

Anant Raj Limited

CIN: L45400HR1985PLC021622

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ARL/CS/13269

April 28, 2023

<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 B S E 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,

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
A-7812

Encl: as above



Anant Raj Ltd.

**Strong foundation,
Stronger future.**



Shri Ashok Sarin
Founder
1940-2021

Shri Ashok Sarin (Grandson of Shri. Rai Sahab Shadi Ram Sarin) started his Journey into the Construction & Development Business at a very early age. With the blessings of his parents Lala **Anant** Ram Sarin and Smt. **Raj** Kumari Sarin, he established the Brand **Anant Raj** (named after the first names of his Respected Parents), a Construction & Development company formed in early 1970's.

The Company in a very short span of time became synonymous with the highest degree of Quality & Ethical Business Standards and was reckoned as one of the largest Construction & Development Company of the 70's & 80's era.

The Company built almost 30000 houses in Delhi and NCR Region. Some of the prestigious projects delivered included Housing Complexes, Asiad Village Complex, Rohini, East of Kailash, Shekh Sarai, Madangir, Katwaria Sarai and many more. It was one of the main Contractors doing works for all major Government Agencies i.e. DDA, MES, PWD, CPWD, etc. It worked as DDA contractors from the year 1969 - 1990.

A Vision Turned Into Reality.



Building on its well established Construction Business, the Company ventured into leasing of Commercial Properties in prime areas of Delhi. The first property leased by the Company in the year 1978 which it still owns.

The Company was fortunate enough for not needing to sell any of its Commercial Properties, a strength which it maintains till date. Today it boasts of almost 5 million sq. ft. of leasable space, most of which is ready and leased out. It has to its credit some of the prime locations in Delhi & NCR.

The Company has gradually attained the position of one of the largest Real Estate Developers in the Delhi, NCR Region and is into almost all Verticals of Real Estate. It is also one of the largest Land Bank / Property Owners of Delhi NCR. Its Businesses include:

- **Residential Townships • Group Housings • Commercial Developments • IT Parks**
- **Malls / Office Complexes • Affordable Housings • Data Centers • Hospitality / Serviced Apartments.**

It is indeed a privilege for us to showcase in the attached Presentation our Prestigious Projects and share future plans vis a vis all our Business verticals.



Q4 & FY23 Highlights

Anant Raj Limited : Strong Heritage



1969-90



1990-2010



2010



2012



2019



2020



2021



2022



2023

Land Acquisition, Worked as Contractors for Govt. Projects

Developed Commercial & Hospitality Projects for Leasing

Entered Residential Real Estate & launched one of the largest Township in Gurugram

