

# TARC LIMITED

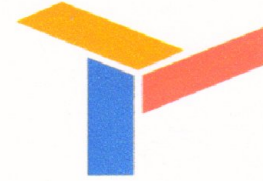
(Formerly Anant Raj Global Limited)

CIN: L70100HR2016PLC065615

Corporate Office: C-3, Qutab Institutional Area,  
Katwaria Sarai, New Delhi-110016

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July 09, 2021

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

**Scrip code: 543249**

**Scrip Symbol: TARC**

**Sub: Presentation on Company's Projects**

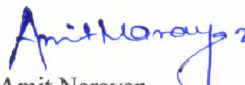
Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosures Requirements) Regulation 2015, we are pleased to submit a Presentation on the latest key financials and status of ongoing projects/New launches of the Company.

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

Yours Faithfully

**For TARC Limited**

  
Amit Narayan  
Company Secretary  
A20094



# Creating Enduring Value



Q4&FY21  
Investor Presentation

We believe in **transforming urban living** by empowering people to **experience their lives** more meaningfully.

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# Our Approach

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**At TARC Ltd, we are passionate about creating beautiful homes, harmonious workspaces and welcoming lifestyle hubs.**

We are invested in our journey of co-creating the future with our consumers so that they can explore and engage with life more meaningfully. We stay true to our purpose of curating living spaces for the health and happiness of communities. This means designing an ecosystem where relationships are nurtured and enhanced. We have built our culture and capabilities around continuously evolving consumer tastes and aspirations.

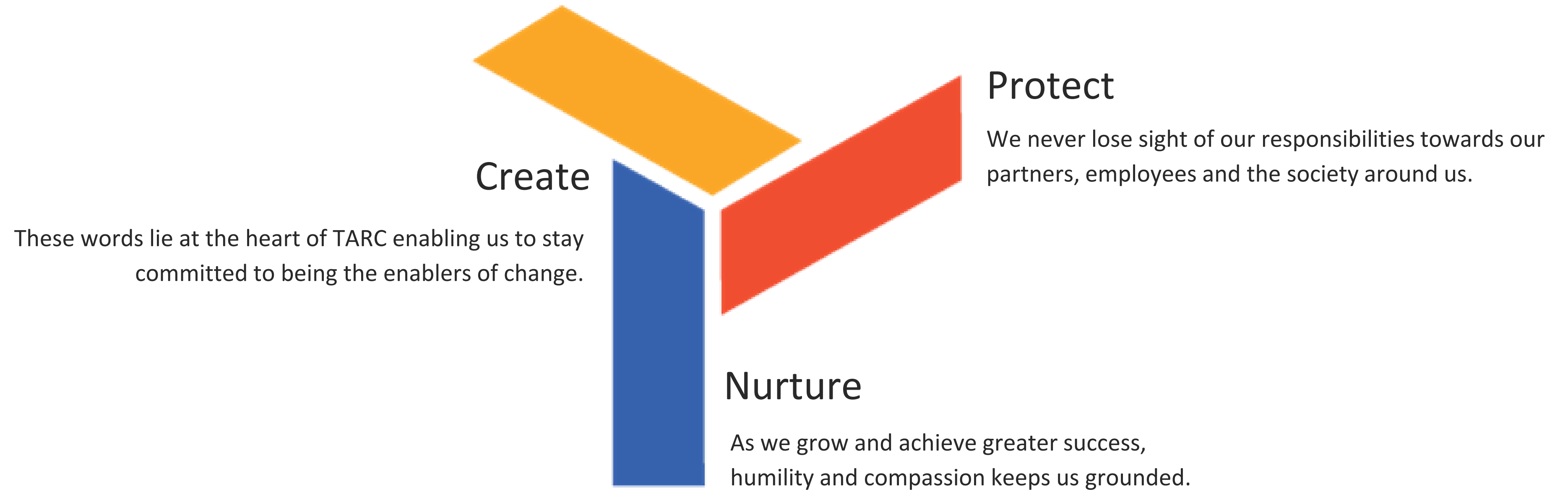
**It is here, through our unwavering commitment, that we are able to bring boundless urban living to life.**





