



Ref No.: ADL/SE/24-25/17

Date: November 13, 2024

To,
The Manager
Corporate Relationship Department
BSE Limited
Floor 25, Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001
BSE Scrip Code -544261

To,
The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (East),
Mumbai - 400 051
NSE Symbol :ARKADE

Dear Sir/Madam,

Sub-: Investor Presentation on the Unaudited financial results for the quarter and half year ended September 30, 2024

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligation and Disclosure Requirements) Regulation 2015, we are enclosing herewith a copy of the Investor Presentation on Un-Audited Financial Results (standalone and consolidated) of the company for the quarter and half year ended September 30, 2024.

The same is also being uploaded on the company's website at <https://arkade.in/investor-presentation/>

You are requested to take the above information on your records.

Thanking You,
For Arkade Developers Limited
(Formerly known as Arkade Developers Private Limited)



Sheetal Solani
Company Secretary and Compliance Officer
Membership No: A45964





ARKADE

**INVESTOR
PRESENTATION
Q2 & H1 FY25**



- 1 CHAIRMAN & MD'S MESSAGE
- 2 COMPANY OVERVIEW
- 3 PERFORMANCE HIGHLIGHTS
- 4 LEADERSHIP TEAM & ESG
- 5 FINANCIALS

Disclaimer: Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labor relations. Arkade Developers Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.





Amit Mangilal Jain

Promoter, CMD

Arkade Developers Limited

Building on our impressive Q1 performance, we're delighted to announce another quarter of outstanding operational and financial results, fueled by revenue from last year's pre-sales. Capitalizing on the surging demand for luxury housing in Mumbai Metropolitan Region (MMR), we're poised for sustained growth, generating long-term value for all stakeholders. Our recent launch of Arkade Rare at Bhandup was well received and this single phase development is at a rapid construction progress.

Looking ahead, we've lined up strategic launches for the next two quarters to maintain momentum. Our expansion into Eastern Mumbai suburbs and robust pipeline of redevelopment projects will drive growth, backed by our solid balance sheet and healthy cash flows.



Company Overview

1. Arkade at a Glance
2. Value Proposition
3. Growth Drivers
4. Milestones
5. Portfolio – Completed Projects
6. Portfolio – Ongoing & Upcoming Projects

OUR PHILOSOPHY

FAMILY FIRST

At Arkade, family isn't just a word, it's a philosophy; Every nook, every brick and every inch of our developments is designed to put a family's comfort, joys and fulfillment first

38+ Years
of Legacy

29 Projects
Delivered Successfully

5000+ Families
are part of Arkade Family

2.5 Million Sq. Ft.
Development in Progress

5+ Million Sq. Ft.
Of Development Delivered

Shareholding: 30 Sep 24
Promoter & Group:- **70.8%**
Institutions:- **4.8%**

Leading MMR
Developer with In-
house Project
Management

Well-spread out
Portfolio of Greenfield
and Redevelopment
Projects

Asset Light Model and
Zero Net Debt

Strong Cash-flow And
IRR Focused

Quick Turnaround -
Before Time Delivery

Expansion in Eastern
Corridor





Expansion into Central side of Mumbai, particularly into Mulund and Bhandup...



Robust demand for luxury housing following strong growth seen over last 2 years...



