

# Anant Raj Limited

CIN : L45400HR1985PLC021622

Head Off : H-65, Connaught Circus, New Delhi-110 001

Tel : 011-43034400, 23324127, 23323880, 43582879

E-mail : info@anantrajlimited.com Website : www.anantrajlimited.com

Regd. Office : CP-1, Sector-8, IMT Manesar, Haryana-122051

Tel : (0124) 4265817



**ARL/CS/13446**

**October 30, 2024**

<p>The Secretary, <b>National Stock Exchange of India Limited,</b> "Exchange Plaza", 5th Floor, Plot No. C/1, G-Block, Bandra – Kurla Complex, Bandra (E), Mumbai-400051</p> <p><b>Scrip code: ANANTRAJ</b></p>	<p>The Manager Listing Department <b>BSE Limited,</b> Phiroze Jee Jee Bhoj Towers, Dalal Street, Mumbai – 400001</p> <p><b>Scrip code: 515055</b></p>
---	---

**Subject: "Investor Presentation"**

Dear Sir/Madam,

Please find enclosed Investor Presentation, in terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

You are requested to kindly take the same on your records.

Yours Faithfully,

For **Anant Raj Limited**

**Manoj Pahwa**  
**Company Secretary**  
**A7812**

**Encl:** as above



# ANANT RAJ LIMITED

Q2FY25 Investor Presentation

October 2024



**Strong Foundation, Stronger Future.**



INDEX

# Table of Content

01. Company Overview and  
Q2 FY25 Performance Highlights
02. Data Center  
Business Update
03. Residential Project  
Portfolio
04. Commercial Project  
Portfolio



# Anant Raj Limited - Strong Lineage; Bright Future, Promising Prospects



## Group Overview

- Established in 1969, Anant Raj Group commenced its operations.
- Began as preferred contractors for marquee Govt. Projects (Asian Games, Delhi), it is currently a dominant RE developer in NCR.
- Delivered projects across asset classes with diversified pipeline across Residential, Commercial, Hospitality, Retail and now Data Centers
- Presence across **~300 acres** in premium localities of Delhi NCR.
- Track record of consistent financial performance, growth and strengthening balance sheet.
- Forayed into high-growth high-yield Data center sector establishing tie-ups with key government agencies.

