

# Anant Raj Limited

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ARL/CS/13351

February 8, 2024

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  Scrip code: ANANTRAJ	The Manager Listing Department BSE Limited, Phiroze Jee Jee Bhoy Towers, Dalal Street, Mumbai – 400001  Scrip code: 515055
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**Subject: "Investor Presentation"**

Dear Sir,

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**  
**A7812**

**Encl:** as above



**Strong Foundation, Stronger Future.**

**Q3FY24  
Investor Presentation**

8<sup>th</sup> February 2024



# 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 Projects

4,500  
Affordable  
Homes\*

5 msf  
Commercial  
Space

300 MW  
Proposed DC  
Capacity

*\*Including under-construction & planned units*

## His Vision is our Mission



Ashok Sarin  
Founder Chairman

## Strong Executive Management Team



Amit Sarin  
Managing Director  
Exp: 28+ years



Aman Sarin  
Chief Executive Officer  
Exp: 27+ years



Ashim Sarin  
Chief Operating Officer  
Exp: 16+ years

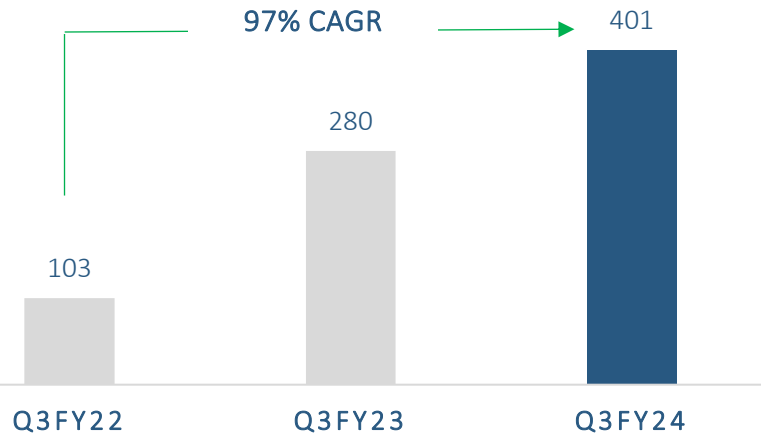
# Q3FY24 Performance At a Glance

- ❑ Strong financial performance as **Revenue grew 43% at INR 401 crores** vs INR 280 crores in Q3FY23; **PAT growth of 58% at INR 71 crores** vs INR 45 crores in Q3FY23. Anticipating additional growth in the ongoing fiscal year as the company strategizes for new product launches, project expansions, and increased pricing.
- ❑ Effectively concluded Qualified Institutions Placement amounting to INR 500 crores; Of the proceeds generated from the QIP Issue, **75% is being allocated towards the prepayment of outstanding borrowings, while the remaining portion is being directed towards accelerating the expansion of the Data Centre at Manesar.**
- ❑ Approved Preferential Issue of 902,527 fully paid equity shares to Gagandeep Credit Capital Private Limited, **totalling INR 25 crores** and 1,785,714 fully convertible warrants to Shri Ashok Sarin Anant Raj LLP (Promoter Group Entity), **amounting to INR 50 crores.**
- ❑ Net debt ending Jan'24 at INR 472 crores; Focussed on achieving debt free status by 2024.
- ❑ **Residential Project Update (Sector 63A, Gurugram)**
  - Ashok Estate – **More than 90% Inventory already sold.**
  - **Luxury Residential Project** - The Company plans to launch group housing project with a saleable area of **1.0 msf in Q4FY24.**
  - Expect launch of Anant Raj Estate Floor 1 in Q1FY25, as an extension of the Residential Township, **with a revenue potential estimated at INR 725 crores.**
- ❑ **Affordable Housing** – Construction commenced in Q3FY24, with a saleable area of 1.2 million square feet; project anticipated to be completed by June 2027 with a revenue potential of INR 330 crores.
- ❑ **Data Center** - 3MW IT Load Data Center in Manesar operational and contributed INR 3 crores income during Q3FY24; another 3MW to be operational in Q4FY24.

