

28th July, 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, 5th 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 Q1 FY26.

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 ended on 30th June, 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 BHOGIBHAI
MAKWANA

Digitally signed by PRAKASH
BHOGIBHAI MAKWANA
Date: 2025.07.28 14:55:18 +05'30'

Prakash Makwana
Company Secretary

Encl.: As above

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SCALING TO THE

NEXT
ORBIT

Arvind
SMARTSPACES

INFORMATION UPDATE Q1 FY26

JULY 2025

Q1 FY26 PERFORMANCE

- OPERATIONAL HIGHLIGHTS
- FINANCIAL HIGHLIGHTS

KEY UPDATES: Q1 FY26

Q1 FY26 HIGHLIGHTS – BOOKINGS, COLLECTIONS, P&L

- Q1 Bookings stood at Rs. 175 Cr
 - Industrial Park pilot launched in Q1
- Q1 collections stood at Rs 191 crore
- P&L continues to improve
 - Revenues at Rs. 102 Cr, up 37%, YoY
 - Adjusted EBITDA at Rs 24.5 Cr, up 205% YoY
 - PAT at Rs 12 Cr, up 159% YoY

FY26 GUIDANCE

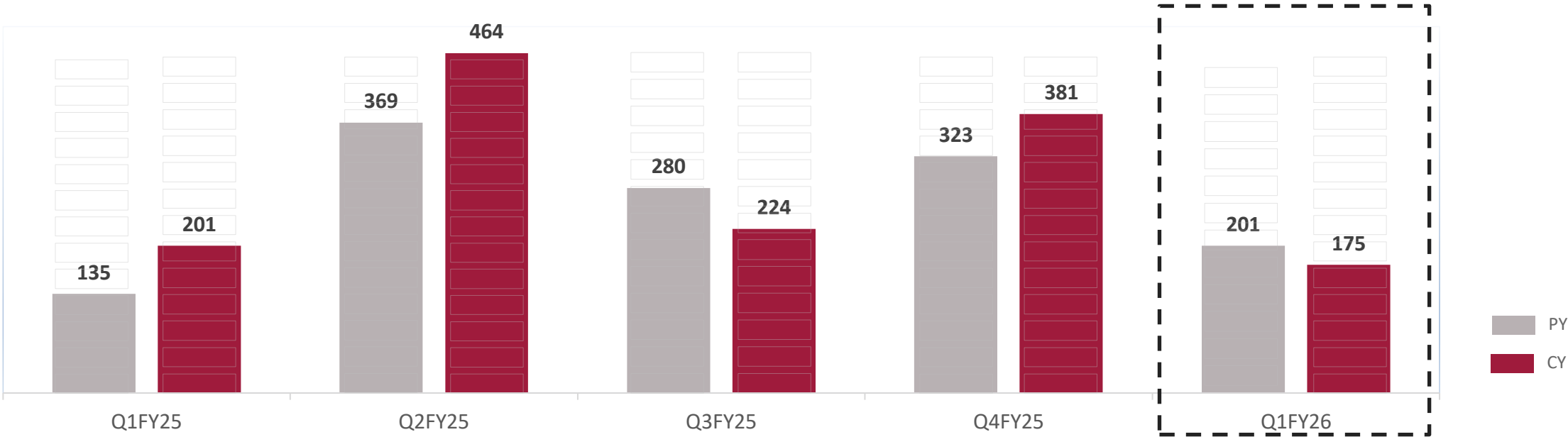
- Expect to deliver strong sales performance in FY26 with a slew of launches planned for the remainder of the year
- On track to conclude the ongoing business plan of adding new projects with a cumulative topline potential of Rs. 5,000 Cr - to add projects across Ahmedabad, Bengaluru and MMR

**On the basis of the current business assumptions*

BOOKINGS: Q1 FY26



(In ₹ Cr.)



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BOOKINGS: PROJECT-WISE

City	Project wise	Q1 FY25 Rs. Cr	Q1 FY26 Rs. Cr
Gujarat	Aavishkaar	3	2
	Forreste (I to V)	14	9
	High Grove / CW	2	6
	Uplands 2.0 & 3.0	22	1
	Uplands (One & Two)	-	7
	Rhythm of Life	13	2
	Aquacity	93	62
	Industrial Park - NH47	-	29
Gujarat Total		148	118
Karnataka	Belair	11	16
	Greatlands	3	14
	Oasis	1	1
	Forest Trails	9	(4)
	Orchards	30	1
	The Park	-	19
Karnataka Total		54	47
Maharashtra	Elan	-	10
Total		201	175

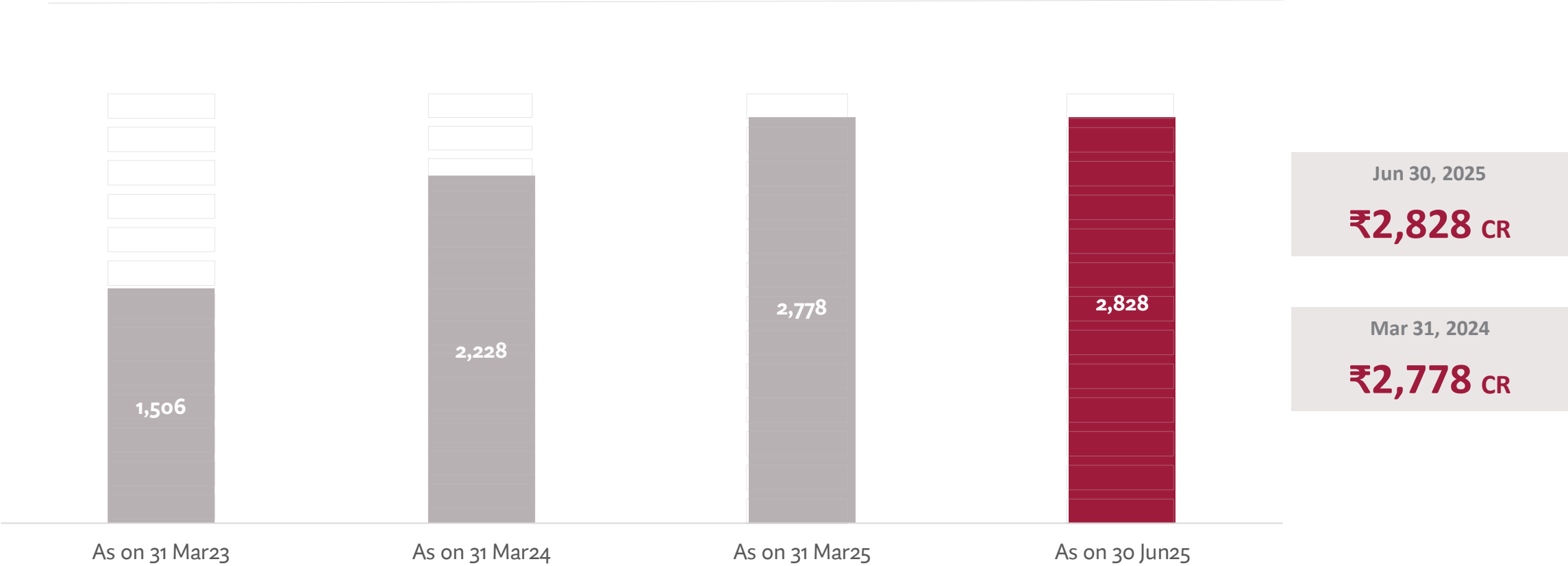
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UNRECOGNIZED REVENUE – AS ON 30 JUN 25

