

29<sup>th</sup> January, 2025

BSE Limited Listing Dept. / Dept. of Corporate Services, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001.

#### Security Code : 539301 Security ID : ARVSMART

National Stock Exchange of India Ltd. Listing Dept., Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1, G. Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 400 051.

Symbol : ARVSMART

Dear Sir / Madam,

#### Sub: Information Update / Investor Presentation for Q3 & M9 FY25.

Pursuant to Regulations 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are submitting herewith the Information Update / Investor Presentation for the quarter and nine months ended on 31<sup>st</sup> December, 2024.

The copy of Information Update / Investor Presentation will also be available on the website of the Company at <a href="https://www.arvindsmartspaces.com/investors/financial-reports/">https://www.arvindsmartspaces.com/investors/financial-reports/</a>.

You are requested to take the same on your record.

Thanking you,

Yours faithfully, For Arvind SmartSpaces Limited

Prakash Makwana Company Secretary

Encl.: As above



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## INFORMATION UPDATE Q3 & 9M FY25

**JANUARY 2025** 

www.arvindsmartspaces.com



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## Q3 & 9M FY25 PERFORMANCE

- OPERATIONAL HIGHLIGHTS
- FINANCIAL HIGHLIGHTS

## KEY UPDATES: Q3 & 9M FY25



#### Q3 & 9M FY25 HIGHLIGHTS – BOOKINGS, COLLECTIONS, P&L

- Highest Ever Half 9M Bookings Value of Rs. 890 Cr; YoY growth of 14%
  - o Quarterly Bookings Value of Rs. 224 crore
- Highest 9M Yearly Collections of Rs 725 Cr, YoY growth of 10%
- Q3 collections were at Rs 229 crore, YoY growth of 18%
- Size of P&L has grown substantially during 9M
  - o 9M revenues at Rs. 550 Cr, up 146%
  - 9M EBITDA at Rs 152 Cr, up 166%
  - 9M PAT at 97 Cr, up 208%

#### Q3 & 9M FY25 HIGHLIGHTS – BUSINESS DEVELOPMENT

- Entered Mumbai Metropolitan Region (MMR) with a ~Rs. 1,500\* crore horizontal township project, spread over ~ 92 acre
  - Signed under joint development model (70.5% Revenue share)
  - Located near Khopoli in Mumbai 3.0
- To develop a mega industrial park in Ahmedabad spread over ~440 acre with a top-line potential of ~Rs. 1,350\* crore
  - Joint development project (70.5% Revenue share) on NH47, Bavla-Bagodara Road is envisaged to be one of the largest industrial parks in Gujarat
- The cumulative new business development topline potential for the year stands at ~Rs. 3,850
- On track to further add to the new project acquisition plan across Ahmedabad, Bengaluru, MMR during the remainder of the year

\*On the basis of the current business assumptions

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## **BOOKINGS: Q3 FY25**



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## **BOOKINGS: PROJECT-WISE**

City	Proi	ect wise	Q3 FY24	Q3 FY25
			Rs. Cr	Rs. Cr
Gujarat	Aavishkaar		1	5
	Forreste (I to V)	1	5	(1)
	Fruits of Life		0	1
	High Grove / CV	N	4	0
	Uplands 2.0 & 3	3.0	75	26
	Uplands (One &	k Two)	34	(0)
	Rhythm of Life		-	0
	Aquacity		-	147
	Other Complete	ed Projects	-	0
	Gujarat Tota	al	120	18
Karnataka	Belair		7	12
	Greatlands		(4)	5
	Oasis		4	4
	Skylands		-	-
	The Edge		-	-
	Forest Trails		154	8
	Orchards		-	12
	Karnataka To	otal	161	42
Maharashtra	Elan		-	2
	Total		280	224
Q3 FY	24	Q3 FY25		Growth (Yo
₹28		<b>₹224</b> с	R	(20)%

City	Project wise	YTD Dec FY24 Rs. Cr	YTD Dec FY25 Rs. Cr
Gujarat	Aavishkaar	10	9
	Forreste (I to V)	26	19
	Fruits of Life	42	(1)
	High Grove / CW	39	(3)
	Uplands 2.0 & 3.0	376	47
	Uplands (One & Two)	68	(6)
	Rhythm of Life	-	21
	Aquacity Other Completed Projects	-	675 2
	Gujarat Total	561	763
Karnataka	Belair Greatlands Oasis	40 (12) 41	37 9 8
	Skylands	1	-
	The Edge	2	-
	Forest Trails	154	23
	Orchards	-	46
	Karnataka Total	225	123
Maharashtra	Elan	(2)	3
Total		784	890

9M FY25

**₹890** cr

9M FY24

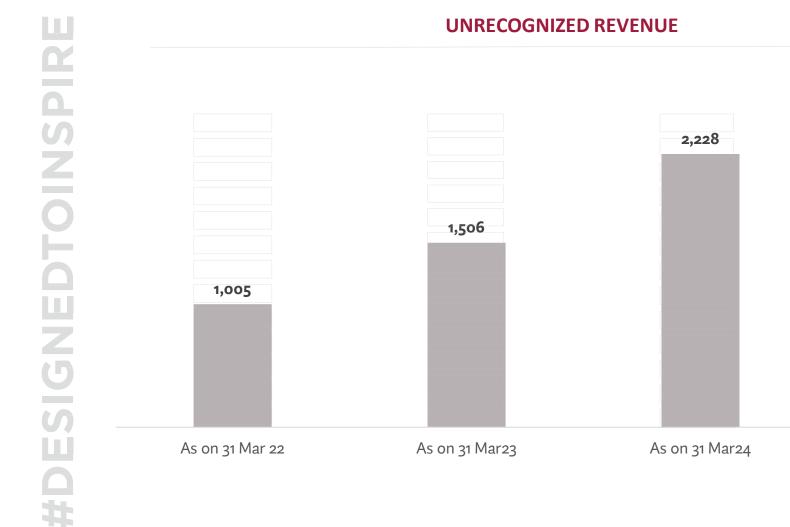
**₹784** cr

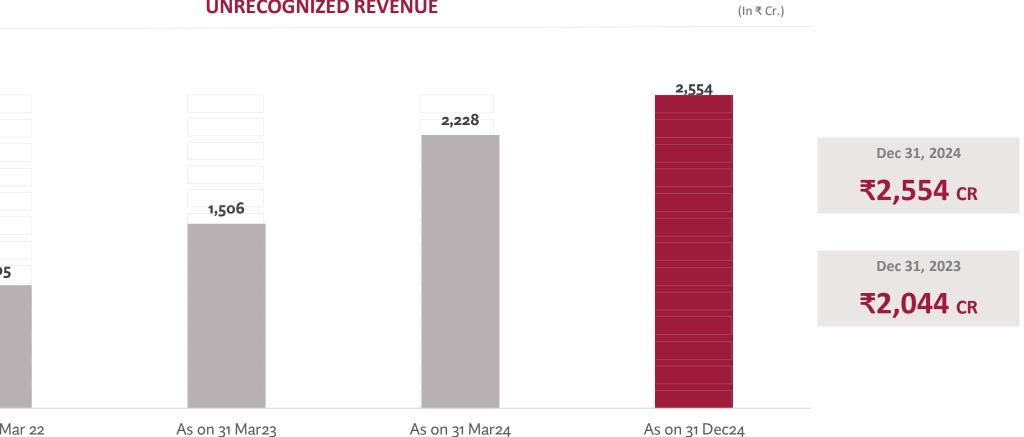
Growth (YoY)

14%

## **UNRECOGNIZED REVENUE – AS ON 31 DEC 24**

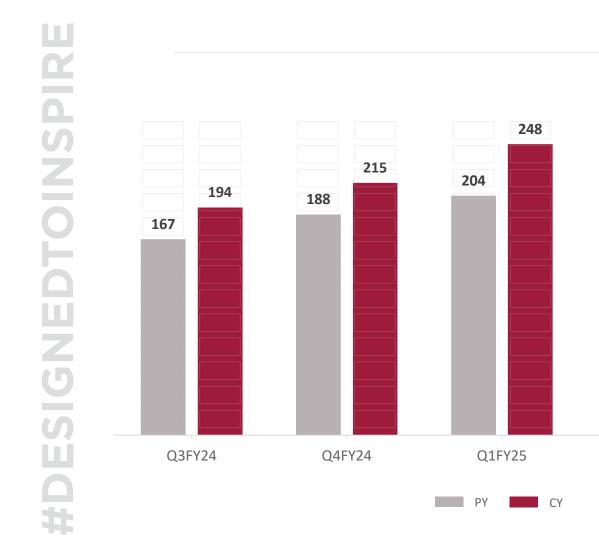






## **COLLECTIONS : Q3FY25**





263

249

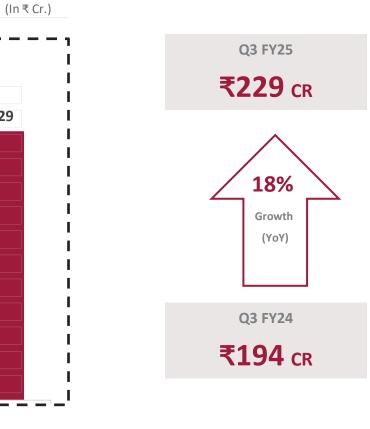
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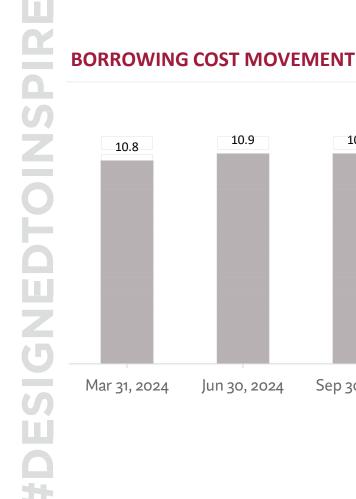
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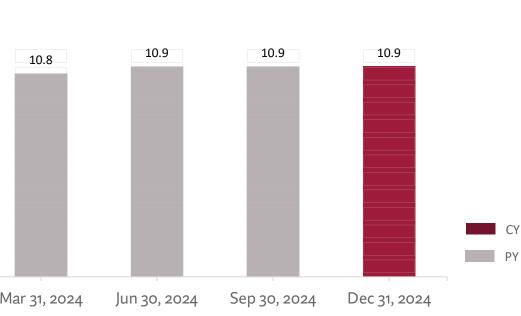
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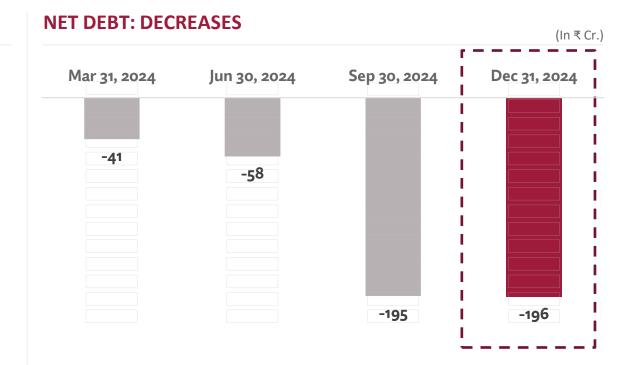
#### **OPERATIONAL HIGHLIGHTS**

### **NET DEBT MOVEMENT: Q3FY25**





(In %)