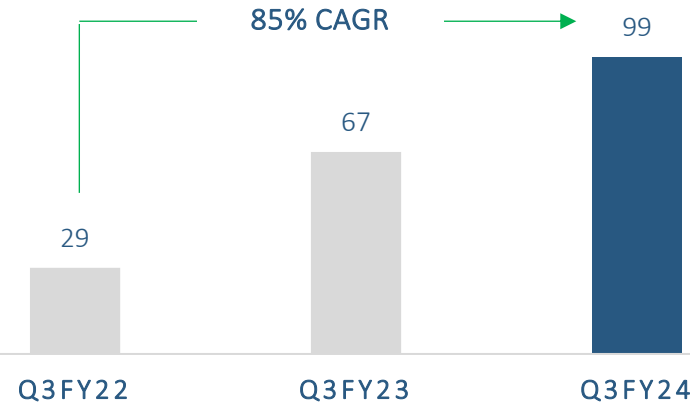


# Q3FY24 Strong Financial Performance...

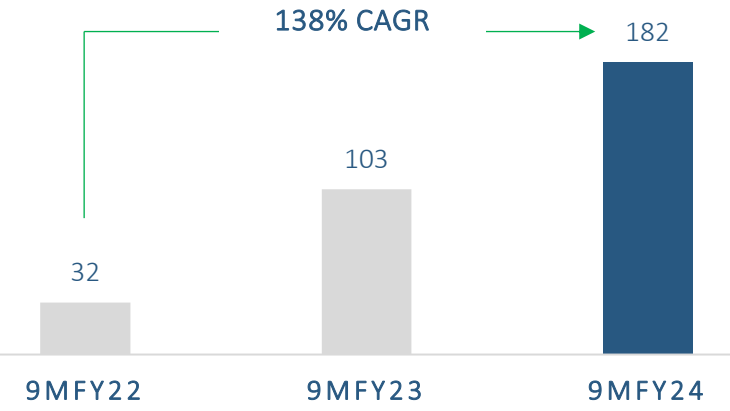
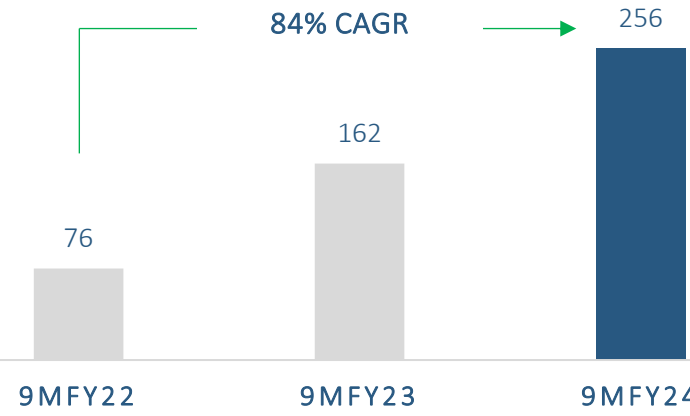
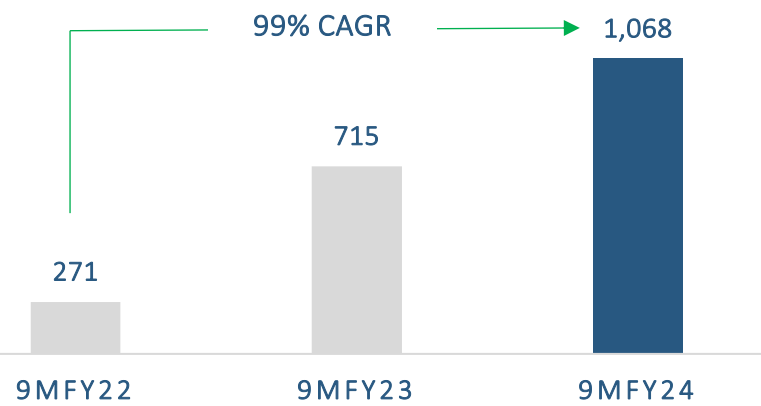
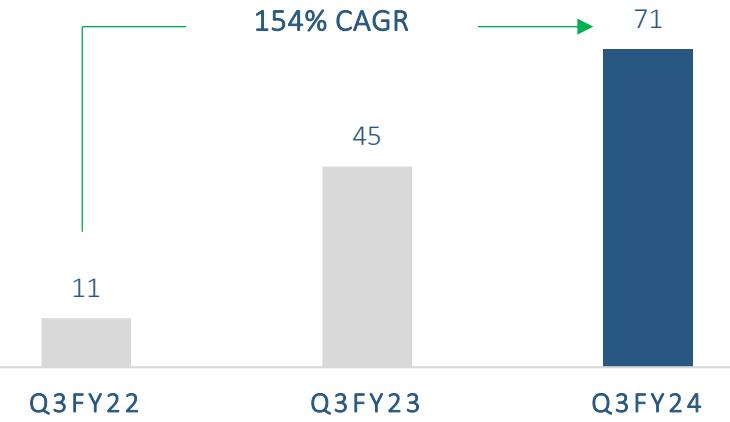
## Revenue (INR Crores)