Forayed into Low-Cost Housing

JV with Birla Group

Demerged

Launched Birla Navya and entered into Data Centers

Launched Ashok Estate

Commissioned Phase I of 3MW Data Center at Manesar

Government Contractors



Developer

5 DECADES

Experience in Real Estate Development

20 MSF

Real Estate Projects Developed

4 STATES

Geographical Presence

6500 UNITS

Affordable Homes Developed/Developing

5.5 MSF

Commercial Space Developed

300 MW

Data Centers Developed/Upcoming

FY23 Performance At a Glance

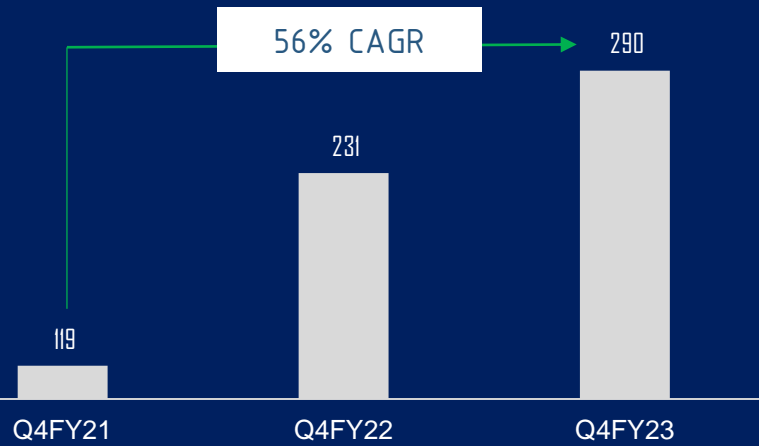


- ❑ Strong financial performance as revenue grew 100% at INR 10048 Mn vs INR 5012 Mn in FY22 and PAT growth of 174% at INR 1515 Mn vs INR 552 Mn in FY22; expect to scale up further in FY24 due to new launches, project scale up and price growth.
- ❑ Strong operating cash flow generation, operating cash flow of INR 5410 Mn in FY23
- ❑ Launched “Ashok Estate” under DDAY in July and the project is booked over 50%, expecting the complete project to be booked in next 6-9 months. The project has a revenue potential of INR 10,000mn and will be the key enabler for the company to turn debt free.
- ❑ Received approval for Group Housing on 5.43 acres with saleable potential of approx. 1 Mn Sq Ft; Group Housing license already received, and the project is expected to commence soon, has a revenue potential of around INR 16500mn.
- ❑ Launched Phase 3 of Birla Navya and sold over 60% inventory; Phase I fully sold out. Phase II 90% sold out.
- ❑ Completed Data Center setup work for initial 3MW IT Load at Manesar, entered a strategic alliance partnership with TCIL & Rail Tel, Govt. of India for Data Centers