## Established Presence Across 4 States

**9.07 msf\***  
Residential Projects

**9 msf completed**  
Commercial &  
Residential Projects

**307 MW**  
Proposed  
**Data Center**  
Capacity

*\*ongoing, under-construction & planned units*

## His Vision is our Mission



**Ashok Sarin**  
Founder Chairman

## Strong Executive Management Team



**Amit Sarin**  
Managing Director  
Exp : 30+ years



**Aman Sarin**  
Chief Executive Officer  
Exp : 29+ years



**Ashim Sarin**  
Chief Operating Officer  
Exp : 24+ years



# Diversified Business Verticals

## Residential Portfolio Mix (Ongoing & Upcoming)



**3.18 msf**

Group Housing



**3.33 msf**

Villas/Floors/Plots



**1.34 msf**

DDJAY Plots



**1.22 msf**

Affordable Housing

## Commercial Portfolio Mix (Ongoing & Upcoming)



**307 MW**

Data Center



**0.59 msf**

Commercial



**0.26 msf**

Retail



**1.00 msf**

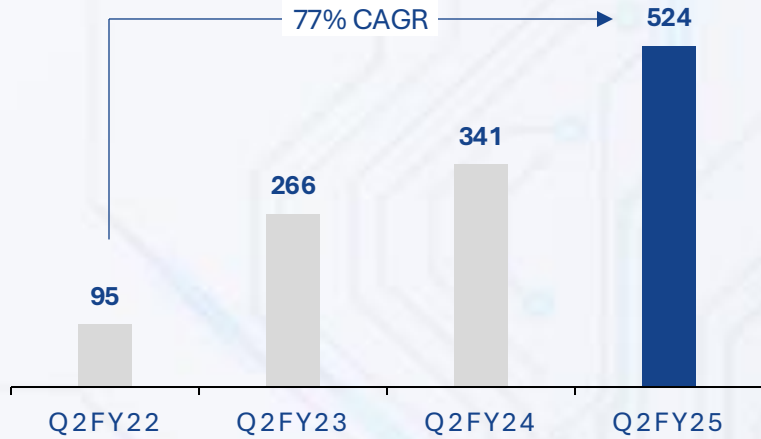
Hotels



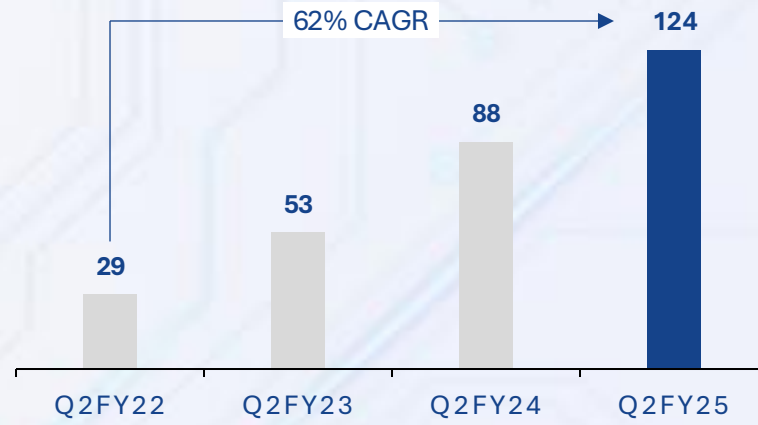
# Q2 and H1 FY25 Financial Highlights: Achieving Strength and Momentum



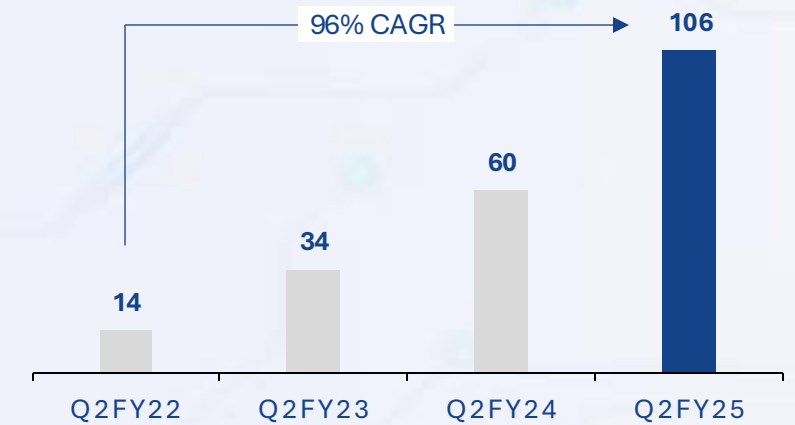
### Revenue (INR Crores)



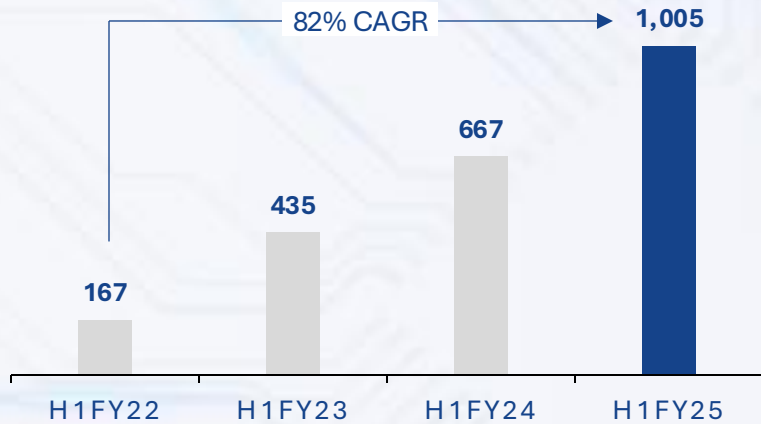
### EBITDA (INR Crores)



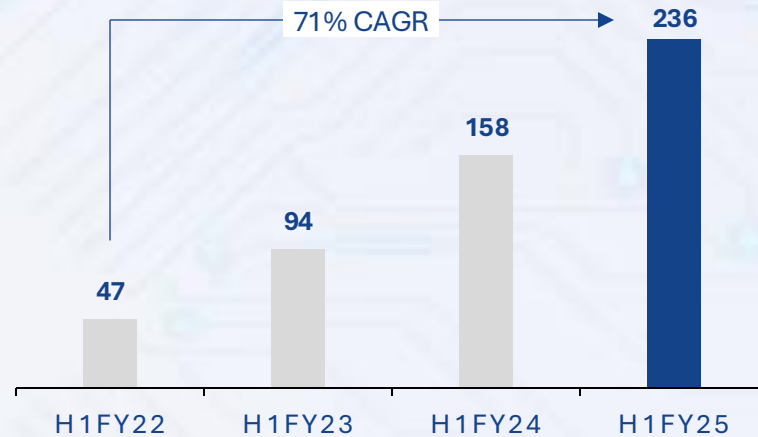
### PAT (INR Crores)