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UNRECOGNIZED REVENUE

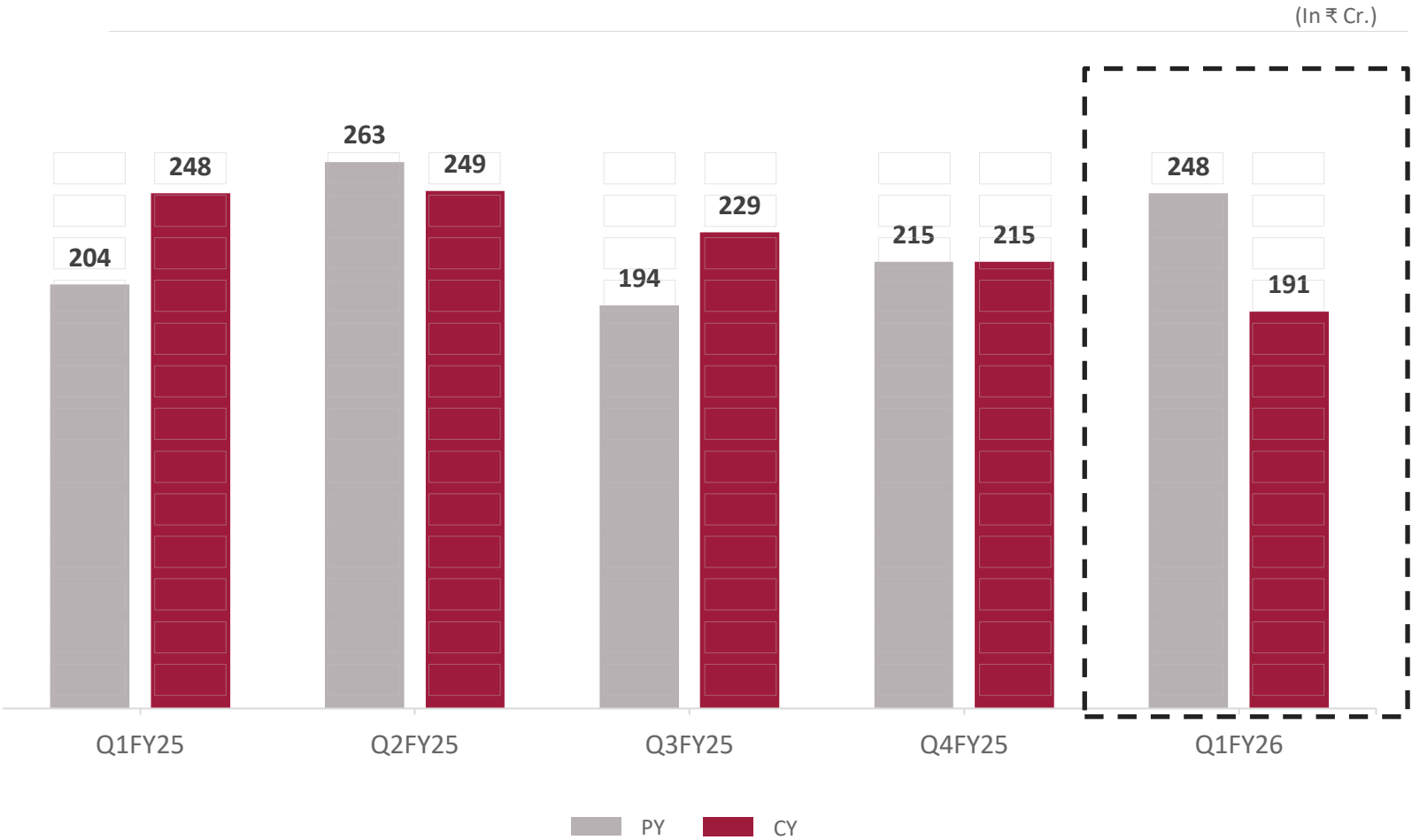
(In ₹ Cr.)



COLLECTIONS : Q1 FY26



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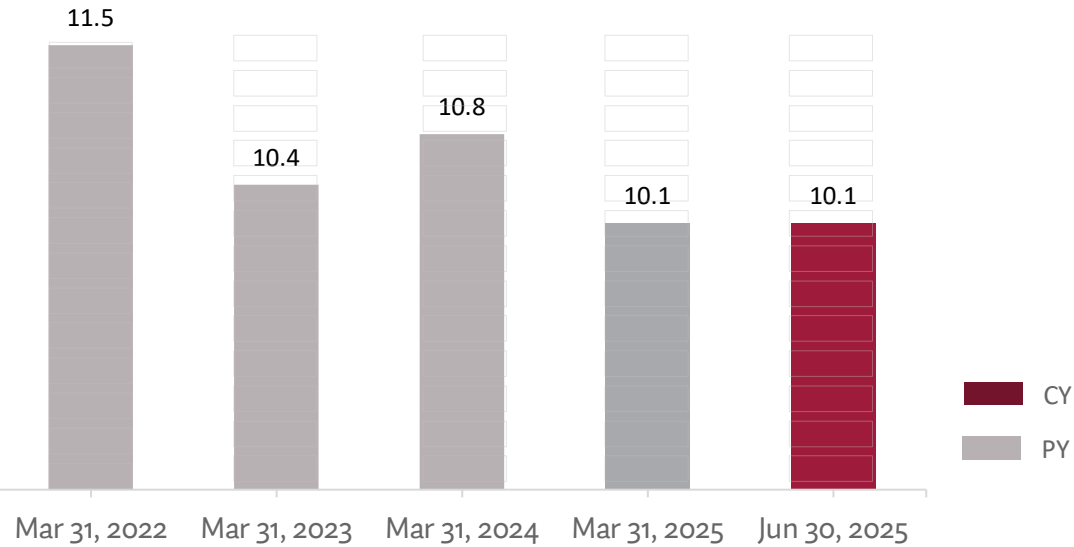
Note : Previous Year period has been regrouped/reinstated for like-to-like comparison

NET DEBT MOVEMENT: Q1 FY26

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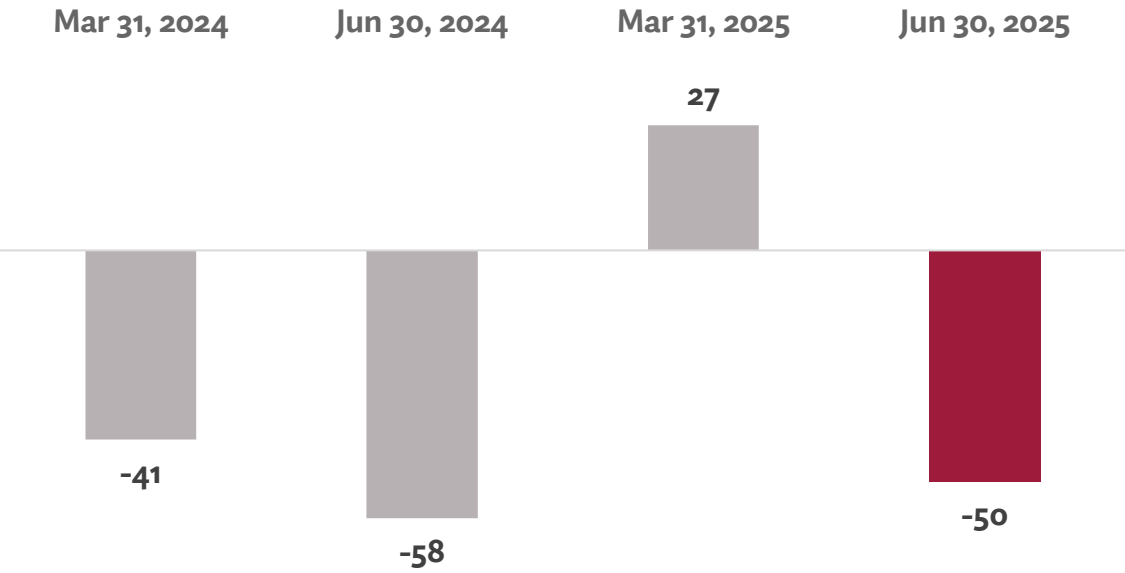
BORROWING COST MOVEMENT

(In %)



NET DEBT

(In ₹ Cr.)



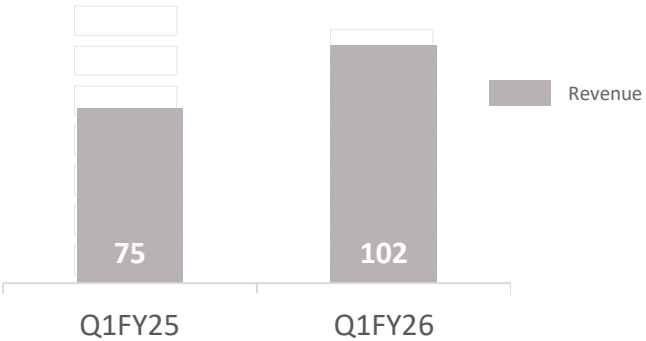
Net Interest-bearing funds as on Jun 30, 2025 is ₹ (50) Cr (vs Mar 25 ₹ 27 Cr) Decreased by ₹ 77Cr during the quarter
Net Debt (Interest-bearing funds) to Equity ratio at (0.08) as on Jun-25 vs 0.04 as on Mar-25

P&L: Q1 FY26

CONSOLIDATED FINANCIALS SUMMARY

REVENUE FROM OPERATIONS

(In ₹ Cr.)



Q1 FY25

₹75 CR

Q1 FY26

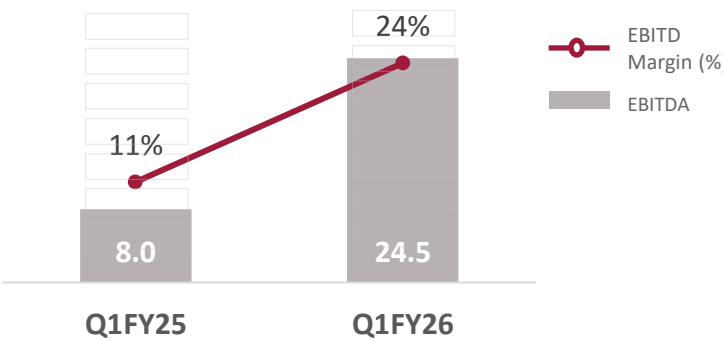
₹102 CR

Growth (YoY)

37%

*ADJUSTED EBITDA

(In ₹ Cr.)



Q1 FY25

₹8 CR

Q1 FY26

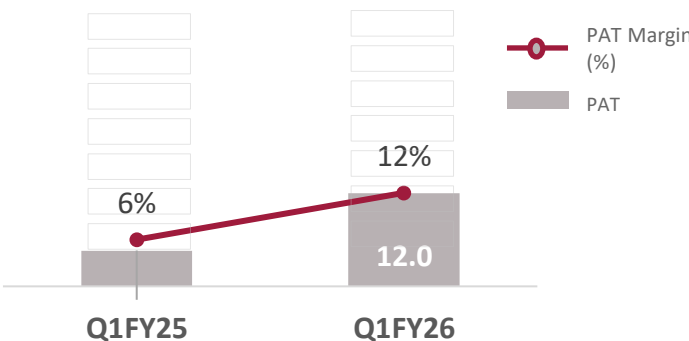
₹24.5 CR

Growth (YoY)

205%

PAT

(In ₹ Cr.)