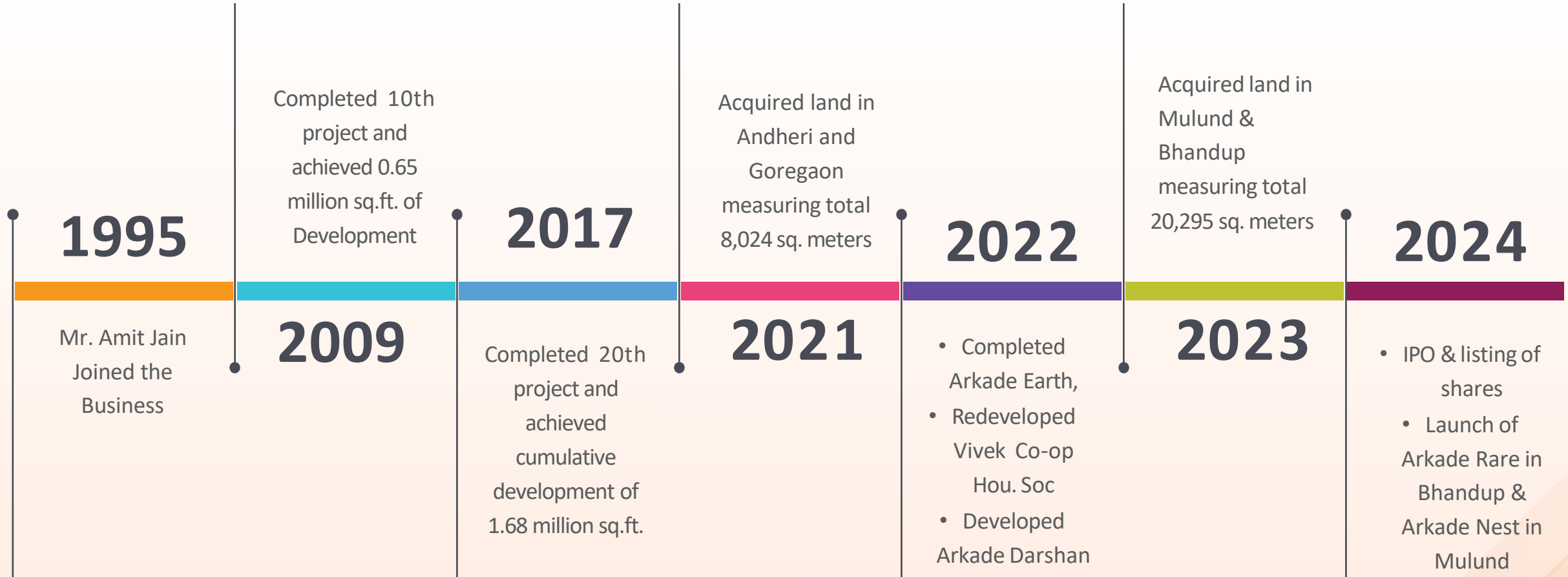
Legacy of delivery of housing well before RERA deadline, thereby leading to strong customer loyalty...



Strong pipeline of redevelopment projects in the micro-markets that we have presence



Healthy Balance Sheet, Strong Cash Flow and IRR focused



Portfolio – Completed Projects

Mumbai focussed player with delivery of over 5 mn. Sq.ft. across 29 Premium Projects

- Acropolis]
- Shubh Innov8]
- Shubh Industrial Estate]
- White Lotus]
- Arkade Art]
- Green Avenue 1]
- Green Avenue 2]
- Park Side]
- Harmony]
- Casa Bella]
- Gangadhar Nagar]
- Arkade Crown]
- Vineet Apartments]
- Arkade Bhoomi Heights]
- Bhoomi Arkade 1]
- Bhoomi Arkade 2]
- Jayshree]
- Arkade Serene]
- Arkade Adornia]
- Arkade Aspire]
- Jeevan Sarita]
- Om Kushal]
- Mahant]
- New Bharat Villa]
- Darshan by Arkade]
- Arkade Earth]
- Arkade Rise]
- Fortuna, Forjett Street]
- Wallace Fortuna]

