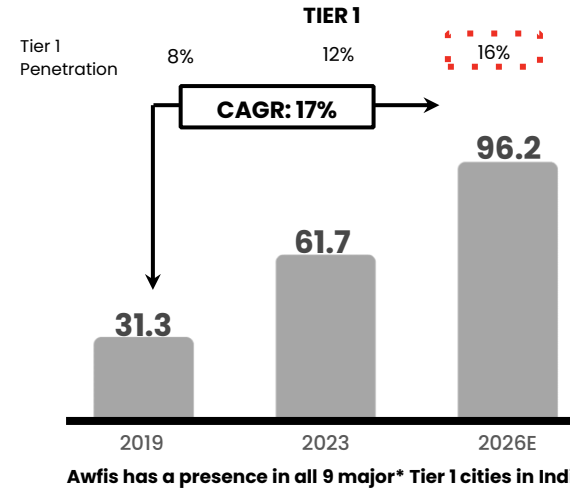
# GROWING FLEX SECTOR

## INDIA AMONGST THE FASTEST GROWING MARKETS

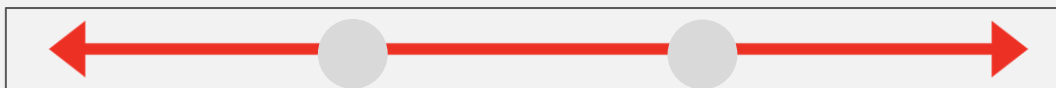
### GROWTH OF INDIAN OFFICE STOCK



### WITH INDIA FLEX SPACE GROWING FASTER



### HUGE ADDRESSABLE FLEX MARKET IN INDIA CONTROLLED BY LARGE OPERATORS



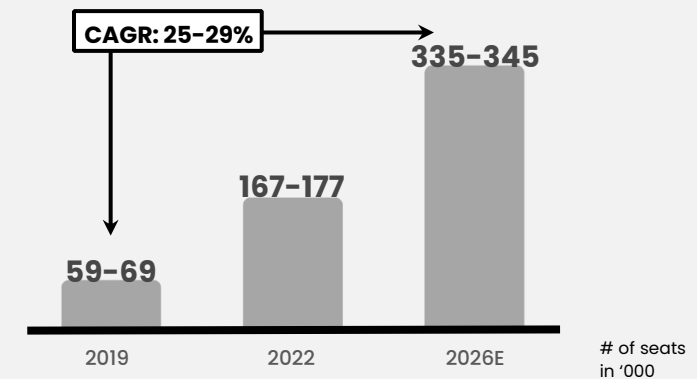
**INR 485-607 BN**

Addressable Market  
(in INR Bn) by FY26E

**~60%**

Of overall PAN India stock is  
controlled by Top 10 operators  
(by portfolio size)

### GROWING YOY DEMAND FOR SEATS IN FLEXIBLE WORKSPACES



#Source: CBRE Report.  
\*Cities include Delhi, Mumbai, Gurgaon, Noida, Bangalore, Kolkata, Pune, Hyderabad, Chennai.

# INDUSTRY RECOGNITION

FY '24

Best Coworking Space Of The Year



Best Office Design



Managed Office Space Design (South)



Coworking Operator Of The Year



Best Managed Office Brand



40 under 40- Ms. Anisha Jhawa Kabra



Flex Spaces Best Chain



Coworking Brand Of The Year



Managed Office Space Design (North)



Top 100 Great People Managers (2023) – Mr. Amit Ramani



Managed Spaces Design Of The Year



Best Coworking Brand of the Year



Great Place To Work (2023-2024)



Co-working Marketing Initiative of the Year



9MFY'25

Enterprise Workspace Brand Of The Year



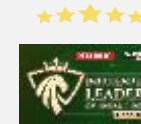
Coworking Operator Of The Year



Most Preferred Coworking Spaces



Influential Leader Of India – Mr. Amit Ramani



Iconic Leader – Mr. Amit Ramani



Top 25 CEO's Of India (2024) – Mr. Amit Ramani



Top 25 CEO's Of India (2024) – Mr. Sumit Lakhani



Top 75 Managers Of India – Mr. Avneesh Goel



Star Woman Lawyer Of The Year – Ms. Ranju Goyal



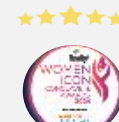
General Counsel of the Year- Real Estate



CMO Of The Year- Ms. Sheetal Vanwari



Women Achievers In Marketing – Ms. Sheetal Vanwari





# EXPERIENCED MANAGEMENT TEAM

## OUR SEASONED LEADERSHIP



**AMIT RAMANI**  
**Chairman and**  
**Managing Director**

- ~20 years of experience in Real Estate & Workplace Solutions
- Previously with Nelson Planning and Designs Pvt. Ltd. as Promoter and MD
- Recognised by The ET – most promising business leaders of Asia 2019-2020



**SUMIT LAKHANI**  
**Deputy Chief**  
**Executive Officer**

- 17 years of experience in marketing, sustainable investment banking & engineering
- Previously served as VP – sustainable IB business advisory and sustainable responsible investing with YES Bank



**RAVI DUGAR**  
**Chief Financial**  
**Officer**

- Associate member of The ICAI
- 20 years of experience in finance
- Served as CFO – finance and accounts with Livguard Energy Technologies Pvt. Ltd.