Net Interest-bearing funds as on Dec 31, 2024 is ₹ -196 Cr (vs Sep 24 ₹ -195 Cr) decreased by ₹1 Cr during the quarter

Net Debt (Interest-bearing funds) to Equity ratio at (0.34) as on Dec-24 vs (0.37) as on Sep-24

**SMARTSPACES** 

**FINANCIAL HIGHLIGHTS** 

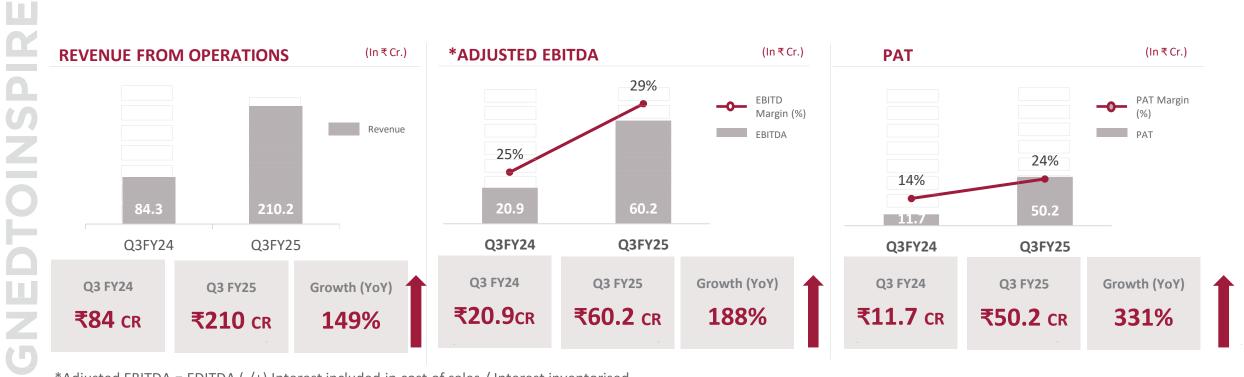
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**P&L: Q3FY25** 



CONSOLIDATED FINANCIALS SUMMARY



\*Adjusted EBITDA = EDITDA (-/+) Interest included in cost of sales / Interest inventorised

#### FINANCIAL PERFORMANCE VS FRESH SALES

- Financial performance is based on applicable accounting standards wherein the revenue recognition is based on transfer of control with Project completion and satisfaction of performance obligation.
- Despite witnessing strong Sales momentum in fresh bookings, the same does not reflect in Financial performance due to a lag between the two

**FINANCIAL HIGHLIGHTS** 

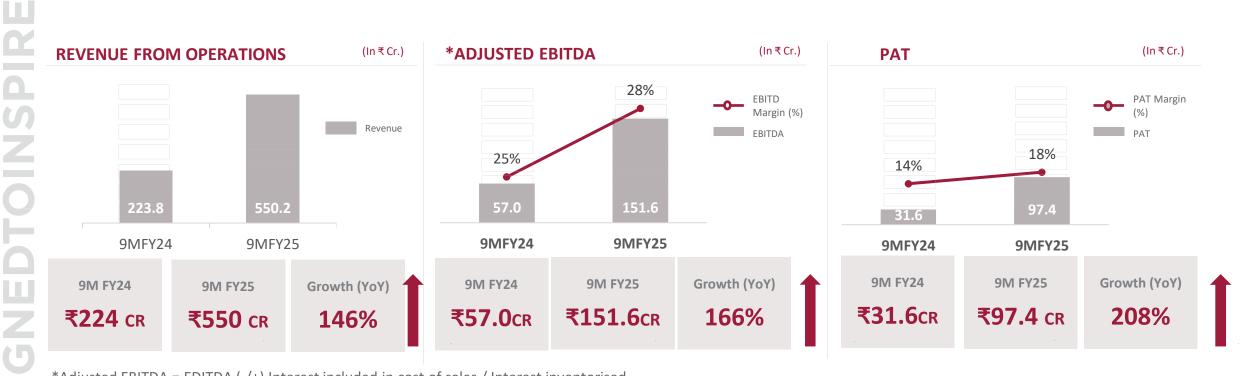
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P&L: 9MFY25



CONSOLIDATED FINANCIALS SUMMARY



\*Adjusted EBITDA = EDITDA (-/+) Interest included in cost of sales / Interest inventorised

#### FINANCIAL PERFORMANCE VS FRESH SALES

- Financial performance is based on applicable accounting standards wherein the revenue recognition is based on transfer of control with Project completion and satisfaction of performance obligation.
- Despite witnessing strong Sales momentum in fresh bookings, the same does not reflect in Financial performance due to a lag between the two

### **Q3FY25 SYNOPSIS**



City	Projects	Area Booked Q3 FY25	Units Booked Q3 FY25	Sales Value for Q3 FY25	Amount Collected Q3 FY25	Revenue Recognized Q3 FY 25
		(sq ft.)	(nos.)	(Rs. Cr)	(Rs. Cr)	(Rs. Cr)
	Aavishkaar	15,793	18	5	3	2
	Chirping Woods	10,773	2	2	5	-
	Forreste 5	-	-	0	4	0
	Forreste 1 - 4^	(3,564)	-	(1)	5	0
	Fruits of Life	7,884	1	1	2	-
Gujarat	Highgrove	(10,305)	(1)	(1)	1	10
Gujarat	Megatrade	814	2	0	0	-
	Aquacity	13,95,603	182	147	59	-
	Rhythm of Life	(207)	1	0	9	-
	Uplands 2.0 & 3.0, Adroda	2,86,308	50	26	55	-
	Uplands One	-	-	0	(3)	0
	Uplands Two	-	-	(1)	14	4
	Belair	9,451	10	12	11	140
	Forest Trails	10,548	3	8	7	-
Karnataka	Greatlands	11,545	6	5	15	47
NdffidldKd	Oasis	5,032	4	4	2	2
	Orchards	20,108	12	12	41	-
	The Edge	-	-	-	0	-
Maharashtra	Elan	2,248	2	2	0	0
Total		17,62,031	292	224	229	210

^ Revenue recognition excludes any sale of land or other miscellaneous income

Forreste Revenue recognition for Arvind SmartSpaces would be equivalent to DM Fees only.

Amount Collected is inclusive of Taxes and net of cancellations

## **9MFY25 SYNOPSIS**



City	Projects	Area Booked YTD Dec FY25 (sq ft.)	Units Booked YTD Dec FY25 (nos.)	Booking Value for YTD Dec FY25 (Rs. Cr)	Amount Collected YTD Dec FY25 (Rs. Cr)	Revenue Recognized YTD Dec FY25 (Rs. Cr)
	Aavishkaar	24,537	29	9	8	9
	Chirping Woods	(18,378)	(4)	(3)	12	1
	Forreste 5	76,959	8	20	30	2
	Forreste 1 - 4^	(2,511)	-	(1)	39	2
	Fruits of Life	(8,865)	-	(1) (1)	23	-
	Highgrove	(342)	-	0	11	27
Gujarat	Megapark	22,376	2	2		2
	Megatrade	814	2	0	0	0
	Aquacity	63,54,936	826	675	75	-
	Rhythm of Life	1,32,444	18	21	17	-
	Uplands 2.0 & 3.0, Adroda	4,90,752	80	47	182	-
	Uplands One	(31,932)	(1)	(9)	15	39
	Uplands Two	9,363	3	4	40	8
	Belair	37,927	32	37	66	140
	Forest Trails	30,304	8	23	23	-
Kausatalua	Greatlands	10,497	5	9	64	267
Karnataka	Oasis	9,968	8	8	6	7
	Orchards	69,751	41	46	104	-
	The Edge	-	-	-	2	-
Maharashtra	Elan	3,372	3	3	5	41
Total		72,11,972	1,060	890	725	547

^ Revenue recognition excludes any sale of land or other miscellaneous income

Forreste Revenue recognition for Arvind SmartSpaces would be equivalent to DM Fees only.

Amount Collected is inclusive of Taxes and net of cancellations

## **DEBT PROFILE – AS ON DEC 31, 2024**



Amount in ₹ Cr.	30-Jun-2024	30-Sep-2024	31-Dec-2024
Gross Debt*	61	58	55
Net Interest-bearing funds	(58)	(195)	(196)
Net Interest-bearing funds to Equity	(0.12)	(0.37)	(0.34)

The Company generated operating Cash Flow of Rs. 74 Cr of in Q3 and Rs. 277 cr in 9M. The Company has significant headroom to raise fresh Debt while maintaining a healthy Debt Equity ratio.

• The above statement does not include OCD of ₹ 49 Cr issued to HDFC Platform 2 (8 years original tenure + 2 years) for joint project in Bangalore and surplus accumulated towards landowners of High Grove and Chirping Woods

Note : The numbers for Gross Debt and Net Debt may appear different in financials basis the reporting as per accounting standards

## **CONSOLIDATED CASHFLOWS – Q3FY25**



Particulars (Rs in Crs)	FY24	Q1 FY25	Q2 FY25	Q3 FY25	YTD Dec FY25	
Opening Balance	27	21	30	39	21	STRONG OCF TREND:
Operating activities						(In ₹
Collections	876	248	249	230	727	
Construction cost and other overheads	(296)	(106)	(105)	(88)	(298)	
Taxes	0	1	(5)	(13)	(17)	
Direct land cost/JDA and DM sharing	(123)	(46)	(33)	(55)	(135)	
Net Operating Cashflow (A)	458	97	106	74	277	106
Financing Activities						98 97
Finance cost (Net)	(2)	(1)	(1)	(1)	(3)	
Pref Issue / Equity	1	4	1	-	6	
Loans/OCD - Drawdown/(Repayment) (Net)	(75)	(15)	46	(39)	(7)	
Investments (Net)	(20)	(13)			(145)	
Net Financial Cashflow (B)	(96)	(25)			(149)	
Investing Activities						
Land Payments & Approvals	(368)	(62)	(20)	(45)	(127)	
Net Investing Cashflow (C)	(368)	(62)			(127)	
Closing Balance	21	30	39	22	22	Q3 FY24 Q4 FY24 Q1 FY25 Q2 FY25 Q3 FY

Note : Above cash flow is basis direct cashflow method and may not correspond to accounting cash flow method and strict accounting classifications. Further for DM projects, the collections are grossed up while the net operating cash flow for the Company from DM would be equivalent to DM fees only.