# Our Philosophy

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# Our Vision

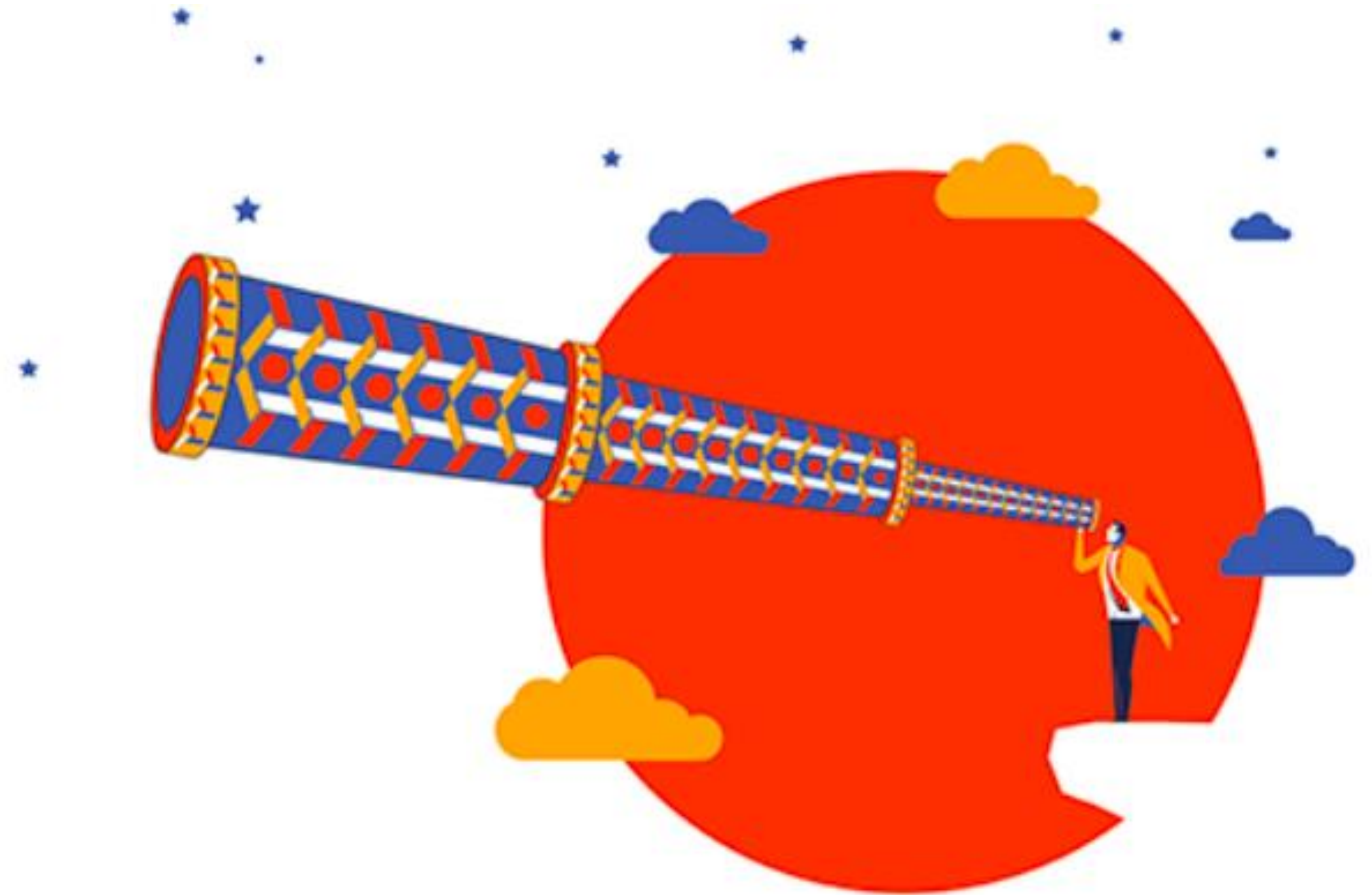
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Unlocking human potential by bringing seamless, wholesome living to life.

# Our Mission

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To create enduring value through curating experiential living. We strive to transform urban lifestyles by empowering people to actualise and experience their lives more meaningfully.



# Core Principles

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Our values define what we stand for.

## Integrity Leads Us

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We believe in leading with transparency and strive to build strong relationships based on trust with all our stakeholders.

## Own the Outcome

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We work together to accelerate our growth. We make everyday count. We value time and think action at every step.