## EBITDA (INR Crores)



## PAT (INR Crores)



# Anant Raj Limited - Projects in a Nutshell

## Residential



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

# Anant Raj Limited - Projects in a Nutshell

## Commercial/ Retail/ Hotels

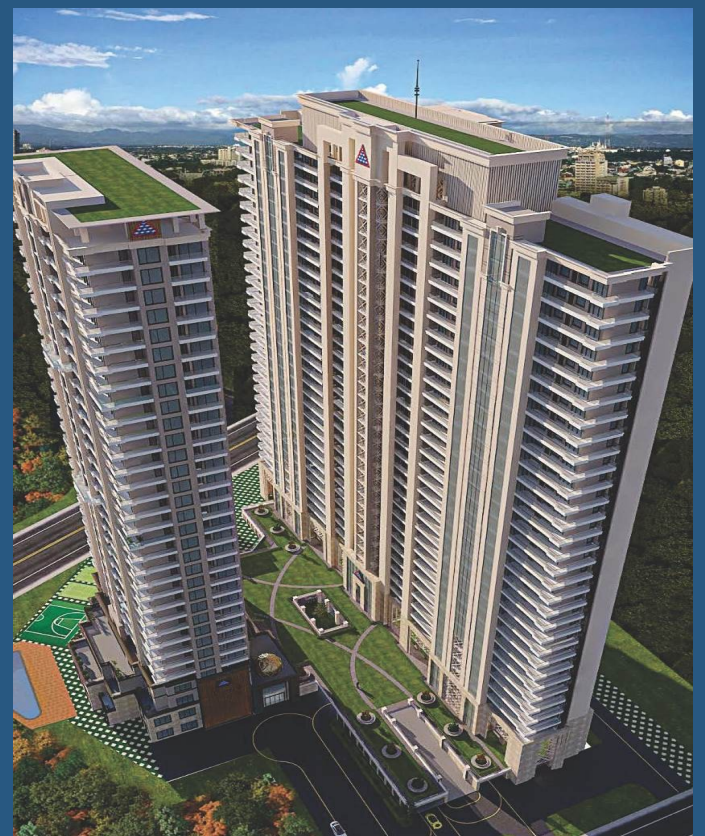


Data Center vertical has started generating Income



**Strong Foundation, Stronger Future.**

**Ongoing and Upcoming  
Project Status**





# Ashok Estate (Ongoing)



Ashok Estate developed over an area of **20.14 acres** at Sector 63A Township.

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Plots of sizes up to 180 sq. yards; total inventory of plots 320 units in this project.

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More than 90% inventory sold out from July 2022 till Q3FY24. Expected realisation from the project is around INR 1000 Crs.

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Price appreciation of over 45% since project launched in July 2022; project expected to be completed by March 2024.

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# Birla Navya (Ongoing)

- 50:50 JV with Birla for development of 764 luxury floors built over 191 plots (47 Acres) in Sector 63A, Township launched across 4 phases.

Phase	Launch	Units	Area (msf)	Bookings (INR Crs)
1	Mar-20	300	0.57	625
2	Apr-22	168	0.36	537
3	Jan-23	88	0.27	365
4	Mar-24	208	0.65	-

- Phase 1 to be delivered by Q4FY24; Company further plans to launch Phase 4 in FY24 itself.
- **ARL share from the profits – 50%**



# Anant Raj Center 1 - Ongoing



Existing Hotel property as Anant Raj Centre; approval for increased FSI of 1.75 in place for the existing property.



