

May 29, 2025

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

Equity Scrip code: 543249 Debt Scrip Code: 976606 To,
The Vice President,
National Stock Exchange of India Limited,
Exchange Plaza,
Bandra Kurla Complex, Bandra (E)
Mumbai – 400051

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





### Disclaimer

This presentation contains "forward looking statements" including, but not limited to, statements relating to the implementation of strategic initiatives, and other statements relating to future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.

TARC Limited undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.

### AT A GLANCE







LEGACY



5 Decades



POSITIONING



Luxury Residential



KEY MARKETS





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### Business Highlights



### Operational Performance

Achieved highest ever sales of ₹3,722 crore in FY25 Sales of ₹1,235 crore achieved in Q4 FY2025.



### Business Development

Finalizing designs on a few more Luxury Residential projects from existing land parcels. The Company has also acquired additional land parcels for complementing growth.



### **Business Liquidity**

Prioritizing payment plans that attract more end users as well as ensure strong cash flows for the Company.

The collections stood at ₹484 crore and set to further increase with incremental sales and continued execution progress.



### Project Success

TARC Tripundra, New Delhi is nearing completion.
TARC Kailasa, New Delhi launched phase is sold out.
TARC Ishva, Gurugram inventory is majorly sold.



### Embedded Margin

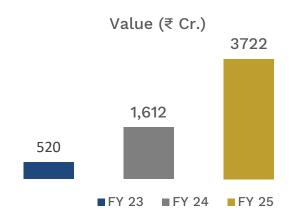
Project slated to be delivered this year to generate substantial margins.

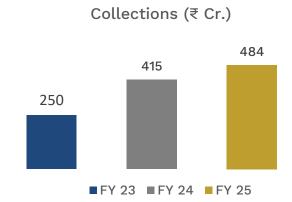


TARC LIMITED

### Sales Performance Update







### Robust Revenue Growth and Increasing Collection Trajectory

The Company has demonstrated remarkable growth over the past three years. Sales have grown more than **7x** in 2 years, from ₹520 crore in FY23 to ₹3,722 crore in FY25. This increase reflects strong market positioning and robust demand across key product offerings.

Similarly, Collections have also multiplied in 2 years, increasing from ₹250 crore in FY23 to ₹415 crore in FY24 and further to ₹484 crore in FY25 indicating enhanced customer trust, superior customer relationship management and execution discipline.





Amar Sarin
Managing Director & CEO

This Financial year has been a landmark year for TARC with our highest ever annual sales of ₹3,722 crore reflecting strong customer confidence and execution capabilities across our marquee developments TARC Ishva, TARC Kailasa and TARC Tripundra with a development potential of ₹7,700 crore. TARC Tripundra is slated for delivery which will allow us to recognize revenues and profits in financial year 2025-26. We are also extremely excited for our new launches this year. As the luxury residential market continues to gain momentum, TARC remains poised to capture this demand through a customer-first approach, disciplined capital deployment and focus on long-term value creation for all. We are deeply grateful to our customers, investors and team members for their continued trust and belief in our vision.



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### %-INSPIRED BY INDIA-%



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



Our broad vision encompasses largescale conceptualization, laying the groundwork for distinctive real estate landmarks.



### RIGOROUS

We approach each development passionately, ensuring every detail is attended to with precision and perfection.



### CONTEMPORARY AESTHETICS

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





#### 2022

- Executed one of the largest transactions in North India with US private investment firm Bain Capital.
- Forayed into Luxury Residential with TARC TRIPUNDRA in New Delhi as our first development.



#### 2023 & 2024

- Delivered TARC MACEO
- Launched TARC KAILASA Luxury Residential Development with a GDV of ~₹4,000 cr.
- Kailasa 1.0 sold-out.



