

# TARC LIMITED

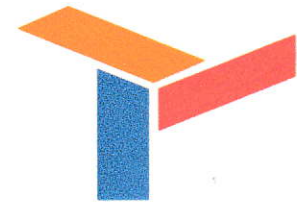
(Formerly Anant Raj Global Limited)

CIN: L70100HR2016PLC065615

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

Tel: 011-41244300, 011- 41244344

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November 16, 2021

To,  
The General Manager,  
Deptt of Corporate Services,  
**BSE Limited**,  
P.J. Tower, Dalal Street,  
Mumbai – 400001  
**Scrip code: 543249**

To,  
The Vice President,  
**National Stock Exchange of India Limited**,  
Exchange Plaza,  
Bandra Kurla Complex, Bandra (E)  
Mumbai - 400051  
**Scrip Symbol: TARC**

Sub: Presentation on the status of Ongoing Projects/New Launches and Financials of the Company

Dear Sir,

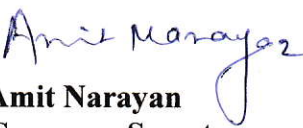
Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosures Requirements) Regulation 2015, we are pleased to submit a Presentation on the status of ongoing projects/New launches and financials of the Company.

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

Thanking you,

Yours faithfully,

For **TARC Limited**

  
**Amit Narayan**  
Company Secretary  
A20094



# Creating Enduring Value



Investor Presentation

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

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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 actualize and experience their lives more meaningfully.

# Our Philosophy

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## Protect

We never lose sight of our responsibilities towards our partners, employees and the society around us.

## Create

These words lie at the heart of TARC enabling us to stay committed to being the enablers of change.

## Nurture

As we grow and achieve greater success, humility and compassion keeps us grounded.



# 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.**



# Business Model

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The business of TARC Limited under the leadership of Mr Anil Sarin has evolved over the last 40 years 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 Limited, over the years has accumulated a **land bank of more than 550 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 prime land parcels and built-up assets inside the Municipal limits of New Delhi which alone constitutes to be over 300 acres of fully paid-up land. Additionally, the Company has land parcels in Gurgaon and other areas in the National Capital Region such as Manesar, Noida and Greater Noida where the Company's land holdings exceeds 250 acres of prime land.

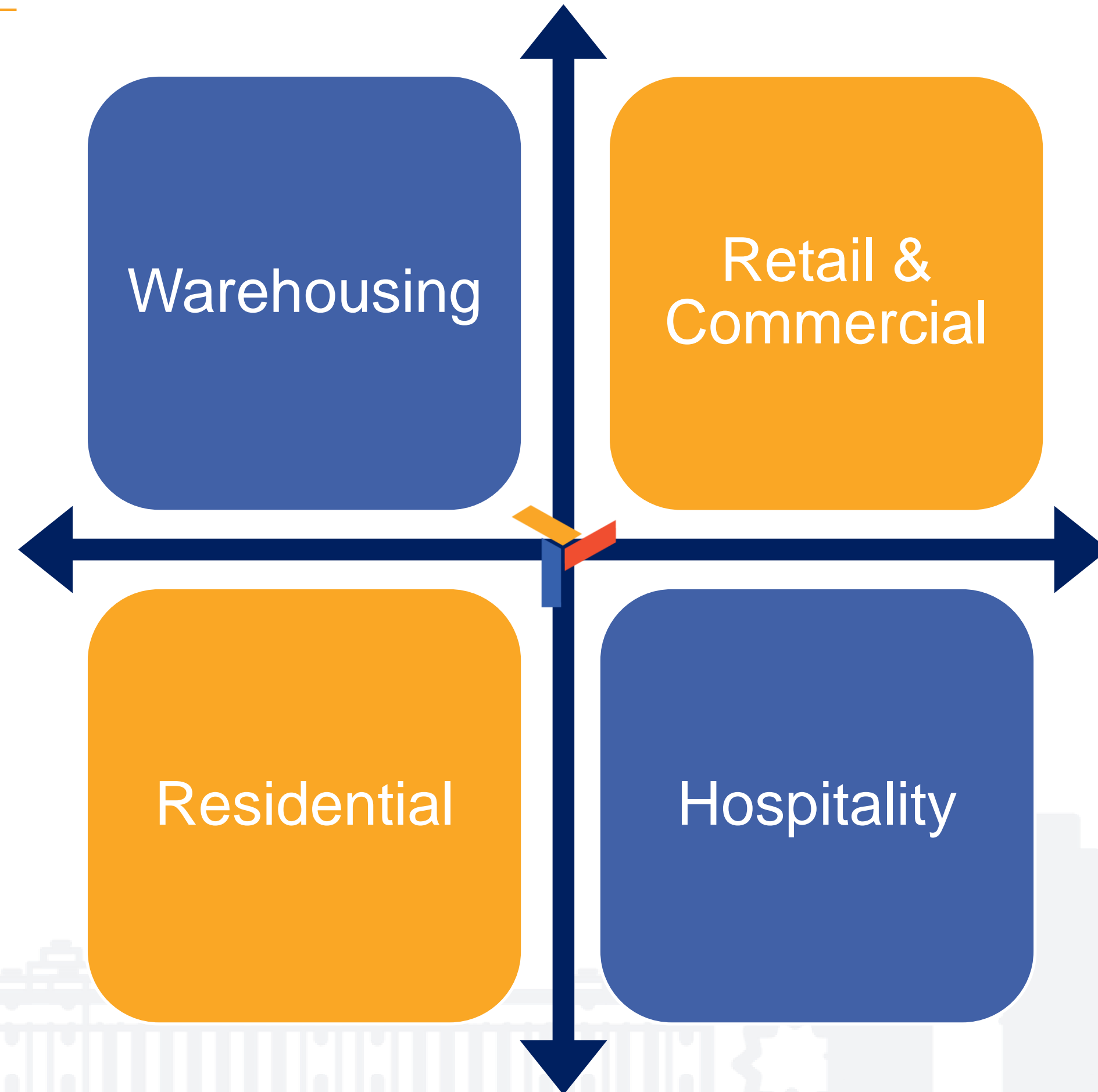
TARC expanded its presence in the National Capital through key Developments across different verticals such as **Residential, Hospitality, Commercial and Retail** projects. TARC's focus remains in **Residential development** to create and curate future ready living spaces while warehousing is another important vertical of focus for the company.