Q4 FY24

₹4.6 CR

Q4 FY25

₹12.0 CR

Growth (YoY)

159%

*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

Q1 FY26 SYNOPSIS

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City	Projects	Area Booked Q1 FY26 (sq ft.)	Units Booked Q1 FY26 (nos.)	Sales Value for Q1 FY26 (Rs. Cr)	Amount Collected Q1 FY26 (Rs. Cr)	Revenue Recognized Q1 FY26 (Rs. Cr)
Gujarat	Aavishkaar	5,271	6	2	3	4
	Alcove	-	-	-	-	-
	Chirping Woods	19,719	3	3	3	-
	Forreste 5	23,148	3	7	0	-
	Forreste	7,668	1	2	1	-
	Fruits of Life	-	-	-	2	-
	High Grove	14,499	1	2	(2)	9
	Aquacity	6,02,822	111	62	58	-
	Rhythm of Life	14,148	2	2	5	-
	Uplands 2.0 & 3.0	7,245	2	1	18	-
	Uplands One	32,310	1	7	4	4
	Uplands Two	-	-	0	1	5
	Industrial Park - NH47	5,25,227	2	29	-	-
Karnataka	Belair	15,086	12	16	23	49
	Forest Trails	(6,566)	(2)	(4)	15	-
	Greatlands	20,730	14	14	16	16
	Oasis	1,538	1	1	1	1
	Orchards	1,015	1	1	24	-
	The Park	26,921	19	19	8	-
Maharashtra	Elan	10,131	9	10	12	13
Total		13,20,913	186	175	191	101

[^] 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

DEBT PROFILE – AS ON JUN 30, 2025

Amount in ₹ Cr.	30-Jun-2024	31-Mar-2025	30-Jun-2025
Gross Debt*	61	199	193
Net Interest-bearing funds	(58)	27	(50)
Net Interest-bearing funds to Equity	(0.12)	0.04	(0.08)

- 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.

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

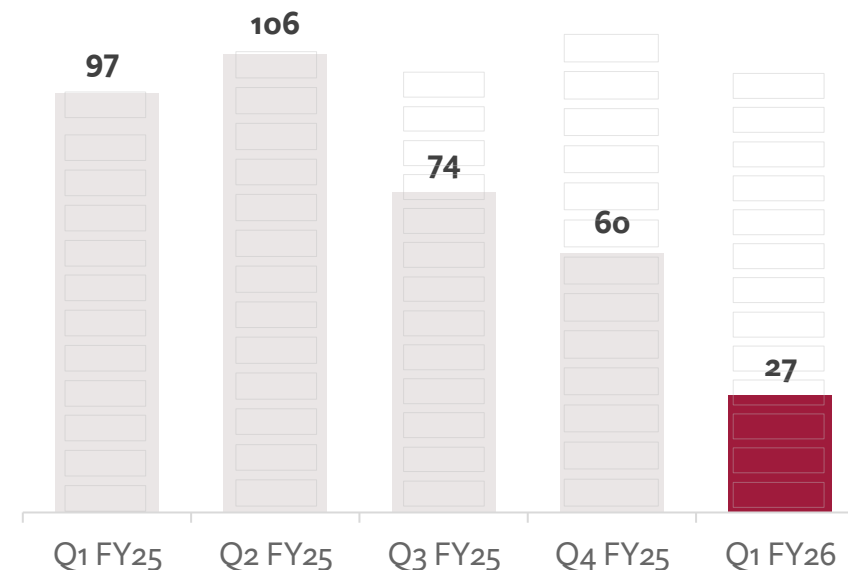
The Company generated operating Cash Flow of Rs. 27 Cr of in Q1 FY26. The Company has significant headroom to raise fresh Debt while maintaining a healthy Debt Equity ratio.

CONSOLIDATED CASHFLOWS – Q1 FY26

Particulars (Rs in Crs)	Q1 FY25	FY25	Q1 FY26
Opening Balance	21	21	27
Operating activities			
Collections	248	942	191
Construction cost and other overheads	(104)	(392)	(113)
Taxes	(1)	(33)	(5)
Direct land cost/JDA and DM sharing	(46)	(180)	(46)
Net Operating Cashflow (A)	97	337	27
Financing Activities			
Finance cost (Net)	(1)	(7)	(5)
Pref Issue / Equity	4	13	4
Loans/OCD - Drawdown/(Repayment) (Net)	(15)	137	(6)
Investments (Net)	(13)	(87)	(10)
Net Financial Cashflow (B)	(25)	57	(17)
Investing Activities			
Land Payments & Approvals	(62)	(388)	(18)
Net Investing Cashflow (C)	(62)	(388)	(18)
Total Net Cashflow (D= A+B+C)	30	27	19

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

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
Gujarat	Aavishkaar	5,45,468	4,54,486	90,982	130	125	127	2,870
	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
	Megaestate	59,180	28,752	30,428	9	8	8	3,256
	Megapark	5,01,222	4,83,860	17,362	29	28	27	591
	Megatrade Square	82,526	74,550	7,976	32	31	32	4,293
		9,15,809	9,15,809	-	254	254	254	2,776
Karnataka	Belair	4,69,620	4,38,459	31,161	302	251	270	6,887
	Expansia	1,40,268	1,40,268	-	75	75	75	5,358
	Greatlands	9,52,854	7,82,387	1,70,467	331	302	316	4,227
	Oasis	5,72,262	5,65,416	6,846	327	324	325	5,777
	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	88,588	46,364	70	59	59	7,858
	Total	65,01,284	60,49,687	4,51,597	2,140	2,040	2,074	

^Amount Collected is excluding Taxes and net of cancellations
As on 30 June 2025

PROJECT PORTFOLIO - ONGOING

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
Gujarat	Aquacity	1,41,64,344	69,57,758	72,06,586	737	-	156	1,060
	Chirping Woods	13,39,092	11,08,994	2,30,098	132	2	111	1,189
	Forreste	29,58,846	24,17,879	5,40,966	349	31	328	1,442
	Forreste 5	9,43,164	5,70,648	3,72,516	131	5	69	2,298
	Fruits of Life	17,45,853	15,02,775	2,43,078	146	-	139	969
	High grove	43,77,033	24,38,334	19,38,699	233	107	223	954
	Rhythm of Life	10,33,030	7,77,807	2,55,223	95	-	28	1,221
	Uplands 2.0 & 3.0	1,03,38,827	48,97,125	54,41,702	442	-	324	902
	Uplands One	31,92,901	29,63,362	2,29,539	514	485	504	1,735
	Uplands Two	12,89,128	10,83,204	2,05,924	331	124	294	3,054
Karnataka	Forest Trails	9,71,736	4,29,984	5,41,752	319	-	77	7,413
	Orchards	5,70,200	3,95,922	1,74,278	217	-	171	5,488
	The Edge	1,68,224	56,994	1,11,230	40	-	27	7,077
	The Park	5,69,066	3,05,225	2,63,841	200	-	22	6,538
	Total	4,36,61,445	2,59,06,011	1,77,55,434	3,885	755	2,473	

^Amount Collected is excluding Taxes and net of cancellations

As on 30 June 2025

PROJECT PORTFOLIO – SUMMARY 1

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Status	City	Project	Type	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	1,631
B. Ongoing	Gujarat	Chirping Woods	Residential	JV	~ 50% Revenue Share	2026	13,39,092	173
		Forreste 5	Residential	DM	~ 10% Revenue Share	2026	9,43,164	207
		Uplands One	Residential	JV	~ 77% Revenue Share	2025	31,92,901	580
		Uplands Two	Residential	JV	~ 77% Revenue Share	2025	12,89,128	350
		High grove	Residential	JV	~ 45% Revenue Share	2025	43,77,033	329
		Uplands 2.0 & 3.0	Residential	JV	~ 10% Revenue Share	2026	1,03,38,827	1,006
		Aquacity	Residential	JV	~ 50% Revenue Share	2027	1,41,64,344	1,340
		Fruits of Life	Residential	HDFC Platform 2	Arvind Invst 33.33%	2025	17,45,853	155
		Forreste	Residential	DM	0%	2026	29,58,846	395
		Rhythm of Life	Residential	Owned	100%	2026	10,33,030	144
		The Edge	Commercial	Owned	100%	2025	1,68,224	125
		Orchards	Residential	HDFC Platform 2	Arvind Invst 33.33%	2027	5,70,200	222
		The Park	Residential	Owned	100%	2028	5,69,066	370
	Forest Trails	Residential	JD	~ 65% Revenue Share	2027	9,71,736	600	
	Subtotal					5,01,62,729	8,286	