2025

- Launched TARC ISHVA our first luxury residential development in Gurugram with a GDV of ~₹2,700 cr.
- Refinanced the borrowings specific to projects at substantial lower cost through Banks and NBFCs.
- Achieved highest ever sales
- · Aligned to launch our next phase of projects

Rendered Images

### TARC Edge





Strong Positioning as Luxury Residential Developer in key markets



Focus on execution - Preparing for delivery of TARC Tripundra; significantly ahead of schedule



Launched 3 Developments of ~₹7,700 crore GDV



Strategically located land at low cost; Upcoming Pipeline of over ~₹10,000 crore



Increasing Net Operating Cashflows from already launched developments



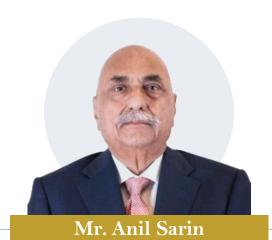
Industry Leading Gross Margins & ROI

## Strategic Roadmap Achieve Cashflow Positive status in 2 Years Focused on Timely Execution Industry Leading ROI Upcoming Developments of over ~ ₹10,000 crore Continued Focus on New Land Acquisition

TARC LIMITED 12 INVESTOR PRESENTATION | Q4 FY25

### Board Of Directors





Founder & Chairman

Has invaluable experience and vision, which helped transform a modest construction enterprise of the 70s into an all-embracing luxury real estate development Company, TARC Limited.



Managing Director & CEO

The driving force at TARC Limited. Possesses the commitment and passion to lead the team with a well-defined strategy that steers the organisation's vision and develops capabilities for planning, finding solutions, and delegating.



Ms. Muskaan Sarin

#### Whole Time Director

Leads the marketing, branding, and customercentric culture of TARC Limited, playing a key role in the company's visibility and outreach, as well as interactions with the company's new and old patrons.

#### Mr. Jyoti Ghosh Independent Director

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

### Mr. Miyar Ramanath Nayak Independent Director

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

### Ms. Bindu Acharya Independent Director

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

### Mr. Ambarish Chatterjee Independent Director

Fellow member of the Institute of Company Secretaries of India. He has over 40 years of post-qualification experience in economic and corporate legislation.

### Management Team





RAJEEV TREHAN
Chief Operating Officer



ANIL MAHINDRA
Land & Legal



NITIN GOEL Finance



AMIT NARAYAN

Company Secretary



RITA MISRA Human Resources



VIKAS SHARMA
Sales & Marketing



ANKUR MAHESHWARI Marketing



PRABHLEEN SINGH
Design



ANKUSH VIJAN
Investor Relations

### Optimized Systems & Processes





#### **DEFINED PROCESSES & FUNCTIONS**

- Robust project governance framework ensures efficiency and quality.
- Strategic risk management practices enhance collaboration and mitigate potential challenges
- Well-established industry partnerships drive market expansion and growth opportunities.
- Partnered with top-tier consulting firm KPMG to build resilient operational system and framework.
   PwC is crafting a bespoke ESG model that reflects our organizational ethos.



#### **DESIGN & DEVELOPMENT**

- Leading architectural firms such as Andy Fisher Workshop, RSP, and GPMA create visionary and iconic designs for all developments.
- **Highly skilled team** ensures seamless execution, innovation and quality.
- · Continuous design enhancements and value engineering.



#### ROBUST SALES ENGINE

- Optimized Sales systems leveraging automation and data analytics to enhance lead management efficiency and conversion rates.
- Integrated digital platform streamlining before sales, sales, post-sales and customer engagement for a seamless experience.
- Dynamic sales and support team of over 50 professionals, ensuring proactive client assistance and relationship management.
- Vast network of channel partners empowered by a structured management system for enhanced collaboration and performance tracking.