**TARC pursues a rewarding Business Model by creating enduring value through curating experiential living.**



# WHAT WE DO

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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.

## Industrial Parks

Our Strategically consolidated land bank of Industrial Parks is designed to become a state-of-the-art Industry and Logistics Hub for the automotive segment.

# 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



**Rajendra Singh**

*Finance*

Chartered Accountant by profession, has experience in corporate finance and business modelling in various national and international assignments. His core expertise has been in drawing financial strategy for businesses. He has been associated with us for 30 years.



**P. N. Singh**

*Construction*

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**

*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.



**Muskaan Sarin**

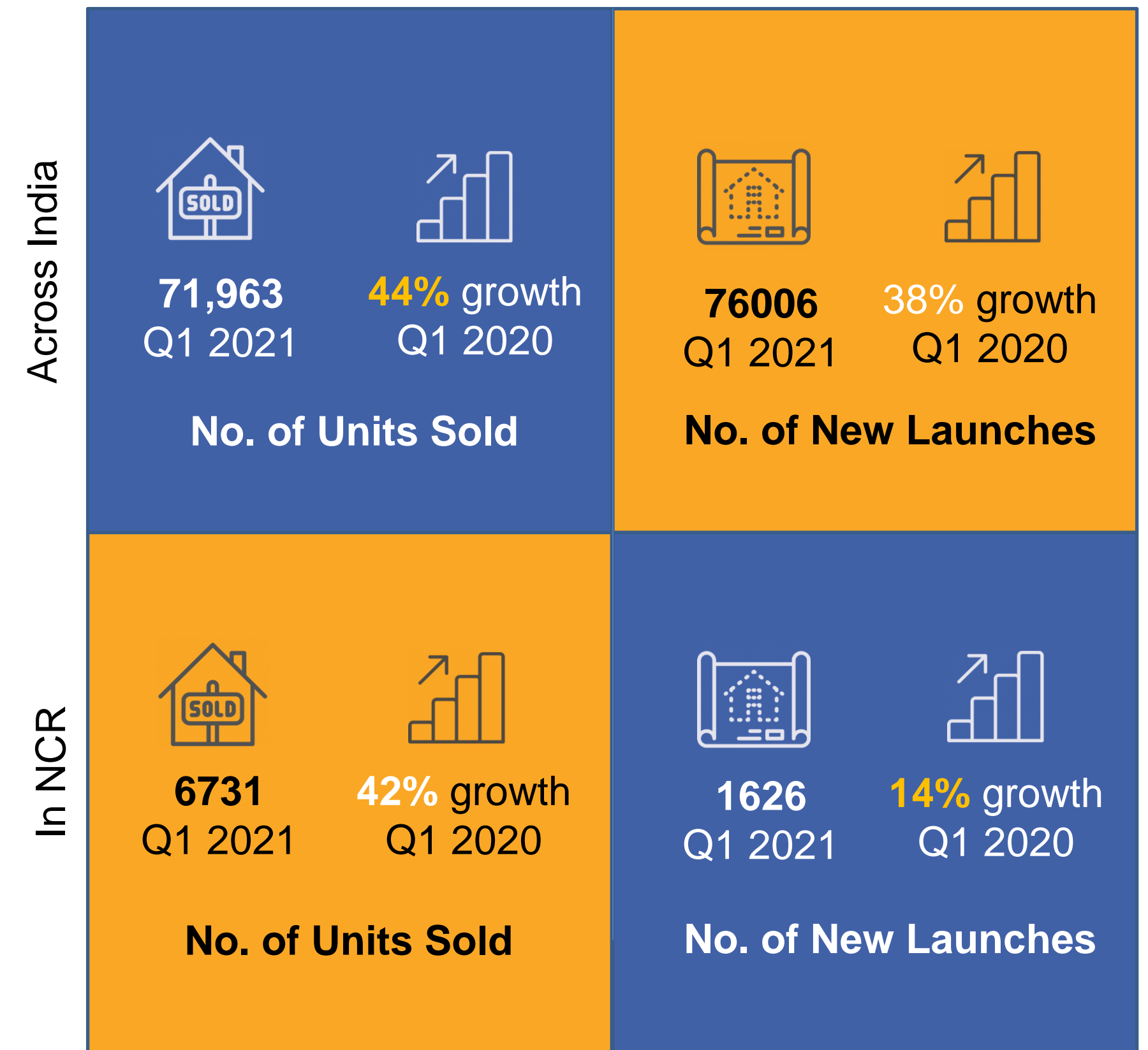
*Marketing*

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.

# Industry Outlook

## Residential

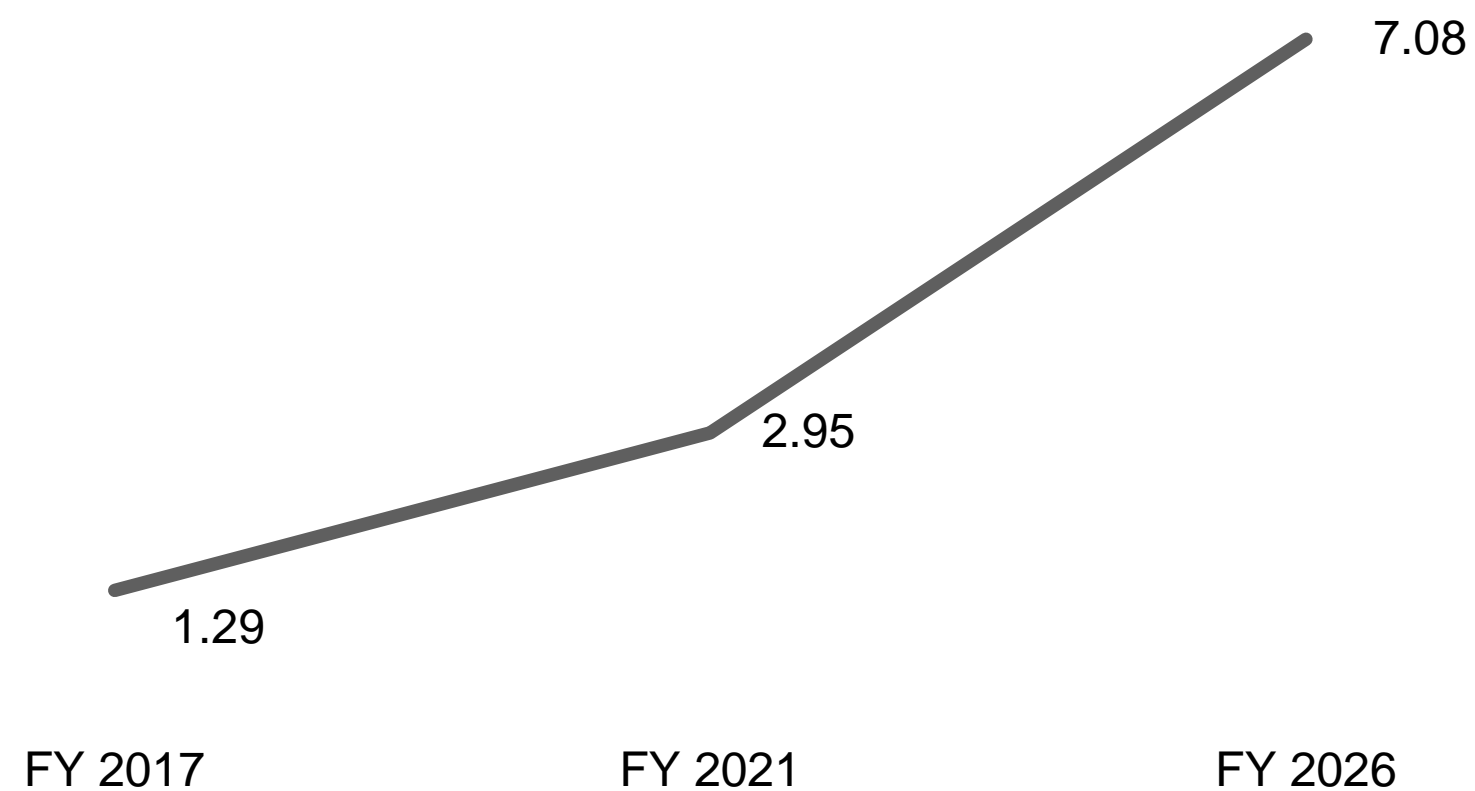
- 01** The industry continues to witness a structural positive shift in housing demand with fundamental demand drivers expected to remain in place
- 02** Temporary dislocation due to second wave, collections remain resilient. Long-term outlook continues to be positive
- 03** Minimum impact by Second Covid-19 wave on operations and developments



