



June 3, 2024

To,
The General Manager,
Deptt of Corporate Services,
BSE Limited,
P.J. Tower, Dalal Street,
Mumbai – 400001

To,
The Vice President,
National Stock Exchange of India Limited,
Exchange Plaza,
Bandra Kurla Complex, Bandra (E)
Mumbai – 400051

Equity Scrip code: 543249
Debt Scrip Code: 973928

Scrip Symbol: TARC

Sub.: Investor Presentation

Dear Sir/Madam,

Pursuant to provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed a copy of Investor Presentation for your information and record.

Thanking You

For TARC Limited

Amit Narayan
Company Secretary
A20094



TARC

Inspired by India

TARC LIMITED
INVESTOR PRESENTATION
Q4 & FY 2024

BUSINESS HIGHLIGHTS



Financial Performance

TARC Limited achieved its highest presales amounting to **₹1,612 crore**, a 200% growth compared to the previous fiscal, showcasing the Company's strong market presence and customer trust.



Business Liquidity

We achieved our highest annual collection of **₹415 crore**; generating Positive Net Cashflow from Operations of ₹158.2 crore in FY24



Project Launch

Launched TARC Kailasa, our largest luxury residential development, in January 2024. TARC Kailasa Phase I stands sold out, underlining strong market traction and price appreciation. Kailasa 2.0 is now set to launch within June 2024.



Project Success

TARC Tripundra, the Company's luxury residential development in South Delhi near Pushpanjali farms launched in October 2022 has seen a **75%** price appreciation since its launch and is poised to commence handovers in FY2024 as the superstructure works stand completed and finishing works are in progress



In the Pipeline

TARC 63A Gurugram is the new launch under way and has a GDV of over **₹2,600 crore**. The sales gallery and sample apartment for this luxury residential development are completed and highlight TARC's preparedness to capitalize on market opportunities.

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ABOUT US

Anil Sarin, Founder and Chairman TARC Limited, a great visionary embarked on a venture inspired by the desire and aspirations of the diverse and enduring core values of India.

Rooted firmly with a vision and belief for sustainable growth, what began as a modest enterprise, transformed into a large Luxury Real Estate Development company.

Along this journey, the dream of embodying the essence of India, combined with unwavering work principles and the trust cultivated to become the pillar for its continuing ascent.



TARC at a Glance

LEGACY

5 Decades

POSITIONING

Luxury Residential

FOCUSSED MICRO-MARKETS

Delhi and Gurugram

RESIDENTIAL PORTFOLIO – INITIAL PHASE*

~₹7,600 crores GDV

LAND BANK

Paid-up land ~ 500 acres

NSE / BSE LISTING

Listed in December 2020

* Including upcoming launch

TRANSFORMATIVE EVOLUTION

1970s

- Beginning of a momentous journey as a Construction business

1990s

- Focussed on acquiring and enhancing our land bank.

2010s

- Development of 20 Million Square Feet

2020 - 2021

- The Leap: TARC Limited rises through a demerger and listed on Stock Exchanges, engendering a new era of execution, governance and exponential growth.
- Strategic sale of warehousing Assets to global PE firms such as Blackstone and ESR.

2022

- TARC Limited bonds with US private investment firm Bain Capital to conclude one of the largest transaction in North India.
- Launched TARC Tripundra in New Delhi as its first luxury residential project under its new branding.
- Organizational buildup with best-in-class talent.