PROJECT PORTFOLIO – SUMMARY 2

Status	City	Project	Type	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	30,59,316	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	3,88,980	38
		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	7,46,654	107
		Aquacity - Future Phase	Residential	JV	~ 50% Revenue Share	Yet to be launched	64,49,814	610
		Mankol	Residential	Owned	100%	Yet to be launched	65,77,560	560
	Karnataka	Industrial Park - NH47	Commercial	JD	~ 70.5% Revenue Share	Yet to be launched	1,92,48,192	1,350
		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
	Maharashtra	ITPL Road	Residential	JD	~ 54% Revenue Share	Yet to be launched	4,45,379	600
		Khopoli	Residential	JD	~ 70.5% Revenue Share	Yet to be launched	21,94,553	1,520
		Subtotal					5,83,77,458	7,552
		Grand Total					10,85,40,187	15,838

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	534	49	7	56	0	56
	Ongoing	4,679	3,109	1,570	933	2,503	1,751	753
	Yet to be launched	4,545	29	4,517	29	4,545	2,961	1,584
Gujarat Total		9,808	3,672	6,136	968	7,105	4,712	2,393
Karnataka	Completed	1,631	1,536	94	49	143	26	118
	Ongoing	1,317	776	541	479	1,020	444	576
	Yet to be launched	1,487	0	1,487	0	1,487	1,007	480
Karnataka Total		4,434	2,312	2,122	528	2,650	1,477	1,173
Maharashtra	Ongoing	75	70	5	11	16	-6	23
	Yet to be launched	1,520	0	1,520	0	1,520	1,111	409
Maharashtra Total		1,595	70	1,525	11	1,536	1,105	432
Grand Total		15,838	6,054	9,784	1,508	11,291	7,293	3,998
Add: Surplus								50
Net Estimated Unrealised Operating Cashflow								4,048

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

* 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.

Above cash flow includes only those projects where definitive agreements have been signed.

ABOUT THE COMPANY

01

KEY
INFORMATION

02

GEOGRAPHY
SPREAD

03

HDFC
PARTNERSHIP

04

ARVIND BRAND

05

GOVERNANCE &
CSR

06

MANAGEMENT
TEAM

OVERVIEW

#DESIGNEDTOINSPIRE

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

Strong trusted consumer brand

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

Experienced Professional Mgmt.

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

Diversified geographical presence

Ahmedabad, Gandhinagar, Bangalore & Pune

Primarily focused on Residential development

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

Growing Project Portfolio

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

Strong conviction by promoters

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

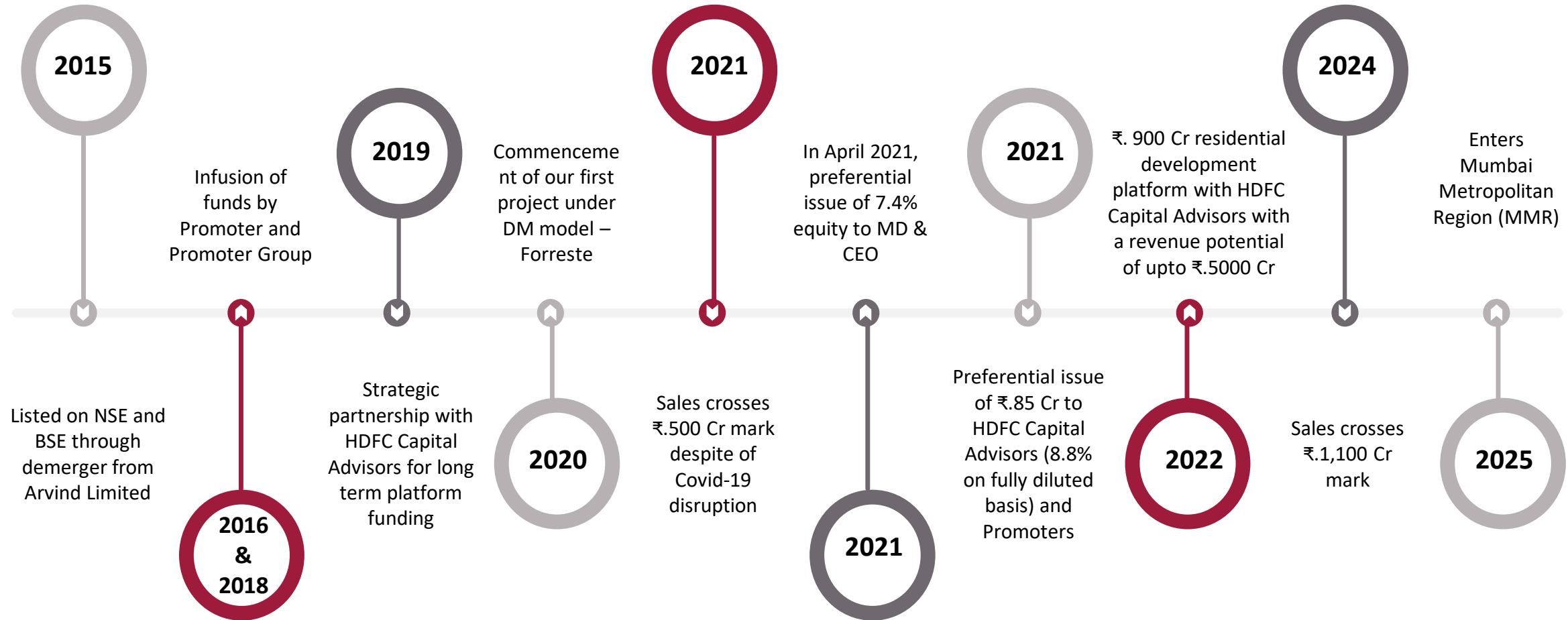
Strategic partnership with HDFC Capital

Equity investment at Hold co and Platform funding

Strong financial performance - 25% CAGR in Bookings

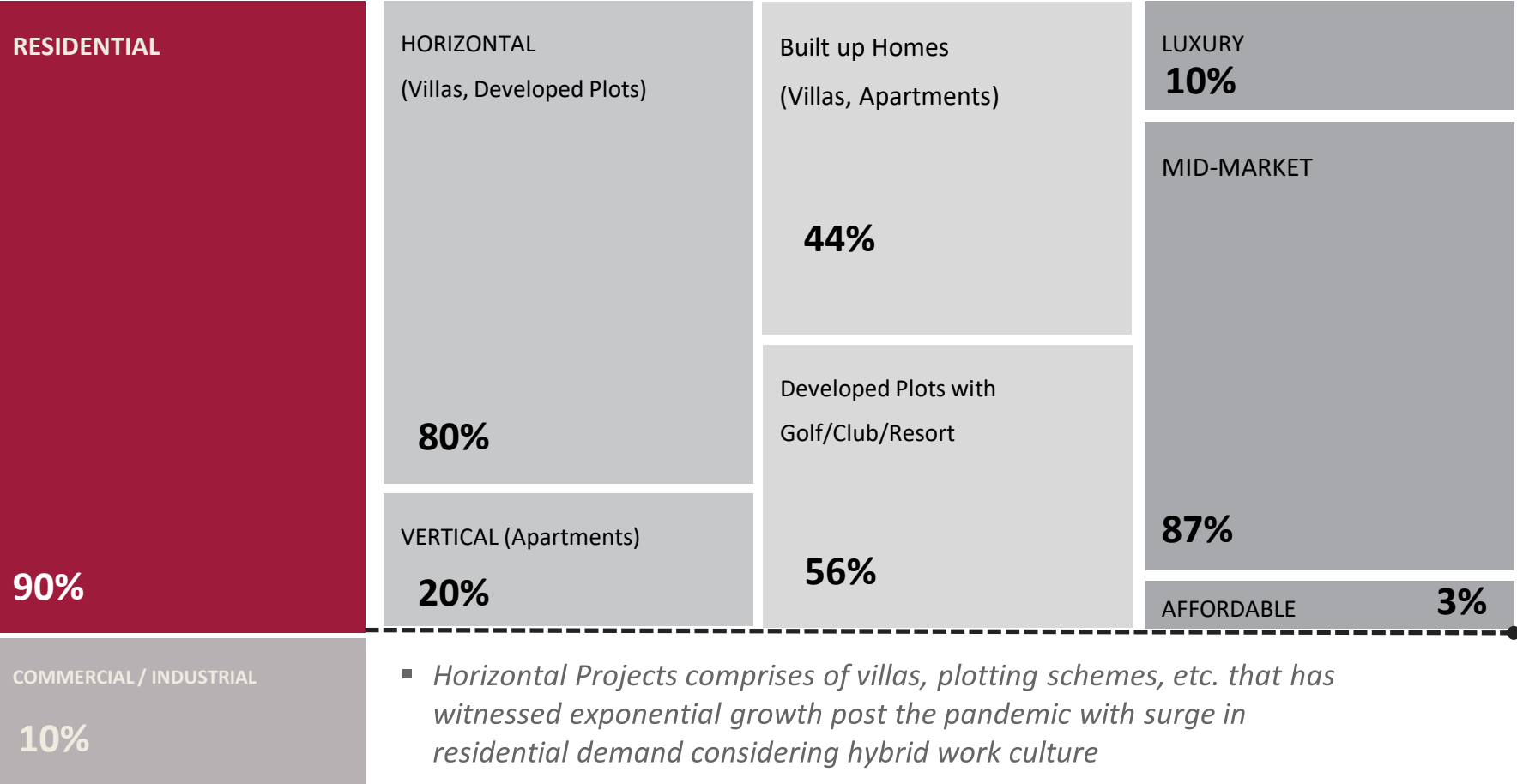
Long term credit rating of A+/Stable outlook; OCF of Rs 337 Cr in FY25