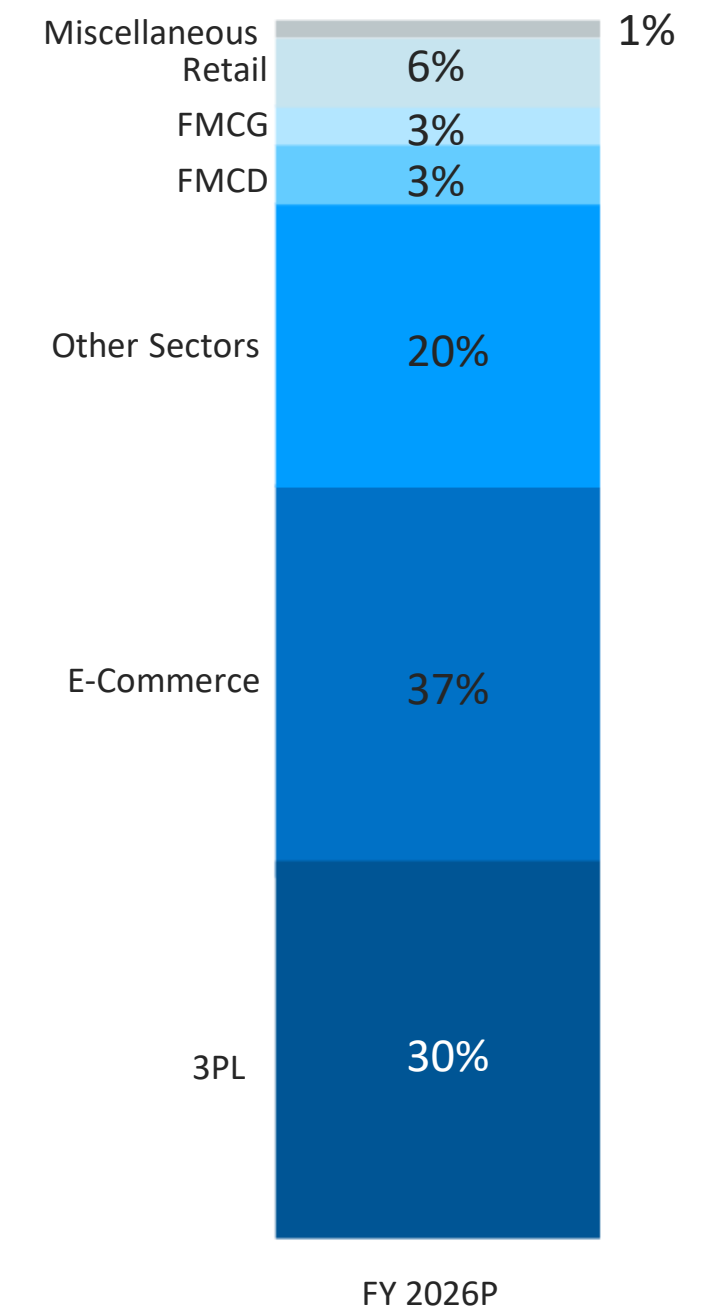
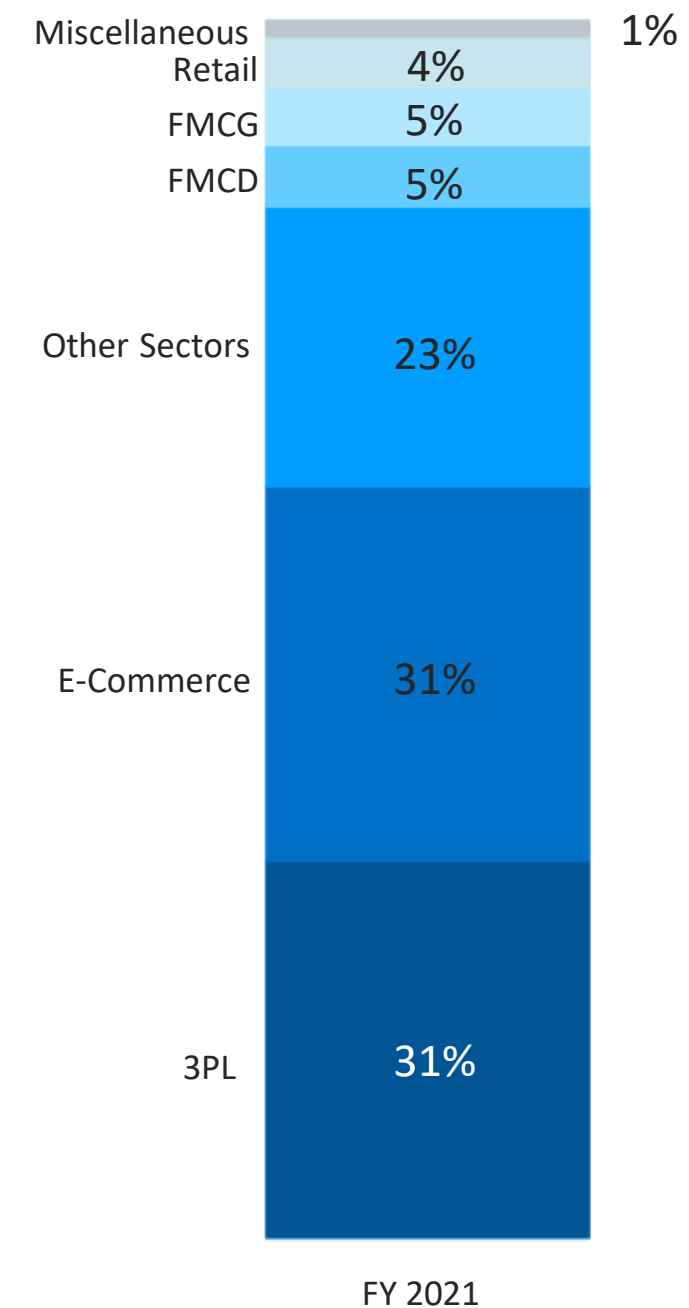
# Industry Outlook

