

2<sup>nd</sup> August, 2023

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

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.

**Security Code : 539301**  
**Security ID : ARVSMART**

**Symbol : ARVSMART**

Dear Sir / Madam,

**Sub: Investor Update / Investor Presentation for Q1 FY24.**

We are submitting herewith the Information Update / Investor Presentation for the quarter ended on 30<sup>th</sup> June, 2023.

You are requested to take note of the above and bring this to the notice of all concerned.

Thanking you,

Yours faithfully,  
**For Arvind SmartSpaces Limited**

**Prakash Makwana**  
**Company Secretary**

Encl.: As above

#DESIGNEDTOINSPIRE

#DESIGNED TO INSPIRE

# INFORMATION UPDATE

Q1 FY24

AUGUST 2023



# Q1 FY24 PERFOR- MANCE

- OPERATIONAL HIGHLIGHTS
- FINANCIAL HIGHLIGHTS

# KEY UPDATES: Q1FY24

## Q1FY24 HIGHLIGHTS – SALES & COLLECTIONS

- Healthy Q1 sales performance at Rs. 135 crore with 14% YoY growth – driven by sustenance sales
- Q1 collections improved 54% YoY to Rs. 204 crore - Highest ever quarterly collections for third successive quarter
  - Reflective of the strong operational cycle of new sales, construction and delivery

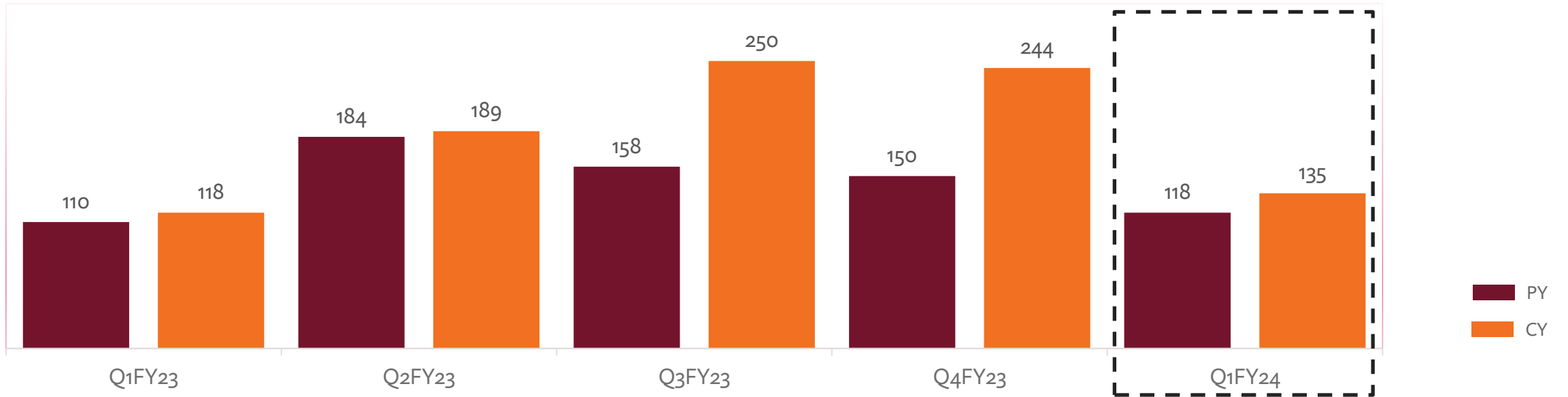
## BUSINESS DEVELOPMENT

- Two new plotted development projects added in South Ahmedabad spread across ~704 acres with a top-line potential of ~Rs. 2,300 crore\*
  - Signed a 500 acre project in NH 47, South Ahmedabad with a revenue potential of ~Rs. 1,450 crore\*. This is under 50% revenue share model.
  - Signed a 204 acre project in Bavla, South Ahmedabad with a revenue potential of ~Rs. 850 crore\*. This is under 55% revenue share model.
- Signed an agreement with subsidiary of Arvind Ltd under the Development Management (DM) model to develop 16 acre township at Moti Bhojan with a potential of Rs. 116 crore\*

*\*On the basis of the current business assumptions*

# BOOKINGS: Q1FY24

(In ₹ Cr.)



Q1FY23	Q1FY24	Growth (YoY)
₹118 cr	₹ 135 cr	14% ↑

# BOOKINGS: PROJECT-WISE

City	Project wise	Q1 FY23 Rs. Cr	Q1 FY24 Rs. Cr
Ahmedabad	Aavishkaar	2	7
	Forreste (I to V)	3	14
	Fruits of Life	-	31
	High Grove / CW	38	26
	Uplands (One & Two)	32	13
Bangalore	Belair	18	16
	Greatlands	-	(2)
	Oasis	14	28
	Skylands	9	1
	The Edge	1	2
Pune	Elan	1	-
Others	Others	0	-
<b>Total</b>		<b>118</b>	<b>135</b>

Q1FY23

₹118 cr

Q1FY24

₹ 135 cr

Growth (YoY)

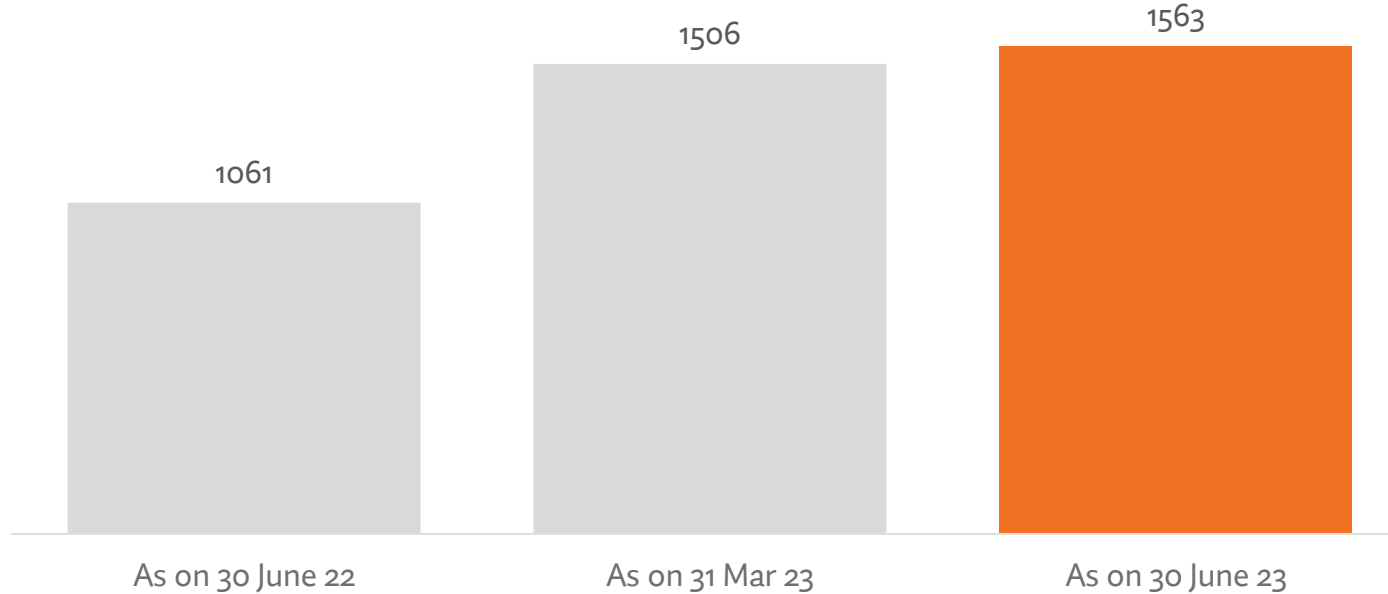
14%



# UNRECOGNIZED REVENUE – Q1 FY24

## UNRECOGNIZED REVENUE

(In ₹ Cr.)

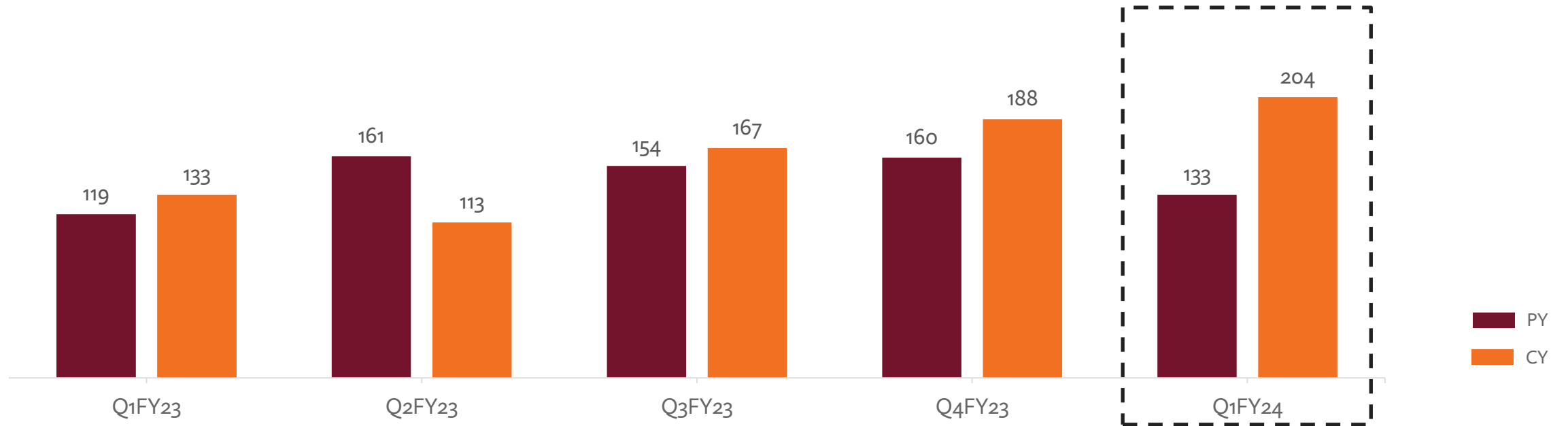


June 30, 2022	June 30, 2023
<b>₹1,061 cr</b>	<b>₹1,563 cr</b>

# COLLECTIONS : Q1FY24

## COLLECTIONS: : BEST EVER QUARTER

(In ₹ Cr.)