2023 - 2024

- Delivered TARC Maceo project in New Gurugram
- Launched TARC Kailasa, its luxury residential project having a GDV of ~₹4,000 cr.
- Kailasa 1.0 sold-out.
- Achieved highest ever Sales & Collections in FY24
- Focused on Execution & New Launches

A BRAND INSPIRED BY INDIA



Thoughtful Integration

We aspire to seamlessly merge India's profound legacy, grandeur and values with modern design principles



Rigorous Execution

We approach each project with passion ensuring every detail is attended to with precision and perfection



Ambitious Ideation

Our vision is broad and encompasses large-scale conceptualization, laying the groundwork for distinctive real estate landmarks



Contemporary Aesthetics

While we honour reverence to India's rich history, our designs firmly root themselves in contemporary aesthetics, appealing to today's discerning clientele

FOCUSSED MICRO-MARKETS: DELHI NCR

Strategically located land holdings:

	Acres
Central, South and West Delhi	125
North and East Delhi	250
Haryana	100
Uttar Pradesh	25
Total	500

The above land bank excludes land acquired by the Government for which compensation is receivable.

TARC Patel Road

TARC Tripundra

TARC 63A



TARC's land bank indicative locations in and around Delhi

CEO Says...

“After the resounding success of TARC Kailasa, we are committed towards repeating the success in our upcoming development in Sector 63A, Gurugram. We enter the new financial year with immense confidence and commitment to growth.

The Luxury Residential segment continues to see a healthy demand momentum and we are well positioned to capitalise on the exciting opportunities by leveraging our ongoing developments and robust pipeline on the back of which we are confident of surpassing our presales guidance of ~ ₹ 5,000 crore in FY2025.”



Amar Sarin

MANAGING DIRECTOR & CEO

MISSION FY2025

NET CASH

Transform into a net cash company

₹ 5000 Cr.