## Warehousing

**01** The e-commerce sector has been driving demand for logistics and warehousing & has emerged as the most prominent driver of Indian warehousing market volumes along with the 3PL sector.



TOTAL WAREHOUSING TRANSACTIONS  
ACROSS THE 8 PRIMARY MARKETS (mn. sq.m)








# Opportunities

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## Company

- 01 Low Residential Inventory Holding
- 02 Focus on Housing
- 03 Land Bank in Prime area's in Delhi
- 04 Fully paid up Land
- 05 Low Debt

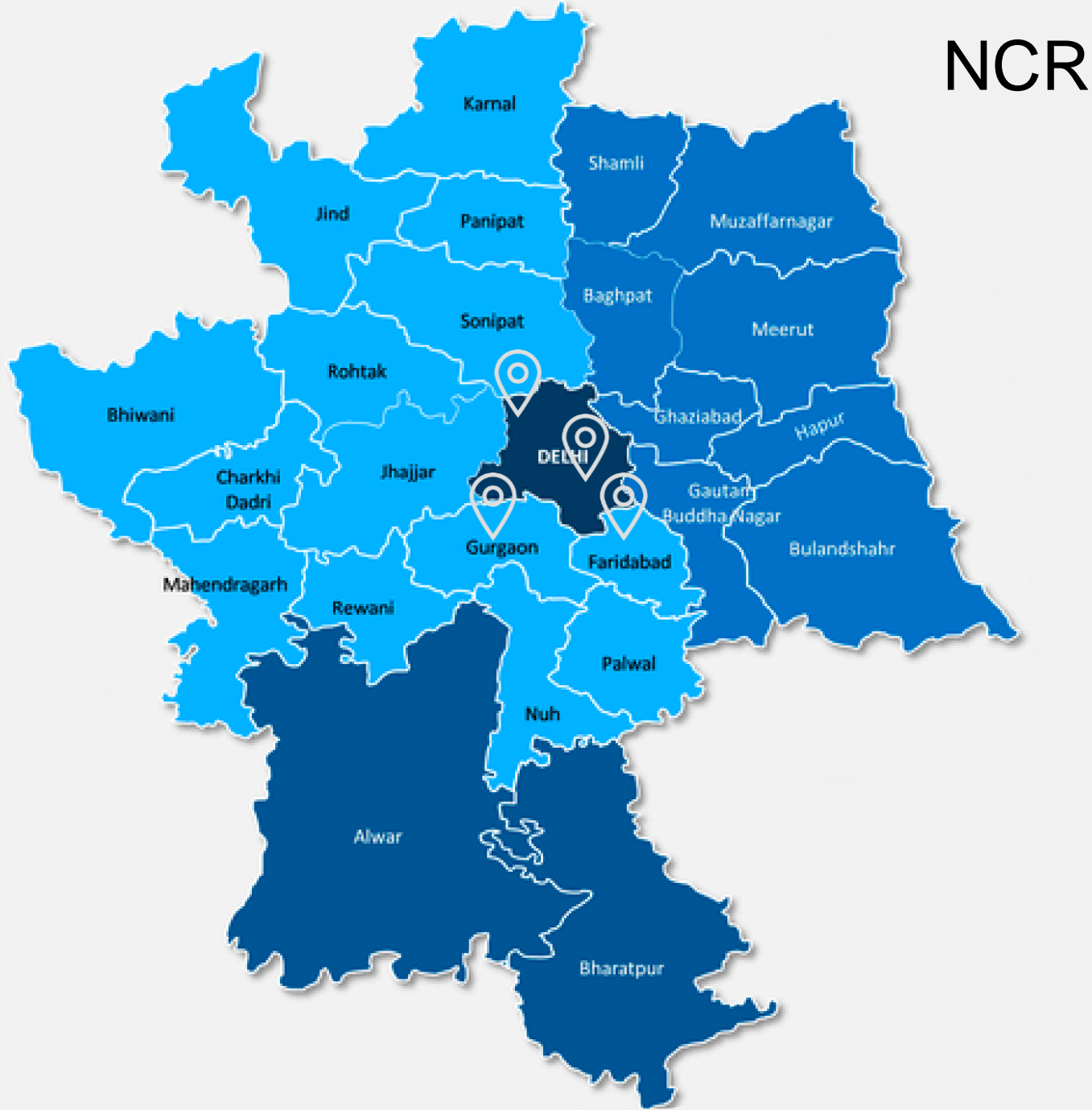
## Industry

-  Value of owning a home reinforced
-  Sales trajectory resilience
-  Demand for Work–Live Spaces
-  Growth in warehousing as 3PL demand increased.
-  Retail leasing activity gains pace as lockdown lifted

# Land Holding



Land Holding	
Municipal limits of New Delhi	300 acres
Gurgaon and other areas in the NCR (Manesar, Noida and Greater Noida)	250 acres



Land Holdings by TARC



# Project Summary

## Current Developments

### 2021-2022

## Key Developments – Consolidated

Sr. No.	Project Name	Location	Status / Launch date	Completion Date	Constructible Area (sq ft)	Area available for booking (sq ft)	Area booked till date (sq ft)	Booking Value (Rs cr)
1	TARC Maceo	Sec 91, Gurgaon	Already Launch	95% Complete	15,80,000	15,97,000 788 Units	14,80,945 750 Units	630
2	TARC, Premier Rajokri Residences	Kapashera, New Delhi	Q3 FY2021-22	Q3 FY2023-24	4,85,600	4,85,600 190 Units	-	
3	TARC Residential	Sec 63A, Gurgaon	Q4 FY2021-22	Q2 FY2024-25	6,50,000	6,50,000 496 units	-	
4	TARC, Hauz Khas	Hauz Khas, New Delhi	Q1 FY2022-23	Q3 FY2023-24	1,98,783	1,98,000 36 units	-	
5	TARC Lakeview	Trilokpuri, Delhi	Jan-20	Q4 FY2021-22 75% Complete	86,833	86,833 14689	86,833 sq ft ** Multiplex	
6	TARC Central West Delhi	Central West Delhi	Q2 FY2022-23	Q1 FY2026-27	14,90,000	14,90,000 515 units	-	
7	TARC Residences Chattarpur	South Delhi	Q3 FY 2022-23		3,50,000	3,50,000		
8	TARC Warehouse	North Delhi	Q1 FY2022-23		2,73,940	2,73,940	-	
9	TARC Industrial Park	Greater Noida	Q2 FY2022-23		5,00,000	5,00,000	-	