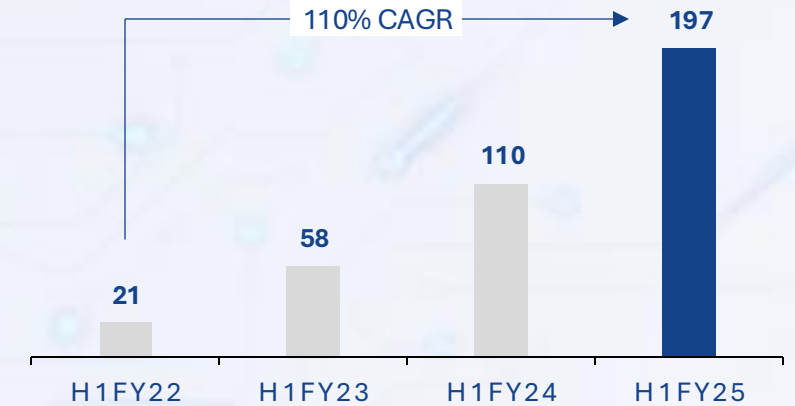
### 82% CAGR



### 71% CAGR



### 110% CAGR

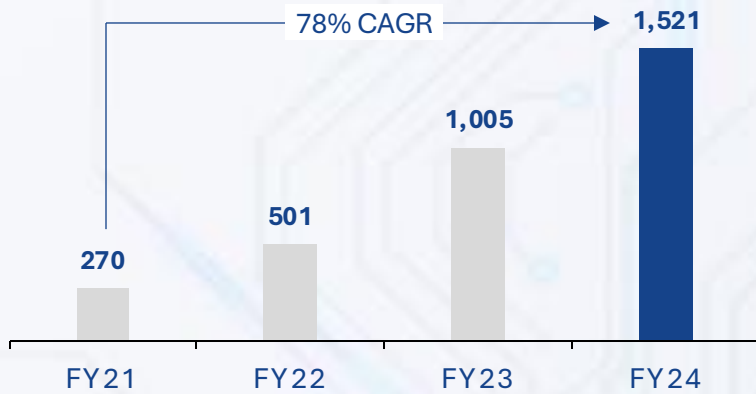


# Strong Financial Performance Over The Years...

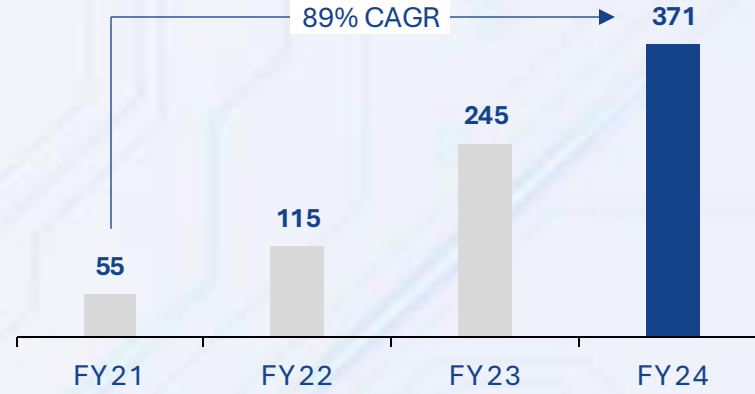


*Post demerger demonstrated strong financial growth along with significant reduction in leverage*

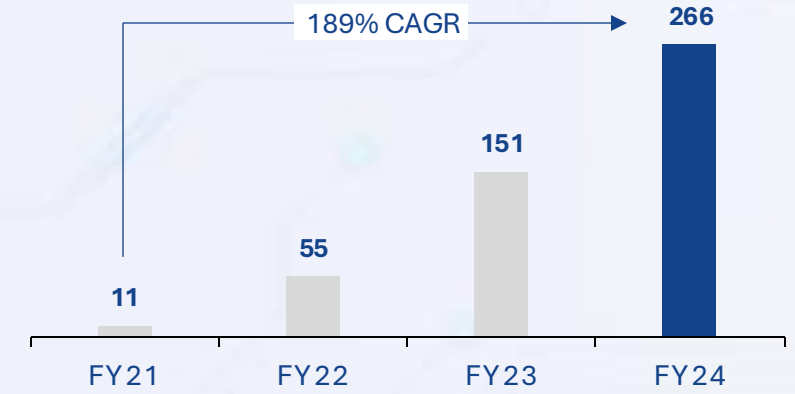
Revenue (INR Crores)



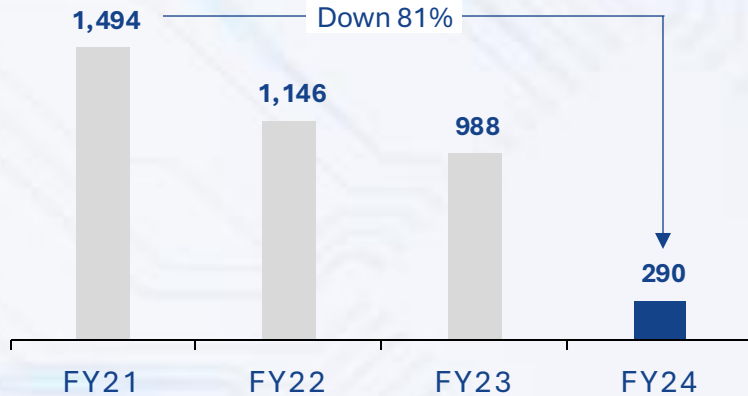
EBITDA (INR Crores)



