

Date: November 11, 2024

To, National Stock Exchange of India Limited ("NSE") Listing Department Exchange Plaza, C-1 Block G, Bandra Kurla Complex Bandra [E], Mumbai - 400051	To, BSE Limited ("BSE") Listing Department Corporate Relationship Department Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001
NSE Scrip Symbol: AWFIS	BSE Scrip Code: 544181
ISIN: INE108V01019	ISIN: INE108V01019

SUBJECT: Investor/analyst presentation on financial results for the quarter and half year ended September 30, 2024

Dear Sir/Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed herewith is the investor/analyst presentation with respect financial results for the quarter and half year ended September 30, 2024

The details of the call will also be posted on the company's website at <https://www.awfis.com/investor-relations>.

This is for your information and record.

Thanking You,

For Awfis Space Solutions Limited

Amit Kumar
Company Secretary and Compliance Officer
M. No. A31237
Address: C-28 and 29 Kissan Bhawan, Qutub Institutional Area New Delhi 110016
Encl: a/a

Corporate and Regd. Office

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CIN: L74999DL2014PLC274236



awfis

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MAR 2024 - MAR 2025
INDIA

INVESTOR PRESENTATION | Q2 & H1 FY25 | NOVEMBER 2024

SAFE HARBOR

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Commenting on the results, **Mr. Amit Ramani, Chairman and Managing Director, Awfis Space Solutions Limited, said:**

*"We are pleased to report a robust **revenue growth of 40% in Q2 FY25** over the previous year, **reaching Rs. 292 crores**. This growth was primarily driven by contributions from newly added seats and increased occupancy at existing centers. **Operational EBITDA for the quarter also grew by 67% year-on-year to Rs. 100 crores**, achieving an **EBITDA margin of 34.3%**, an improvement of 550 bps from last year. This increase in margins was largely driven by higher revenues, improved occupancy in established centers, the filling of additional seats, all of which contributed to enhanced operating leverage and higher profitability. As of September 2024, we achieved an exit month **occupancy rate of 73%**, with 84% occupancy in centers with over 12 months of operation, highlighting sustained demand for our flexible workspaces. Our Design & Build business has also seen strong traction supported by a solid order pipeline and favorable market conditions.*

***We have now surpassed 110K operational seats and 180 centers.** Including Fit-out and LOI, we have a total of **150K+ seats across 224 centers, covering 7.6 million sq. ft.**, on track to reach our target of 135K operational seats by March 2025.*

*Responding to the rising demand for flexible workspaces in Tier II cities, we have expanded our footprint in these emerging markets. Most recently, we entered a new tier 2 city - **Guwahati**, strengthening our commitment to supporting growth in these regions. Since September 2023, our footprint in Tier II cities has grown by 43% since September 2023, increasing from 14 to 20 centers, reinforcing our commitment to these regions.*


Our asset-light, risk-averse Managed Aggregation (MA) model remains at the core of our strategy, with 67% of seats and 64% of centers aligned under this approach to maximize returns on investment.

*I'm excited to announce the opening of our **first Elite by Awfis Centre at Aurobindo Orbit in Hyderabad's Hitech City**. Awfis Elite sets a new benchmark for luxury in flexible workspaces, combining elegance, functionality, and a focus on sustainability. Designed to inspire creativity and collaboration, it offers more than just a workspace, it provides an environment where professionals can excel in both comfort and style.*

Our commitment to innovation and client-centric solutions positions us strongly for success in the evolving commercial real estate market."

Amit Ramani

Chairman & Managing Director



01 Q2 & H1 FY25 Performance

02 New Business Update

03 About Us

04 Investment Thesis

- **Growing Flex Sector**
- **Network Leadership**
- **Innovative Supply Model**
- **Diverse Demand Strategy**

05 Growth Strategy

06 Historical Financials





**Q2 & H1 FY25
PERFORMANCE
SUMMARY**

AWFIS : PIONEER IN INDIAN FLEXIBLE WORKSPACE INDUSTRY

MARKET LEADER
With the Largest Network

ASSET LIGHT SUPPLY
with Strong Demand Strategy

ROBUST FINANCIALS
Capital Efficient Model

18 Cities

Including 2 tier
2 cities

180 / 110K+

Operational
Centres / Seats¹

58/100+

Micro-Markets
/Localities in India

67%

Managed Aggregation
Portfolio#
(of total seats)

73% / 84%

Blended Occupancy
/>12m Vintage Centres
(%)

**~33/24
months**

Weighted average total
tenure / weighted average
lock-in tenure

**Rs. 292 Crs/
Rs. 550 Crs**

Revenue from
operations
Q2FY25/ H1FY25

34.3% / 32.6%

Operating EBITDA
Q2FY25/ H1FY25

73%

Annualised RoCE[^]
H1FY25

1. Operational as of September 30, 2024

Note: Unless stated otherwise, Data as of September 30, 2024

Managed Aggregation: In this model operators & space owners share capex as well as revenues

^ ROCE calculated as Cash EBIT divided by capital employed

NETWORK LEADERSHIP

INDIA'S LARGEST NETWORK OF FLEXIBLE WORKSPACES

Awfis's presence in **Nine Tier 1 and Nine Tier 2 cities** facilitates in fulfilling the growing and diverse needs of our clients

