

Anant Raj Limited

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ARL/CS/13383

April 26, 2024

<p>The Secretary, National Stock Exchange of India Limited, "Exchange Plaza", 5th Floor, Plot No. C/1, G-Block, Bandra – Kurla Complex, Bandra (E), Mumbai-400051</p> <p>Scrip code: ANANTRAJ</p>	<p>The Manager Listing Department BSE Limited, Phiroze Jee Jee Bhoy Towers, Dalal Street, Mumbai – 400001</p> <p>Scrip code: 515055</p>
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Subject: "Investor Presentation"

Dear Sir/Madam,

Please find enclosed Investor Presentation, in terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

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

Yours Faithfully,

For **Anant Raj Limited**

Manoj Pahwa
Company Secretary

Encl: as above

ANANT RAJ LIMITED

Q4FY24 Investor Presentation
April 2024



Strong Foundation, Stronger Future.

Anant Raj Limited - Strong Lineage; Bright Future, Promising Prospects



Group Overview

- Established in 1969, Anant Raj Group commenced its operations.
- Began as preferred contractors for marquee Govt. Projects (Asian Games, Delhi), it is currently a dominant RE developer in NCR.
- Diversified pipeline with projects delivered across assets:

Residential	Commercial	
Integrated Townships	Data Centers	IT Parks
Affordable Housing	Hospitality	Warehouses
Group Housing	Commercial	Retail

- Presence across ~300 acres in premium localities of Delhi NCR.
- Track record of consistent financial performance, growth and strengthening balance sheet.
- Forayed into high-growth high-yield Data Centre sector establishing tie-ups with key government agencies.

Established Presence Across 5 States

9.07 msf
RE ongoing &
upcoming projects

9 msf Completed
Commercial &
Residential Project

307 MW
Proposed DC
Capacity

His Vision is our Mission



Ashok Sarin
Founder Chairman

Strong Executive Management Team



Amit Sarin
Managing Director
Exp : 28+ years



Amar Sarin
Chief Executive Officer
Exp : 27+ years



Ashim Sarin
Chief Operating Officer
Exp : 23+ years

Diversified Business Verticals

Residential Portfolio Mix (Ongoing & Upcoming)



Group
Housing
3.18 msf



Villas/Floors/Plots
3.33 msf



DDJAY
Plots
1.34 msf



Affordable
Housing
1.22 msf

Commercial Portfolio Mix (Ongoing & Upcoming)



Data
Centre
307 MW



Commercial
0.59 msf



Retail
0.26 msf



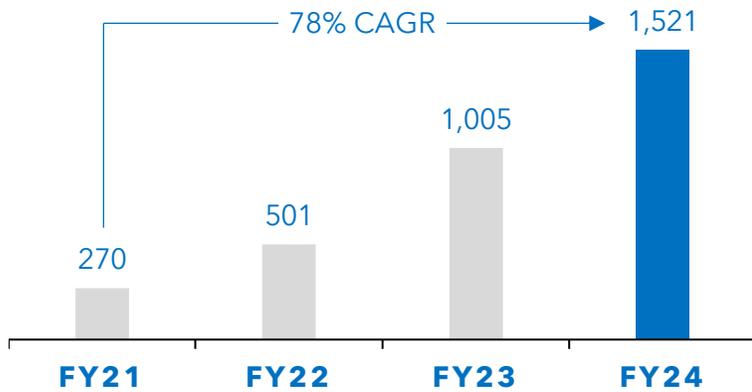
Hotels
1.00 msf

Strong Financial Growth Coupled With Balance Sheet Strengthening

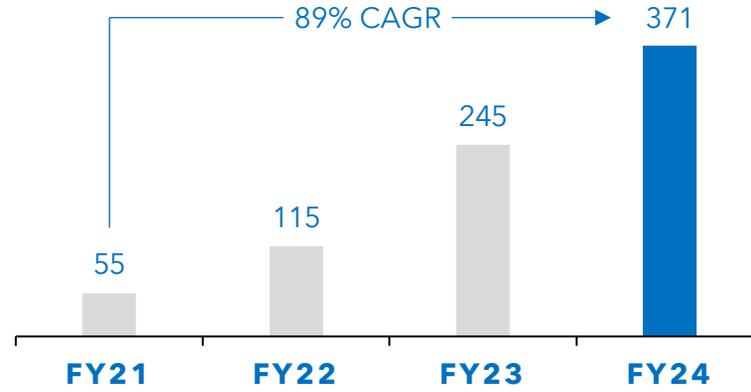


Post demerger demonstrated strong financial growth along with significant reduction in leverage