Virar

Vasai

Mira Road

Borivali

Kandivali

Malad

Goregaon

Vile Parle

Kanjurmarg

Carmichael Road

Tardeo

Mazgaon

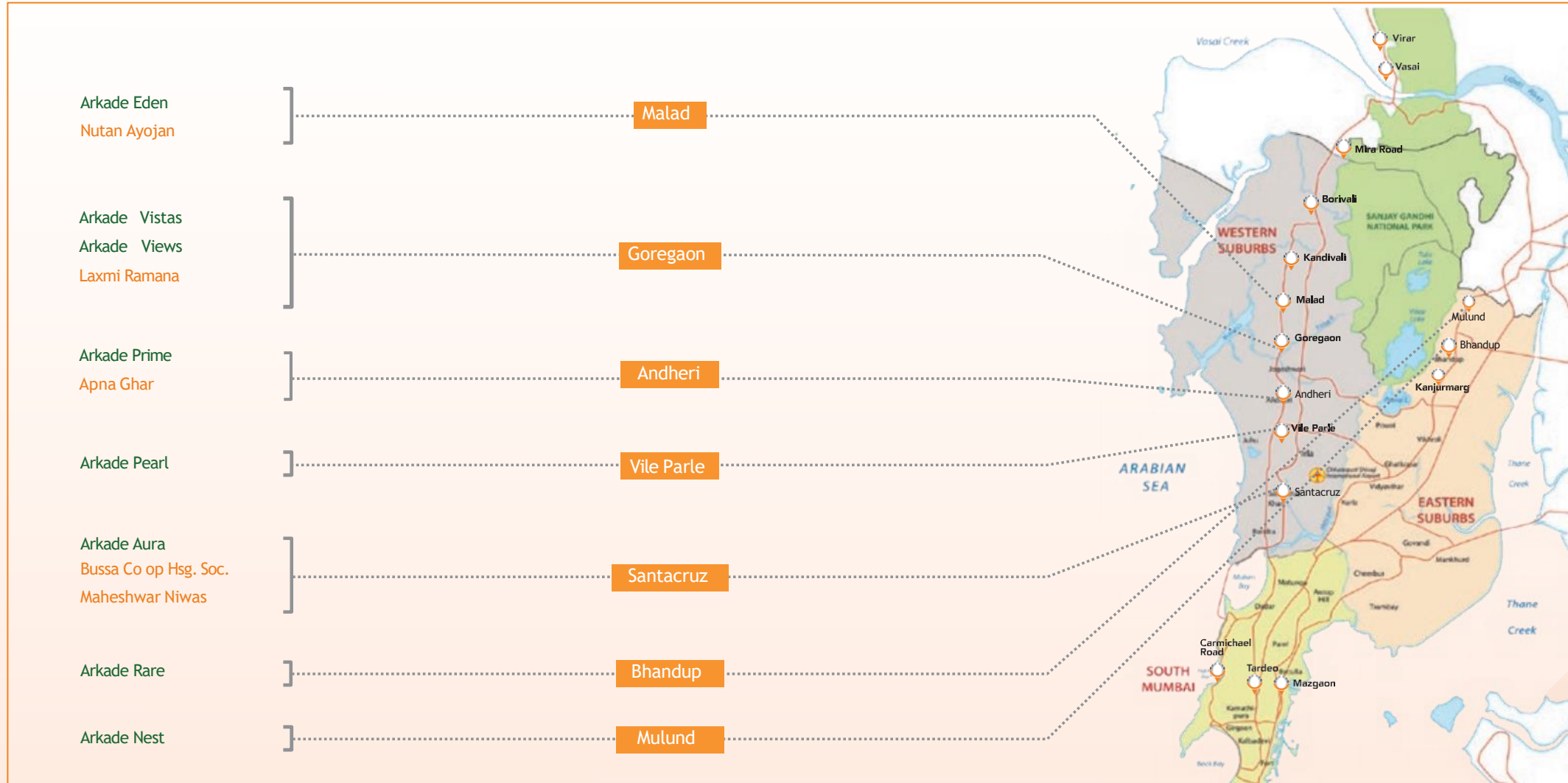



| Projects Name | Location | Category | Nature of Development | Plot Size (in Sq. Mtrs) | Saleable Area (in Sq.ft.) | Expected Completion Date | Projected Turnover (In ₹ Cr) |
|---------------------------------|-----------------|--------------|-----------------------|-------------------------|---------------------------|--------------------------|------------------------------|
| Arkade Crown | Borivali West | Aspirational | Society Redevelopment | 5,711 | 113,805 | Jun'24 | 325 |
| Arkade Aspire | Goregaon East | Aspirational | Greenfield | 5,933 | 168,643 | Aug'24 | 490 |
| Arkade Aura | Santacruz West | Premium | Society Redevelopment | 3,791 | 59,279 | Dec'25 | 276 |
| Arkade Prime | Andheri East | Aspirational | Greenfield | 2,091 | 65,566 | Dec'25 | 165 |
| Arkade Nest | Mulund West | Aspirational | Greenfield | 8,327 | 249,163 | Jun'27 | 619 |
| Arkade Pearl | Vile Parle East | Premium | Society Redevelopment | 4,153 | 75,145 | Dec'26 | 300 |
| Arkade Eden | Malad East | Premium | Society Redevelopment | 3,101 | 49,981 | Dec'26 | 150 |
| Arkade Vistas / Arkade Views | Goregaon East | Aspirational | Society Redevelopment | 4,487 | 81,960 | Dec'27 | 242 |
| Arkade Rare | Bhandup West | Aspirational | Greenfield | 11,967 | 313,070 | Dec'28 | 750 |
| Total | | | | 49,561 | 1,176,612 | | 3,317 |


Ongoing projects would have construction area of approx. 2.5 mn sq.ft.