THE JOURNEY SO FAR



CARVED ITS NICHE IN RESIDENTIAL DEVELOPMENT PROJECTS

PROJECT CLASSIFICATION (ONGOING AND PLANNED) MARCH 2025



Horizontal Projects comprises of villas, plotting schemes, etc. that has witnessed exponential growth post the pandemic with surge in residential demand considering hybrid work culture

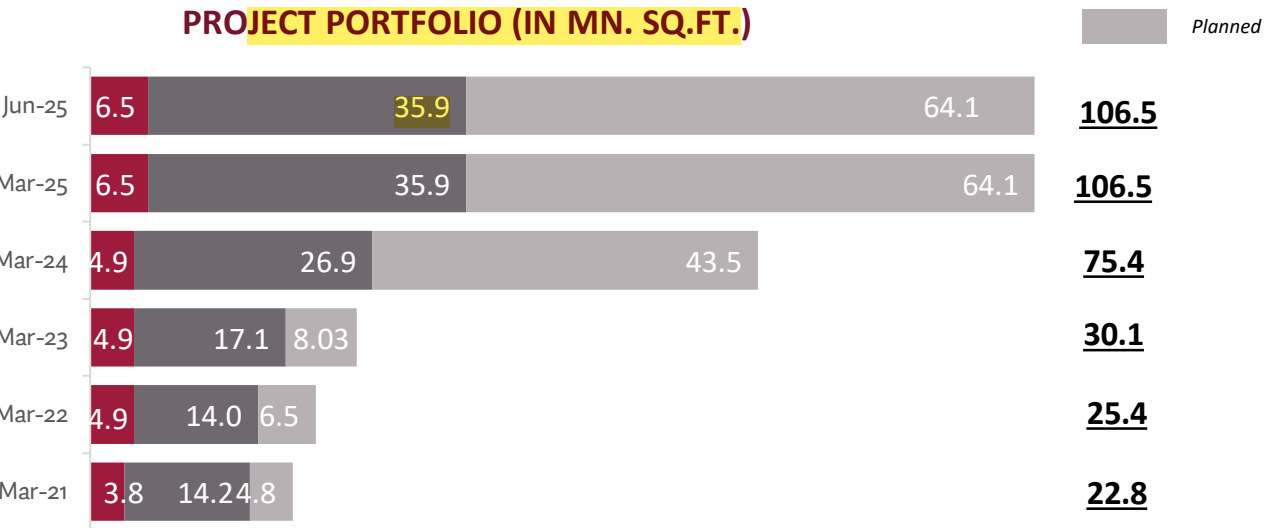
^The numbers are basis value of the portfolio

LISTED (2015), CORPORATE REAL ESTATE DEVELOPER SINCE 2008

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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.

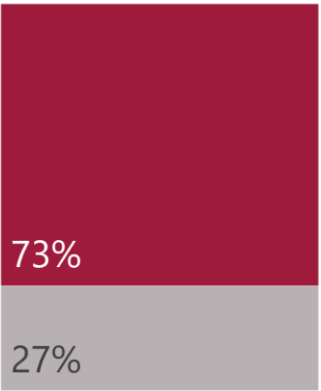


- “Ongoing” - already launched
- “Planned” - Next phases of already launched Projects + Lands already acquired, and site preparation started

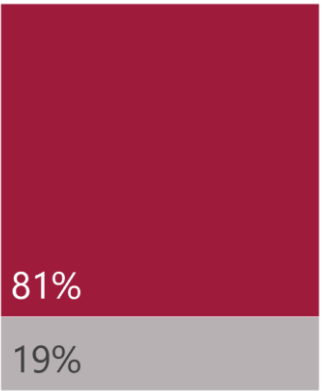
MULTIPLE LAND SOURCING MODELS

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

VALUE SHARE in %



VOLUME SHARE in %



JDAs

Land Purchase



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

GUJARAT 61%,

KARNATAKA 28%

MAHARASHTRA 11%

AHMEDABAD, GANDHINAGAR, SURAT

BANGALORE

MMR, PUNE



- 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



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



- 1. Elan 2. Khopoli

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STRATEGIC PARTNERSHIP WITH HDFC CAPITAL ADVISORS

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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

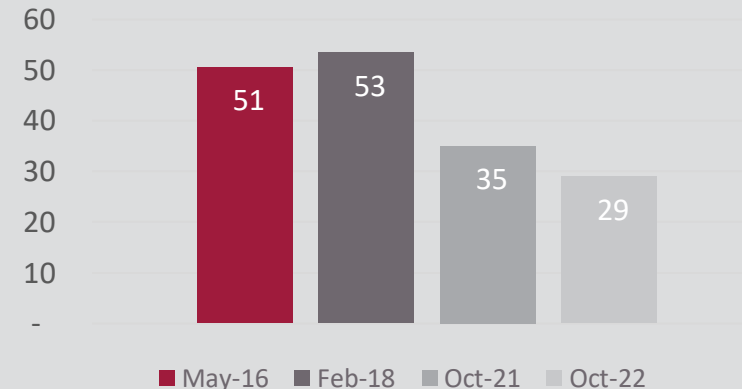
- Two most trusted brands- HDFC & Arvind together unlocking tremendous value for stakeholders
- First investment in OCD form of ₹ 50 Cr for Devenhalli project and ₹ 50 Cr invested for 8.8% stake on a fully diluted basis

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

INFUSION OF FUNDS BY PROMOTERS

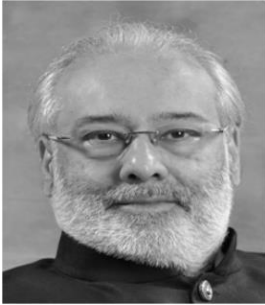


Capital infusion by Professional MD & CEO, exuberates strong conviction of the business from a long-term view point

- 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

#DESIGNEDTOINSPIRE



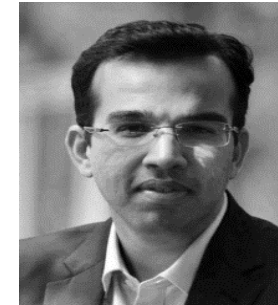
Mr. Sanjay S. Lalbhai
Chairman & Non-Executive



Mr. Kulin S. Lalbhai
Vice Chairman



Mr. Kamal Singal
Managing Director



Mr. Priyansh Kapoor
Whole Time 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.

* Effective 8th August 2025

*Effective Aug 08, 2025

LED BY AN EXPERIENCED PROFESSIONAL MANAGEMENT TEAM

#DESIGNEDTOINSPIRE



**MR. KAMAL SINGAL |
MANAGING DIRECTOR**

- 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



**MR. PRIYANSH KAPOOR |
CHIEF EXECUTIVE OFFICER**

- Associated with the real estate industry for over 16 years.
- He has held key leadership roles across marquee organizations including Godrej Properties, Godrej Housing Finance and The Wadhwa Group.
- His prior experience includes heading the Mumbai region at Godrej Properties as Mumbai CEO. He also lead sales, marketing, and CRM at The Wadhwa
- He holds a Post Graduate Diploma in Management from the Xavier Institute of Management.



**JAGDISH DALAL |
Senior Vice President**

- Over 30 years of experience
- Excels in corporate finance



**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



**INSHUL SAHANI |
Head - Strategy**

- Overall experience of over 11 years in Consulting and Corporate Strategy
- With ASL since 2025