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## PROJECT PORTFOLIO

- COMPLETED PROJECTS
- PROJECTS UNDER EXECUTION
- PROJECTS IN PIPELINE
- SYNOPSIS

## **PROJECT PORTFOLIO - COMPLETED**



State Project		Total Saleable	Booked	Unsold Inventory	Booking Value	Revenue Recognized	^Collections	Average Price (Price till date)
		(Sqft)	(Sqft)	(Sqft)	(₹ Cr)	(₹ Cr)	(₹ Cr)	₹/Sqft
	Aavishkaar	5,45,468	4,41,002	1,04,466	126	118	121	2,855
	Alcove	10,32,660	9,84,150	48,510	25	25	25	251
	Citadel	1,01,859	1,01,859	-	55	55	55	5,407
Gujarat	Megaestate	59,180	24,994	34,186	8	8	8	3,265
	Megapark	5,01,222	4,83,860	17,362	29	29	27	591
	Megatrade	82,526	74,550	7,976	32	31	32	4,293
	Parishkaar/Trade Square	9,15,809	9,15,809	-	254	254	254	2,776
	Belair	4,69,620	4,10,202	59,418	274	140	236	6,673
	Expansia	1,40,268	1,40,268	-	75	75	75	5,358
Karnataka	Greatlands	9,52,854	7,48,586	2,04,268	309	267	284	4,122
	Oasis	5,72,262	5,61,722	10,540	323	318	320	5,759
	Skylands	4,91,113	4,91,113	-	267	267	267	5,443
	Sporcia	5,01,491	4,99,990	1,501	235	235	234	4,692
Maharashtra	Elan	1,34,952	64,960	69,992	46	41	43	7,114
	Total	65,01,284	59,43,064	5,58,220	2,058	1,863	1,980	

^Amount Collected is excluding Taxes and net of cancellations As on 31 December 2024

## **PROJECT PORTFOLIO - ONGOING**



State	Project
Gujarat	Aquacity
	Chirping Woods
	Forreste 1 - 4^
	Forreste 5
	Fruits of Life
	High grove
	Rhythm of Life
	Uplands 2.0 & 3.0, Adro
	Uplands One
	Uplands Two
Karnataka	Forest Trails (Sarjapur
	Orchards
	The Edge
	Total

As on 31 December 2024

State	State Project		Total Booked Uns Saleable Inver		Booking Value	Revenue Recognized	^Collections	Average Price (Price till date)
		(Sqft)	(Sqft)	(Sqft)	(₹ Cr)	(₹ Cr)	(₹ Cr)	₹/Sqft
Gujarat	Aquacity	1,02,80,457	63,54,936	39,25,521	675	-	73	1,062
	Chirping Woods	13,39,092	10,89,275	2,49,817	129	1	104	1,180
	Forreste 1 - 4^	29,58,846	23,96,270	5,62,575	342	31	324	1,429
	Forreste 5	9,43,164	5,33,190	4,09,974	120	5	65	2,253
	Fruits of Life	17,45,853	14,96,421	2,49,432	145	-	135	969
	High grove	43,77,033	24,34,194	19,42,839	232	87	223	951
	Rhythm of Life	7,98,858	7,40,934	57,924	91	-	18	1,222
	Uplands 2.0 & 3.0, Adroda	67,50,136	48,90,537	18,59,599	439	-	254	898
	Uplands One	31,92,901	29,31,052	2,61,849	507	476	499	1,729
	Uplands Two	12,89,128	10,83,204	2,05,924	330	65	283	3,050
Karnataka	Forest Trails (Sarjapur JD)	9,71,736	2,54,739	7,16,997	181	-	51	7,124
	Orchards	5,70,200	3,82,514	1,87,686	209	-	122	5,474
	The Edge	1,68,224	56,994	1,11,230	40	-	26	7,077
	Total	3,53,85,629	2,46,44,260	1,07,41,369	3,440	665	2,176	

## **PROJECT PORTFOLIO – SUMMARY**



Status	City	Project	Туре	Structure	Economic Interest	Estimated Completion Date	Saleable Sq Ft	Total Est. Booking Value (Rs in Crs)
A. Completed	Gujarat	Summary of all completed projects				Complete	32,38,724	584
	Maharashtra	Summary of all completed projects				Complete	1,34,952	75
	Karnataka	Summary of all completed projects				Complete	31,27,608	1,596
B. Ongoing	Gujarat	Chirping Woods	Residential	JV	~ 50% Revenue Share	2024	13,39,092	173
		Forreste 5	Residential	DM	~ 10% Revenue Share	2026	9,43,164	207
		Uplands One	Residential	JV	~ 77% Revenue Share	2023	31,92,901	580
		Uplands Two	Residential	JV	~ 77% Revenue Share	2025	12,89,128	350
		High grove	Residential	JV	~ 45% Revenue Share	2024	43,77,033	329
		Forreste 1 - 4^	Residential	DM	~ 10% Revenue Share	2024	29,58,846	395
		Aquacity	Residential	JV	~ 50% Revenue Share	2027	1,02,80,457	973
		Fruits of Life	Residential	HDFC Platform 2	Arvind Invst 33.33%	2025	17,45,853	155
		Uplands 2.0 & 3.0, Adroda	Residential	JV	~ 55% Revenue Share	2026	67,50,136	638
		Rhythm of Life	Residential	Owned	100%	2026	7,98,858	111
	Karnataka	The Edge	Commercial	Owned	100%	2024	1,68,224	125
		Forest Trails (Sarjapur JD)	Residential	JD	~ 65% Revenue Share	2027	9,71,736	600
		Orchards	Residential	HDFC Platform 2	Arvind Invst 33.33%	2027	5,70,200	222
		Subtotal					4,18,86,913	7,112

## **PROJECT PORTFOLIO – SUMMARY**



Status	City	Project	Туре	Structure	Economic Interest	Estimated Completion Date	Saleable Sq Ft	Total Est. Booking Value (Rs in Crs)
C. Planned	Gujarat	Uplands III	Residential	JV	~ 77% Revenue Share	Yet to be launched	11,15,294	368
		Forreste phase 6	Residential	DM	~ 10% Revenue Share	Yet to be launched	10,71,155	127
		South Ahmedabad	Residential	Owned	100%	Yet to be launched	25,61,328	150
		Fruits of Life - Future phase	Residential	Owned	100%	Yet to be launched	3,08,909	25
		Moti Bhoyan	Residential	DM	~ 10% Revenue Share	Yet to be launched	7,17,959	116
		Uplands 2.0 & 3.0, Adroda - Future Phase	Residential	JV	~ 55% Revenue Share	Yet to be launched	39,77,671	406
		NH48, Surat	Residential	JV	~ 55% Revenue Share	Yet to be launched	1,32,33,132	1,094
		Rhythm of Life - Future Phase	Residential	Owned	100%	Yet to be launched	9,80,826	139
		Aquacity - Future Phase	Residential	JV	~ 50% Revenue Share	Yet to be launched	1,03,33,701	978
		Industrial Park - NH 47	Commercial	JD	~ 70.5% Revenue Share	Yet to be launched	1,92,48,192	1,350
	Karnataka	North Banglore	Residential	Owned	100%	Yet to be launched	4,56,648	180
		Greatlands - Future Phase	Residential	Owned	100%	Yet to be launched	1,79,706	71
		Bannerghatta Road	Residential	HDFC Platform 2	Arvind Invst 33.33%	Yet to be launched	4,63,587	400
		Orchards - Future Phase	Residential	Owned	100%	Yet to be launched	5,43,367	212
		Sarjapur Road (Sarjapur JD)	Residential	JD	~ 65% Revenue Share	Yet to be launched	3,23,433	275
		ITPL Road	Residential	JD	~ 54% Revenue Share	Yet to be launched	4,45,379	600
	Maharashtra	Khopoli	Residential	JD	~ 70.5% Revenue Share	Yet to be launched	21,94,553	1,520
		Subtotal					5,81,54,841	8,012
		Grand Total					10,00,41,754	15,124

## **ESTIMATED OPERATING CASH FLOW**

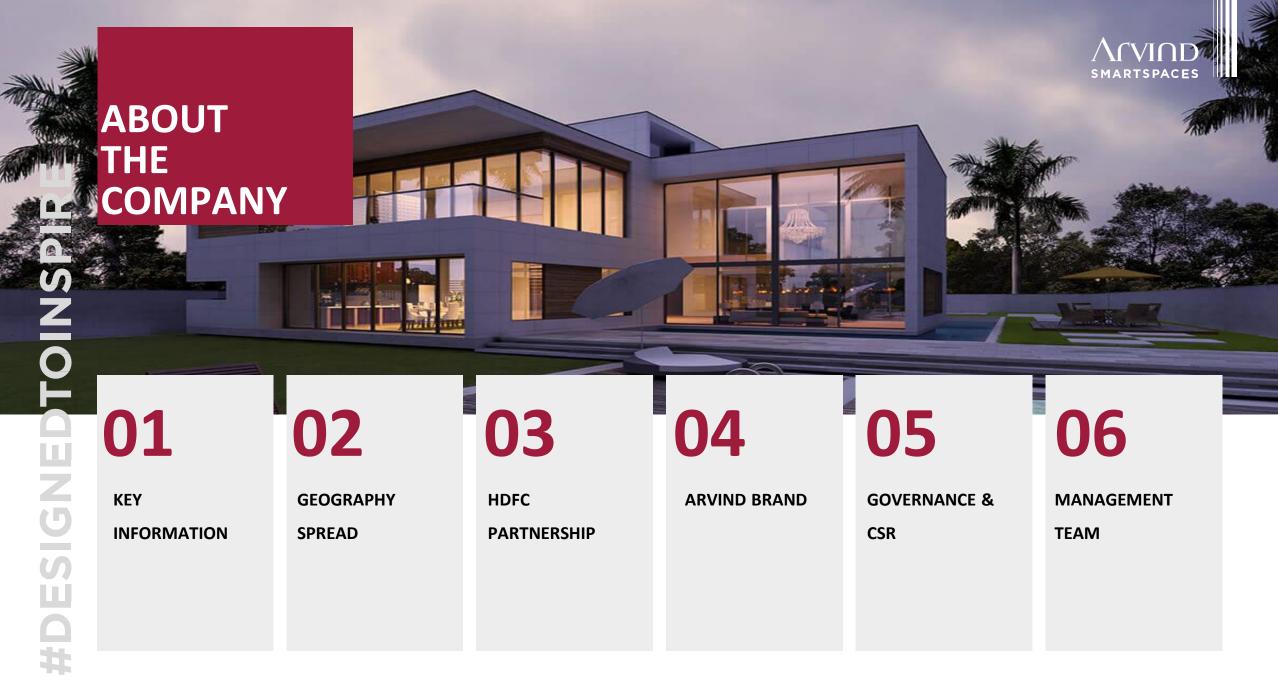


₹ Cr		Total Est. Booking Value	Booking Value till date	Estimated Value of Inventory	Receivables	Est. Inventory + Receivables	Balance Cost to be Incurred*	Est. Operating Cashflow
Gujarat	Completed	584	529	55	7	63	0	62
	Ongoing	3,910	3,009	901	1,032	1,933	1,352	582
	Yet to be launched	4,754	0	4,754	0	4,754	3,352	1,402
Gujarat Total		9,248	3,538	5,710	1,039	6,750	4,704	2,046
Karnataka	Completed	1,596	1,483	113	67	180	56	123
	Ongoing	947	431	516	232	748	407	341
	Yet to be launched	1,738	о	1,738	о	1,738	1,068	670
Karnataka Total		4,281	1,914	2,367	299	2,666	1,531	1,135
Maharashtra	Ongoing	75	46	29	3	32	-3	35
	Yet to be launched	1,520	о	1,520	О	1,520	1,114	406
Maharashtra Tota	l	1,595	46	1,549	3	1,552	1,111	441
Grand Total		15,124	5,498	9,626	1,342	10,967	7,345	3,622
Add: Surplus								196
Net Estimated Un	realised Operating Cas	hflow		-	-		-	3,818

Note: EBITDA level Estimated Cash flow after allocation of Corporate overheads. The estimated operating cash flow represents Company's share only.

\* Includes Land cost payable to Land partners. Further, DM model is grossed up for Revenue and Cost. Net Operating Cash flow for the Company from DM would be limited to DM fees only.

Above cash flow includes only those projects where definitive agreements have been signed.