Q1FY23	Q1FY24	Growth (YoY)
₹133 cr	₹ 204 cr	54% ↑

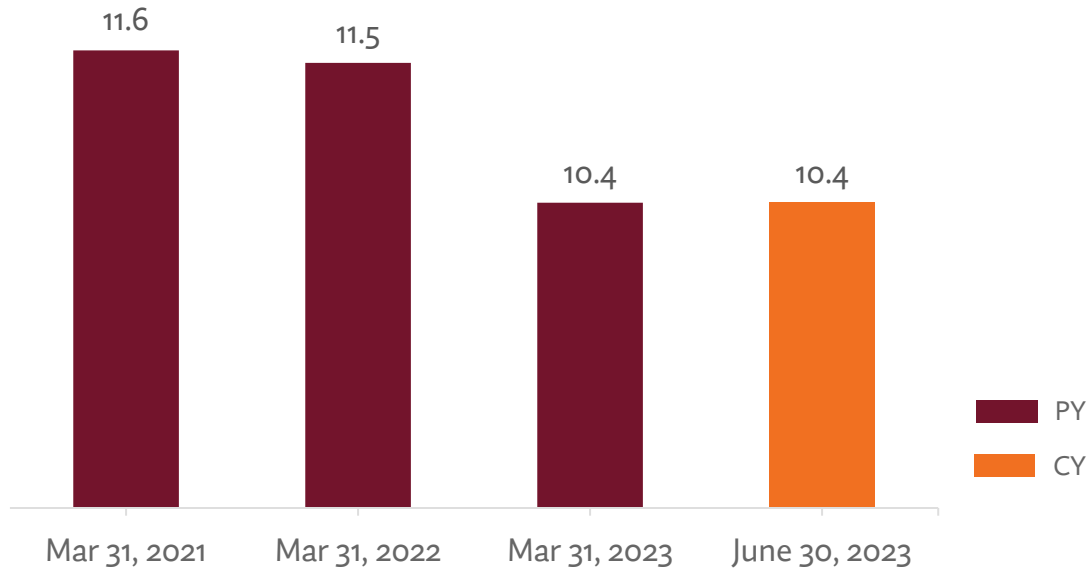
Note : Previous Year period has been regrouped/reinstated for like-to-like comparison



# NET DEBT MOVEMENT: Q1FY24

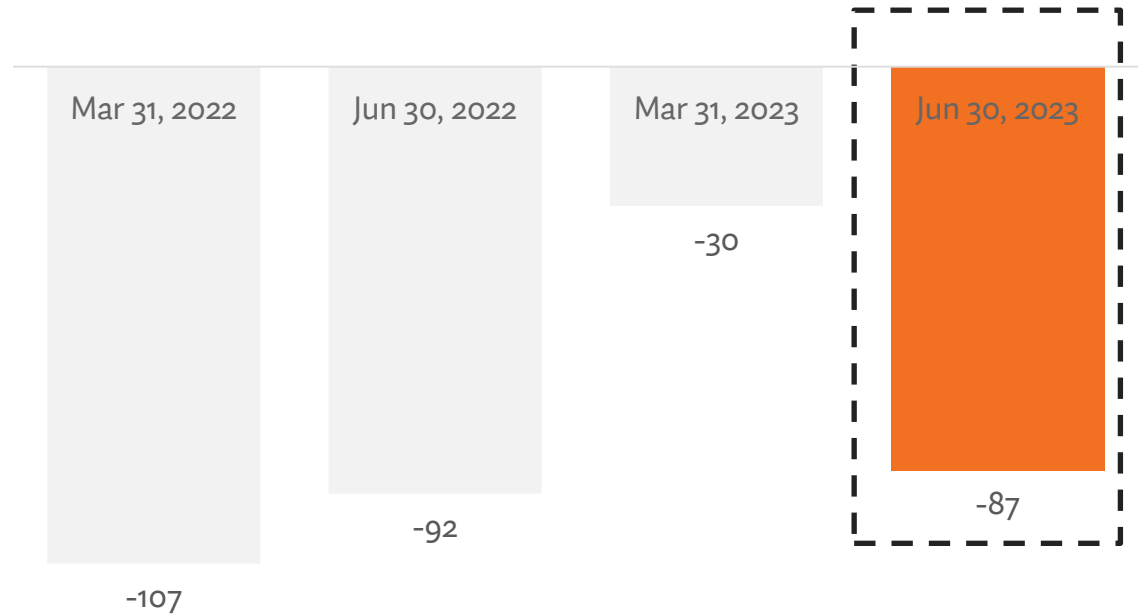
## BORROWING COST MOVEMENT

(In %)



## NET DEBT: REDUCES FURTHER

(In ₹ Cr.)



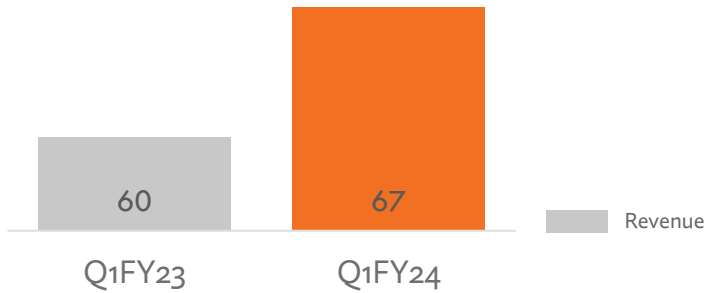
Net Interest-bearing funds as on Jun 30, 2023 is ₹ -87 Cr (vs Mar 23 ₹ -30 Cr) decreased by ₹ 57 Cr during the year due to business development  
 Net Debt (Interest-bearing funds) to Equity ratio at (0.18) as on Jun-23 vs (0.07) on Mar-23

# P&L: Q1FY24

## Q1FY24 CONSOLIDATED HIGHLIGHTS

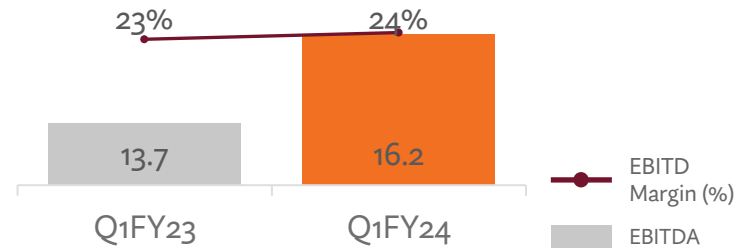
### REVENUE FROM OPERATIONS

(In ₹ Cr.)



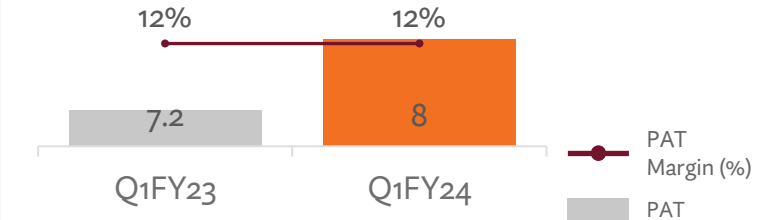
### \*ADJUSTED EBITDA & EBITDA MARGINS

(In ₹ Cr.)



### PAT & PAT MARGINS

(In ₹ Cr.)



Q1FY23	Q1FY24	Growth (YoY)
₹60 cr	₹ 67 cr	11% ↑

Q1FY23	Q1FY24	Growth (YoY)
₹14 cr	₹ 16 cr	19% ↑

Q1FY23	Q1FY24	Growth (YoY)
₹7.2 cr	₹ 8.0 cr	11% ↑

\*Adjusted EBITDA = EBITDA (-/+ 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

# Q1 FY24 SYNOPSIS

City	Projects	Area Booked	Units Booked	Sales Value	Amount	Revenue
		Q1 FY24	Q1 FY24	for Q1 FY24	Collected Q1	Recognized Q1
		(sq ft.)	(nos.)	(Rs. Cr)	(Rs. Cr)	(Rs. Cr)
Ahmedabad	Aavishkaar	19,465	22	7	12	17
	Chirping Woods	1,55,893	26	23	11	-
	Forreste 5^	59,238	7	14	8	1
	Forreste 1 - 4^	-	-	-	21	2
	Fruits of Life	2,58,228	39	31	21	-
	Highgrove	19,080	2	3	15	5
	Megaestate	-	-	-	-	-
	Megatrade	-	-	-	0	-
	Uplands One	30,339	1	13	6	5
	Uplands Two	3,150	-	0	3	-
Bangalore	Belair	19,951	14	16	21	-
	Expansia	-	-	-	-	-
	Greatlands	(7,762)	1	(2)	56	-
	Oasis	39,963	36	28	27	34
	Skylands	1,482	1	1	2	2
	Sporcia	-	-	-	-	-
	The Edge	2,484	2	2	2	-
Pune	Elan	-	-	-	0	-
<b>Total</b>		<b>6,01,511</b>	<b>151</b>	<b>135</b>	<b>204</b>	<b>66</b>

^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

Amount in ₹ Cr.	30-Jun-2022	31-Mar-2023	30-Jun-2023
Gross Debt*	3	53	30
Net Interest-bearing funds	(92)	(30)	(87)
Net Interest-bearing funds to Equity	(0.22)	(0.07)	(0.18)

\* The above statement does not include OCD balance of ₹ 10.85 Cr issued to HDFC Platform 1 (15 years original tenure) after prepayment for joint project in Bangalore, OCD of ₹ 52 Cr issued to HDFC Platform 2 (8 years original tenure + 2 years) for joint project in Ahmedabad 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

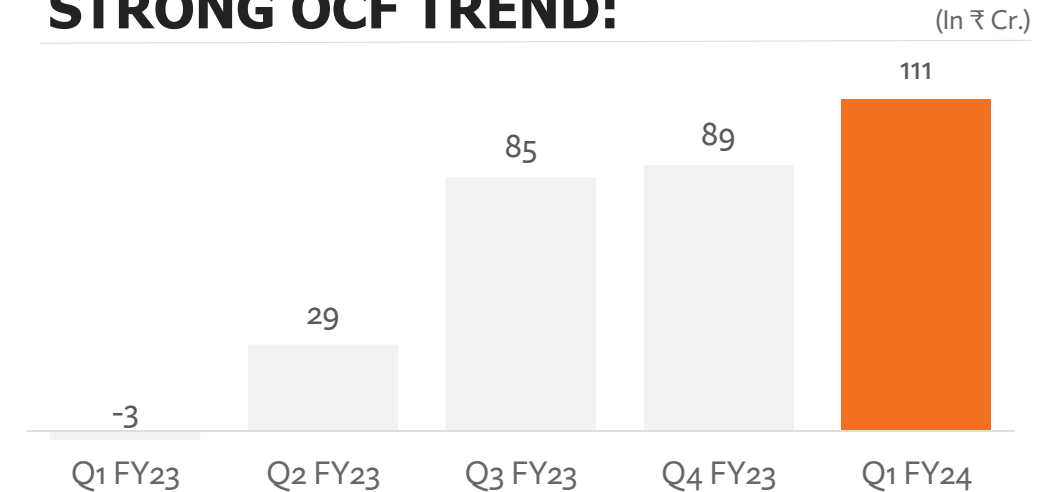
During the quarter, the Company generated Rs. 111 Cr of Operating Cash Flow resulting into decrease in Net Debt by 57 Cr. The Company has significant headroom to raise fresh Debt while maintaining a healthy Debt Equity ratio.

Note: During the quarter, cash outflow of ~Rs. 36 Cr incurred for business development activities.

# CONSOLIDATED CASHFLOWS

Particulars (Rs in Crs)	FY23	Q1 FY24
Opening Balance	5	27
<b>Operating activities</b>		
Collections	600	204
Construction cost and other overheads	(260)	(60)
Taxes	(22)	(1)
Direct land cost/JDA and DM sharing	(117)	(34)
<b>Net Operating Cashflow (A)</b>	<b>201</b>	<b>111</b>
<b>Financing Activities</b>		
Finance cost (Net)	2	(1)
Pref Issue / Equity	22	-
Loans/OCD - Drawdown/(Repayment) (Net)	82	(62)
Investments (Net)	24	(33)
<b>Net Financial Cashflow (B)</b>	<b>130</b>	<b>(96)</b>
<b>Investing Activities</b>		
Land Payments & Approvals	(308)	(36)
<b>Net Investing Cashflow (C)</b>	<b>(308)</b>	<b>(36)</b>
<b>Total Net Cashflow (D= A+B+C)</b>	<b>27</b>	<b>6</b>

## STRONG OCF TREND:



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.



