

20th May, 2025

BSE Limited Listing Dept. / Dept. of Corporate Services, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001. National Stock Exchange of India Ltd. Listing Dept., Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1, G. Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 400 051.

Security Code: 539301
Security ID: ARVSMART

Symbol: ARVSMART

Dear Sir / Madam,

Sub: Information Update / Investor Presentation for Q4 & FY25.

Pursuant to Regulations 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are submitting herewith the Information Update / Investor Presentation for the quarter and financial year ended on 31st March, 2025.

The copy of Information Update / Investor Presentation will also be available on the website of the Company at https://www.arvindsmartspaces.com/investors/financial-reports/.

You are requested to take the same on your record.

Thanking you,

Yours faithfully,

For Arvind SmartSpaces Limited

Prakash Makwana Company Secretary

Encl.: As above





# INFORMATION UPDATE Q4 & FY25

**MAY 2025** 

www.arvindsmartspaces.com





# Q4 & FY25 PERFORMANCE

- OPERATIONAL HIGHLIGHTS
- FINANCIAL HIGHLIGHTS

# **KEY UPDATES: Q4 & FY25** Q4 & FY25 HIGHLIGHTS - BOOKINGS, COLLECTIONS, P&L

- Highest ever annual bookings value of Rs. 1,271 Cr; YoY growth of 15%
  - New launches continuing to perform well in newer micro markets Arvind Aquacity and The Park contributed ~67% (Rs. 855 Cr) of booking value for FY25
  - Bangalore bookings stood at Rs. 474 Cr contributing 37% to the total annual
- Quarterly Bookings Value of Rs. 381 Cr; YoY growth of 18% launched The Park in Bengaluru during the quarter and sold entire released inventory of 200 units valued at over Rs. 180 Cr.
- Highest yearly collections of Rs 942 Cr, YoY growth of 7%. Q4 collections were flat at Rs 215 Cr. Strong Operating Cash Flows of Rs. 337 Cr in FY25. Operating Cash Flows of Rs. 60 Cr during the quarter
- Size of P&L has grown substantially during FY25
- o Revenues at Rs. 713 Cr, up 109%,\*Adjusted EBITDA at Rs 196.2 Cr, up 130% and PAT at Rs 119 Cr. up 133%

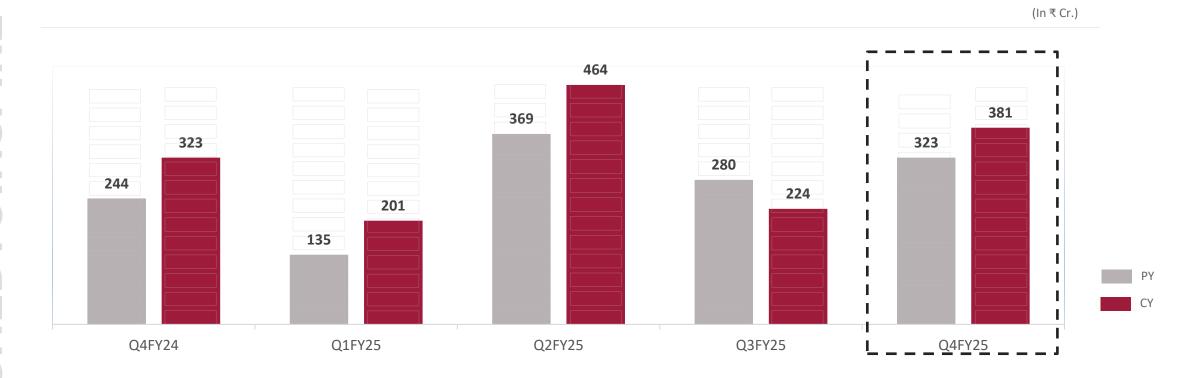
#### FY25 HIGHLIGHTS – BUSINESS DEVELOPMENT & DIVIDEND

- The cumulative new business development topline potential stands at more than ~Rs. 4,450 Cr for the financial year - added new projects across Ahmedabad, Bengaluru and MMR
  - Entered Mumbai Metropolitan Region (MMR) with a ~Rs. 1,500\* crore horizontal township project, spread over ~ 92 acre
  - Acquired new high-rise project in ITPL Road, Bengaluru with a top-line potential of ~Rs. 600 Cr spread across 2.9 acre and saleable area of 4.2 lakh sq. ft.
  - To develop a mega industrial park in Ahmedabad spread over ~440 acre with a top-line potential of ~Rs. 1,350\* crore
  - Added new plotted development project in Sanand, Ahmedabad with a topline potential of Rs. 600 crore spread across 150 acre and a salable area of 6.6 mn sq. ft.
- The Board of Directors recommended a final dividend of Rs. 6.00/- per equity share of face value of Rs. 10/- each

\*On the basis of the current business assumptions

# **BOOKINGS: Q4 FY25**





Q4 FY24 **₹323** CR

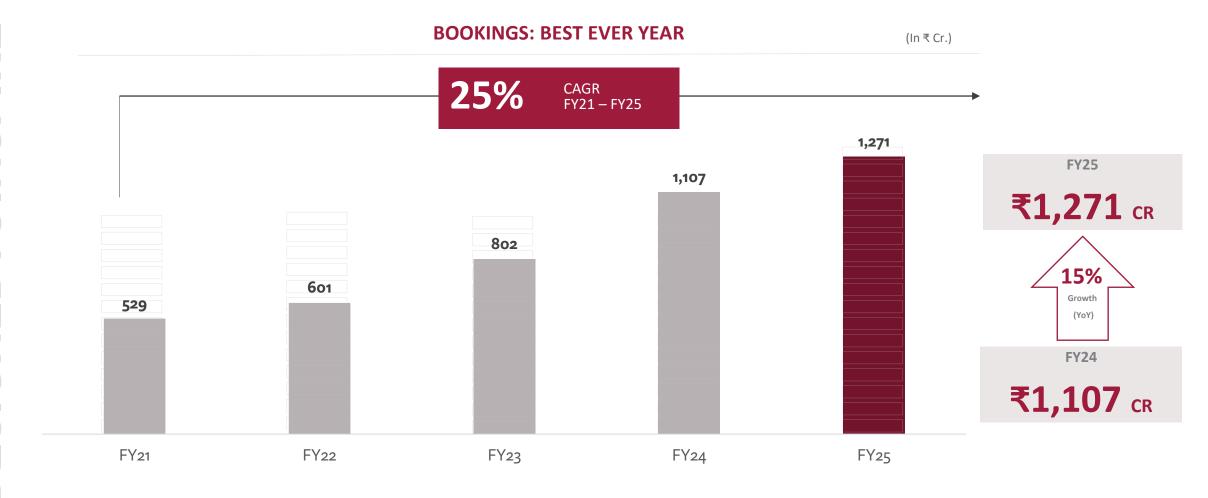
**₹381** cr

Q4 FY25

18%

# **BOOKINGS: FY25**







# **BOOKINGS: PROJECT-WISE**



City	Project wise	Q4 FY24	Q4 FY25
		Rs. Cr	Rs. Cr
Gujarat	Aavishkaar	2	3
	Forreste (I to V)	26	8
	Fruits of Life	1	1
	High Grove / CW	2	(1)
	Uplands 2.0 & 3.0	16	2
	Uplands (One & Two)	11	1
	Rhythm of Life	70	2
	Aquacity Other Completed Projects	- 1	- 1
	Gujarat Total	128	16
Karnataka	Belair	12	12
	Greatlands	15	8
	Oasis	(0)	2
	Skylands	-	-
	The Edge	-	-
	Forest Trails	5	141
	Orchards	163	7
	The Park	-	180
	Other Completed Projects	-	-
	Karnataka Total	195	351
Maharashtra	Elan	-	14
	Total	323	381

City	Project wise	FY24	FY25
		Rs. Cr	Rs. Cr
Gujarat	Aavishkaar	12	11
	Forreste (I to V)	52	27
	Fruits of Life	43	0
	High Grove / CW	41	(4)
	Uplands 2.0 & 3.0	392	49
	Uplands (One & Two)	79	(5)
	Rhythm of Life	70	23
	Aquacity Other Completed Projects	- 1	675 4
	Gujarat Total	689	780
Karnataka	Belair	52	50
	Greatlands	2	17
	Oasis	40	10
	Skylands	1	-
	The Edge	2	-
	Forest Trails	159	164
	Orchards	163	53
	The Park	-	180
	Other Completed Projects	-	-
	Karnataka Total	420	474
Maharashtra	Elan	(2)	17
Total		1,107	1,271

Q4 FY24

**₹323** cr

Q4 FY25

₹381 cr

**Growth (YoY)** 

18%

FY24

**₹1107** cr

FY25

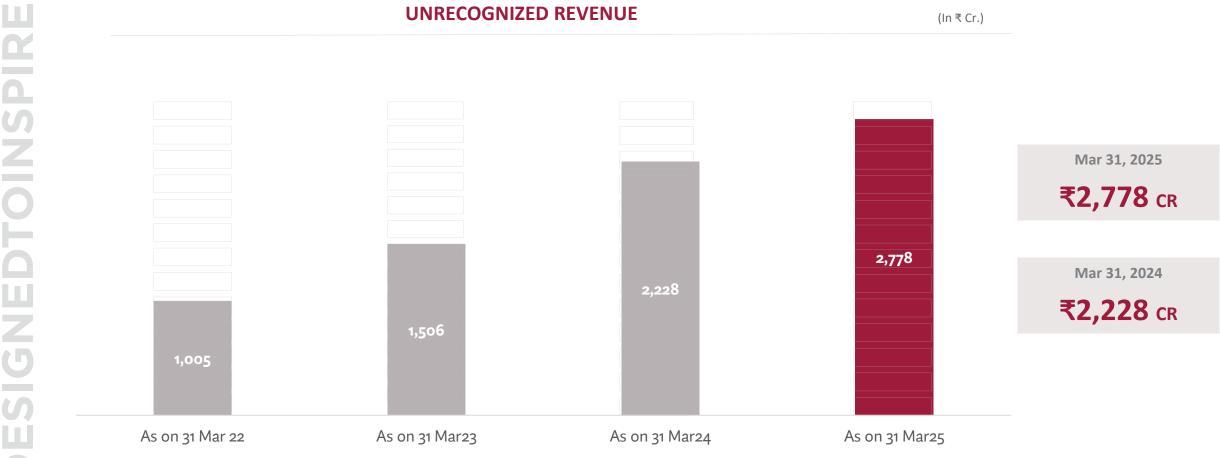
**₹1271** cr

Growth (YoY)