## **OVERVIEW**

#### Part of Lalbhai Group with a 120-year legacy synonymous with robust governance and creating value accretive businesses

Listed in 2015 post demerger from Arvind Ltd

#### Strong trusted consumer brand

Success across product segments and geographies in launch as well as sustenance phase

#### Diversified geographical presence

Ahmedabad, Gandhinagar, Bangalore & Pune

## Primarily focused on Residential development

De-risked product presence – Horizontal (Plotting, Villas) and Vertical (Luxury, MIG residential housing)

#### **Experienced Professional Mgmt.**

Focused on P&L accretive Business Development Learnings in place to help significantly scale up

#### **Growing Project Portfolio**

- Delivered 6.5 msf
- Ongoing projects of 35.4 msf
- Planned projects of 58.2 msf

#### Strong conviction by promoters

- 3 rounds of capital infusion by promoters
- Recent one by MD & CEO

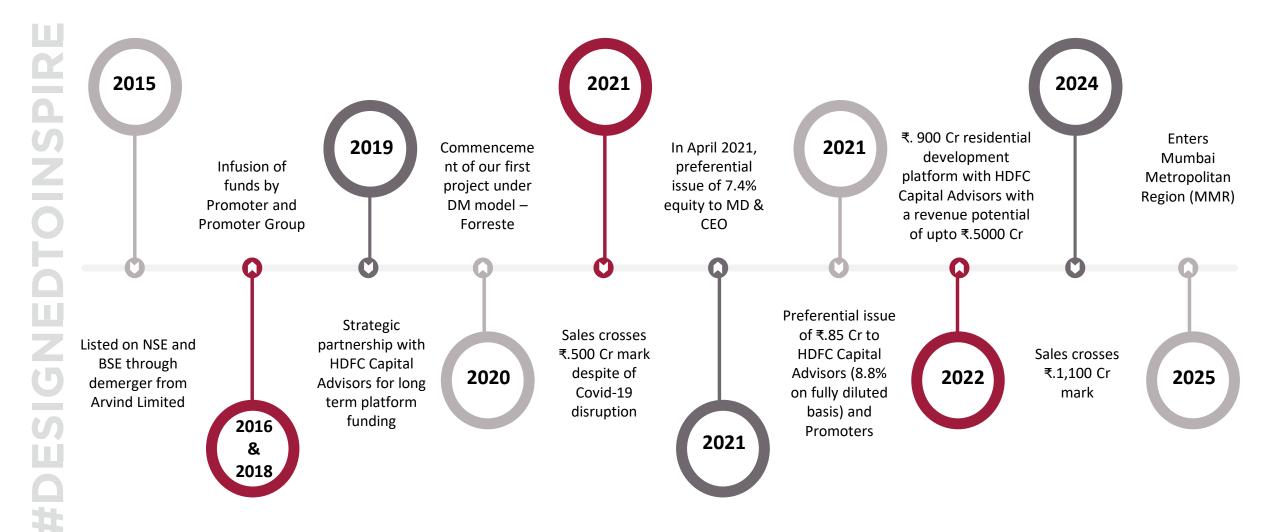
**Strategic partnership with HDFC Capital** Equity investment at Hold co and Platform funding

## Strong financial performance - 41% CAGR in Bookings

Negative Debt, Long term credit rating of A+/Stable outlook

## THE JOURNEY SO FAR





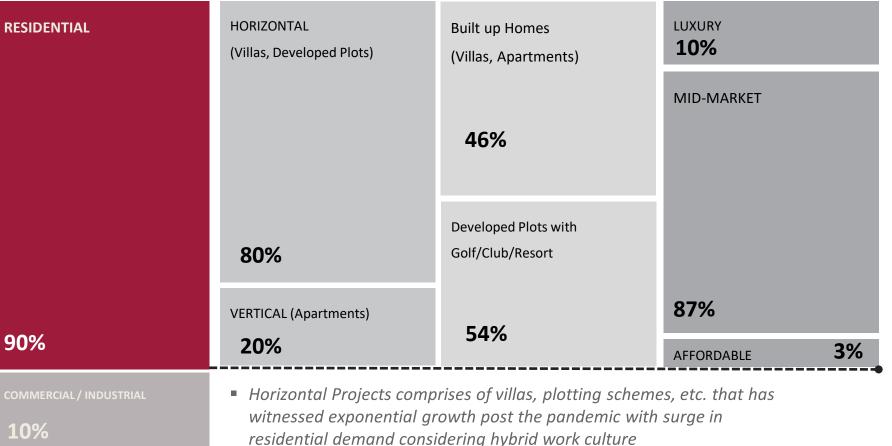
## **CARVED ITS NICHE IN RESIDENTIAL DEVELOPMENT PROJECTS**



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**SMARTSPACES** 

#### **PROJECT CLASSIFICATION (ONGOING AND PLANNED) DECEMBER 2024**



#### **KEY INFORMATION**

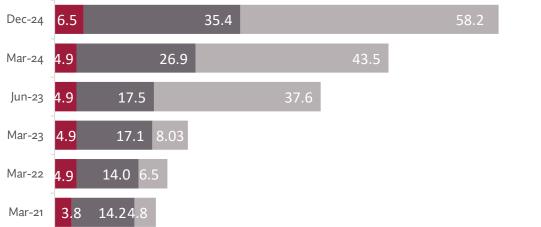
## LISTED (2015), CORPORATE REAL ESTATE DEVELOPER SINCE 2008

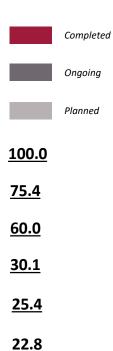


#### **CAPITAL PAYMENTS**

• In a span of 18 years, falling true to brand Arvind, successfully delivered 14 projects i.e. 6.5 mn.sq.ft. of which 100% projects handed over as per the committed date.

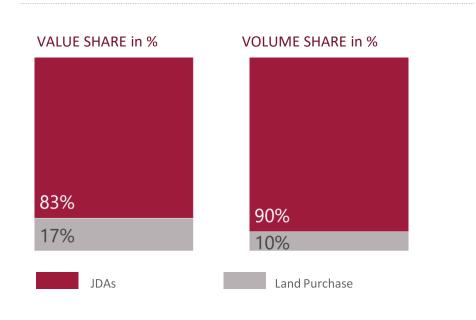
#### PROJECT PORTFOLIO (IN MN. SQ.FT.)





#### MULTIPLE LAND SOURCING MODELS

- 83% Projects are through JDs, Platform, DM
- Three DM Project with Arvind Limited



- "Ongoing" already launched
- "Planned" Next phases of already launched Projects + Lands already acquired, and site preparation started

**GEOGRAPHY SPREAD** 

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## VENTURING INTO NEWER GEOGRAPHIES IN A PHASED MANNER

DIVERSIFIED FROM AHMEDABAD/GANDHINAGAR TO BANGALORE IN THE YEAR 2014 AND TO PUNE IN 2019 AND TO MUMBAI IN 2025

GUJARAT 61%, MAHARASHTRA 11% **KARNATAKA 28%** AHMEDABAD, GANDHINAGAR, SURAT BANGALORE **MMR, PUNE** 1. BelAir, 2. Devenahalli, 3. Expansia, 4. Oasis, 1. Elan 2. Khopoli 1. Aavishkaar, 2. Alcove, 3. Chirping Woods 4. Citadel, 5. 5. Forest Trails, 6. Skylands, 7. Sporcia, 8. The Edge

Aavishkaar, 2. Alcove, 3. Chirping Woods 4. Citadel, 5.
 Forreste, 6. HighGrove, 7. MegaPark, 8. Megaestate, 9.
 MegaTrade, 10. Parishkar, 11. Trade Square, 12. Uplands One,
 13. Uplands Two 14. Fruits of Life 15. Forreste 5 16. South
 Ahmedabad 17. NH 47 18. Uplands 2.0 & 3.0 19. Moti Bhoyan
 20. Rhythm of Life 21. Industrial Park – NH 47

BelAir, 2. Devenahalli, 3. Expansia, 4. Oasis,
 Forest Trails, 6. Skylands, 7. Sporcia, 8. The Edge
 Doddaballapura Road 10. North Banagalore
 Bannerghatta 12. ITPL Road

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**SMARTSPACES** 

## STRATEGIC PARTNERSHIP WITH HDFC CAPITAL ADVISORS



#### 2019

80/20 venture between Company and HCARE-1 with SPV entity with objective of mid-market/ affordable housing development across India.

First project acquired at Devenhalli, Bangalore (plotted development) in 2020. Concluded the platform within two and half years of operations

#### 2021

Preferential issue to HDFC Capital Advisors wherein H-CARE 1 subscribed to 8.8% equity stake in SmartSpaces on a fully diluted basis

#### 2022

₹ 900 Cr partnership with HDFC under H-CARE III for the creation of residential development platform with a revenue potential of ₹ 4000 -5000 Cr

Proposed investments from ASL and HCARE-III will be ₹ 300 Cr and ₹ 600 Cr respectively in the platform. Three projects acquired till date

#### **QUALITY CAPITAL**

- Provides patient capital to the Company while leaving balance sheet health intact
- H-CARE to receive waterfall based sweat payouts; Company retains all operating rights

#### **INVESTOR PEDIGREE**

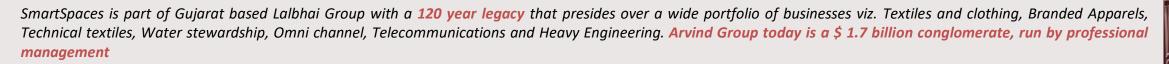
- The allotment of equity shared on preferential basis to HDFC Capital through HCARE-1, showcases confidence in the Company by HDFC.
- Mr. Vipul Roongta, MD& CEO, HDFC Capital Advisors Ltd. has joined the Board of Directors as a Nominee Director.

#### BRAND

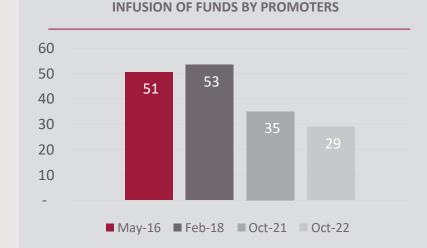
- Two most trusted brands- HDFC & Arvind together unlocking tremendous value for stakeholders
- First investment in OCD form of ₹ 50 Cr for Devenhalli project and ₹ 50 Cr invested for 8.8% stake on a fully diluted basis

## STRONG BRAND RECALL 'ARVIND' SYNONYMOUS WITH VALUES AND REPUTE

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- SmartSpaces got listed on bourses in 2015 post the demerger from Arvind Ltd. Run under the leadership of Mr. Kamal Singal, MD & CEO
- In Ahmedabad, Gujarat Market, Arvind is a household name, widespread awareness amongst consumers due to brand patronage
- In Bangalore, with an exposure/experience of 10 projects and with fashion business housed in the city since 2 decades, making Arvind a well-known name in this market
- In Pune, started making in-roads since 2019, now further penetrating with new projects. MMR market also being judiciously focussed on as the Arvind brand enables meaningful mindshare



Capital infusion by Professional MD & CEO, exuberates strong conviction of the business from a long-term view point

Arvind SmartSpaces MD & CEO exercised 28,50,000 warrants of ASL entailing an investment of Rs 29 Cr in Sep/Oct 2022

## **STRONG GOVERNANCE & CSR INITIATIVES**







Mr. Sanjay S. Lalbhai Chairman & Non-Executive



Mr. Kulin S. Lalbhai Vice Chairman



Mr. Kamal Singal Managing Director & CEO







Ms. Pallavi Independent Director



Mr. Vipul Roongta Nominee Director



Mr. Prem Prakash Pangotra Independent Director



**Mr. Nirav Shah** Independent Director



Impactful CSR initiatives such as improving the quality of life of people through Education, Health, Environment, Livelihood and similar initiatives around Sites and offices of Arvind SmartSpaces & its subsidiaries.