# PROJECT PORTFOLIO

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

# PROJECT PORTFOLIO - COMPLETED

City	Project	Total Saleable (Sqft)	Booked (Sqft)	Unsold Inventory (Sqft)	Booking Value (₹ Cr)	Revenue Recognized (₹ Cr)	^Collections (₹ Cr)	Average Price (Price till date) ₹ / Sq ft
Ahmedabad	Aavishkaar	5,45,524	4,04,283	1,41,241	113	87	96	2,787
	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
	Megaestate	59,180	24,994	34,186	8	8	8	3,265
	Megapark	5,01,222	4,61,484	39,738	27	27	27	575
	Megatrade	82,526	73,723	8,803	30	29	30	4,110
	Parishkaar /Trade Sq	9,15,809	9,15,809	-	254	254	254	2,776
Bangalore	Expansia	1,40,276	1,40,268	8	75	75	75	5,351
	Oasis	5,72,074	5,35,743	36,331	303	264	277	5,650
	Skylands	4,91,111	4,91,113	-2	267	266	267	5,443
	Sporcia	5,01,265	4,99,960	1,305	235	234	234	4,693
	<b>Total</b>	<b>49,43,506</b>	<b>46,33,386</b>	<b>3,10,120</b>	<b>1,391</b>	<b>1,325</b>	<b>1,347</b>	

# PROJECT PORTFOLIO - ONGOING

City	Project	Total Saleable (Sqft)	Booked (Sqft)	Unsold Inventory (Sqft)	Booking Value (₹ Cr)	Revenue Recognized (₹ Cr)	^Collections (₹ Cr)	Average Price (Price till date) ₹ / Sq ft
Ahmedabad	Chirping Woods	13,39,092	10,18,476	3,20,616	117	-	75	1,150
	Forreste I - IV	29,58,846	23,82,276	5,76,570	338	25	244	1,420
	Forreste 5	9,43,164	3,17,376	6,25,788	67	1	14	2,099
	Fruits of Life - Launched	16,56,900	14,14,944	2,41,956	133	-	42	943
	Highgrove	43,77,033	24,33,366	19,43,667	231	31	182	950
	Uplands One	31,92,901	29,08,093	2,84,808	492	313	440	1,691
	Uplands Two	12,89,128	9,66,937	3,22,191	285	13	201	2,943
Bangalore	Belair	4,69,620	3,26,596	1,43,024	200	-	135	6,122
	Edge	1,68,224	56,632	1,11,592	40	-	15	7,061
	Greatlands	9,52,862	7,45,561	2,07,301	296	-	88	3,968
Pune	Elan	1,34,952	63,836	71,116	45	-	30	6,978
	<b>Total</b>	<b>1,74,82,722</b>	<b>1,26,34,092</b>	<b>48,48,630</b>	<b>2,243</b>	<b>382</b>	<b>1,466</b>	



# SARJAPURA, BANGALORE (UPCOMING)

## SARJAPURA ROAD, RESIDENTIAL VILLA PROJECT



**19 Acres**  
LAND AREA



**0.98 Mn Sq ft**  
INDICATIVE  
SALEABLE AREA



**670 Cr**  
INDICATIVE  
TOPLINE

**65%**  
REVENUE  
SHARE

Joint development agreement executed for 19-acre land parcel located on the Sarjapur Bagalur Road. **Marks our entry into the Sarjapura micro-market**

### LOCATIONAL ADVANTAGE

- Sarjapur road has emerged as one of the fastest growing micro-markets in Bangalore
- The micro-market is in close proximity to the key business district of the Outer Ring Road and Electronic City
- The area has a well-developed social infrastructure with several international schools in the vicinity

### KEY DEVELOPERS IN THIS MICRO MARKET

- The micro-market is home to several large plotted, villa and villament developments like Prestige Smart City, Sriram Chirping Grove, Nambiar Ellegenza, etc...

### EAST BANGALORE

- Records highest share of launches 44%
- Micro Market Sarjapur with the highest number of launches 13,618 units.



### OVERALL UNIT LAUNCHES IN BANGALORE RECORD MARGINAL GROWTH;

- The Bengaluru residential market is witnessing significant growth, with both sales and new launches on the rise
- During H2 2022, South Bengaluru witnessed 46% of the total launches supported by end user demand in the micro-market. Distant peripherals in South Bengaluru such as Attibele, Sarjapur, and Kanakpura Road attracted some of the key launches by Grade A and Grade B developers across categories, viz. affordable, mid and luxury segments.
- Witnessed launch of ~8,900 residential units during Q2 2023, a marginal 4% growth over previous quarter

(Source: Cushman & Wakefeild)

# DODDABALLAPURA ROAD, BANGALORE (UPCOMING)

## DODDABALLAPURA ROAD, PLOTTED DEVELOPMENT PROJECT



**45 Acres**  
LAND AREA



**~1.1 Mn Sq ft**  
INDICATIVE  
SALEABLE AREA



**425 Cr**  
INDICATIVE  
TOPLINE

**HDFC  
PLATFORM-2  
ARVIND'S  
INVST 33%**

*This would be ASL's 9<sup>th</sup> project and second plotted development in Bangalore. During Q1, added 4 acres to the project which increased the topline potential by ~Rs. 37 cr.*

### LOCATIONAL ADVANTAGE

- Devanahalli is an Established Residential Plotting Location which is near the Bangalore Airport.
- The micro-market is also home to major economic hubs such as Aerospace SEZ and KIADB IT Park.
- This Location enjoys excellent Infrastructure connectivity which will be further enhanced by the upcoming Metro.

### KEY DEVELOPERS IN THIS MICRO MARKET

- The micro-market is home to several large plotted developments from brands such as Godrej, Prestige, Sriram, Century, Puravankara, Goyal, etc...

### NORTH BANGALORE

- Records 2<sup>nd</sup> highest share of launches at 30%.
- Micro Market Devanahalli launched 9,068 units.



**POTENTIAL OPPORTUNITY TO INCREASE THE SIZE by 1.4 TIMES SUBJECT TO LAND AVAILABILITY AND TITLE CLEARANCE**



### MID-SEGMENT LED QUARTERLY LAUNCHES; HIGH END AND LUXURY RECORD STRONG GROWTH

- Backed by rising demand from end users, mid-segment projects continued to dominate quarterly launches with ~54% share. High-end and luxury projects followed with a whopping rise in their quarterly share (46%), as compared to 14-15% share during the last quarter.
- Doddaballapura is being connected to important areas of the city, such as Tumkur Road, Hyderabad Road, and Kolar Road, by the proposed Satellite Town Ring Road (STRR).
- Doddaballapura will become an appealing investment opportunity for buyers looking to invest in the Bengaluru real estate market as a result of this infrastructure development, which is anticipated to result in a significant increase in property prices in the neighborhood.

# ARVIND GREATLANDS – REMAINING PHASE, BANGALORE (UPCOMING)

## DEVANAHALLI, PLOTTED DEVELOPMENT PROJECT



**7 Acres**  
LAND AREA



**0.2 Mn Sq ft**  
INDICATIVE  
SALEABLE AREA



**65 Cr**  
INDICATIVE  
TOPLINE

**100%  
OWNED**

The first and second phase of this project with a total saleable area of ~0.95 million sq. ft. amounting to a booking value of more than Rs. 300 Crore, was sold out within few hours of launch. The first phase is under HDFC Platform 1. The second phase and remaining phase are fully owned by Arvind SmartSpaces.

**This project marks ASL's entry into plotted development in Bangalore.**

### LOCATIONAL ADVANTAGE

- Devanahalli is an Established Residential Plotting Location which is near the Bangalore Airport.
- The micro-market is also home to major economic hubs such as Aerospace SEZ and KIADB IT Park.
- This Location enjoys excellent Infrastructure connectivity which will be further enhanced by the upcoming Metro.

### KEY DEVELOPERS IN THIS MICRO MARKET

- The micro-market is home to several large plotted developments from brands such as Godrej, Prestige, Sriram, Century, Puravankara, Goyal, etc...

### NORTH BANGALORE

- Records 2<sup>nd</sup> highest share of launches at 30%.
- Micro Market Devanahalli launched 9,068 units.



**NORTH BENGALURU AND ITS PERIPHERALS HAVE ABOUT 11 MSF OF COMMERCIAL OFFICE STOCK, AND ABOUT 13 MSF IS EXPECTED TO BE ADDED BY 2025**

- The North Bengaluru cluster too has been expanding to accommodate the growing real estate demand of the city.
- During H1 2023, North Bengaluru registered residential sales of 5,978 units, 27% higher than the previous four half yearly period average.
- The growth and operation of Kempegowda International Airport Terminal 2 has led to massive infrastructure investment in the region

(Source: Anarock)

# NORTH BANGALORE (UPCOMING)

## NEAR IVC ROAD, PLOTTED DEVELOPMENT PROJECT



**19 Acres**  
LAND AREA



**0.4 Mn Sq ft**  
INDICATIVE  
SALEABLE AREA



**175 Cr**  
INDICATIVE  
TOPLINE

**100%  
OWNED**

*This project is adjacent to the first project in Devanahalli and the 19 acres is fully owned by the Company highlighting the Company's confidence in the project prospects. **This would be ASL's 10<sup>th</sup> project and third plotted development in Bangalore.***

### LOCATIONAL ADVANTAGE

- Devanahalli is an Established Residential Plotting Location which is near the Bangalore Airport.
- The micro-market is also home to major economic hubs such as Aerospace SEZ and KIADB IT Park.
- This Location enjoys excellent Infrastructure connectivity which will be further enhanced by the upcoming Metro.

### KEY DEVELOPERS IN THIS MICRO MARKET

- The micro-market is home to several large plotted developments from brands such as Godrej, Prestige, Sriram, Century, Puravankara, Goyal, etc...

### NORTH BANGALORE

- Records 2<sup>nd</sup> highest share of launches at 30%.
- Micro Market Devanahalli launched 9,068 units.



**NORTH BENGALURU AND ITS PERIPHERALS HAVE ABOUT 11 MSF OF COMMERCIAL OFFICE STOCK, AND ABOUT 13 MSF IS EXPECTED TO BE ADDED BY 2025**

- The North Bengaluru cluster too has been expanding to accommodate the growing real estate demand of the city.
- During H1 2023, North Bengaluru registered residential sales of 5,978 units, 27% higher than the previous four half yearly period average.
- The growth and operation of Kempegowda International Airport Terminal 2 has led to massive infrastructure investment in the region

(Source: Knightfrank)

# SOUTH AHMEDABAD, AHMEDABAD (UPCOMING)

## Ahmedabad, PLOTTED DEVELOPMENT PROJECT



**84 Acres**  
LAND AREA



**~2.5 Mn Sq ft**  
INDICATIVE  
SALEABLE AREA



**150 Cr**  
INDICATIVE  
TOPLINE

**100%  
OWNED**

Commenced a large aggregation in South Ahmedabad of which 84 acres has been completed till date. **This would be ASL's 16<sup>th</sup> project in Ahmedabad. Marks our entry into the South Ahmedabad Plotting micro-market.**

### LOCATIONAL ADVANTAGE

- South Ahmedabad has emerged as one of the promising micro-markets for plotted development /weekend homes in Ahmedabad.
- The micro-market is in close proximity to the various Industrial hubs such as Changodar, GIDC etc..
- The area has a well-developed connectivity with various parts of Ahmedabad.



### KEY DEVELOPERS IN THIS MICRO MARKET

- The micro-market is home to several large plotted and weekend homes like Kensville , Kingsvilla, Forest Trails, Radhe Abode, Ozone Tuscany.