**15%** 

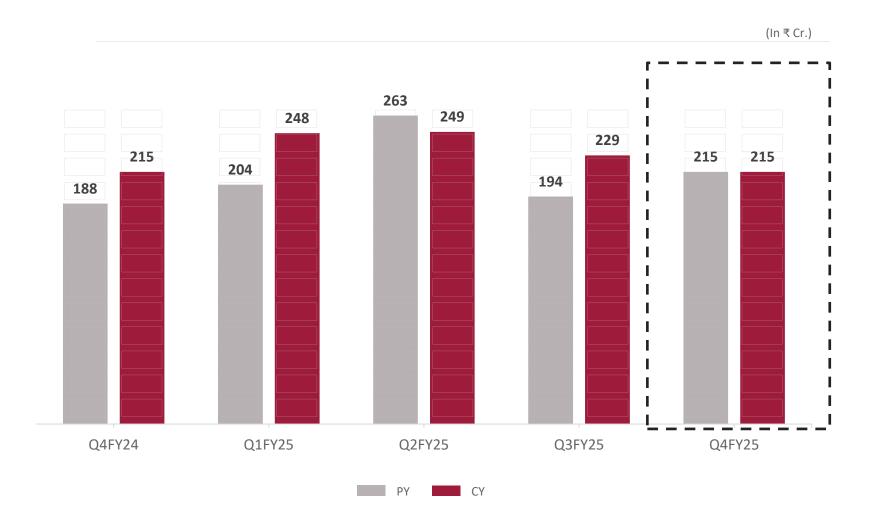
# **UNRECOGNIZED REVENUE – AS ON 31 MAR 25**





# **COLLECTIONS: Q4FY25**







# **COLLECTIONS: FY25**

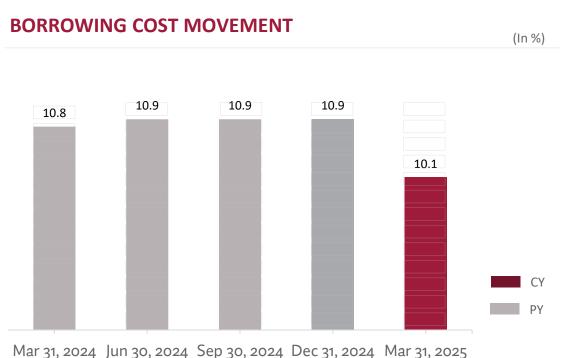


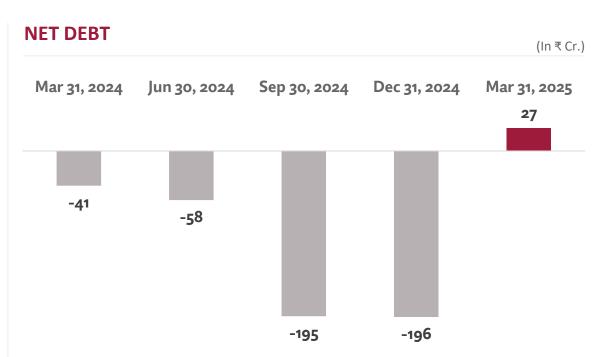


# **NET DEBT MOVEMENT: Q4FY25**









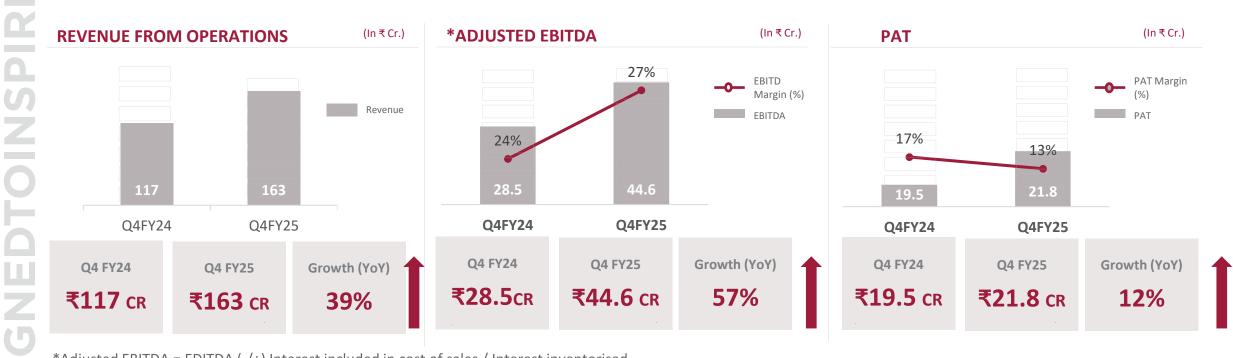
Net Interest-bearing funds as on Mar 31, 2025 is ₹ 27 Cr (vs Dec 24 ₹ -196 Cr) increased by ₹ 223 Cr during the quarter

Net Debt (Interest-bearing funds) to Equity ratio at 0.04 as on Mar-25 vs (0.34) as on Dec-24

# **P&L: Q4FY25**



#### **CONSOLIDATED FINANCIALS SUMMARY**



<sup>\*</sup>Adjusted EBITDA = EDITDA (-/+) Interest included in cost of sales / Interest inventorised

#### FINANCIAL PERFORMANCE VS FRESH SALES

- Financial performance is based on applicable accounting standards wherein the revenue recognition is based on transfer of control with Project completion and satisfaction of performance obligation.
- Despite witnessing strong Sales momentum in fresh bookings, the same does not reflect in Financial performance due to a lag between the two

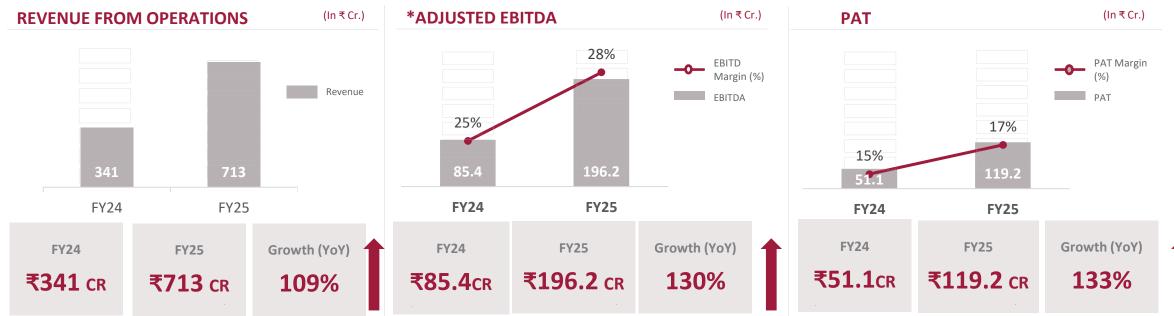
## **P&L:FY25**



# SPIRE

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#### **CONSOLIDATED FINANCIALS SUMMARY**



<sup>\*</sup>Adjusted EBITDA = EDITDA (-/+) Interest included in cost of sales / Interest inventorised

#### FINANCIAL PERFORMANCE VS FRESH SALES

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# **Q4FY25 SYNOPSIS**



City	Projects	Area Booked Q4 FY25	Units Booked Q4 FY25	Sales Value for Q4 FY25	Amount Collected Q4 FY25	Revenue Recognized Q4 FY25
		(sq ft.)	(nos.)	(Rs. Cr)	(Rs. Cr)	(Rs. Cr)
	Aavishkaar	8,213	8	3	3	3
	Alcove	-	-	-	-	-
	Chirping Woods	-	-	0	5	0
	Forreste 5	14,310	1	4	3	0
	Forreste 1 - 4^	13,941	2	4	3	0
City  Gujarat  Karnataka  Maharashtra  Total	Fruits of Life	6,354	1	1	2	-
Gujarat  Karnataka  Maharashtra	Highgrove	(10,359)	(2)	(1)	2	11
Gujarat	Megaestate	3,758	2	1	1	-
	Megapark	-	-	-	-	(0)
	Megatrade	-	-	-	0	0
	Aquacity	-	-	-	29	-
	Rhythm of Life	22,725	4	2	6	-
	Uplands 2.0 & 3.0, Adroda	(657)	1	2	54	-
	Uplands One	-	-	1	2	6
	Uplands Two	-	-	0	11	54
	Belair	13,171	8	12	13	60
	Expansia	-	-	-	-	-
Gujarat Karnataka Maharashtra	Forest Trails	1,81,811	59	141	13	-
	Greatlands	13,071	4	8	17	18
Varnataka	Oasis	2,156	2	2	5	5
Kaiiiataka	Skylands	-	-	-	-	-
	Orchards	12,393	7	7	26	-
	Sporcia	-	-	-	-	-
	The Edge	-	-	-	0	-
	The Park	2,78,304	201	1       4       3         2       4       3         1       1       2         (2)       (1)       2         2       1       1         -       -       -         -       -       0         -       -       29         4       2       6         1       2       54         -       1       2         -       1       2         -       0       11         8       12       13         -       -       -         59       141       13         4       8       17         2       2       5         -       -       -         7       7       26         -       -       0         201       180       15         12       14       5	-	
Maharashtra	Elan	13,497		14	_	4
Total		5,72,688	310	381	215	163

<sup>^</sup> Revenue recognition excludes any sale of land or other miscellaneous income

Forreste Revenue recognition for Arvind SmartSpaces would be equivalent to DM Fees only.

Amount Collected is inclusive of Taxes and net of cancellations

# **FY25 SYNOPSIS**



City	Projects	Area Booked FY25	Units Booked FY25	Booking Value for FY25	Amount Collected FY25	Revenue Recognized FY25
		(sq ft.)	(nos.)	(Rs. Cr)	(Rs. Cr)	(Rs. Cr)
	Aavishkaar	32,750	37	11	12	12
	Chirping Woods	(18,378)	(4)	(3)	17	2
	Forreste 5	91,269	9	24	34	2
	Forreste 1 - 4^	11,430	2	3	45	3
	Fruits of Life	(2,511)	1	0	25	-
	Aavishkaar Chirping Woods Forreste 5 Forreste 1 - 4^ Fruits of Life Highgrove Megaestate Megapark Megatrade Aquacity Rhythm of Life Uplands 2.0 & 3.0, Adroda Uplands One Uplands Two  Belair Forest Trails Greatlands Oasis Orchards The Edge The Park	(10,701)	(2)	(1)	12	38
Cuiarat	Megaestate	3,758	2	1	1	-
Gujarat	Megapark	22,376	2	2	1	2
	Megatrade	814	2	0	0	0
	Aquacity	63,54,936	826	675	103	-
	Rhythm of Life	1,55,169	22	23	23	-
	Uplands 2.0 & 3.0, Adroda	4,90,095	81	49	235	-
	Uplands One	(31,932)	(1)	(9)	17	45
	Uplands Two	9,363	3	4	51	65
	Belair	51,098	40	50	79	202
	Forest Trails	2,12,115	67	164	36	-
	Greatlands	23,568	9	17	81	286
Karnataka	Oasis	12,124	10	10	11	12
	Orchards	82,144	48	53	130	-
	The Edge	-	-	-	2	-
	The Park	2,78,304	201	180	15	
Maharashtra	Elan	16,869	15	17	10	45
Total		77,84,661	1,370	1,271	942	713

<sup>^</sup> Revenue recognition excludes any sale of land or other miscellaneous income

Forreste Revenue recognition for Arvind SmartSpaces would be equivalent to DM Fees only.

Amount Collected is inclusive of Taxes and net of cancellations

# BALANCE SHEET – AS ON MAR 31, 2025



Amount in Rs. Cr	As on	As on	
	Mar 31, 2024	Mar 31, 2025	
Equity and liabilities			
Share Capital	45	46	
Reserves and Surplus	449	552	
Shareholders Funds	495	598	
Non Current Liabilities	99	242	
Current Liabilities	1,377	1,621	
Total	2,1 02	2,671	

Amount in Rs. Cr	As on	As on
	Mar 31 , 2024	Mar 31, 2025
ASSETS		
Fixed Assets	72	83
Non-Current Assets	317	577
Inventories	1,362	1,489
Current Assets	351	522
Total	2,1 02	2,671

# **DEBT PROFILE – AS ON MAR 31, 2025**



Amount in ₹ Cr.	30-Jun- 2024	30-Sep- 2024	31-Dec- 2024	31-Mar- 2025
Gross Debt*	61	58	55	199
Net Interest-bearing funds	(58)	(195)	(196)	27
Net Interest-bearing funds to Equity	(0.12)	(0.37)	(0.34)	0.04

The Company generated operating Cash Flow of Rs. 60 Cr of in Q4 and Rs. 337 cr in FY25. The Company has significant headroom to raise fresh Debt while maintaining a healthy Debt Equity ratio.