18
Cities

58
Micro-markets

205
Centres

130K+
Seats

6.6Mn sq. ft.
Chargeable Area

TIER 1

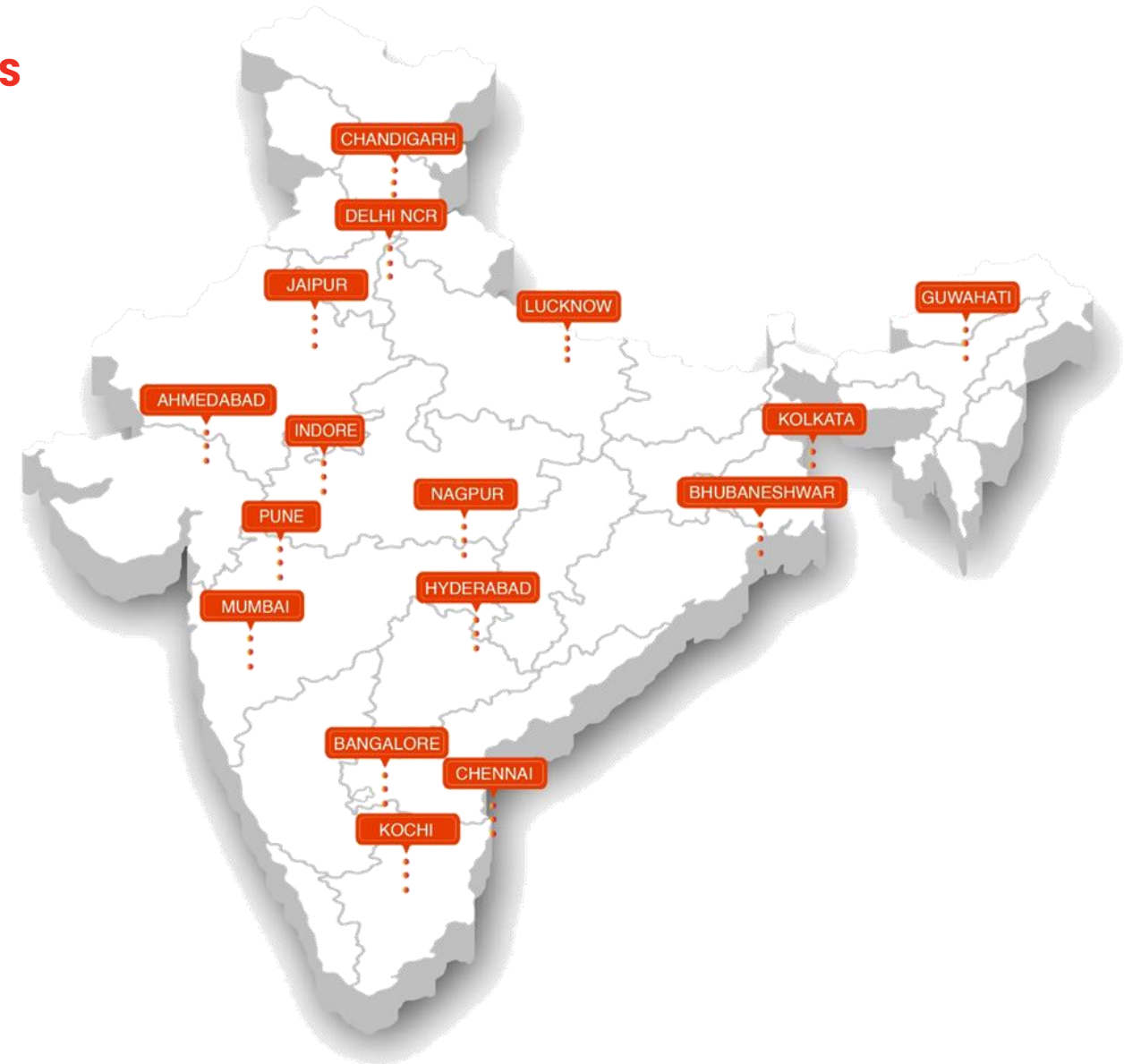
90% → 185 centers

92% → 120,185 seats

TIER 2

10% → 20 centers

8% → 10,601 seats



NEW CITY EXPANSION

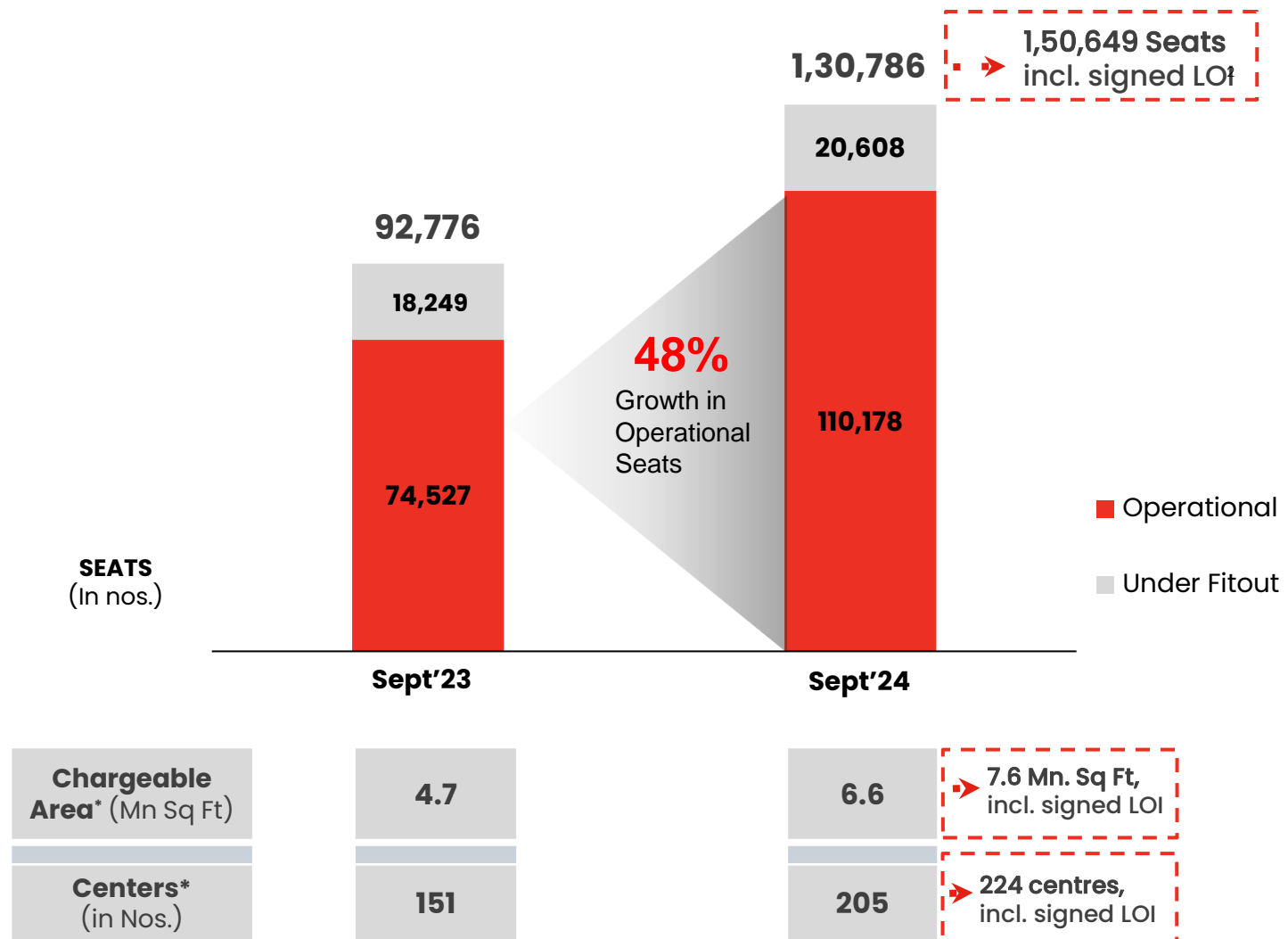
GUWAHATI

Launched a centre for a Global Leader in Technology Services & Consulting.
Soon also launching a 2nd centre.



SUPPLY HIGHLIGHTS – SEPTEMBER 2024

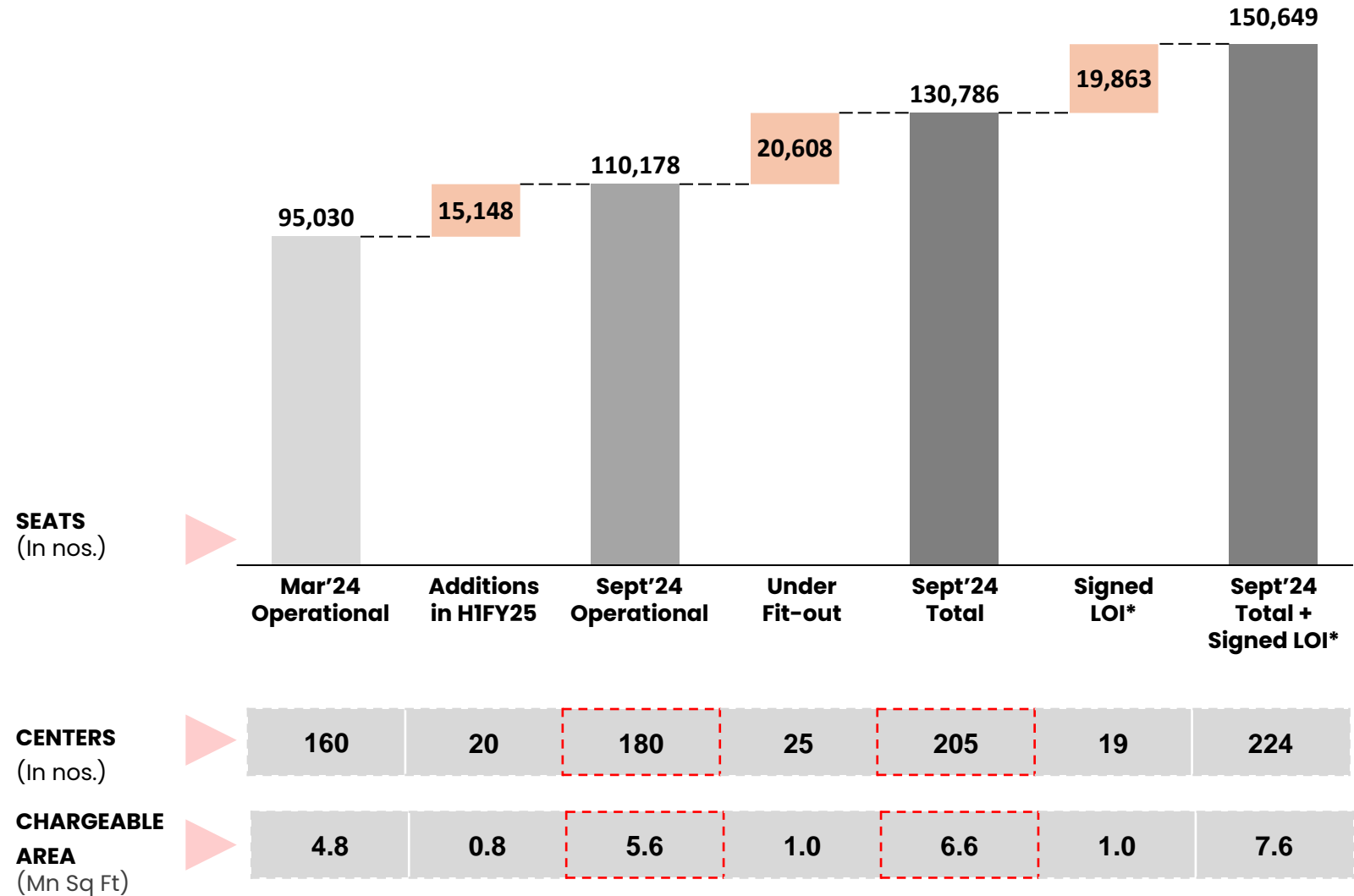
EXPANDING NETWORK AND A ROBUST PIPELINE



- **Crossed 1.1 Lakh operational seats** in Sept'24
- **52 new centers and 35,651 new seats** were launched since Sept'23, expanding our presence to **9 Tier 2 cities** and **7 new micro-markets**
- Achieved Total supply of **205 centers, 130K+ seats and 6.6 Mn Sq Ft of chargeable area**
- YoY operational seats and centres grew by **48%** and **41%** respectively
- YoY total seats and centres grew by **41%** and **36%** respectively
- Increased Tier 2 presence by **~43%**, growing from 14 centers to 20 centers since Sept'23

*Numbers are for Total Chargeable Area and Centres, which includes operational and under fitout
LOI refers to Letters of Intent signed with space owners

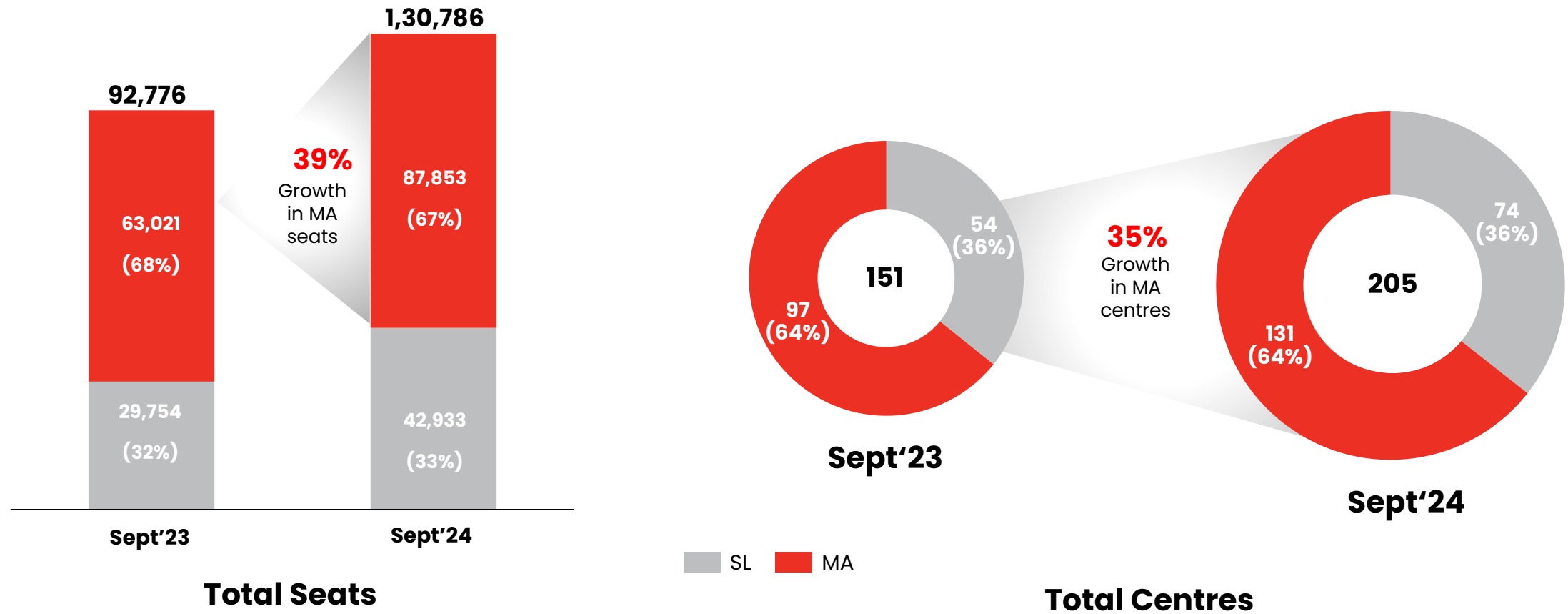
H1FY25 SUPPLY WALKTHROUGH



- **On track to achieve 135K operational seats by Mar'25:**
 - Added **15,148 seats and 20 centers** since Mar'24
 - **9,780 seats and 11 centers** added since Jun'24
 - Robust pipeline with signed LOIs at **19 centers**, with **~20K seats** and **~1.0 Mn Sq Ft** of chargeable area
- **13% of centers** (additions + under fit out) in Tier 2 cities
- Consistently expanding our MA share with **76% seats** (additions + under fit out) signed under this model in H1FY25, maintaining our focus on an asset light, risk averse supply and maximizing the return on investment