## Creating Enduring Value

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Our true measure of success is creating wonderful experiences for our customers by thinking out of the box.

## The Power of WE

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We work towards achieving excellence collectively by empowering, recognising and providing equal opportunity to all.

## Humility & Strength

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We have a responsibility to create a welcoming, trusted and inclusive workspace that fosters warmth and individual expression.

## Break the Mold

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Our tools help us exceed expectations with creativity and imagination by aiming higher and adopting smart work practices.

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# Business Model

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The business of TARC Limited under the leadership of Mr Anil Sarin has evolved over the last 4 decades starting out as a Construction Company and evolving to become one of the largest real estate development Company and land bank holders in the National Capital.

TARC, over the years has accumulated a **significant land bank of more than 600 prime acres which is wholly owned and paid for**. The acquisitions were typically made in the National Capital where tremendous growth prospects were foreseen. This has helped TARC develop a matrix where significant part of its land acquisitions have today become marquee assets with substantive growth opportunities.

The Company has land parcels and built-up assets **inside the Municipal limits of New Delhi** in Hauz Khas, Bhati, Chattarpur, Mehrauli, Samalka, Rajokari, Satbari, Shahoopur, Punjab Khore, Khera Kalan, Budhpur, Jindpur, Nanglipuna, Alipur, Pur etc. which alone constitute to be **over 375 acres of fully paid-up land**.

Additionally the Company has land parcels in **Gurgaon** and other areas in the **National Capital Region besides Manesar, Noida and Greater Noida** where the Company's **land holdings exceeds 250 acres of prime land**.

TARC had certain land parcels and miscellaneous assets which have been subjected to acquisition by various Government organizations. The Company is pursuing its claims on such acquisitions which is likely to stream in a righteous compensation amount of approx Rs. 700 Cr in the near future.

TARC expanded its presence in the National Capital through key Developments across different verticals like Residential, Hospitality, Commercial and Retail projects. Vibrant markets and evolving lifestyles provide the impetus to create and curate future ready developments. A significant part of the Company's land bank is now ready for development considering the growth opportunities of New Delhi.

**TARC pursues a rewarding Business Model by creating enduring value through curating experiential living. Closely owned and run businesses place importance on hitting business goals and the overall company vision in a long-term period rather than a short-term period.** This long-term perspective, when properly moulded and intelligently utilized, allows for creative decision-making and strategy development

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# What We Do

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## Mass housing

Since inception, we developed mass housing projects for urban development authorities in the National Capital



## Shopping Malls

Developed the Moments Mall in 2011 as a marquee retail development housing leading brands and different zones for entertainment & expansive food lounges.



## Tech Parks

TARC is developing a Build to Suit (BTS) premium technology facility in Tech Zone, Greater Noida, for meeting the rapidly growing Data Centre needs



## Residential

Recently TARC completed project “Maceo” over 15.50 acres in Sector 91, Gurgaon. MACEO is concluding its handing over process of 788 units



## Multiplex cum mall

Currently developing a multiplex with retail offerings for cafes and restaurants to complement retail development in East Delhi



## Warehouses

Currently developing Build to Suit Warehouses over 3 land parcels of approx 45 acres in North Delhi with leasable space of 15.7 lac sq ft. and 25 acres in Manesar with leasable area of 6.5 lac sq ft



## High end residential

TARC is developing high end residential projects. Currently developing 3 prime premium projects; one each in Hauz Khas in South Delhi, Central West Delhi and Rajokri(Aerocity)



## Commercial

Currently developing ‘TARC Visva’, an ultra luxury mixed use development comprising Boutique Hotel, Grade “A” Office Blocks, Branded Serviced Apartments, Retail and Convention facilities.