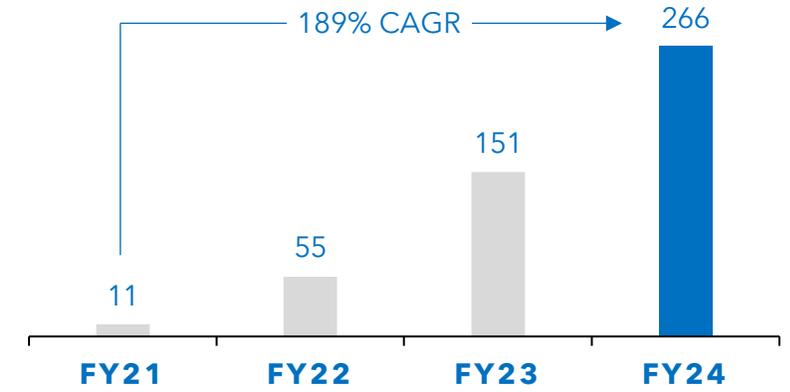
Revenue (INR Crores)



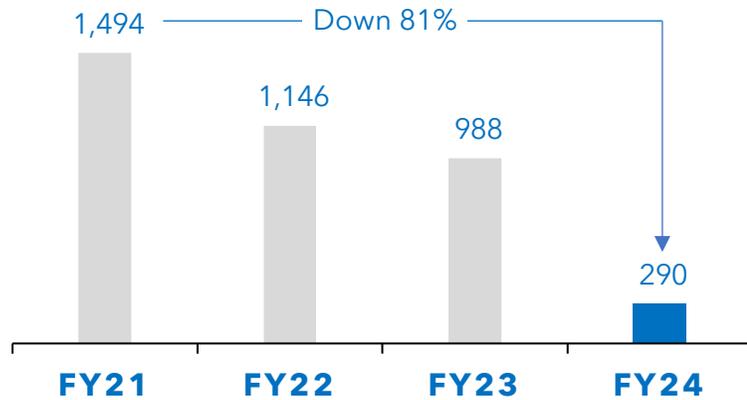
EBITDA (INR Crores)



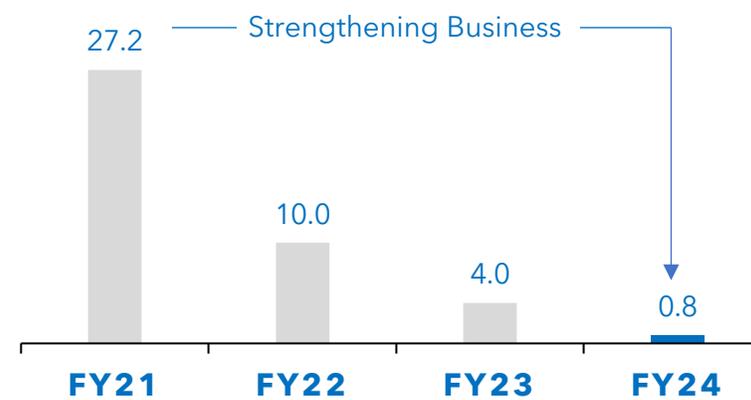
PAT (INR Crores)



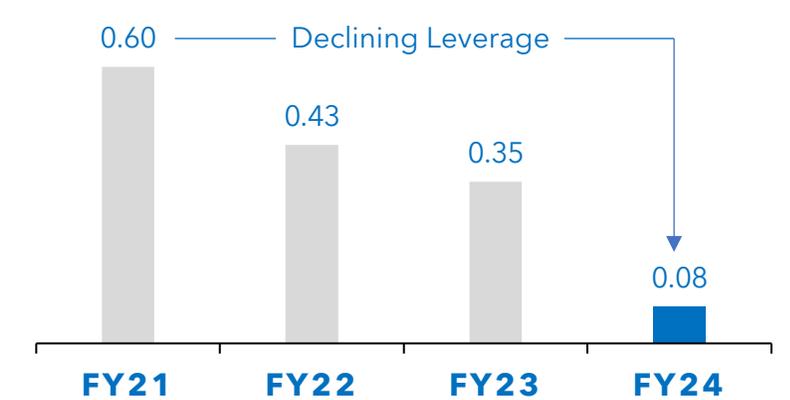
Net Debt (INR Crores)



Net Debt / EBITDA (x)