**POTENTIAL OPPORTUNITY TO INCREASE THE SIZE by 1.7 TIMES SUBJECT TO LAND AVAILABILITY AND TITLE CLEARANCE**



### AHMEDABAD CONTINUES TO WITNESS HEALTHY GROWTH IN LAUNCHES

- Ahmedabad residential market witnessed the launch of 6,194 units in the second quarter of 2023, a growth of 30% on a q-o-q.
- A total of 11,011 units were launched during the first half of 2023 against 11,291 units in the same period in 2022.
- The high end and luxury segment recorded a ~115% growth on y-o-y basis and 11% growth on q-o-q basis. This also indicates a growth in the luxury appetite of the city.

# NH 47, SOUTH AHMEDABAD (UPCOMING)

## Ahmedabad, HORIZONTAL MULTIUSE TOWNSHIP



**500 Acres**  
LAND AREA



**~20 Mn Sq ft**  
INDICATIVE  
SALEABLE AREA



**1,450 Cr**  
INDICATIVE  
TOPLINE

**50%  
REVENUE  
SHARE**

*This is a joint development project in South Ahmedabad envisaged to be a multi-asset golf themed landmark township. **This would be ASL's 17<sup>th</sup> project in Ahmedabad.***

### LOCATIONAL ADVANTAGE

- South Ahmedabad has emerged as one of the promising micro-markets for plotted development /weekend homes in Ahmedabad.
- The micro-market is in close proximity to the various Industrial hubs such as Changodar, GIDC etc..
- The area has a well-developed connectivity with various parts of Ahmedabad.

### KEY DEVELOPERS IN THIS MICRO MARKET

- The micro-market is home to several large plotted and weekend homes like, Kingsvilla, Forest Trails, Radhe Abode, Ozone Tuscany, Kensville.

# BAVLA, SOUTH AHMEDABAD (UPCOMING)

Ahmedabad, HORIZONTAL MULTIUSE TOWNSHIP



**204 Acres**  
LAND AREA



**~8.8 Mn Sq ft**  
INDICATIVE  
SALEABLE AREA



**850 Cr**  
INDICATIVE  
TOPLINE

**55%**  
REVENUE  
SHARE

*This is a joint development project in South Ahmedabad envisaged to be a multi-asset golf themed landmark township. **This would be ASL's 18<sup>th</sup> project in Ahmedabad.***

## LOCATIONAL ADVANTAGE

- South Ahmedabad has emerged as one of the promising micro-markets for plotted development /weekend homes in Ahmedabad.
- The micro-market is in close proximity to the various Industrial hubs such as Changodar, GIDC etc..
- The area has a well-developed connectivity with various parts of Ahmedabad.

## KEY DEVELOPERS IN THIS MICRO MARKET

- The micro-market is home to several large plotted and weekend homes like, Kingsvilla, Forest Trails, Radhe Abode, Ozone Tuscany, Kensville.

# Moti Bhoyan, AHMEDABAD (UPCOMING)

## Ahmedabad, DEVELOPMENT MANAGEMENT PROJECT



**16 Acres**

LAND AREA



**~0.7 Mn Sq ft**

INDICATIVE  
SALEABLE AREA



**116 Cr**

INDICATIVE  
TOPLINE

**10%  
REVENUE  
SHARE**

*Executed an agreement with subsidiary of Arvind Ltd under the Development Management (DM) model for residential villa project at Moti Bhoyan, Ahmedabad.*

### LOCATIONAL ADVANTAGE

- Moti Bhoyan emerged as one of the promising micro-markets for plotted development /weekend homes in Ahmedabad.
- The micro-market is in close proximity to Thol lake, SP Ring road, Infocity Gandhinagar and SVP International airport

### KEY DEVELOPERS IN THIS MICRO MARKET

- The micro-market is home to several large plotted and weekend homes like, Belleview, Forreste, Super City Lifestyle, Khyati Homes.



# PROJECT PORTFOLIO

Status	City	Project	Type	Structure	Economic Interest	Estimated Completion Date	Saleable Sq Ft
A. Completed	Ahmedabad	Alcove	Residential	Owned	100%	Complete	10,32,660
		Citadel	Residential	Owned	100%	Complete	1,01,859
		Megaestate	Industrial	Owned	100%	Complete	59,180
		Megapark	Industrial	JD	100%	Complete	5,01,222
		Megatrade	Commercial	Owned	100%	Complete	82,526
		Parishkar / Trade Square	Residential	JV	~ 50% Profit Share	Complete	9,15,809
	Bangalore	Aavishkaar	Residential	Owned	100%	Complete	5,45,524
		Expansia	Residential	Owned	100%	Complete	1,40,276
		Oasis	Residential	Owned	100%	Complete	5,72,074
		Skylands	Residential	Owned	100%	Complete	4,91,111
		Sporcia	Residential	Owned	100%	Complete	5,01,265
B. Ongoing	Ahmedabad	Chirping Woods	Residential	JV	~ 50% Revenue Share	2024	13,39,092
		Foreste I - IV	Residential	DM	~ 10% Revenue Share	2024	29,58,846
		Highgrove	Residential	JV	~ 45% Revenue Share	2024	43,77,033
		Forreste 5	Residential	DM	~ 10% Revenue Share	2026	9,43,164
		Fruits of Life - Launched	Residential	HDFC Platform 2	100%	2025	16,56,900
		Uplands One	Residential	JV	~ 77% Revenue Share	2023	31,92,901
	Bangalore	Uplands Two	Residential	JV	~ 77% Revenue Share	2025	12,89,128
		Belair	Residential	Owned	100%	2024	4,69,620
		Edge	Commercial	Owned	100%	2024	1,68,224
	Pune	Greatlands - launched	Residential	HDFC Platform 1	100%	2025	9,52,862
		Elan	Residential	JD	~ 67% Area Share	2024	1,34,952
C. Planned	Ahmedabad	Uplands III	Residential	JV	~ 77% Revenue Share	Yet to be launched	11,15,294
		Forreste phase 6	Residential	DM	~ 10% Revenue Share	Yet to be launched	10,71,155
		South Ahmedabad	Residential	Owned	100%	Yet to be launched	25,61,328
		Fruits of Life - Future phase	Residential	HDFC Platform 2	100%	Yet to be launched	3,97,862
		NH 47, South Ahmedabad	Residential	JD	~ 50% Revenue Share	Yet to be launched	2,00,92,860
		Bavla, South Ahmedabad	Residential	JD	~ 55% Revenue Share	Yet to be launched	88,81,807
	Bangalore	Moti Bhoyan	Residential	DM	~ 10% Revenue Share	Yet to be launched	7,17,959
		Sarjapur	Residential	JD	~ 65% Revenue Share	Yet to be launched	9,81,842
		North Bangalore	Residential	Owned	100%	Yet to be launched	4,39,433
		Doddaballapura Raod	Residential	HDFC Platform 2	100%	Yet to be launched	10,92,724
		Greatlands - Future Phase	Residential	Owned	100%	Yet to be launched	1,79,698
<b>Grand Total</b>							<b>5,99,58,191</b>

# ESTIMATED OPERATING CASH FLOW

₹ Cr		Total Est. Booking Value	Booking Value till date	Estimated Value of Inventory	Receivables	Balance Cost to be Incurred*	Est. Operating Cashflow
<b>Ahmedabad</b>	Completed	584	512	72	17	1	88
	Ongoing	2,151	1,663	488	465	759	194
	Yet to be launched	3,083	0	3,083	0	2,251	832
<b>Ahmedabad Total</b>		<b>5,817</b>	<b>2,175</b>	<b>3,643</b>	<b>482</b>	<b>3,012</b>	<b>1,113</b>
<b>Bangalore</b>	Completed	904	880	24	27	3	49
	Ongoing	786	536	251	298	224	325
	Yet to be launched	1,340	0	1,340	0	797	543
<b>Bangalore Total</b>		<b>3,031</b>	<b>1,416</b>	<b>1,615</b>	<b>325</b>	<b>1,023</b>	<b>917</b>
<b>Pune</b>	Ongoing	75	45	30	14	10	34
	Yet to be launched						
<b>Pune Total</b>		<b>75</b>	<b>45</b>	<b>30</b>	<b>14</b>	<b>10</b>	<b>34</b>
<b>Grand Total</b>		<b>8,923</b>	<b>3,635</b>	<b>5,289</b>	<b>821</b>	<b>4,045</b>	<b>2,065</b>
Add: Surplus							87
<b>Net Estimated Unrealised Operating Cashflow</b>							<b>2,152</b>

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.



# ABOUT THE COMPANY

- KEY INFORMATION
- GEOGRAPHY SPREAD
- HDFC PARTNERSHIP
- ARVIND BRAND
- GOVERNANCE & CSR
- MANAGEMENT TEAM

# 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

Experienced professional management

Focused on P&L accretive Business Development

Learnings in place to help significantly scale up

Diversifying geographical presence - Ahmedabad, Gandhinagar, Bangalore & Pune

Primarily focused on Residential development

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

Growing Project Portfolio

- Delivered 4.9 Mn sq. Ft.
- Ongoing projects of 17.5 msf
- Planned projects of 37.5 msf