FY25 – Presales Guidance

LUXURY RESIDENTIAL

Manifest leadership in Luxury Residential Developments



Strategically Designed Product Portfolio

- Product positioning specific to location
- Pricing befitting luxury standards



Affirm leadership in customer centricity

- Luxury customer experience
- Latest Technology aided solutions



Excellence in execution

- Deliver on timelines
- Credible partnerships



Healthy financials

- Net Cash Positive
- Improve profitability



Future Ready

- Building Organizational capabilities
- Leveraging brand positioning

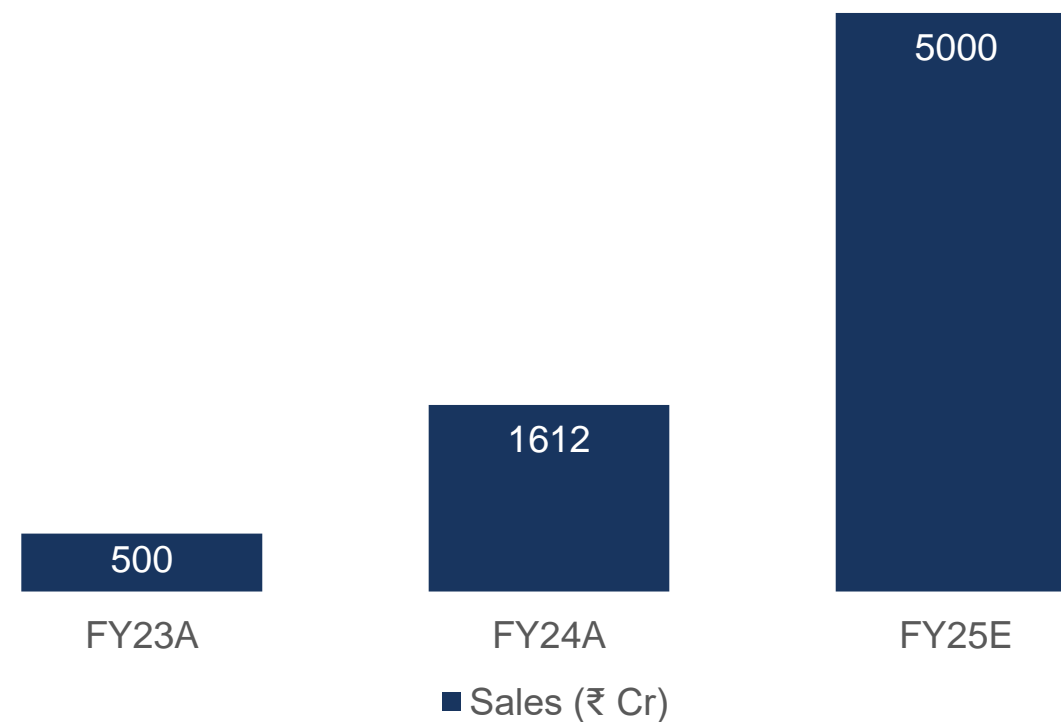


Sustainability focused

- Green building portfolio
- Building ESG framework

GUIDANCE

- TARC aspires for significant growth and focusses on its three marquee residential developments.
- TARC launched a ~₹4000 crore luxury residential development in FY24 and is now poised to launch a new ~₹2600 crore luxury residential development in Gurugram to fortify initial phase of growth.
- TARC has plans for a similar pipeline of launches for FY25 & FY26



Company successfully achieved FY24 guidance and remains confident to exceed its presales guidance of ₹5,000 crore in FY2025

PROJECT CALENDAR

Project / Location	Location	Category	Launch Period	Size* (MSF)	Sales Potential* (₹ Cr)
LAUNCHED					
TARC Tripundra	New Delhi	Luxury	Q3FY23	0.5	1,000
TARC Kailasa	New Delhi	Luxury	Q4FY24	1.7	4,000
UPCOMING					
TARC 63A	Gurugram	Luxury	H1FY25	1.4	2,600
GRAND TOTAL				3.6	7,600

Launched Projects

~ ₹ 5,000 crore

Upcoming development

~ ₹ 2,600 crore

Planned luxury residential developments across Delhi and Gurugram

CATALYSING GROWTH

DRIVING SUSTAINABLE GROWTH THROUGH A CALIBRATED APPROACH



STRONG FOUNDATION OF FOCUSSED PROMOTER COMMITMENT

RESIDENTIAL PORTFOLIO: CURRENT FOCUS



TARC TRIPUNDRA

Bijwasan Road, New Delhi



TARC KAILASA

Patel Road, Delhi



TARC 63A

Sector 63A, Gurugram

Launch Period	Q3 FY2023	Q4 FY2024	Upcoming
Plot Area	~ 3 acres	~ 6 acres	~ 7 acres
Saleable Area	~ 0.5 msf	~ 1.7 msf	~ 1.4 msf
No. of Apartments	187	400+	400+
Sales Potential	~ ₹ 1000 crore	~ ₹ 4,000 crore	~ ₹ 2,600 crore
Total Booking Value*	₹ 780 crore	₹ 1244 crore	-
Collection*	₹ 259 crore	₹ 206 crore	-

Ongoing Project

TARC TRIPUNDRA

MAIN BIJWASAN ROAD, NEW DELHI

TYPE RESIDENTIAL

LOCATION NEW DELHI

STATUS >80% SOLD

SALEABLE AREA 0.5 Mn Sq. Ft.



TARC TRIPUNDR

MAIN BIJWASAN ROAD,
NEW DELHI

TARC Tripundra, a luxury residential development offering contemporary international design & architecture, curated clubhouse & recreation zones is the upcoming residential development in the New Delhi Aerocity zone. The super structure of TARC Tripundra is now ready and the Company is working towards commencing handovers in FY25.

PROJECT

High end luxury residential project with 3 & 4 BHK apartments.

HIGHLIGHTS

Ultra-modern amenities & facilities for a pristine urban living experience.

LOCATION

Located in South Delhi, Main Bijwasan Road, with close proximity to IGI Airport, Vasant Vihar & Cyber Hub.

PLOT AREA

~3 Acres.



TOTAL SALEABLE AREA: 0.5 MN SQ. FT.

• TOTAL NUMBER OF UNITS: 187

Ongoing Project

TARC KAILASA

PATEL ROAD, NEW DELHI

TYPE RESIDENTIAL

LOCATION NEW DELHI

STATUS PHASE 1
SOLD OUT

SALEABLE AREA 1.7 Mn Sq. Ft.