## LED BY AN EXPERIENCED PROFESSIONAL MANAGEMENT TEAM

#### 



MR. KAMAL SINGAL MANAGING DIRECTOR & CHIEF EXECUTIVE OFFICER

Associated with the Lalbhai Group since 2001 in various capacities.

- He was elevated to head the real estate business of the Lalbhai Group in 2008. He is responsible for giving strategic direction to the real estate business and also identifying new business opportunities and to further expand the product portfolio of the real estate business.
- Overall experience of more than 30 years
- He holds an EPGM from the Indian Institute of Management, Indore

#### JAGDISH DALAL |

- Senior Vice President • Over 30 years of experience
- Excels in corporate finance



#### AVINASH SURESH | Chief Operating Officer

- Overall experience of over 19 years with Godrej, Aditya Birla etc.
- With ASL since 2021

#### MITANSHU SHAH | Chief Financial Officer • Overall experience of over 30

- Overall experience of over so years in finance with Alembic Pharma, Schneider Electric, Sun Pharma, etc.
- With ASL since 2024

#### MANOJ CHELLANI | Chief Business Officer - South

- Overall experience of over 20 years with Lodha, Runwal, Tech Mahindra and Radius Developers
   With ASL ciaco 2010
- With ASL since 2019

and Tata Tele

• With ASL since 2024

#### VISHAL BALESH | Chief Sales & Marketing Officer • Overall over 20 years of

experience with Godrej

Properties, Vodafone, Reliance







#### SHARVIL SHAH | Chief Business Officer - West

- Overall experience of over 13 years. Worked in real estate companies like BSafal , and Bechtel Corporation Houston.
- With ASL since 2024

#### SAURABH AGARWAL| Head – Business Development

- Overall experience of over 20 years in real estate companies like RNA, Raheja Ashiana Housing and DLF
   With ASL ciaca 2010
- With ASL since 2010



#### SAURABH KATEKAR | National Head – Operations

- Overall over 30 years of experience with Lodha, Shapoorji Pallonji, Kalpataru and L& T (ECC)
- With ASL since 2024



#### PANKAJ JAIN | Head of CRM

 Overall experience of over 30 years with more than 20 years in Arvind Group



# INSPIRE #DESIGNEDTO



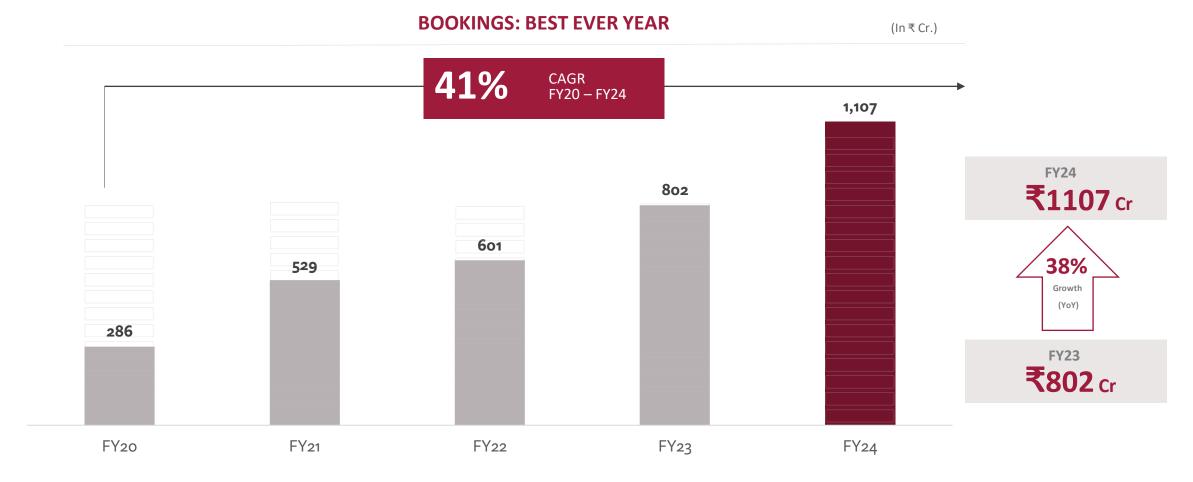
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## 5 YEAR PERFORMANCE

- OPERATIONAL
- FINANCIAL

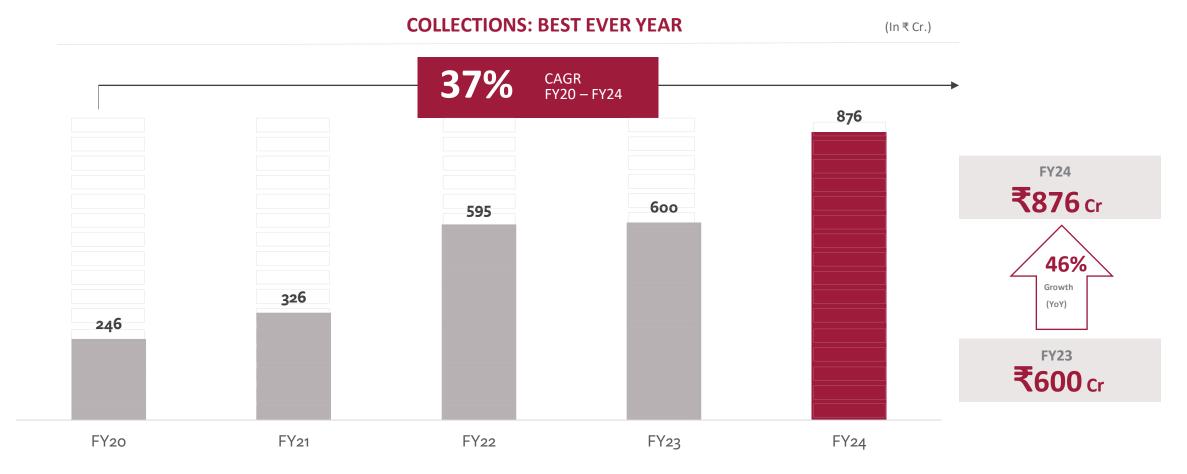






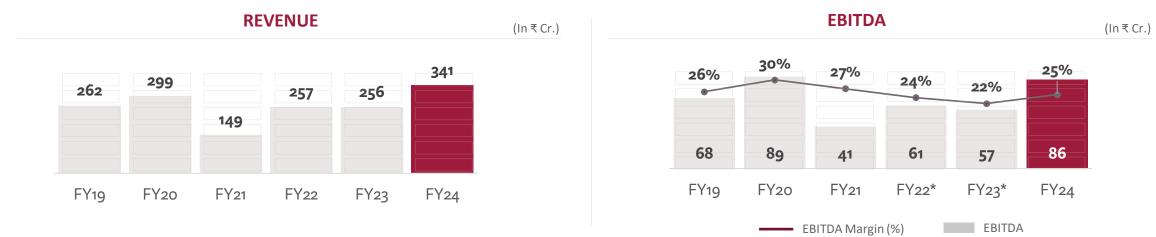
## **COLLECTIONS: FY24**

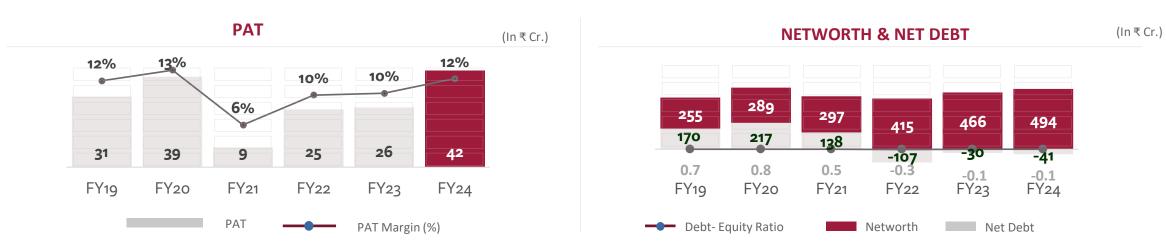




## **CONSOLIDATED FINANCIAL PERFORMANCE**







\*Adjusted EBITDA = EDITDA (-/+) Interest included in cost of sales / Interest inventorised

Financial performance is based on applicable accounting standards wherein the revenue recognition is based on transfer of control with Project completion and satisfaction of performance obligation. Previous year periods have been regrouped wherever necessary.

# INSPIRE #DESIGNE



## $\Lambda$ (VIND smartspaces)

# **BUSINESS MODEL & STRATEGIC PILLARS**

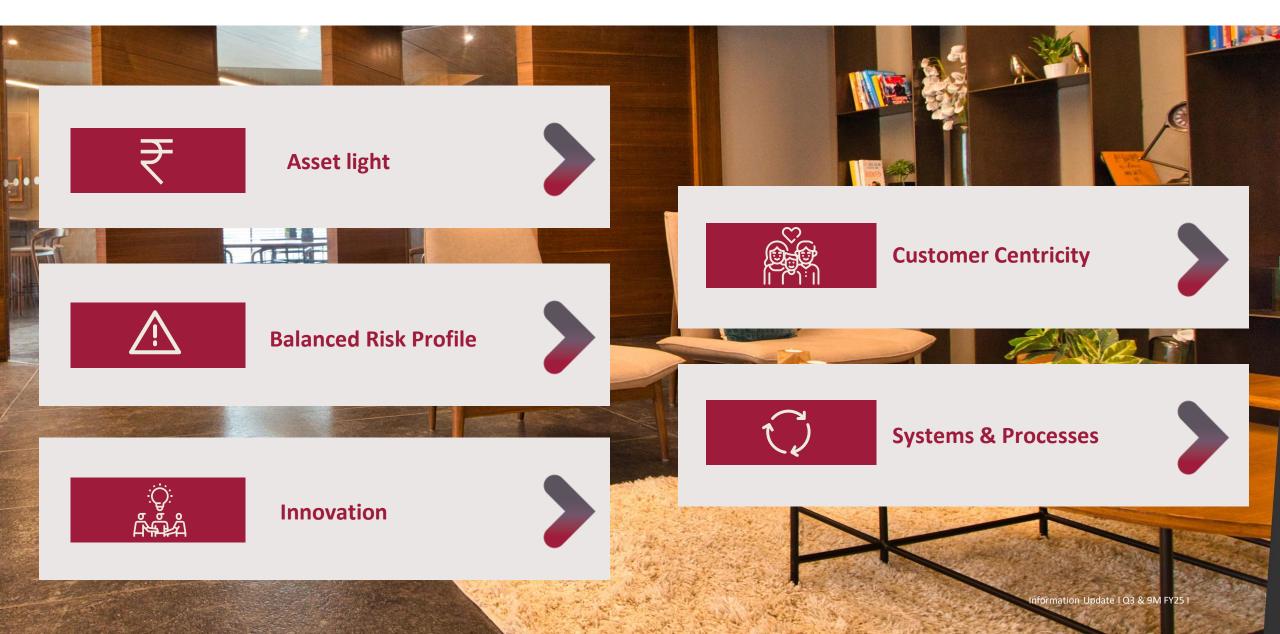
- FUNDAMENTALS
- STRATEGIC PILLARS

# **KEY BUSINESS FUNDAMENTALS**

	LEAN ORGANISATION	<ul> <li>Low fixed cost: Centralized key functions</li> <li>Small team comprising key skill sets: Total on-roll strength of ~400 (March 2024)</li> </ul>	
FOCUS ON LOW OPERATING LEVERAGE AND GREATER CORPORATE EFFICIENCY	OUTSOURCING MODEL	High reliance on outsourcing of noncore activities and entire construction activities 67% Projects are through JDs (March 2024)	
HAS TRANSLATED TO PROFITABLE, SCALABLE AND SUSTAINABLE GROWTH	FOCUS ON HORIZONTAL DEVELOPMENT	<ul> <li>Low proportion of Construction volume and value vis a vis value creation</li> <li>Significant reduction contingent liabilities on account of construction commitments post launch</li> </ul>	
	BUILD TO SELL	<ul> <li>Launch in Phases</li> <li>Aggressive Sales at Launch: Target selling 30-40% inventory in first 6 months of launch</li> </ul>	