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

- Member of Arvind group for over 25 years



**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



**CHIRAG SHAH |
Chief Technical Officer**

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



**PANKAJ JAIN |
Head of CRM**

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



**JAI KUMAR AJBANI |
Head - Legal**

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



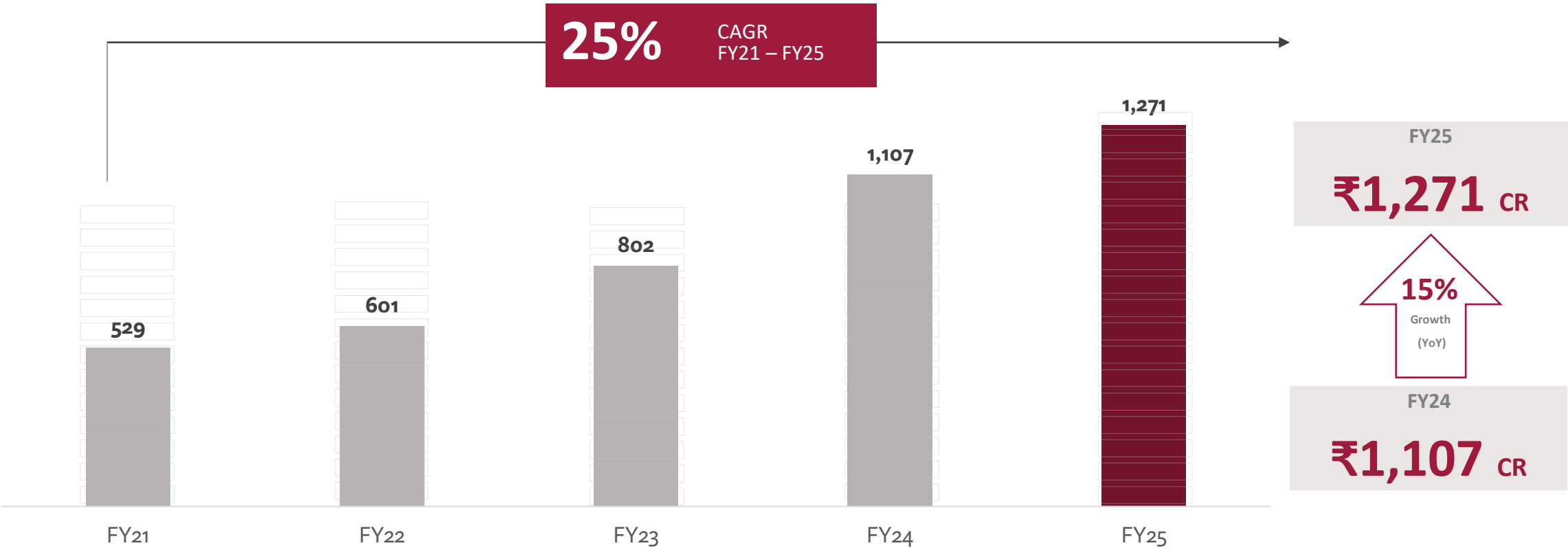
5 YEAR PERFORMANCE

- OPERATIONAL
- FINANCIAL

BOOKINGS: FY25

BOOKINGS: BEST EVER YEAR

(In ₹ Cr.)

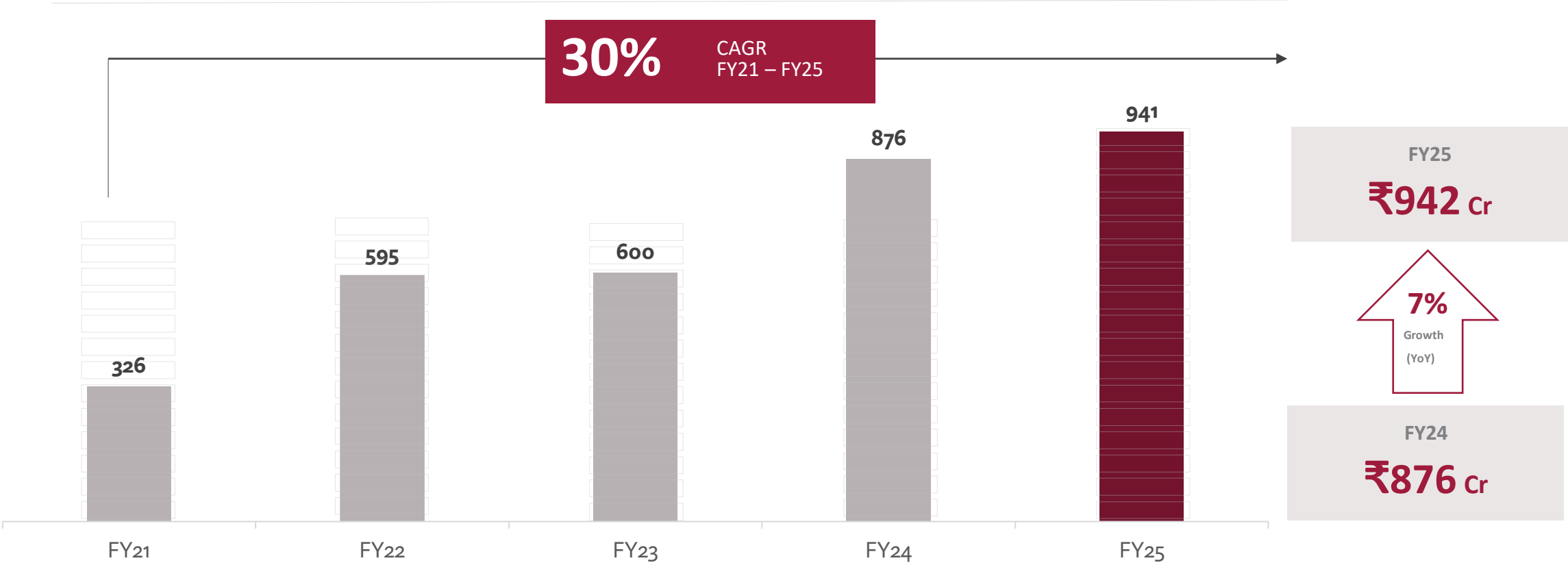


#DESIGNEDTOINSPIRE

COLLECTIONS: FY25

COLLECTIONS: BEST EVER YEAR

(In ₹ Cr.)

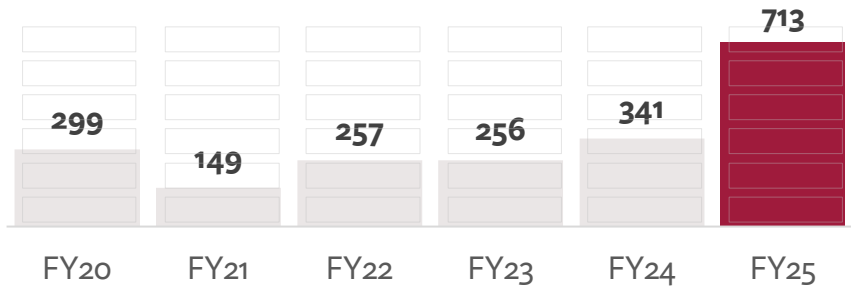


#DESIGNEDTOINSPIRE

CONSOLIDATED FINANCIAL PERFORMANCE

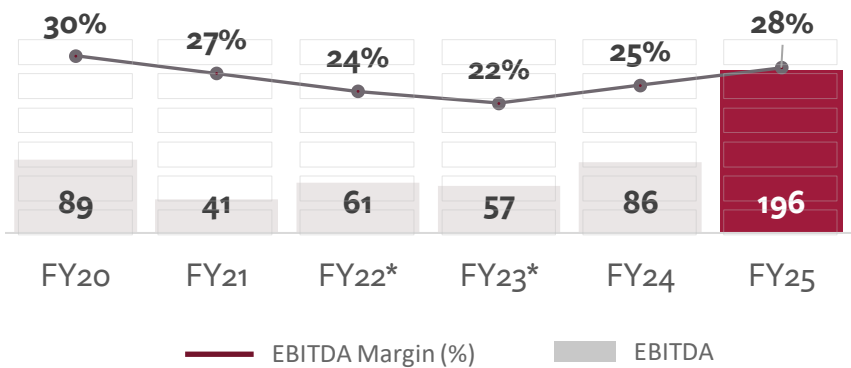
REVENUE

(In ₹ Cr.)



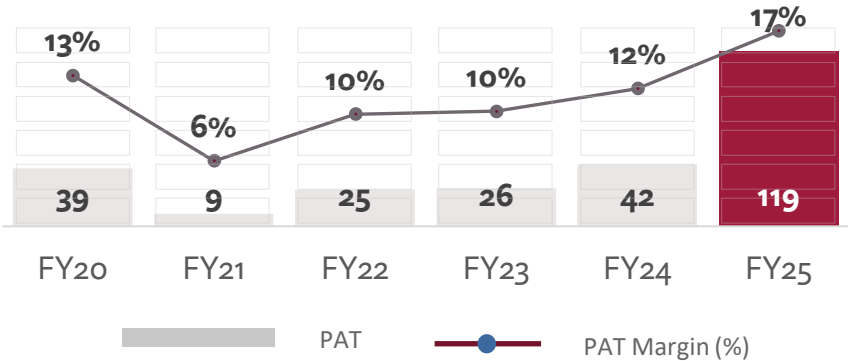
EBITDA

(In ₹ Cr.)



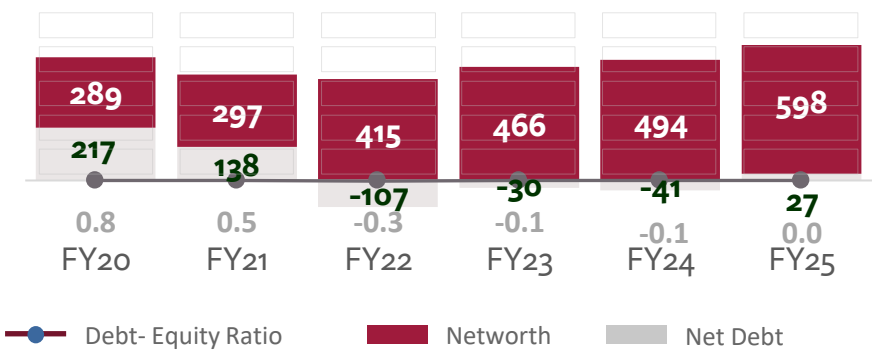
PAT

(In ₹ Cr.)



NETWORTH & NET DEBT

(In ₹ Cr.)



*Adjusted EBITDA = EBITDA (-/+ Interest included in cost of sales / Interest inventorised)

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.