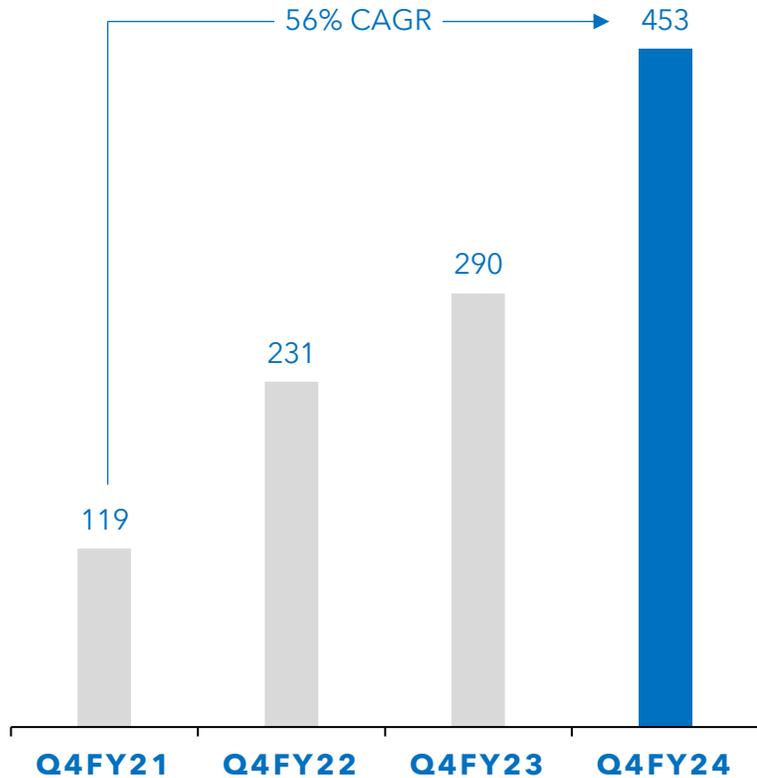
Net Debt / Equity (x)



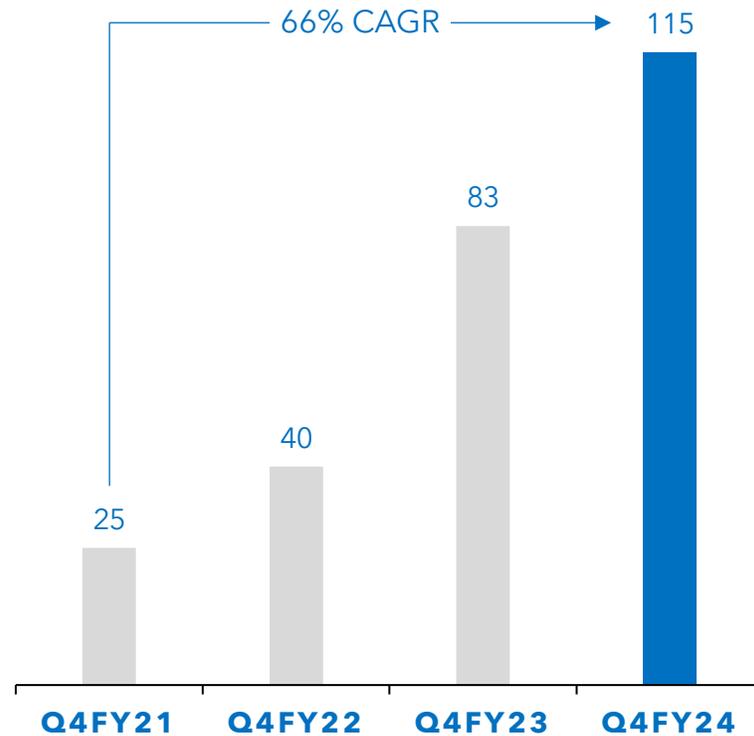
Q4FY24 Financial Highlights: Achieving Strength and Momentum



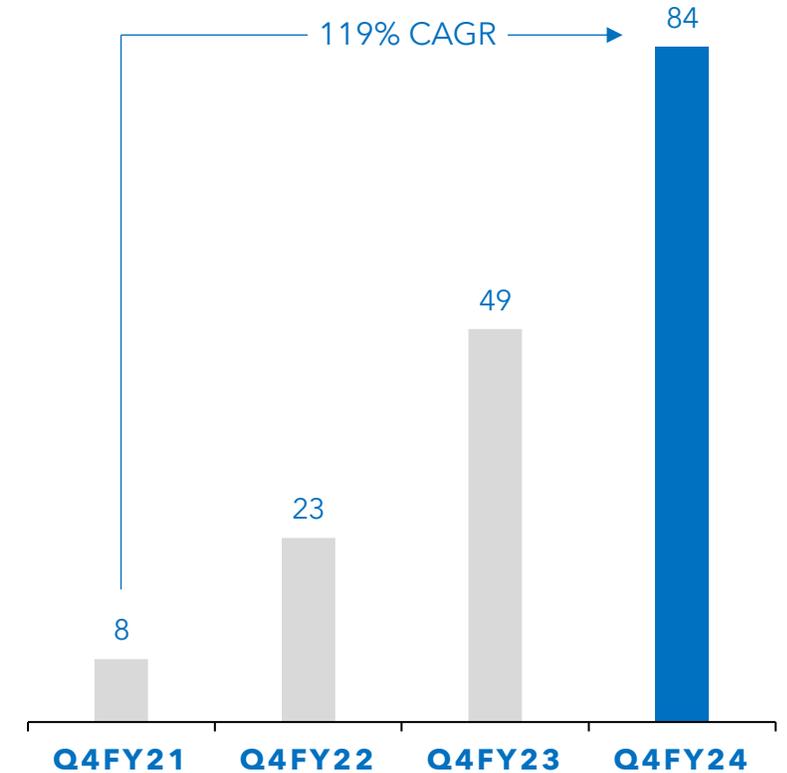
Revenue (INR Crores)