Proposed structure will be developed for total developable space of 700,000 sf comprising Commercial space, Hotel and Serviced Apartments.



Commercial space construction has commenced and is to be sold, whereas Hotel & Service Apartments would be operated on lease basis.



Project expected to be completed

Commercial	-	H2FY25
Hotel and Service Apartments	-	H2FY27





# Ashok Tower (Ongoing)



Ashok Tower, a commercial venture, is part of our existing project Ashok Estate, comprising commercial shops and offices having total space of 1,60,000 sq. ft.

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During the current year, Ashok Tower will 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.

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Ashok Tower will cater to the needs of Anant Raj Estate, Ashok Estate residents and neighbouring communities as well.

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Construction and development of new building has already commenced and has target completion in 2027.

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# Anant Raj Estate (Ongoing)

## ❑ Independent Floors

1st Phase completed and handed over; 2nd phase construction going on.

## ❑ Plots

Existing inventory to be constructed as independent floors and fully furnished villas.

## ❑ The Estate Club

- The Estate Club is a premium upcoming club with a refreshing swimming pool and various sports activities for members; promotes a vibrant community vibe, providing a space for relaxation, rejuvenation, and recreational activities.
- Destined to evolve into an ideal location for relaxation and indulgence in a luxurious way of life





# The Estate Residences (Upcoming)



Group Housing Project on 5.43 acres of land at Sector 63A, Gurgaon; having saleable Area of 1 msf expected launch in Q4FY24.



Group Housing 1 with 250 premium units of 4 and 5 BHK apartments overseeing Aravalli Hills on one side and Gurgaon city on the other side.



Revenue potential of INR 1,800 crores.



Upcoming Phases Planned over next few years.

Particular	Estimated launch	Estimated completion	Units	Area (msf)
Group Housing 1	Mar-24	Jun-28	250	1.00
Group Housing 2	Jul-24	Jun-28	300	1.09
Group Housing 3	Jul-25	Jun-29	300	1.09



IGBC



Confederation of Indian Industry

Indian Green Building Council (IGBC)

hereby precertifies

## The Estate Residences

Group Housing Colony Measuring 5.43263 Acres (License No: 128 of 2022) developed by Anant Raj Limited. Sector 63A, Gurugram, Haryana

(IGBC Registration No. GH232106)

The project has demonstrated intent to design and build high performance building in accordance with

IGBC Green Homes Rating System

**Precertified Gold**

December 2023

(Precertification is valid for 3 years, renewed based on six monthly progress updates till certification)

Sharukh Mistry  
Chair, IGBC Green Homes

Gurmit Singh Arora  
Chairman, IGBC

K S Venkatagiri  
Executive Director, CII-Godrej GBC



# Residential (Upcoming)



## Birla Navya Phase 4

- ❑ Phase 4 of the project comprising 208 units will be launched in Q4FY24.
- ❑ Expected revenues – INR 1,500 crores in next 3 years of launch



## 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 2029



# Affordable Housing and Expansion of Hotel (Upcoming)



## Tirupati Affordable Housing

- ❑ Total available space 1.22 msf.
- ❑ Affordable Housing project
- ❑ Expected revenues of INR 330 crores
- ❑ Project launched in Q3FY24; expected completion - June 2027



## Anant Raj Center 2

- ❑ Land area 7.61 acres
- ❑ Current Leasable area 1,00,000 sq. ft. (Phase I)
- ❑ Developable area of 950,000 sf as per recent increase in FSI of 1.75, (Hotel, Service Apartment and Commercial)

# 3MW Data Center Already Commissioned... (Ongoing)



Commenced first phase of the 3MW Data Centre at commercial building in Manesar; empanelled as a Business Partner with RailTel Corporation of India Limited for DCs. And strategic alliance partnership with Telecommunications Consultants India Ltd (TCIL).

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3MW capacity of IT load is operational and another 3MW development ongoing. Expect 6MW to be operational by FY24 and another 15MW by FY25.

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Capacity in first phase – 450,000 Sq. Ft. in existing building with **21 MW IT Load** which shall be completed by FY25 and will be further expanded to 50 MW IT Load.

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Existing rentals of Rs.9000/KW/month; **Expected rentals** of more than INR 200 crores/year once the initial phase of 21 MW becomes operational.