## Key Developments – Current (2021-2022)

Project	Type	Location	Status/Launch date	Saleable Area (Sq Ft)
TARC Maceo	Residential Group Housing	Sec 91, Gurgaon	95% completed	15,80,000
TARC, Premier Rajokri Residences	Residential	Kapashera, New Delhi	Q3 FY 2021-22 (Construction Started)	4,85,600
TARC Residential *	Residential (DDU Scheme)	Sec 63A, Gurgaon	Q4 FY 2021-22	6,50,000
TARC, Hauz Khas *	Residential	Hauz Khas, New Delhi	Q1 FY 2022-23	1,98,000
TARC Lakeview	Multiplex cum Mall	Trilokpuri, Delhi	75% completed	1,00,000

# TARC MACEO

<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: 748	Unsold: 40



# 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 (Construction Started)
<b>Completion Date</b>	Q3 FY2023-24
<b>Saleable Area</b>	4.85 lac sq ft
<b>No of Units</b>	190



# 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>	Q4 FY2021-22
<b>Completion Date</b>	Q2 FY2024-25
<b>Saleable Area</b>	Approximately 6.50 lac sq ft
<b>No of Units</b>	496



# TARC, HAUZ KHAS

<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>	Q1 FY2022-23
<b>Completion Date</b>	Q3 FY2023-24
<b>Saleable Area</b>	1.98 lac sq ft
<b>No of Units</b>	36



# TARC LAKEVIEW

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**Project** Multiplex cum shopping mall

**Highlights** 6 screen Multiplex, Quality retail offerings and Cafes & restaurants to complement the entire retail development

**Location** Extremely well-located near Sanjay Lake in East Delhi, with Metro connectivity

**Plot Area** 2,880 sq mt. Fully paid up land owned by the Company

**Commencement date** January 2020

**Completion Date** The premises shall be handed over to the multiplex chain by Q4 2021-22.

**Land use** Retail

**Built-up Area** 1 lac sq ft





# Project Summary

# Planned Developments

## 2022-2023

## Key Developments – Planned (2022-2023)

Project	Type	Location	Approximate Saleable Area (Sq Ft)
TARC Central West Delhi	Residential	Central West Delhi	14,90,000
TARC Warehouse	Warehouse	North Delhi	2,73,940
TARC Industrial Park	Warehouse & Data Centre	Greater Noida	5,00,000
TARC Residences Chattarpur	Mix Use	South Delhi	3,50,000

