



August 12, 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

BUSINESS HIGHLIGHTS



Financial Performance

TARC Limited achieved presales amounting to **₹310 crore** in Q1FY25, showcasing resilience to macro economic challenges and other global headwinds.



Business Liquidity

We achieved collection of **₹109 crore** in Q1FY25.



Project Launch

TARC Kailasa, our largest luxury residential development, in January 2024. TARC Kailasa Phase I stands sold out. Kailasa 2.0 has been launched and it has received an exemplary response.



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 FY2025 as the superstructure works stand completed and finishing works are in progress

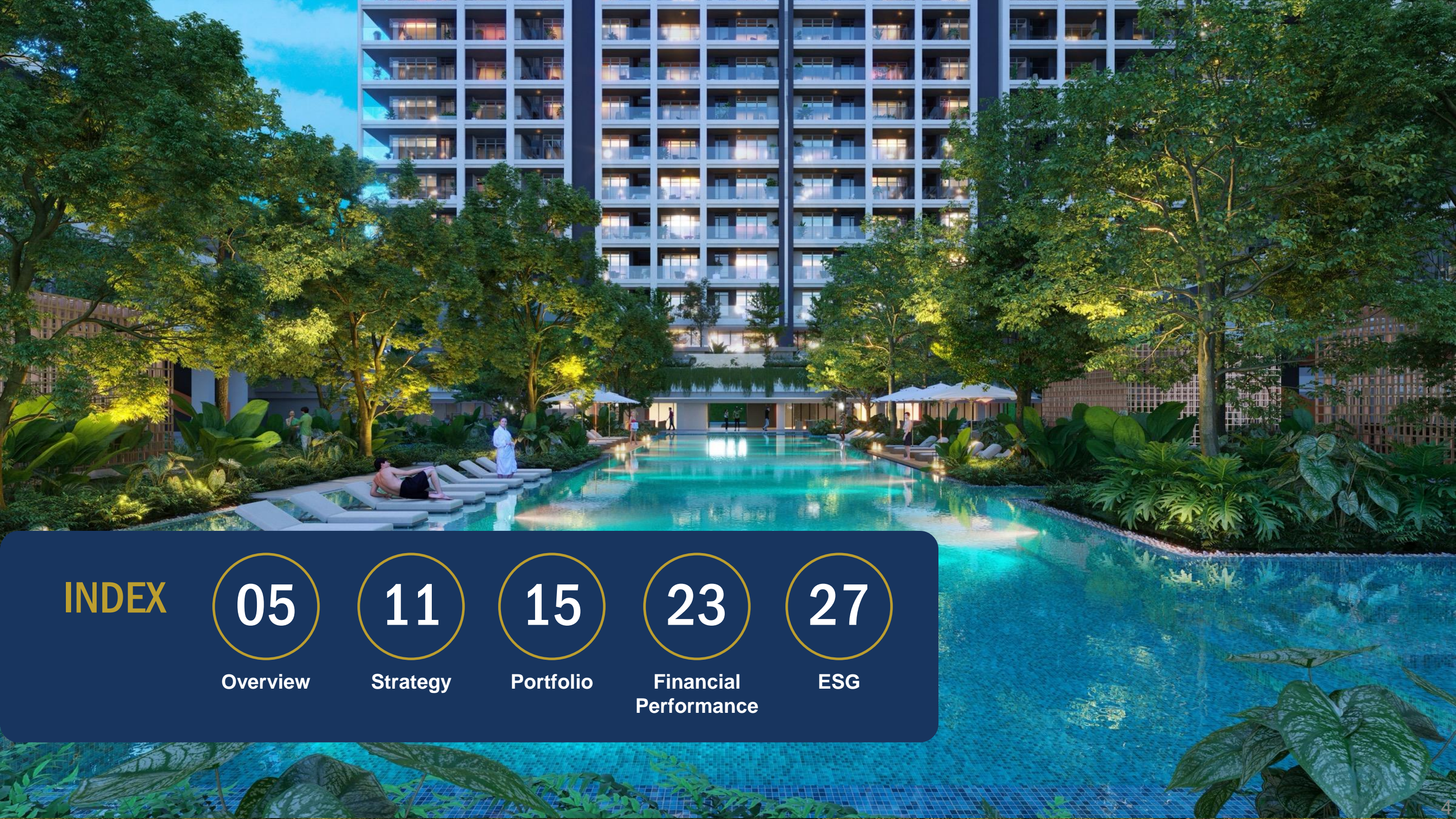


Approaching Launch

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.