| Projects Name | Location | Category | Nature of Development | Plot Size (in Sq. Mtrs) | Saleable Area (in Sq. fts.) | Projected Turnover (In ₹ Cr) |
|------------------|----------------|----------|-----------------------|-------------------------|-----------------------------|------------------------------|
| Nutan Ayojan | Malad West | Premium | Society Redevelopment | 6,830 | 217,000 | 694 |
| Laxmi Ramana | Goregaon West | Premium | Society Redevelopment | 4,619 | 59,793 | 213 |
| Maheshwari Niwas | Santacruz West | Premium | Society Redevelopment | 2,290 | 38,700 | 200 |
| Apna Ghar | Andheri West | Premium | Society Redevelopment | 7,381 | 83,212 | 388 |
| Bussa CHS | Santacruz West | Premium | Society Redevelopment | 2,902 | 45,000 | 190 |
| Total | | | | 24,022 | 443,705 | 1,685 |

Portfolio – Ongoing & Upcoming Projects



 Ongoing Projects

 Upcoming Projects



Performance Highlights

1. New launches
2. Financial & Operational snapshot
3. Operational highlights
4. Financial highlights

ARKADE RARE



Plot Area – 11,967 sq. mtrs.

Potential Turnover - Rs. 750 crore

Saleable Area – 313,070 sq. ft.

Launch Date – 26th October 2024

ARKADE VIEWS & VISTAS



Plot Area – 4,487 sq. mtrs.

Potential Turnover - Rs. 242 crore

Saleable Area – 81,960 sq. ft.

Launch Date - 15th September 2024

Quarterly Snapshot – Q2 FY25

₹ 202
Crore

REVENUE

₹ 60
Crore

EBITDA

₹ 43
Crore

NET PROFIT

₹ 215
Crore

PRE-SALES

₹ 180
Crore

COLLECTIONS

66,835
sq.ft.

**CARPET AREA
SOLD**



₹ 327
crore

REVENUE

₹ 102
crore

EBITDA

₹ 73
crore

NET PROFIT

₹ 336
crore

PRE-SALES

₹ 300
crore

COLLECTIONS

105,189
sq.ft.