Note: The numbers for Gross Debt and Net Debt may appear different in financials basis the reporting as per accounting standards

<sup>•</sup> The above statement does not include OCD of ₹ 49 Cr issued to HDFC Platform 2 (8 years original tenure + 2 years) for joint project in Bangalore and surplus accumulated towards landowners of High Grove and Chirping Woods

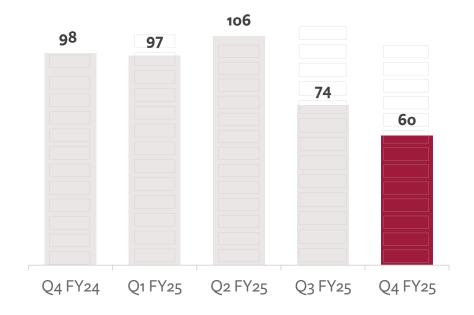
# **CONSOLIDATED CASHFLOWS – Q4FY25**



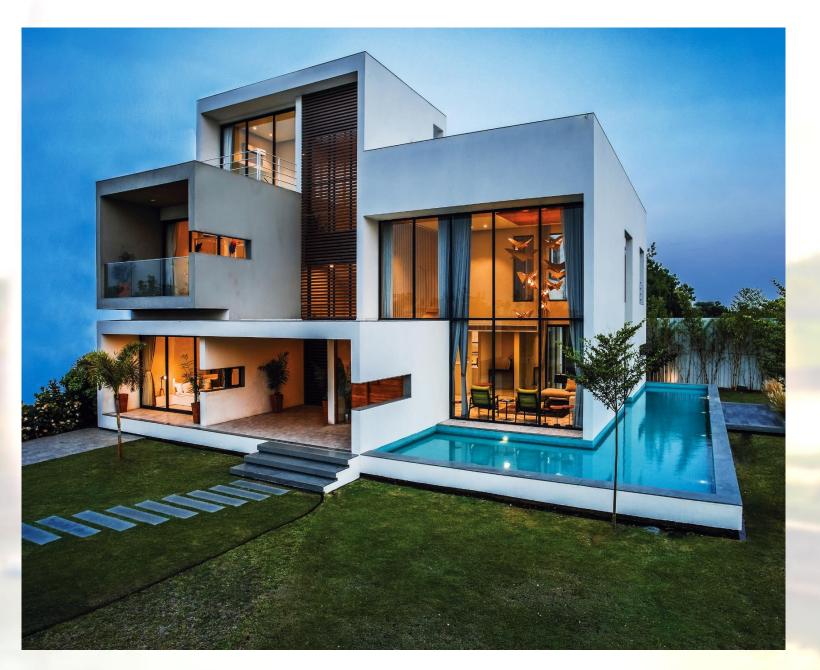
#### Particulars (Rs in Crs) **FY24** Q1 FY25 | Q2 FY25 | Q3 FY25 | Q4 FY25 **FY25 Opening Balance** 27 21 30 39 22 21 Operating activities Collections 876 248 249 230 215 942 Construction cost and other overheads (296)(104)(105)(88)(97)(393)(13)(15) (33)Taxes Direct land cost/JDA and DM sharing (123)(33)(55)(44)(46)(179)97 337 Net Operating Cashflow (A) 458 106 Financing Activities Finance cost (Net) (1)(3)(2)Pref Issue / Equity 137 Loans/OCD - Drawdown/(Repayment) (Net) (75)(15)(39)144 (20)(13)(125)58 (87)Investments (Net) Net Financial Cashflow (B) (96)(25) (79)(46)206 **57 Investing Activities** Land Payments & Approvals (368)(62)(20)(45)(261)(388)(45) Net Investing Cashflow (C) (62)(20)(261)(388)(368)**Closing Balance** 21 30 39 22 27 27

#### **STRONG OCF TREND:**

(In ₹ Cr.)



Note: Above cash flow is basis direct cashflow method and may not correspond to accounting cash flow method and strict accounting classifications. Further for DM projects, the collections are grossed up while the net operating cash flow for the Company from DM would be equivalent to DM fees only.





# PROJECT PORTFOLIO

- COMPLETED PROJECTS
- PROJECTS UNDER EXECUTION
- PROJECTS IN PIPELINE
- SYNOPSIS

# ACVIDD SMARTSPACES

# **PROJECT PORTFOLIO - COMPLETED**

State	Project	Total Saleable (Sqft)	Booked (Sqft)	Unsold Inventory (Sqft)	Booking Value (₹ Cr)	Revenue Recognized (₹ Cr)	^Collections (₹ Cr)	Average Price (Price till date) ₹/Sq ft
	Aavishkaar	5,45,468	4,49,215	96,253	129	121	124	2,865
	Alcove	10,32,660	9,84,150	48,510	25	25	25	251
	Citadel	1,01,859	1,01,859	-	55	55	55	5,407
Gujarat	Megaestate	59,180	28,752	30,428	9	8	8	3,256
<b>,</b>	Megapark	5,01,222	4,83,860	17,362	29	28	27	591
	Megatrade	82,526	74,550	7,976	32	31	32	4,293
	Parishkaar/Trade Square	9,15,809	9,15,809	-	254	254	254	2,776
	Belair	4,69,620	4,23,373	46,247	286	196	249	6,755
	Expansia	1,40,268	1,40,268	-	75	75	75	5,358
Karnataka	Greatlands	9,52,854	7,61,657	1,91,197	317	279	300	4,158
namatana	Oasis	5,72,262	5,63,878	8,384	325	323	324	5,770
	Skylands	4,91,113	4,91,113	-	267	267	267	5,443
	Sporcia	5,01,491	4,99,990	1,501	235	235	234	4,692
Maharashtra	Elan	1,34,952	78,457	56,495	60	45	48	7,611
	Total	65,01,284	59,96,931	5,04,353	2,098	1,942	2,021	

^Amount Collected is excluding Taxes and net of cancellations As on 31 March 2025

# **PROJECT PORTFOLIO - ONGOING**



State	Project	Total Saleable	Booked	Unsold Inventory	Booking Value	Revenue Recognized	^Collections	Average Price (Price till date)
		(Sqft)	(Sqft)	(Sqft)	(₹ Cr)	(₹ Cr)	(₹ Cr)	₹/Sqft
Gujarat	Aquacity	1,02,80,457	63,54,936	39,25,521	675	-	100	1,062
	Chirping Woods	13,39,092	10,89,275	2,49,817	129	2	109	1,180
	Forreste 1 - 4 <sup>^</sup>	29,58,846	24,10,211	5,48,634	346	32	327	1,437
	Forreste 5	9,43,164	5,47,500	3,95,664	124	5	68	2,265
	Fruits of Life	17,45,853	15,02,775	2,43,078	146	-	137	969
	High grove	43,77,033	24,23,835	19,53,198	230	98	225	951
	Rhythm of Life	7,98,858	7,63,659	35,199	93	-	24	1,214
	Uplands 2.0 & 3.0, Adroda	67,50,136	48,89,880	18,60,256	441	-	306	902
	Uplands One	31,92,901	29,31,052	2,61,849	507	481	501	1,731
	Uplands Two	12,89,128	10,83,204	2,05,924	331	119	293	3,053
Karnataka	Forest Trails (Sarjapur JD)	9,71,736	4,36,550	5,35,186	3 <del>2</del> 3	-	63	7,394
	Orchards	5,70,200	3,94,907	1,75,294	216	-	148	5,481
	The Edge	1,68,224	56,994	1,11,230	40	-	26	7,077
	The Park	5,69,066	2,78,304	2,90,762	180	_	15	6,485
	Total	3,59,54,695	2,51,63,082	1,07,91,613	3,781	735	2,341	

<sup>^</sup>Amount Collected is excluding Taxes and net of cancellations

# **PROJECT PORTFOLIO – SUMMARY 1**



Status	City	Project	Туре	Structure	Economic Interest	Estimated Completion Date	Saleable Sq Ft	Total Est. Booking Value (Rs in Crs)
A. Completed	Gujarat	Summary of all completed projects				Complete	32,38,724	584
	Maharashtra	Summary of all completed projects				Complete	1,34,952	75
	Karnataka	Summary of all completed projects				Complete	31,27,608	1,596
B. Ongoing	Gujarat	Chirping Woods	Residential	JV	~ 50% Revenue Share	2024	13,39,092	173
		Forreste 5	Residential	DM	~ 10% Revenue Share	2026	9,43,164	207
		Uplands One	Residential	JV	~ 77% Revenue Share	2023	31,92,901	580
		Uplands Two	Residential	JV	~ 77% Revenue Share	2025	12,89,128	350
		High grove	Residential	JV	~ 45% Revenue Share	2024	43,77,033	329
		Forreste 1 - 4^	Residential	DM	~ 10% Revenue Share	2024	29,58,846	395
		Aquacity	Residential	JV	~ 50% Revenue Share	2027	1,02,80,457	973
		Fruits of Life	Residential	HDFC Platform 2	Arvind Invst 33.33%	2025	17,45,853	155
		Uplands 2.0 & 3.0, Adroda	Residential	JV	~ 55% Revenue Share	2026	67,50,136	638
		Rhythm of Life	Residential	Owned	100%	2026	7,98,858	111
	Karnataka	The Edge	Commercial	Owned	100%	2024	1,68,224	125
		Forest Trails (Sarjapur JD)	Residential	JD	~ 65% Revenue Share	2027	9,71,736	600
		Orchards	Residential	HDFC Platform 2	Arvind Invst 33.33%	2027	5,70,200	222
		The Park	Residential	Owned	100%	2028	5,69,066	370
		Subtotal					4,24,55,979	7,482

# **PROJECT PORTFOLIO – SUMMARY 2**



Status	City	Project	Туре	Structure	Economic Interest	Estimated Completion Date	Saleable Sq Ft	Total Est. Booking Value (Rs in Crs)
C. Planned	Gujarat	Uplands III	Residential	JV	~ 77% Revenue Share	Yet to be launched	11,15,294	368
		Forreste phase 6	Residential	DM	~ 10% Revenue Share	Yet to be launched	10,71,155	127
		South Ahmedabad	Residential	Owned	100%	Yet to be launched	25,61,328	150
		Fruits of Life - Future phase	Residential	Owned	100%	Yet to be launched	3,08,909	25
		Moti Bhoyan	Residential	DM	~ 10% Revenue Share	Yet to be launched	7,17,959	116
		Uplands 2.0 & 3.0, Adroda - Future Phase	Residential	JV	~ 55% Revenue Share	Yet to be launched	39,77,671	406
		NH48, Surat	Residential	JV	~ 55% Revenue Share	Yet to be launched	1,32,33,132	1,094
		Rhythm of Life - Future Phase	Residential	Owned	100%	Yet to be launched	9,80,826	139
		Aquacity - Future Phase	Residential	JV	~ 50% Revenue Share	Yet to be launched	1,03,33,701	978
		Industrial Park - NH 47	Commercial	JD	~ 70.5% Revenue Share	Yet to be launched	1,92,48,192	1,350
		Mankol	Residential	Owned	100%	Yet to be launched	65,77,560	560
	Karnataka	Bannerghatta Road	Residential	HDFC Platform 2	Arvind Invst 33.33%	Yet to be launched	4,63,587	400
		Orchards - Future Phase	Residential	Owned	100%	Yet to be launched	5,43,367	212
		Sarjapur Road (Sarjapur JD)	Residential	JD	~ 65% Revenue Share	Yet to be launched	3,23,433	275
		ITPL Road	Residential	JD	~ 54% Revenue Share	Yet to be launched	4,45,379	600
	Maharashtra	Khopoli	Residential	JD	~ 70.5% Revenue Share	Yet to be launched	21,94,553	1,520
		Subtotal					6,40,96,047	8,321
		Grand Total					10,65,52,026	15,803

#### ACVIOD SMARTSPACES

# **ESTIMATED OPERATING CASH FLOW**

₹Cr		Total Est. Booking Value	Booking Value till date	Estimated Value of Inventory	Receivables	Est. Inventory + Receivables	Balance Cost to be Incurred*	Est. Operating Cashflow
Gujarat	Completed	584	533	51	8	59	О	59
	Ongoing	3,910	3,021	889	932	1,821	1,276	545
	Yet to be launched	5,314	0	5,314	О	5,314	3,558	1,756
Gujarat Total		9,808	3,554	6,254	940	7,194	4,834	2,360
Karnataka	Completed	1,596	1,505	91	56	146	28	118
	Ongoing	1,317	760	557	508	1,065	458	607
	Yet to be launched	1,487	О	1,487	О	1,487	1,011	475
Karnataka Total		4,399	2,265	2,134	564	2,698	1,498	1,201
Maharashtra	Ongoing	75	60	15	12	27	-5	32
	Yet to be launched	1,520	О	1,520	О	1,520	1,111	409
Maharashtra Total		1,595	60	1,535	12	1,547	1,106	441
Grand Total		15,803	5,879	9,924	1,516	11,440	7,438	4,002
Add: Surplus								-27
Net Estimated Unro	ealised Operating Ca	shflow			-			3,975

Note: EBITDA level Estimated Cash flow after allocation of Corporate overheads. The estimated operating cash flow represents Company's share only.