Impact of change in LTCG tax on Real Estate

- It gives an identification to Real estate as an asset class with better post-tax returns when compared with other conventional asset class.
- Encourage taxpayers to invest in new residential house to claim benefits u/s. 54 to save tax
- Under the new tax regime, tax liability will be lower for investments up to 3-4 year horizon.
- Increased awareness that Real Estate produces good, long-term compounding
- Indexation will continue for real estate investments done till 23rd July 2024
- Without indexation investors may rethink over decision to hold real estate investments for a long term.



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ESG

ABOUT US

Mr. 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

LAND BANK

Paid-up land ~ 500
acres

NSE / BSE LISTING

Listed in
December 2020

TRANSFORMATIVE EVOLUTION

1970s

- Beginning of a momentous journey as a Construction business

1990s

- Acquired and increased our land bank.

2011s

- Development of over 20 Million Square Feet

2020-2021s

- 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.


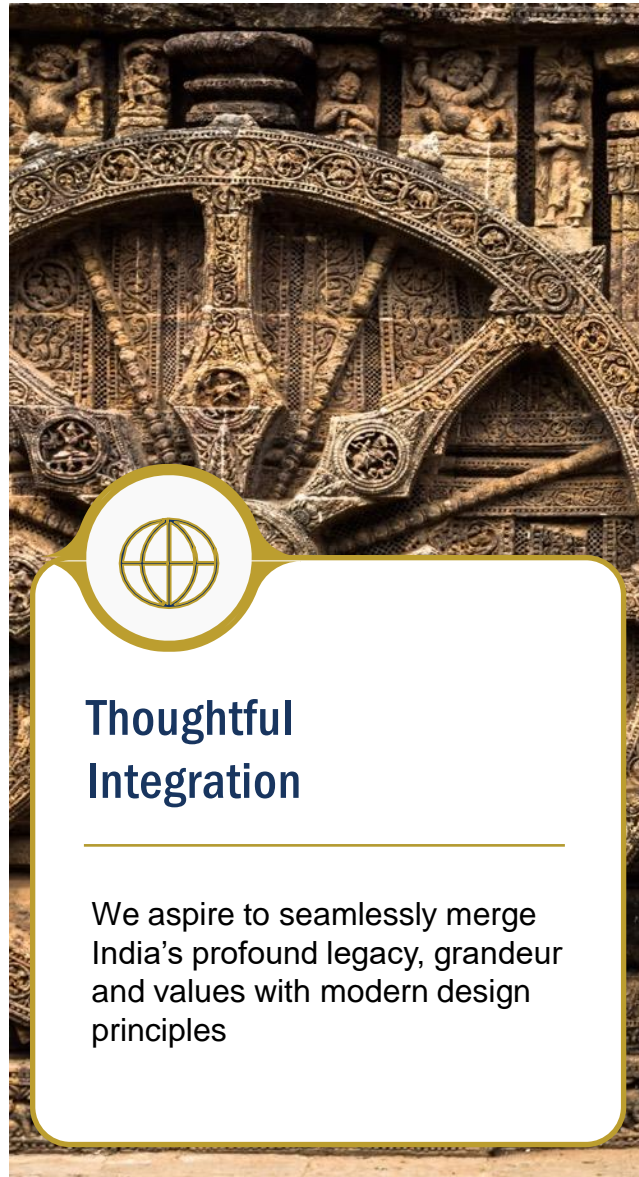
2020s

- 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.

2023-2024s


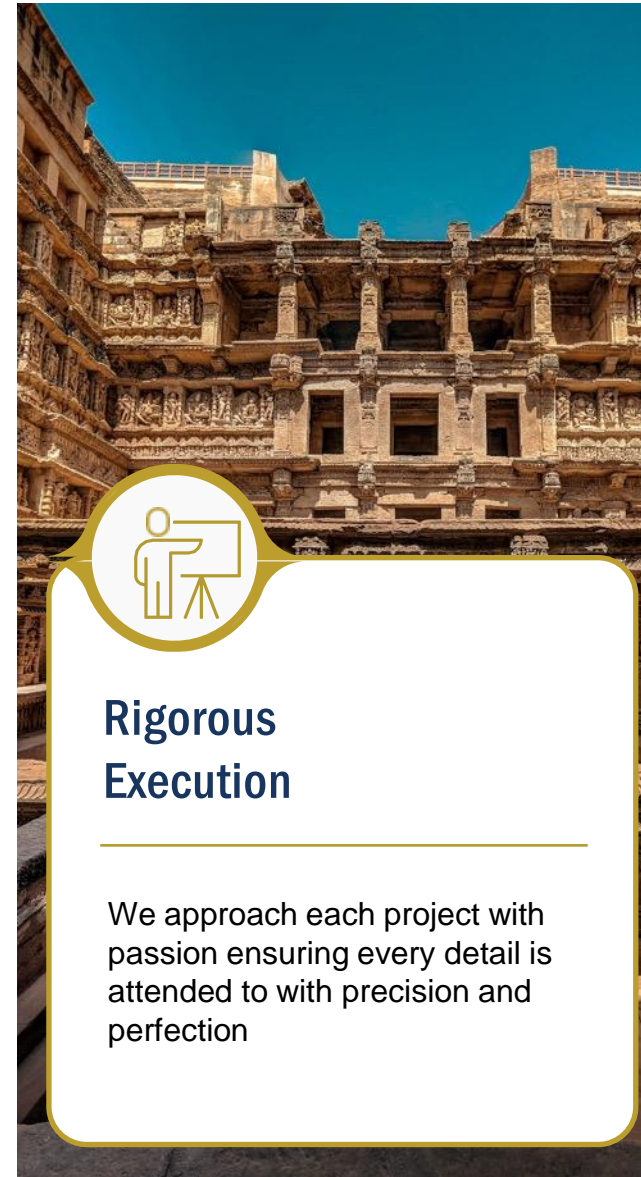
- Delivered project TARC Maceo in New Gurugram
- Launched TARC Kailasa, Luxury Residential Development with a GDV of ~₹4,000 cr.
- Kailasa 1.0 sold-out.
- Achieved highest Sales & Collections in FY24
- Focus on Execution & New Launches
- Approaching launch of luxury residential project in Gurugram.