#### **TECHNOLOGY**













- Committed to creating a strategy for Carbon Neutrality and Net Zero developments.
- Concluding ESG framework for the organization.
- Received IGBC Platinum Pre-certification for TARC ISHVA
- Received IGBC Gold Pre-certification for TARC Tripundra.
- Approaching IGBC Platinum rating for TARC Kailasa.
- Committed to 100% Green certified residential portfolio



### **SOCIAL**

- Committed to leading community development initiatives to improve the welfare and well-being of society.
- Working towards developing community spaces around the ongoing projects.
- Provide educational support to children of employees.
- The company has conscientiously moved to explore alternate energy resources.
- TARC has adopted a No Single-Use Plastic Policy at the workplace.



### GOVERNANCE

- Committed to growing ethically with transparency and accountability built at the core.
- Working towards finalizing Risk Management Framework, Robust policies, procedures, and Internal Controls with active oversight, being revisited and updated as and when required.
- Ensure the highest level of transparency and accountability through timely disclosures.
- Attract and retain the best talent and motivate employees to work with an ethical company.



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### Project Portfolio











**Nearing Completion** 



Construction is Progressing Rapidly



Construction is Progressing Rapidly

### Development Highlights









### **DEVELOPMENTS**

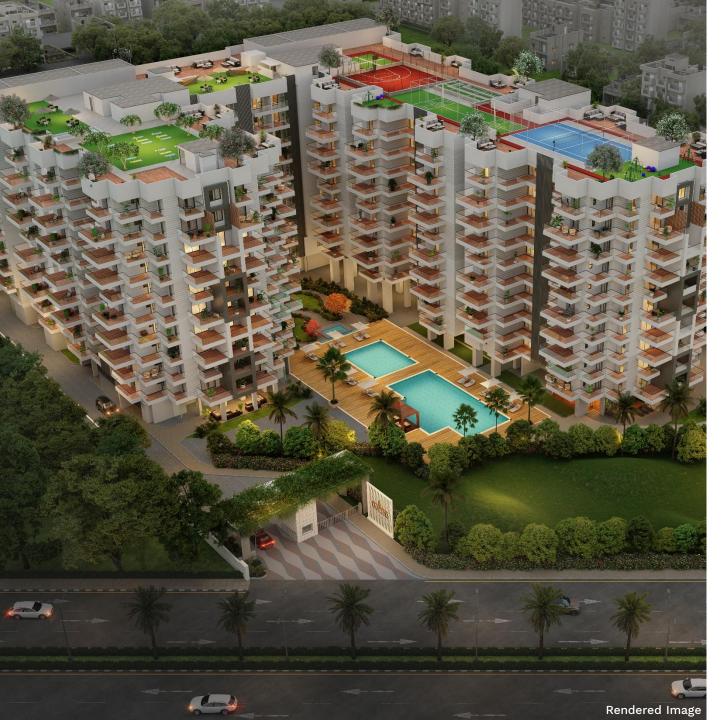






Launch Period	Q3 FY2023	Q4 FY2024	Q2 FY2025
Plot Area	~ 3 acres	~ 6 acres	~ 7 acres
Saleable Area (Feet)*	~5,00,000	~17,00,000	~13,50,000
Sales Potential*	~ ₹ 1,000 crore	~ ₹ 4,000 crore	~ ₹ 2,700 crore

<sup>\*</sup> Approximate







TARC Tripundra, an IGBC Gold-certified development, is a luxury residential development offering contemporary international design and architecture and a curated clubhouse and recreation zones.

#### DEVELOPMENT

High end luxury residential development with 3 & 4 bedroom apartments.