<sup>\*</sup> Includes Land cost payable to Land partners. Further, DM model is grossed up for Revenue and Cost. Net Operating Cash flow for the Company from DM would be limited to DM fees only.



# DTOINSPI

### **OVERVIEW**



Part of Lalbhai Group with a 120-year legacy - synonymous with robust governance and creating value accretive businesses

Listed in 2015 post demerger from Arvind Ltd

#### Diversified geographical presence

Ahmedabad, Gandhinagar, Bangalore & Pune

#### **Strong conviction by promoters**

- 3 rounds of capital infusion by promoters
- Recent one by MD & CEO

#### Strong trusted consumer brand

Success across product segments and geographies in launch as well as sustenance phase

# Primarily focused on Residential development

De-risked product presence – Horizontal (Plotting, Villas) and Vertical (Luxury, MIG residential housing)

#### Strategic partnership with HDFC Capital

Equity investment at Hold co and Platform funding

#### **Experienced Professional Mgmt.**

Focused on P&L accretive Business Development
Learnings in place to help significantly scale up

#### **Growing Project Portfolio**

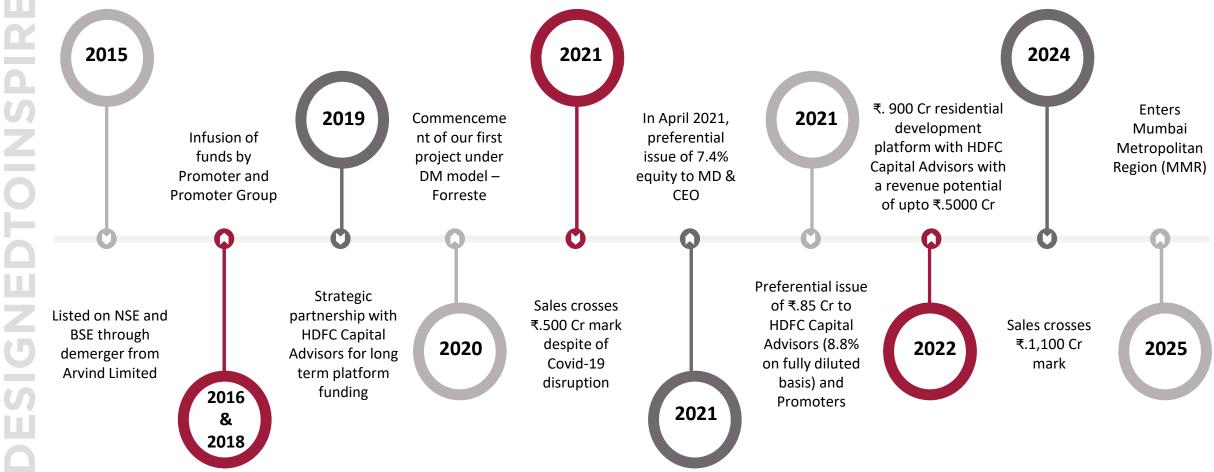
- Delivered 6.5 msf
- Ongoing projects of 35.9 msf
- Planned projects of 64.1 msf

# Strong financial performance - 25% CAGR in Bookings

Long term credit rating of A+/Stable outlook; OCF of Rs 337 Cr in FY25

## THE JOURNEY SO FAR





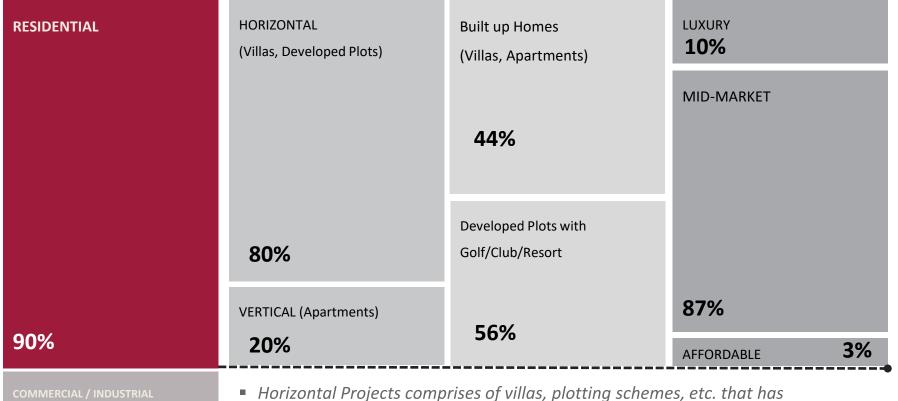
# ACVIDD SMARTSPACES

# **CARVED ITS NICHE IN RESIDENTIAL DEVELOPMENT PROJECTS**

#### PROJECT CLASSIFICATION (ONGOING AND PLANNED) MARCH 2025



10%



witnessed exponential growth post the pandemic with surge in

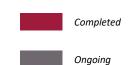
residential demand considering hybrid work culture

# ACVIOD SMARTSPACES

# LISTED (2015), CORPORATE REAL ESTATE DEVELOPER SINCE 2008

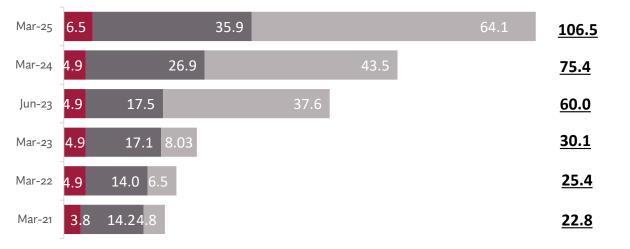
#### **CAPITAL PAYMENTS**

• In a span of 18 years, falling true to brand Arvind, successfully delivered 14 projects i.e. 6.5 mn.sq.ft. of which 100% projects handed over as per the committed date.



Planned

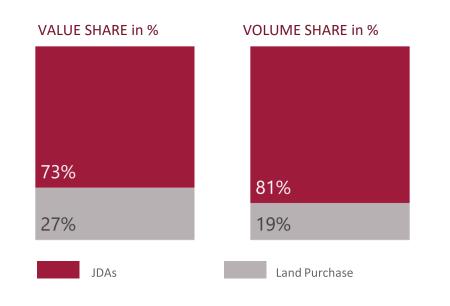
#### PROJECT PORTFOLIO (IN MN. SQ.FT.)



- "Ongoing" already launched
- "Planned" Next phases of already launched Projects + Lands already acquired, and site preparation started

#### **MULTIPLE LAND SOURCING MODELS**

- 80% Projects are through JDs, Platform, DM
- Three DM Project with Arvind Limited



# ACVIOD **SMARTSPACES**

# **VENTURING INTO NEWER GEOGRAPHIES IN A PHASED MANNER**



DIVERSIFIED FROM AHMEDABAD/GANDHINAGAR TO BANGALORE IN THE YEAR 2014 AND TO PUNE IN 2019 AND TO MUMBAI IN 2025

**MAHARASHTRA 11% GUJARAT 61%, KARNATAKA 28%** 

AHMEDABAD, GANDHINAGAR, SURAT

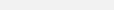


1. Aavishkaar, 2. Alcove, 3. Chirping Woods 4. Citadel, 5. Forreste, 6. HighGrove, 7. MegaPark, 8. Megaestate, 9. MegaTrade, 10. Parishkar, 11. Trade Square, 12. Uplands One, 13. Uplands Two 14. Fruits of Life 15. Forreste 5 16. South Ahmedabad 17. NH 47 18. Uplands 2.0 & 3.0 19. Moti Bhoyan 20. Rhythm of Life 21. Industrial Park - NH 47 22. Mankol

**BANGALORE** 



1. BelAir, 2. Devenahalli, 3. Expansia, 4. Oasis, 5. Forest Trails, 6. Skylands, 7. Sporcia, 8. The Edge 9. Doddaballapura Road 10. North Banagalore 11. Bannerghatta 12. ITPL Road



1. Elan 2. Khopoli





# STRATEGIC PARTNERSHIP WITH HDFC CAPITAL ADVISORS



#### 2019

80/20 venture between Company and HCARE-1 with SPV entity with objective of mid-market/affordable housing development across India.

First project acquired at Devenhalli, Bangalore (plotted development) in 2020. Concluded the platform within two and half years of operations

#### 2021

Preferential issue to HDFC Capital Advisors wherein H-CARE 1 subscribed to 8.8% equity stake in SmartSpaces on a fully diluted basis

#### 2022

₹ 900 Cr partnership with HDFC under H-CARE III for the creation of residential development platform with a revenue potential of ₹ 4000 - 5000 Cr

Proposed investments from ASL and HCARE-III will be ₹ 300 Cr and ₹ 600 Cr respectively in the platform. Three projects acquired till date

#### **QUALITY CAPITAL**

- Provides patient capital to the Company while leaving balance sheet health intact
- H-CARE to receive waterfall based sweat payouts;
   Company retains all operating rights

#### **INVESTOR PEDIGREE**

- The allotment of equity shared on preferential basis to HDFC Capital through HCARE-1, showcases confidence in the Company by HDFC.
- Mr. Vipul Roongta, MD& CEO, HDFC Capital Advisors Ltd. has joined the Board of Directors as a Nominee Director.

#### **BRAND**

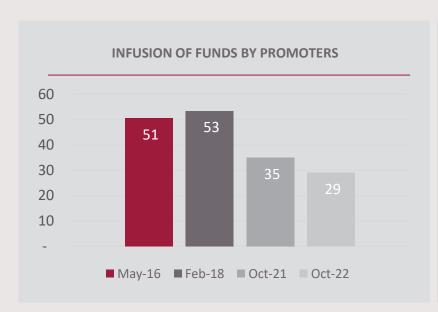
- Two most trusted brands- HDFC & Arvind together unlocking tremendous value for stakeholders
- First investment in OCD form of ₹ 50 Cr for Devenhalli project and ₹ 50 Cr invested for 8.8% stake on a fully diluted basis

# STRONG BRAND RECALL 'ARVIND' SYNONYMOUS WITH VALUES AND REPUTE



SmartSpaces is part of Gujarat based Lalbhai Group with a 120 year legacy that presides over a wide portfolio of businesses viz. Textiles and clothing, Branded Apparels, Technical textiles, Water stewardship, Omni channel, Telecommunications and Heavy Engineering. Arvind Group today is a \$ 1.7 billion conglomerate, run by professional management

- SmartSpaces got listed on bourses in 2015 post the demerger from Arvind Ltd. Run under the leadership of Mr. Kamal Singal, MD & CEO
- In Ahmedabad, Gujarat Market, Arvind is a household name, widespread awareness amongst consumers due to brand patronage
- In Bangalore, with an exposure/experience of 10 projects and with fashion business housed in the city since 2 decades, making Arvind a well-known name in this market
- In Pune, started making in-roads since 2019, now further penetrating with new projects. MMR market also being judiciously focussed on as the Arvind brand enables meaningful mindshare

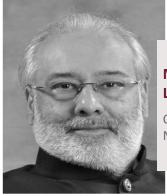


Capital infusion by Professional MD & CEO, exuberates strong conviction of the business from a long-term view point

 Arvind SmartSpaces MD & CEO exercised 28,50,000 warrants of ASL entailing an investment of Rs 29 Cr in Sep/Oct 2022

# **STRONG GOVERNANCE & CSR INITIATIVES**





Mr. Sanjay S. Lalbhai Chairman & Non-Executive



**Lalbhai**Vice Chairman

Mr. Kulin S.