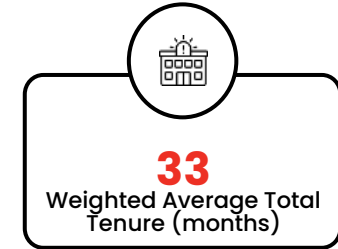
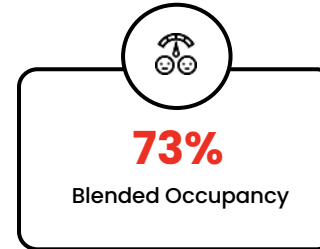
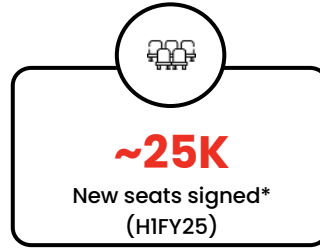
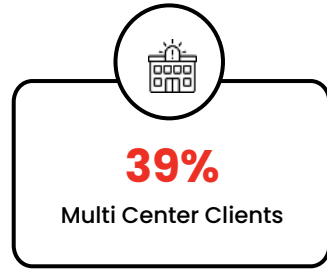
* LOI refers to Letters of Intent signed with space owners

CONTINUED MOMENTUM ON ASSET LIGHT, LOW RISK MA MODEL



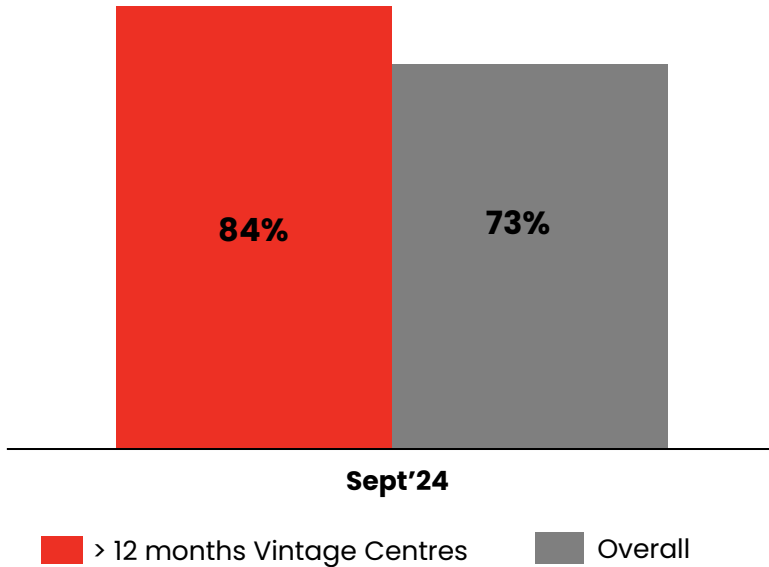
- **67% total seats and 64% total centers under MA model as of Sept'24** driving capital efficiencies for the business
- **39% YoY growth in seats** under the MA model; increasing our MA share from 63K total MA seats to 87.9K total MA seats
- **35% YoY growth in centers** under the MA model; increasing our MA share from 97 total MA centers to 131 total MA centers
- Achieved annualized ROCE[^] of **73%** in H1FY25

STRONG DEMAND METRICS



Rising occupancy with maturing centre vintage

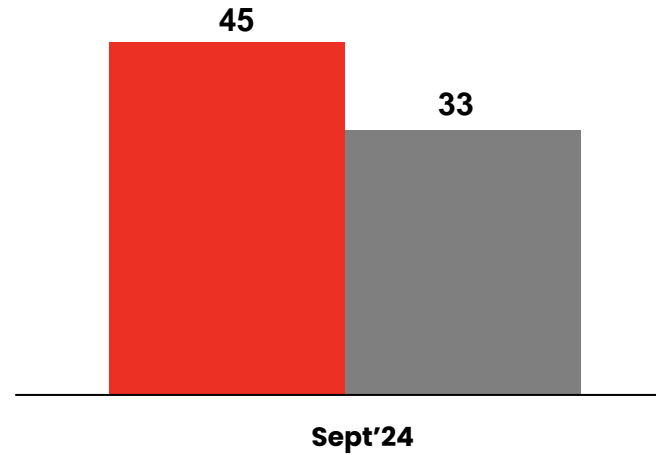
OCCUPANCY



Increasing total and lock in tenures for large seat cohorts

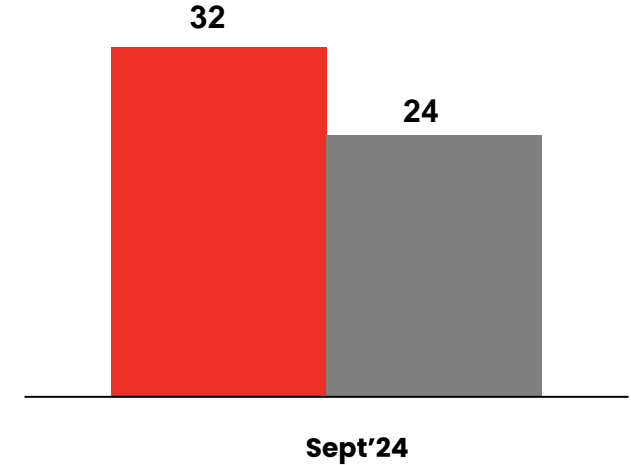
TOTAL TENURE

Weighted Average (months)



LOCK IN TENURE

Weighted Average (months)

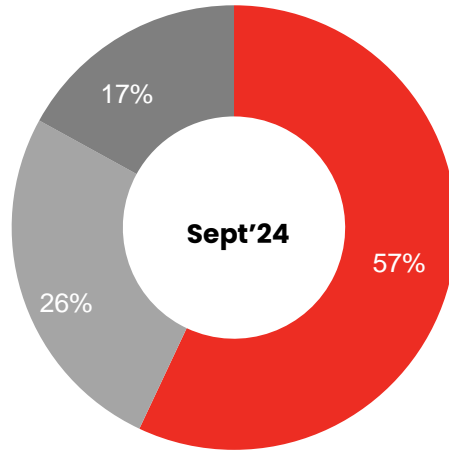


Note: Unless stated otherwise, Data as of September 30, 2024

* New seats signed will start from Q1FY25 to Q1FY26

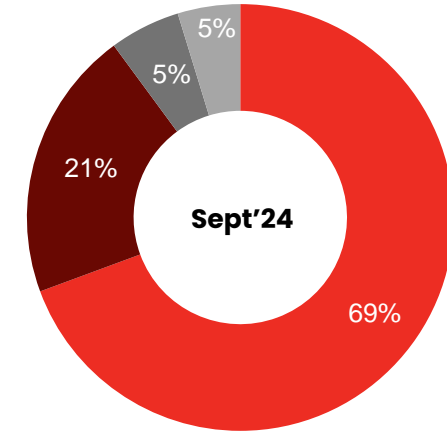
Catering to all seat cohorts...

- 100+ Seats
- 51-100 Seats
- 1-50 Seats



... and tenure buckets

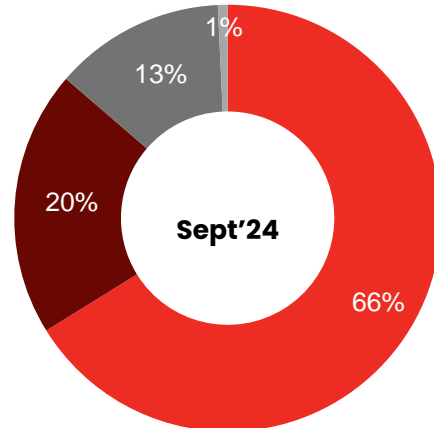
- >=24 months
- 12-23 months
- 6-11 months
- <=5 months



Creating a customizable solution that serves businesses of all types across industries

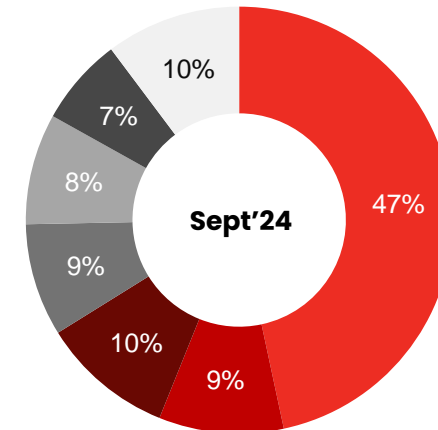
Diversified Client Mix

- Corporates/ MNCs
- SMEs
- Start-Ups
- Freelancers



Across various sectors

- IT
- Professional Services
- Consumer & Durables
- Healthcare & Pharma
- Financial Services
- Construction & Engineering
- Others*



Note: *Include Food and beverage, personal and household products, Real estate, Chemicals, construction and packaging materials, Telecommunication services, Energy and utilities and Others; Unless stated otherwise, Data as of Sept 30, 2024



**NEW BUSINESS
UPDATE**



Launching
elite

Elite is an uber premium workspace offering by Awfis that elevates luxury in the flexible workspace industry, seamlessly blending elegance, and functionality to create a refined and sophisticated work experience.