**MANU DHIR**  
**Chief Operating**  
**Officer**

- Associated with Awfis since 2015
- 25 years of experience in the hospitality restaurants, beverage
- Previously served as the COO with SilverMaple Healthcare Services Pvt. Ltd.



**DEEPAYAN SEN**  
**Head – Real Estate**  
**and Leasing**

- 16 years of experience in Real Estate sector
- Previously served as the National Lead – RE and LP in real estate & projects with Staples
- Cleared intermediate examination of the Institute of Costs and Works Accountants of India.



**AMIT KUMAR**  
**CS & Compliance**  
**Officer**

- 10 years of experience in legal and secretarial functions
- Associate member of the Institute of Company Secretaries of India
- Previously served as the Deputy Manager – legal and secretarial with Rhea Retail Pvt. Ltd.

# AND BOARD OF DIRECTORS



**RAJESH  
KHARABANDA**  
*Non-Executive  
Director*

- 37 years of experience in the sports sector
- Currently MD of Freewill Sports Pvt. Ltd.
- Holds a Bachelor's degree in commerce from D.A.V. College, Guru Nanak Dev University, Jalandhar



**ARJUN BHARTIA**  
*Non-Executive  
Director*

- 7 years of experience in managerial positions
- Currently Promoter and Director of Jubilant Consumer Private Limited
- Holds a Bachelor's degree from Brown University



**ANIL PARASHAR**  
*Independent  
Director*

- 27 years of experience in the financial sector
- Currently the Wholetime director of InterGlobe Technology Quotient Pvt.Ltd.
- An associate member of The ICAI



**RADHIKA  
JAYKRISHNA**  
*Independent  
Director*

- 8 yrs. of experience in managerial roles, investment portfolios management and Real Estate sectors
- Currently serves as the director at Rex-Tone Industries Limited and Rex-Tone Digital Private Limited



**SANJAY SHAH**  
*Independent  
Director*

- Over 18 years of experience in computer engineering, software and logistics sectors
- Currently serving as the COO – India / South-East Asia with National Entrepreneurship Network



**GROWTH  
STRATEGY**



## Continue to build an industry leading capital efficient model

Grow our portfolio of centers under the asset light MA model

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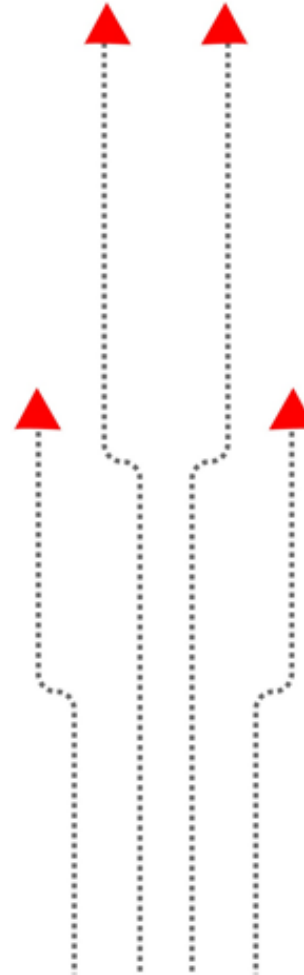
Continue to develop mid-size centers

## Expanding in new and existing markets

Expand into key micro-markets in Tier 1 cities and upcoming Tier 2 cities

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Invest in markets with high demand and stronger long-term returns



## Enhance our product and Service offerings

Increase focus on Awfis Transform, Awfis Care and allied services

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Continue catering to a wider range of clients, tailoring to their needs