A BRAND INSPIRED BY INDIA




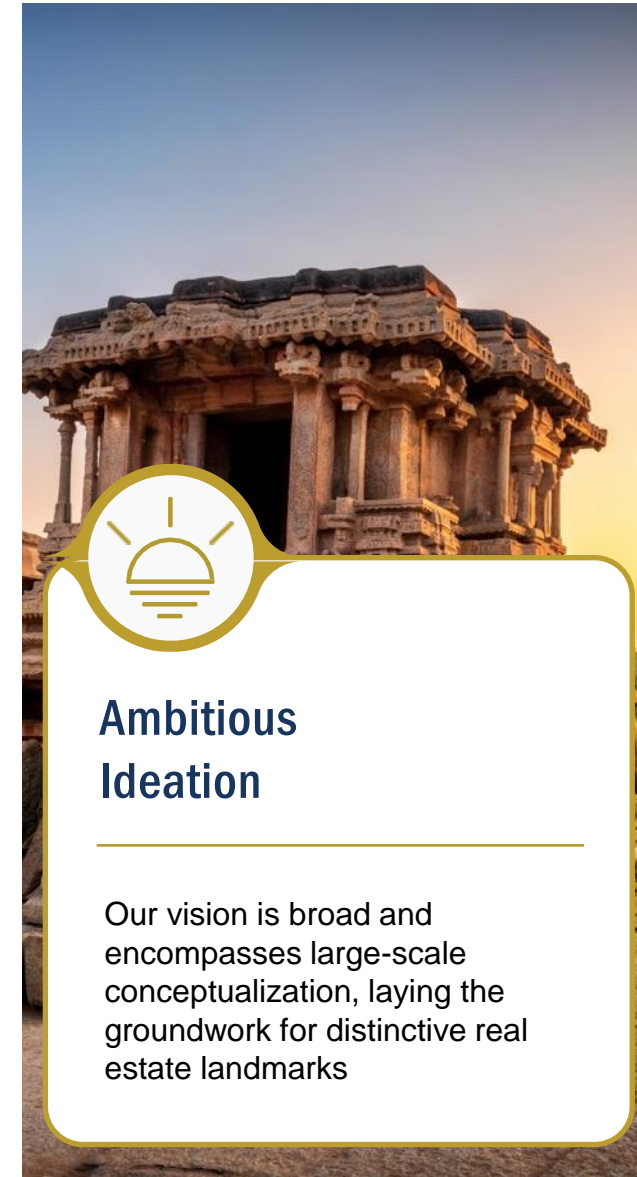
Thoughtful Integration

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




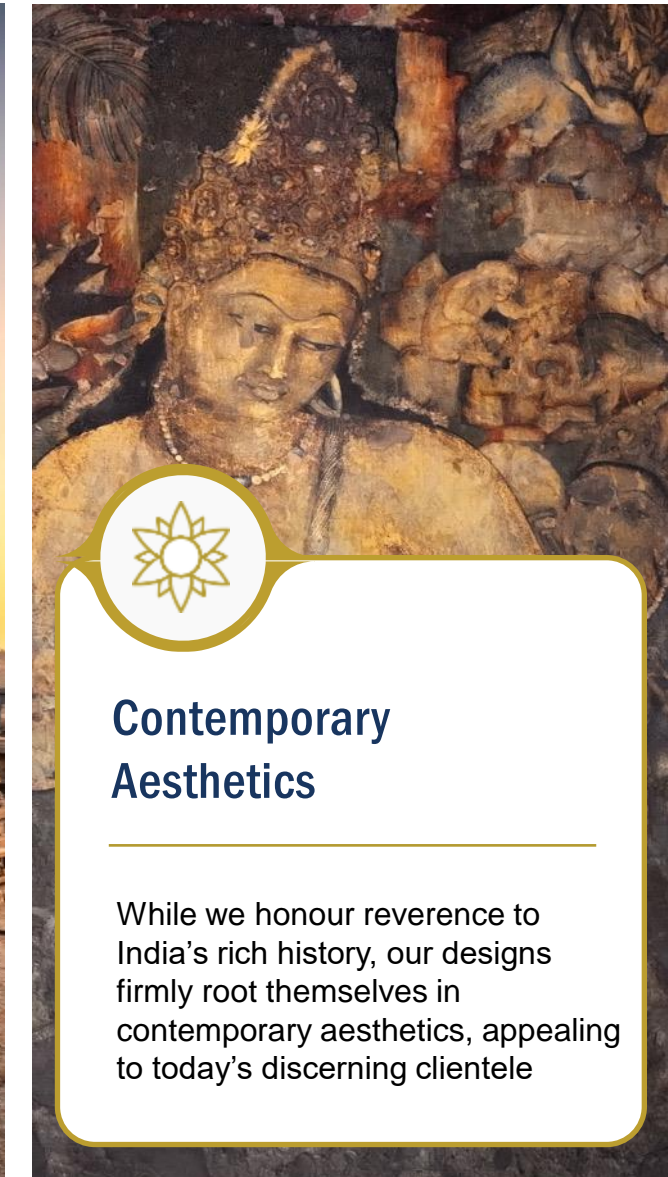
Rigorous Execution