Strong conviction by promoters

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

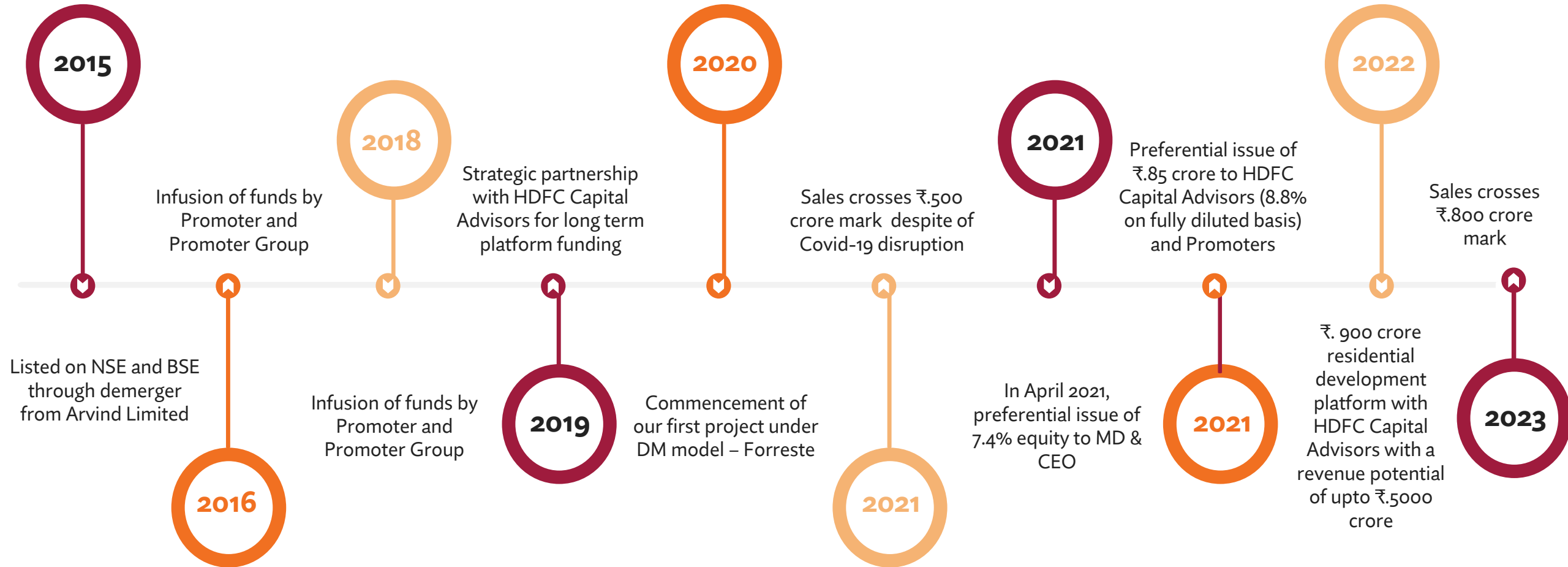
Strategic partnership with HDFC Capital

Equity investment at Hold co and Platform funding

Strong financial performance - 48% CAGR in Bookings

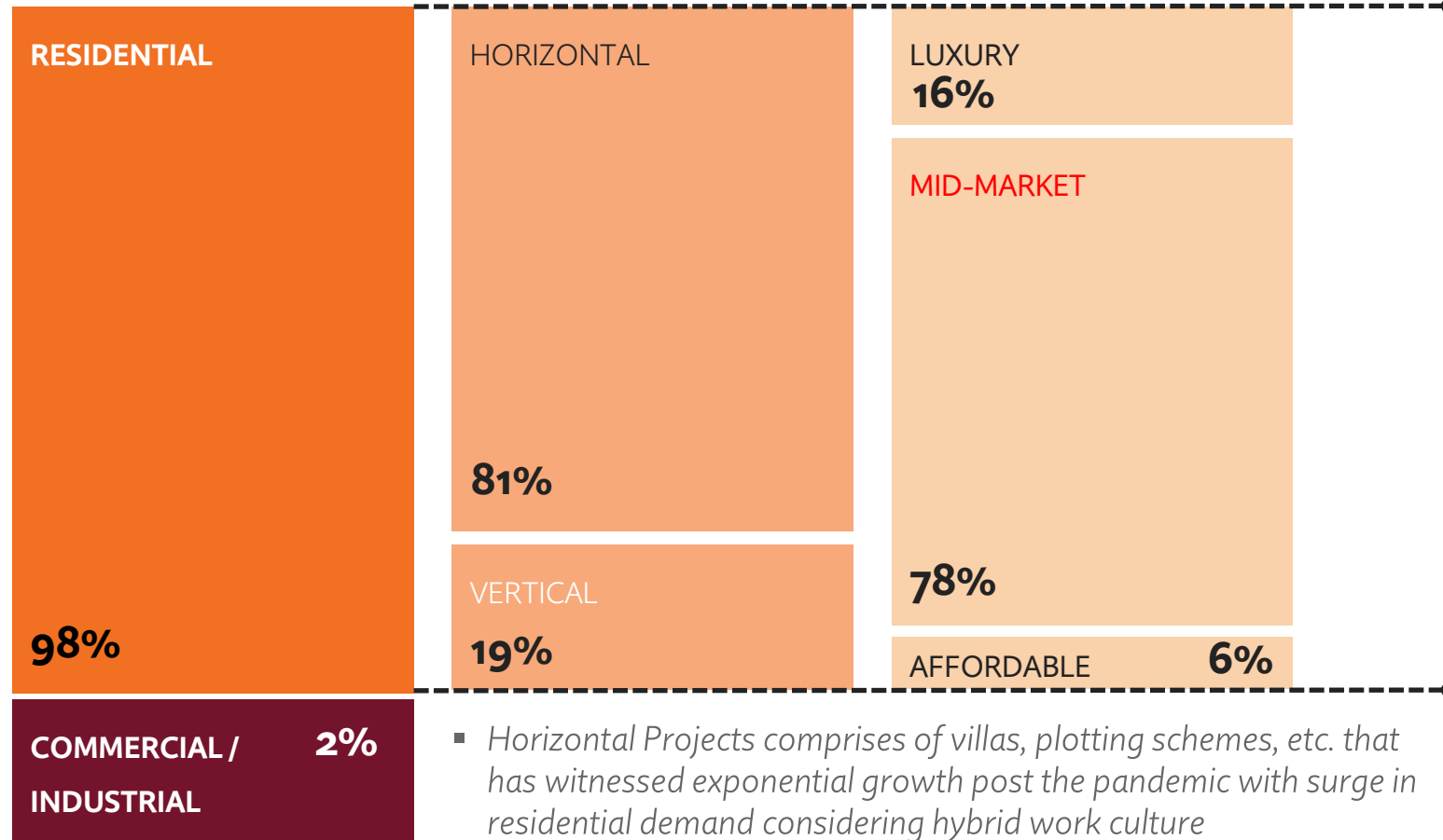
Negative Debt, Long term credit rating of A/Positive outlook

# THE JOURNEY SO FAR



# CARVED ITS NICHE IN RESIDENTIAL DEVELOPMENT PROJECTS

PROJECT CLASSIFICATION (ONGOING AND PLANNED) JUN 2023

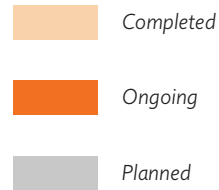


- Horizontal Projects comprises of villas, plotting schemes, etc. that has witnessed exponential growth post the pandemic with surge in residential demand considering hybrid work culture

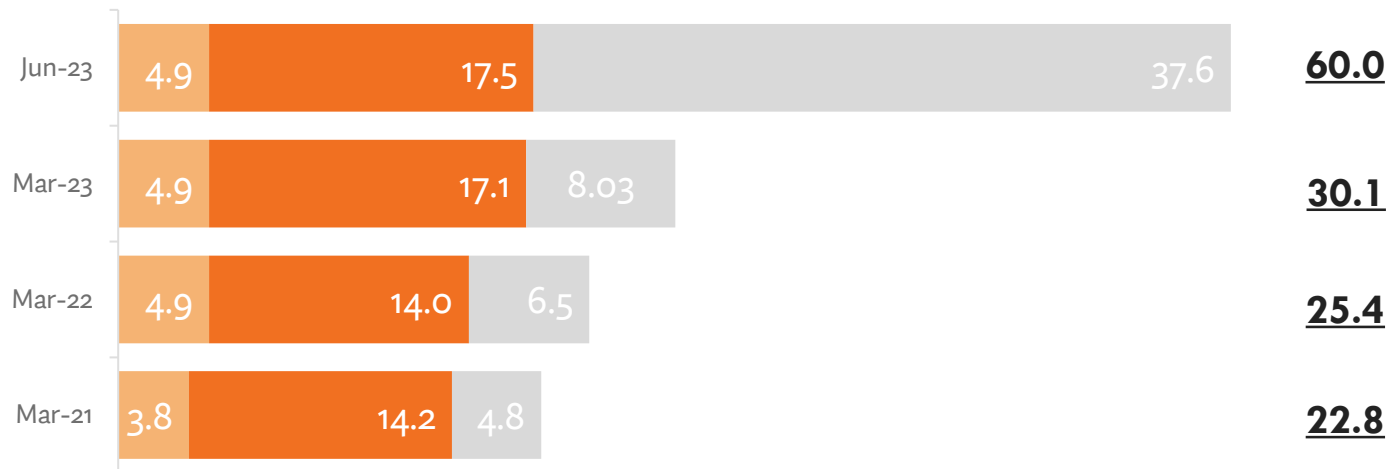
# LISTED (2015), CORPORATE REAL ESTATE DEVELOPER SINCE 2008

## CAPITAL PAYMENTS

- In a span of 15 years, falling true to brand Arvind, successfully delivered 11 projects i.e. 4.9 mn.sq.ft. of which 100% projects handed over as per the committed date.



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

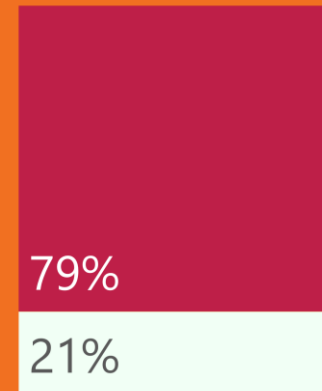


- “Ongoing” - already launched
- “Planned” - Next phases of already launched Projects + Lands already acquired, and site preparation started

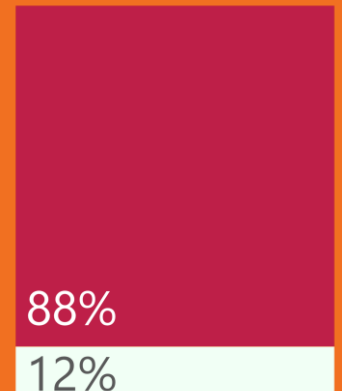
## MULTIPLE LAND SOURCING MODELS

- 80% Projects are through JDs, Platform, DM
- Three DM Project with Arvind Limited

### VALUE SHARE in %



### VOLUME SHARE in %



# VENTURING INTO NEWER GEOGRAPHIES IN A PHASED MANNER



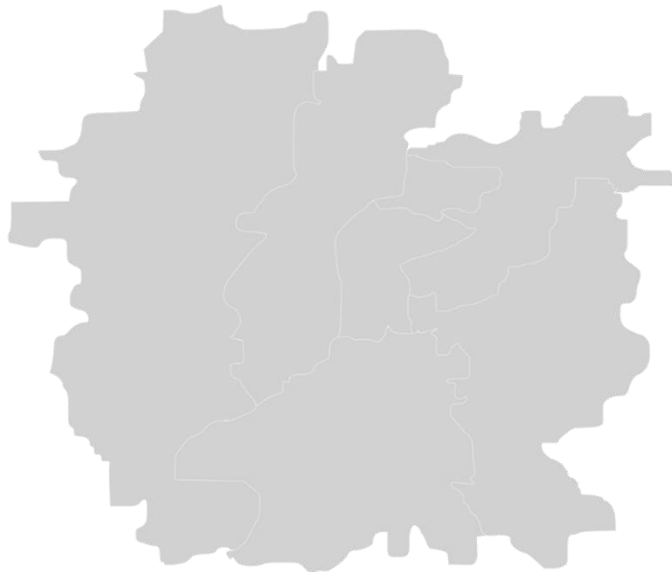
DIVERSIFIED FROM AHMEDABAD/GANDHINAGAR TO BANGALORE IN THE YEAR 2014 AND TO PUNE IN 2019

Ahmedabad / Gandhinagar 65%

Bangalore 34%

Pune 1%

## AHMEDABAD / GANDHINAGAR, GUJARAT



1. 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 Bavla 19 Moti Bhoyan

## BANGALORE, KARNATAKA



1. BelAir, 2. Devenahalli, 3. Expansia, 4. Oasis, 5. Sarjapur, 6. Skylands, 7. Sporcia, 8. The Edge 9. Doddaballapura Road 10. North Banagalore

## PUNE, MAHARASHTRA



1. Elan



# OUR BELIEF IN DEPTH OVER BREADTH

## AHMEDABAD

High on Luxury and preference for horizontal

## BANGALORE

Seeing good traction in mid-market segment due to growing salaried class in the IT services industry

## PUNE

High sales and launch velocity for mid-priced housing due to its position as a fast-growing IT services and manufacturing hub

## KEY DECISION PARAMETERS

PARTICULARS	BANGALORE	AHMEDABAD	PUNE	REMARKS
MID INCOME SEGMENT SIZE	High	Low	High	Strong presence of salaried class
MID INCOME SEGMENT GROWTH	High	Mid-level	High	High influx of salaried workers makes an attractive market
IT-DRIVEN GROWTH	High	Low	High	Bangalore and Pune are established IT hubs
MANUFACTURING GROWTH	High	Mid-level	High	Presence of manufacturing clusters in close vicinity to the city
SERVICES GROWTH	High	Low	High	Booming services industry – Finance in Ahmedabad, IT in Pune & Bangalore
BRAND RECOGNITION	Mid-level	High	Low	Recognition of “Arvind” as a brand
IMPORTANCE OF HAVING A BRAND	High	High	High	Brand sensitive consumers
MARKET POTENTIAL FOR DEEPER GROWTH	High	Low	Mid-level	Untapped market potential
FORMALIZED / ORGANIZED	High	Low	High	Formalized nature of dealings in land and real estate
CURRENT REGULATORY AND LOCAL KNOWLEDGE	High	High	Mid-level	Ease of getting clearances and operating in the regulatory environment
PRE-EXISTING ARVIND SETUP	High	High	Low	Ahmedabad and Bangalore have established Arvind offices and ecosystems
CAPITAL REQUIREMENTS	High	Low	Mid-level	Favorable land prices allow for quick purchase

High

Mid-level

Low

Note - Markets evaluated on the Company's internal benchmarking scale

# 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

## 2021

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

## AUG.2022

₹ 900 crore 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.