EBITDA (INR Crores)



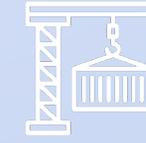
PAT (INR Crores)





Financial Highlights

- Revenue from operations for Q4FY24 stood at INR 453 crores, **up 56% YoY**.
- EBITDA for Q4FY24 stood at INR 115 crores, **up 39% YoY**.
- Net profit in Q4FY24 jumps by **71% YoY** to INR 84 crores.
- The company has made remarkable strides in debt reduction and anticipates achieving a **net debt-free status by the end of the calendar year 2024**, exemplifying diligent financial management and positioning itself for enhanced financial flexibility and future opportunities. **Net debt ending Q4FY24 stood at INR 290 crores vs INR 988 crores in Q4FY23**.
- **Reduced overall borrowing cost below 10%** during Q4FY24 demonstrating prudent financial management and enhancing overall profitability.



Operational Highlights

- **Launched 'The Estate Residences,'** high-rise luxurious residences located in Sector 63A, Gurugram, with a saleable area of 1msf. The project received a superb response owing to high demand and was **completely sold**.
- **Ashok Estates** - Successfully **sold out** a plotted development offering plots of sizes up to 180 square yards, with a total inventory of 320 units.
- **Birla Navya** - Commenced delivery of first phase of 300 units; second phase comprising 168 units to be subsequently delivered in FY25
- **Data Center Update** - Enhanced the scope of offering cloud services in the MoU with TCIL and added an addendum to provide **end-to-end services related to Data Center and Cloud services** at Manesar; Additionally, commenced Data Center strengthening work in **Panchkula for an initial 7MW IT Load**.
- Achieved a significant milestone by **successfully raising INR 500 crores through QIP** during the quarter, demonstrating strong investor confidence and financial stability.

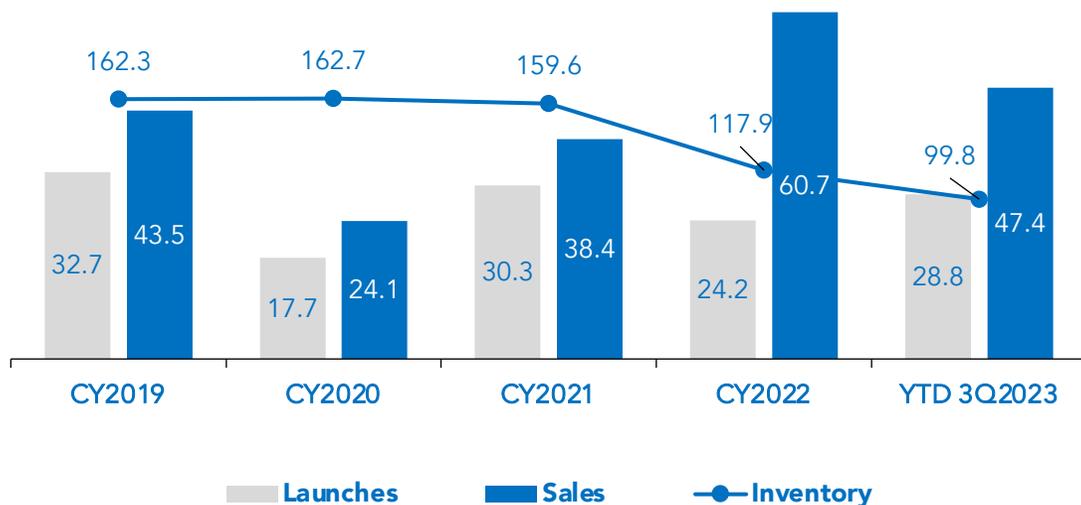
Industry Tailwinds with Cyclical Upswing Poised to Bolster Growth



Bolstered by enhanced social and lifestyle amenities, increased job prospects, numerous infrastructure initiatives, improved connectivity, and the burgeoning cloud computing sector, the demand is poised to sustain its momentum.