Rooted in the philosophy of sustainability and well-being, Elite fosters an environment that inspires creativity and collaboration, and comes enriched with amenities, aiming to be more than just a workspace

The first Elite centre opens at Aurobindo Orbit at the much sought-after Hitech City in the heart of Hyderabad



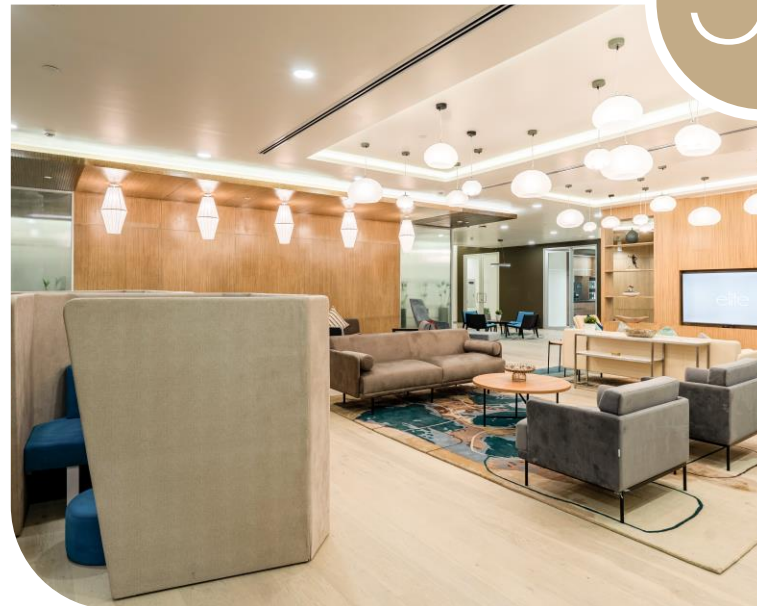
AMENITY-RICH WORKSPACES

Featuring:

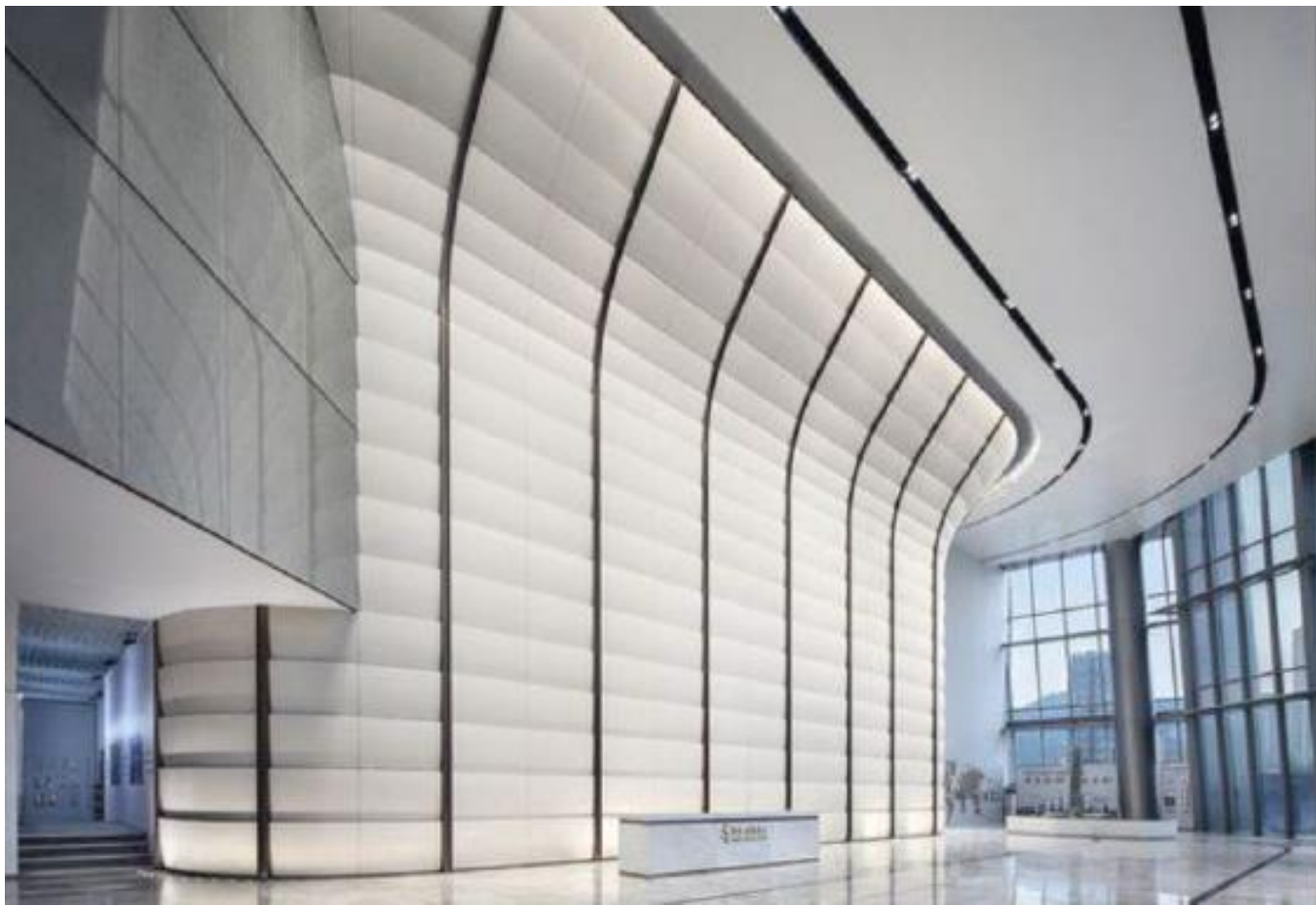
Executive Suites
Biophilic Pods
Meeting, Podcast & Focus Rooms
Wellness Space
An array of world class amenities

Elite Members will have exclusive access to the Elite Clubhouse, gourmet cuisine at the Cafe, Concierge Service and Curated Experiences.

Elite will also soon be launched at Prestige Tech Park & Manyata Tech Park Bengaluru, Prestige Aerocity Delhi, and Prestige 101 BKC Mumbai.



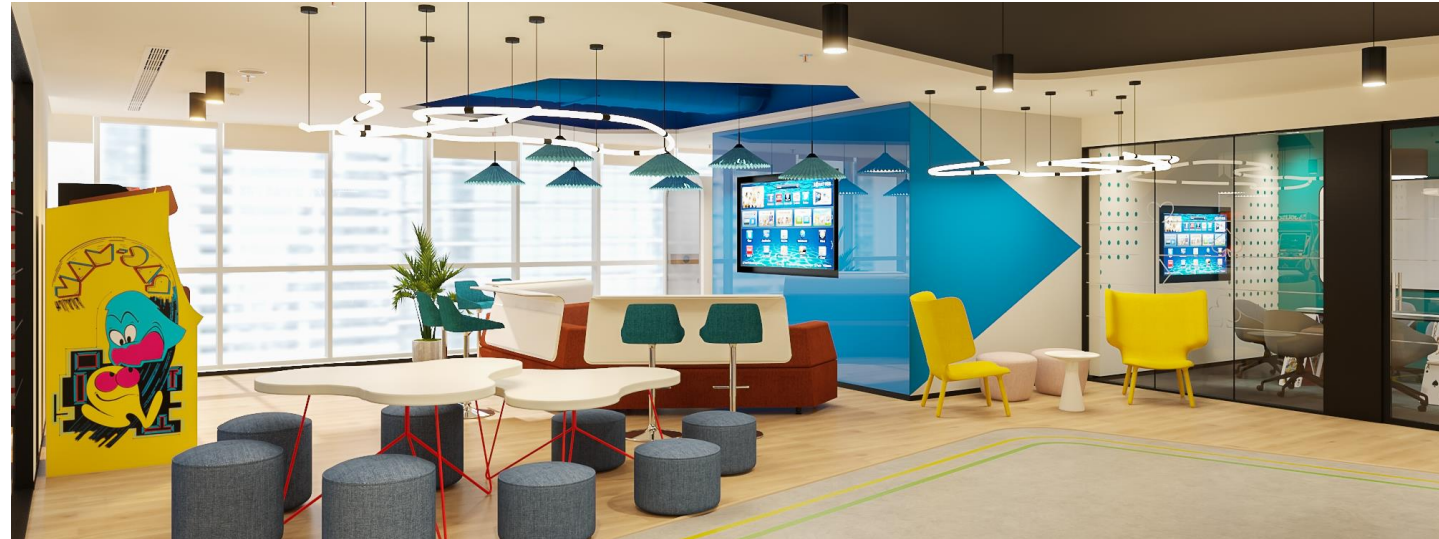
EXPANDING WITH PRESTIGE



- Mumbai: Prestige 101
- Delhi NCR: Prestige Aerocity
- Bangalore : Prestige Tech Park, Venus

Current Supply: 16 centers & 608K sq. ft.
New Added Supply: 3 centers & 205K sq. ft.

CONSTRUCTION & FIT-OUT PROJECTS UPDATE

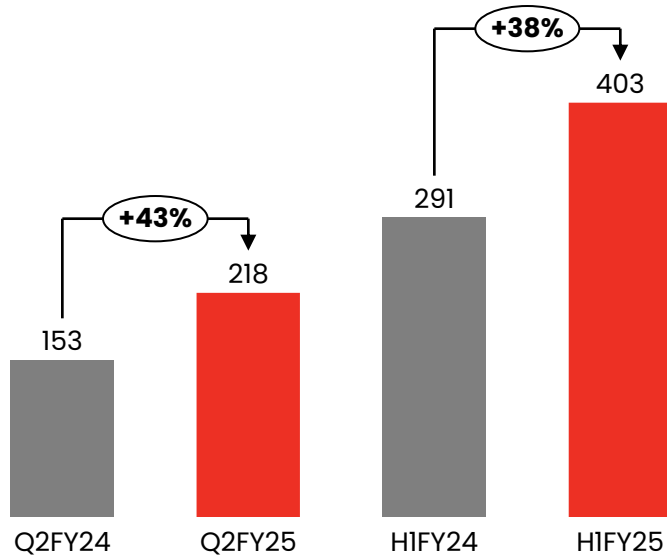


Secured deals with a total value of ~ ₹ 175 Cr in H1FY25 across Awfis Landlords, third-party clients in IT/ITES, BFSI and Telecom sectors and for establishing Global Capability Centers (GCCs)