#### **AMENITIES**



Wellness and Fitness Amenities – Cycling tracks, Yoga Centre, Gym, Swimming pools, Sauna & Spa



Family and Lifestyle Facilities - Kids' Play Areas, Gaming Zone, Exclusive Theatre, Pet Grooming Centre



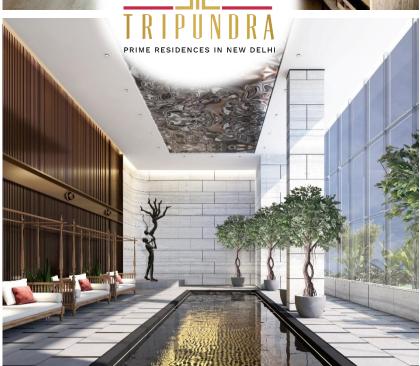
Nature and Creative Spaces - Zen Garden, Pottery Barn,
 Organic Garden



















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

#### DEVELOPMENT

Ultra luxury residential development with 3 & 4 Bedroom apartments.

#### **AMENITIES**



Grand bespoke luxury club along with 7-tier security for an elite lifestyle



**Private lift lobbies**, large-format rooms, and architecture by **Andy Fisher Workshop**, **Singapore** 



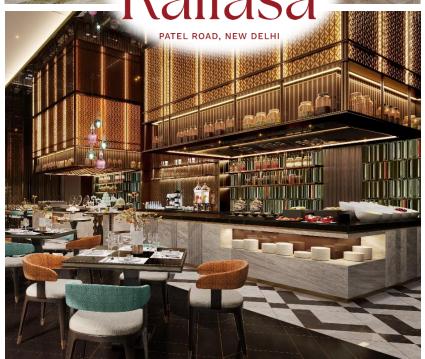
**100% EV charging readiness**, VRF climate control, and fully equipped modular kitchens with **smart home systems** 

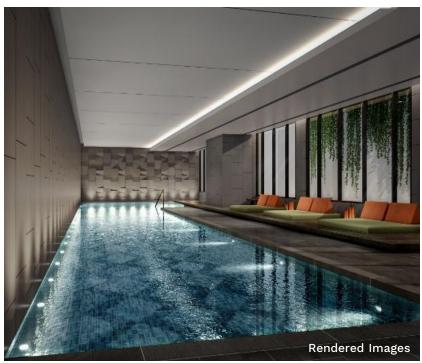


















State-of-the-art luxury apartments. The development includes best-in-class amenities and is well-connected to malls, restaurants, hospitals, and schools, allowing for an ultra-luxurious lifestyle.

#### **DEVELOPMENT**

A luxury residential development offering four side open residences.

#### **AMENITIES**



World-Class **Leisure & Wellness** including an all-weather pool, **cryosauna therapy**, and a dedicated **pickleball court** 



Gourmet Experiences with multi-cuisine fine dining curated by expert chefs for a truly global culinary journey



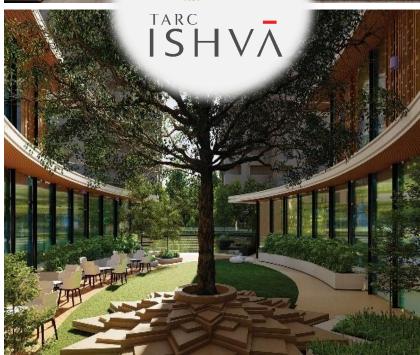
Sustainable Living Ecosystem with rainwater harvesting, waste management, and energy-efficient systems promoting environmental balance













### Construction Highlights



### TARC TRIPUNDRA



#### TARC ISHVA



















Actual Images

TARC LIMITED 26 INVESTOR PRESENTATION Q4 FY25

### Awards & Recognitions





Category: Best Upcoming Project of the Year 2023

Project Name: TARC Tripundra Year: 2022

### **IBE-** International Brand Equity - 8th India property Award-2023

Category: Best Upcoming Project of the Year 2023

Project Name: TARC Tripundra Year: 2023

### Realty+ Conclave & Excellence Awards

Category: Luxury Project of the Year - 2023 Project Name: TARC Tripundra Year: 2023



Category: Best Project of the Year Project Name: TARC Tripundra Year: 2023

#### Entrepreneur One

Category: Top 10 Most Promising Companies Of The Year 2024

Project Name: TARC Kailasa Year: 2024

#### The Economic Times - Real Estate Awards

Category: Residential Project-High - End (North: Ongoing)