## 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

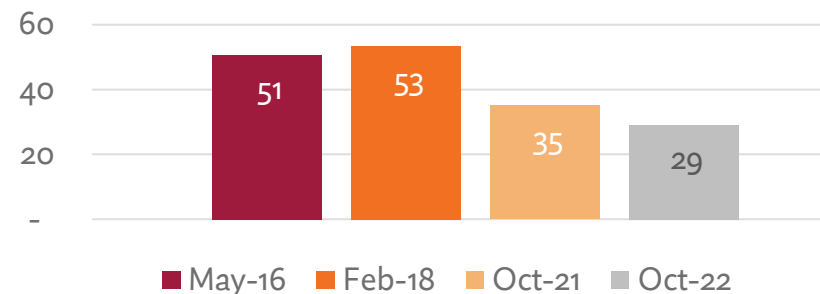
- Two most trusted brands- HDFC & Arvind together unlocking tremendous value for stakeholders
- First investment in OCD form of ₹ 50 crore for Devenhalli project and ₹ 50 crore invested for 8.8% stake on a fully diluted basis

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

SmartSpaces is part of Gujarat based Lalbhai Group with a **120 year legacy** that presides over a wide portfolio of businesses viz. Textiles and clothing, Branded Apparels, Technical textiles, Water stewardship, Omni channel, Telecommunications and Heavy Engineering. **Arvind Group today is a \$ 1.7 billion conglomerate, run by professional management**

- 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

INFUSION OF FUNDS BY PROMOTERS



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 crore in Sep/Oct 2022

# STRONG GOVERNANCE & CSR INITIATIVES



**Mr. Sanjay S. Lalbhai**  
Chairman &  
Non-Executive



**Mr. Kamal Singal**  
Managing Director  
& CEO



**Mr. Kulin S. Lalbhai**  
Non-Executive  
Director



**Mr. Pratul Shroff**  
Independent  
Director



**Ms. Pallavi Vyas**  
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**

- More than 30 years of experience
- Excels in corporate finance



**AVINASH SURESH |**  
**Chief Operating Officer**

- Overall experience of 18 years with Godrej, Aditya Birla etc.



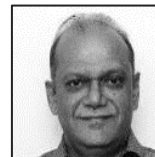
**ANKIT JAIN |**  
**Chief Financial Officer**

- Overall experience of 18 years with Marico and with Arvind for more than 2 years



**MANOJ CHELLANI |**  
**Chief Sales Officer**

- Overall experience of 19 years with Lodha, Runwal, Tech Mahindra and Radius Developers (with Arvind more than 3years)



**PRAKASH MAKWANA |**  
**Company Secretary & Compliance Officer**

- Member of Arvind group for >25 years



**PANKAJ JAIN |**  
**Head of CRM**

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



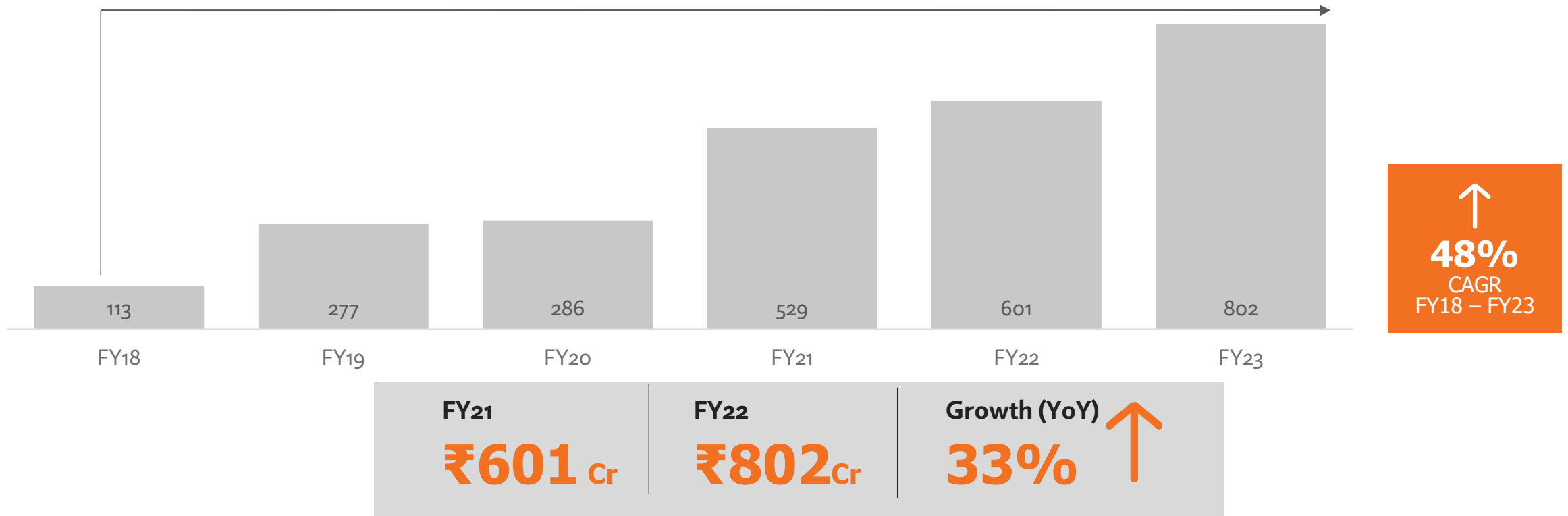
# 5 YEAR PERFOR- MANCE

- OPERATIONAL
- FINANCIAL

# BOOKINGS: FY23

## BOOKINGS: : BEST EVER YEAR

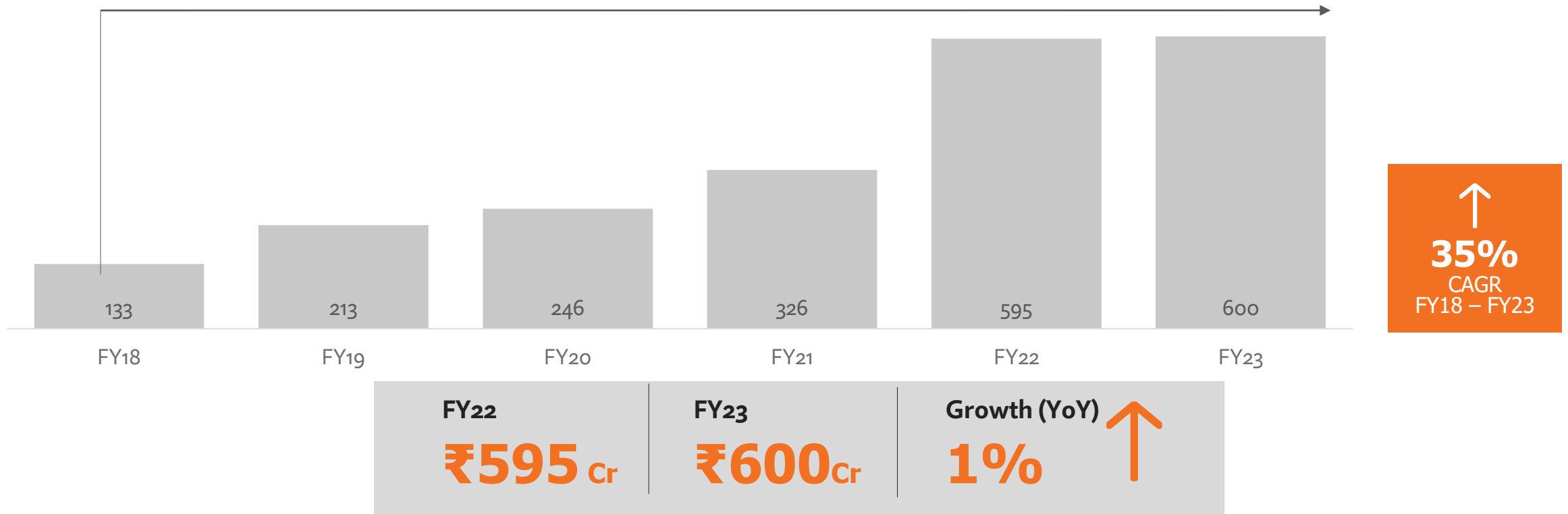
(In ₹ Cr.)



# COLLECTIONS: FY23

## COLLECTIONS: : BEST EVER YEAR

(In ₹ Cr.)

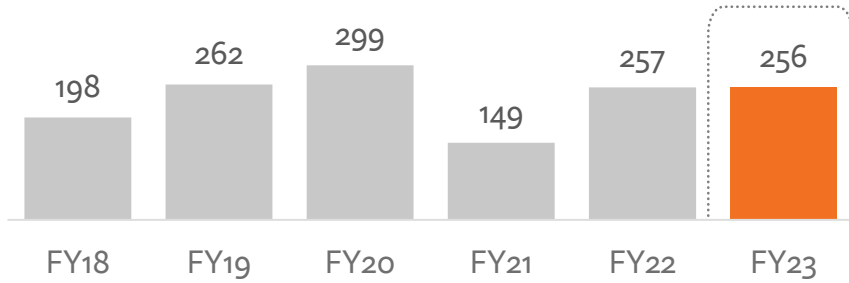




# CONSOLIDATED FINANCIAL PERFORMANCE

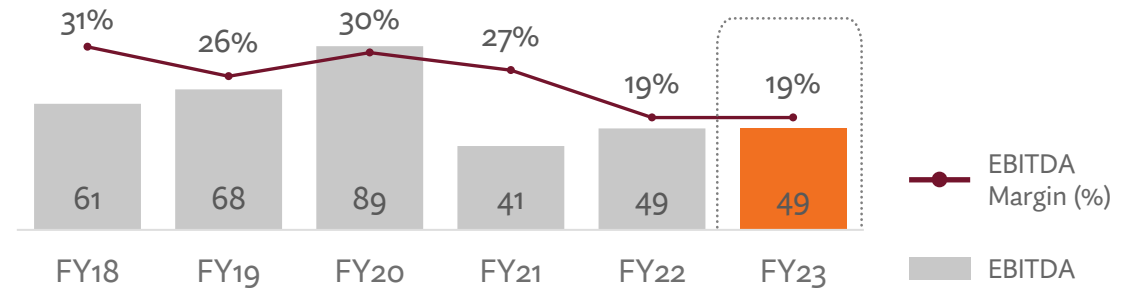
## REVENUE

(In ₹ Cr.)