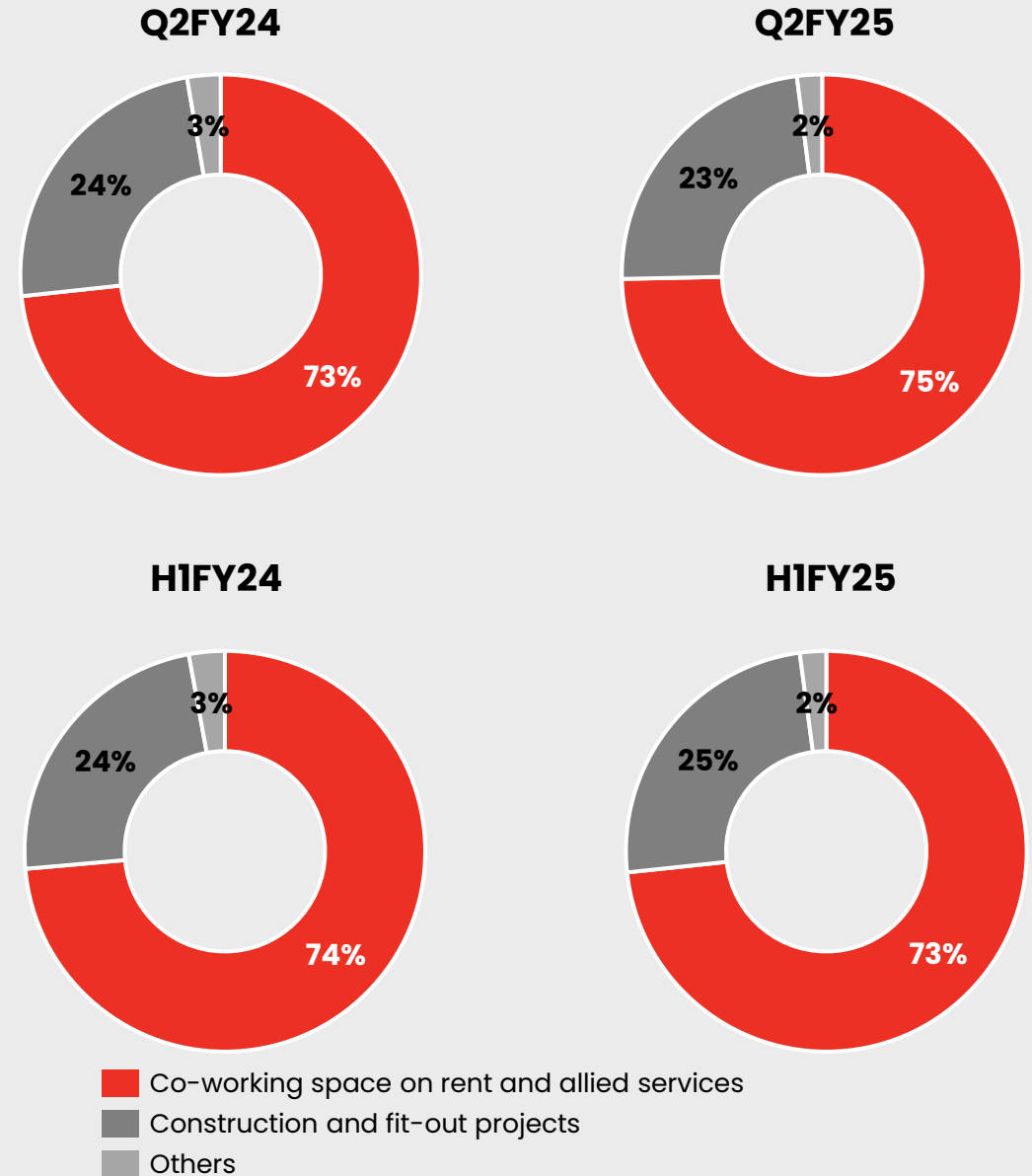
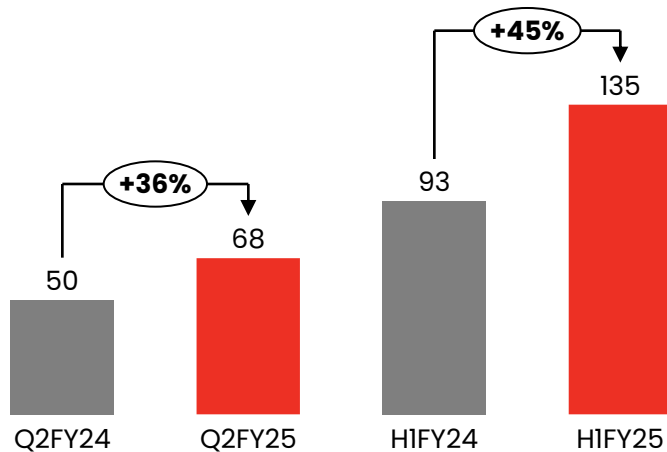
SEGMENTAL REVENUE BREAK UP

In Rs. Crs.

Co-working space on rent and allied services

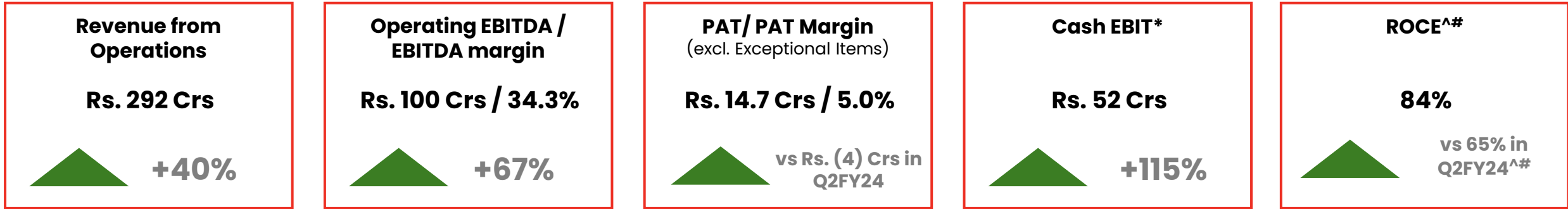


Construction and fit-out projects

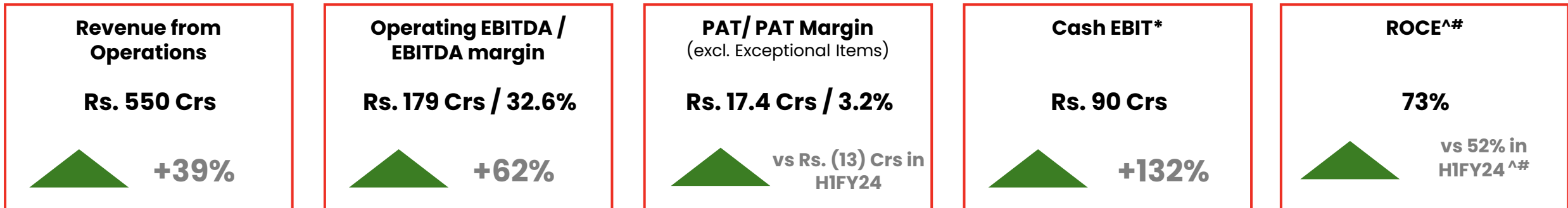


Q2 & H1 FY25 : FINANCIAL HIGHLIGHTS

Q2FY25 vs Q2FY24 (YoY)



H1FY25 vs H1FY24 (YoY)



* Cash EBIT is Operating EBITDA plus Other income minus actual lease payments during the period

ROCE calculated as Cash EBIT divided by capital employed

^ Annualised basis

On IndAS basis

HIFY25 FINANCIAL SUMMARY

(Consolidated P&L)

- HIFY25 reported strong Operating Revenue of Rs. 550 Crs, growth of 39% YoY
- Operating EBITDA margin for HIFY25 is 32.6%, improved by 460 bps on YoY basis, on back of strong revenue growth, occupancy improvement, Enterprise clients, Allied services and operating efficiencies
- In HIFY25, reported PAT (excl. Exceptional Items) is Rs. 17 Crs vs loss of Rs. 13 Crs in HIFY24
- HIFY25 Cash EBIT stood at Rs. 90 Crs vs Rs. 39 Crs in HIFY24, a growth of 132%
- Exceptional Item includes sale of Facility Management business ("Awfis Care")
- On IGAAP Equivalent basis:
 - Operating EBITDA margin improved to 13.3% in HIFY25 against 6.4% in HIFY24
 - HIFY25 PAT (excl. Exceptional Items) was Rs. 42 crores against loss of Rs (0.1) Crs in HIFY24 .

Profit and Loss (in Rs. Crs)	HIFY25				
	Reported Ind-AS	Ind-AS 116 Impact	Ind-AS 116 Adj.	Others IND AS adj. +	IGAAP Equivalent
Revenue from Operations	550	1	549	0	549
Operating Expenses	371	-109	480	4	476
Operational EBITDA	179	110	69	-4	73
Operational EBITDA Margin	32.6%		12.6%		13.3%
Depreciation	123	88	35	0	35
Other Income	20	0	20	13	7
EBIT	76	23	53	9	44
EBIT Margin	13.8%		9.7%		8.0%
Finance Cost	58	48	11	9	2
Profit before Exceptional Items and Tax	17	-25	43	1	42
Exceptional Items (Income/(Expense))	24	0	24	0	24
Profit After Tax	41	-25	67	1	66
Profit After Tax Margin	7.5%		12.2%		12.1%
Cash EBIT*	90				

Profit and Loss (in Rs. Crs)	HIFY24				
	Reported Ind-AS	Ind-AS 116 Impact	Ind-AS 116 Adj.	Others IND AS adj. +	IGAAP Equivalent
Revenue from Operations	396	2	393	0	393
Operating Expenses	285	-84	369	1	368
Operational EBITDA	111	87	24	-1	25
Operational EBITDA Margin	28.0%		6.1%		6.4%
Depreciation	92	66	25	0	25
Other Income	12	0	12	10	2
EBIT	31	20	11	9	1
EBIT Margin	7.9%		2.8%		0.4%
Finance Cost	44	36	8	6	2
Profit before Exceptional Items and Tax	-13	-16	3	3	0
Exceptional Items (Income/(Expense))	0	0	0	0	0
Profit After Tax	-13	-16	3	3	0
Profit After Tax Margin	-3.2%		0.8%		0.0%
Cash EBIT*	39				

* Cash EBIT is Operating EBITDA plus Other income minus actual lease payments during the period
 + Adjusted for Ind-AS 109 - Financial Instruments & Ind-AS 102 - Share based payments

Q2FY25 FINANCIAL SUMMARY

(Consolidated P&L)

- Q2FY25 reported strong Operating Revenue of Rs. 292 Crs, growth of 40% YoY
- Operating EBITDA margin for Q2FY25 is 34.3%, improved by 550 bps on YoY basis, on back of strong revenue growth, occupancy improvement, Enterprise clients, Allied services and operating efficiencies
- In Q2FY25, reported PAT (excl. Exceptional Items) was Rs. 15 Crs vs loss of Rs. 4 Crs in Q2FY24
- Q2FY25 Cash EBIT stood at Rs. 52 Crs vs Rs. 24 Crs in Q2FY24, a growth of 115%
- Exceptional Item includes sale of Facility Management business ("Awfis Care")
- On IGAAP Equivalent basis:
 - Operating EBITDA margin improved to 14.9% in Q2FY25 against 8.1% in Q2FY24
 - Q2FY25 PAT (excl. Exceptional Items) grew 8x YoY to Rs. 27 crores.