## Hotels / Serviced Apartments

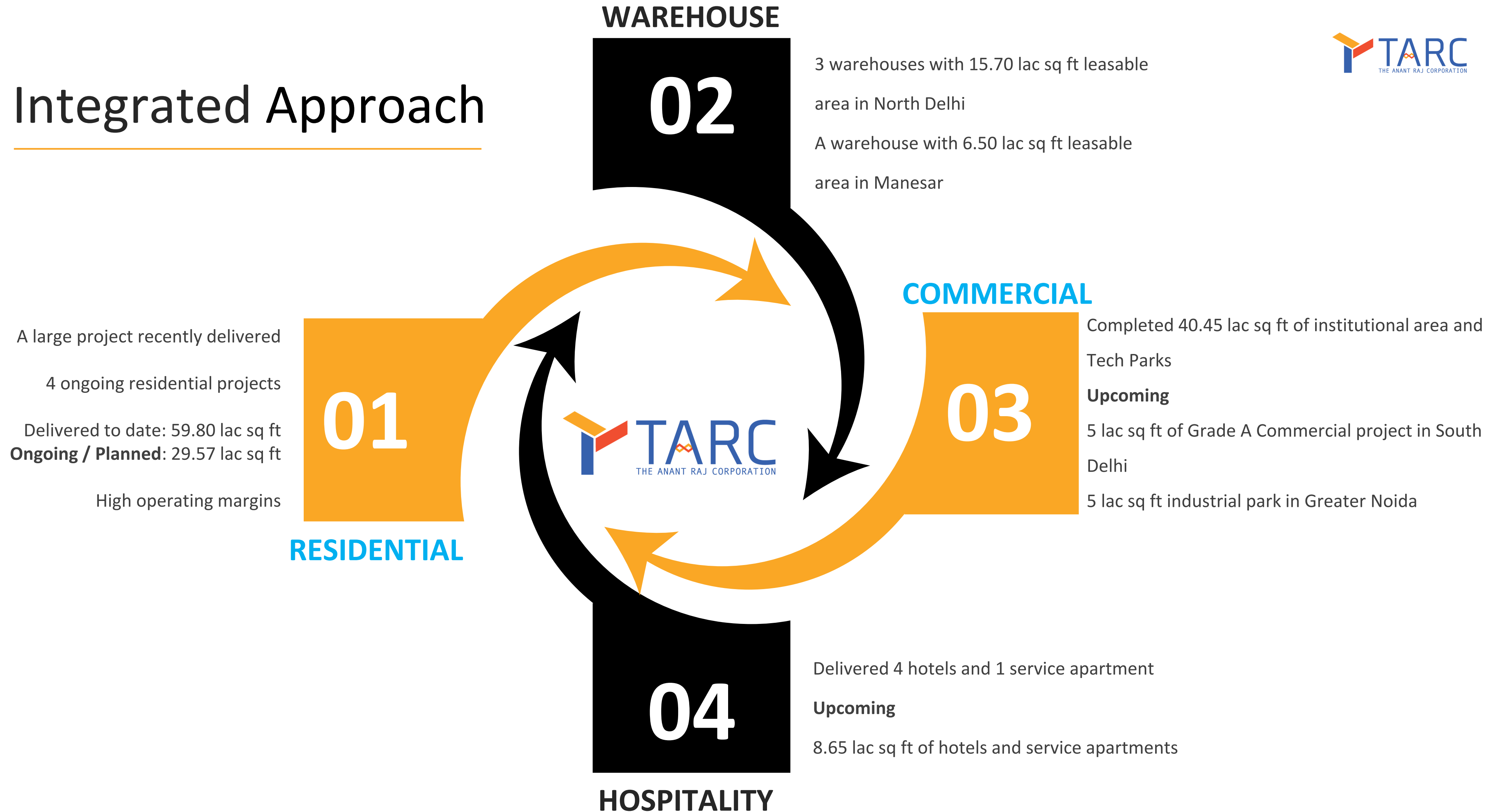
3 existing hotels :

**TARC Chattarpur:** Hotel with multiple banquets & convention facilities located in pristine surroundings on Chattarpur Mehrauli Rd., Delhi