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

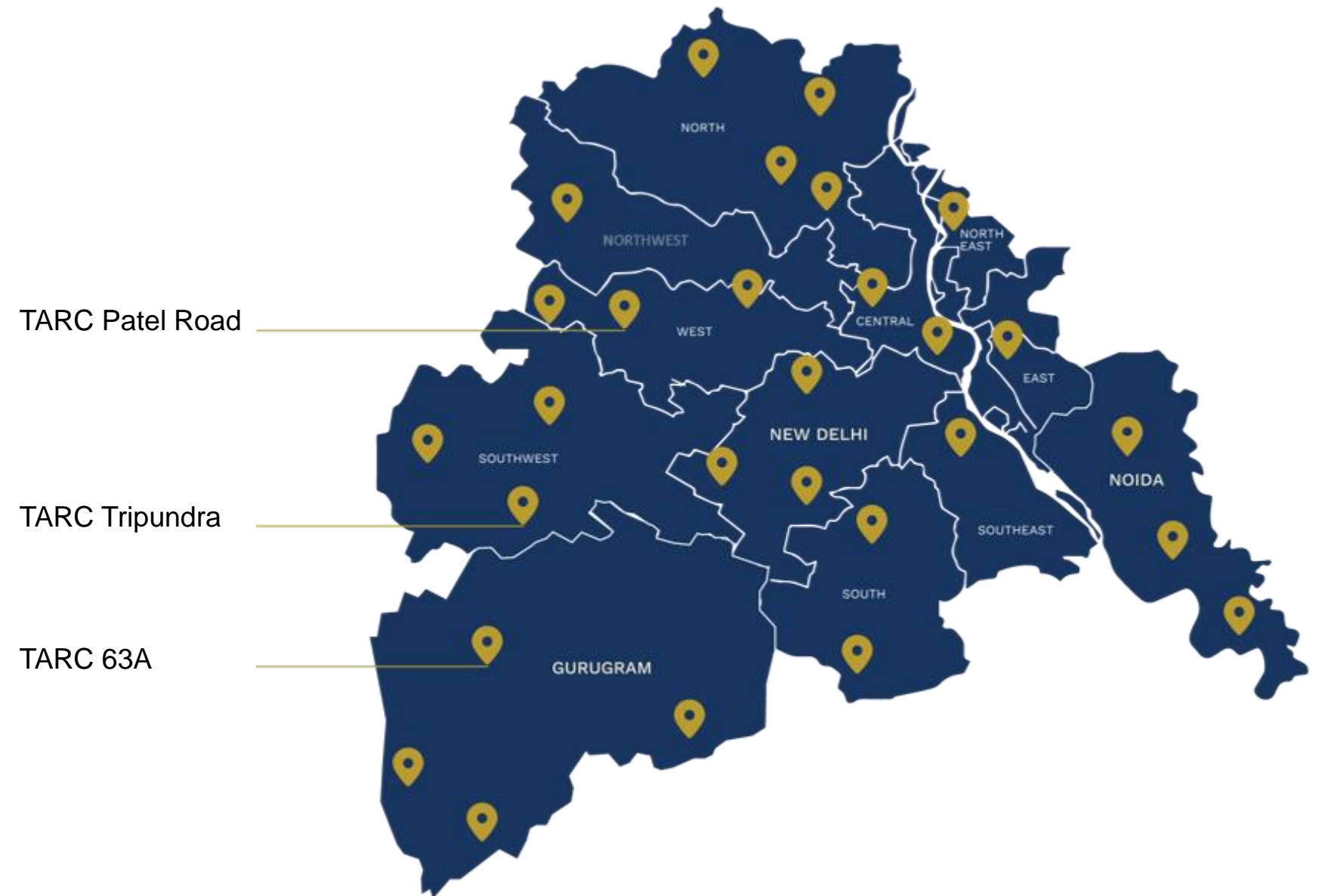
While we honour reverence to India's rich history, our designs firmly root themselves in contemporary aesthetics, appealing to today's discerning clientele