Profit and Loss (in Rs. Crs)	Q2FY25				
	Reported Ind-AS	Ind-AS 116 Impact	Ind-AS 116 Adj.	Others IND AS adj. +	IGAAP Equivalent
Revenue from Operations	292	0	292	0	292
Operating Expenses	192	-58	250	1	248
Operational EBITDA	100	58	42	-1	44
Operational EBITDA Margin	34.3%		14.4%		14.9%
Depreciation	65	46	19	0	19
Other Income	10	0	10	7	3
EBIT	45	12	33	5	28
EBIT Margin	15.4%		11.4%		9.6%
Finance Cost	30	25	5	4	1
Profit before Exceptional Items and Tax	15	-13	27	1	27
Exceptional Items (Income/(Expense))	24	0	24	0	24
Profit After Tax	39	-13	52	1	51
Profit After Tax Margin	13.2%		17.7%		17.5%
Cash EBIT*	52				

Profit and Loss (in Rs. Crs)	Q2FY24				
	Reported Ind-AS	Ind-AS 116 Impact	Ind-AS 116 Adj.	Others IND AS adj. +	IGAAP Equivalent
Revenue from Operations	208	1	207	0	207
Operating Expenses	148	-43	191	1	191
Operational EBITDA	60	44	16	-1	17
Operational EBITDA Margin	28.8%		7.7%		8.1%
Depreciation	48	34	14	0	14
Other Income	7	0	7	6	1
EBIT	19	10	9	5	4
EBIT Margin	9.0%		4.2%		1.8%
Finance Cost	23	19	4	3	1
Profit before Exceptional Items and Tax	-4	-9	5	2	3
Exceptional Items (Income/(Expense))	0	0	0	0	0
Profit After Tax	-4	-9	5	2	3
Profit After Tax Margin	-2.1%		2.2%		1.3%
Cash EBIT*	24				

* Cash EBIT is Operating EBITDA plus Other income minus actual lease payments during the period
 + Adjusted for Ind-AS 109 - Financial Instruments & Ind-AS 102 - Share based payments

BALANCE SHEET

(Consolidated)

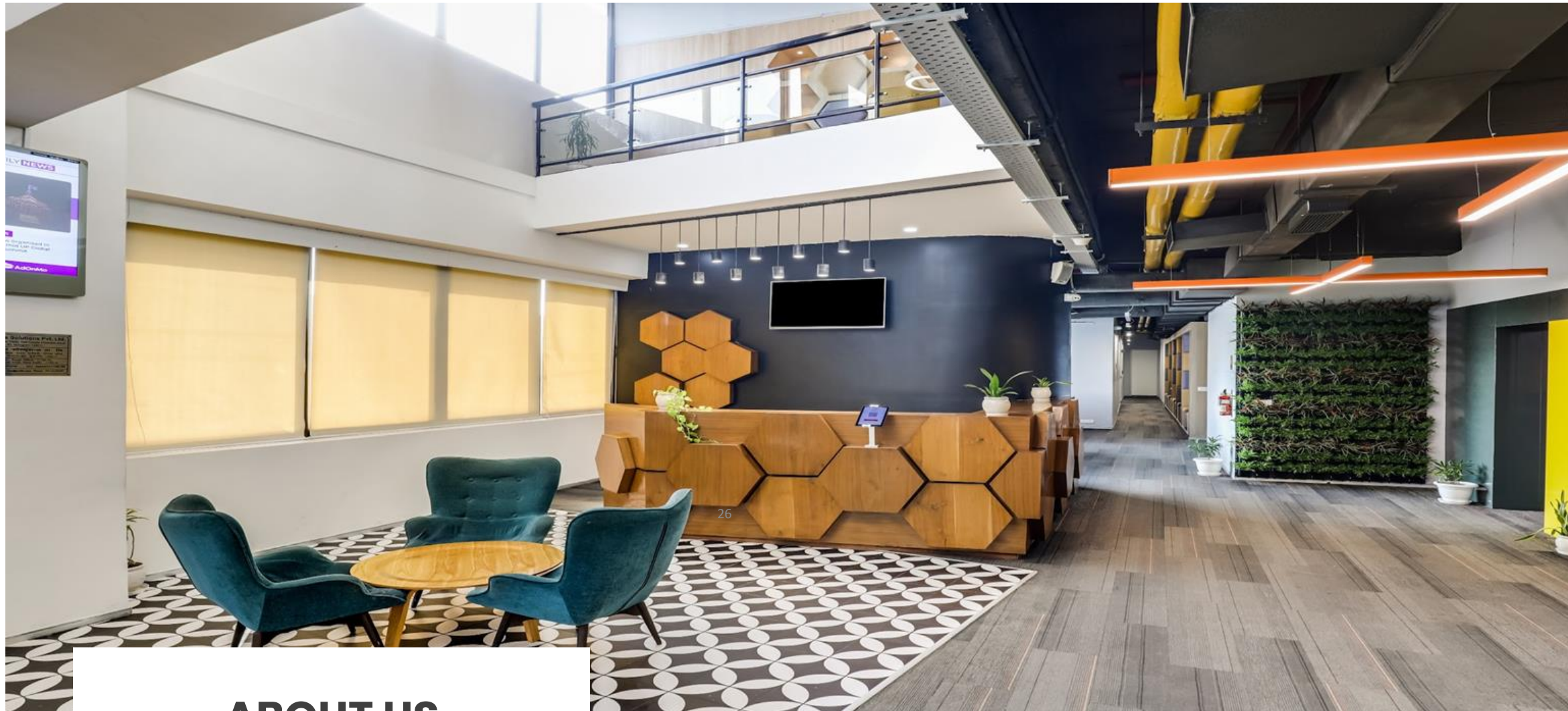
Assets (in Rs. Crs)	Sept 24	Mar 24
Non Current assets		
Property, Plant and Equipment	392	334
Capital work-in-progress	18	8
Other Intangible Asset	2	2
Intangible assets Under Development	0	0
Right of use assets	856	580
Financial Assets		
(i) Other financial assets	159	102
Non-current tax assets	41	40
Other non-current assets	30	27
Total Non Current Assets	1,498	1,094
Current Assets		
Inventories	0	0
Contract Assets	53	42
Financial Assets		
(i) Trade receivables	84	75
(ii) Cash and cash equivalents	168	4
(iii) Other bank balances	35	0
(iv) Other financial assets	51	98
Current tax assets (net)	7	7
Other current assets	57	78
Total Current Assets	456	304
Total Assets	1,954	1,398

Liabilities (in Rs. Crs)	Sept 24	Mar 24
Equity		
Equity Share capital	70	19
Other Equity	354	232
Total Equity	424	251
Financial liabilities		
(i) Borrowings	19	23
(ii) Lease liabilities	852	571
(iii) Other Financial liabilities	102	66
Provisions	3	2
Other non current Liability	25	28
Total Non Current Liabilities	1,000	690
Contract liabilities	24	27
Financial liabilities		
(i) Borrowings	9	9
(ii) Trade Payables	159	131
(iii) Other financial liabilities	148	128
(iv) Lease liabilities	164	131
Provisions	4	4
Other current liabilities	21	27
Total Current Liabilities	529	457
Total Equity and Liabilities	1,954	1,398

CASH FLOW STATEMENT

(Consolidated)

Particulars (in Rs. Crs)	H1FY25	H1FY24
Net Profit Before Tax	41	-13
Adjustments for: Non Cash Items / Other Investment or Financial Items	124	132
Operating profit before working capital changes	165	120
Changes in working capital	29	-3
Cash generated from Operations	194	117
Direct taxes paid (net of refund)	0	9
Net Cash from Operating Activities	211	108
Net Cash from Investing Activities	-61	-33
Net Cash from Financing Activities	13	-59
Net Increase in Cash and Cash equivalents	163	16
Add: Cash & Cash equivalents at the beginning of the period	4	6
Cash & Cash equivalents at the end of the period	168	22



ABOUT US

The Awfis Story

Awfis is India's largest and fastest growing end-to-end Workspace Solutions Platform serving shared communities and delivering exceptional experiences.

Conceived to address a critical gap – the need for accessible, flexible, high-quality workspaces at a fair price – Awfis is at the forefront of the flex revolution

18 Cities

200+ Centers

~3k Clients

~1,000 Cr Revenue

Avant-Garde Design

An evolving aesthetic for changing requirements, our design is the cornerstone of our success.

Operational Excellence

From concept to delivery & everyday service, smooth operations create a seamless workspace experience

Sustainable Practices

Committed to a better future with a positive impact on the environment and community