**TARC Tricolor:** Located on NH8, New Delhi with modern upscale Convention facilities & well appointed guest rooms

**TARC Asera:** Hotel with Convention area located in Chattarpur Mehrauli Road, New Delhi in green areas of the capital

# Integrated Approach





# Ongoing Projects / New Launches

Project Name	Project description	Location	Status / Launch date	Constructible area (sq ft)	Area available for booking (sq ft)	Area booked till date (sq ft)	Rate per sq ft (Rs)	Booking Value (Rs cr)	Booked (Rs cr)
TARC Maceo	Residential Group Housing	Sec 91, Gurgaon	95% completed	15,80,172	1,71,009	14,09,163	4,500	630	565
TARC Central West Delhi	Residential	Central West Delhi	Q4 FY 2021-22	14,40,000	14,40,000	-	*Rs. 20,000 psf		
TARC, Hauz Khas	Residential	Hauz Khas, New Delhi	Q3 FY 2021-22	2,45,000	2,45,000	-	*Rs. 35,000 psf		
TARC, Premier Rajokri Residences	Residential	Kapashera, New Delhi	Q3 FY 2021-22	4,80,000	4,80,000	-	*Rs. 12,500 psf		
TARC Residential	Residential (DDU Scheme)	Sec 63A, Gurgaon	Q3 FY 2021-22	6,37,000	6,37,000 / 520 units	-	*Rs. 8,500 psf		
TARC Visva	Grade A Commercial, Service Apartment and Hotel Project	South Delhi	Q1 FY 2022-23	9,00,000	9,00,000	-	*Rs. 90 psf per month, average across all verticals		
TARC Lakeview	Multiplex cum Mall	Trilokpuri, Delhi	65% completed	1,00,000	70,000** + 30,000***	70,000 sq ft – Multiplex	@Rs 80 lac p.m.	-	-
TARC Warehouse	Warehouse	North Delhi	Q2 FY 2021-22	12,50,000	12,50,000	-	*Rs. 50 psf per month		
TARC Tech Park	Industrial Park	Greater Noida	Q4 FY 2021-22	5,00,000	5,00,000	-	*Rs. 27 psf per month		

# Q4&FY21 Financial Highlights

# Key Financials (Consolidated)

<b>Profit &amp; Loss</b>		<b>Rs. In Crore)</b>					
	<b>Q4FY21</b>	<b>Q3FY21</b>	<b>Q4FY20</b>	<b>YoY%</b>	<b>FY2021</b>	<b>FY2020</b>	<b>YoY%</b>
Total Income	94.70	66.78	59.68	158.7%	220.87	191.03	115.6%
Adjusted EBIDTA*	22.60	27.40	21.72	104.1%	72.18	121.82	59.3%
EBIDTA	6.82	13.60	11.08	61.6%	29.68	97.48	30.5%
Profit Before Tax	1.73	5.01	0.51	339.1%	0.93	64.71	1.4%
Net Profit	0.95	8.90	1.49	63.7%	6.17	53.10	11.6%

<b>Profitability Indicators</b>	<b>Q4FY21</b>	<b>Q3FY21</b>	<b>Q4FY20</b>	<b>YoY%</b>	<b>FY2021</b>	<b>FY2020</b>	<b>YoY%</b>
Adjusted EBIDTA/Total Income	23.86%	41.03%	36.39%	65.6%	32.68%	63.77%	51.3%
EBIDTA/Total Income	7.21%	20.37%	18.56%	38.8%	13.44%	51.03%	26.3%
PBT Margin %	1.82%	7.50%	0.85%	213.7%	0.42%	33.88%	1.2%
Net Profit Margin %	1.01%	13.33%	2.50%	40.2%	2.79%	27.80%	10.1%

\*Adjusted EBITDA = EBITDA + Interest included in Cost of Sales



# Management Team

# Our Leadership Team

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We have a highly accomplished group of experienced individuals who come together to lead by example.

Driven by ambition yet grounded by compassion, they bring their matchless expertise to show us the way forward towards discovering a new way of looking at urban living in India.



## Mr. Anil Sarin

Chairman

Anil Sarin founded the business over four decades ago. Under his leadership, the company grew to become one of the largest real estate development companies and land bank holders in the New Delhi Metropolitan Area. Through the years, he has assiduously built a team of experienced professionals and a corporate culture that are TARC's greatest competencies.



## Mr. Amar Sarin

Managing Director & CEO

Amar is responsible for the overall leadership and strategic direction of TARC. He has vast exposure to and a deep understanding of different cultures, people, infrastructure and urban spaces.

This inspires him to create high quality developments which nurture strong communities.



# Our Leadership Team

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**Rajeev Trehan**  
*Chief Operating Officer*

Rajeev excels in building collaborative teams of highly motivated individuals. Thanks to his domain expertise built over the last 30 years with us, he exceeds expectations when it comes to executing projects especially large real estate projects across different verticals.



**Anil Mahindra**  
*Chief Land Officer*

Anil has 30 years of work experience and has been associated with the group for over 18 years now. His main interest and expertise are in the field of land laws. This includes various topics such as legal and land compliance, due diligence, technical diligence related to land acquisition.