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# ... And Scalable Up to 300 MW (Upcoming)



## Anant Raj Tech Centre, Rai

**Area:** 25 Acres; Constructible Area: 5.1 Mn Sq. Ft; 2.1 Mn Sq. Ft constructed in first phase

**Location:** 5kms from Delhi border; situated on NH-1

**Potential:** Tier III Data Center in existing 2 Mn. Sq. Ft. building with 100MW IT Load capacity; additional Built-to-Suit Tier III Data Center of 1.4 Mn. Sq. Ft. with 100MW IT Load Capacity to be developed.



## Anant Raj Tech Park, Panchkula

**Area:** 9.23 Acres; Constructible Area: 1.6 Mn Sq. Ft

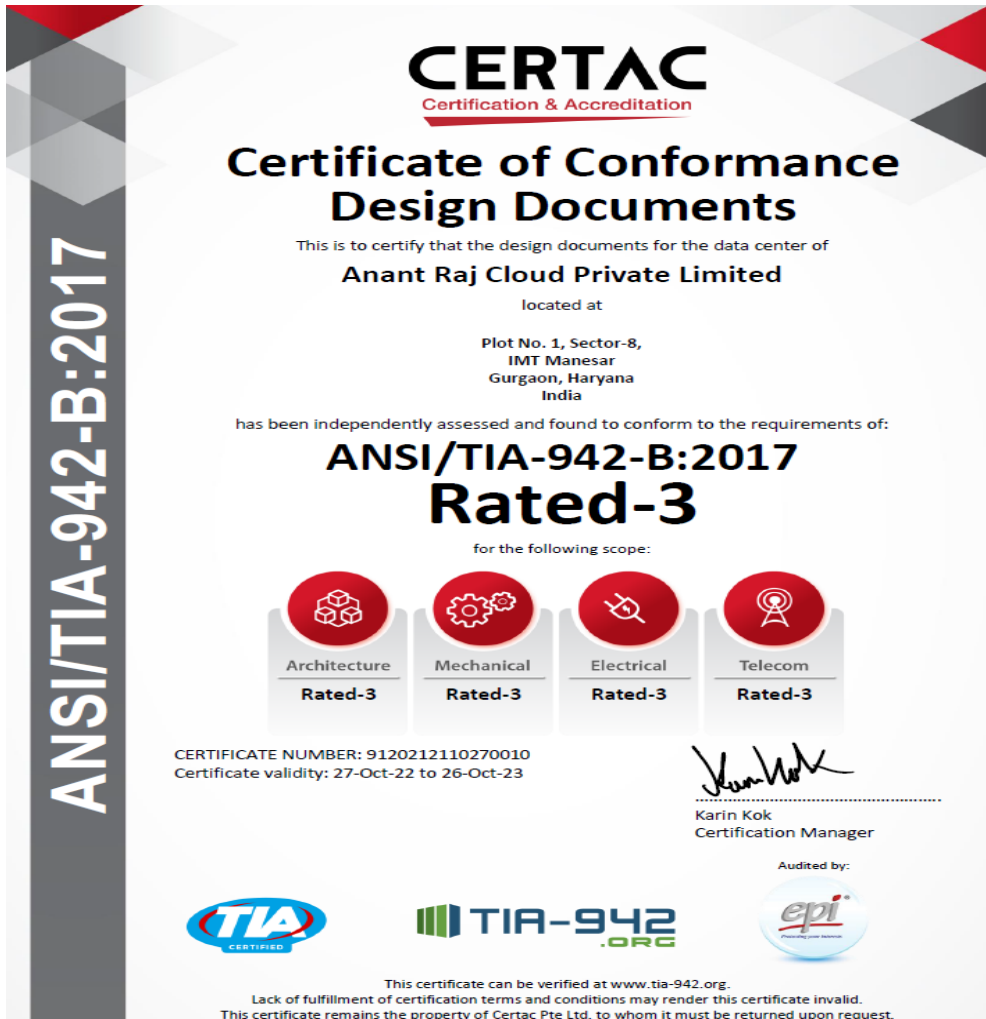
**Location:** Adjoining modern city developed by Haryana Govt.