TARC KAILASA

PATEL ROAD, NEW DELHI

A large format high-end luxury project located on Patel Road, New Delhi is designed to be an epitome of luxury offering customers all the conveniences of an ultra-luxurious lifestyle.

PROJECT

An ultra luxury residential project offering 3 & 4 BHK apartments

HIGHLIGHTS

6 Layer Forest Court, 170,000 sq. Ft. of club amenities, Olympic Length Swimming Pool and ample parking spaces

LOCATION

Located in Central West Delhi, TARC Patel Road project sets a new standard for luxury living.

PLOTAREA

~6 Acre.



TOTAL SALEABLE AREA: 1.7 MN SQ. FT. • STATUS: ONGOING

Upcoming Project

TARC 63A

SEC 63A, GURUGRAM

TYPE RESIDENTIAL

LOCATION GURUGRAM

STATUS Approaching
launch

SALEABLE AREA 1.4 Mn Sq. Ft.



TARC 63A

SEC 63A, GURUGRAM

TARC is launching state-of-the-art luxury apartments located in the future hub of Gurugram in Sector 63A. The development includes best in class amenities and is well connected with close proximity to malls, restaurants, hospitals and schools for an ultra-luxurious lifestyle.

PROJECT

A residential project catering to the discerning customers of TARC Ltd.

HIGHLIGHTS

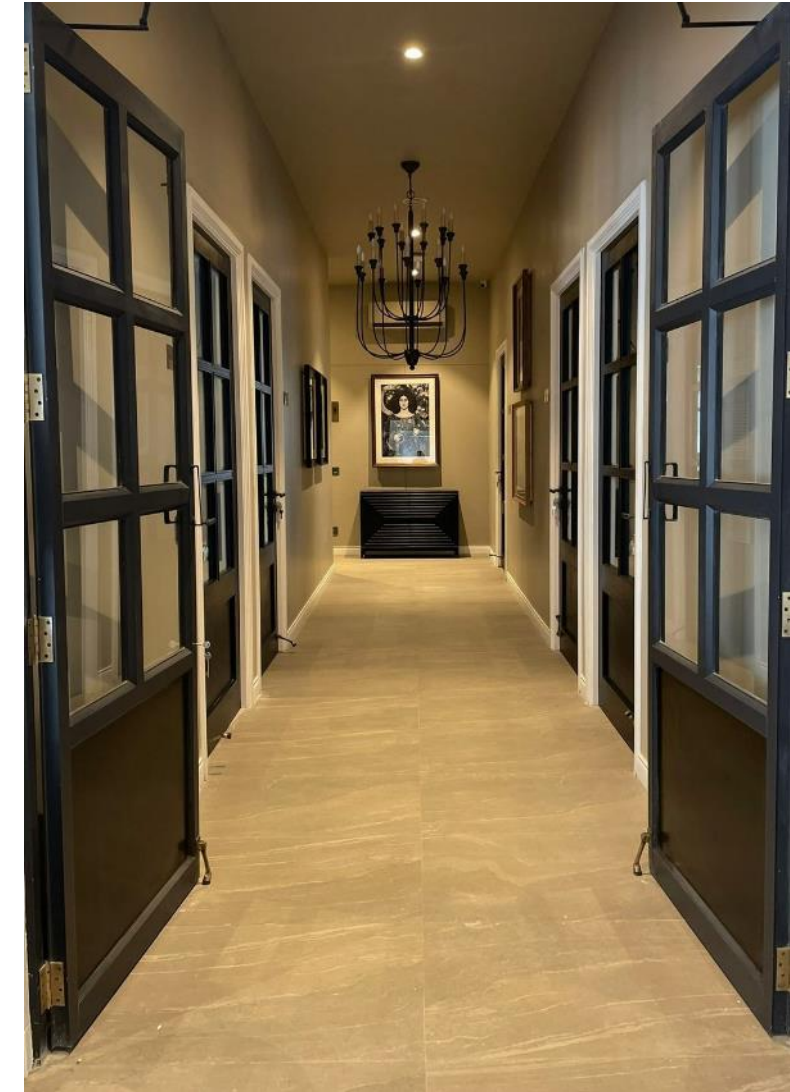
TARC 63A, Gurugram project has green views of Aravali Hills and immaculate design which is one of its kind having no parallel.