**CARPET AREA
SOLD**

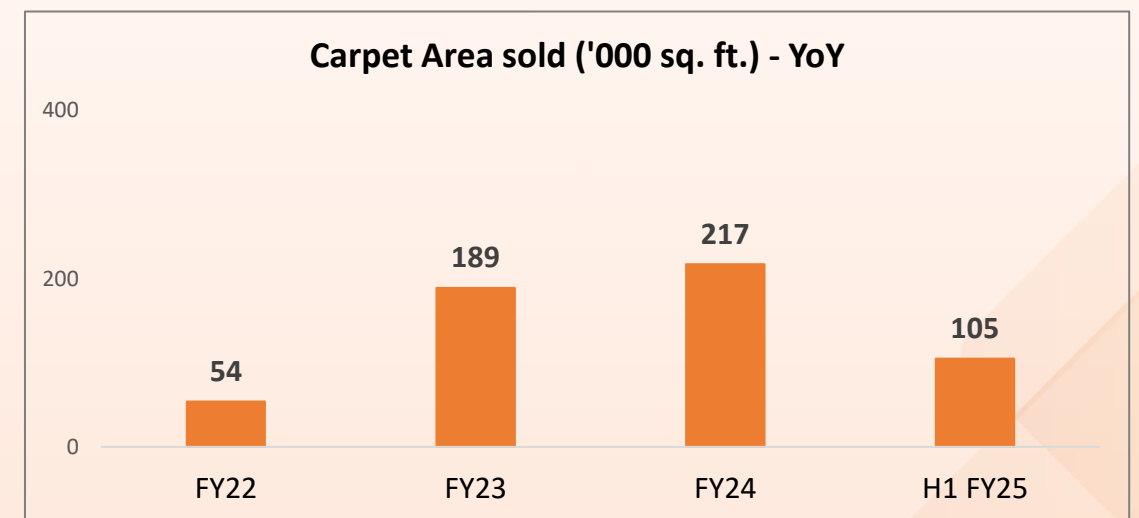
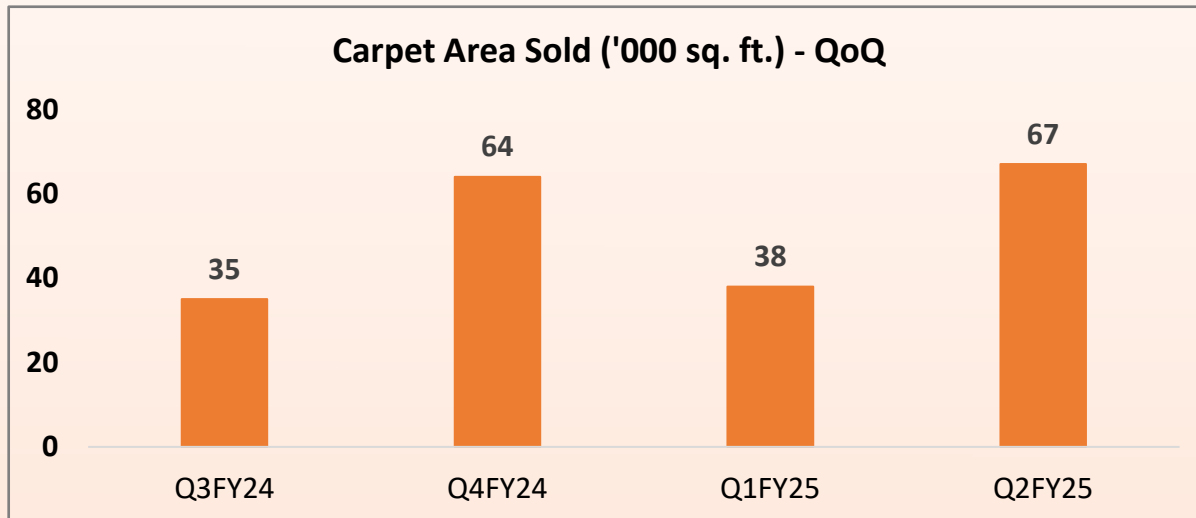
