

Anant Raj Limited

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ARL/CS/13311

October 23, 2023

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

Dear Sir,

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

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

Yours Faithfully,

For **Anant Raj Limited**

Manoj Pahwa
Company Secretary

Encl: as above



Strong Foundation, Stronger Future.

Q2 FY24
Investor Presentation

October 2023



Anant Raj Limited - Strong Lineage; Bright Future

Group Overview

- Established in 1969, Anant Raj Limited ("ARL") is the flagship Company of the Anant Raj Group
- Began as preferred contractors for marquee Govt. Projects (Asian Games, Delhi), it is currently a dominant RE developer in NCR
- Diversified pipeline with projects delivered across assets:

Residential	Commercial	
Integrated Townships	Data Centers	IT Parks
Affordable Housing	Hospitality	Warehouses
Group Housing	Commercial	Retail

- Possesses fully paid large land bank of more than ~300 acres at strategic & premium locations in NCR
- Has been regularly associated with marquee financial institutions
- Track record of forging partnerships with reputed developers

Established Presence Across 5 States

20 msf
RE Projects

6,500
Affordable
Homes*

5.5 msf
Commercial
Space

Large
Integrated
Township

**Including under-construction & planned units*

His Vision is our Mission



Ashok Sarin
Founder Chairman

Strong Executive Management Team



Amit Sarin
Managing Director
Exp: 28+ years



Aman Sarin
Chief Executive Officer
Exp: 27+ years



Ashim Sarin
Chief Operating Officer
Exp: 22+ years

Q2FY24 Performance At a Glance

- ❑ Strong financial performance as **Revenue grew 29% at INR 341 crores** vs INR 266 crores in Q2FY23; **PAT growth of 80% at INR 59 crores** vs INR 33 crores in Q2FY23. Expecting further expansion in the current FY as the Company strategizes for new product launches, project expansions, and increased pricing.

- ❑ **Residential Project Update (Sector 63A, Gurugram)**
 - Ashok Estate - **80% Inventory already sold.**
 - **Luxury Residential Project** - The Company plans to launch group housing project with a saleable area of **1.0 msf in Q3FY24.**
 - **Extension of Residential Township 'Anant Raj Estate'** by **720,000 sq.ft; INR 1,000 crores increase in inventory.**
 - **Luxury Residential Project - 2** : The Company has submitted a license application for the development of an additional project, in addition to the one scheduled for launch in Q3FY24. The land for this new project has already been acquired by the Company and offers approximately 11,00,000 sf of saleable space.

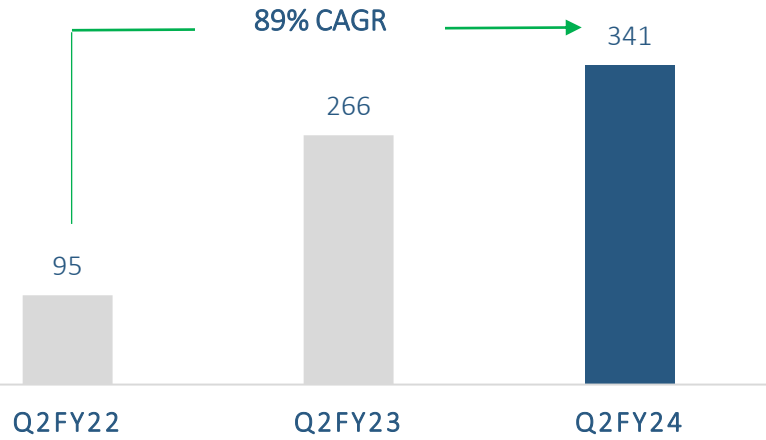
- ❑ **Affordable Housing** - Received RERA approval for Tirupati Affordable Housing Project which will be launched in Q3FY24.

- ❑ **Data Center** - **3MW IT Load Data Center in Manesar operational and contributed INR 2.5 crores of income in Q2FY24.** Plans are underway to increase its capacity to 6MW IT Load. Furthermore, the Company has already established a strategic alliance with TCIL and implemented tie-up with RailTel.