FOCUSSED MICRO-MARKETS: DELHI & GURUGRAM

Strategically located land holdings:

	<i>Acres</i>
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's land bank indicative locations in and around Delhi

CEO Says...

“We have received exemplary response on our launches till date and imprinted our position in the luxury real estate market. We are coming with our next launch in Gurugram and look forward to deliver an even better product, curated for our tasteful customers.

We are focussed on giving holistic experience to our customers and our efforts reflect in the experience centre and sample apartment built at all our project sites.

The Indian real estate market is at this inflection point today, and we are setting new benchmarks and trends for the future. An example of it can be seen at TARC Kailasa, which saw Kailasa 1.0 being sold out.”



Amar Sarin

MANAGING DIRECTOR & CEO

MISSION FY2025

₹ 5,000 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

- Improve profitability
- Regular Cashflows



Future Ready

- Building Organizational capabilities
- Leveraging brand positioning

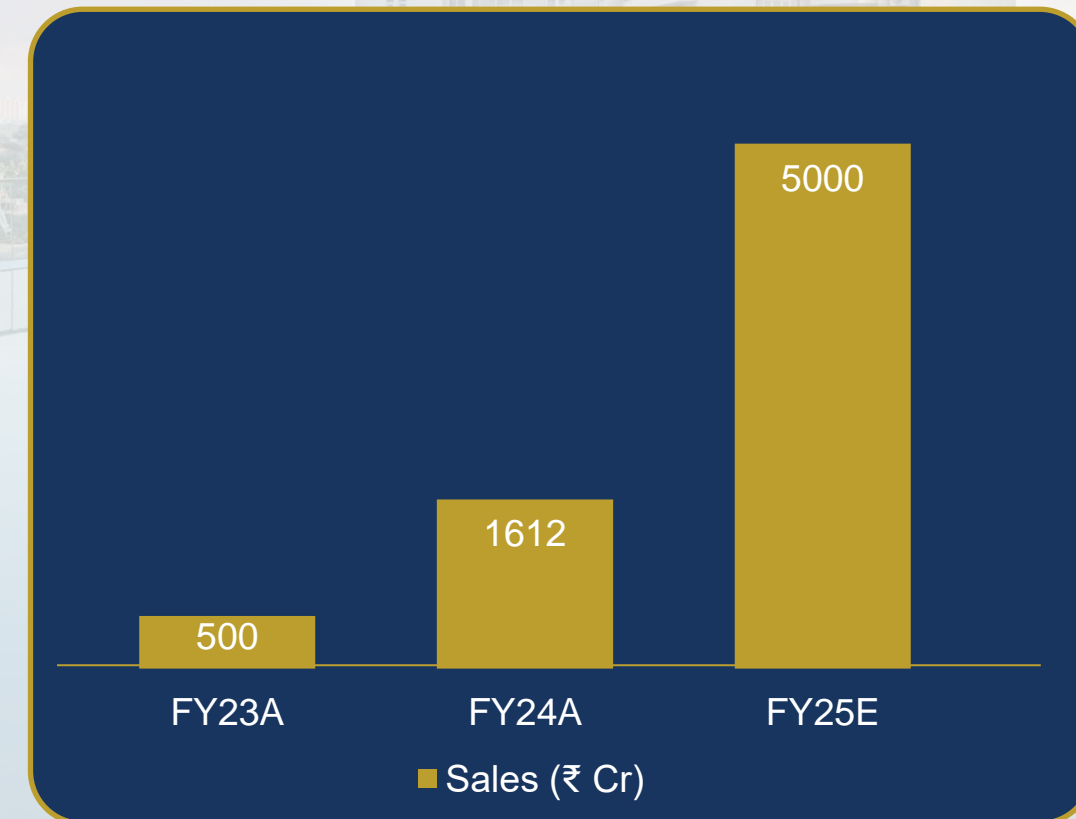


Sustainability focused

- Green building portfolio
- Building ESG framework

GUIDANCE

- Company will be primarily focused in developing luxury residential projects in New Delhi & Gurugram
- Company firmly reiterates ₹5000 cr presales for the year FY2025 and confident to meet the guidance
- Viewing the forthcoming projects, the Company guides that it will continue to grow at a healthy rate beyond FY25 as well
- Company to reach \$1 billion presales in the near future.