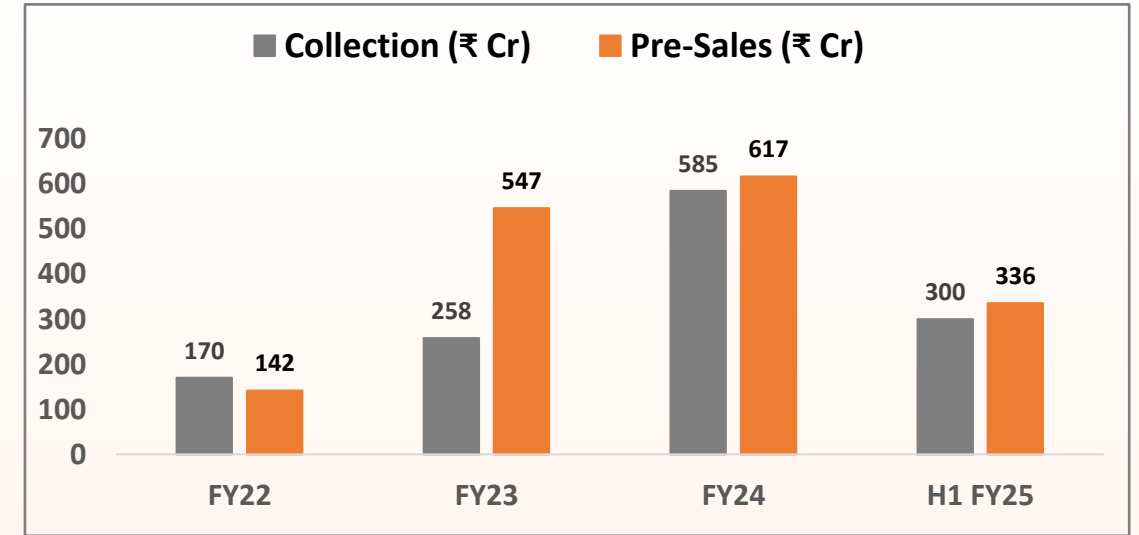
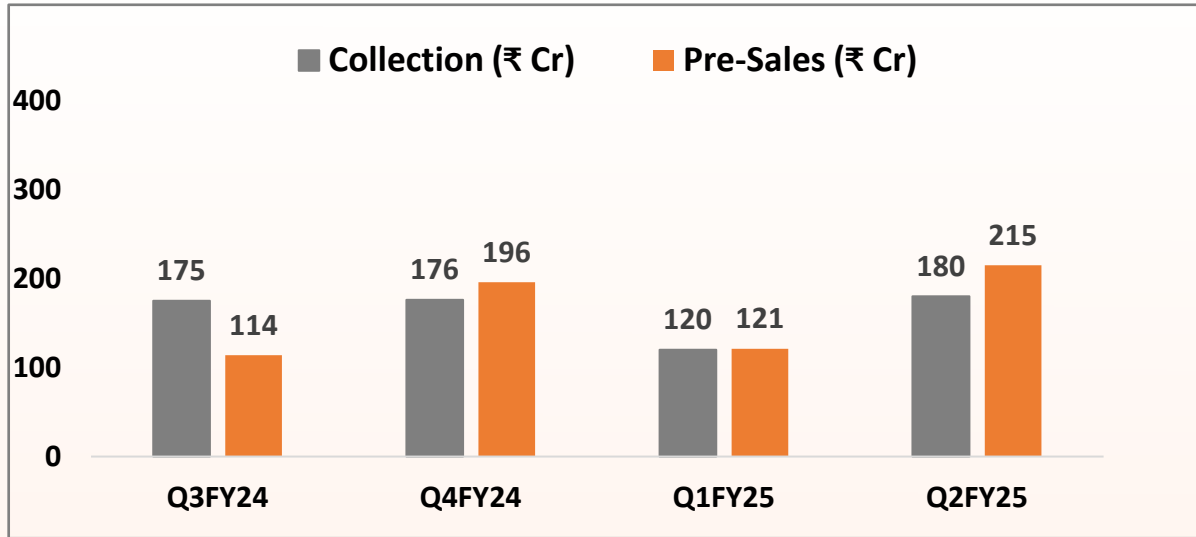