Delhi NCR residential market (in '000 housing units)

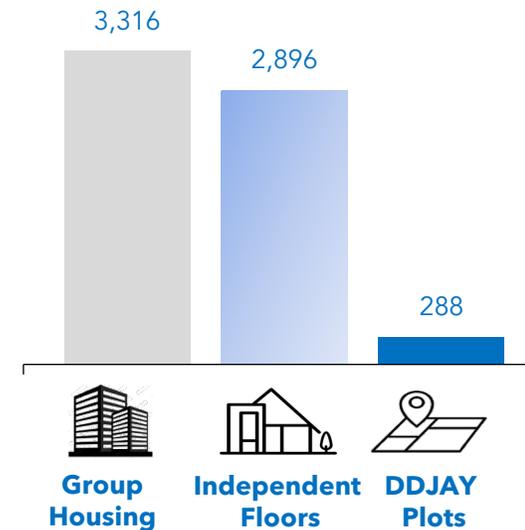
(Thousands)



Source: Cushman & Wakefield research

High Rates of Absorption in Golf Course Extn Road (GCER)

Absorption trends - For projects launched (2019-2023)



High Rates of Absorption

Apartments
~99% absorption

Independent floors
96% absorption

Strong Governance and Delivering Superior Performance

Strategic Priorities



Monetizing Land Bank

~INR 15,000crs of revenue potential in next 4 to 5 years from residential sales in Sector 63A, Gurugram



Unlocking Future Development

~100 acres fully paid freehold land in Delhi NCR for future residential, warehousing and hospitality project