Project Name: TARC Tripundra Year: 2024

### Golden Brick Awards 2024 -International Real Estate Awards in Dubai, UAE

Category: Luxury Project of the Year - 2024 Project Name: TARC Kailasa Year: 2024



Times Realty & Infrastructure

Category: Luxury Project of the Year - 2024 Project Name: TARC Kailasa Year: 2024

### Hindustan Times real Estate Titans

Category: Iconic Super Luxury Project - 2024

Project Name: TARC Kailasa Year: 2024



#### Asia One Awards

Category: India's Greatest Brands 2023-24 Proiect Name: TARC Kailasa

Year: 2024



#### Times Realty & Infrastructure Conclave 2024

Category: Luxury Project of the Year Project Name: TARC Kailasa Year: 2024



Category: Residential Project - Ultra Premium Project Name: TARC Ishva Year: 2025













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### Financials for FY2024-25



For detailed financials please refer below **QR code**.



# Estimated Unrealized Cashflows From Ongoing Developments



Particulars	<b>FY26-FY29</b> (₹ in Crores)
Future Cashflows from Ongoing Developments *	~₹6,800

\*Estimated

- Cash Inflows include committed cashflows of ~₹4,800 crore from existing sales and future sale of balance inventory of ~₹2,000 crore.
- Estimated Development cost of ~₹2,700
- Net Operating Unrealized Cashflows from Under Development Projects are estimated to be ~₹4.000 Crore.

### **Cash Inflows**

Under Development Portfolio	Collected ~₹949	FY26 ₹1,300-1,500	FY27-29 ₹1,300-1,500, Annually
·			

Total ~₹7,700 crore revenue expected to be recognized over four years

### Development Plans From Own Land Bank



S. No.	Details	Development Potential (₹ Cr)	Development Size (Feet)
Upcon	ning Pipeline		
1	TARC IV		~30,00,000
2	TARC V	>10.000	
3	TARC VI	>10,000	
4	TARC VII		

Estimated figures





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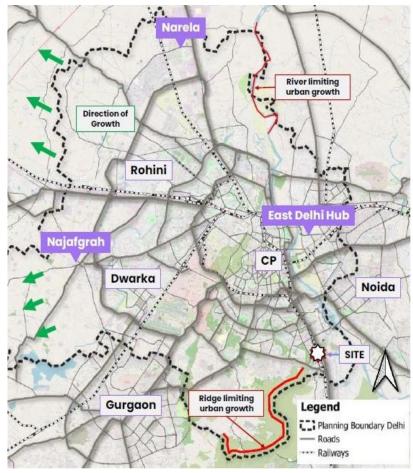
MARKET OPPORTUNITY

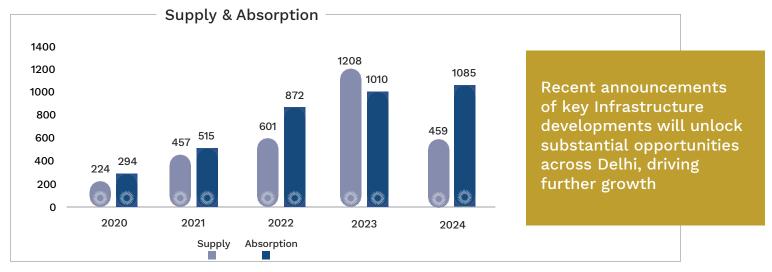
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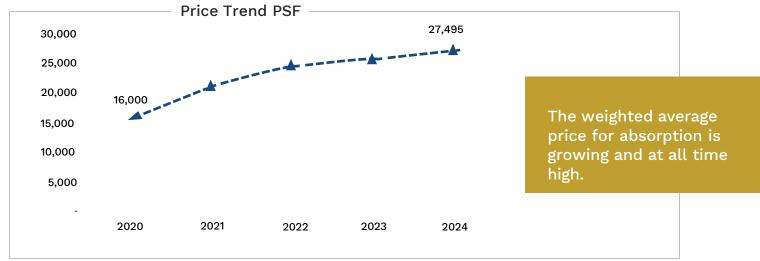
### **NEW DELHI Driving Growth**