Quarter ended 30 Sept 2024

| Particulars | Q2FY25 | Q2FY24 | % YoY | Q1FY25 | % QoQ |
|------------------------|--------|--------|-------|--------|-------|
| Pre-Sales Value (₹ Cr) | 215 | 192 | 12.0% | 121 | 77.9% |
| Collection (₹ Cr) | 180 | 126 | 43.0% | 120 | 49.5% |
| Area Sold (Sq. Ft) | 66,835 | 60,117 | 11.1% | 38,354 | 74.3% |

Half year ended 30 Sept 2024

| Particulars | H1FY25 | H1FY24 | % YoY |
|------------------------|---------|---------|-------|
| Pre-Sales Value (₹ Cr) | 336 | 335 | 0.4%% |
| Collection (₹ Cr) | 300 | 236 | 26.9% |
| Area Sold (Sq. Ft) | 105,189 | 103,788 | 1.4% |



Financial Highlights

| Particulars (₹ Cr) | Q2FY25 | Q2FY24 | % YoY | Q1FY25 | % QoQ | H1FY25 | H1FY24 | % YoY |
|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Revenue | 203.2 | 211.0 | -3.7% | 125.6 | 62.0% | 328.9 | 273.1 | 20.4% |
| Gross Profit | 74.8 | 73.7 | 1.5% | 56.2 | 33.2% | 131.0 | 90.1 | 45.4% |
| GP Margin (%) | 36.8% | 34.9% | | 44.7% | | 39.85 | 33.0% | |
| EBITDA | 60.4 | 64.8 | -6.8% | 42.1 | 43.5% | 102.5 | 74.8 | 36.9% |
| EBITDA Margin (%) | 29.7% | 30.7% | | 33.5% | | 31.2% | 27.4% | |
| Net Profit | 43.4 | 47.9 | -9.4% | 30.2 | 43.5% | 73.6 | 54.4 | 35.2% |
| Net Profit Margin(%) | 21.3% | 22.7% | | 24.1% | | 22.4% | 19.9% | |

Strong growth momentum continued on the back of robust demand of luxury housing and new launches...



LEADERSHIP TEAM & ESG

1. Leadership Team
2. Corporate Social Responsibility
3. Sustainability Certifications

With dynamism in every endeavor, His background in Mechanical Engineering along with an MBA give him a distinct edge. His expertise lies in spheres of construction, business development, legalities and liaising, that are further enhanced by invaluable insights from his investment banking experience



Sandeep U Jain
Chief Operating Officer



Amit Mangilal Jain
Promoter, MD & Chairman

He plays a pivotal role in formulating corporate strategies and overseeing their implementation. Responsible for overall planning, execution, and management of our Company, he also takes charge of public relations and our Company's brand image.

As a qualified Chartered Accountant and an integral part of Arkade's top management, he leads various crucial departments within our company, including Accounts, Finance, Taxation, Sales, Marketing, CRM, HR, and Administration



Arpit Vikram Jain
Whole-Time Director

THE SAJJAN JAIN SUPPORT TRUST

A CSR initiative by Arkade Developers, the Sajjan Jain Support Trust is committed to uplifting communities in need by providing access to education & healthcare. Through variety of initiatives, including partnerships with leading NGOs, we focus on delivering essential resources that empower individuals and families. From education to healthcare and beyond, we strive to create lasting positive change, ensuring progress for all.



TATA MEMORIAL HOSPITAL

The “Care per Sq. Ft.” initiative by Arkade supports the treatment of cancer patients at Tata Memorial Hospital. Under this programme, an amount equivalent to 1 sq. ft. for each flat sold is contributed towards supporting cancer patients at Tata Memorial Hospital (TMH). This commitment aligns with Arkade’s mission to make a meaningful impact on society.





DESIRE SOCIETY

Care and Support to disadvantaged children emphasizing on HIV +ve victims

Contributing to the cause with donations and various volunteer engagement activities, CSR support includes painting work for the center, providing extra tuitions for 8th/9th/10th-grade students, and organizing yoga sessions.