BUSINESS MODEL & STRATEGIC PILLARS

- FUNDAMENTALS
- STRATEGIC PILLARS

KEY BUSINESS FUNDAMENTALS

Arvind
SMARTSPACES

#DESIGNEDTOINSPIRE

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

STRATEGIC PILLARS



Asset light



Balanced Risk Profile



Innovation



Systems & Processes



Customer Centricity

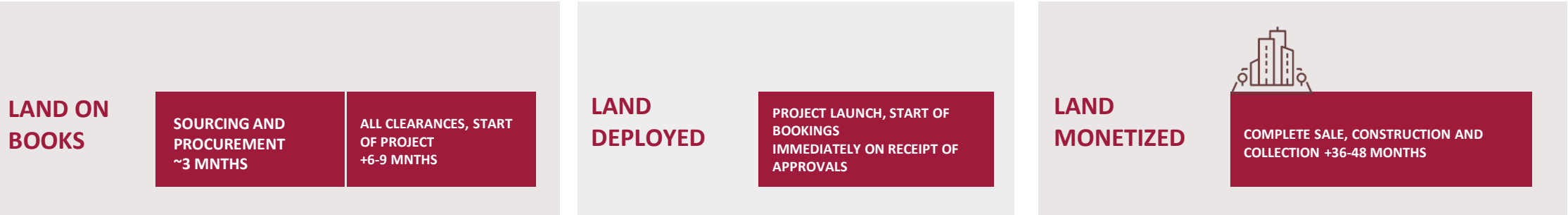


ASSET LIGHT

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	▪ Speculative returns from land appreciation ▪ Reliance on speculative business cycles	▪ Product turnaround as a Process Industry ▪ Cost efficiency in land and execution ▪ Brand premium ▪ Rely on systems, processes, Innovation and consumer centricity

LAND PROCUREMENT AND MONETIZATION LIFE CYCLE



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

DEBT / EQUITY (X)

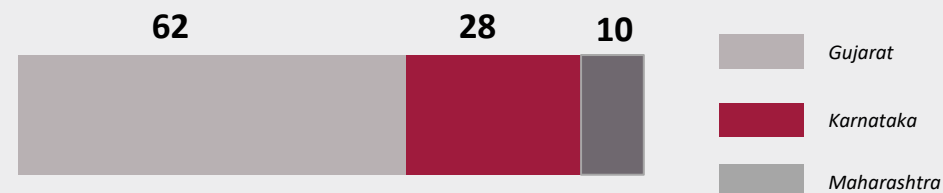


Credit Rating upgraded to IND A+/Stable in December 2023

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



SPORCIA: HOMES AROUND SPORTS



SKYLANDS: JOGGING TRACK IN THE SKY



EXPANSIA: ALL ABOUT SPACES



BELAIR: YOUR CLUB IN THE AIR



UPLANDS: INSPIRED BY DISNEY®



PRODUCT INNOVATION

3 ACRES OF LILY POND @ HG



URBAN FORREST @ FORRESTE



Forest Sitouts



Forest Trail

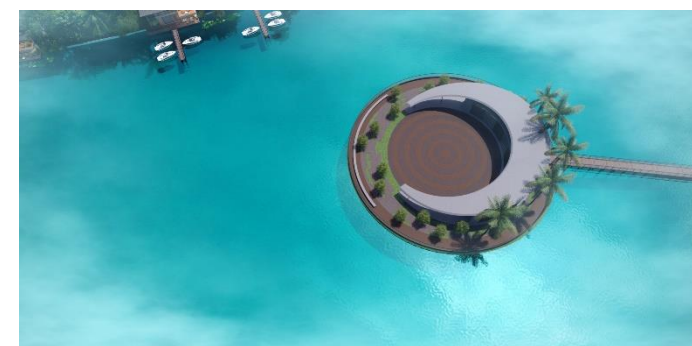


Forest Caves

INTERNATIONAL CLUB ARCHITECTURE @ HG



MAN-MADE LAKE (33 ACRES), THREE MAN-MADE ISLANDS, 18-ACRE GOLF COURSE @ AQUACITY



CUSTOMER CENTRICITY

AIMING FOR DELIGHT AT EVERY TOUCH POINT IN CUSTOMER LIFE CYCLE



PROJECTS AND DELIVERY STATUS VS COMMITMENT (IN MONTHS)

+2 MONTHS** PARISHKAAR/ TRADE SQUARE CITADEL	ON TIME MEGATRADE EXPANSIA MEGAESTATE MEGA PARK	-3 to 4 MONTHS ALCOVE SPORCIA	-6 to 8 MONTHS SKYLANDS OASIS	-18 MONTHS AAVISHKAAR
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* 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

** 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 in-house 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



Engineering

30+
years

Arch./Design

20+
years

STRENGTH



Engineering

177



Arch./Design

30

SUPPORTED BY BEST-IN-CLASS TECHNOLOGY



ERP SYSTEM


 Generates BOQs
 directly from drawings


SAP


 Document
 Management System


Quality Management



LOOKING AHEAD

- DIFFERENTIATING FACTORS
- KEY FOCUS AREAS

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

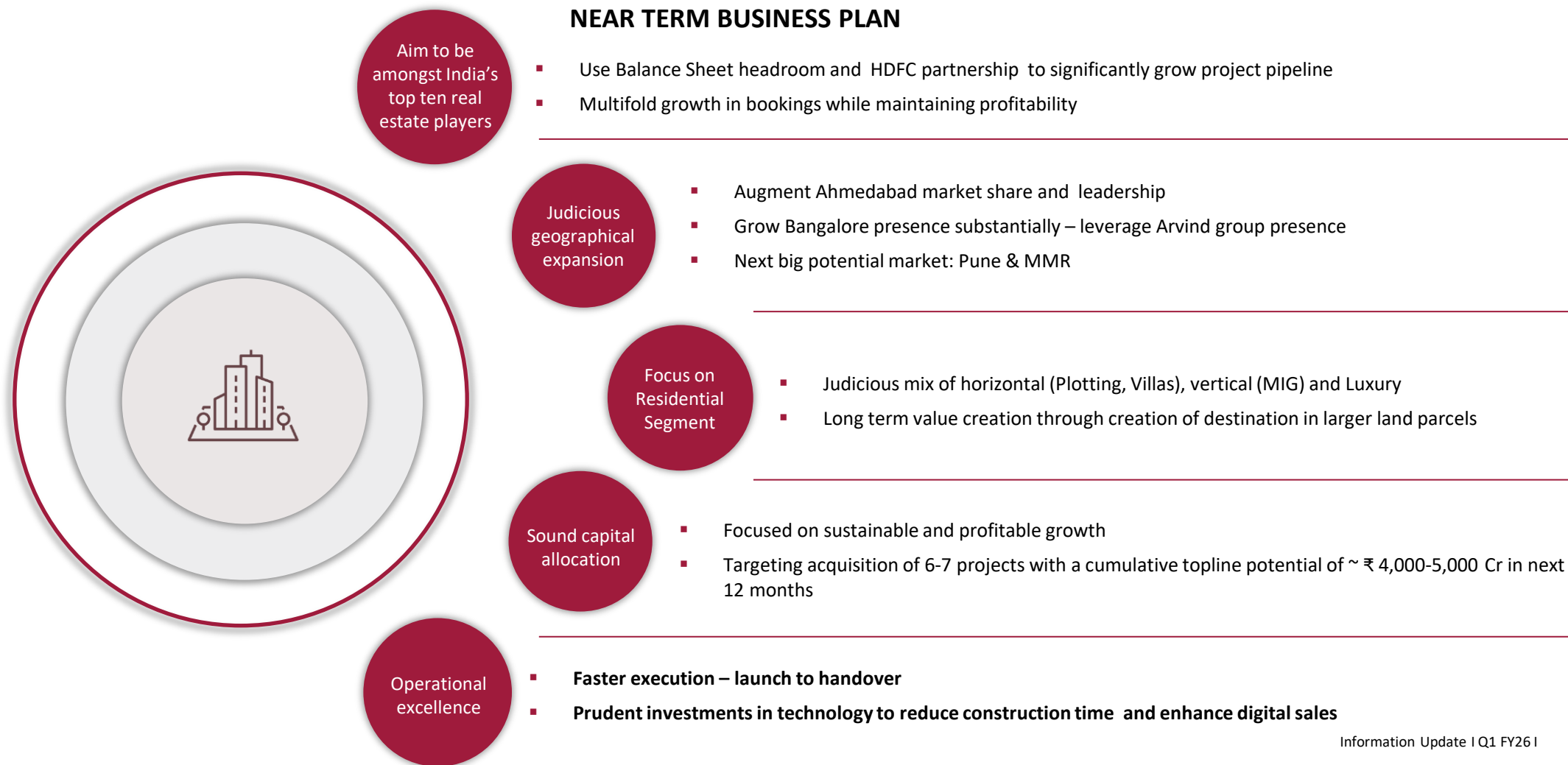
- Brand Equity
- Legacy of over 120 years of Trust & Excellence

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

#DESIGNEDTOINSPIRE





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AWARDS AND RECOGNITION

- AWARDS
- ACCOLADES

AWARDS & RECOGNITIONS FY16-25

Company & Individual Awards

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'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



'Developer of the Year' - Golden Brick Awards 2024, Dubai, UAE



Developer of the Year - Ultra Luxury & Lifestyle - Realty+ Excellence Awards



"Brand of the Year – Real Estate" - Real Estate and Business Excellence Awards, 2025