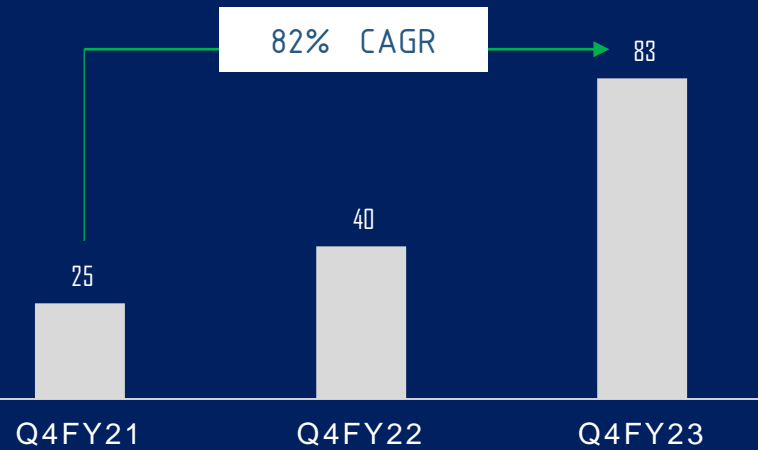
Strong Financial Performance



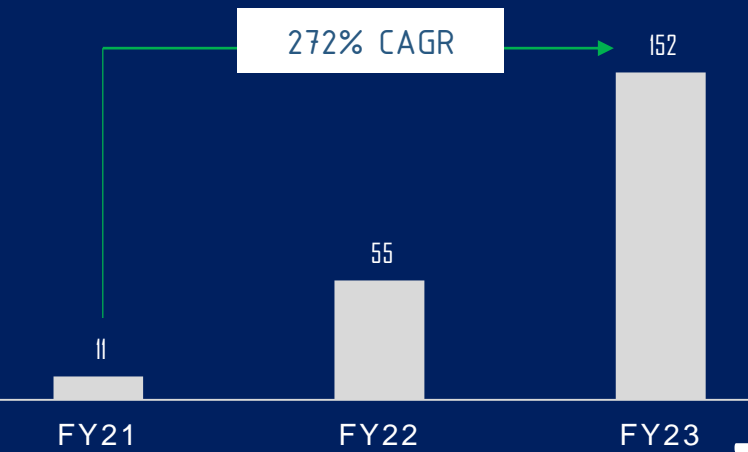
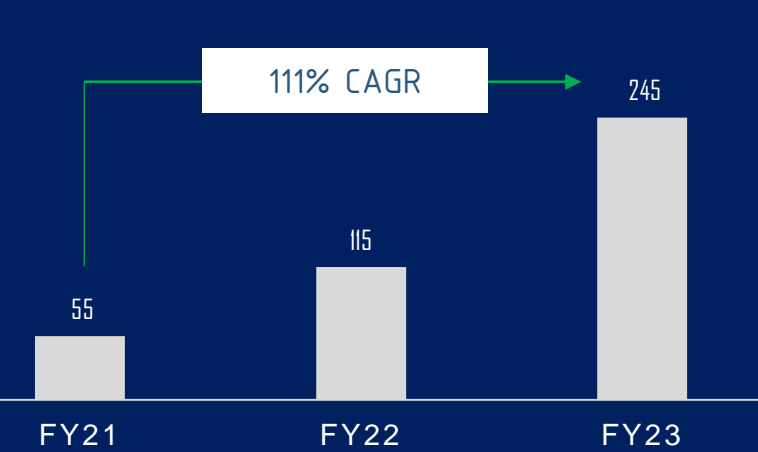
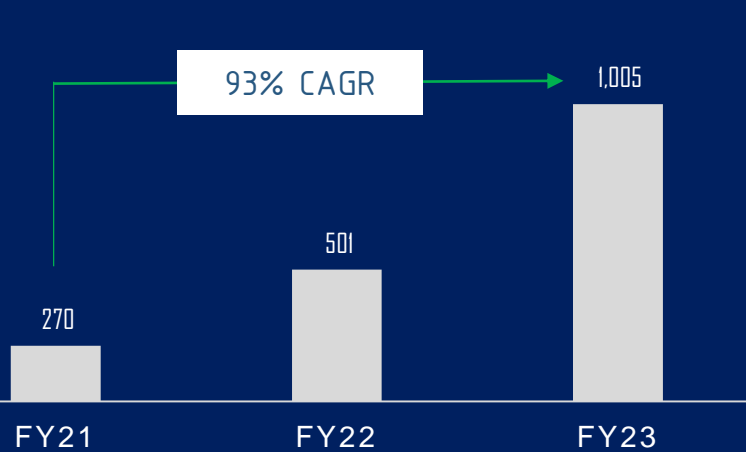
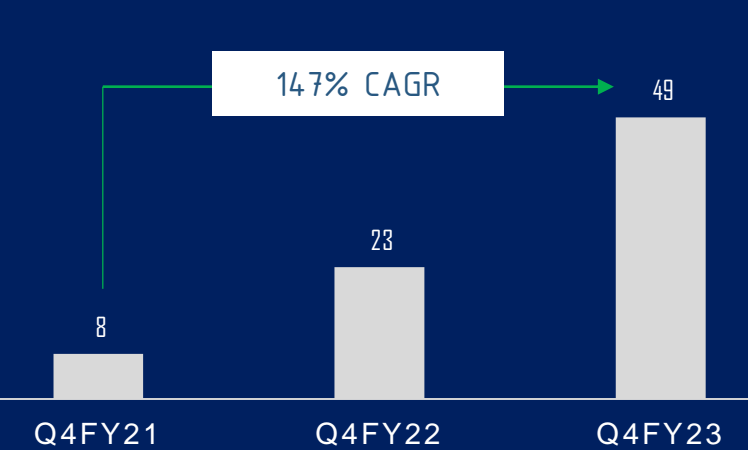
Revenue (INR Crs)



EBITDA (INR Crs)



PAT (INR Crs)



Anant Raj Estate Project Update



Ashok Estate – Deen Dayal Awas Yojana

- ❑ Received licence on 20.14 acres of land in Fy 23, launched as Ashok Estate in July'22
- ❑ Over 50% inventory sold within 8 months; booking value at INR 4,000Mn and collections at INR 2,500Mn
- ❑ Price appreciation of over 20% since 8 months of project launch

Group Housing

- ❑ Approval of building plans in advanced stage
- ❑ Expected launch by Q2FY24
- ❑ Saleable potential area of approximately 1 Mn. Sq. Ft. with a revenue potential of INR 18,000mn

Birla Navya

- ❑ Phase 1 – completely sold and the company expects to receive cash inflows in coming FY
- ❑ Phase 2 – over 90% inventory booked; expect the project to be completed by June'25
- ❑ Phase 3 – launched recently in Mar'23 with 60% inventory already booked

Anant Raj Estate

- ❑ Independent Floors – 1st Phase completed and handed over; 2nd phase construction ongoing
- ❑ Villas – Launched new fully furnished villas in Q4'23
- ❑ Plots – Existing inventory to be constructed as independent floors or sold outright

3MW Data Center Commissioned ...