**Potential:** 5.25 acres green field available with FSI of 0.56 Mn. Sq. Ft. that can be developed into a Tier III Data Center with 50 MW IT Load Capacity.

# Data Center Certifications and Tie Ups Already in Place

## Certifications

## Execution Partners



(1 Nos.)







## *Expanding Township*

- ❑ Approval received for extension of township on 11.83 acres land in Anant Raj Estate; would be further used for the construction of Independent Floor and Developed Plots.



## *Deleveraging Balance Sheet*

- ❑ Focused on achieving debt free status by December 2024; already reduced debt significantly over last couple of years



## *Data Center Expansion*

- ❑ Targeting 21 MW IT Load Data Center commissioning by FY25 at Manesar.



## *Upcoming Residential Projects*

- ❑ Launch of Group Housing 1 project at Sector 63A with a saleable area of 1 msf in Q4FY24.
- ❑ Launch of Group Housing 2 project at Sector 63A with a saleable area of 1.09 msf in Q2FY25.

# Appendix

# Residential Projects - Summary

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
<u>Sector 63A, Gurugram - Residential (Planned):</u>			
Anant Raj Estate GH-1, The Estate Residences	Jan-24	Jun-28	1.00
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

# Commercial and Data Center Projects - Summary

## 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	Mar-28	0.70	-
Joy Square, Sector 63A, Gurugram	Oct-17	Jun-24	0.32	-

## Data Centers

Projects	Leasable Area (msf)	Total Capacity (In MW)	Target Capacity
Data Center, Manesar (earlier referred to as Tech Park, Manesar)	1.70	50	3 MW - Existing Additional 3 MW by FY24E 15 MW by FY25
Tech Park, Panchkula	0.56	50	Subsequent years
Anant Raj Tech Center, Rai	3.40	200	Subsequent years