Expanding Township

Potential to acquire incremental 25 acres in next 2 years in Gurugram



Data Center Expansion

Scale up to 307 MW IT Load Data Center within the next 4 to 5 years



Balance Sheet Strengthening

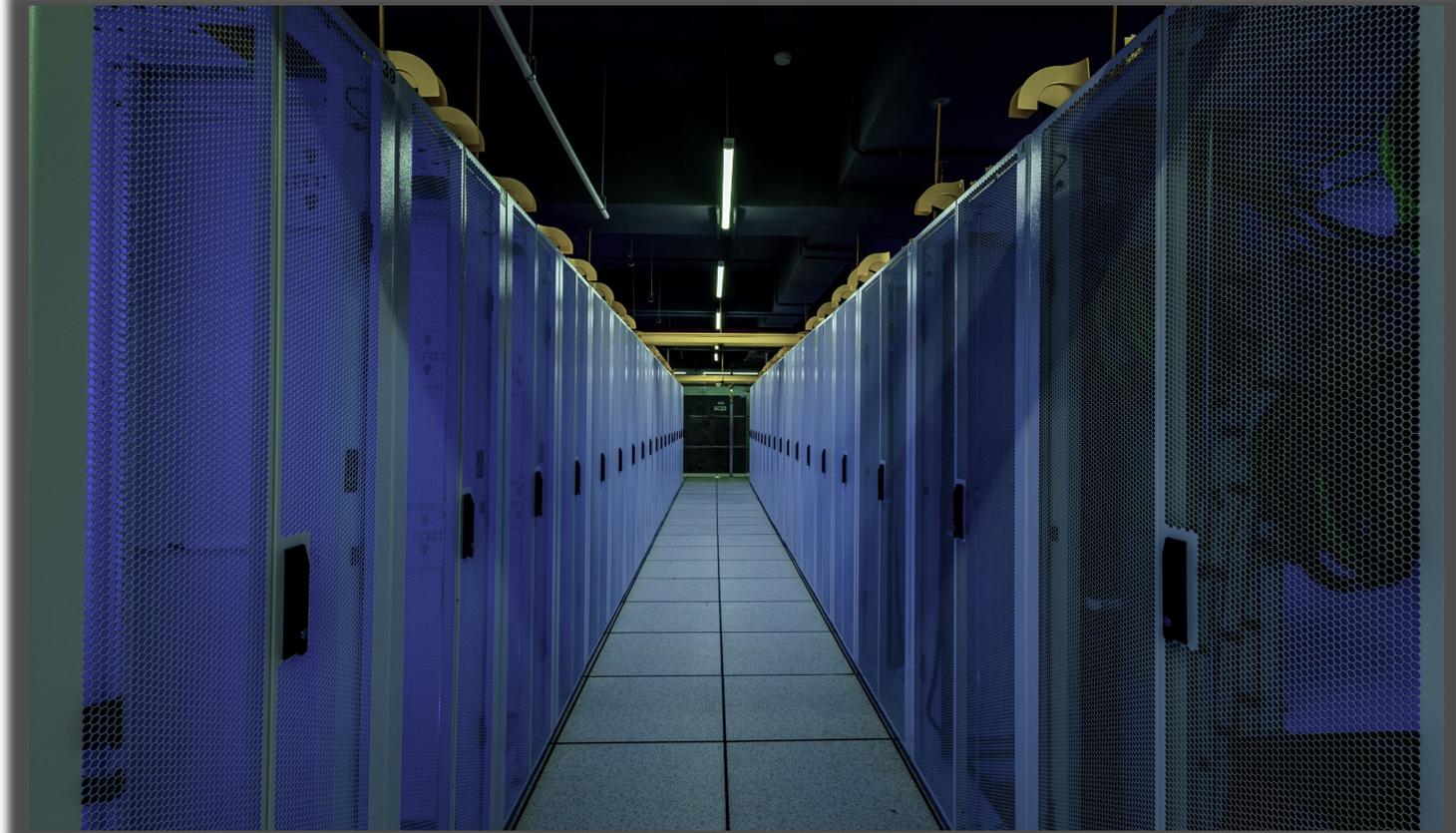
Zero Net Debt company by December 2024



Cloud Service Adoption

Working towards cloud services which will yield significantly higher rental income

Data Center Update

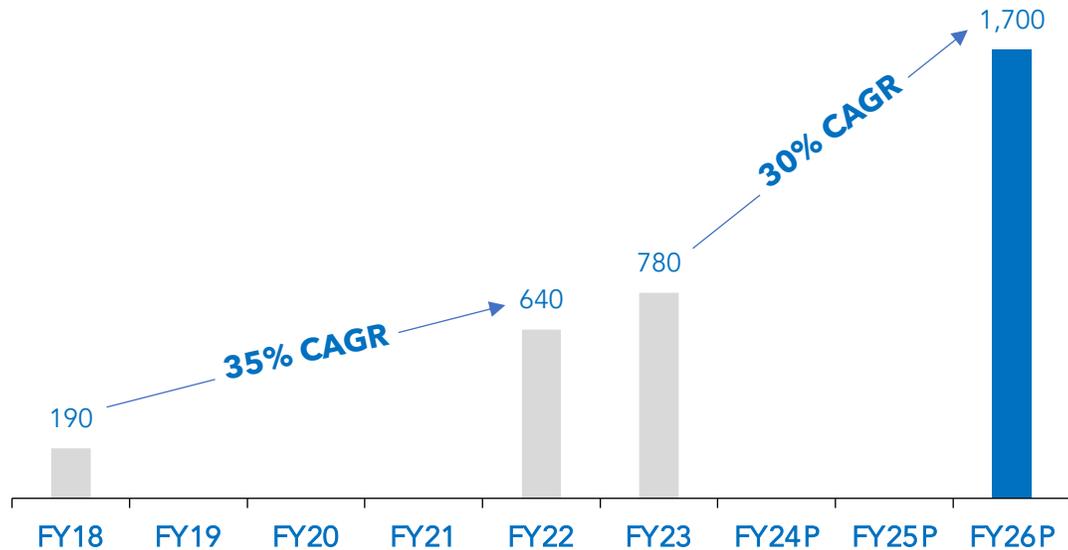


Strong Foundation, Stronger Future.

Data centers - A Multi Year Mega Opportunity

Rising data consumption coupled with data localization law fueling rapid demand

Data center capacity in IT MW (FY23-FY26P)



Key drivers for growth



Government backing digital India initiatives



Rising digital adoption and e-commerce expansion



Transition from 4G to 5G



Cloud computing boom



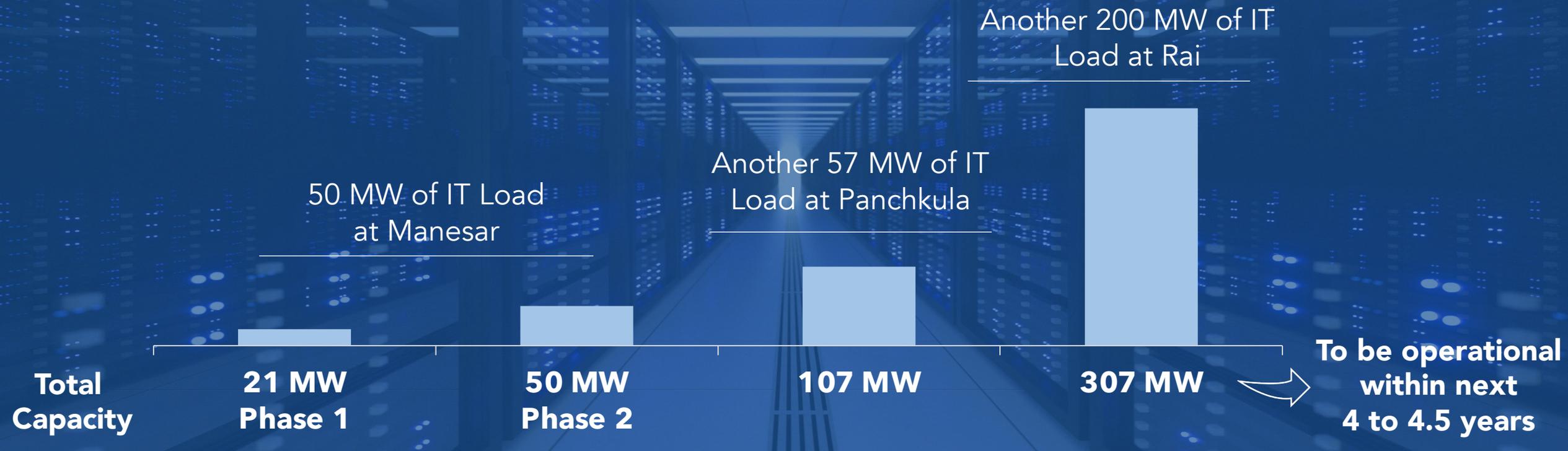
Artificial Intelligence & Machine Learning