Project Overview

- ❑ ARL through our wholly owned subsidiary, Anant Raj Cloud Pvt. Ltd., is commencing 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.
- ❑ The Data Centre is rated Tier-III Compliant and IGBC (Green Building).
- ❑ **Early mover advantage** with infrastructure and certification for data centers already in place to capture the rising demand.
- ❑ Capacity in 1st Phase – 450,000 Sq. Ft. in existing building with 21 MW IT Load
- ❑ Expected Rentals of 9,000/KW/month



... Scalable Up to 300 MW



Anant Raj Tech Park, Manesar

Area: 10 Acres; Constructed Area: 1.8 Mn Sq. Ft

Location: 10 kms from Gurugram; BPO hub of NCR

Potential: 1st Phase – 450,000 Sq. Ft. in the existing building with 21 MW IT Load; 2nd Phase – increase IT Load to 50 MW in the existing building.

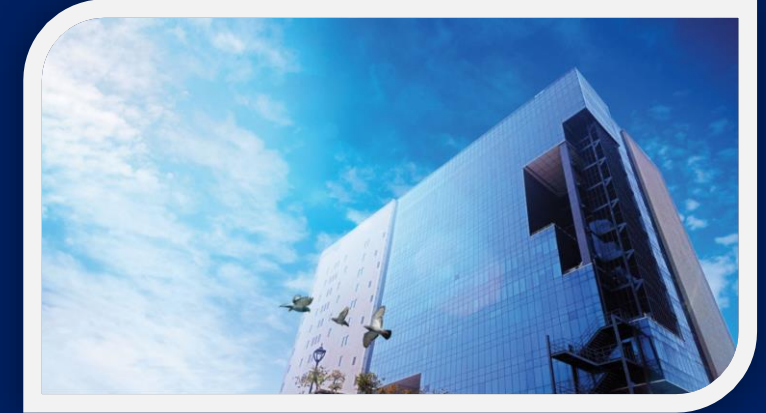


Anant Raj Tech Centre, Rai

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 or IV Data Center of 1.5 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 0.6 Mn. Sq. Ft. that can be developed into a Tier IV Data Center with 50 MW IT Load Capacity

Data Center Certifications and Tie Ups in Place



Certifications

Partners

ANSI/TIA-942-B:2017

CERTAC
Certification & Accreditation

**Certificate of Conformance
Design Documents**

This is to certify that the design documents for the data center of
Anant Raj Cloud Private Limited
located at
Plot No. 1, Sector-8,
IMT Manesar
Gurgaon, Haryana
India

has been independently assessed and found to conform to the requirements of:
**ANSI/TIA-942-B:2017
Rated-3**

for the following scope:

Architecture	Mechanical	Electrical	Telecom
Rated-3	Rated-3	Rated-3	Rated-3

CERTIFICATE NUMBER: 9120212110270010
Certificate validity: 27-Oct-22 to 26-Oct-23

Karin Kok
Karin Kok
Certification Manager

Audited by:

This certificate can be verified at www.tia-942.org.
Lack of fulfillment of certification terms and conditions may render this certificate invalid.
This certificate remains the property of Certac Pte Ltd, to whom it must be returned upon request.

(1 Nos.)

Indian Green Building Council (IGBC)
Confederation of Indian Industry

hereby precertifies

Anant Raj Cloud Pvt. Ltd., Data Center
Manesar
(IGBC Registration No: DC 21 018)

The project has demonstrated an intent to design and build
a high performance Green Building in accordance with
IGBC Green Data Center Rating System

Precertified Gold
June 2022
(Precertification is valid for 3 years, renewed based on six monthly progress updates till certification)

Shaheen Meeran
Shaheen Meeran
Chair, IGBC Green Data Center

Gurmit Singh Arora
Gurmit Singh Arora
Chairman, IGBC

K S Venkatagiri
K S Venkatagiri
Executive Director, CII-Godrej GBC



FY24 Outlook & Priorities



Expanding Township

- ❑ Approval received for extension of township on 11.83 acres land in Anant Raj Estate; would be further used for construction of Independent Floors, Villas and plots.