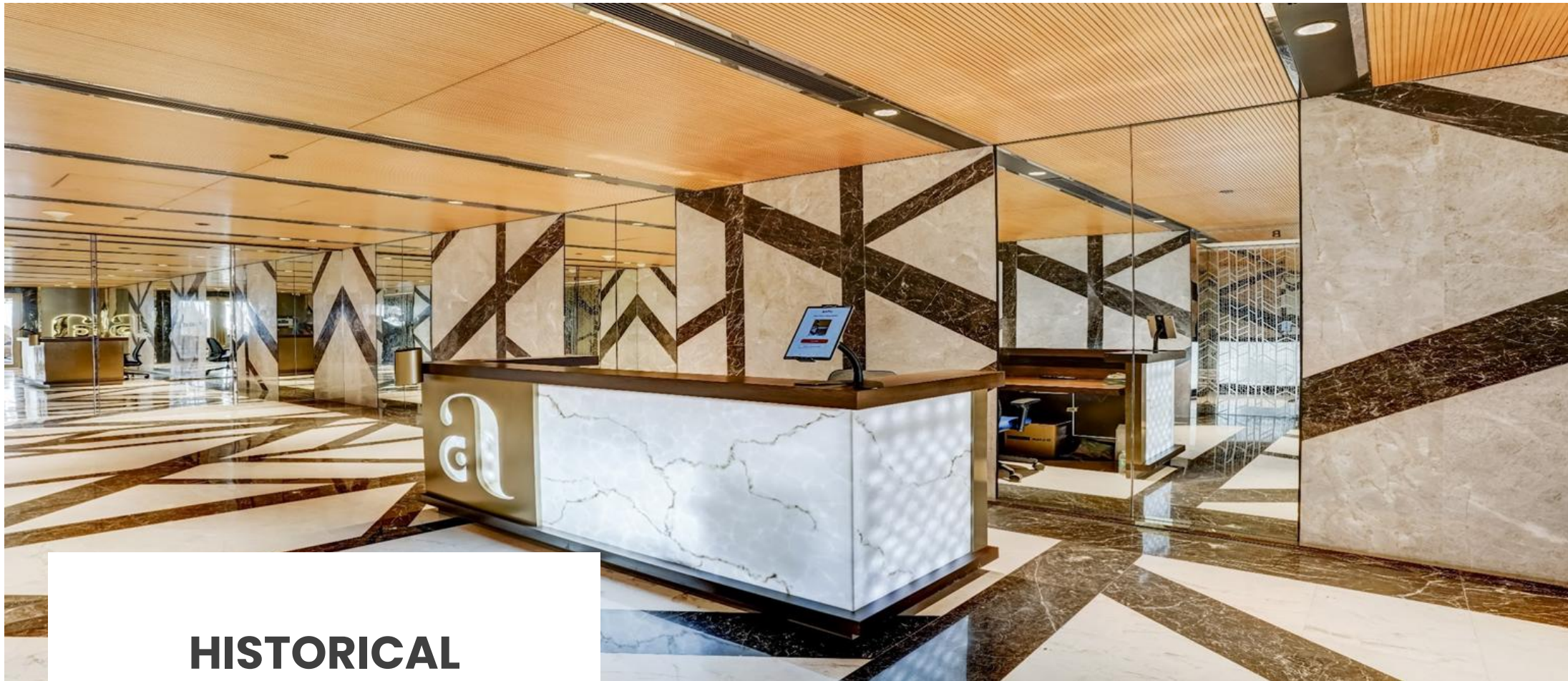
## Improving operational efficiency

Higher cost efficiencies through a stronger vendor base

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Streamline operations and leverage new-age technologies