LOCATION

Located in Gurugram's Sec 63A, future hub of the Millenium City.

PLOT AREA

~7 Acres.



TOTAL SALEABLE AREA: 1.4 MN SQ. FT. • STATUS: LAUNCHING SOON

Recently Delivered Project

TARC MACEO

SECTOR – 91, GURUGRAM

TYPE RESIDENTIAL

LOCATION GURUGRAM

STATUS 100% SOLD

SALEABLE AREA 1.5 Mn Sq. Ft.



FINANCIAL STATEMENT (CONSOLIDATED)

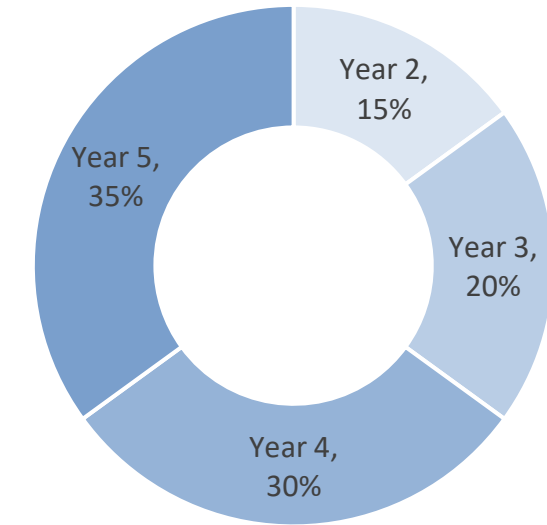
₹ Cr.

Particulars	Q4FY24	Q3FY24	Q4FY23	FY23-24	FY 22-23
Revenue	9.48	9.30	134.99	111.45	368.12
Add: Other Income	0.88	2.49	0.55	9.96	6.54
Total income (A)	10.37	11.79	135.54	121.41	374.66
Less: Direct Costs including change in inventory	(12.41)	(26.78)	76.21	(28.05)	62.48
Less: Other expenses	26.00	30.54	20.79	92.94	146.68
EBITDA (B)	(3.22)	8.03	38.54	56.52	165.51
EBITDA Margin (%) (B/A)	(31%)	68%	28%	47%	44%
Less: Depreciation	1.91	1.51	1.50	6.49	7.19
Less: Finance Costs	41.89	34.89	28.69	136.04	117.17
PBT	(47.02)	(28.37)	8.35	(86.01)	41.15
Less: Taxes	4.71	5.12	6.83	(8.97)	20.77
Reported PAT	(51.73)	(33.49)	1.53	(77.04)	20.37

Note: As per IndAS accounting, Revenue from projects is recognized in P&L at the time of handing over the project and meanwhile the sales collections are reflected as advances from customers and the construction expenses are part of inventories in the Financial Statements.

DEBT PROFILE

Particulars	Q4FY24	₹ Cr.
Debt (Non-Convertible Debentures)	1321.0	



Redemption Schedule of NCDs



The Company has been assigned ACUITE BB+ (STABLE OUTLOOK) rating.

Exclusive Financial Partner

Bain Capital

GOVERNING SUCCESS



Anil Sarin

Founder and Chairman of the Board has invaluable experience and vision, which helped transform a modest construction enterprise of the 70's to an all-embracing luxury real estate development Company TARC Limited.



Amar Sarin

Managing Director & CEO is the driving force at TARC Limited and possesses the commitment and passion to lead the team at TARC with a well-defined strategy steering the organization's vision and developing capabilities for planning, solution finding and delegating.