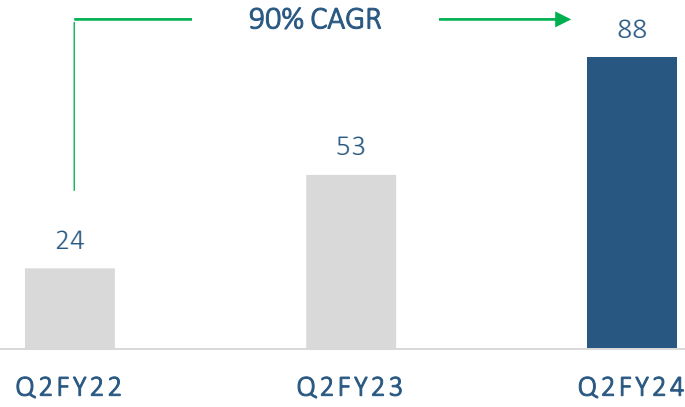
- ❑ **Anant Raj Center (Mehrauli, South Delhi) – RERA approval received;** 700,000 sf developable area to be constructed comprising of hotel and serviced apartments along with 100,000 sf of commercial space; construction already commenced in Q2FY24.

Q2FY24 Strong Financial Performance...

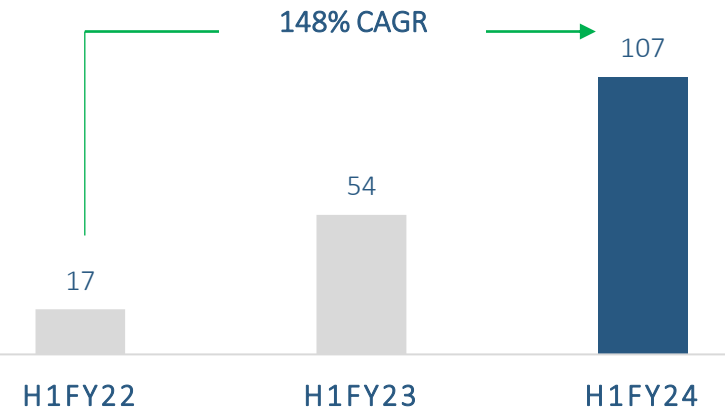
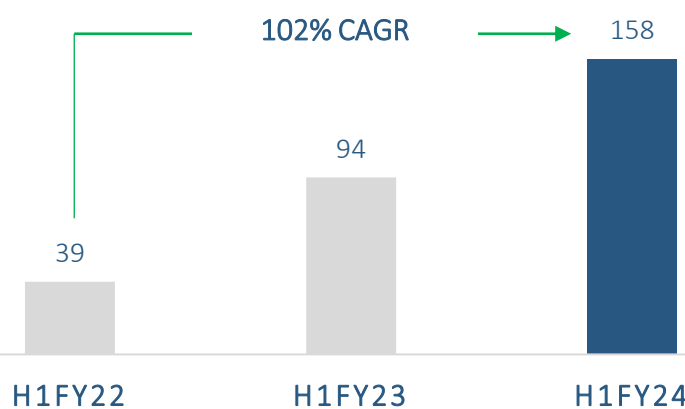
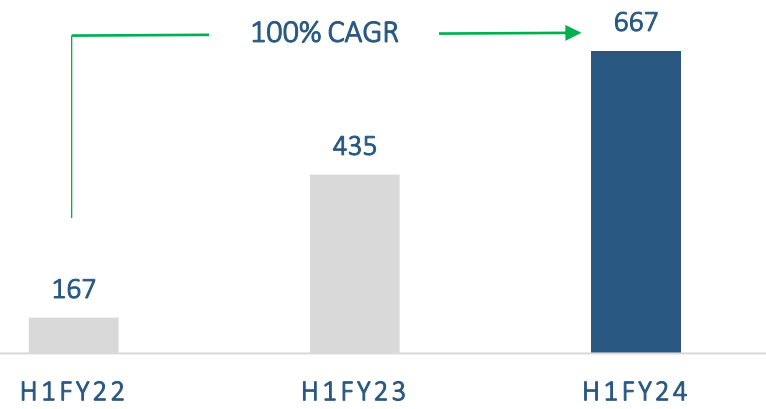
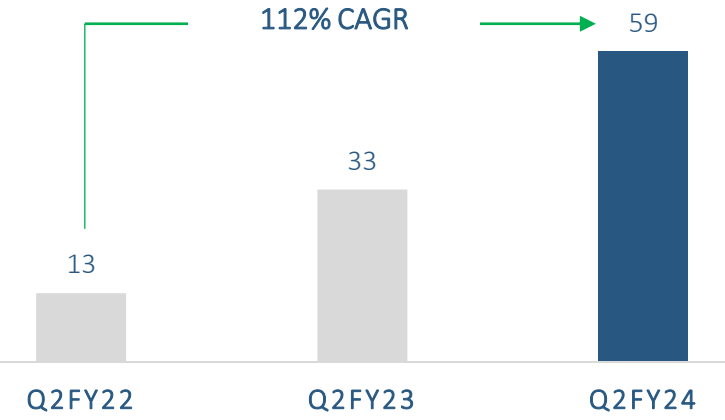
Revenue (INR Crores)