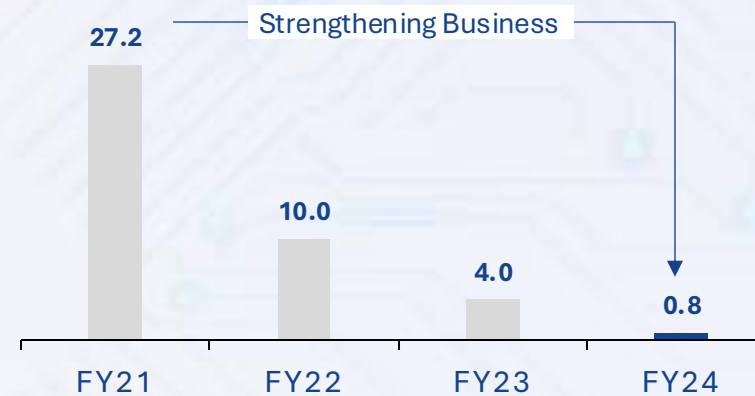
PAT (INR Crores)



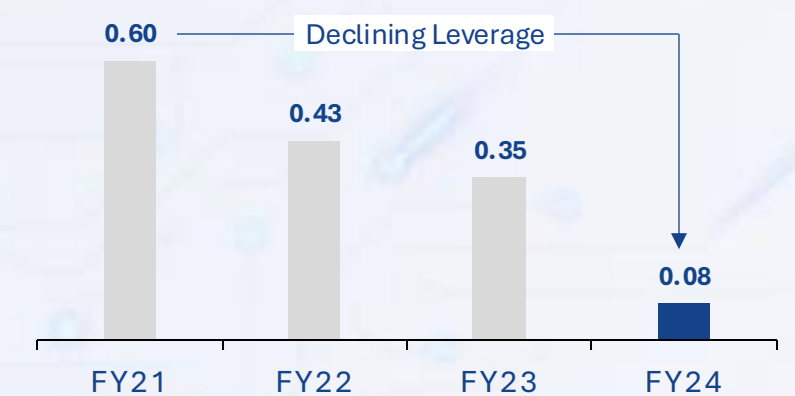
Net Debt (INR Crores)



Net Debt / EBITDA (x)



Net Debt / Equity (x)



# Q2 FY25 Performance Highlights



## Financial Highlights

- Revenue from operations for Q2 FY25 stood at INR 524 crores, **up 54% YoY**.
- EBITDA for Q2 FY25 stood at INR 124 crores, **up 40 % YoY**.
- PBT for Q2 FY25 grew **50% YoY** to INR 114 crores.
- Profit After Tax in Q2FY25 jumps by **75 % YoY** to INR 106 crores.
- The company continues to significantly reduce its debt and expects to be net debt-free by the end of the calendar year 2024; **Net debt ending Q2 FY25 stood at INR 96 crores vs INR 220 crores in Q1 FY25**.
- The Board of Directors has approved a placement of up to **INR 2,000 crores by way of QIP**, subject to necessary approvals. Additionally, authorized the issuance of **Fully Convertible Warrants** worth up to **INR 100 crores** to the promoter group on a preferential basis, with each warrant convertible into one equity share.



## Operational Highlights

- **Data Center Expansion** – Operationalized 6 MW of IT load at Manesar, with progress on track to complete additional 15 MW IT Load at Manesar and 7 MW IT Load at Panchkula by FY25, **totalling a capacity of 28MW IT Load by FY25 end**.
- **Cloud Services – Successfully launched cloud services platform on 0.5 MW IT Load, initially to provide Infrastructure as a Service (IaaS) in association with Orange Business**. Plans to further expand cloud infrastructure, focusing on IaaS, co-location services, and AI-enabled solutions to enhance its offerings in collaboration with Orange Business.
- Acquired 100% equity shares in Sheetij Properties Pvt. Ltd., which holds a partnership interest in Fortunea Infrastructure LLP, owning **11.35 acres of land in Sector 63A, Gurugram**. This strategic acquisition will **expand Anant Raj's landholding in the region**, significantly enhancing our development potential and future growth prospects in Sector 63A.
- **Construction work for The Estate Residences (Group Housing 1) has commenced**, with D-wall installation and excavation in progress; Additionally, construction work at **Anant Raj Ashray - 2** has also commenced.
- **Handover process for Birla Navya Phase 1 commenced**, with 228 units delivered till Q2FY25.



# Strategic Priorities: Our Path Ahead



## Monetizing Land Bank

~**INR 15,000crs** of revenue potential in next 4 to 5 years from residential sales in Sector 63A, Gurugram



## Unlocking Future Development

~**100 acres** fully paid freehold land in Delhi NCR for future residential, warehousing and hospitality project



## Expanding Township

Potential to acquire incremental **25 acres** in next 2 years in Gurugram



## Data Center Expansion

Scale up to **307 MW** IT Load Data Center within the next 4 to 4.5 years



## Cloud Service Adoption

Cloud Services as Infrastructure as a Service (IaaS) operationalized. Working on scaling to Platform as a Service (PaaS) and plans to expand to Software as a Service (SaaS) in the future.