#### Urban Growth Areas: New Delhi







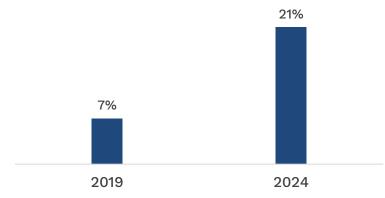
Scale 1: 300,000 Source: PropEquity

### Luxury Residential Opportunity

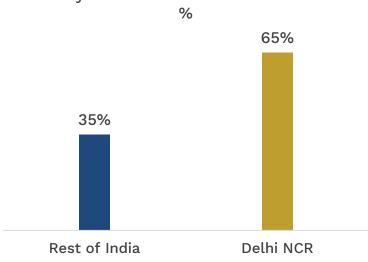




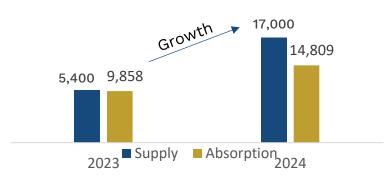




Luxury Residential Share in NCR vs ROI



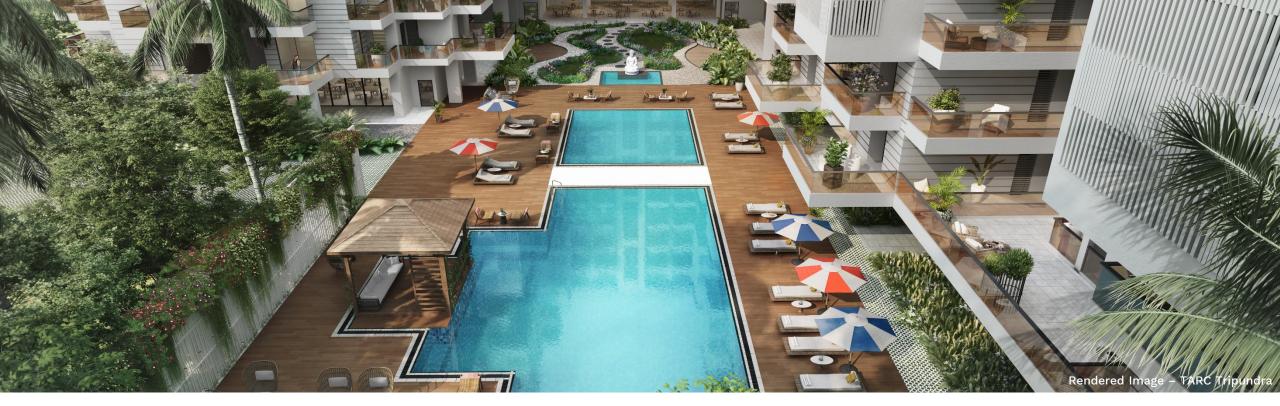
Luxury Residential Supply & Absorption (₹4+ cr) in NCR



India's GDP grew at 8.2% in 2024 and Projected to grow at 6.5% in 2025.

Wealthy investors citing capital appreciation as their primary motivation for investment in Luxury Residential.

Delhi NCR witnessed 32% YoY housing price Growth



### Thank You

FOR MORE INFORMATION, CONTACT

ANKUSH VIJAN,
Investor relations, TARC limited
investors@tarc.in
011 41244311

Investor Relations Advisors
ADFACTORS PR PVT. LTD.

Mr. Aditya Tikare / Parth Chauhan aditya.tikare@adfactorspr.com parth.chauhan@adfactorspr.com

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