EBITDA (INR Crores)



PAT (INR Crores)



Anant Raj Limited - Projects in a Nutshell

Residential



Further, the Company has fully paid additional land of over 100 acres at prime locations with development potential of over 6 msf

Anant Raj Limited - Projects in a Nutshell

Commercial/ Retail/ Hotels



Data Center vertical has started generating Income



Strong Foundation, Stronger Future.

**Ongoing and Upcoming
Project Status**



Ashok Estate (Ongoing)



Received licence on **20.14 acres of land**, launched as Ashok Estate in July'22 at Sector 63A Township.



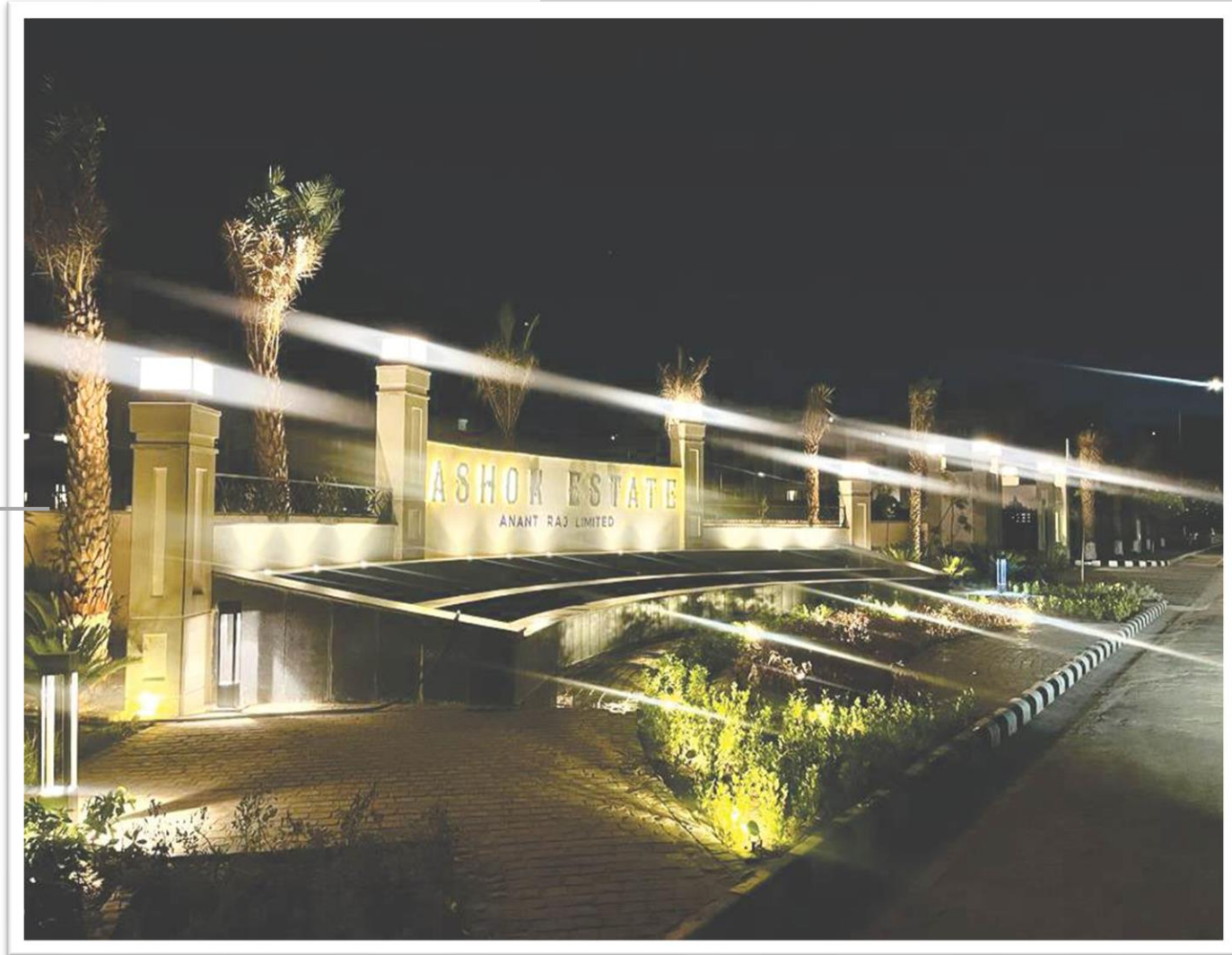
Plots of sizes up to 180 sq. yards; total inventory of plots 320 units in this project.