AWARDS & RECOGNITIONS FY16-25

Project Awards

#DESIGNEDTOINSPIRE

 'Luxury Project of the Year'- Uplands - Realty plus Excellence	 'Integrated Township of the Year – India' – Feb'16 Uplands - ABP News Real Estate	 'Integrated Township of the Year' Uplands - Apr'16, The Golden Globe Tigers Award 2016	 'Residential Property of the Year' – Citadel – Jul'16, Realty Plus Conclave & Excellence	 'Residential Property of the Year' Expansia – Dec'16, Realty Plus Excellence Awards	 'Design Project of the Year' – Uplands – Jun'17, Realty Plus Conclave & Excellence	 'Luxury Project of the Year' – Expansia – Jul'17, Excellence in Real Estate and Infrastructure
 'Affordable Housing Project of the Year'- Aavishkaar Realty Plus Conclave & Excellence 2019	 'Best Golf Course Architecture (national award) for Uplands' – Sept'19, Golden Brick	 'Most Trusted Real Estate Brand of the Year' – Mar'21; Real Estate & Business Excellence	 'Ultra Luxury – Lifestyle Project of the Year' – Uplands – Aug'21, Realty+ Conclave 2021	 'Plotted Development of the Year' – Highgrove – Aug-21, Realty+ Conclave 2021	 'Villa Project of the Year' – Forreste – Aug'21, Realty+ Conclave 2021	 'Residential Project of the year' - Uplands – Mar'22, Economic Times Real Estate Award
 Iconic Project of the Year, - Elan - Mar'22 - Realty+ Conclave 2022	 'Residential Property of Year' - Bel Air – Mar'22, Real Estate & Business Excellence Awards	 'Digital Innovation of the Year' Bel Air – Jun'22, Realty+ Idea Awards	 'Themed Project of the Year' – Forreste – June-22, Realty+ Conclave & Excellence Awards	 'Ultraluxury project of the year – Uplands – June'22,Realty+ Conclave & Excellence Awards	 'Themed Project Of The Year' – Oasis – Dec'22, Realty+ Conclave & Excellence Awards	 Residential Property of the Year (Bel Air, Bengaluru), Real Estate and Business Excellence
 Plotted development of the Year – Highgrove, Realty+ Conclave & Excellence Awards, 2023	 Luxury Villa Project of the Year - Arvind Forest Trails, Real Estate and Business Excellence	 Luxury Villa Project of Year at Golden Brick Awards 2024, Dubai, UAE	 Villa Project of Year at Realty+ Excellence Awards, 2024	 Integrated Township of the Year - Real Estate and Business Excellence Awards, 2025	 Luxury Project of Year Real Estate and Business Excellence Awards, 2025	

17th Realty Conclave & Excellence Awards 2025



Developer of the Year – Residential



Iconic project of Year –
Arvind Aquacity



Villa Project of the year – Arvind Arvind
Forreste

Times Now Radiant Gujarat Awards



Excellence in Trustworthy Brand in real
Estate



Township of the year –
Arvind Aqua City

ANNEXURE: PROJECT PROFILE IN DETAIL

- OVERVIEW
- PROJECT DETAILS

UPLANDS

#DESIGNEDTOINSPIRE

*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



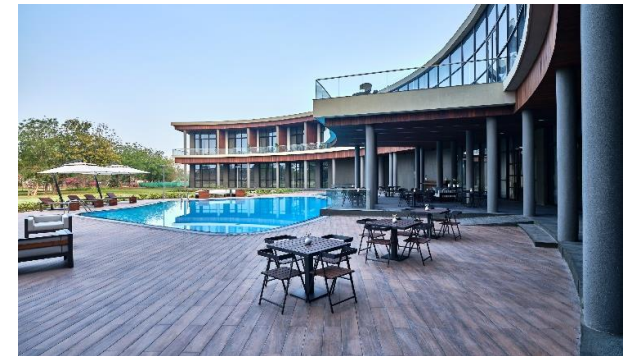
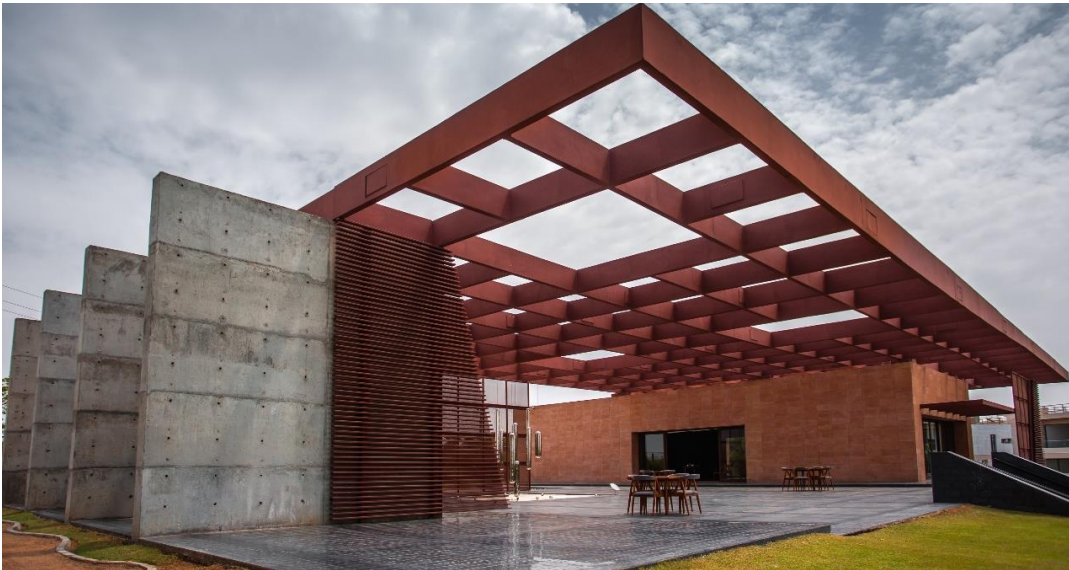
Disney® themed kids
bedroom



Personal Swimming Pool, Gym, Home Theatre - Optional

UPLANDS

#DESIGNEDTOINSPIRE



UPLANDS CLUBHOUSE

#DESIGNEDTOINSPIRE



SKYLANDS

#DESIGNEDTOINSPIRE

*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

#DESIGNEDTOINSPIRE



AAVISHKAAR

#DESIGNEDTOINSPIRE

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

Deal Structure: OUTRIGHT PURCHASE

Architect: VITAN (JAGRUT & PARTNERS LLP)

AMENITIES



Gated community
& CCTV camera



Central
Landscape area



Outdoor & Indoor
Gym



Yoga & Multipurpose
room



Jogging
pathway/track



Children's splash pool &
sports facilities

AAVISHKAAR CLUB HOUSE



#DESIGNEDTOINSPIRE

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

Deal Structure: OUTRIGHT PURCHASE

Architect: APURVA AMIN

AMENITIES



Terrace café



Aqua Center



Indoor Gym &
Steam Room



Senior Citizen's Nook



Central Landscape
Area



Sports facilities like Cricket,
Basketball & Badminton



OASIS CLUB HOUSE

#DESIGNEDTOINSPIRE



BELAIR

#DESIGNEDTOINSPIRE

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

Deal Structure: OUTRIGHT PURCHASE

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

#DESIGNEDTOINSPIRE



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

Deal Structure: JOINT DEVELOPMENT

Architect: - A&T CONSULTANTS

AMENITIES



Landscape
Walkway



Club Terrace
Café Sitting



Outdoor & Indoor
Gym



Fully equipped Home
Theatre room



State of art Security
System



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

THE EDGE

#DESIGNEDTOINSPIRE

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

Deal Structure: OUTRIGHT PURCHASE

Architect: APURVA AMIN

AMENITIES



Common
Conference Room



Theatre/Auditorium



Modern Cafeteria



Gymnasium



CCTV, Intercom
Facility



Parking & Automatic Elevators

HIGHGROVE CHIRPING WOODS

#DESIGNEDTOINSPIRE

Weekend Homes - Plots
~777 Units Overall 57 Lakh Sq. Ft.

Deal Structure: JOINT DEVELOPMENT

Architect: WOODS BAGOT

AMENITIES



9 Hole Executive
Golf Course



Clubhouse powered
by SMAAASH, which
is perfected by
Sachin Tendulkar



Bowling Alley



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



Golf Promenade

FORRESTE

#DESIGNEDTOINSPIRE

*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 Bavlu lake that is full
of native & migratory
birds



Banquet Hall &
Games Room



Gymnasium, Multimedia
Theatre



Café & Restaurant

GREATLANDS

#DESIGNEDTOINSPIRE

*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.



Gymnasium, rooftop infinity pool, indoor games room, cricket pitch

FOREST TRAILS

#DESIGNEDTOINSPIRE

*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

ARVIND ORCHARDS

#DESIGNEDTOINSPIRE

*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



Clubhouse, spa
Monogram Lounge



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

RHYTHM OF LIFE

#DESIGNEDTOSPIRE



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

Deal Structure: Owned

Architect: In House

AMENITIES



Lake Promenade
Musical Fountain



Lily Pond
Senior Citizens' Park
PET Park



Clubhouse, spa
Mini Theatre



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

UPLANDS 2.0 & 3.0

#DESIGNEDTOINSPIRE



*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



Clubhouse, 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

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THE PARK

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*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.



Gymnasium, rooftop infinity pool, indoor games room, cricket pitch



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THANK YOU

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