**Aarti Arora**  
*Chief Financial Officer*

Aarti Arora is a Chartered Accountant with more than two decades of experience. She is well-versed in finance and accounts as well as project implementations, among others.



**Amit Narayan**  
*CS & Compliance Officer*

Amit is a commerce graduate and a member of the Institute of Company Secretaries of India (ICSI). He has more than 14 years' experience in Corporate Laws and Secretarial Compliances. His expertise makes him an indispensable part of our growth story



# Our Leadership Team



**Muskaan Sarin**  
*Head - Marketing*

Muskaan is responsible for marketing and drives the customer-centric culture across the organization. She leads in developing customer research, branding strategy, communication and innovation.



**P. N. Singh**  
*Assoc VP- Projects Devpt*

An industry veteran with 26 years of experience, he handles the projects department. Working with other engineers in the team, he is responsible for approving designs, calculating costs, negotiating contracts, and executing plans - safely and efficiently.



**Tarun Sejwal**  
*Head-Design,  
Architecture & Innovation*

Tarun has over 18 years of experience and has been associated with design management and coordination with a special focus on contract and project management. He has worked on projects from corporate interiors, retail, recreational, group housings and senior living.



# Strategic Advisory Team



**Rajendra Singh**  
*Chief Advisor - Finance*

Rajendra, a Chartered Accountant by profession, he has been associated with various corporates engaged in manufacturing, trading and services. He has experience in corporate finance and business modelling in various national and international assignments.

His core expertise has been in the field of drawing financial strategy for businesses. He has been associated with us for 30 years.



**Sharda Sarin**  
*Chief Advisor – Interior Design*

Sharda is an integral part of TARC. She oversees and personally engages with interior design teams across our projects. She has a flair for high design, coupled with a relentless pursuit of excellence and the ability to adapt existing resources to best suit the given requirements.



**Ramneek Bhatia**  
*Chief Advisor - Hospitality*

Ramneek is an experienced consultant in the hospitality space. He helps in developing the strategic vision and business models for hospitality based projects. Structuring future-ready plans, market assessment, brand collaborations, developing innovative concepts and curating a clear positioning for these projects are his core competencies. He has been associated with TARC for the last 10 years and continues to play an integral role in the lifestyle and hospitality vertical.

# Key Project Details



<b>Project</b>	Assortment of premium 2, 3 & 4 Bedroom Apartments and Penthouses		
<b>Highlights</b>	Abundant Expanse of Green & Open Area with multiple amenities Club Tierra - a premium rendezvous for Maceo's discerning residents		
<b>Location</b>	Strategically located in Sec 91, Gurugram amidst an affluent neighbourhood within calm and serene environs		
<b>Plot Area</b>	15.57 Acre - Fully paid up land owned by the Company		
<b>Present Status</b>	Maceo is now at the hand over stage with 400 families occupying their apartments and final finishing being concluded. The Company has already sold over 93% of its inventory and shall sell the remaining inventory before the close of this financial year.		
<b>Completion Date</b>	95% completed		
<b>Project Configuration</b>	16 towers with G+12 structure		
<b>Total Built-up Area</b>	16.96 lac sq ft		
<b>Saleable Area</b>	Total : 15.80 lac sq ft	Sold: 14.09 lac sq ft	Unsold: 1.71 lac sq ft
<b>No of Units</b>	Total: 788 units	Sold: 728	Unsold: 60
<b>Cost of construction</b>	Rs. 335 Crore		
<b>Est. Monetisable Value</b>	Total Revenue: Rs. 630 Cr	Sold Value: Rs. 565 Cr	
	Amount Received: Rs. 442 Cr	Sold Receivable: Rs. 123 Cr	





# TARC CENTRAL WEST DELHI HIGH END RESIDENTIAL

<b>Project</b>	New age high end luxury development in the heart of the city
<b>Highlights</b>	Modern amenities with outdoor & indoor recreational spaces Project design still in conceptual stage
<b>Location</b>	Located in the heart of the city centre, right on main road and in close proximity of a metro station
<b>Plot Area</b>	Approximately 6.50 Acre. Fully paid up land owned by the Company
<b>Land use</b>	Residential
<b>Commencement Date</b>	Q4 FY2021-22
<b>Completion Date</b>	Q3 FY2024-25
<b>FAR Area</b>	8.06 lac sq ft
<b>Built-up Area</b>	14.40 lac sq ft
<b>Saleable Area</b>	14.40 lac sq ft
<b>No of Units</b>	630
<b>Cost of construction</b>	Rs 500 crore