80% inventory sold out till Q2 FY24. Expected realisation from the project is around Rs. 1000 Crs.



Price appreciation of over 25% since project launched; project expected to be completed by March 2024.



Birla Navya (Ongoing)

- 50:50 JV with Birla for development of 764 luxury floors built over 191 plots (47 Acres) in Sector 63A, Township launched across 4 phases.

Phase	Units	Area (Sq. Ft.)	Sale booked (INR Crores)
1	300	574,090	625
2	163	354,404	545
3	74	185,771	325

- Phase 1 to be delivered by Q4 FY24; Company further plans to launch Phase 4 in FY24 itself.
- **ARL share from the profits – 50%**; Total inflows INR 800 crores.



Anant Raj Center - Ongoing



Existing Hotel property as Anant Raj Centre; approval for increased FSI of 1.75 in place for the existing property.



Proposed structure will be developed for total space of 700,000 sf comprising Commercial space, Hotel and Serviced Apartments.



Part of the Commercial space would be sold outright, and balance would be operated on lease basis;



Project expected to be completed
Commercial -
Hotel and Serviced Apartment -



Ashok Tower (Ongoing)



The new structure is a part of our existing project Ashok Estate, and will comprise of commercial shops and offices having total space of 1,60,000 sq. ft.



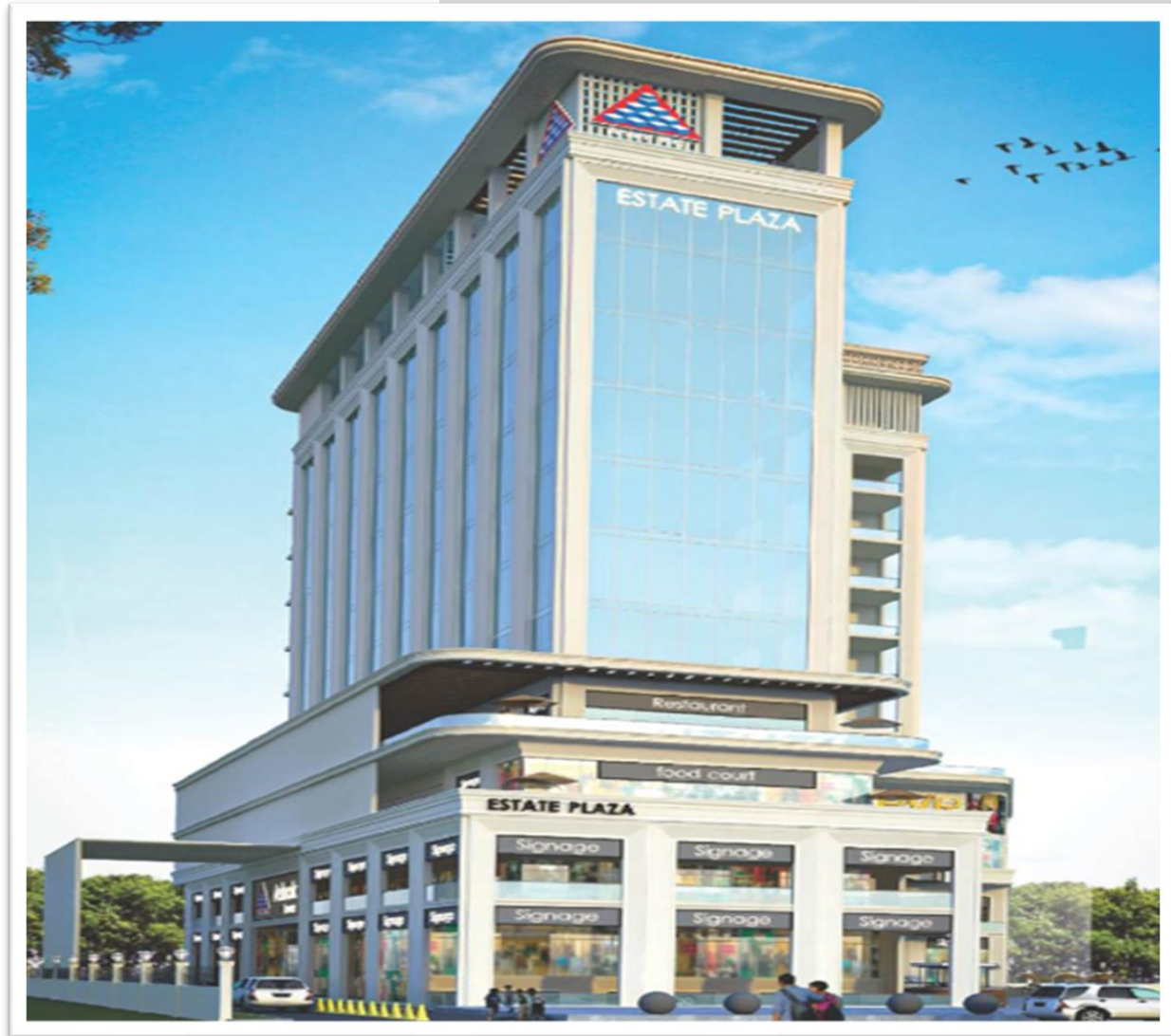
During the current year, Ashok Tower will be developed in 0.80 acres having branded outlets and 2 Screen Multiplex, for catering to the daily needs of people living in the surrounding area.



Ashok Tower will cater to the needs of Anant Raj Estate, Ashok Estate residents and neighbouring communities as well.