# 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>	Q2 FY2022-23
<b>Completion Date</b>	Q1 FY2026-27
<b>Saleable Area</b>	14.90 lac sq ft
<b>No of Units</b>	515



# TARC WAREHOUSES

<b>Project</b>	A land parcels where company is building warehouses.
<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
<b>Location</b>	North Delhi
<b>Plot Area</b>	8 acres. Fully paid up. Land owned by the Company
<b>Land use</b>	Warehouse. Received all the requisite approvals and permissions from the Authority.
<b>Commencement Date</b>	Q1 FY2022-23



## TARC - INDUSTRIAL PARK, GREATER NOIDA

<b>Land use</b>	Warehousing and Assembly Park
<b>Highlights</b>	Land Allocated in Tech Zone specifically for Data Centre and Warehousing 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>Land use</b>	Technology Park
<b>Commencement Date</b>	Q2 FY2022-23



## TARC – RESIDENCES CHATTARPUR

<b>Land use</b>	Commercial & Service Apartments
<b>Built up area</b>	3.5 lac sq ft
<b>Development</b>	Company has already received approval from Municipal Authorities, Delhi Fire Service, DUAC and MoEF for development.
<b>Commencement Date</b>	Q3 FY2022-23



# Financial Highlights

2021-2022



# Key Financials (Consolidated)

## Profit & Loss

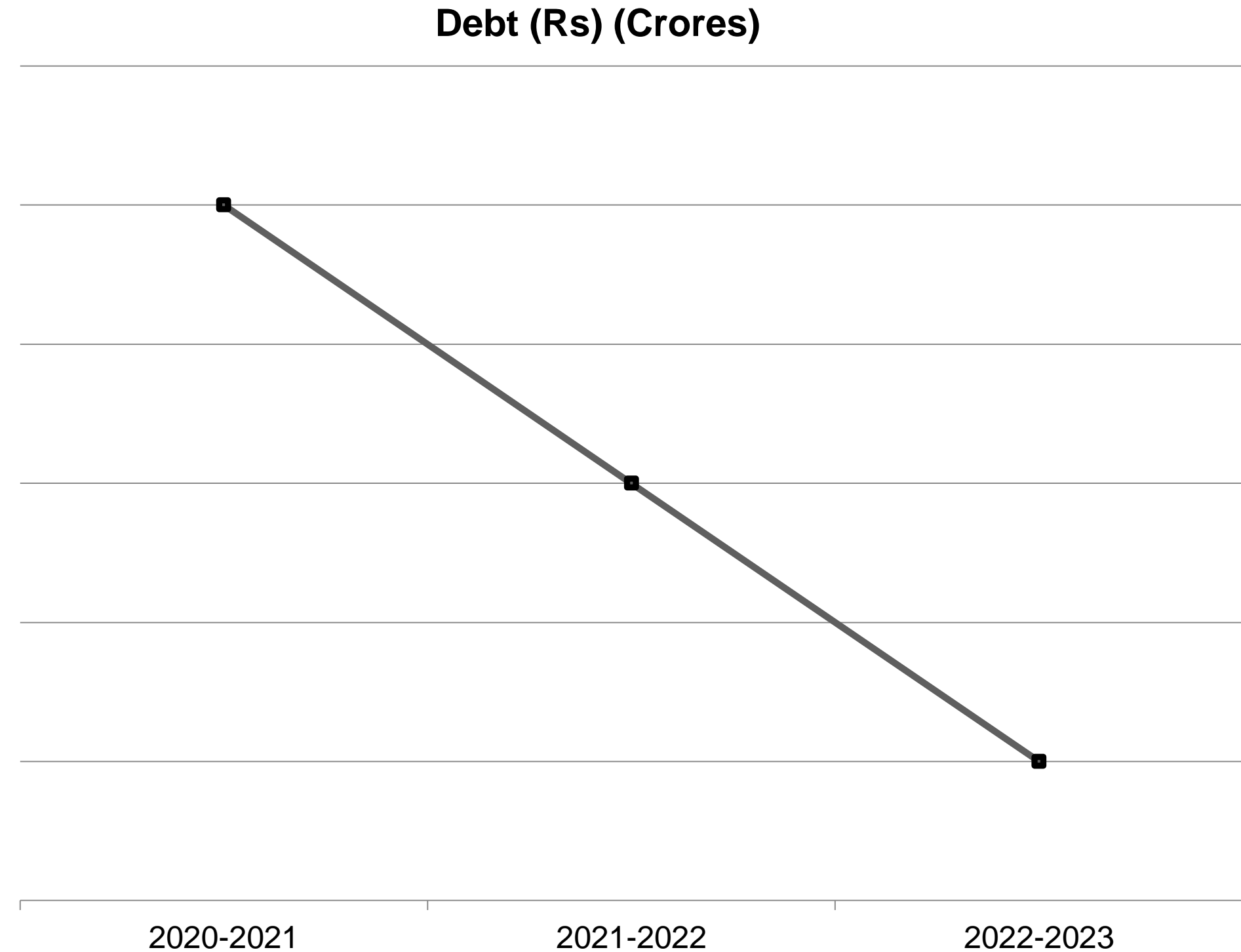
Rs. (In Crore)