AWFIS WORKSPACE SOLUTIONS PLATFORM

COWORKING

Flexible Workspaces

Fixed Seats



Cabin Spaces



Customised Spaces



MOBILITY

Flexible Access

Meeting Room



Day Pass



Virtual Office



MANAGED OFFICE

Customised Workspaces

An end-to-end, built-to-suit
enterprise workspace solution

TRANSFORM

Design & Build

Commercial fit-out services that
blend function & design

awfis

Workspace Solutions For
Everyone

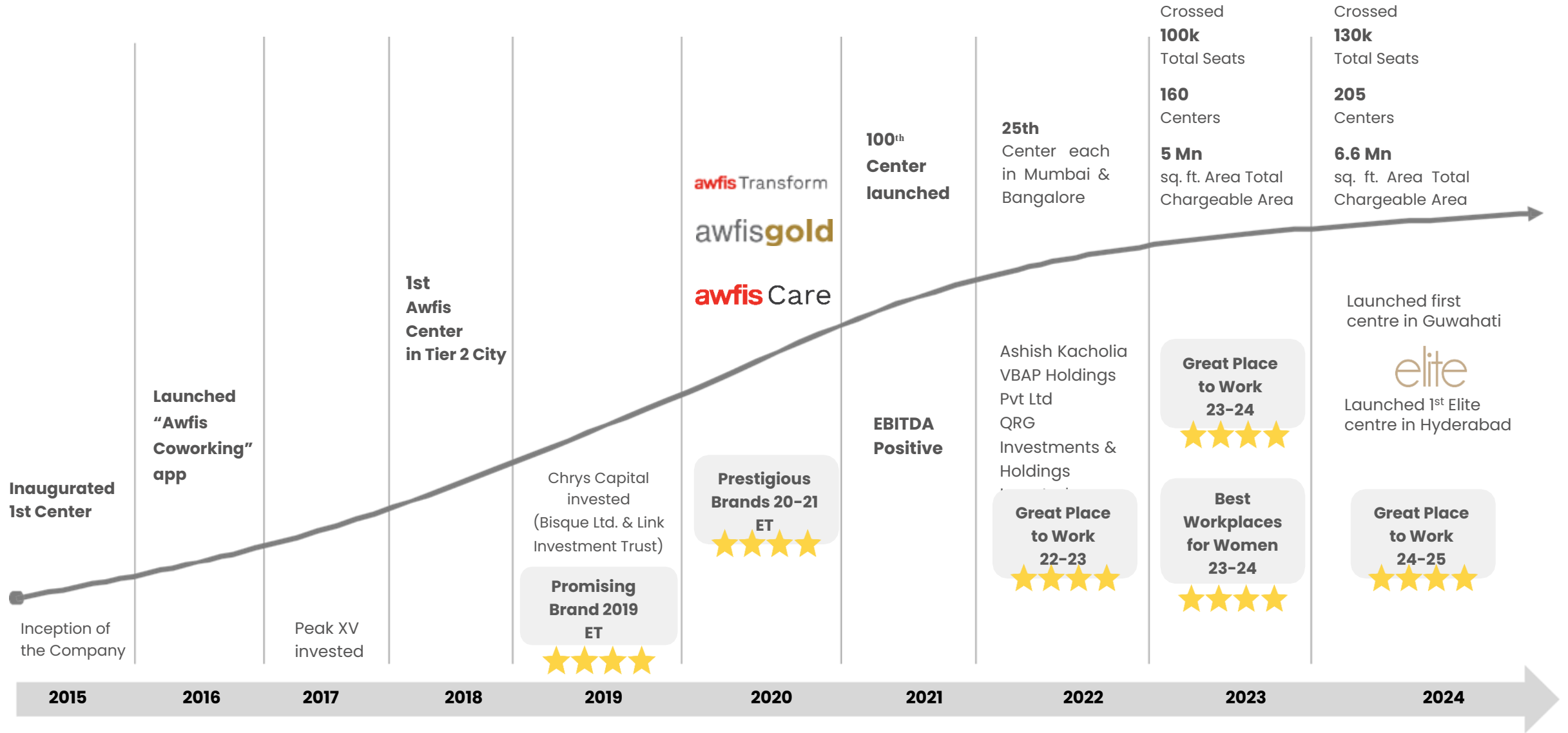
awfisgold

Premium Office
Spaces in Grade A
buildings

elite

Uber Premium Spaces catering to MNCs
GCC's & Large Corporates

OUR JOURNEY SO FAR



Over the Years We've Evolved to become a Leading Flexible Workspace Solutions Platform



**INVESTMENT
THESIS**

CORE DRIVERS OF AWFIS EXCELLENCE

GROWING FLEX SECTOR

India has emerged as one of the **fastest growing markets** for flexible workspaces globally

INNOVATIVE SUPPLY MODEL

Industry leader in capital efficient **“Managed Aggregation”** model



NETWORK LEADERSHIP

A **leading flexible workspace solutions company** in India in terms of number of centers

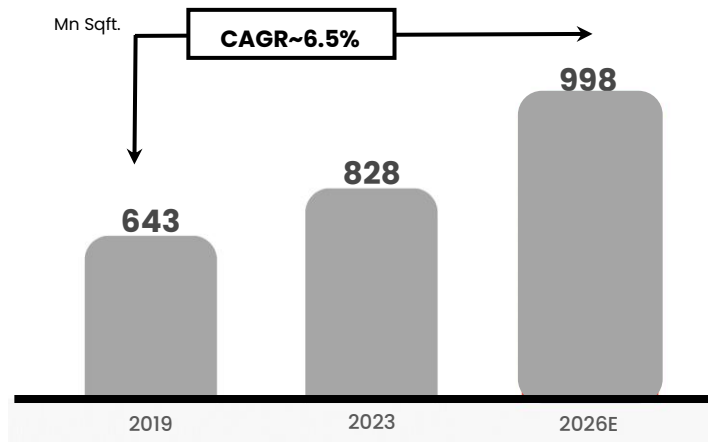
STRONG DEMAND STRATEGY

Versatile operator **catering to all seat cohorts**, and company types

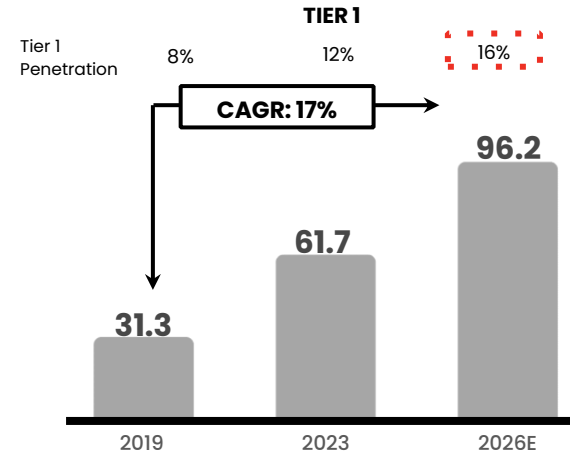
GROWING FLEX SECTOR

INDIA AMONGST THE FASTEST GROWING MARKETS

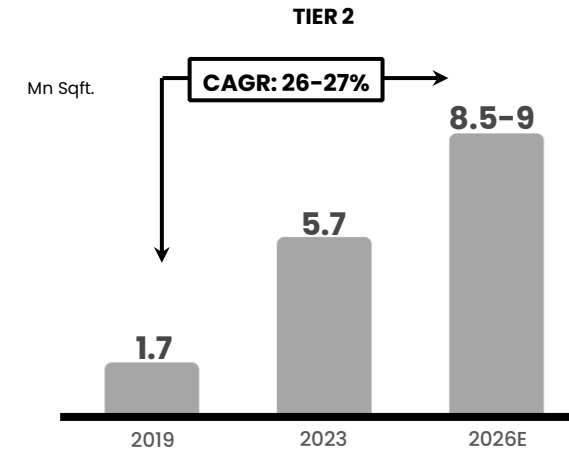
GROWTH OF INDIAN OFFICE STOCK



WITH INDIA FLEX SPACE GROWING FASTER

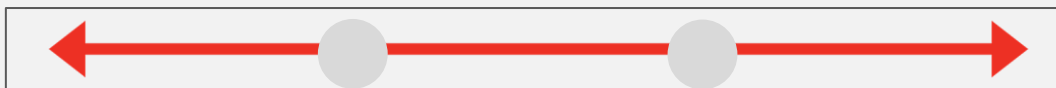


Awfis has a presence in all 9 major* Tier 1 cities in India



Awfis is present across 8 Tier 2 cities in India

HUGE ADDRESSABLE FLEX MARKET IN INDIA CONTROLLED BY LARGE OPERATORS



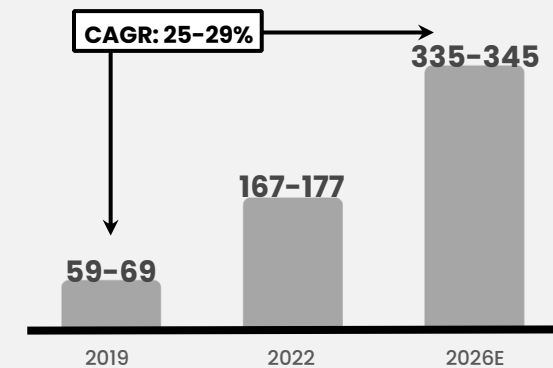
INR 485-607 BN

Addressable Market
(in INR Bn) by FY26E

~60%

Of overall PAN India stock is
controlled by Top 10 operators
(by portfolio size)

GROWING YOY DEMAND FOR SEATS IN FLEXIBLE WORKSPACES



of seats
in '000

#Source: CBRE Report.
*Cities include Delhi, Mumbai, Gurgaon, Noida, Bangalore, Kolkata, Pune, Hyderabad, Chennai.

INDUSTRY RECOGNITION

FY '24

Best Coworking Space Of The Year



Coworking Operator Of The Year



Flex Spaces Best Chain



Top 100 Great People Managers (2023) – Mr. Amit Ramani



Great Place To Work (2023-2024)



Best Office Design



Best Managed Office Brand



Coworking Brand Of The Year



Managed Spaces Design Of The Year



Managed Office Space Design (South)



40 under 40- Ms. Anisha Jhavar Kabra



Managed Office Space Design (North)



Co-working Marketing Initiative of the Year



H1FY'25

Top 25 CEO's Of India (2024) – Mr. Amit Ramani



Top 25 CEO's Of India (2024) – Mr. Sumit Lakhani



Top 75 Managers Of India – Mr. Avneesh Goel



Women Achievers In Marketing – Ms. Sheetal Vanwari



Most Preferred Coworking Spaces



Influential Leader Of India – Mr. Amit Ramani



Iconic Leader – Mr. Amit Ramani



Star Woman Lawyer Of The Year – Ms. Ranju Goyal



Enterprise Workspace Brand Of The Year



Coworking Operator Of The Year



EXPERIENCED MANAGEMENT TEAM

OUR SEASONED LEADERSHIP



AMIT RAMANI
Chairman and
Managing Director

- ~20 years of experience in Real Estate & Workplace Solutions
- Previously with Nelson Planning and Designs Pvt. Ltd. as Promoter and MD
- Recognised by The ET – most promising business leaders of Asia 2019-2020



SUMIT LAKHANI
Deputy Chief
Executive Officer

- 17 years of experience in marketing, sustainable investment banking & engineering
- Previously served as VP – sustainable IB business advisory and sustainable responsible investing with YES Bank



RAVI DUGAR
Chief Financial
Officer

- Associate member of The ICAI
- 20 years of experience in finance
- Served as CFO – finance and accounts with Livguard Energy Technologies Pvt. Ltd.



MANU DHIR
Chief Operating
Officer

- Associated with Awfis since 2015
- 25 years of experience in the hospitality restaurants, beverage
- Previously served as the COO with SilverMaple Healthcare Services Pvt. Ltd.



DEEPAYAN SEN
Head – Real Estate
and Leasing

- 16 years of experience in Real Estate sector
- Previously served as the National Lead – RE and LP in real estate & projects with Staples
- Cleared intermediate examination of the Institute of Costs and Works Accountants of India.



AMIT KUMAR
CS & Compliance
Officer

- 10 years of experience in legal and secretarial functions
- Associate member of the Institute of Company Secretaries of India
- Previously served as the Deputy Manager – legal and secretarial with Rhea Retail Pvt. Ltd.