Mr. Kamal
Singal
Managing Director
& CEO



Mr. Nilesh Shah
Independent
Director



Ms. Pallavi Vyas Independent Director



Mr. Vipul Roongta Nominee Director



Mr. Savan Godiawala Independent Director



Mr. Nirav Shah Independent Director



Impactful CSR initiatives such as improving the quality of life of people through Education, Health, Environment, Livelihood and similar initiatives around Sites and offices of Arvind SmartSpaces & its subsidiaries.

## LED BY AN EXPERIENCED PROFESSIONAL MANAGEMENT TEAM







MR. KAMAL SINGAL MANAGING DIRECTOR & CHIEF EXECUTIVE OFFICER

- Associated with the Lalbhai Group since 2001 in various capacities.
- He was elevated to head the real estate business of the Lalbhai Group in 2008. He is responsible for giving strategic direction to the real estate business and also identifying new business opportunities and to further expand the product portfolio of the real estate business.
- Overall experience of more than 30 years
- He holds an EPGM from the Indian Institute of Management, Indore



JAGDISH DALAL I **Senior Vice President** 

- Over 30 years of experience
- Excels in corporate finance



#### **AVINASH SURESH | Chief Operating Officer**

- Overall experience of over 19 years with Godrej, Aditya Birla etc.
- With ASL since 2021





#### SHARVIL SHAH | **Chief Business Officer - West**

- Overall experience of over 13 years. Worked in real estate companies like BSafal, and Bechtel Corporation Houston.
- With ASL since 2024



#### MANOJ CHELLANI | **Chief Business Officer - South**

- Overall experience of over 20 years with Lodha, Runwal, Tech Mahindra and Radius Developers
- With ASL since 2019



#### VISHAL BALESH | Chief Sales & Marketing Officer

- Overall over 20 years of experience with Godrej Properties, Vodafone, Reliance and Tata Tele
- With ASL since 2024



#### CHIRAG SHAH | **CHIEF TECHNICAL OFFICER**

- Overall 30 years of experience in Project Management with JMC projects, Maruti Suzuki, Reliance Retail etc.
- With ASL since 2022



#### JAI KUMAR AJBANI | National Head - Legal

 Over 20 years of experience in legal roles across various industries, including real estate and infrastructure With ASL since 2024



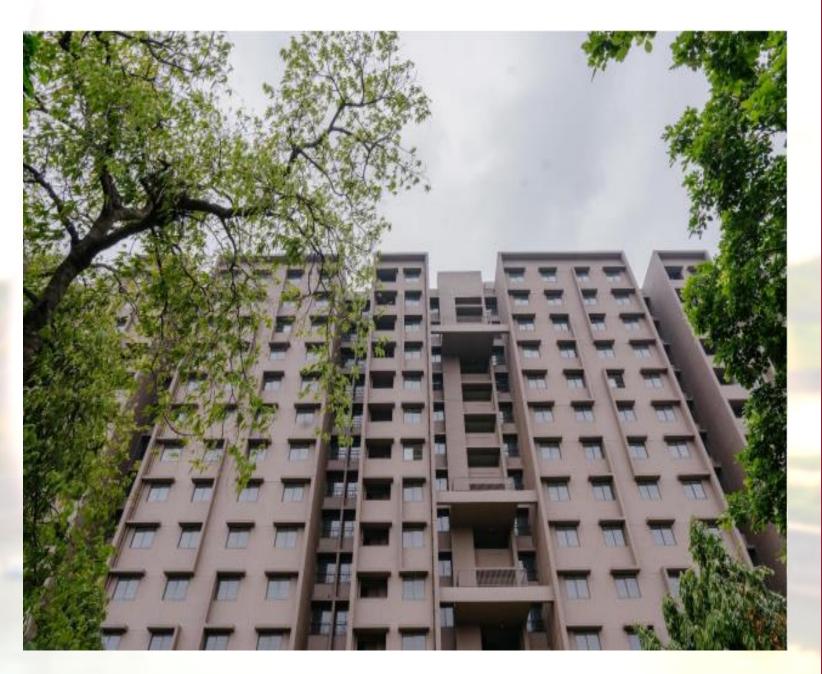
#### PANKAJ JAIN | Head of CRM

 Overall experience of over 30 years with more than 20 years in Arvind Group



#### PRAKASH MAKWANA | **Company Secretary & Compliance Officer**

Member of Arvind group for over 25 years



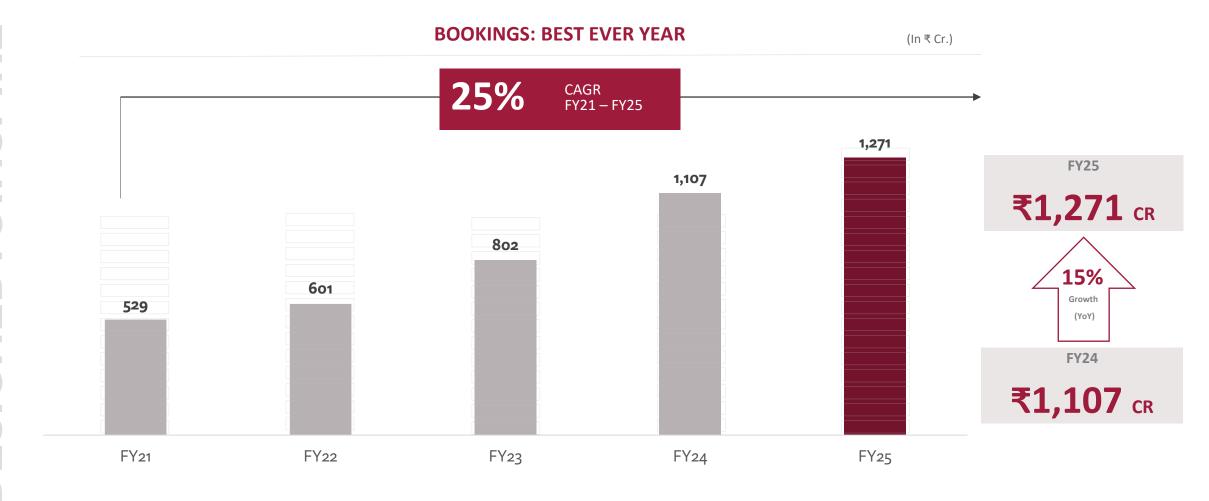


# 5 YEAR PERFORMANCE

- OPERATIONAL
- FINANCIAL

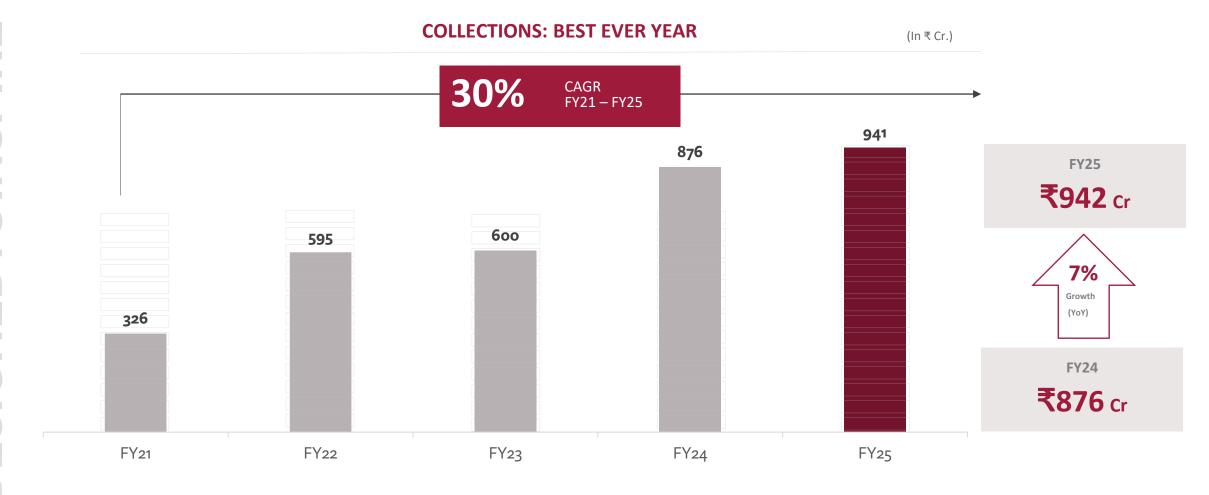
# **BOOKINGS: FY25**





## **COLLECTIONS: FY25**

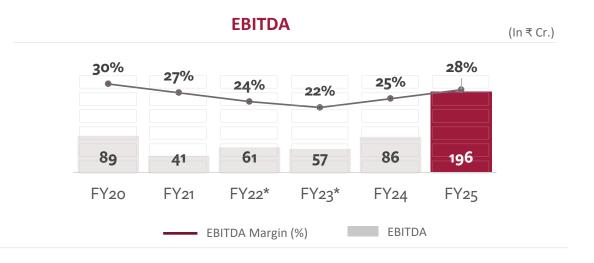


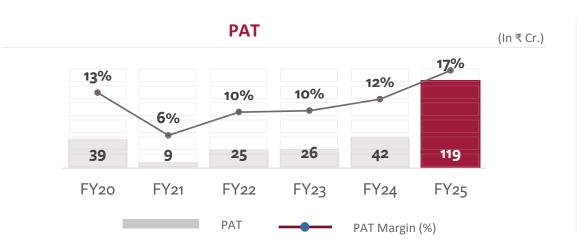


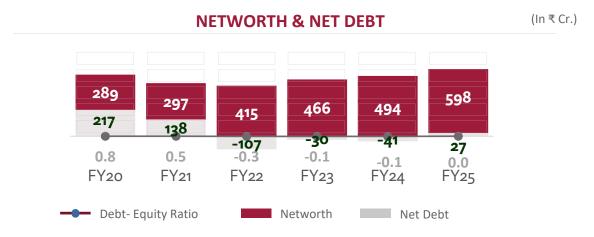
## CONSOLIDATED FINANCIAL PERFORMANCE



#### **REVENUE** (In ₹ Cr.) 713 341 299 256 257 149 FY21 FY22 FY<sub>2</sub>0 FY23 FY24 FY25







Financial performance is based on applicable accounting standards wherein the revenue recognition is based on transfer of control with Project completion and satisfaction of performance obligation. Previous year periods have been regrouped wherever necessary. Information Update I Q4 & FY25 I 37

<sup>\*</sup>Adjusted EBITDA = EDITDA (-/+) Interest included in cost of sales / Interest inventorised





# **BUSINESS MODEL & STRATEGIC PILLARS**

- FUNDAMENTALS
- STRATEGIC PILLARS

**FOCUS ON LOW OPERATING LEVERAGE AND GREATER CORPORATE EFFICIENCY** 

HAS TRANSLATED TO PROFITABLE, SCALABLE AND SUSTAINABLE GROWTH

LEAN ORGANISATION

- Low fixed cost: Centralized key functions
- Small team comprising key skill sets: Total on-roll strength of 456 (March 2025)

**OUTSOURCING** MODEL

- High reliance on outsourcing of noncore activities and entire construction activities
- 73% Projects are through JDs (March 2025)