# **STRATEGIC PILLARS**





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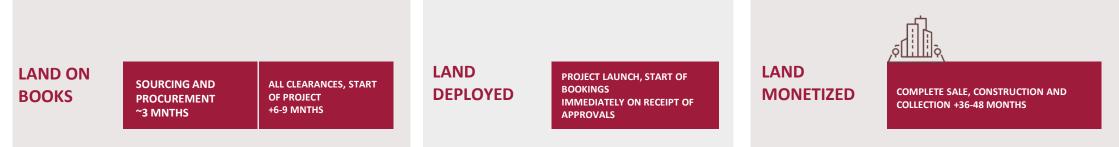
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**ASSET LIGHT** 

# TREAT LAND AS RAW MATERIAL; NO LAND BANKING; PROCESS INDUSTRY APPROACH

PARAMETER	TRADITIONAL LAND BANKING APPROACH	OUR APPROACH	
Investment class	Asset	Raw Material	
Approach	Speculative for appreciation	Quick turnaround	
Value Add	By Holding	By quick conversion into value added FG	
Monetization time	~10 years	3-5 years, Go to Market within 6-9 months	
Sourcing	By Purchase / Ownership	Combination of Purchase and Partnerships (JDs/JVs)	
Business model	<ul> <li>Speculative returns from land appreciation</li> <li>Reliance on speculative business cycles</li> </ul>	<ul> <li>Product turnaround as a Process Industry</li> <li>Cost efficiency in land and execution</li> <li>Brand premium</li> <li>Rely on systems, processes, Innovation and consumer centricity</li> </ul>	

## LAND PROCUREMENT AND MONETIZATION LIFE CYCLE



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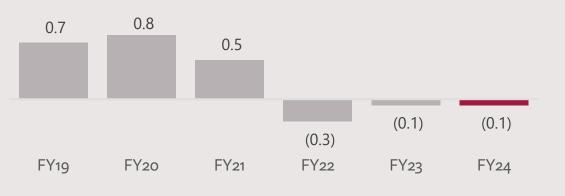
# **BALANCED RISK PROFILE**



#### FOCUS ON EFFICIENT CASH FLOW MANAGEMENT & LOW LEVERAGE

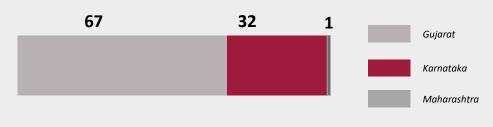
- Target 30-40% sales at pre-launch & launch stages to generate momentum and thereby reduce working capital requirements
- Ensure D/E remains below 1:1; currently well below that due to healthy cash accruals and equity infusion by promoters and HDFC Capital Advisors
- Judiciously use headroom available for raising debt to fuel growth while retaining conservative stance on leveraging balance sheet

## DEBT / EQUITY (X)



#### FOCUSED MARKET & GEOGRAPHIC STRATEGY

- Conservative horizontal market expansion
- Treat each new market as a new business vertical due to regulatory, viability and technical dynamics
- Aggressive deep penetration in existing markets where we have significant brand presence
  - Ahmedabad with premium / plotting / villa opportunity targeting high end consumer
  - Bangalore as a large growing mid market, brand driven market offering us orbital change opportunity
- Organizational bandwidth being built to focus on significant and important market of Pune / MMR



#### MAR 2024

Credit Rating upgraded to IND A+/Stable in December 2023

# **INNOVATION**





#### **PRODUCT INNOVATION**

#### UPLANDS: EXECUTIVE GOLF COURSE



#### SPORCIA: HOMES AROUND SPORTS



#### **BELAIR: YOUR CLUB IN THE AIR**

# SKYLANDS: JOGGING TRACK IN THE SKY



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**UPLANDS: INSPIRED BY DISNEY**®



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# **INNOVATION**





#### **PRODUCT INNOVATION**

## 3 ACRES OF LILY POND @ HG



#### INTERNATIONAL CLUB ARCHITECTURE @ HG



**URBAN FORREST** @ FORRESTE







# **CUSTOMER CENTRICITY**



# Customer Centric product offering\* Z Impeccable record of on-time delivery Customer Portal to enable self services Ζ U

AIMING FOR DELIGHT AT EVERY TOUCH POINT IN CUSTOMER LIFE CYCLE

Customer greetings

Value added Maintenance Services

**Innovative Pro-Res Services** 

# **PROJECTS AND DELIVERY STATUS VS COMMITMENT (IN MONTHS)**

+2 MONTHS**	ON TIME			-18 MONTHS
PARISHKAAR/ TRADE	MEGATRADE   EXPANSIA	-3 to 4 MONTHS	-6 to 8 MONTHS	
SQUARE   CITADEL	MEGAESTATE   MEGA PARK	ALCOVE SPORCIA	SKYLANDS OASIS	AAVISHKAAR

\* Examples: Consolidated open spaces, WFH, Two/Three side Open spaces, State of the art large recreation & sports facilities, unique and evolved facades and aesthetics, significant investment in landscaping

\*\* Deliveries done as per commitment; however formal certification received within 2 months of commitment in the pre RERA regime

# **SYSTEMS AND PROCESSES**



# DEFINED PROJECT ACQUISITION PROCESS Experienced land acquisition and inhouse legal team Strong oversight and approval mechanism

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- Directly handled by MD & CEO
- Strong due diligence process (engaging reputed law firms)
- Detailed and conservative viability model
- Strong commercial terms and safeguards
- Strong relationship with landowners and channel partners

#### POWERFUL SALES ENGINE & PROCESSES

- System driven sales funnel for enhanced efficiency & effectiveness of lead management through automated data tracking and analytics
- Integrated software for pre-sales, sales, post sales & customer experience management
- Sharp focus on Digital Sales (>25% share), State of art in-house call center set up with 15-member dedicated team
- Cost of acquired Sales less than 1.75% for most of the new launches
- Vast network of channel partners comprising > 1,200 with detailed CP management systems

#### **DESIGN & DEVELOPMENT PROCESS**

- Best in class design partners: Woods Bagot, HOK, RSP, AAA
- Strong in-house team
- Clear mandate and focus on project specific USPs

#### LEADERSHIP EXPERIENCE

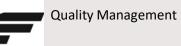


# SUPPORTED BY BEST-IN-CLASS TECHNOLOGY

salesforce ERP SYSTEM

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- WEWTON: Generates BOQs directly from drawings
- SAP DMS
  SAP
  Document
  Management System



Information Update I Q3 & 9M FY25 I

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# LOOKING AHEAD

- DIFFERENTIATING FACTORS
- KEY FOCUS AREAS

# OUR DIFFERENTIATING FACTORS IN THE REAL ESTATE MARKETPLACE $\Lambda$ SMARTSPACES

#### EFFICIENT AND COMPETITIVE LAND SOURCING

- Created Joint Development models
- Competitive land sourcing

#### SUCCESSFUL PARTNERSHIP – LONG TERM VALUE CREATION

Uplands, High Grove, Arvind B Safal, Tata Value Housing (now under execution by Arvind Ltd.) are examples of successful partnership of Arvind

### **ON TIME EXECUTION**

100% track record for on-time delivery

# **VALUE FOR MONEY**

- Focus on end-customer
- Greater value through superior price-product offering vs the competition

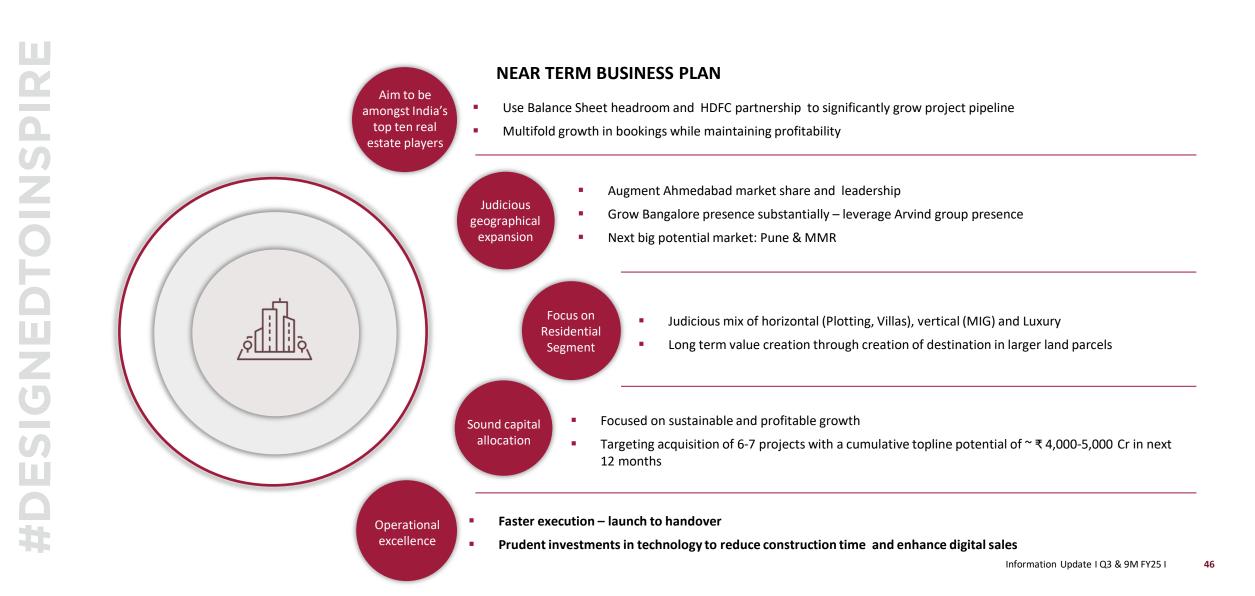
### **LEVERAGING BRAND ARVIND**

- Brand Equity
- Legacy of over 120 years of Trust & Excellence

### **EXECUTION EXPERTISE**

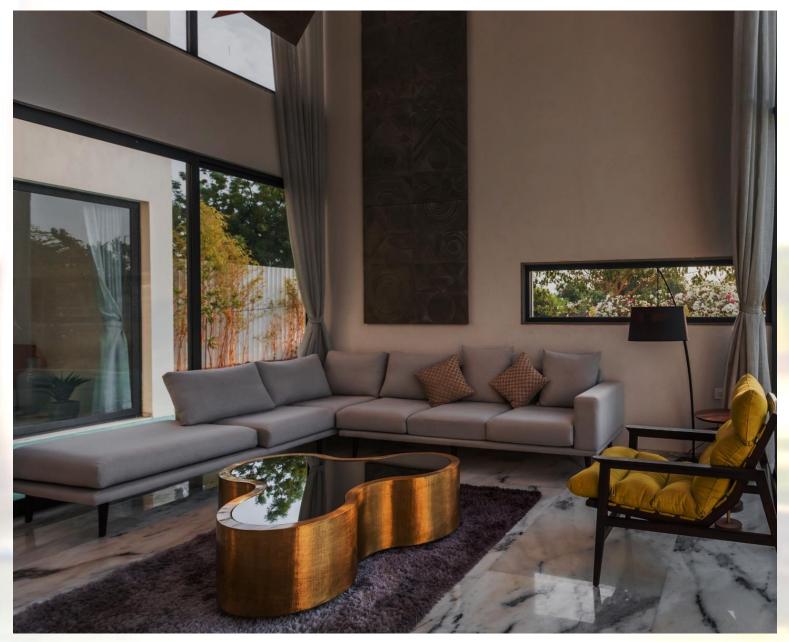
- Executive golf course, company owned large clubs, Disney tie-up, Sky Club, Sky walk, Sport centricity, elevated amenities & common facilities
- 10-15% cost advantage through contracting model, strong in-house technical team, design optimization