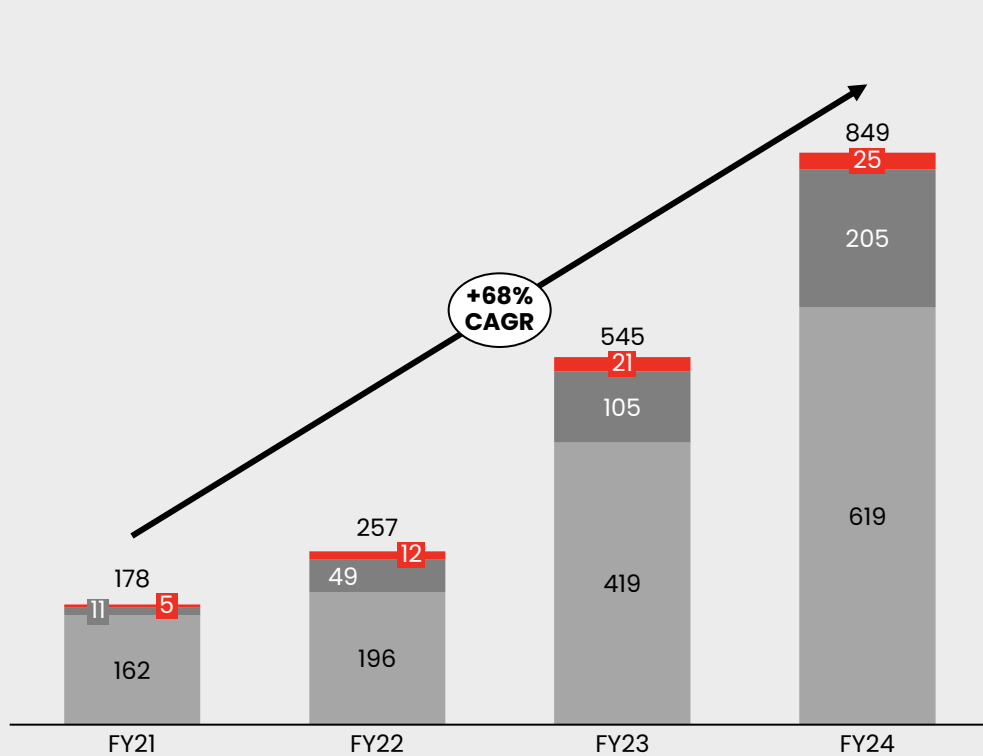


**HISTORICAL  
FINANCIALS**

# ROBUST FINANCIAL METRICS

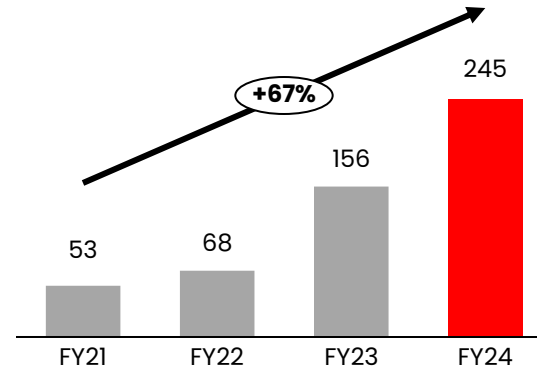
In Rs. Crs

## Revenue from Operations

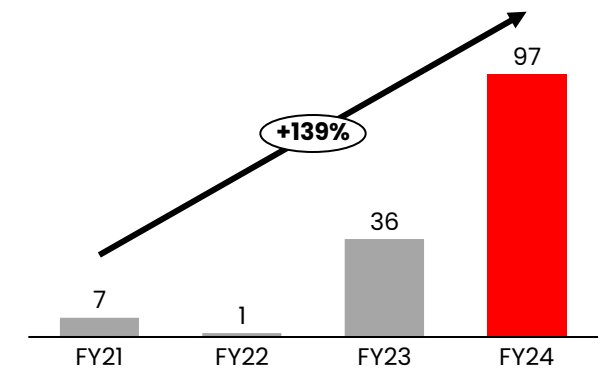


- Co-Working Space on Rent & Allied Services
- Construction & Fit-out Projects
- Others

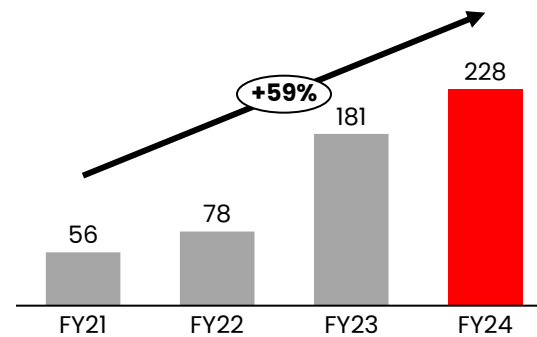
## Operating EBITDA



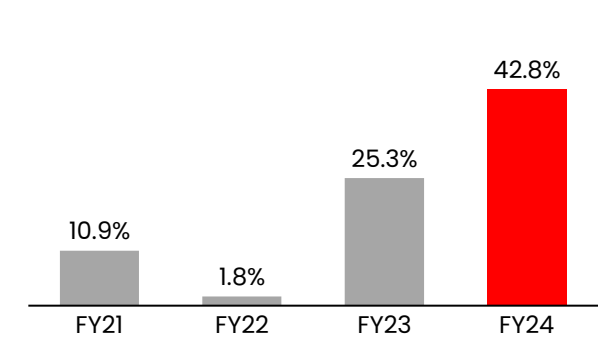
## Cash EBIT\*



## Net Cash Flow From Operations



## ROCE#



\* Cash EBIT is Operating EBITDA plus Other income minus actual lease payments during the period  
 # ROCE calculated as Cash EBIT divided by capital employed  
 On IndAS basis



# DESIGN PORTFOLIO





# DESIGN PORTFOLIO





# DESIGN PORTFOLIO







**awfis**

**THANK  
YOU**

### Company

**awfis**

CIN: L74999DL2014PLC274236

[cs.corp@awfis.com](mailto:cs.corp@awfis.com)

[www.awfis.com](http://www.awfis.com)

### Investor Relations

**SGA** Strategic Growth Advisors

CIN: U74140MH2010PTC204285

Ms. Ami Parekh / Mr. Pratik Shah

E: [ami.parekh@sgapl.net](mailto:ami.parekh@sgapl.net) / [p.s.shah@sgapl.net](mailto:p.s.shah@sgapl.net)

T: +91 8082466052 / +91 9870030585

[www.sgapl.net](http://www.sgapl.net)