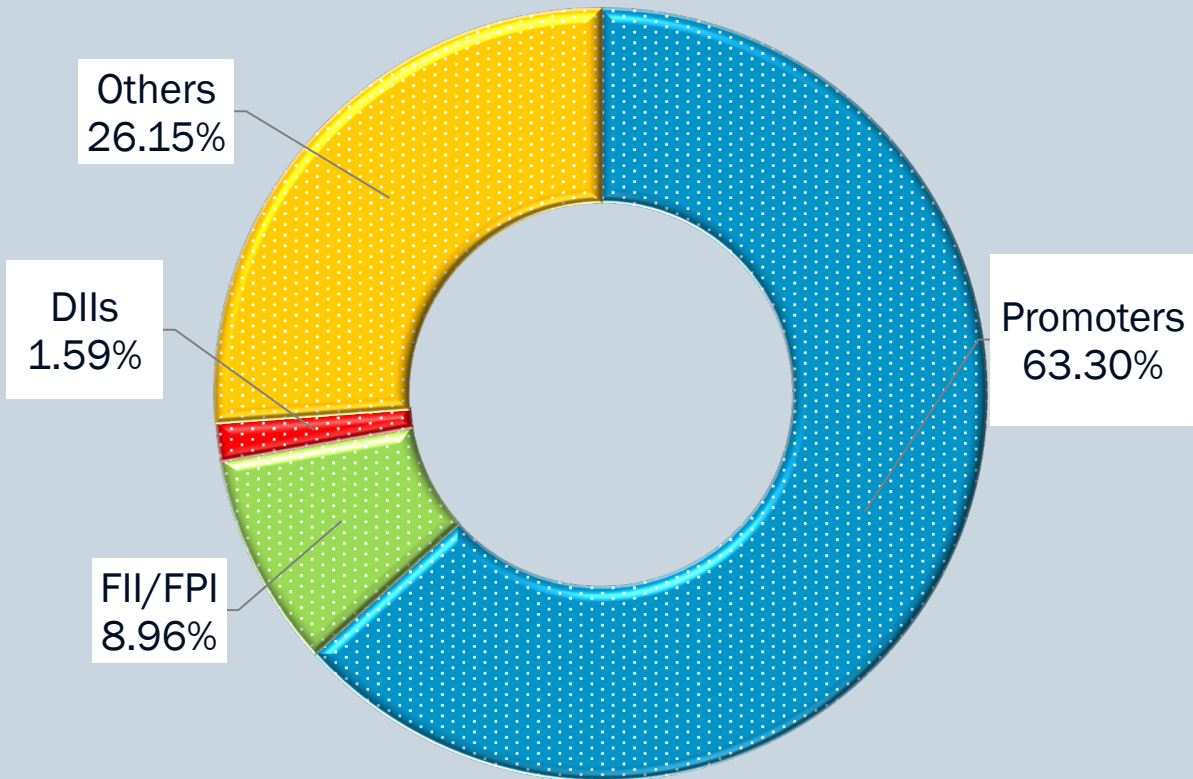
# Warehousing Land Reserves - Summary

S. 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
5	Bhati Mines, New Delhi	24.46
6	Near Airport, New Delhi	2.51
7	Near Airport, New Delhi	2.50
8	Rewari	14.05
	<b>Total</b>	<b>88.44</b>

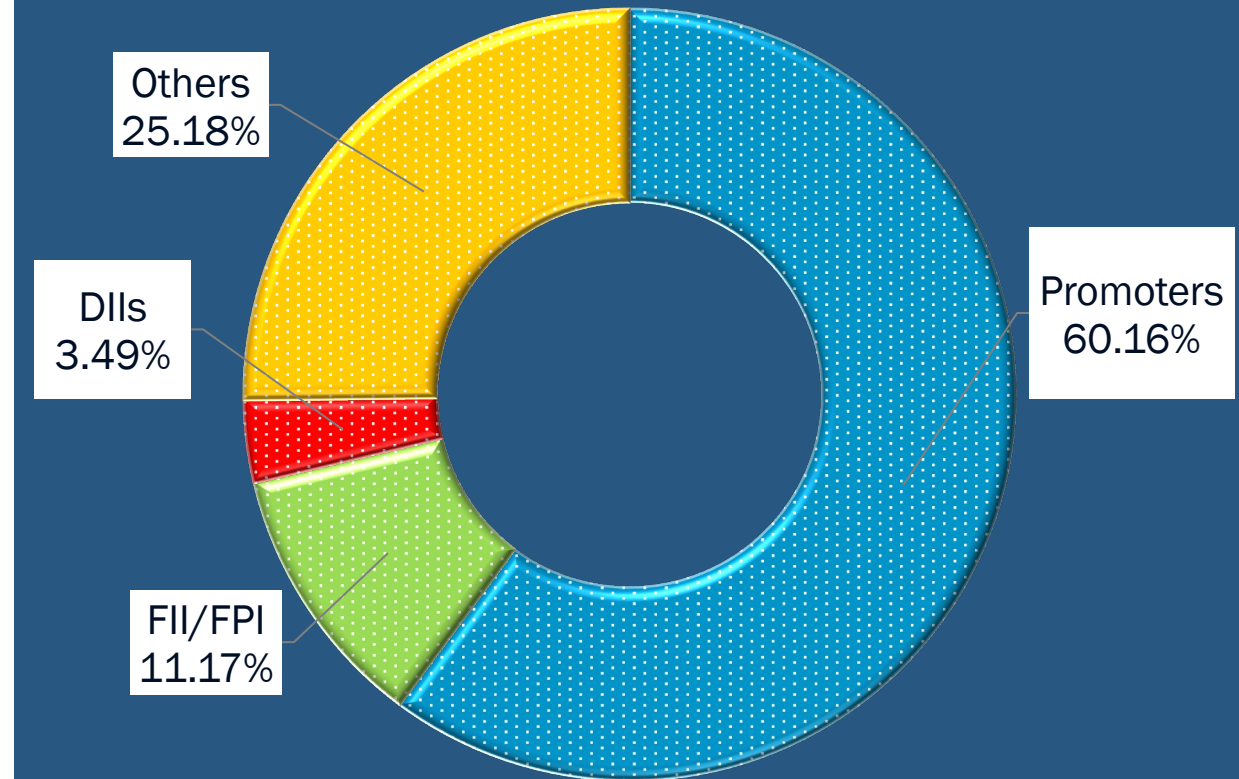


# Share Holding Pattern

*Shareholding Pattern ending Dec'23*



*Shareholding Pattern on 18<sup>th</sup> Jan'24 (Post QIP Infusion)*



# Thank You



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