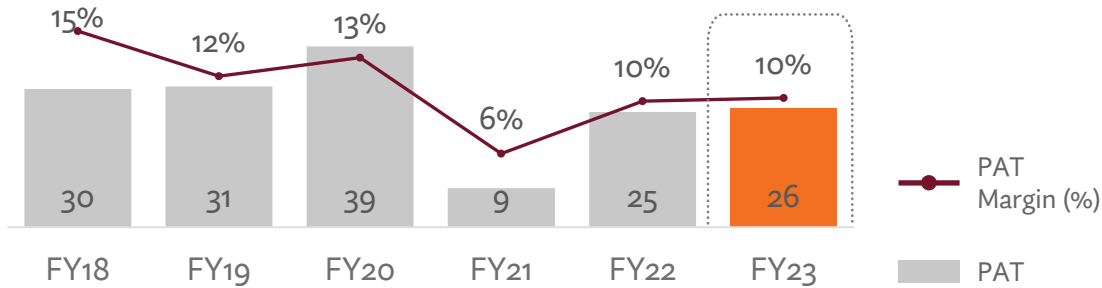
## EBITDA AND EBITDA MARGIN

(In ₹ Cr.)



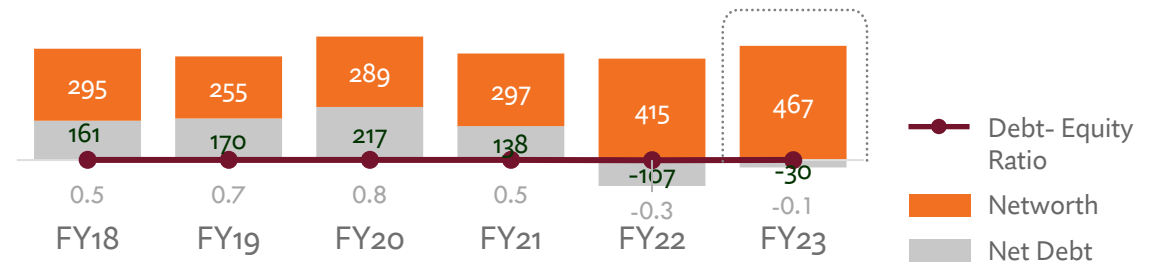
## PAT AND PAT MARGIN

(In ₹ Cr.)



## NETWORTH & NET DEBT AND DEBT-EQUITY RATIO

(In ₹ Cr.)



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.



# BUSINESS MODEL & STRATEGIC PILLARS

- FUNDAMENTALS
- STRATEGIC PILLARS

# KEY BUSINESS FUNDAMENTALS THAT ATTRIBUTED TO OUR SUCCESS SO FAR

**FOCUS ON LOW OPERATING LEVERAGE AND GREATER CORPORATE EFFICIENCY**



**HAS TRANSLATED TO PROFITABLE, SCALABLE AND SUSTAINABLE GROWTH**

## LEAN ORGANISATION

- Low fixed cost: Centralized key functions
- Small team comprising key skill sets: Total on-roll strength of ~289 (March 2023)

## OUTSOURCING MODEL

- High reliance on outsourcing of noncore activities and entire construction activities
- 70% Projects are through JDs (March 2023)

## FOCUS ON HORIZONTAL DEVELOPMENT

- Low proportion of Construction volume and value vis a vis value creation
- Significant reduction contingent liabilities on account of construction commitments post launch

## BUILD TO SELL

- Launch in Phases
- Aggressive Sales at Launch: Target selling 30-40% inventory in first 6 months of launch

# KEY STRATEGIC PILLARS



**Asset light**



**Balanced Risk Profile**



**Innovation**



**Customer Centricity**



**Systems & Processes**

# 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 style="list-style-type: none"> <li>• Speculative returns from land appreciation</li> <li>• Reliance on speculative business cycles</li> </ul>	<ul style="list-style-type: none"> <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

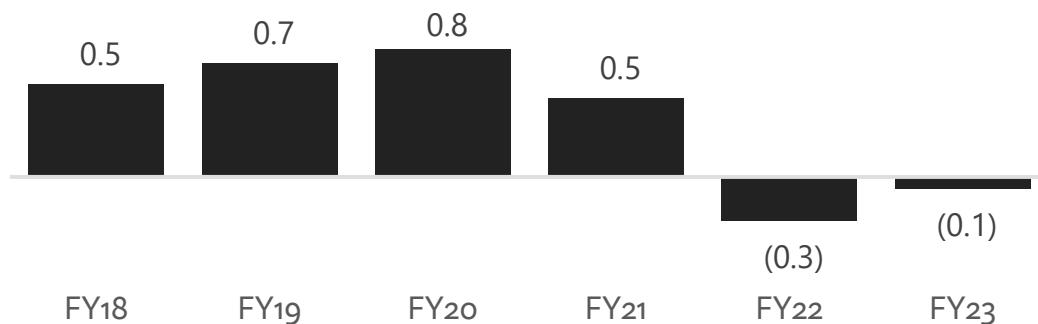


# BALANCED RISK PROFILE

## 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)



Credit Rating upgraded to IND A/Positive in December 2022

## 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 2023



# INNOVATION (1/2)

## PRODUCT INNOVATION

**UPLANDS: EXECUTIVE GOLF COURSE**



**SPORCIA: HOMES AROUND SPORTS**



**SKYLANDS: JOGGING TRACK IN THE SKY**



**EXPANSIA: ALL ABOUT SPACES**



**BELAIR: YOUR CLUB IN THE AIR**



**UPLANDS: INSPIRED BY DISNEY ®**



# INNOVATION (2/2)

## PRODUCT INNOVATION

### 3 ACRES OF LILY POND @ HG



### INTERNATIONAL CLUB ARCHITECTURE @ HG



### URBAN FORREST @ FORRESTE



Forest Sitouts



Forest Trail



Forest Caves

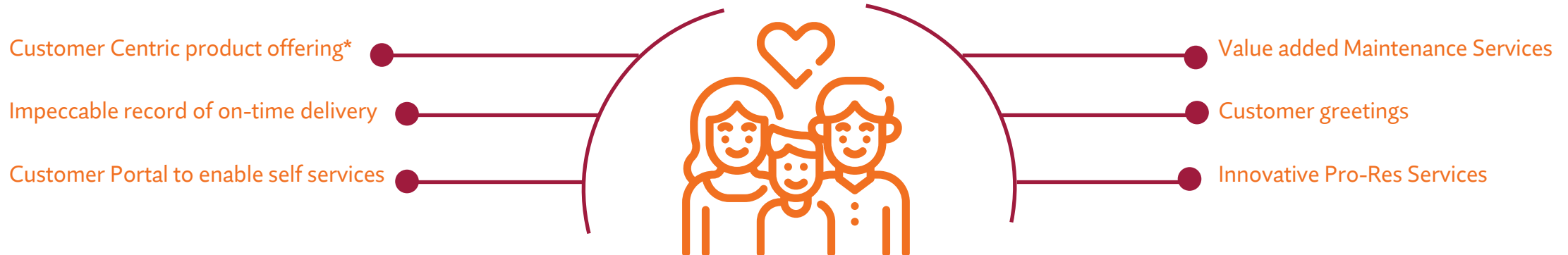


Campfire Point



# CUSTOMER CENTRICITY

## AIMING FOR DELIGHT AT EVERY TOUCH POINT IN CUSTOMER LIFE CYCLE



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

**+2 MONTHS\*\***

PARISHKAAR/ TRADE SQUARE |  
CITADEL

**ON TIME**

MEGATRADE | EXPANSIA |  
MEGAESTATE | MEGA PARK

**-3 to 4 MONTHS**

ALCOVE  
SPORCIA

**-6 to 8 MONTHS**

SKYLANDS  
OASIS

**-18 MONTHS**

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 in-house legal team
- Strong oversight and approval mechanism
- 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 > 1,000 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

 30+ years

Engineering

 20+ years

Arch./Design

### STRENGTH






 120

Engineering

 15

Arch./Design

## SUPPORTED BY BEST-IN-CLASS TECHNOLOGY

-  ERP SYSTEM
-  **NEWTON**® Generates BOQs directly from drawings
-  SAP implementation in progress
-  Document Management System
-  Notion Task Management



# LOOKING AHEAD

- DIFFERENTIATING FACTORS
- KEY FOCUS AREAS

# OUR DIFFERENTIATING FACTORS IN THE REAL ESTATE MARKETPLACE

## 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 optimisation

# OUR BUSINESS STRATEGIES TO ACCELERATE GROWTH

## NEAR TERM BUSINESS PLAN



### Aim to be amongst India's top ten real estate players

- Use Balance Sheet headroom and HDFC partnership to significantly grow project pipeline
- Multifold growth in bookings while maintaining profitability

### Judicious geographical expansion

- Augment Ahmedabad market share and leadership
- Grow Bangalore presence substantially – leverage Arvind group presence
- Next big potential market: Pune & MMR

### Focus on Residential Segment

- Judicious mix of horizontal (Plotting, Villas), vertical (MIG) and Luxury
- Long term value creation through creation of destination in larger land parcels

### Sound capital allocation

- Focused on sustainable and profitable growth
- Targeting acquisition of 6-7 projects with a cumulative topline potential of ~ ₹ 4,000-5,000 crore in next 12 months

### Operational excellence

- Faster execution – launch to handover
- Prudent investments in technology to reduce construction time and enhance digital sales



# AWARDS AND RECOG- NITION

- AWARDS
- ACCOLADES

# AWARDS & RECOGNITIONS FY16-23

## Company & Individual Awards

  
'Emerging Developer of the Year - Residential' - May'15 - Realty plus Excellence

  
Real Estate Most Enterprising CEO of the Year' Feb'16 - ABP News Real Estate Awards

  
'Real Estate Most Enterprising CEO of the Year' Apr'16 - The Golden Globe Tigers

  
'Asia's Greatest Brands 2016', - Asiaone magazine

  
'Asia's Greatest Leaders 2016' - Asiaone magazine

  
'Scroll of Honour' - 9th Realty Plus Conclave & Excellence Awards 2017

  
'The Prestigious Rising Brands' Sept'18 - Abu Dhabi Business Council

  
'Best Real Estate Company' - Aug'19, India News Gujarat at Gujarat First Conclave

  
'Developer of the Year - Residential' - Mar'22, Real Estate & Business Excellence

  
'e4m Pride of India - The Best of Bharat' - Apr'22

  
'The Inspiring CEO of India 2022' - Aug'22, Economic Times CEO Conclave

  
'The Fastest Growing Realty Brand of the Year' - Dec'22 - Realty+ Conclave & Excellence

## Project Awards

  
'Luxury Project of the Year'- Uplands - Realty plus Excellence

  
'Integrated Township of the Year - India' - Feb'16 Uplands - ABP News Real Estate

  
'Integrated Township of the Year' Uplands - Apr'16, The Golden Globe Tigers Award 2016

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


  
'Residential Property of the Year' Expansia - Dec'16, Realty Plus Excellence Awards

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

  
'Luxury Project of the Year' - Expansia - Jul'17, Excellence in Real Estate and Infrastructure

  
'Affordable Housing Project of the Year'- Aavishkaar Realty Plus Conclave & Excellence 2019

  
'Best Golf Course Architecture (national award) for Uplands' - Sept'19, Golden Brick


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


  
'Ultra Luxury - Lifestyle Project of the Year' - Uplands - Aug'21, Realty+ Conclave 2021

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


  
'Villa Project of the Year' - Forreste - Aug'21, Realty+ Conclave 2021

  
'Residential Project of the year' - Uplands - Mar'22, Economic Times Real Estate Award


  
Iconic Project of the Year, - Elan - Mar'22 - Realty+ Conclave 2022

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

  
'Digital Innovation of the Year' Bel Air - Jun'22, Realty+ Idea Awards

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

  
'Ultraluxury project of the year - Uplands - June'22,Realty+ Conclave & Excellence Awards