**FOCUS ON HORIZONTAL DEVELOPMENT** 

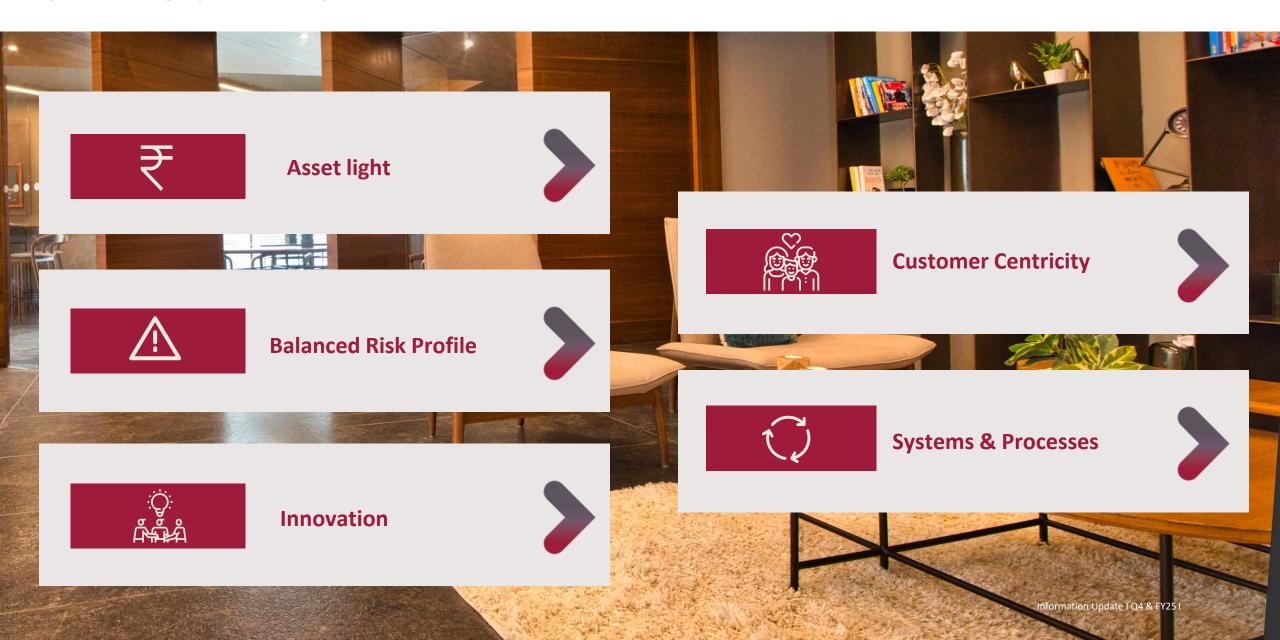
- Low proportion of Construction volume and value vis a vis value creation
- Significant reduction contingent liabilities on account of construction commitments post launch

**BUILD TO** 

- Launch in Phases
- Aggressive Sales at Launch: Target selling 30-40% inventory in first 6 months of launch

## **STRATEGIC PILLARS**





## **ASSET LIGHT**



### TREAT LAND AS RAW MATERIAL; NO LAND BANKING; PROCESS INDUSTRY APPROACH

PARAMETER	TRADITIONAL LAND BANKING APPROACH	OUR APPROACH
Investment class	Asset	Raw Material
Approach	Speculative for appreciation	Quick turnaround
Value Add	By Holding	By quick conversion into value added FG
Monetization time	~10 years	3-5 years, Go to Market within 6-9 months
Sourcing	By Purchase / Ownership	Combination of Purchase and Partnerships (JDs/JVs)
Business model	<ul> <li>Speculative returns from land appreciation</li> <li>Reliance on speculative business cycles</li> </ul>	<ul> <li>Product turnaround as a Process Industry</li> <li>Cost efficiency in land and execution</li> <li>Brand premium</li> <li>Rely on systems, processes, Innovation and consumer centricity</li> </ul>

#### LAND PROCUREMENT AND MONETIZATION LIFE CYCLE



SOURCING AND PROCUREMENT ~3 MNTHS

ALL CLEARANCES, START OF PROJECT +6-9 MNTHS LAND DEPLOYED

PROJECT LAUNCH, START OF BOOKINGS IMMEDIATELY ON RECEIPT OF APPROVALS

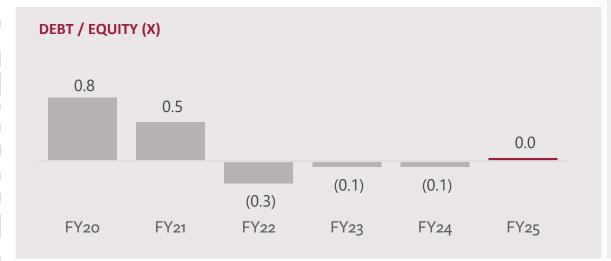


## **BALANCED RISK PROFILE**



#### **FOCUS ON EFFICIENT CASH FLOW MANAGEMENT & LOW LEVERAGE**

- Target 30-40% sales at pre-launch & launch stages to generate momentum and thereby reduce working capital requirements
- Ensure D/E remains below 1:1; currently well below that due to healthy cash accruals and equity infusion by promoters and HDFC Capital Advisors
- Judiciously use headroom available for raising debt to fuel growth while retaining conservative stance on leveraging balance sheet

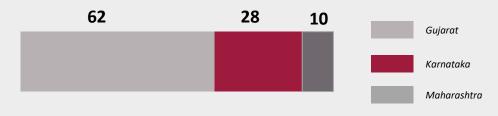


Credit Rating upgraded to IND A+/Stable in December 2023

#### **FOCUSED MARKET & GEOGRAPHIC STRATEGY**

- Conservative horizontal market expansion
- Treat each new market as a new business vertical due to regulatory, viability and technical dynamics
- Aggressive deep penetration in existing markets where we have significant brand presence
  - Ahmedabad with premium / plotting / villa opportunity targeting high end consumer
  - Bangalore as a large growing mid market, brand driven market offering us orbital change opportunity
- Organizational bandwidth being built to focus on significant and important market of MMR

#### **MAR 2025**



#### **PRODUCT INNOVATION**

#### **UPLANDS: EXECUTIVE GOLF COURSE**



**EXPANSIA: ALL ABOUT SPACES** 



**SPORCIA: HOMES AROUND SPORTS** 



**BELAIR: YOUR CLUB IN THE AIR** 



**SKYLANDS: JOGGING TRACK IN THE SKY** 



**UPLANDS: INSPIRED BY DISNEY ®** 



## **INNOVATION**

(2/2)



### PRODUCT INNOVATION

#### 3 ACRES OF LILY POND @ HG



#### INTERNATIONAL CLUB ARCHITECTURE @ HG



#### **URBAN FORREST @ FORRESTE**









## **CUSTOMER CENTRICITY**



#### AIMING FOR DELIGHT AT EVERY TOUCH POINT IN CUSTOMER LIFE CYCLE

Customer Centric product offering\*

Impeccable record of on-time delivery

Customer Portal to enable self services



Value added Maintenance Services

**Customer greetings** 

**Innovative Pro-Res Services** 

#### PROJECTS AND DELIVERY STATUS VS COMMITMENT (IN MONTHS)

**+2 MONTHS\*\*** 

PARISHKAAR/ TRADE

SQUARE | CITADEL

**ON TIME** 

MEGAESTATE | MEGA PARK

-3 to 4 MONTHS

ALCOVE SPORCIA

-6 to 8 MONTHS

**SKYLANDS OASIS** 

-18 MONTHS

AAVISHKAAR

<sup>\*</sup> Examples: Consolidated open spaces, WFH, Two/Three side Open spaces, State of the art large recreation & sports facilities, unique and evolved facades and aesthetics, significant investment in landscaping

<sup>\*\*</sup> Deliveries done as per commitment; however formal certification received within 2 months of commitment in the pre RERA regime

## **SYSTEMS AND PROCESSES**



## **DEFINED PROJECT ACQUISITION PROCESS** Experienced land acquisition and inhouse legal team

- Strong oversight and approval mechanism
- Directly handled by MD & CEO
- Strong due diligence process (engaging) reputed law firms)
- Detailed and conservative viability model
- Strong commercial terms and safeguards
- Strong relationship with landowners and channel partners

#### **POWERFUL SALES ENGINE & PROCESSES**

- System driven sales funnel for enhanced efficiency & effectiveness of lead management through automated data tracking and analytics
- Integrated software for pre-sales, sales, post sales & customer experience management
- Sharp focus on Digital Sales (19% share), State of art in-house call center set up with 20-member dedicated team
- Cost of acquired Sales less than 2.2% for most of the new launches
- Vast network of channel partners comprising > 1,200 with detailed CP management systems

#### **DESIGN & DEVELOPMENT PROCESS**

- Best in class design partners: Woods Bagot, HOK, RSP, AAA
- Strong in-house team
- Clear mandate and focus on project specific USPs

#### **LEADERSHIP EXPERIENCE**



30+ years



years

20+

Engineering

Arch./Design

#### **STRENGTH**



Engineering

177



Arch./Design

#### **SUPPORTED BY BEST-IN-CLASS TECHNOLOGY**



**ERP SYSTEM** 

• **NEWTON**® Generates BOQs directly from drawings

SAP

DMS

Document Management System



**Quality Management** 





## **LOOKING AHEAD**

- DIFFERENTIATING FACTORS
- KEY FOCUS AREAS

## ACE ACVIND

## **OUR DIFFERENTIATING FACTORS IN THE REAL ESTATE MARKETPLACE**

## EFFICIENT AND COMPETITIVE LAND SOURCING

- Created Joint Development models
- Competitive land sourcing

## SUCCESSFUL PARTNERSHIP – LONG TERM VALUE CREATION

Uplands, High Grove, Arvind B Safal, Tata Value Housing (now under execution by Arvind Ltd.) are examples of successful partnership of Arvind

#### ON TIME EXECUTION

100% track record for on-time delivery

#### **VALUE FOR MONEY**

- Focus on end-customer
- Greater value through superior price-product offering vs the competition

#### **LEVERAGING BRAND ARVIND**

- Brand Equity
- Legacy of over 120 years of Trust & Excellence

#### **EXECUTION EXPERTISE**

- Executive golf course, company owned large clubs, Disney tie-up, Sky Club, Sky walk, Sport centricity, elevated amenities & common facilities
- 10-15% cost advantage through contracting model, strong in-house technical team, design optimization

## **OUR BUSINESS STRATEGIES TO ACCELERATE GROWTH**



**NEAR TERM BUSINESS PLAN** 

Aim to be amongst India's top ten real estate players

- Use Balance Sheet headroom and HDFC partnership to significantly grow project pipeline
- Multifold growth in bookings while maintaining profitability



Augment Ahmedabad market share and leadership

- Grow Bangalore presence substantially leverage Arvind group presence
- Next big potential market: Pune & MMR