Construction and development of new building has already commenced and has target completion in 2025.



Anant Raj Estate (Ongoing)

❑ Independent Floors

1st Phase completed and handed over; 2nd phase construction going on.

❑ Villas

Launched new fully furnished villas in Q4FY23

❑ Plots

Existing inventory to be constructed as independent floors or sold outright



❑ The Estate Club

- The Estate Club is a premium upcoming club with a refreshing swimming pool and various sports activities for members; promotes a vibrant community vibe, providing a space for relaxation, rejuvenation, and recreational activities.
- Destined to evolve into an ideal location for relaxation and indulgence in a luxurious way of life



The Estate Residences (Upcoming)



Group Housing Project on 5.43 acres of land at Sector 63A, Gurgaon; expected launch in Nov'23.



250 premium units of 4 and 5 BHK apartments overseeing Aravalli Hills on one side and Gurgaon city on the other side.



Revenue potential of INR 1,800 crores.



Total saleable area of 1.00 msf



Project expected to be complete by December 2027



Township (Upcoming)



Birla Navya Phase 4

- ❑ Phase 4 of the project comprising 208 units will be launched in FY24
- ❑ Expected revenues – INR 1,500 crores in next 3 years of launch



Group Housing - 2

- ❑ Total saleable area of 1.1 msf comprising of luxury apartments
- ❑ Expected revenue of INR 2,100 crores
- ❑ To be launched in FY25 and completion expected by 2029

Affordable Housing and Extension of Hotel (Upcoming)



Tirupati Affordable Housing

- ❑ Total available space 1.21 msf.
- ❑ Affordable Housing project
- ❑ Expected revenues of INR 330 crores
- ❑ Launch in October 2023 and completion by June 2027