## Balance Sheet Strengthening

**Zero Net Debt** company by December 2024







# Data Center Update

# Data Centers: A Multi-Year Mega Opportunity Driven by Digital Adoption



## Rapid Capacity Addition and Changing Operator Landscape

**1.03 GW**

U/C Colo IT Load  
(2024-2028)

**1.29 GW**

Planned Colo IT Load  
(2024-2028)

**322 MW**

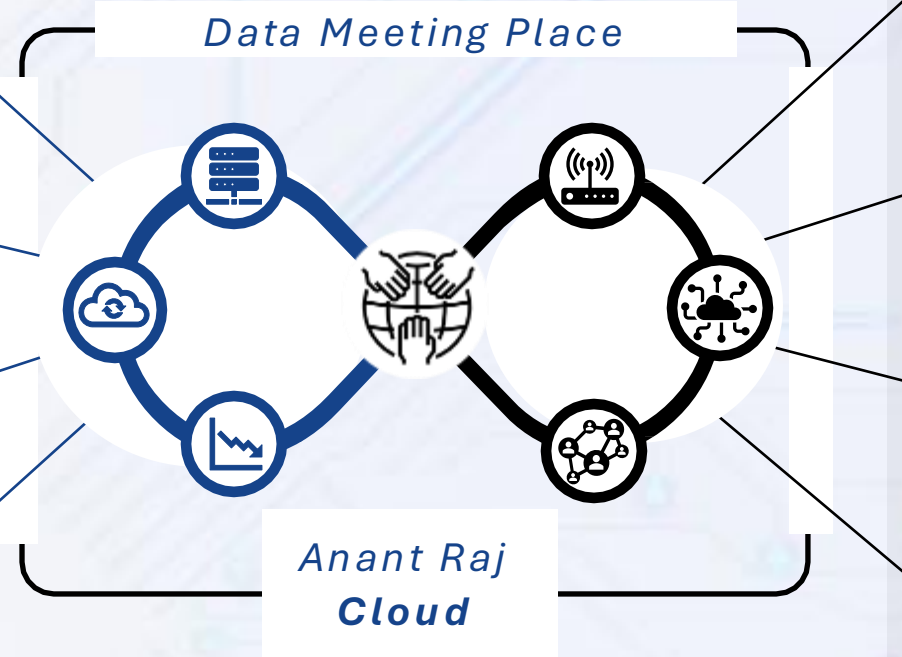
V/s 68MW in 2023

U/C and Planned Cloud Self-Build Capacity

**To become ~51%**

V/s 77% in 2023

Top 5 Colo Operators Market Share



## Digital Adoption To Witness a Multi Fold Rise

Internet Penetration

**79% - 2027F**

V/s 46% in 2022

Smart Phone Penetration

**75% - 2027F**

V/s 47% in 2022

OTT Penetration

**66% - 2027F**

V/s 30% in 2022

Social Media User Share

**78% - 2027F**

V/s 33% in 2022



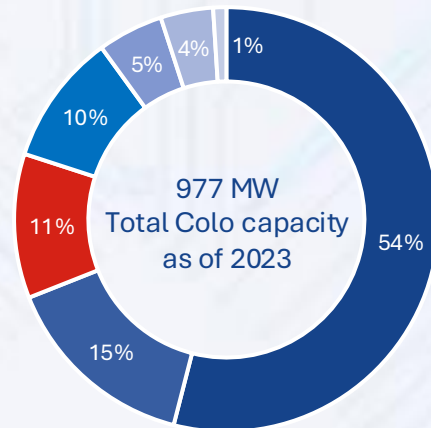
# India's Data Center Boom: Delhi NCR to Witness Significant Growth



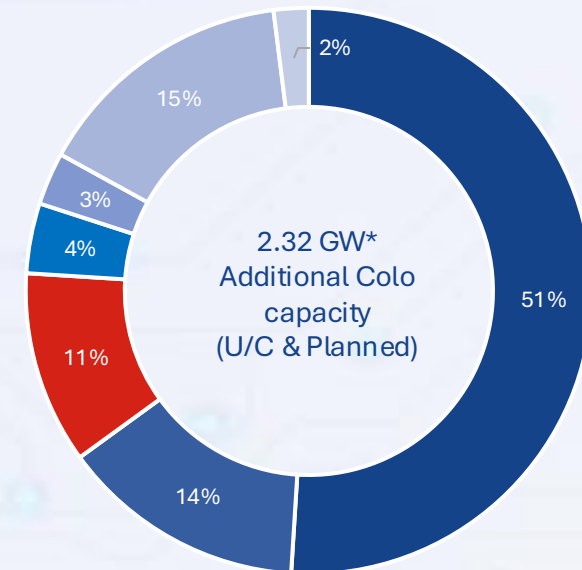
India ranks among the fastest-growing data center markets in the APAC region and is one of the top 15 globally; Rapid capacity expansion and an evolving operator landscape are expected over the next five years.