- Company is working towards becoming Net Cash positive in FY26
- Company in addition to developing its own land bank, located in various premium areas of New Delhi and Gurgaon will also capitalize on other opportunities such as JDA and JV.
- The company expects to receive 75,000 sqm of industrial plots as part of compensation from the govt authority in Manesar.
- The Company also expects to receive ₹300 crores as compensation from the government across multiple claims, which is over and above the ₹100 crores compensation already received.



PROJECT CALENDAR

Project / Location	Location	Category	Launch Period	Size* (MSF)	Sales Potential* (₹ Cr)	
LAUNCHED						Launched Projects ~ ₹ 5,000 crore
TARC Tripundra	New Delhi	Luxury	Q3FY23	0.5	1,000	
TARC Kailasa	New Delhi	Luxury	Q4FY24	1.7	4,000	Upcoming development ~ ₹2,600 crore
UPCOMING						
TARC 63A	Gurugram	Luxury	H1FY25	1.4	~2,600	
GRAND TOTAL				3.6	7,600	Planned luxury residential developments across Delhi and Gurugram
NEXT PHASE						
TARC IV	Gurugram	Luxury	< 12 months	TBA	TBA	
TARC V	New Delhi	Luxury				
TARC VI	New Delhi	Luxury				

CATALYSING GROWTH

DRIVING SUSTAINABLE GROWTH THROUGH A CALIBRATED APPROACH



STRONG FOUNDATION OF FOCUSED 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*	₹ 802 crore	₹ 1532 crore	-
Collection*	₹ 305 crore	₹ 269 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 TRIPUNDRA

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

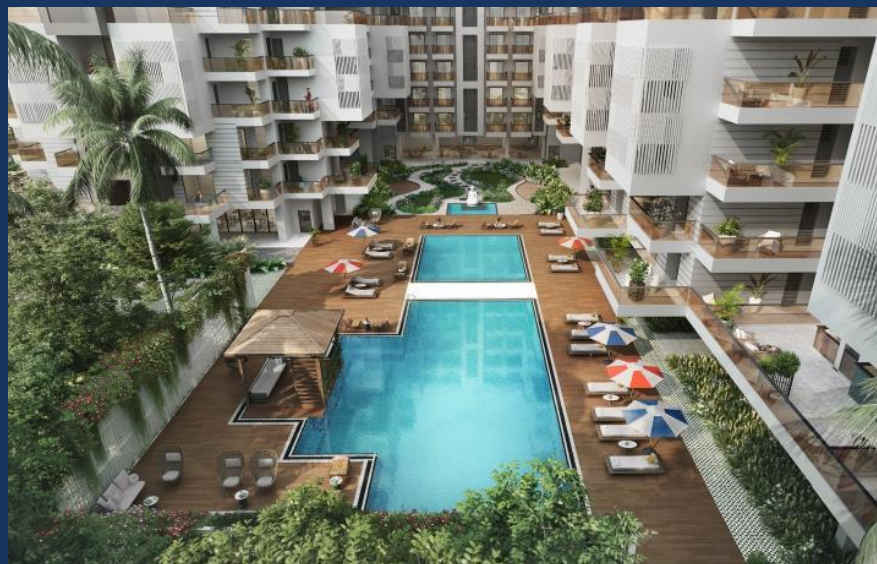
Ultra-modern amenities & facilities for a pristine urban living experience.