# **OUR BUSINESS STRATEGIES TO ACCELERATE GROWTH**



SMARTSPACE

# NEDTOINSPIRE ESIG 10#



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# AWARDS AND RECOGNITION

- AWARDS
- ACCOLADES

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# **AWARDS & RECOGNITIONS FY16-24**



#### Company & Individual Awards

'Emerging Developer of Real Estate Most 'Real Estate Most 'Asia's Greatest Brands 'Asia's Greatest Leaders 'Scroll of Honour' - 9th the Year - Residential' -Realty Plus Conclave & Enterprising CEO of the Enterprising CEO of the 2016', - Asiaone magazine 2016' - Asiaone magazine May'15 - Realty plus Year' Feb'16 – ABP News Year' Apr'16 - The Golden **Excellence Awards 2017 Real Estate Awards** Globe Tigers Excellence 'The Prestigious Rising 'Developer of the Year -'e4m Pride of India – The 'The Inspiring CEO of India 'The Fastest Growing 'Best Real Estate Brands' Sept'18 – Abu Company' – Aug'19, India Residential' – Mar'22. Best of Bharat' – Apr'22 2022' – Aug'22, Economic Realty Brand of the Year' Dhabhi Business Council News Gujarat at Gujarat **Real Estate & Business** Times CEO Conclave - Dec'22 - Realty+ Conclave & Excellence **First Conclave** Excellence 'Brand of the Year – Real 'Most Enterprising CEO of 'Developer of the year: 'Developer of the Year **ET Now Progressive Places** 'Real Estate Most Enterprising CXO of the Townships' – Realty+ (Residential)' 2023 - Real Estate' – Real Estate and the Year' – Real Estate To Work 2023 Conclave & Excellence, **Business Excellence** and Business Excellence, Estate and Business Year' – Jan'24, Real Estate Excellence and Business Excellence 2023 2023

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# **AWARDS & RECOGNITIONS FY16-24**



'Luxury Project of the Year'-'Integrated Township of the 'Integrated Township of the Uplands - Realty plus Year – India' – Feb'16 Year' Uplands - Apr'16, The Golden Globe Tigers Award **Excellence** Uplands - ABP News Real Estate 2016 Ζ 'Luxury Project of the Year' 'Affordable Housing Project 'Best Golf Course – Expansia – Jul'17, of the Year'- Aavishkaar Architecture (national Excellence in Real Estate Realty Plus Conclave & award) for Uplands' -Sept'19, Golden Brick and Infrastructure Excellence 2019 'Villa Project of the Year' -'Residential Project of the Iconic Project of the Year, -Forreste – Aug'21, Realty+ year' - Uplands - Mar'22, Elan - Mar'22 - Realty+ Z Conclave 2021 **Economic Times Real Estate** Conclave 2022 Award U 'Ultraluxury project of the 'Themed Project Of The **Residential Property of the** year – Uplands – Year' - Oasis - Dec'22, Year (Bel Air, Bengaluru), June'22, Realty+ Conclave & Realty+ Conclave & **Real Estate and Business** Excellence Awards Excellence Awards Excellence

'Residential Property of the Year' – Citadel – Jul'16, Realty Plus Conclave & Excellence

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**Project Awards** 

'Most Trusted Real Estate Brand of the Year' – Mar'21; Real Estate & Business Excellence

'Residential Property of Year' - Bel Air – Mar'22, Real Estate & Business Excellence Awards

Plotted development of the Year – Highgrove, 15th Realty+ Conclave & Excellence Awards, 2023 'Residential Property of the Year' Expansia – Dec'16, Realty Plus Excellence Awards

'Ultra Luxury – Lifestyle

Project of the Year' -

Uplands – Aug'21, Realty+

Conclave 2021

'Digital Innovation of the

Year' Bel Air – Jun'22,

Realty+ Idea Awards

Luxury Villa Project of the

Year - Arvind Forest Trails.

**Real Estate and Business** 

Excellence

'Design Project of the Year' – Uplands – Jun'17, Realty Plus Conclave & Excellence

<u>v v</u>

'Plotted Development of the Year' – Highgrove – Aug-21, Realty+ Conclave 2021

'Themed Project of the Year' – Forreste – June-22, Realty+ Conclave & Excellence Awards

# AWARDS & ACCOLADES



#### Golden Brick Awards 2024, Dubai, UAE

FY25



**Developer of the Year** 



Luxury Villa Project of the Year – Arvind Forreste

#### 16th Realty+ Excellence Awards, 2024 - Gujarat



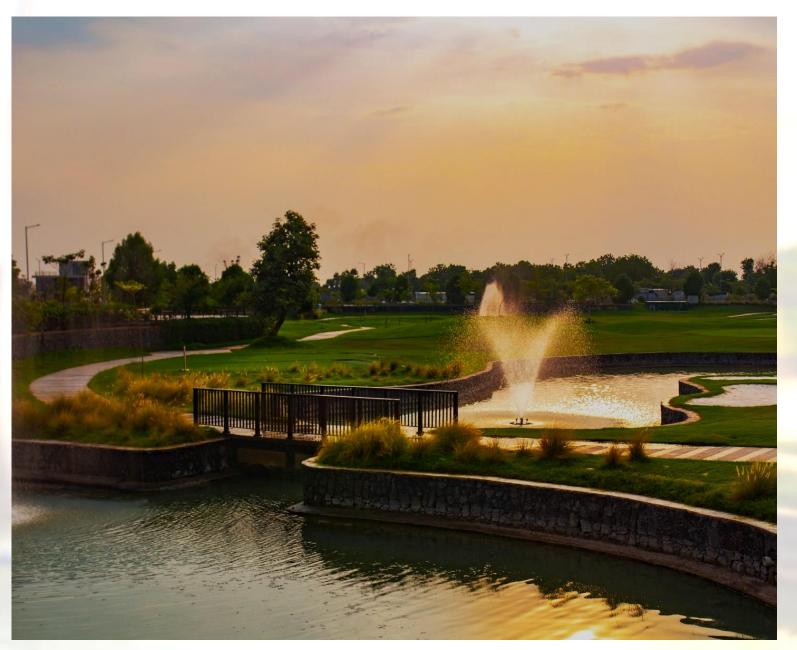
Villa Project of the Year - Arvind Forreste



Developer of the year - Ultra Luxury & Lifestyle

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# ANNEXURE: PROJECT PROFILE IN DETAIL

- OVERVIEW
- PROJECT DETAILS

# **UPLANDS**





Premium Golf Based Township 189 Villas Phase I, 54 Villas Phase II Overall 56 Lakh Sq. Ft.

Deal Structure: <u>JOINT DEVELOPMENT</u> Architect: <u>WOODS BAGOT</u>

#### AMENITIES



9 Hole Executive Golf Course 3 Clubs (Golf Square, Zen Square, Fun Square)



Premium Concierge Services Disney® themed kids bedroom



Personal Swimming Pool, Gym, Home Theatre - Optional

# **UPLANDS**





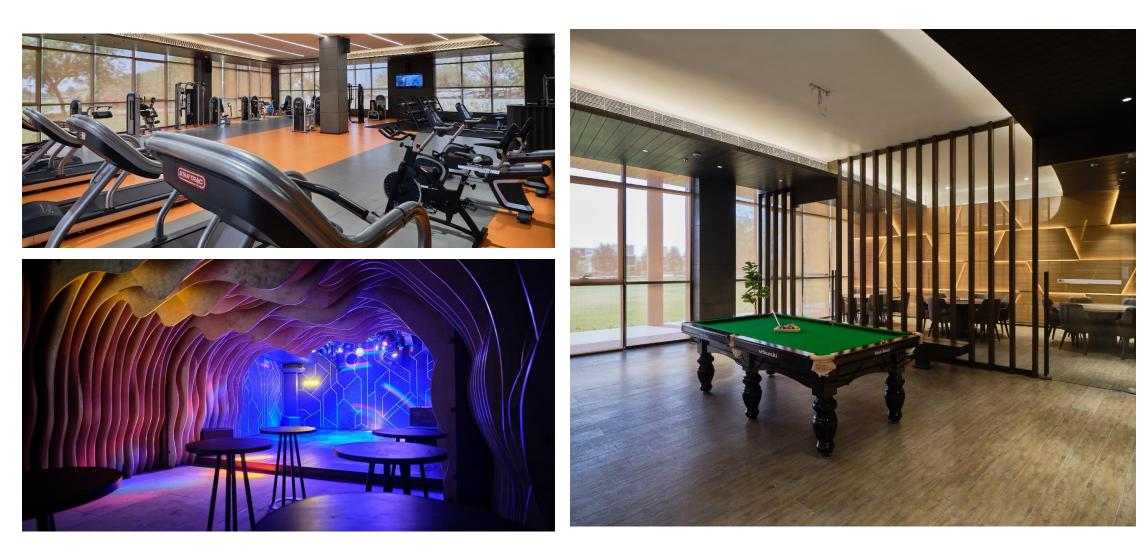






# **UPLANDS CLUBHOUSE**





## PROJECT// JAKKUR ROAD, SHIVANAHALII, Bangalore

# SKYLANDS

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High Rise Residential Apartments 417 Units – 4.9 Lakh Sq. Ft.

Deal Structure: <u>OUTRIGHT PURCHASE</u> Architect: <u>APURVA AMIN</u>

#### AMENITIES



Sky lounge on Terrace Jogging track on terrace



Open café on terrace

Star gazing deck on terrace



Club House with Indoor & Outdoor Sports Amenities











# **SKYLANDS**





# AAVISHKAAR





Affordable Residential Apartments 574 Units – 5.5 Lakh Sq. Ft.