Deleveraging Balance Sheet

- ❑ Focussed on achieving debt free status ; already reduced debt significantly over last couple of years



Data Center Commissioning

- ❑ Targeting 21 MW IT Load Data Center commissioning by Q4FY24 at Manesar
- ❑ Anant Raj Cloud Pvt. td., 1st phase of the 3MW Data Centre commenced.



Group Housing

- ❑ Launch of Group Housing project at Sector 63A with a saleable area of 1 Mn. Sq. ft.

Anant Raj Estate



- ❑ Master-designed community that assimilates numerous pockets of development
- ❑ Beautiful and luxurious lifestyle symbolizing the grandeur of the glorious past
- ❑ Neo-classical architecture with a unique and opulent regime
- ❑ Includes eclectic characteristics of architectural brilliance and high-tech amenities

Anant Raj Estate Villas

Gurugram



- ❑ Luxury Villas extending from 252 – 500 square yards offer the opportunity to create a home tailored to their every need and desire.
- ❑ Spread over G+2 and basement facility with easy access to highway/NH8, excellent infrastructure, and a wide range of amenities

Anant Raj Estate Plots

Gurugram



- ❑ The project offers independent plots in sizes extending from 270 — 1000 square yards located in high-class-liberating pockets
- ❑ The individual plots give customers the prospect of freedom to build a residence according to their requirements while, at the same time, being part of a gated and exclusive development
- ❑ Well maintained, congestion free road infrastructure, clear passages of discharge, unmatched security system.

Anant Raj Estate Floors

Gurugram



- ❑ Independent floors with a lifestyle of international standards at an affordable range extending from 270– 400 yards.
- ❑ A range of 3 BR and 3 BR+ lounges + Servant room independent floor living
- ❑ Multiple car parking options at the stilt level and storage areas in basements; elevator connecting basements and each floor

Birla Navya – JV with Birla Estates

Gurugram



- ❑ 50:50 JV agreement with Birla Estates
- ❑ Saleable Area: 1.8 Mn. Sq. Ft
- ❑ Development of 764 luxury floors built over 191 plots in sector 63A Township
- ❑ Status: Phase I completely booked; 90% inventory booked in Phase II and over 50% booked in Phase III

Ashok Estate

Gurugram



- ❑ Project launched in July 2022
- ❑ 20.14 acres of total Land area
- ❑ Small size plots of upto 180 sq.yards
- ❑ 50% of the plotted inventory sold
- ❑ Total revenue potential Rs.1000 crores

Residential: Affordable Housing



Anant Raj Aashray, Neemrana

- ❑ Successfully delivered a 2,600 units in an industrial colony, which is well-connected with Delhi, Gurgaon, Manesar and ~100m from NH-8.
- ❑ Rectangle site with 30mtr wide Road access around the site.



Anant Raj Aashray II, Tirupati

- ❑ Land Area: 10.14 Acres
- ❑ Saleable Area: 1.2 Mn. Sq. Ft.
- ❑ Total Units: 1,850 affordable 2BHK houses
- ❑ Status: Upcoming

Anant Raj Tech Park

Manesar



- ❑ Land area: 10 acres
- ❑ Total constructed area: 1.80 Mn sq. ft.
- ❑ Status: TIA-942 Tier III Certification received for 1st Phase 21 MW Data Center; 3 MW Ready
- ❑ Capacity: 1st Phase – 450,000 Sq. Ft. in existing building with 21 MW IT Load; 2nd Phase – increase IT Load to 50 MW in existing building.