<b>Project</b>	Boutique High End Luxury residential development in the heart of South Delhi, will consist of 36 ultra-luxurious independent villas and floors
<b>Highlights</b>	Expansive apartment homes with more than 6,000 sq ft area  Global design and architecture, Exclusive clubhouse with recreation and sporting amenities, temperature controlled swimming pool, Concierge and valet services
<b>Location</b>	Located on the main Aurobindo Road in South Delhi in close proximity to New Delhi's most vibrant social lifestyle hubs
<b>Plot Area</b>	2.39 Acre. Fully paid up land owned by the Company
<b>Land use</b>	Residential
<b>Commencement Date</b>	Q3 FY2021-22
<b>Completion Date</b>	Q3 FY2023-24
<b>FAR Area</b>	1.65 lac sq ft
<b>Built-up Area</b>	2.45 lac sq ft
<b>Saleable Area</b>	2.45 lac sq ft
<b>No of Units</b>	36
<b>Cost of construction</b>	Rs 125 crore





# TARC, PREMIER RAJOKRI RESIDENCES

<b>Project</b>	High end residential project with 3 & 4 BHK apartments in Aerocity Vicinity
<b>Highlights</b>	Ultra-modern amenities and facilities for a quality urban living experience. Contemporary international design and architecture, curated amenity blocks and recreation zones along with high quality project specifications.
<b>Location</b>	Located in South Delhi, with seamless access from Dwarka, IGI Airport and Vasant Vihar, this is the only organised upcoming residential development in the New Delhi Aerocity zone
<b>Plot Area</b>	2.95 Acre. Fully paid up land owned by the Company
<b>Land use</b>	Residential
<b>Commencement Date</b>	Q3 FY2021-22
<b>Completion Date</b>	Q3 FY2023-24
<b>FAR Area</b>	2.57 lac sq ft
<b>Built-up Area</b>	4.80 lac sq ft
<b>Saleable Area</b>	4.80 lac sq ft
<b>No of Units</b>	250
<b>Cost of construction</b>	Rs 130 crore





# TARC RESIDENTIAL, 63A, GURGAON

<b>Project</b>	Row Housing Project with 3 BHK floors
<b>Highlights</b>	Gated community and open green areas, well designed community spaces, open areas with modern amenities and outdoor & indoor recreational spaces
<b>Location</b>	Located in Gurugram's Golf Course Extension Area – a bustling part of the Millennium City. Easy access from the 60m and 24m wide road
<b>Plot Area</b>	6.93 Acre. Fully paid up land owned by the Company
<b>Land use</b>	Residential
<b>Commencement date</b>	Q3 FY2021-022
<b>Completion Date</b>	Q2 FY2024-25
<b>FAR Area</b>	4.90 lac sq ft
<b>Built-up Area</b>	6.37 lac sq ft
<b>Saleable Area</b>	6.37 lac sq ft
<b>No of Units</b>	520
<b>Cost of construction</b>	Rs 130 crore





<b>Project</b>	Hotel, Grade “A” Commercial, Branded Serviced Apartments, Retail and Convention Facilities
<b>Highlights</b>	State of the Art Grade A building, indoor and outdoor recreational areas, open green, and community spaces
<b>Location</b>	Main National Highway # 8, adjoining New Delhi Aerocity. This unique location is easily accessible from both South Delhi and Gurugram
<b>Approval status</b>	All Statutory Approvals have been received
<b>Plot Area</b>	7.23 Acre. Fully paid up Land owned by the Company
<b>Commencement date</b>	Q1 FY2022-23
<b>Completion Date</b>	Q4 FY2024-25
<b>Land use</b>	Mixed use
<b>FAR Area</b>	5.33 lac sq ft
<b>Total Built-up Area</b>	9.0 lac sq ft
<b>Cost of construction</b>	Approx Rs 400 Crore