Stellar Resorts (NH8, New Delhi)

- ❑ Land area 7.61 acres
- ❑ Current Leasable area 1,00,000 sq. ft. (Phase I)
- ❑ Proposed Developable area of 950,000 sf as per recent increase in FSI of 1.75, (Hotel, Service Apartment and Commercial)

3MW Data Center Already Commissioned... (Ongoing)



Commenced first phase of the 3MW Data Centre at commercial building in Manesar; empanelled as a Business Partner with RailTel Corporation of India Limited for DCs. And strategic alliance with Telecommunications Consultants India Ltd (TCIL).



3MW capacity of IT load is operational and another 3MW development is going on.



Capacity in first phase – 450,000 Sq. Ft. in existing building with 21 MW IT Load which shall be completed by year 2024 and will be further expanded to 50 MW IT Load by year 2025. Depending on the cashflows, this execution can be fast tracked



Existing rentals of Rs.9000/KW/month; Expected rentals of more than INR 200 crores/year once the initial phase of 21 MW becomes operational.



... And Scalable Up to 300 MW (Upcoming)



Anant Raj Tech Centre, Rai

Area: 25 Acres; Constructible Area: 5.1 Mn Sq. Ft; 2.1 Mn Sq. Ft constructed in first phase

Location: 5kms from Delhi border; situated on NH-1

Potential: Tier III Data Center in existing 2 Mn. Sq. Ft. building with 100MW IT Load capacity; additional Built-to-Suit Tier III or IV Data Center of 1.5 Mn. Sq. Ft. with 100MW IT Load Capacity to be developed



Anant Raj Tech Park, Panchkula

Area: 9.23 Acres; Constructible Area: 1.6 Mn Sq. Ft

Location: Adjoining modern city developed by Haryana Govt.

Potential: 5.25 acres green field available with FSI of 0.6 Mn. Sq. Ft. that can be developed into a Tier IV Data Center with 50 MW IT Load Capacity

Data Center Certifications and Tie Ups Already in Place

Certifications

Partners

ANSI/TIA-942-B:2017

CERTAC
Certification & Accreditation


**Certificate of Conformance
Design Documents**

This is to certify that the design documents for the data center of
Anant Raj Cloud Private Limited
located at
Plot No. 1, Sector-8,
IMT Manesar
Gurgaon, Haryana
India

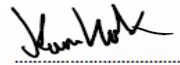
has been independently assessed and found to conform to the requirements of:

**ANSI/TIA-942-B:2017
Rated-3**



for the following scope:

 Architecture Rated-3	 Mechanical Rated-3	 Electrical Rated-3	 Telecom Rated-3
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CERTIFICATE NUMBER: 9120212110270010
Certificate validity: 27-Oct-22 to 26-Oct-23


Karin Kok
Certification Manager

Audited by:

This certificate can be verified at www.tia-942.org.
Lack of fulfillment of certification terms and conditions may render this certificate invalid.
This certificate remains the property of Certac Pte Ltd, to whom it must be returned upon request.

(1 Nos.)

 
Confederation of Indian Industry

Indian Green Building Council (IGBC)

hereby precertifies

Anant Raj Cloud Pvt. Ltd., Data Center
Manesar
(IGBC Registration No: DC 21 018)

The project has demonstrated an intent to design and build
a high performance Green Building in accordance with
IGBC Green Data Center Rating System

Precertified Gold
June 2022
(Precertification is valid for 3 years, renewed based on six monthly progress updates till certification)


Shaheen Meeran
Chair, IGBC Green Data Center


Gurmit Singh Arora
Chairman, IGBC


K S Venkatagiri
Executive Director, CII-Godrej GBC



FY24 Outlook



Expanding Township

- ❑ Approval received for extension of township on 11.83 acres land in Anant Raj Estate; would be further used for the construction of Independent Floor and Developed Plots.