  
'Themed Project Of The Year' - Oasis - Dec'22, Realty+ Conclave & Excellence Awards

# AWARDS & ACCOLADES Q1- FY24

## Real Estate and Business Excellence Awards



Brand of the Year – Real Estate  
(Arvind SmartSpaces Limited)



Residential Property of the Year  
(Arvind Bel Air, Bengaluru)



Real Estate Most Enterprising CEO of  
the Year (Mr. Kamal Singal)

## 15th Realty+ Conclave & Excellence Awards, 2023 - Gujarat.



Plotted development of the Year –  
Arvind Highgrove



Developer of the year: Townships





# ANNEXURE: PROJECT PROFILE | IN DETAIL

- OVERVIEW
- PROJECT DETAILS

# UPLANDS

*Premium Golf Based Township  
18g Villas Phase I, 54 Villas Phase II  
Overall 56 Lakh Sq. Ft.*

Deal Structure: JOINT DEVELOPMENT

Architect: WOODS BAGOT

## 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, SHIVANAHALI, Bangalore

# SKYLANDS

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

Deal Structure: OUTRIGHT PURCHASE

Architect: APURVA AMIN

## 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



ARVIND  
SMARTSPACES  
LIMITED

60

# SKYLANDS



PROJECT// NARODA ROAD, AHMEDABAD

# AAVISHKAAR

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

Deal Structure: OUTRIGHT PURCHASE

Architect: VITAN (JAGRUT & PARTNERS LLP)

## AMENITIES



Gated community  
& CCTV camera



Central  
Landscape area



Outdoor & Indoor  
Gym



Yoga & Multipurpose  
room



Jogging  
pathway/track



Children's splash pool &  
sports facilities



# AAVISHKAAR





# AAVISHKAAR CLUB HOUSE



# AAVISHKAAR CLUB HOUSE



PROJECT// TUMKUR ROAD Bangalore

# OASIS

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

Deal Structure: OUTRIGHT PURCHASE

Architect: APURVA AMIN

## AMENITIES



Terrace café



Aqua Center



Indoor Gym &  
Steam Room



Senior Citizen's Nook



Central Landscape  
Area



Sports facilities like Cricket,  
Basketball & Badminton



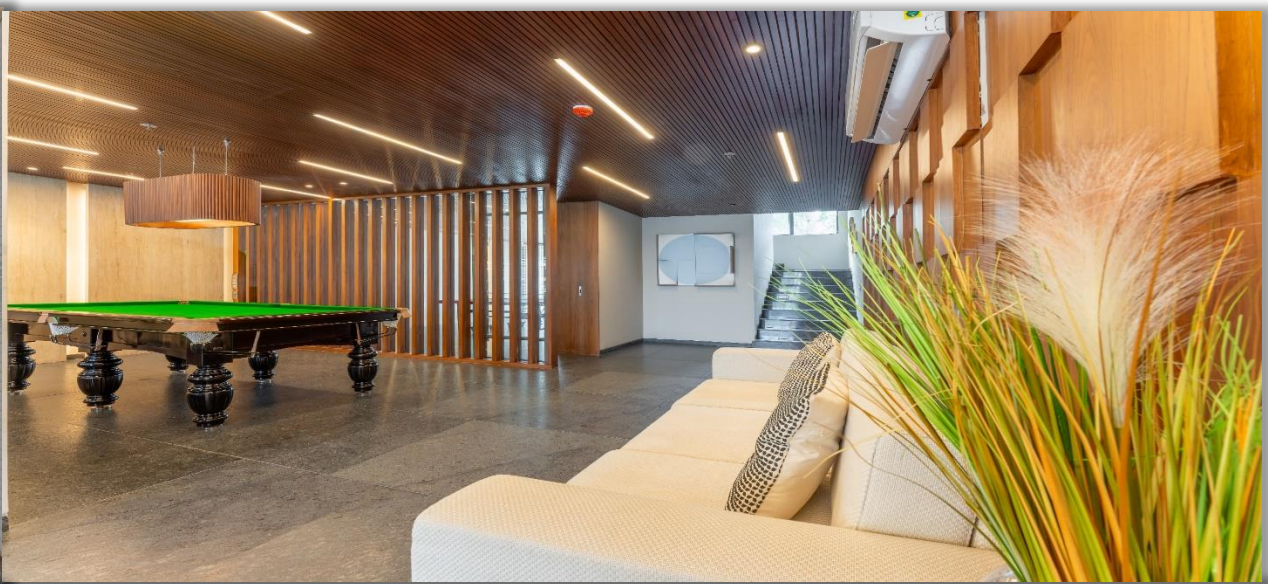
ARVIND  
SMARTSPACES  
LIMITED

66

# OASIS



# OASIS CLUB HOUSE



# BELAIR

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

Deal Structure: OUTRIGHT PURCHASE

Architect: APURVA AMIN

## AMENITIES



Cantilevered  
Sky Club



Vaastu  
Compliant



Water Management  
Solutions



Kids Play Area



Swimming Pool &  
Indoor Gym



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



# BELAIR SHOW FLAT



# ELAN

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

Deal Structure: JOINT DEVELOPMENT

Architect: - A&T CONSULTANTS

## AMENITIES



Landscape  
Walkway



Club Terrace  
Café Sitting



Outdoor & Indoor  
Gym



Fully equipped Home  
Theatre room



State of art Security  
System



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





PROJECT// TUMKUR ROAD, Bangalore

# 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 Cafeteria



Gymnasium



CCTV, Intercom  
Facility



Parking & Automatic  
Elevators



the edge  
by Arvind

ARVIND  
SMARTSPACES  
LIMITED

72

PROJECT// MOTI DEVTI, SANAND, AHMEDABAD

# 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



Ahmedabad's biggest  
shallow water lily pond  
spread over 3 acers



Golf Promenade

ARVIND  
SMARTSPACES  
LIMITED

73



PROJECT// RACHARDA KHATRAJ ROAD, AHMEDABAD

# FORRESTE

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



Banquet Hall &  
Kids Zone



Gymnasium, Multimedia  
Theatre



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



PROJECT// BAVLU, GHANDINAGAR

# FRUITS OF LIFE

*Premium Weekend Villa Plots  
232 Units in Phase 1 & 2  
(Overall ~16.6 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



PROJECT// DEVANAHALLI, BANGALORE

# GREATLANDS

*Premium Weekend Villa Plots  
613 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.



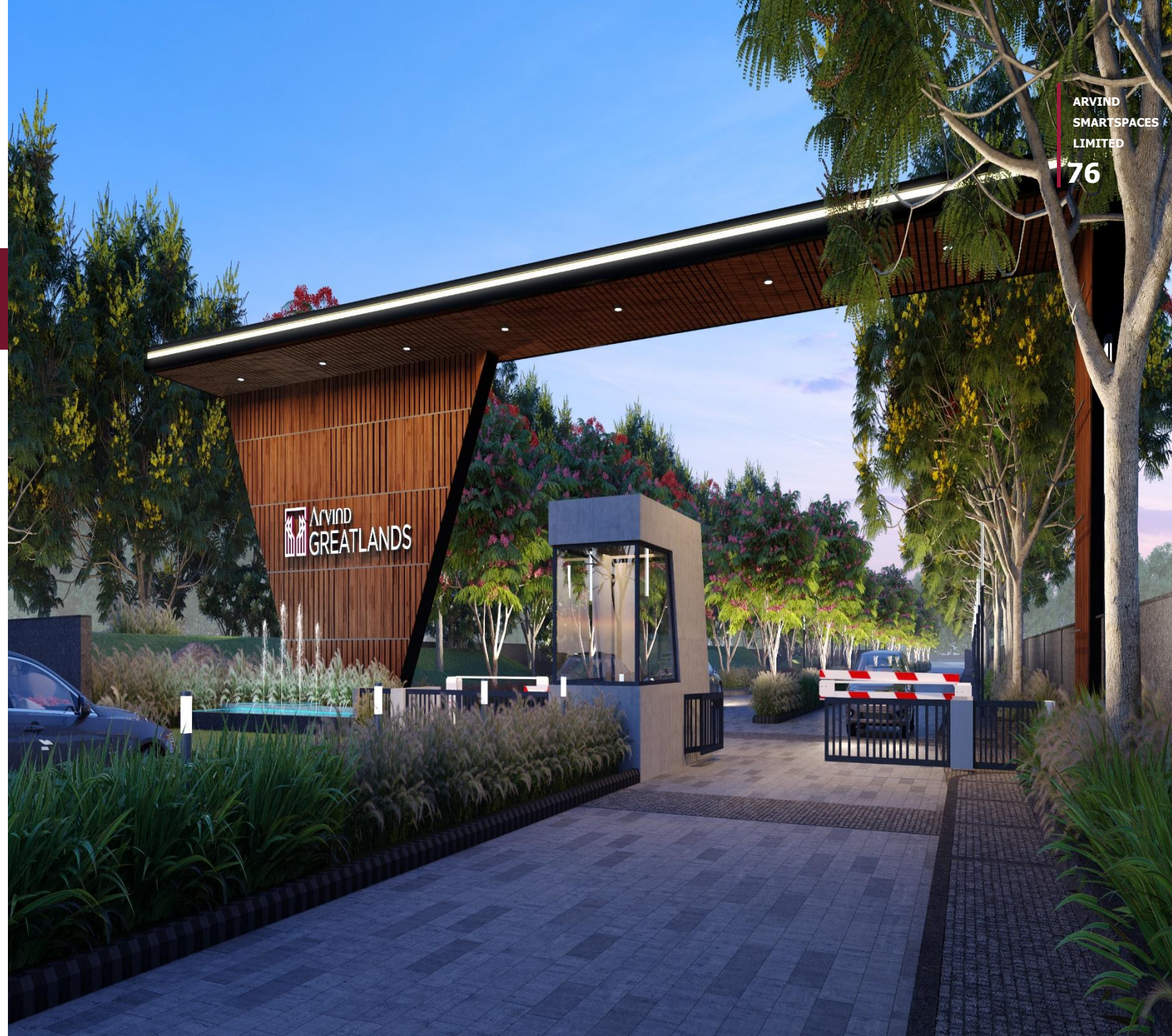
9 Hole Executive Golf Course



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



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



# SAFE HARBOR

This presentation has been prepared by Arvind SmartSpaces Limited solely to provide information about the Company.

No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Company nor any of its respective affiliates, advisers or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information contained in this presentation is only current as of its date. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to number of factors, including future changes or developments in the Company's business, its competitive environment, information technology and political, economic, legal and social conditions in India.

Please note that this presentation is based on the publicly available information including but not limited to Company's website and Annual Reports.

This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal amount.

This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

# THANK YOU

## **ARVIND SMARTSPACES LTD**

(CIN: L45201GJ2008PLCo55771)

### **REGISTERED & CORPORATE OFFICE:**

24, Govt. Servant's Society,  
Adj. Municipal Market,  
C. G. Road, Ahmedabad- 380 009  
Tel: +91 79 68267000  
[www.arvindsmartspaces.com](http://www.arvindsmartspaces.com)

## **INVESTOR RELATIONS**

ANKIT JAIN | CHIEF FINANCIAL OFFICER  
E: [ankit.jain@arvind.in](mailto:ankit.jain@arvind.in)

VIKRAM RAJPUT | HEAD - INVESTOR RELATIONS  
E: [vikram.rajput@arvind.in](mailto:vikram.rajput@arvind.in)  
M: 9833014280