Focus on Residential Segment

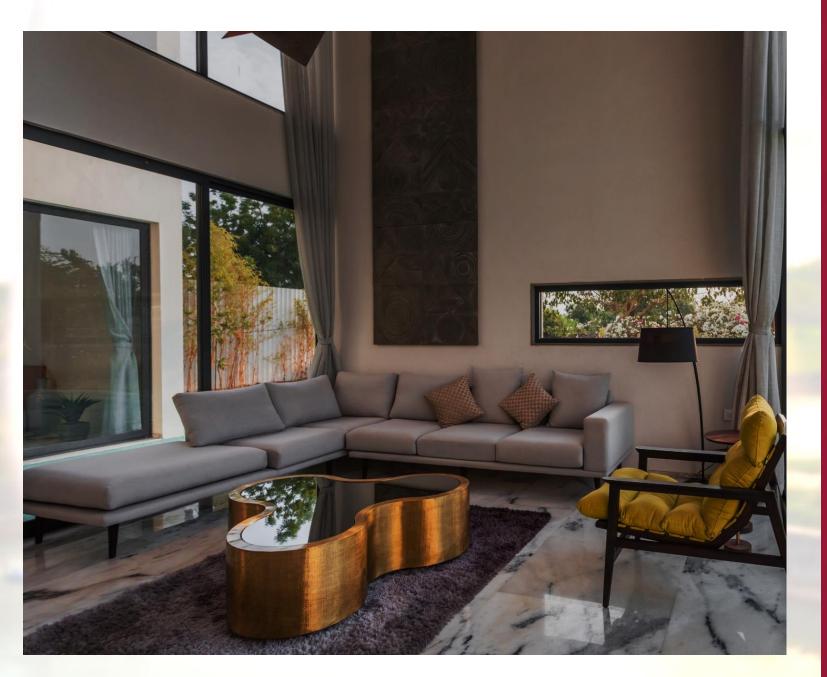
- Judicious mix of horizontal (Plotting, Villas), vertical (MIG) and Luxury
- Long term value creation through creation of destination in larger land parcels

Sound capital allocation

- Focused on sustainable and profitable growth
- Targeting acquisition of 6-7 projects with a cumulative topline potential of ~ ₹ 4,000-5,000 Cr in next 12 months

Operational excellence

- Faster execution launch to handover
- Prudent investments in technology to reduce construction time and enhance digital sales





# AWARDS AND RECOGNITION

- AWARDS
- ACCOLADES

## **AWARDS & RECOGNITIONS FY16-24**



#### **Company & Individual Awards**



'Emerging Developer of the Year - Residential' – May'15 - Realty plus Excellence



Real Estate Most Enterprising CEO of the Year' Feb'16 – ABP News Real Estate Awards



'Real Estate Most Enterprising CEO of the Year' Apr'16 - The Golden Globe Tigers



'Asia's Greatest Brands 2016', - Asiaone magazine



'Asia's Greatest Leaders 2016' - Asiaone magazine



'Scroll of Honour' - 9th Realty Plus Conclave & Excellence Awards 2017



'The Prestigious Rising Brands' Sept'18 – Abu Dhabhi Business Council



'Best Real Estate Company' – Aug'19, India News Gujarat at Gujarat First Conclave



'Developer of the Year – Residential' – Mar'22, Real Estate & Business Excellence



'e4m Pride of India – The Best of Bharat' – Apr'22



'The Inspiring CEO of India 2022' – Aug'22, Economic Times CEO Conclave



'The Fastest Growing Realty Brand of the Year' – Dec'22 - Realty+ Conclave & Excellence



'Brand of the Year – Real Estate' – Real Estate and Business Excellence



'Most Enterprising CEO of the Year' – Real Estate and Business Excellence, 2023



'Developer of the year: Townships' – Realty+ Conclave & Excellence, 2023



'Developer of the Year (Residential)' 2023 – Real Estate and Business Excellence



ET Now Progressive Places
To Work 2023



'Real Estate Most Enterprising CXO of the Year' – Jan'24, Real Estate and Business Excellence

## **AWARDS & RECOGNITIONS FY16-24**



#### **Project Awards**



'Luxury Project of the Year'-Uplands - Realty plus Excellence



'Luxury Project of the Year'

– Expansia – Jul'17,

Excellence in Real Estate

and Infrastructure



'Villa Project of the Year' – Forreste – Aug'21, Realty+ Conclave 2021



'Ultraluxury project of the year – Uplands – June'22,Realty+ Conclave & Excellence Awards



'Integrated Township of the Year – India' – Feb'16 Uplands - ABP News Real Estate



'Affordable Housing Project of the Year'- Aavishkaar Realty Plus Conclave & Excellence 2019



'Residential Project of the year' - Uplands – Mar'22, Economic Times Real Estate Award



'Themed Project Of The Year' – Oasis – Dec'22, Realty+ Conclave & Excellence Awards



'Integrated Township of the Year' Uplands - Apr'16, The Golden Globe Tigers Award 2016



'Best Golf Course Architecture (national award) for Uplands' – Sept'19, Golden Brick



Iconic Project of the Year, -Elan - Mar'22 - Realty+ Conclave 2022



Residential Property of the Year (Bel Air, Bengaluru), Real Estate and Business Excellence



'Residential Property of the Year' – Citadel – Jul'16, Realty Plus Conclave & Excellence



'Most Trusted Real Estate Brand of the Year' – Mar'21; Real Estate & Business Excellence



'Residential Property of Year' - Bel Air – Mar'22, Real Estate & Business Excellence Awards



Plotted development of the Year – Highgrove, 15th Realty+ Conclave & Excellence Awards, 2023



'Residential Property of the Year' Expansia – Dec'16, Realty Plus Excellence Awards



'Ultra Luxury – Lifestyle Project of the Year' – Uplands – Aug'21, Realty+ Conclave 2021



'Digital Innovation of the Year' Bel Air – Jun'22, Realty+ Idea Awards





'Design Project of the Year'
- Uplands - Jun'17, Realty
Plus Conclave & Excellence



'Plotted Development of the Year' – Highgrove – Aug-21, Realty+ Conclave 2021



'Themed Project of the Year' – Forreste – June-22, Realty+ Conclave & Excellence Awards



Luxury Villa Project of the Year - Arvind Forest Trails, Real Estate and Business Excellence



#### Golden Brick Awards 2024, Dubai, UAE



**Developer of the Year** 



Luxury Villa Project of Year
- Arvind Forreste

### 16th Realty+ Excellence Awards, 2024 - Gujarat



Villa Project of the Year - Arvind Forreste



Developer of the year - Ultra Luxury & Lifestyle

#### **Real Estate & Business Excellence Awards**



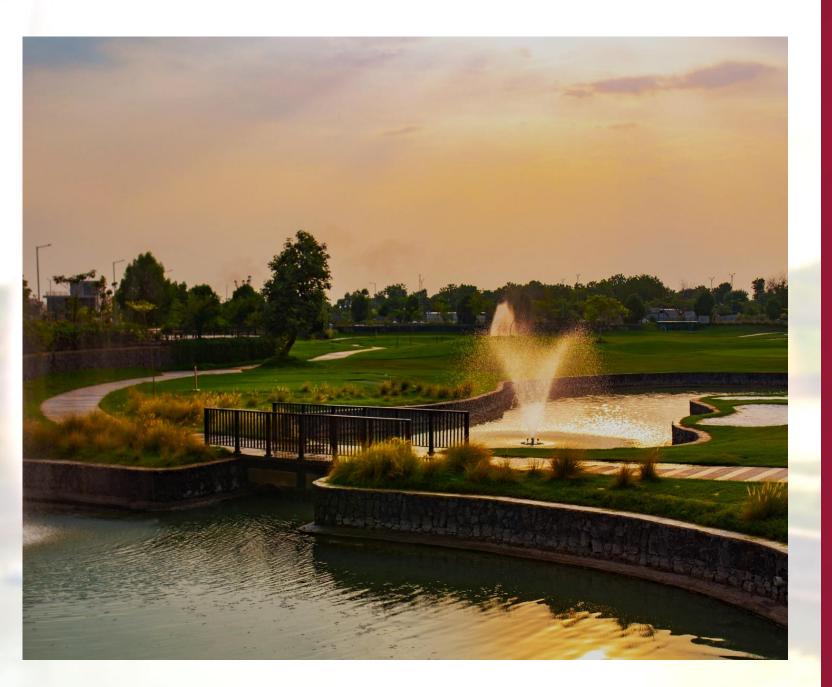
Brand of the Year - Real Estate



Integrated Township of the Year – Arvind Aquacity



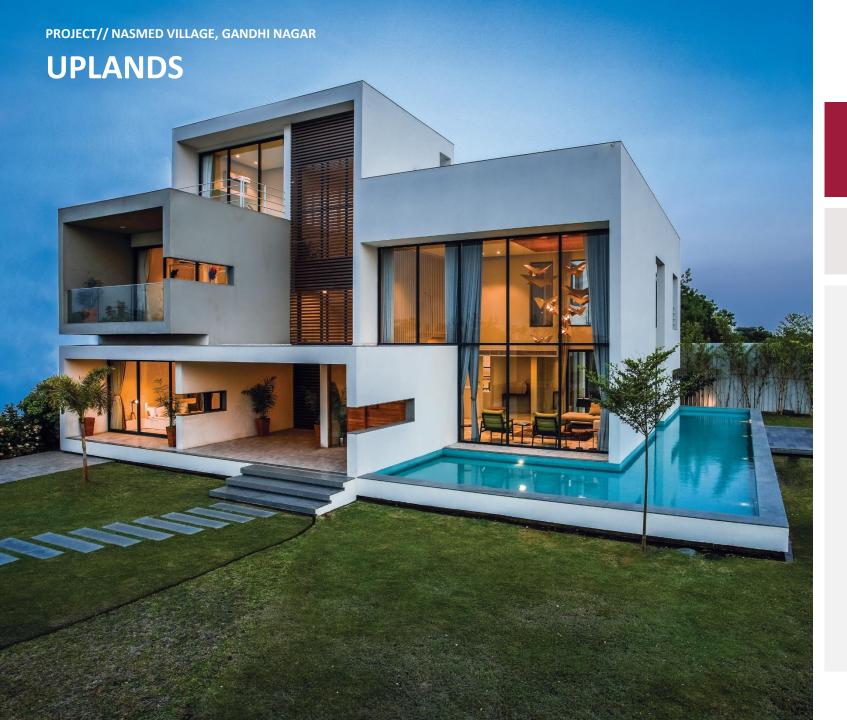
Luxury Project of the year – Arvind Forest Trails





# ANNEXURE: PROJECT PROFILE IN DETAIL

- OVERVIEW
- PROJECT DETAILS





Premium Golf Based Township 189 Villas Phase I, 54 Villas Phase II Overall 56 Lakh Sq. Ft.

Deal Structure: JOINT DEVELOPMENT

Architect: WOODS BAGOT

#### **AMENITIES**



9 Hole Executive Golf Course



3 Clubs (Golf Square, Zen Square, Fun Square)



Premium Concierge Services



Disney® themed kids bedroom



Personal Swimming Pool, Gym, Home Theatre - Optional

## **UPLANDS**













## **UPLANDS CLUBHOUSE**













High Rise Residential Apartments 417 Units – 4.9 Lakh Sq. Ft.

Deal Structure: **OUTRIGHT PURCHASE** 

Architect: APURVA AMIN

#### **AMENITIES**



Sky lounge on Terrace



Jogging track on terrace



Open café on terrace



Star gazing deck on terrace





Club House with Indoor & Outdoor Sports Amenities

## **SKYLANDS**



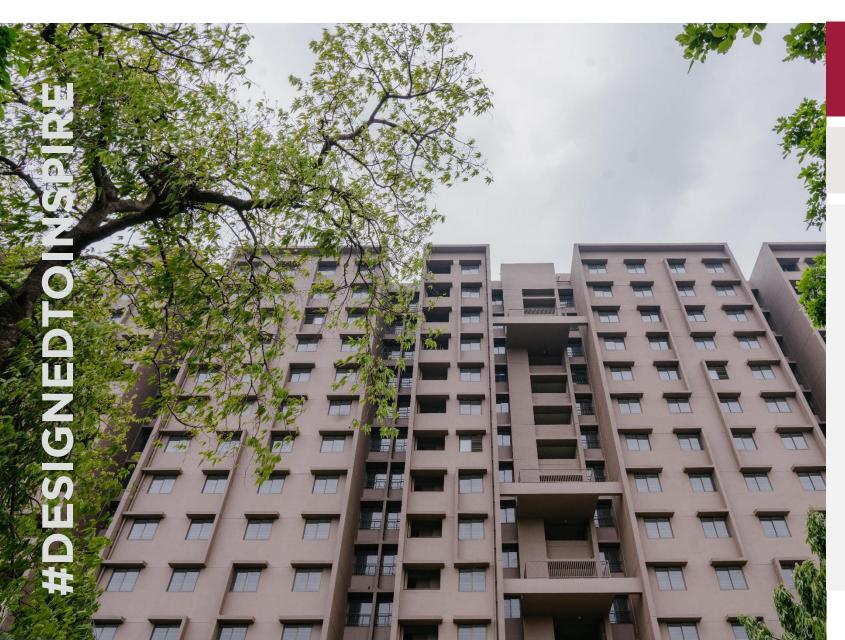






## **AAVISHKAAR**





Affordable Residential Apartments 574 Units – 5.5 Lakh Sq. Ft.