Particulars	Q2 FY22	Q1 FY22	Q2 FY21	FY 2021
Total Income	161.02	27.28	37.37	220.87
Adjusted EBIDTA*	73.26	9.47	15.29	72.18
EBIDTA	62.19	4.04	8.26	29.68
Profit Before Tax	45.15	(3.73)	0.43	0.93
Net Profit	5.30	(3.18)	0.79	6.17
Profitability Indicators	Q2 FY22	Q1 FY22	Q2 FY21	FY 2021
Adjusted EBIDTA/Total Income	45.93%	34.71%	40.91%	32.68%
EBIDTA/Total Income	38.60%	14.81%	22.10%	13.44%
PBT Margin %	28.04%	(13.67)%	1.16%	0.42%
Net Profit Margin %	3.29%	(11.66)%	2.12%	2.79%

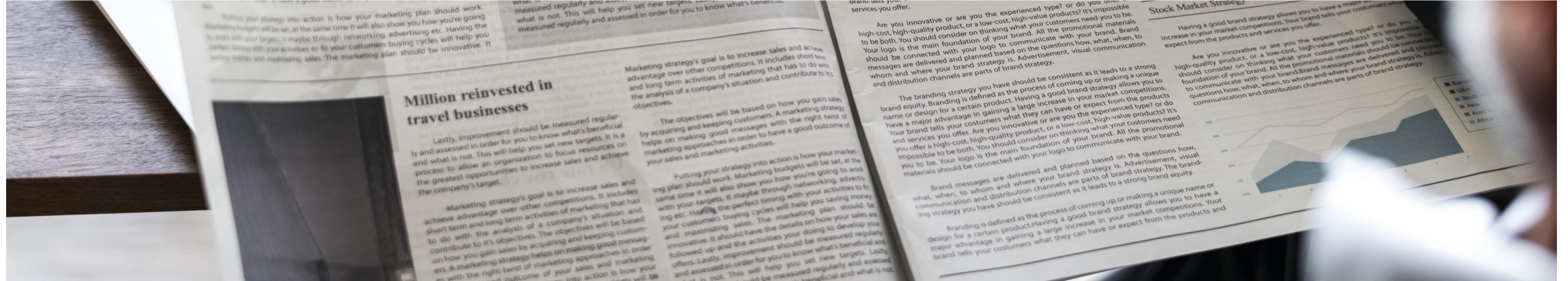
\*Adjusted EBITDA = EBITDA + Interest included in Cost of Sales

# Debt Reduction Strategy

- 01 Employing Internal accruals from sale of inventory in Projects developed.
- 02 Sale of Non Core Asset Sale will aid the Company's investment plans in development of its exciting ongoing projects in the residential and reduce off debts
- 03 Dues to be received from State Government & Government Bodies approximately of Rs.700 cr compensation for land in the state, will be used to slowly pare off debts.



# Recent Developments



## TARC Limited sells part of its warehousing asset to Blackstone Inc. (BREP) for Rs. 295 crores

**TARC Limited** successfully completed the sale of its warehousing asset in North Delhi to BREP Asia II EIP Holding (NQ) Pte. Limited, an affiliate of funds controlled, managed and/or advised by **Blackstone Inc. (BREP)** for a total consideration of Rs. 295 crores, in a move which is aligned to TARC's strategy of maintaining focus on core development projects to unlock much higher value through its strategic and key land parcels in New Delhi.

**Mr. Amar Sarin, CEO & MD of TARC Limited** has said that the company's mantra of creating a high quality asset base, while leading with integrity and transparency, has been rewarded with the confidence and trust placed in TARC by **Blackstone Inc. (BREP)**, an international fund. This is in line with making TARC a debt free company, develop its huge land bank as well as look for new developments in the NDMA.

The company plans to use a part of the proceeds to fast track the residential projects, consolidating its strategy to develop higher yielding, future ready projects.



# TARC In the Media

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## Realty Players Going the Extra Mile to Extend Experiential Living

**Publication:** Realty Plus  
**Date:** 12-10-2021  
**Language:** English  
**Link:** [Click Here](#)



## TARC to invest Rs 230 crore in developing two land parcels in Delhi and Gurgaon

**Publication:** Economic Times  
**Date:** 12-10-2021  
**Language:** English  
**Link:** [Click Here](#)



## Blackstone acquires warehouses from TARC for Rs 295 cr

**Publication:** Financial Express  
**Date:** 07-09-2021  
**Language:** English  
**Link:** [Click Here](#)

## Disclaimer

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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.

# THANK YOU

For further information please contact:



**TARC Limited**

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



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