Muskaan Sarin

Whole-time Director leads the marketing, branding and customer centric culture of TARC Limited playing a key role that involves the Company's visibility and outreach besides interactions with the Company's new and old patrons who are the brand ambassadors.

Independent Directors

Jyoti Ghosh

Retired as the Managing Director of State Bank of Bikaner & Jaipur. Presently, contributes expertise as a lecturer at Bandhan School of Development & Management, Rajpur.

Miyar Ramanath Nayak

B.Com and C.A. L.L.B., held offices as General Manager, HO of Corporation Bank, and as Executive Director of Allahabad Bank.

Bindu Acharya

Retired banker with 32+ years of experience in banking and finance, ex Deputy General Manager (DGM) at State Bank of India.

Ambarish Chatterjee

Fellow member of the Institute of Company Secretaries of India. He has more than 40 years post qualification experience in Economic and Corporate legislation.

LEADING FROM THE FRONT



Rajeev Trehan
CHIEF OPERATING OFFICER



Anil Mahindra
LAND & LEGAL



Nitin Goel
FINANCE



Amit Narayan
COMPANY SECRETARY



Amit Tyagi
PROJECTS



Arijit Das
DESIGN & ARCHITECTURE



Anjul Gupta
PEOPLE & CULTURE



Vikas Sharma
SALES & MARKETING



Shuaib Ahmad
SALES & MARKETING



Suneet Singh
MARKETING



Pallavi Malik
CRM



Vicky Rawal
HOSPITALITY

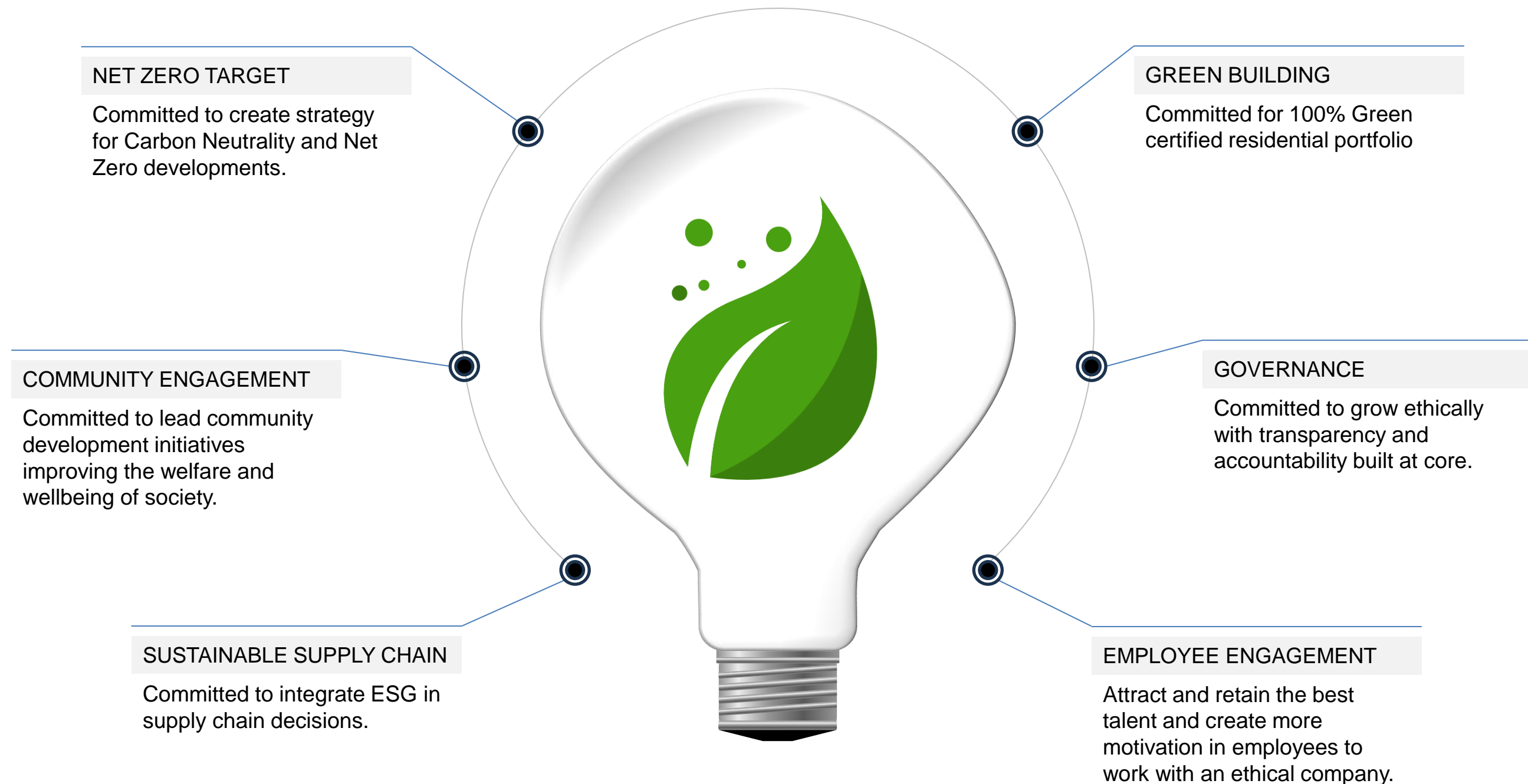


Amarjeet Khadulia
FACILITY MANAGEMENT



Ankush Vijan
INVESTOR RELATIONS

ESG VISION



SUSTAINABILITY: A WORK IN PROGRESS

ENVIRONMENT

- Concluding ESG framework for the organization
 - We are committed towards 100% Green certified Residential Portfolio.
 - Received IGBC Platinum pre-certification for TARC 63A (upcoming project)
 - Received IGBC Gold pre-certification for TARC Tripundra
 - Approaching for IGBC Platinum rating for TARC KAILASA
-

SOCIAL

- Working towards developing community spaces around the ongoing projects.
 - Provide child educational support to employees.
 - Company has conscientiously moved to explore alternate energy resources.
 - TARC Ltd has adopted No Single-Use Plastic Policy at workplace.
-

GOVERNANCE