Top 3 DC Markets (Mumbai, Chennai and Delhi NCR) to remain significant even when the market landscape is fast evolving and changing.

Colo Capacity (as of 2023)



Future Colo Supply Pipeline (2024F – 2028F)

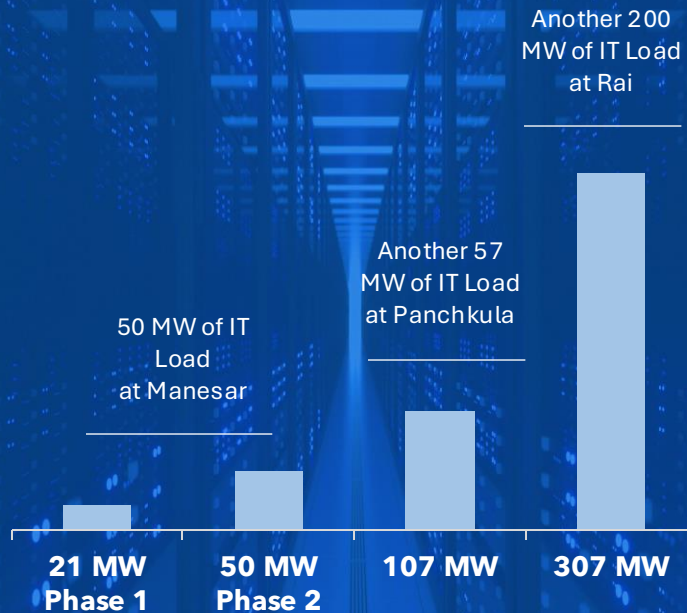


- Mumbai
- Chennai
- Delhi
- Bengaluru
- Pune
- Hyderabad
- Kolkata

\*Note: 2.32 GW is not a cumulative figure but the new capacity addition by 2028; Colocation (Colo)

Source: Cushman & Wakefield Research

## Scaling to 307 MW within next 4 to 5 years



*A portion of the 307 MW capacity is being transitioned to support cloud infrastructure and services.*

## Strategic Tie-ups for Cloud and Colocation Services

- ✓ **Strategic MoU with Orange Business Services India Technology Pvt. Ltd.** - Strategic MoU with Orange Business Services, where Orange will design, build, and operate the company's Cloud Platform, establish servers at Anant Raj's Data Center, and promote its Colocation and Cloud Platform services to customers.
- ✓ **Strategic Alliances and Empanelment** - Empaneled as a Business Partner with RailTel Corporation of India Ltd. for data centers and formed a strategic alliance with TCIL at Manesar. Additionally, the company has collaborated with TCIL to offer both cloud and colocation services, enhancing its infrastructure and service offerings.

## Strengths



Ready Commercial Properties



End-to-End Services Ranging from Colocation to Cloud Platform Solutions



TIA-942 Tier III Certificate



Best-in-Class DC Design and Low Power Usage Efficiency



Strategic Partnerships and Alliances



Favorable Macro & Regulatory Factors

# Ongoing and Upcoming Data Center Projects



## Anant Raj Tech Park, Manesar

- **6 MW** IT load operationalised till Q2 FY25 including **Cloud owned 0.5MW IT Load**; another **15MW** at development stage
- **Phase 1** : 21MW by Q4 FY25, with 6MW already operational.
- **Phase 2** : Incremental 29MW by FY26



## Anant Raj Tech Park, Panchkula

- **Under Development** : 7 MW IT Load on existing structure to be completed by Q4 FY25
- **Potential** : 5.25 acres green field available with FSI of 0.6 Mn. Sq. Ft. that can be developed into a Tier III Data Center with **57 MW** IT Load Capacity



## Anant Raj Tech Center, Rai

- **Potential** : **200 MW** with Tier III Data Center in existing building (2 Mn. Sq. Ft. with 100 MW IT Load Capacity) + Built-to Suit Tier IV Data Center (1.5 Mn. Sq. Ft. with 100 MW IT Load Capacity) can be developed.