India is one of the fastest growing Data Center markets in the APAC region and one of the top 15 countries of the world

In August 2023, Parliament approved the Digital Personal Data Protection Bill, which allows sectoral regulators to mandate local data storage in key sectors, encouraging local storage of the data gathered within India

Source: CRISIL Ratings

Early Mover Advantage To Cater The Emerging Demand



- ✓ Converting existing 5.66 msf commercial property into a 157 MW Data Centre, with another 150 MW expansion planned in Rai and Panchkula; **Expected rentals of INR 3,300 crores once the 307 MW is fully operational.**
- ✓ Empaneled as a Business Partner with RailTel Corporation of India Ltd. for DCs and have a strategic alliance partnership with TCIL at Manesar; **Additionally, Anant Raj Ltd. is collaborating with TCIL for both cloud and colocation services.**

Data Center Project Portfolio



Anant Raj Tech Park, Manesar

- 3 MW IT load operational; Another 3 MW under development to be completed by April 2024
- **Phase 1** : 21MW by Q3 FY25
- **Phase 2** : Incremental 29MW by Q4 FY26
- **Development Cost** : INR 26crs/MW within existing structure
- **Rental** : 1MW at INR 90 Lakhs/MW/Month



Anant Raj Tech Park, Panchkula

- **Under Development** : 7 MW IT Load on existing structure to be completed by Q3 FY25
- **Potential** : Available green field area that can be developed into a Tier III Data Center with 50 MW IT Load Capacity



Anant Raj Tech Center, Rai

- **Potential** : 200 MW with 100 MW Tier III Data Center in existing building; additional greenfield expansion of Tier III or IV DC of 100MW IT Load Capacity

Operational Data Center Site at Manesar



Operational Data Center Site at Manesar



Residential Project Portfolio



Strong Foundation, Stronger Future.

Residential Projects : Ongoing and Upcoming



Projects	Launch Date	Completion Date	Total Saleable Area (msf)
<u>Sector 63A, Gurugram - Residential (Ongoing):</u>			
Anant Raj Estate – Plots and Villas	Mar-23	Dec-26	0.67
Ashok Estate	Jul-22	Dec-25	1.34
Avarna Independent Floors (Also referred as Birla Estates, Birla Navya, Birla Avarna)	Mar-20	Dec-27	1.85
Anant Raj Estate GH-1, The Estate Residences	Jan-24	Jun-28	1.00
<u>Sector 63A, Gurugram - Residential (Planned):</u>			
Anant Raj Estate Floors 1	Jun-24	Jun-27	0.40
Anant Raj Estate Floors 2	Nov-24	Nov-27	0.40
Anant Raj Estate GH-2	Jul-24	Jun-28	1.09
Anant Raj Estate GH-3	Jul-25	Jun-29	1.09
<u>Others – Residential:</u>			
Anant Raj Ashray 2, Tirupati	Nov-23	Jun-27	1.22

Residential Projects at Sector 63A, Gurugram



Anant Raj Estates

- Township project comprising Plots/Villas/ Independent Floors and Community sites.
- Independent Floors - 1st Phase completed and handed over; 2nd phase construction to commence shortly.
- 2nd Phase Revenue Potential : **INR 1,500 crores to be realized over the course of next 3-4 years.**



Avarna Independent Floors

- Also known as Birla Navya, 50:50 JV with Birla for development of 764 luxury floors built over 47 Acres launched across 4 phases.
- Phases 1,2 and 3 totalling 554 units are fully sold out; Phase 4 is scheduled for launch in the upcoming quarter.
- **ARL share of profit - 50% or INR 1,000 crores across all the 4 phases**