APNA GHAR ASHRAM

Providing shelter to destitute individuals facing homelessness, illness & abandonment

Contributing to the cause through donations to support their programs



BAL ASHA TRUST

Support & care for the vulnerable children

Dedicated to providing abandoned children with a safe home and extending support to any child in need

Sustainability Certifications





FINANCIALS

1. Consolidated P&L
2. Consolidated Balance Sheet
3. Debt Profile

Consolidated Profit and Loss Account

(Rs. crores)

| Particulars (₹ Cr) | FY22 | FY23 | FY24 | H1FY25 |
|--|--------------|--------------|--------------|--------------|
| Income from operations | 228.9 | 220.2 | 634.7 | 327.0 |
| Other Income | 8.2 | 3.9 | 1.0 | 1.8 |
| Total income | 237.2 | 224.0 | 635.7 | 328.9 |
| Total Expenditure | 174.5 | 159.9 | 467.3 | 226.4 |
| EBITDA | 62.7 | 64.2 | 168.4 | 102.5 |
| EBITDA Margin | 26.4% | 28.6% | 26.5% | 31.2% |
| Depreciation | 0.1 | 0.3 | 1.1 | 2.0 |
| EBIT | 62.6 | 63.9 | 167.3 | 100.5 |
| Interest | 4.3 | 1.3 | 3.1 | 1.2 |
| Share of Profit / (Loss) from Associates | 7.3 | 4.2 | 1.0 | 0.0 |
| Profit Before Tax | 65.6 | 66.8 | 165.1 | 99.3 |
| Tax | 14.7 | 16.0 | 42.3 | 25.7 |
| Profit After Tax | 50.8 | 50.8 | 122.8 | 73.6 |
| PAT Margin | 22.2% | 23.1% | 19.3% | 22.4% |
| Basic EPS (₹ per share) | 3.3 | 3.3 | 8.1 | 4.8 |

Consolidated Balance Sheet

(Rs. crores)

| Assets | FY22 | FY23 | FY24 | H1FY25 |
|---------------------------------------|--------------|--------------|--------------|----------------|
| Non Current Assets | | | | |
| Property, plant & Equipment | 1.8 | 1.9 | 11.8 | 10.4 |
| Investments | 16.4 | 17.0 | 18.1 | 31.3 |
| Other Non-current Assets | 1.4 | 8.5 | 7.3 | 11.8 |
| Current Assets | | | | |
| Inventories | 299.0 | 500.5 | 487.9 | 605.9 |
| Trade Recievables | 5.3 | 3.7 | 8.1 | 20.3 |
| Other Current Assets | 46.1 | 23.7 | 41.8 | 450.8 |
| Total Assets | 370.0 | 555.4 | 575.0 | 1,130.5 |
| Equities & Liabilities | | | | |
| Equity Share Capital | 2.0 | 2.0 | 152.0 | 185.7 |
| Other Equity | 147.5 | 198.3 | 171.4 | 641.1 |
| Total Equity | 149.3 | 200.4 | 323.6 | 826.8 |
| Long Term Borrowings | 1.2 | 78.8 | 29.0 | 46.7 |
| Other Non-current Liabilities | 0.9 | 1.1 | 2.7 | 2.8 |
| Short-term Borrowings | 63.2 | 70.2 | 40.4 | 27.8 |
| Trade Payables | 13.7 | 23.5 | 38.3 | 33.0 |
| Other Current Liabilities | 141.6 | 181.4 | 141.0 | 193.4 |
| Total Equity & Liabilities | 370.0 | 555.4 | 575.0 | 1,130.5 |



ARKADE

**INVESTOR
PRESENTATION
Q2 & H1 FY25**

THANK YOU

Company:
Arkade Developers Ltd.
Mr. Samshet Shetye CFO
samshet@arkade.in
<https://arkade.in>

Investor Relations Advisors:
Adfactors PR Pvt. Ltd.
Rahul Trivedi / Samruddhi Bane
rahul.trivedi@adfactorspr.com
samruddhi.bane@adfactorspr.com
9833541841 / 9619624264

THANK YOU

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