LOCATION

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

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 2
LAUNCHED

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

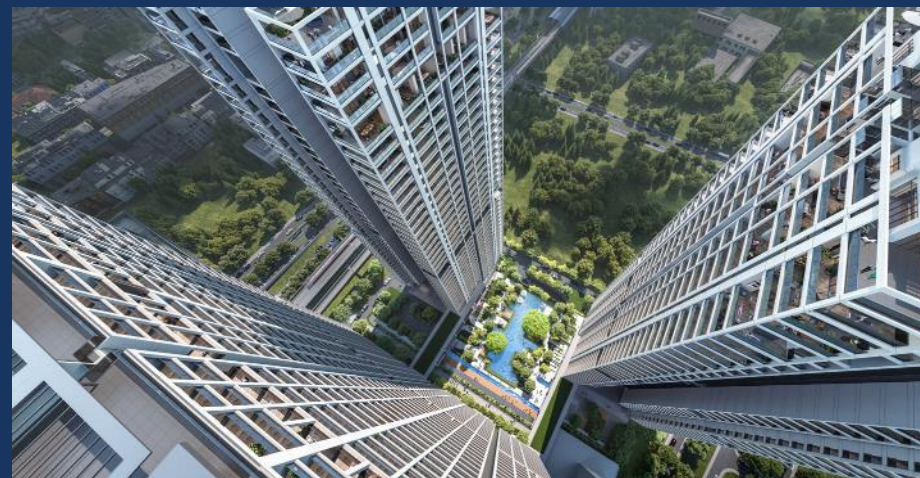
6 Layer Forest Court, 170,000 sq. Ft. of club amenities, Olympic Length Swimming Pool and ample parking spaces

LOCATION

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

PLOT AREA

~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 on the Extended Golf Course road

PLOT AREA

~7 Acres.



TOTAL SALEABLE AREA: 1.4 MN SQ. FT. • STATUS: APPROACHING LAUNCH

Recently Delivered Project

TARC MACEO

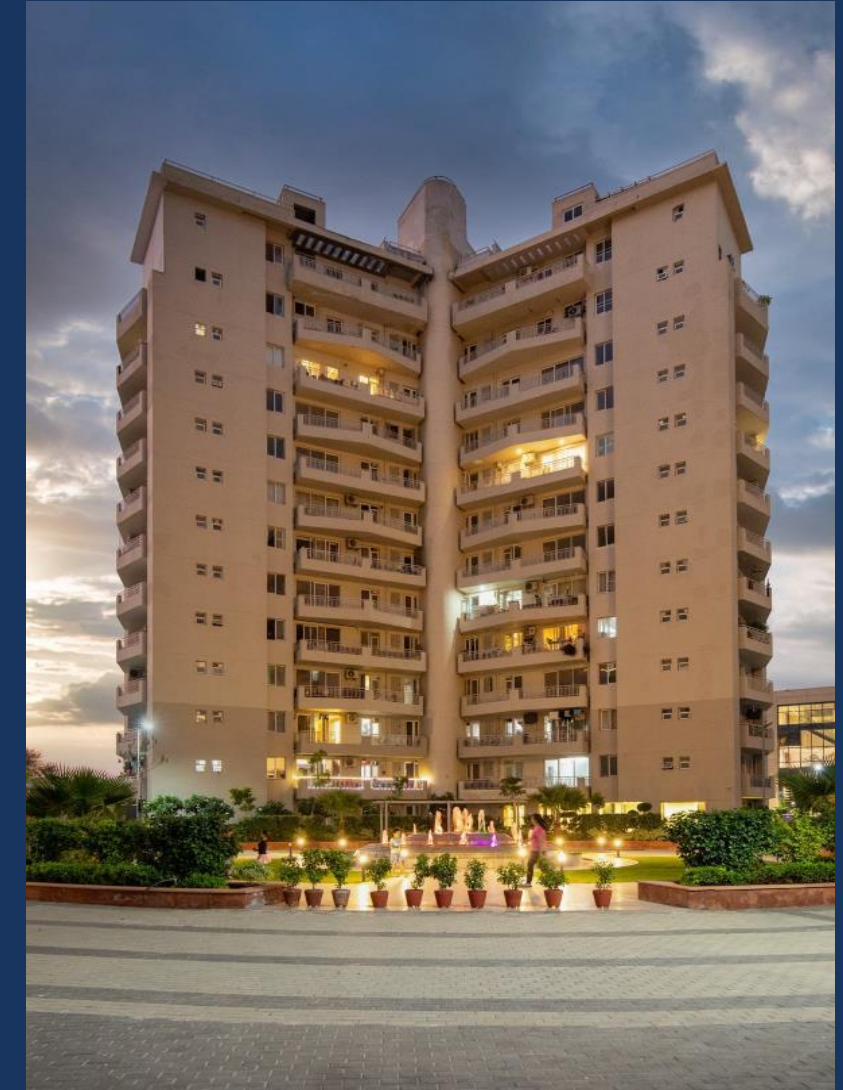
SECTOR – 91, GURUGRAM

TYPE RESIDENTIAL

LOCATION GURUGRAM

STATUS 100% SOLD

SALEABLE AREA 1.5 Mn Sq. Ft.