- Working towards implementing Risk Management Framework
 - Robust policies, procedures and Internal Controls with active board oversight periodically updated.
 - Timely disclosures to ensure highest level of transparency and accountability.
-

ABOVE & BEYOND

We painted the town red



TARC EVENTS



REPUBLIC DAY CELEBRATION

We unfurled the tricolour with pride at TARC HO, celebrating our nation's spirit.

WINE & CHEESE EVENT AT TARC TRIPUNDRA

An enchanting evening with Rahul N Ram, celebrating India's cultural legacy amidst TARC Tripundra's luxury.



MODERN SCHOOL DOCTOR'S EVENT

As principal sponsor at the Health Conclave, we blended lifestyle insights and discussions, topped with a distinguished gathering.



WOMEN'S DAY CELEBRATION

Honored our women employees with flowers, sweets, and a powerful message on inclusion, celebrated through a special video shoot.

TARC NEWS

TARC recently released a series of PR articles shedding light on its forthcoming initiatives and insights into prevailing luxury real estate market trends. These articles serve to unveil TARC's strategic vision and position within the evolving landscape of high-end property development.



AWARDS & ACCOLADES

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Disclosure: This presentation contains certain forward-looking statement concerning TARC's future business prospects and business profitability, which are subject to a number of risks and uncertainties & the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to such statements include, but are not limited to, earnings fluctuations, our ability to manage growth, competition, economic growth in India, ability to attract & retain highly skilled professionals, time & cost overruns on contracts, government policies and actions related to investments, regulation & policies etc., interest & other fiscal policies generally prevailing in the economy. The Company does not undertake to make any announcements in case any of these forward-looking statements become incorrect in future or update any forward-looking statements made from time to time on behalf of the Company