Deal Structure: <u>OUTRIGHT PURCHASE</u> Architect: <u>VITAN (JAGRUT & PARTNERS LLP)</u>

AMENITIES



Gated community & CCTV camera

Central Landscape area



Outdoor & Indoor Gym



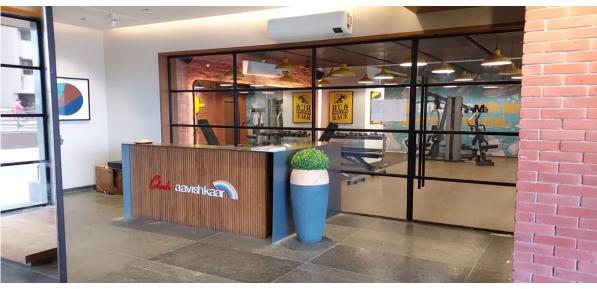
Jogging pathway/track Yoga & Multipurpose room



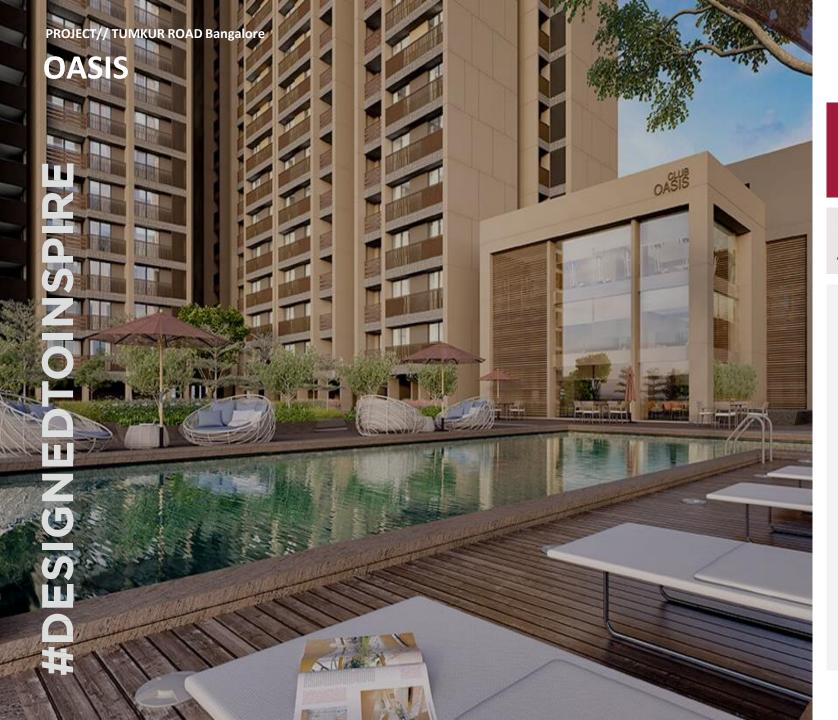
Children's splash pool & sports facilities

# **AAVISHKAAR CLUB HOUSE**











2 and 3 BHK Residential Apartments 470 units – 5.7 Lakh Sq. Ft.

Deal Structure: <u>OUTRIGHT PURCHASE</u> Architect: <u>APURVA AMIN</u>

#### AMENITIES





Terrace café

Aqua Center



Indoor Gym & Steam Room

M+M



Central Landscape Area

Senior Citizen's Nook



Sports facilities like Cricket, Basketball & Badminton

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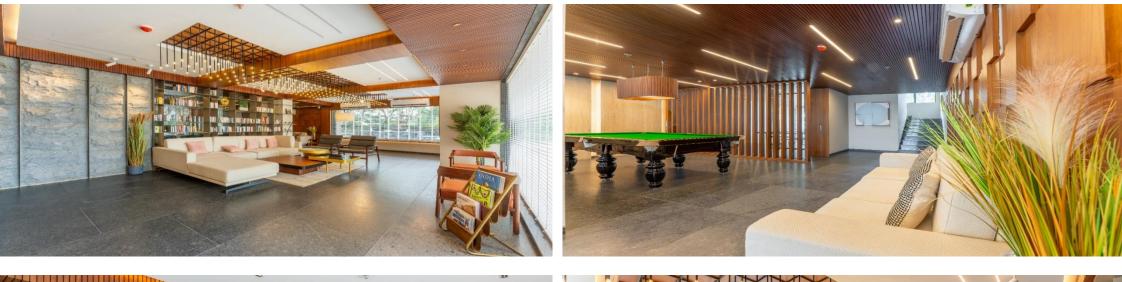






# **OASIS CLUB HOUSE**











# 2, 2.5 &3 BHK Residential Apartments 334 units – 4.7 Lakh Sq. Ft.

Deal Structure: <u>OUTRIGHT PURCHASE</u> Architect: <u>APURVA AMIN</u>

#### AMENITIES



Cantilevered Sky Club

Vaastu Compliant

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Water Management Solutions



Swimming Pool & Indoor Gym

Kids Play Area



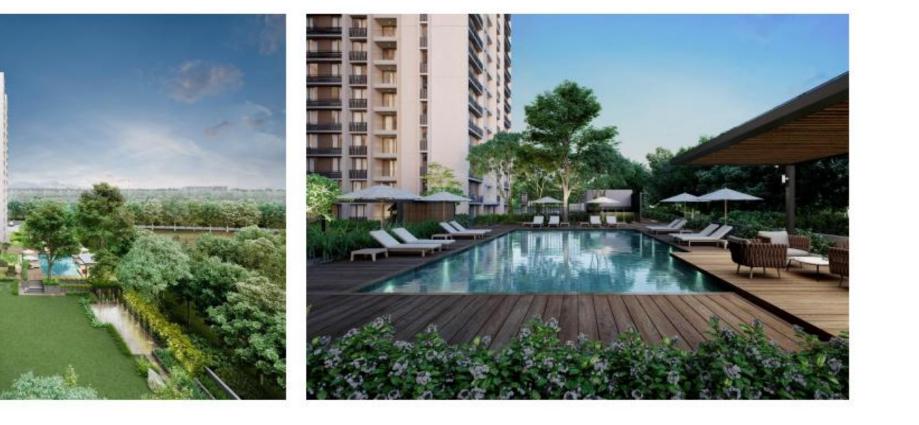
Smart Amenities – Smart switches, Wifi enabled CCTV, Keyless smartlock, Car parking with electrical charging point

arking with electrical charging point

# **BELAIR AMENTIES**







# ELAN

6



High rise Residential Apartments 120 Units – 1.3 Lakh Sq. Ft.

**Deal Structure: JOINT DEVELOPMENT** Architect: - A&T CONSULTANTS

#### AMENITIES



ACTIONFLAN

Landscape Walkway

Club Terrace Café Sitting

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Outdoor & Indoor

State of art Security

Fully equipped Home Theatre room



Kids Play Area, Basketball, Splash Pool CCTV, Intercom Facility

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Gym



System

# THE EDGE



Commercial & Retail Space 116 Units – 1.7 Lakh Sq. Ft.

Deal Structure: OUTRIGHT PURCHASE

Architect: APURVA AMIN

#### AMENITIES



Common Conference Room Theatre/Auditorium



Modern Cafetaria

Gymnasium

<u></u>

Facility

CCTV, Intercom

Parking & Automatic Elevators

# **HIGHGROVE CHIRPING WOODS**



Weekend Homes - Plots ~777 Units Overall 57 Lakh Sq. Ft.

Deal Structure: JOINT DEVELOPMENT

Architect: WOODS BAGOT

#### AMENITIES

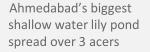


9 Hole Executive Golf Course Clubhouse powered by SMAAASH, which is perfected by Sachin Tendulkar



Bowling Alley





Golf Promenade

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# FORRESTE

6

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Premium Land Oriented Villa Scheme 353 Units in Phase 1 to 4, 98 units Phase 5 (Overall ~50 Lakh Sq. Ft.)

Deal Structure: DM

Architect: In-House & GOMA ENGINEERING

#### AMENITIES





Lounge with Seating & Library Café & Restaurant



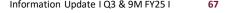


Theatre

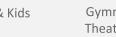


Sports amenities like Badminton, Tennis & Basketball Court, Skating Rink

Gymnasium, Multimedia



Banquet Hall & Kids Zone



## PROJECT// BAVLU, GHANDINAGAR

FRUITS OF LIFE



Premium Weekend Villa Plots 245 Units in Phase 1 & 2 (Overall ~17.5 Lakh Sq. Ft.)

Deal Structure: Outright

Architect: In-House

#### AMENITIES



Plots with your own community fruit orchards

Near Bavlu lake that is full of native & migratory birds



Banquet Hall & Games Room Gymnasium, Multimedia Theatre



Café & Restaurant



# **GREATLANDS**

S=C

612 Units in Phase 1 & 2 (Overall ~9.5Lakh Sq. Ft.)

Deal Structure: JOINT DEVELOPMENT **Architect: Colliers International** 

#### AMENITIES



Spa, library, and yoga pavilion, State-of-the-art clubhouse amidst nature.

9 Hole Executive Golf Course

Arvind

SMARTSPACES

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Monogram lounge, restaurant, discotheque, multimedia theatre, banquet hall and guest rooms.



Gymnasium, rooftop infinity pool, indoor games room, cricket pitch







PROJECT// SARJAPUR, BANIGADOR FOREST TRAILS



Premium 5BHK Villa 213 Units in Phase 1 (Overall ~8.Lakh Sq. Ft.)

Deal Structure: <u>JOINT DEVELOPMENT</u> Architect: Apurva Amin Associates

#### AMENITIES





1.2-kilometre-long Forest Trail Lily Pond Senior Citizens' Sit Out



Barbeque Station, clubhouse, spa Gymnasium, swimming pool pool, floor games room, net cricket, skating rink

# **ARVIND ORCHARDS**

ORCHARDS

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Premium Weekend Villa Plots 330 Units in Phase 1 (Overall ~6.Lakh Sq. Ft.)

Deal Structure: HDFC Platform 2 **Architect: In House** 

#### AMENITIES



Fruit Orchard Fruit Tree Boulevard

Lily Pond Senior Citizens' Park PET Park

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Clubhouse, spa Monogram Lounge

Gymnasium, swimming pool pool, floor games

room, net cricket







# **RHYTHM OF LIFE**

**GNE** 



Premium Weekend Villa Plots 102 Units in Phase 1 (Overall ~8Lakh Sq. Ft.)

#### Deal Structure: Owned

**Architect: In House** 

#### AMENITIES



Lake Promenade Musical Fountain Lily Pond Senior Citizens' Park PET Park



**C**lubhouse, spa Mini Theatre

Gymnasium, swimming pool pool, floor games room, net cricket

# UPLANDS 2.0 & 3.0



Premium Weekend Villa Plots 1168 Units in Phase 1 & 2 (Overall ~10.1Lakh Sq. Ft.)

Deal Structure: Joint development Architect: Perkins Eastman

#### AMENITIES



1.2 lakh sq ft, Clubhouse Lily Pond Senior Citizens' Park PET Park



**C**lubhouse, spa Monogram Lounge Gymnasium, swimming pool pool, floor games room, net cricket

# **AQUA CITY**



Premium Weekend Villa Plots 2,579 Units in Phase 1 & 2 (Overall ~20 Mn Sq. Ft.)

Deal Structure: <u>Joint development</u> Architect: INI Design Studio, INI, Amitabh Teotia

#### AMENITIES - Three Islands, One City



30 acre central lake





Luxury resort clubhouse,/5 sectoral clubhouse

Kashi Ghat

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# **AQUA CITY**





# **SAFE HARBOR**



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# **THANK YOU**

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(CIN: L45201GJ2008PLC055771)

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