Deal Structure: <u>OUTRIGHT PURCHASE</u>

Architect: VITAN (JAGRUT & PARTNERS LLP)

#### **AMENITIES**



Gated community & CCTV camera



Outdoor & Indoor Gym



Jogging pathway/track



Central Landscape area



Yoga & Multipurpose room





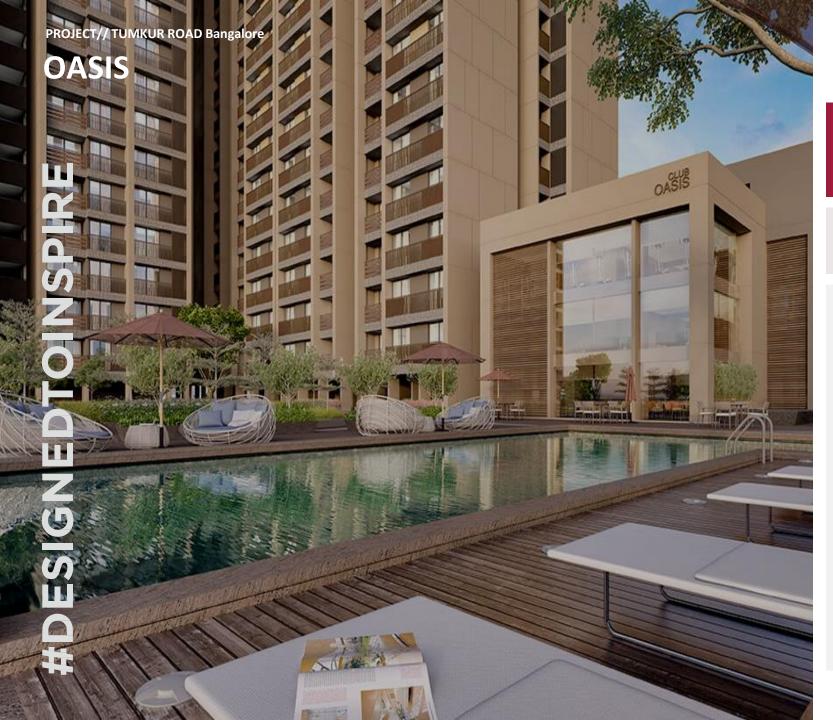
Children's splash pool & sports facilities

## **AAVISHKAAR CLUB HOUSE**











2 and 3 BHK Residential Apartments 470 units – 5.7 Lakh Sq. Ft.

Deal Structure: <u>OUTRIGHT PURCHASE</u>

Architect: APURVA AMIN

#### **AMENITIES**



Terrace café



Aqua Center





Indoor Gym & Steam Room



Central Landscape Area



Senior Citizen's Nook







Sports facilities like Cricket, Basketball & Badminton

## **OASIS**







## **OASIS CLUB HOUSE**















2, 2.5 &3 BHK Residential Apartments 334 units – 4.7 Lakh Sq. Ft.

Deal Structure: <u>OUTRIGHT PURCHASE</u>

Architect: APURVA AMIN

#### **AMENITIES**



Cantilevered Sky Club



Water Management Solutions



Swimming Pool & Indoor Gym



Vaastu Compliant



Kids Play Area



Smart Amenities – Smart switches, Wifi enabled CCTV, Keyless smartlock, Car parking with electrical charging point

## **BELAIR AMENTIES**











High rise Residential Apartments 120 Units – 1.3 Lakh Sq. Ft.

**Deal Structure: JOINT DEVELOPMENT** 

**Architect: - A&T CONSULTANTS** 

#### **AMENITIES**



Landscape Walkway



Outdoor & Indoor Gym



State of art Security
System



Club Terrace Café Sitting



Fully equipped Home Theatre room





Kids Play Area, Basketball, Splash Pool CCTV, Intercom Facility

## THE EDGE



Commercial & Retail Space 116 Units – 1.7 Lakh Sq. Ft.

**Deal Structure: OUTRIGHT PURCHASE** 

**Architect: APURVA AMIN** 

#### **AMENITIES**



Common Conference Room



Theatre/Auditorium



Modern Cafetaria



Gymnasium



CCTV, Intercom Facility



Parking & Automatic Elevators



PROJECT// MOTI DEVTI, SANAND, AHMEDABAD

## **HIGHGROVE CHIRPING WOODS**



**Deal Structure: JOINT DEVELOPMENT** 

**Architect: WOODS BAGOT** 





9 Hole Executive Golf Course



**Bowling Alley** 



Ahmedabad's biggest shallow water lily pond spread over 3 acers



Clubhouse powered by SMAAASH, which is perfected by Sachin Tendulkar

Arvind

**SMARTSPACES** 



Golf Promenade







Premium Land Oriented Villa Scheme 353 Units in Phase 1 to 4, 98 units Phase 5 (Overall ~50 Lakh Sq. Ft.)

Deal Structure: DM

**Architect: In-House & GOMA ENGINEERING** 

#### **AMENITIES**



Lounge with Seating & Library



Café & Restaurant





Banquet Hall & Kids Zone



Gymnasium, Multimedia Theatre







Sports amenities like Badminton, Tennis & Basketball Court, Skating Rink





Premium Weekend Villa Plots 245 Units in Phase 1 & 2 (Overall ~17.5 Lakh Sq. Ft.)

Deal Structure: Outright

**Architect: In-House** 

#### **AMENITIES**



Plots with your own community fruit orchards



Near Baylu lake that is full of native & migratory birds





Banquet Hall & Games Room



Gymnasium, Multimedia Theatre



Café & Restaurant







Premium Weekend Villa Plots 612 Units in Phase 1 & 2 (Overall ~9.5Lakh Sq. Ft.)

**Deal Structure: JOINT DEVELOPMENT** 

**Architect: Colliers International** 

#### **AMENITIES**



Spa, library, and yoga pavilion, State-of-the-art clubhouse amidst nature.



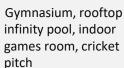
9 Hole Executive Golf Course





Monogram lounge, restaurant, discotheque, multimedia theatre, banquet hall and guest rooms.









Premium 5BHK Villa 213 Units in Phase 1 (Overall ~8.Lakh Sq. Ft.)

**Deal Structure: JOINT DEVELOPMENT** 

**Architect: Apurva Amin Associates** 

#### **AMENITIES**



1.2-kilometre-long Forest Trail



Lily Pond Senior Citizens' Sit Out





Barbeque Station, clubhouse, spa



Gymnasium, swimming pool pool, floor games room, net cricket, skating rink





Premium Weekend Villa Plots 330 Units in Phase 1 (Overall ~6.Lakh Sq. Ft.)

**Deal Structure: HDFC Platform 2** 

**Architect: In House** 

#### **AMENITIES**



Fruit Orchard
Fruit Tree Boulevard



Lily Pond Senior Citizens' Park PET Park





**C**lubhouse, spa Monogram Lounge



Gymnasium, swimming pool pool, floor games room, net cricket

## **RHYTHM OF LIFE**





Premium Weekend Villa Plots 102 Units in Phase 1 (Overall ~8Lakh Sq. Ft.)

**Deal Structure:** Owned

**Architect: In House** 

#### **AMENITIES**



Lake Promenade Musical Fountain



Senior Citizens' Park





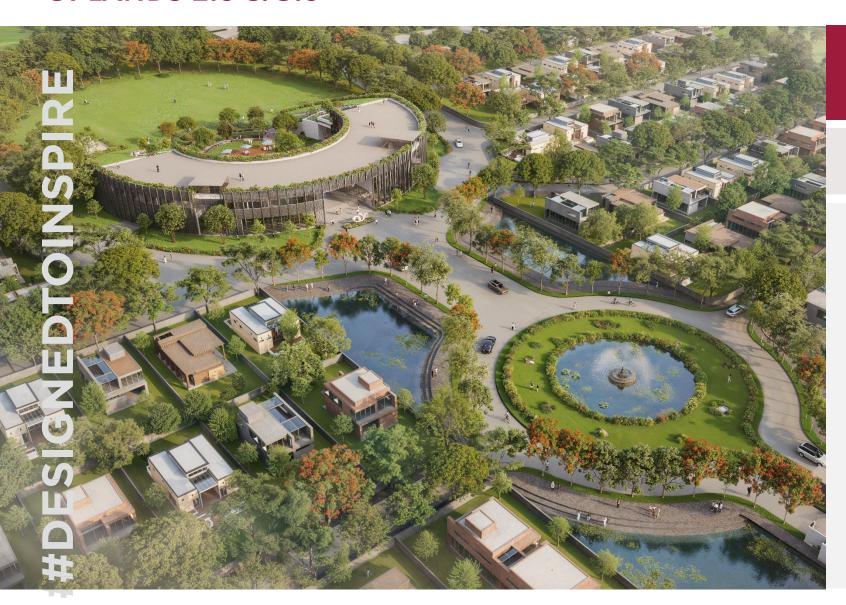
**C**lubhouse, spa Mini Theatre



Gymnasium, swimming pool pool, floor games room, net cricket

## **UPLANDS 2.0 & 3.0**





Premium Weekend Villa Plots 1168 Units in Phase 1 & 2 (Overall ~10.1Lakh Sq. Ft.)

**Deal Structure: Joint development** 

**Architect: Perkins Eastman** 

#### **AMENITIES**



1.2 lakh sq ft, Clubhouse



Lily Pond Senior Citizens' Park PET Park



**C**lubhouse, spa Monogram Lounge



Gymnasium, swimming pool pool, floor games room, net cricket

## **AQUA CITY**





Premium Weekend Villa Plots 2,579 Units in Phase 1 & 2 (Overall ~20 Mn Sq. Ft.)

**Deal Structure: Joint development** 

Architect: INI Design Studio, INI, Amitabh Teotia

**AMENITIES** - Three Islands, One City



30 acre central lake



38 acre 18 hole golf course



Luxury resort clubhouse,/5 sectoral clubhouse



Kashi Ghat

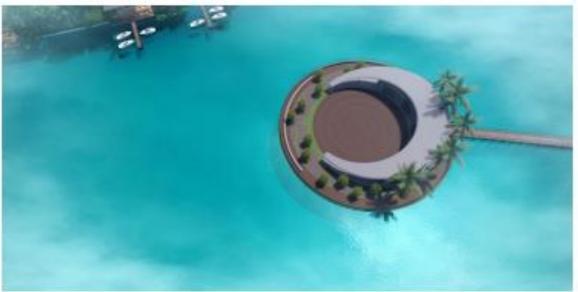
## **AQUA CITY**













Premium Weekend Villa Plots 340 Units in Phase 1 & 2 (Overall ~5 Lakh Sq. Ft.)

**Deal Structure: OWNED** 

**Architect: In House** 

#### **AMENITIES**



Spa, library, and yoga pavilion, State-of-the-art clubhouse amidst nature.



9 Hole Executive Golf Course

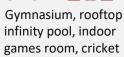




Monogram lounge, restaurant, discotheque, multimedia theatre, banquet hall and guest rooms.



pitch



## **SAFE HARBOR**



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## **THANK YOU**

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(CIN: L45201GJ2008PLC055771)

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