# Partnered with Industry Leaders for Premium Construction



---

## Racks & UPS

---



---

## IT Design

---



---

## HVAC - PAHUs

---



---

## Floor Tiles

---



---

## Gas Suppression System

---



---

## On Floor Electrical Panels

---



# Operational Data Center Site at Manesar





# Operational Data Center Site at Manesar





# Data Center Certifications - Ensuring Unmatched Reliability





**ASHOK CLOUD**  
DIGITAL CLOUD SERVICES



# End-to-End Evolution from Colocation to Cloud and AI-Enabled Solutions



*Scaling up our services from colocation to cloud solutions in collaboration with Orange, offering a comprehensive suite that includes Infrastructure as a Service (IaaS), Platform as a Service (PaaS), and Software as a Service (SaaS).*



Past

Present

Future

→ Co-location Services

→ Cloud Services – IaaS  
(In association with Orange Business)

→ Co-location Services

→ PaaS and SaaS

→ Artificial intelligence enabled solution

→ Cloud Services – IaaS  
(In association with Orange Business)

→ Co-location Services



# Ashok Cloud - Comprehensive Data Center Solutions Tailored to Your Needs



# Ashok Cloud - Empowering the Future of Data with Next-Generation Infrastructure



01

**Scalability**

Easily scale resources up or down based on demand

02

**Security**

Advanced security measures to protect your data

03

**Cost-Effectiveness**

Competitive pricing with transparent billing

04

**Compliance**

Adherence to local regulations and industry standards; Compliant with Tier 3 standard SLAs for optimal performance and reliability.

05

**OEMs**

Best OEM products for unparalleled quality and performance







# Residential Project Portfolio



# Delhi NCR Housing Market: Cyclical Upswing and Growth Boost



Bolstered by enhanced social and lifestyle amenities, increased job prospects, numerous infrastructure initiatives, improved connectivity, and the burgeoning cloud computing sector, the demand is poised to sustain its momentum.

Delhi NCR residential market (in '000 housing units)

(Thousands)



High Rates of Absorption in Delhi NCR residential market



*The housing market in Delhi NCR continues to experience a notable uptrend in the first half of 2024, with Gurugram leading the charge, contributing 55% of all new launches.*

# Residential Projects : Ongoing and Upcoming



Projects	Launch Date	Completion Date	Total Saleable Area (msf)
<u>Sector 63A, Gurugram - Residential (Ongoing):</u>			
Anant Raj Estate – Plots and Villas	Mar-23	Dec-26	0.67
Ashok Estate	Jul-22	Dec-25	1.34
Avarna Independent Floors (Also referred as Birla Estates, Birla Navya, Birla Avarna)	Mar-20	Dec-27	1.85
Anant Raj Estate GH-1, The Estate Residences	Jan-24	Jun-28	1.00
<u>Sector 63A, Gurugram - Residential (Planned):</u>			
Anant Raj Estate Floors 1	Jan-24	Oct-27	0.40
Anant Raj Estate Floors 2	Mar-25	Jan-28	0.40
Anant Raj Estate GH-2	Mar-25	Dec-28	1.09
Anant Raj Estate GH-3	Jul-25	Jun-29	1.09
<u>Others – Residential:</u>			
Anant Raj Ashray 2, Tirupati	Nov-23	Jun-27	1.22

# Anant Raj Limited – Ongoing Projects (Residential)



## Anant Raj Estates

- Township project comprising Plots/Villas/ Independent Floors and Community sites.
- Independent Floors - 1st Phase completed and handed over; 2nd phase construction to commence shortly.
- **2nd Phase Revenue Potential : INR 1,500 crores to be realized over the course of next 3-4 years.**



## Avarna Independent Floors

- Also known as Birla Navya, 50:50 JV with Birla for development of 764 luxury floors built over 47 acres launched across 4 phases.
- Phases 1,2 and 3 totaling 554 units are fully sold out; Phase 4 is scheduled for launch in the upcoming quarter.
- **Handover process for Birla Navya Phase 1 is nearly complete**, with 228 units delivered till Q2FY25.
- **ARL share of profit – 50% or INR 1,000 crores across all the 4 phases**



## Ashok Estates

- Completed sold out plotted development with sizes up to 180 sq. yards; total inventory of plots 320 units in this project.
- Since its July 2022 launch, the project has seen appreciation by over 60%; **INR 380 crores** from sold inventory will be realized in FY25.



# Anant Raj Limited – Ongoing Projects (Residential)



## Group Housing – 1 (Estate Residences)

- Launched in Q4FY24 in Sector 63A with total saleable area of 1 msf.
- 248 premium units of 4 and 5 BHK apartments overseeing Aravalli Hills on one side and Gurgaon city on the other side.
- **Fully sold out**; average selling price at INR 18,000/sq. ft.