FINANCIAL STATEMENT (CONSOLIDATED)

₹ Cr.


Particulars	Q1FY25	Q4FY24	Q1FY24
Revenue	8.21	9.48	62.94
Add: Other Income	1.41	0.88	1.63
Total income (A)	9.63	10.37	64.57
Less: Direct Costs including change in inventory	(26.13)	(12.41)	13.07
Less: Other expenses	34.73	26.00	8.76
EBITDA (B)	1.02	(3.22)	42.74
EBITDA Margin (%) (B/A)	10.59%	-31.06%	66.20%
Less: Depreciation	1.62	1.91	1.19
Less: Finance Costs	27.01	41.89	34.06
PBT	(27.61)	(47.02)	7.49
Less: Taxes	3.07	4.71	0.38
Reported PAT	(30.68)	(51.73)	7.11

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.

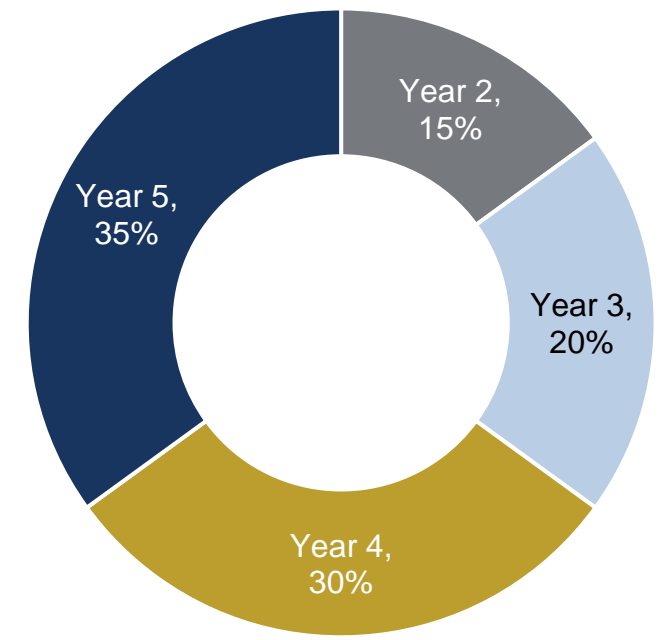
DEBT PROFILE

Particulars	Q4FY24
Debt (Non-Convertible Debentures)	1321.0

₹ Cr.



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



Redemption Schedule of NCDs

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



Vikas Sharma
SALES & MARKETING



Suneet Singh
MARKETING



Anjul Gupta
PEOPLE & CULTURE



Atul Bajaj
HOSPITALITY & FACILITIES



Ankush Vijan
INVESTOR RELATIONS

ESG VISION

NET ZERO TARGET

Committed to create strategy for Carbon Neutrality and Net Zero developments.

GREEN BUILDING

Committed for 100% Green certified residential portfolio

COMMUNITY ENGAGEMENT

Committed to lead community development initiatives improving the welfare and wellbeing of society.

GOVERNANCE

Committed to grow ethically with transparency and accountability built at core.

SUSTAINABLE SUPPLY CHAIN

Committed to integrate ESG in supply chain decisions.

EMPLOYEE ENGAGEMENT

Attract and retain the best talent and create more motivation in employees to work with an ethical company.



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 team members.
- Company has conscientiously moved to explore alternate energy resources.
- TARC 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 TARC



TARC EVENTS



HNI MEET

We welcomed various HNIs for an eventful evening filled with Music and food.

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.

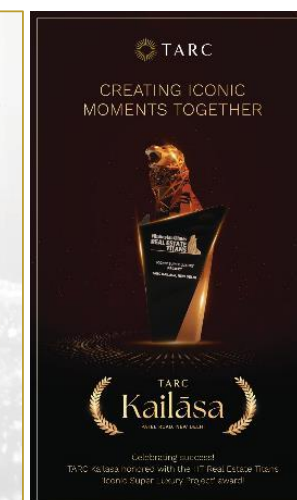
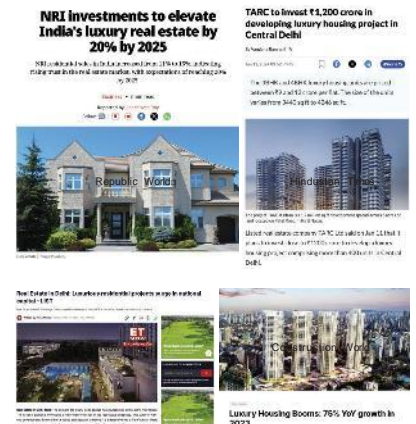


WOMEN'S DAY CELEBRATION

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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www.tarc.in

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