# TARC LAKEVIEW

<b>Project</b>	Multiplex cum shopping mall
<b>Highlights</b>	6 screen Multiplex, Quality retail offerings and Cafes & restaurants to complement the entire retail development
<b>Location</b>	Extremely well-located near Sanjay Lake in East Delhi, with Metro connectivity
<b>Plot Area</b>	2,880 sq mt. Fully paid up land owned by the Company
<b>Commencement date</b>	January 2020
<b>Completion Date</b>	The premises shall be handed over to the multiplex chain by September 2021, who will take another 6 months for fit-out etc.
<b>Land use</b>	Commercial. All permissions for operating a cinema theatre already in place
<b>Built-up Area</b>	1 lac sq ft
<b>Cost of construction</b>	Rs 30 cr
<b>Est. Monetisable area</b>	The 4 floors are already leased to a multiplex chain for operating a 6 screen multiplex with monthly rental. Total area rented out is 70,000 sq ft Balance 30,000 sq ft - will be rental income from tenants on the Ground floor as well as revenue from 3 level parking and signage etc
<b>Present Status</b>	3-Basements and Ground & First Floor is cast.



# TARC WAREHOUSES

	Project1	Project 2
<b>Project</b>	3 land parcels where Company is building warehouses.	Warehouse
<b>Highlights</b>	Built to suit model. Pre-engineered building with clear access from the main road. Ample spaces for parking of loading/unloading vehicles within and outside the site area	Built to Suit model.
<b>Location</b>	North Delhi	Manesar, NCR
<b>Plot Area</b>	45 acres. Fully paid up. Land owned by the Company	25 acres. Fully paid up. Land owned by the Company
<b>Commencement date</b>	Q2 FY2021-22	Upcoming Project
<b>Completion Date</b>	Q2 FY2022-23	Upcoming Project
<b>Land use</b>	Warehouse. Received all the requisite approvals and permissions from the Authority	Warehouse
<b>FAR Area</b>	3 warehouses	6.50 lac sq ft
<b>Leasable area</b>	12.50 lac sq ft	6.50 lac sq ft
<b>Est. Monetisable Value</b>	Monetization @ 7.5%: Rs. 1,000+ Crore	Monetization @ 7.5%: Rs. 260 Crore



# TARC - TECH PARK, GREATER NOIDA

<b>Project</b>	Premium Technology Park
<b>Highlights</b>	Land Allocated in Tech Zone specifically for IT / ITES and is envisioned for development of the rapidly growing Data Center Segment - Ease of access from 45m wide road.
<b>Location</b>	Located in Greater Noida on Eastern Peripheral Expressway and in close proximity of the upcoming Jewar airport
<b>Plot Area</b>	25 acre - Fully paid up land owned by the Company
<b>Commencement date</b>	Q4 FY2021-22
<b>Completion Date</b>	Q4 FY2024-25
<b>Land use</b>	Technology Park
<b>FAR Area</b>	5.0 lac sq ft
<b>Leasable area</b>	5.0 lac sq ft
<b>Est. Monetisable Value</b>	Monetization @ 7.5%: Rs. 250+ Crore





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<b>Land use</b>	Hospitality
<b>Built up area</b>	1.0 lac sq ft
<b>Current development</b>	Hotel with multiple banquets and Convention facilities located in pristine surroundings over 7.37 acres land area on the Chattarpur Mehrauli Road, New Delhi
<b>Further development</b>	Company has already received approval from Municipal Authorities, Delhi Fire Service, DUAC and MoEF for further development of additional hotel of 78,000 sq ft with another 98 rooms, a convention center of 50,000 sq ft and retail and commercial development of 60,000 sq ft
<b>Est. Monetisable value</b>	Expected monthly rental after delivery: Rs. 1.50 Crore Additionally there will be an estimated retail and commercial inventory of Rs. 150 Cr ore

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## Experiential Living

The principles of customer centricity define our approach in creating residences that celebrate life each day. We are passionate about our work and in curating an ecosystem that encourages and inspires people to engage with life more meaningfully.

## Lifestyle Hubs

Our customers' evolving tastes, preferences, lifestyles and dreams have motivated us to craft design-led spaces that inspire creativity, fun and a convivial spirit amongst them. Led by design, we strive continuously to create dynamic environments for zestful living.



## Disclaimer

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This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of TARC Ltd ("TARC", "Company"), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company.

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You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

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# THANK YOU

For further information please contact



**TARC Limited**

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Website: [www.tarc.in](http://www.tarc.in)



**KAPTIFY CONSULTING**

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