## Tirupati Affordable Housing

- Affordable Housing project located at Tirupati, launched in Nov' 23, having total available space 1.22 msf
- Completion expected by **June 2027**
- Expected revenue potential of **INR 335 crores.**



# Anant Raj Limited – Upcoming Projects (Residential)



## Group Housing 2

- Total saleable area of **~1.1 msf** comprising of luxury apartments
- Expected revenue of **INR 2,100 crores**
- To be **launched in FY25** and completion expected by **December 2028**



## Group Housing 3

- Total saleable area of **~1.1 msf** comprising of luxury apartments
- Expected revenue of **INR 2,500 crores**
- To be **launched in FY26** and completion expected by **June 2029**





# Commercial Project Portfolio



# Commercial Projects : Ongoing and Upcoming



## Commercial Projects

Projects	Estimated Launch	Estimated Completion	Total Leasable Area (msf)	Leased Area (% of Total Leasable Area)
<u>Sector 63A, Gurugram - Commercial:</u>				
Ashok Tower	Mar-24	Jun-27	0.16	-
Office Building, Sector-44, Gurugram		Completed	0.12	100%
Tech Park, Panchkula		Completed	0.44	28%
<u>Others - Hotels and malls:</u>				
Anant Raj Center 1 (Earlier Hotel Bel La Monde), Mehrauli, Delhi	Aug-23	Apr-28	0.56	-
Anant Raj Center 2 (Earlier Stellar Resort,) NH-8, Delhi	Apr-25	Sep-29	0.70	-
Joy Square, Sector 63A, Gurugram		Completed	0.32	-



## Office Building, Sector 44, Gurugram

- LEED certified Grade A
- Leasable Area : 0.12 msf
- Fully operational and leased
- **Rental Income : INR 1.3 Crores/Month**



## Anant Raj Tech Park, Manesar

- To be converted into 50MW IT Load data center by FY26; 6MW IT Load already operational
- 0.5 MW IT Load of cloud services already operational



## Anant Raj Tech Park, Panchkula

- Phase 1 Constructed Area : 0.6 msf
- **Rental Income for Phase 1 : INR 0.57 Crores/Month**
- Phase 2 : Greenfield expansion of 50MW and brownfield expansion of 7MW IT Load data center capacity

# Anant Raj Limited – Hospitality Projects



## Anant Raj Center 1

(Existing: Hotel Bel-La Monde, New Delhi)

- Operational Leasable area of 0.7 lakh sq ft
- Additional developable area of 4.90 lakh sq ft is currently under development, with construction ongoing. Approval for increasing FSI from 0.15 to 1.75 already received
- **Rental Income : INR 0.47 Crores/Month**



## Anant Raj Center 2

(Existing: Hotel Stellar Resorts, New Delhi)

- Operational hotel with leased area of ~1 lakh sq ft
- Additional developable area of 6 lakh sq ft to be developed after receipt of approval for increasing FSI from 0.15 to 1.75
- **Rental Income : INR 0.77 Crores/Month**



# Anant Raj Limited – Retail Projects

## Ashok Tower

- Part of existing project Ashok Estate, comprising commercial shops and offices having total space of 1,60,000 sq. ft.
- To be developed in 0.80 acres having branded outlets and 2 Screen Multiplex, for catering to the daily needs of people living in the surrounding area.
- **Target completion by 2027**



## Joy Square (Sector 63A, Gurugram)

- Construction of 0.32 msf ongoing for commercial and office spaces
- Project at handing over stage

# Warehousing Land Reserves : Summary



Sr. No.	Location	Area (In acres)
1	Essapur, Najafgarh, West Delhi	4.45
2	Mundela Kalan, Najafgarh, West Delhi	15.16
3	Dhansa, Najafgarh, West Delhi	6.59
4	Holambi Khurd, North Delhi	18.72
	<b>Total</b>	<b>44.92</b>



CIN: L45400HR1985PLC021622

## Head Office

H-65, Connaught Circus,  
New Delhi -110001

+91 11 43034400,  
+91 11 41516772



[info@anantrajlimited.com](mailto:info@anantrajlimited.com)



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



+91 11 43582879

## For investor related queries, kindly contact:



+91 99109 05051



+91 99718 97739



[investorrelations@anantrajlimited.com](mailto:investorrelations@anantrajlimited.com)



[rajat@goindiaadvisors.com](mailto:rajat@goindiaadvisors.com)

# Disclaimer

This presentation is for information purposes only and does not constitute an offer, solicitation or advertisement with respect to the purchase or sale of any security of Anant Raj Limited (the "Company") and no part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. This presentation is not a complete description of the Company. Certain statements in the presentation contain words or phrases that are forward-looking statements. All forward-looking statements are subject to risks, uncertainties and assumptions that could cause actual results to differ materially from those contemplated by the relevant forward-looking statement. Any opinion, estimate or projection herein constitutes a judgment as of the date of this presentation, and there can be no assurance that future results or events will be consistent with any such opinion, estimate or projection. All information contained in this presentation has been prepared solely by the Company. No information contained herein has been independently verified by anyone else. No representation or warranty (express or implied) of any nature is made nor is any responsibility or liability of any kind accepted with respect to the truthfulness, completeness or accuracy of any information, projection, representation or warranty (expressed or implied) or omissions in this presentation. Neither the Company nor anyone else accepts any liability whatsoever for any loss, howsoever, arising from any use or reliance on this presentation or its contents or otherwise arising in connection therewith. The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about, and observe, any such restrictions.