Anant Raj Trade Centre

Rai



- ❑ Land area: 25 acres
- ❑ Total developable area: 5.1 Mn. Sq. Ft.
- ❑ Constructed Building: 2.1 Mn. Sq. Ft. which can be converted into 100MW IT Load Data Center.
- ❑ Potential: 14 Acres of Green Field available with FSI of 1.5 Mn. Sq. Ft. which can be designed as a Built-to-Suit Tier IV Data Center with 100 MW IT Load Capacity (two grid power supply is available in this building)
- ❑ Total Capacity – 200MW IT Load Data Center



Anant Raj Tech Park

Panchkula



- ❑ Land area: 9.23 acres
- ❑ Total Developable area: 1.80 Mn sq. ft.
- ❑ Status: 0.6 Mn. Sq. Ft. IT Building with Commercial Offices operational
- ❑ Potential: 5.25 acres green field available with FSI of 0.6 Mn. Sq. Ft. that can be developed into a Tier IV Data Center with 50 MW IT Load Capacity

Office Building

Sector 44, Gurugram



- ❑ Land area: 8400 sq. mtr.
- ❑ Total area: 150,000 sq. ft.
- ❑ Present status: Fully leased out to MNC's like HSBC, SC Johnson, William Sonoma, Greenply, etc.
- ❑ Salient features: Leed Certified Grade A Building, sound infrastructure, Delhi Metro connectivity



Service Apartments

Manesar



- Land area: 1 acre
- No. of rooms: 120
- Total constructed area: 100,000 sq. ft.
- Present status: Completed & Operational (leased to Misaki Hotel)
- Salient feature: 11km from Gurugram, a hub of IT/ITES & BPO companies



Karol Bagh Mall



- ❑ Land area: 3400 sq. yards
- ❑ Total constructed area: 100,000 sq. ft.
- ❑ Leasable area: 90,000 sq. ft.; 30% leased out
- ❑ Present status: Completed
- ❑ Salient features: 3kms from Connaught Place, easily accessible via Delhi Metro, near posh residential areas of West Delhi

Joy Square Mall

Anant Raj Estate



- ❑ Land Area ~ 2.83 acres
- ❑ Total Construction Area (Planned): 3,65,000 Sq. Ft.
- ❑ Present Status: Under Construction
- ❑ G+9 floors with 4 levels of basement plus surface parking
- ❑ Lower ground floor: Hyper Market
- ❑ Ground and First floor: High Street Retail
- ❑ Second floor: Restaurants, Cafes, Food Courts, Retail Shops
- ❑ Third to Ninth floor: Branded Serviced Residences by an International operator

Stellar Resorts

New Delhi



- ❑ Land area: 7.61 acres
- ❑ Location: Near IGI Airport, New Delhi
- ❑ No. of rooms: Phase 1- 60 rooms
- ❑ Constructed area Phase I: 100,000 Sq. Ft.
- ❑ Developable FAR: 600,000 sq. ft. (660 rooms)
- ❑ Present status: Phase 1 completed & leased to Kohli Group
- ❑ Salient features: Connected to Delhi Metro

Hotel – Bel LA Monde

Chhatarpur, New Delhi



- ❑ Land Area: 5.75 acres
- ❑ Location: 10 kms from IGI Airport, New Delhi
- ❑ Total Constructed Area Phase I: 100,000 Sq. Ft.
- ❑ Developable FAR: 5,00,000 Sq. Ft.
- ❑ Present status: Completed & Leased to Belmond Group
- ❑ Salient features: Connected to Delhi Metro, adjoining Qutab Minar and other tourist spots

Warehousing/Commercial

Phased investment over next 2-3 years across existing ~84 acres of fully paid freehold land