Deleveraging Balance Sheet

- ❑ Focused on achieving debt free status by 2024; already reduced debt significantly over last couple of years



Data Center Expansion

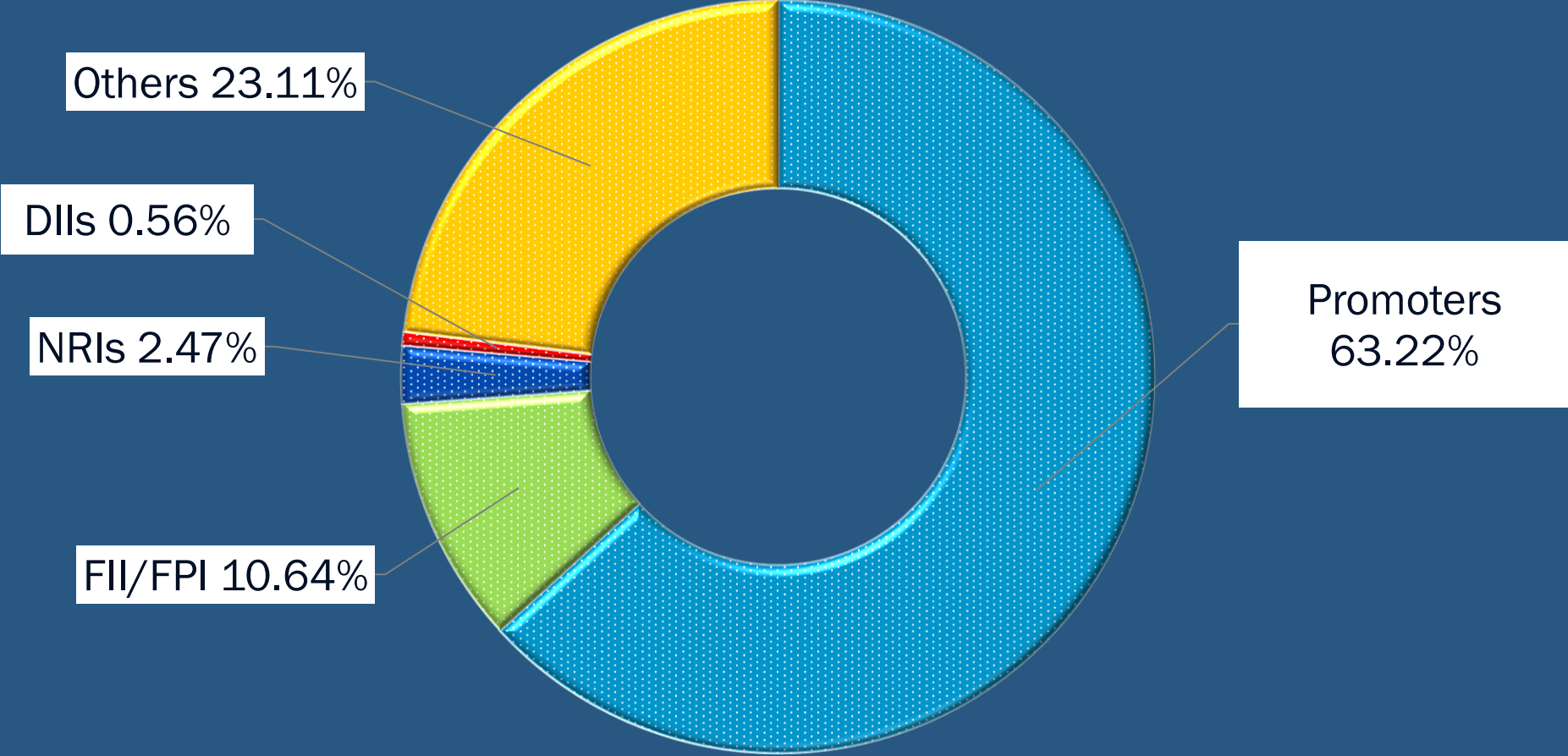
- ❑ Targeting 21 MW IT Load Data Center commissioning by 2024 at Manesar.



New Projects

- ❑ Launch of Group Housing project at Sector 63A with a saleable area of 1 Mn. Sq. ft.
- ❑ Launch of Affordable Housing project at Tirupati in October 2023 with saleable area of 1.21 msf
- ❑ Anant Raj Center: RERA received and construction of 700000 sq ft Hotel, Serviced Apartment and commercial already started.

Share Holding Pattern ending Q2FY24



Thank You



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