Ashok Estates

- Completed sold out plotted development with sizes up to 180 sq. yards; total inventory of plots 320 units in this project.
- Since its July 2022 launch, the project has seen appreciation by over 60%,; **INR 380 crores from sold inventory will be realised in FY25.**

Recently Launched Residential Projects



Group Housing - 1 (Estate Residences)

- Launched in Q4FY24 in Sector 63A with total saleable area of 1 msf and revenue potential of **INR 1,810 crores.**
- 248 premium units of 4 and 5 BHK apartments overseeing Aravalli Hills on one side and Gurgaon city on the other side.
- **Fully sold out; average selling price at INR 18,000/sqft.**



Tirupati Affordable Housing

- Affordable Housing project located at Tirupati, launched in Nov' 23, having total available space 1.22 msf
- Completion expected by **June 2027**
- Expected revenue potential of **INR 335 crores.**

Anant Raj Group Housing Projects at Sector 63A, Gurugram



Group Housing 2

- Total saleable area of ~**1.1 msf** comprising of luxury apartments
- Expected revenue of **INR 2,100 crores**
- To be **launched in FY25** and completion expected by **June 2028**



Group Housing 3

- Total saleable area of ~**1.1 msf** comprising of luxury apartments
- Expected revenue of **INR 2,500 crores**
- To be **launched in FY26** and completion expected by June **2029**

Further, the Company has fully paid additional land of over 100 acres at prime locations in Delhi NCR for future projects

Commercial Project Portfolio



Strong Foundation, Stronger Future.

Commercial Projects : Ongoing and Upcoming



Commercial Projects				
Projects	Estimated Launch	Estimated Completion	Total Leasable Area (msf)	Leased Area (% of Total Leasable Area)
<u>Sector 63A, Gurugram - Commercial (Ongoing):</u>				
Ashok Tower	Mar-24	Jun-27	0.16	-
<u>Others - Commercial:</u>				
Office Building, Sector-44, Gurugram		Completed	0.12	100%
Tech Park, Panchkula		Completed	0.44	28%
<u>Others - Hotels and malls:</u>				
Anant Raj Center 1 (Earlier Hotel Bel La Monde), Mehrauli, Delhi	Aug-23	Apr-28	0.56	-
Anant Raj Center 2 (Earlier Stellar Resort,) NH-8, Delhi	Oct-24	Sep-29	0.70	-
Joy Square, Sector 63A, Gurugram	Oct-17	Jun-24	0.32	-

Rental Generating Commercial Assets



Office Building, Sector 44, Gurugram

- LED certified Grade A
- Leasable Area : 0.12 msf
- Fully operational and leased
- **Rental Income : INR 1.3 Crores/Month**



Anant Raj Tech Park, Manesar

- **Rental Income : ~INR 0.35 Crores/Month** from service apartments and IT commercial building
- To be converted into 50MW IT Load data center by FY26; existing 3MW IT Load already operational



Anant Raj Tech Park, Panchkula

- Phase 1 Constructed Area : 0.6 msf
- **Rental Income for Phase 1 : INR 0.57 Crores/Month**
- Phase 2 : Greenfield expansion of 50MW IT Load data center capacity

Hospitality Projects



Anant Raj Center 1

(Existing - Hotel Bel-La Monde, New Delhi)

- Operational Leasable area of 0.7 lakh sqft
- Additional developable area of 4.90 lakh sqft being developed. Approval for increasing FSI from 0.15 to 1.75 already received
- **Rental Income : INR 0.47 Crores/Month**



Anant Raj Center 2

(Existing - Hotel Stellar Resorts, New Delhi)

- Operational hotel with leased area of ~1 lakh sqft
- Additional developable area of 6 lakh sqft to be developed after receipt of approval for increasing FSI from 0.15 to 1.75
- **Rental Income : INR 0.77 Crores/Month**

Planned Commercial Launches



Ashok Tower

- Part of our existing project Ashok Estate, comprising commercial shops and offices having total space of 1,60,000 sq. ft.
- To be developed in 0.80 acres having branded outlets and 2 Screen Multiplex, for catering to the daily needs of people living in the surrounding area.
- **Target completion by 2027**



Joy Square (Sector 63A, Gurugram)

- Construction of 0.32 msf ongoing for commercial and office spaces
- **Target completion by June 2024**

Warehousing Land Reserves : Summary



Sr. No.	Location	Area (In acres)
1	Essapur, Najafgarh, West Delhi	4.45
2	Mundela Kalan, Najafgarh, West Delhi	15.16
3	Dhansa, Najafgarh, West Delhi	6.59
4	Holambi Khurd, North Delhi	18.72
	Total	44.92



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