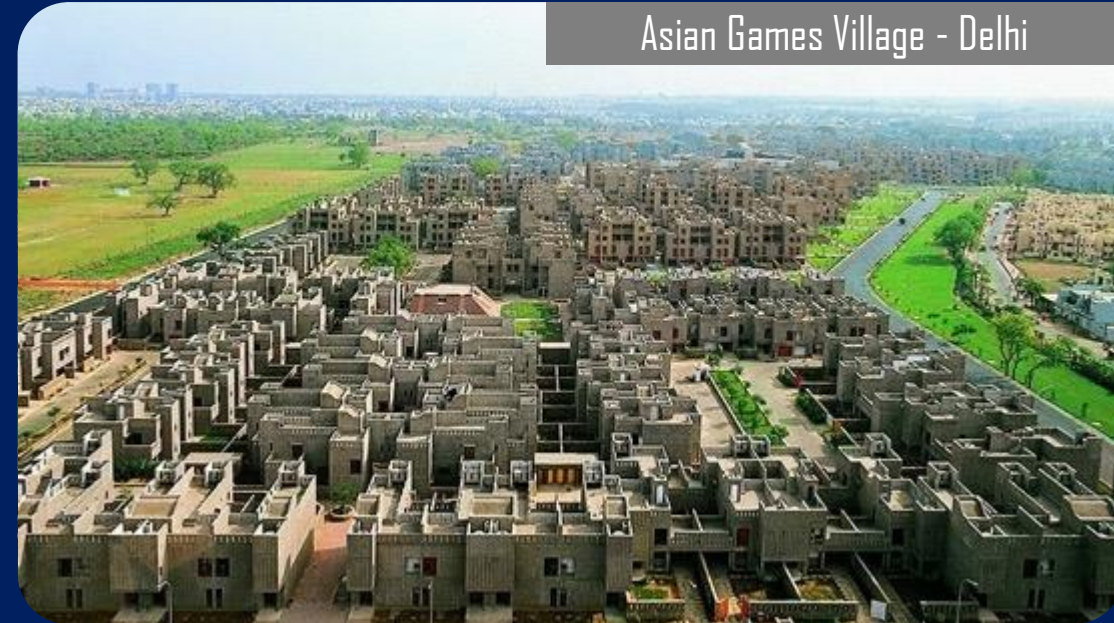
Site Name	Location	Land (acres)
Dhansa	Najafgarh, Delhi	6.59
Essapur	Najafgarh, Delhi	4.45
Mundhela Kalan	Najafgarh, Delhi	15.16
Bhatti Mines	Mehrauli, New Delhi	24.16
Holambi Khurd	Kherakhur, Delhi	18.71
Rewari	Haryana	14.05
Total		83.42

- ❑ Proposed warehouse land bank available in Delhi & Haryana to cater to high demand spurt on account of the E-commerce boom, growing need for cold chain network from the food and bio-pharmaceuticals sector, and boost to domestic manufacturing
- ❑ Fully Paid, Free Hold Land; Plan for **phase wise development** of warehouse projects
- ❑ Company plans to **develop all the sites within next two to three years.**

Strong Lineage, Bright Future ...



- ❑ Anant Raj Limited has delivered over 20 MSF of Real Estate projects, including some of the most well-known Landmarks in NCR like Asian Games Village.
- ❑ Diverse Portfolio across Residential, Commercial, Retail, Hospitality, and Social Infrastructure.
- ❑ Enviably track record of Identifying several High Potential Locations and converting them into Prime Locations.
- ❑ Deep Understanding of the Market and its Regulations, Strong Relations with the Local Supply Chain, and ready access to highly Skilled Contract Workers.
- ❑ Acquired at a low-cost, the fully paid and ready-to-develop Landbanks offer the advantage of immediately commencing any form of Real Estate Development including high-end Residential Homes to Affordable Housing to exclusive Hospitality projects.



Executive Management Team

Building on the Legacy...



Amit Sarin
Managing Director



Aman Sarin
Director & CEO



Ashim Sarin
Director & COO

The Fourth Generation Executive Management Team has been instrumental in the Diversification and Growth of the company by stepping into large-scale IT parks, Data centers, Integrated Residential Townships. From being credited for setting up an internal system of the company in Sales & Marketing, Land Acquisition and Operations Management to successfully managing the Construction and Business Development of Office buildings, Hospitality Assets, IT parks and other expanding projects, our Executive team has constantly demonstrated Experience and Expertise in the Real Estate Sector.

Strong Leadership Team

Excellent Domain Knowledge...



Pankaj Kumar Gupta
Chief Financial Officer



Manoj Pahwa
Company Secretary



Suraj Prakash Sethi
President - Accounts



Varun Khullar
President - Sales/Marketing



Manoj K Goyal
Chief Advisor - Business



Akhil Kumar
Senior GM - Land



Gaurav Sharma
Senior GM - Sales



Hemant Varshney
GM - Accounts



Ravinder Kumar
GM - Operations



Sudhir Solanki
GM - CRM



Ravi Khurana
Senior GM - Sales

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Thank You



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