AND BOARD OF DIRECTORS



**RAJESH
KHARABANDA**
*Non-Executive
Director*

- 37 years of experience in the sports sector
- Currently MD of Freewill Sports Pvt. Ltd.
- Holds a Bachelor's degree in commerce from D.A.V. College, Guru Nanak Dev University, Jalandhar



ARJUN BHARTIA
*Non-Executive
Director*

- 7 years of experience in managerial positions
- Currently Promoter and Director of Jubilant Consumer Private Limited
- Holds a Bachelor's degree from Brown University



ANIL PARASHAR
*Independent
Director*

- 27 years of experience in the financial sector
- Currently the Wholtime director of InterGlobe Technology Quotient Pvt.Ltd.
- An associate member of The ICAI



**RADHIKA
JAYKRISHNA**
*Independent
Director*

- 8 yrs. of experience in managerial roles, investment portfolios management and Real Estate sectors
- Currently serves as the director at Rex-Tone Industries Limited and Rex-Tone Digital Private Limited



SANJAY SHAH
*Independent
Director*

- Over 18 years of experience in computer engineering, software and logistics sectors
- Currently serving as the COO – India / South-East Asia with National Entrepreneurship Network



**GROWTH
STRATEGY**

Continue to build an industry leading capital efficient model

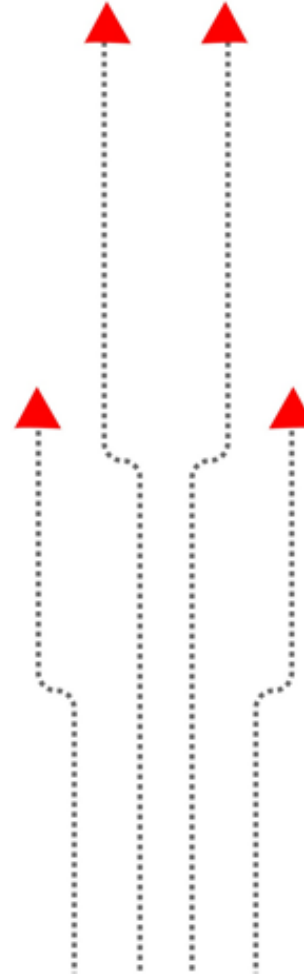
Grow our portfolio of centers under the asset light MA model

Continue to develop mid-size centers

Expanding in new and existing markets

Expand into key micro-markets in Tier 1 cities and upcoming Tier 2 cities

Invest in markets with high demand and stronger long-term returns



Enhance our product and Service offerings

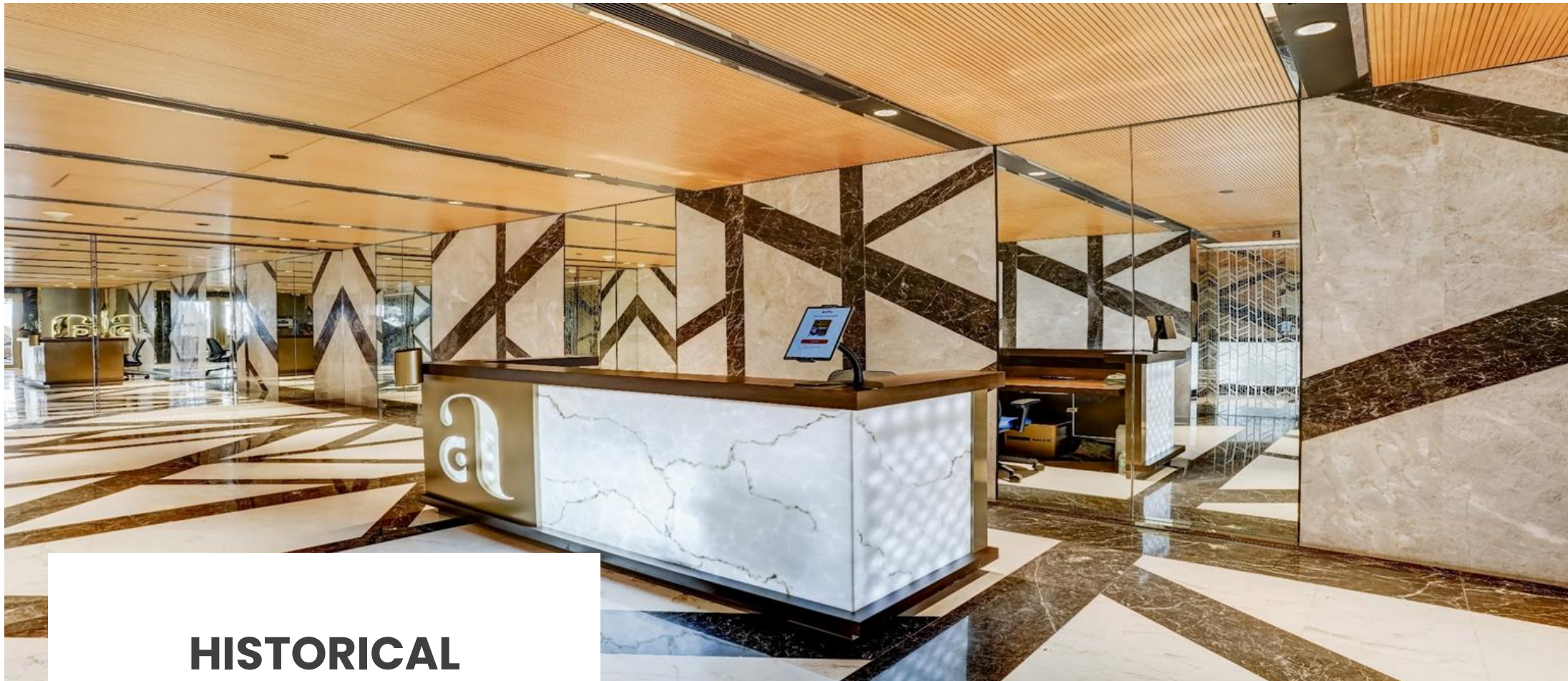
Increase focus on Awfis Transform, Awfis Care and allied services

Continue catering to a wider range of clients, tailoring to their needs

Improving operational efficiency

Higher cost efficiencies through a stronger vendor base

Streamline operations and leverage new-age technologies

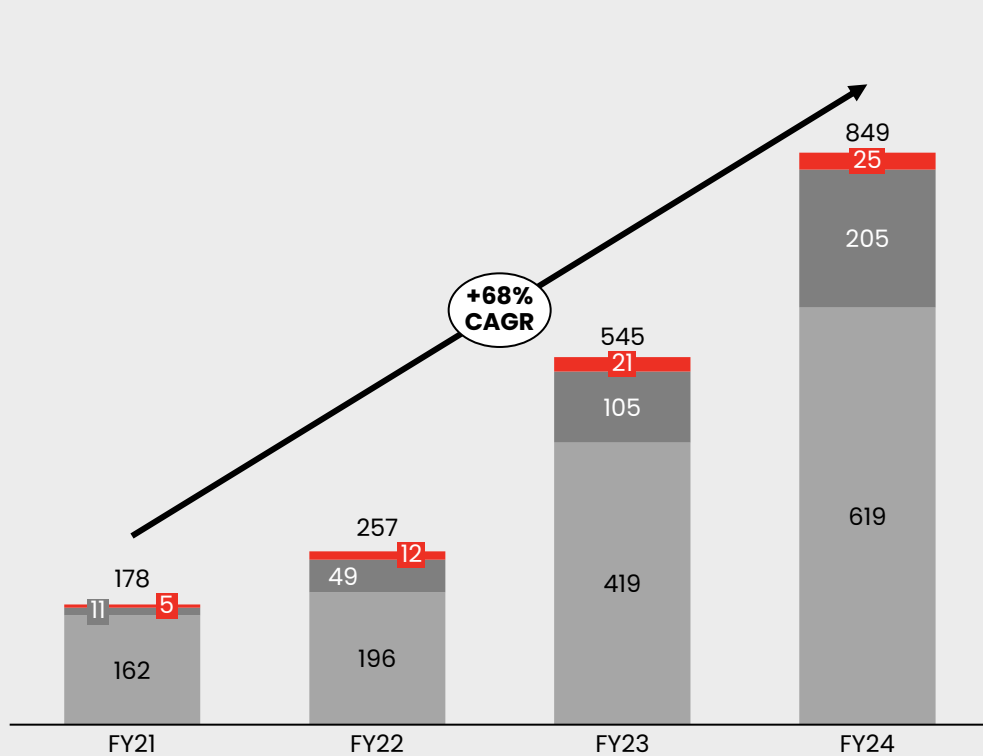


**HISTORICAL
FINANCIALS**

ROBUST FINANCIAL METRICS

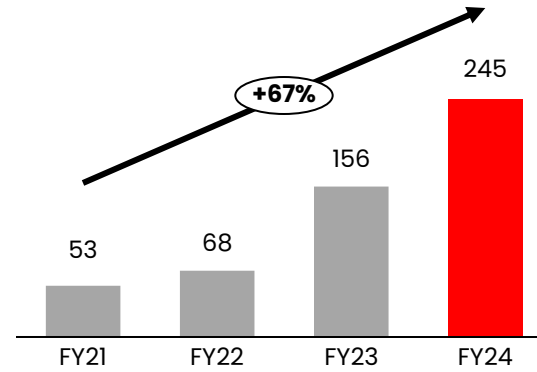
In Rs. Crs

Revenue from Operations

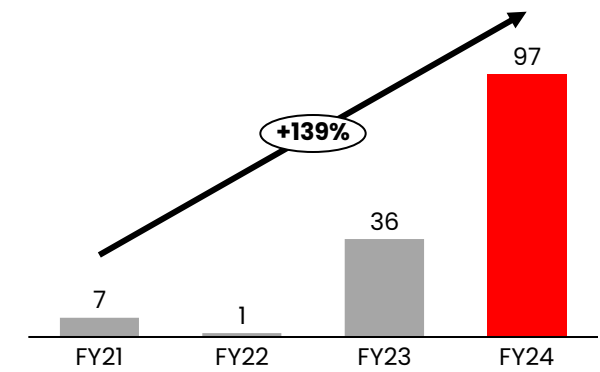


- Co-Working Space on Rent & Allied Services
- Construction & Fit-out Projects
- Others

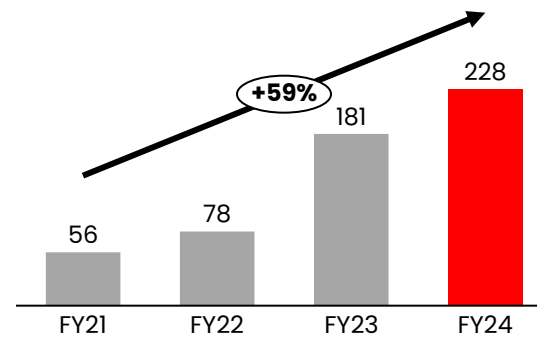
Operating EBITDA



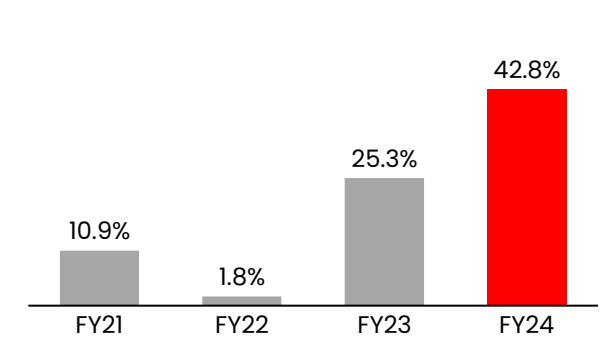
Cash EBIT*



Net Cash Flow From Operations

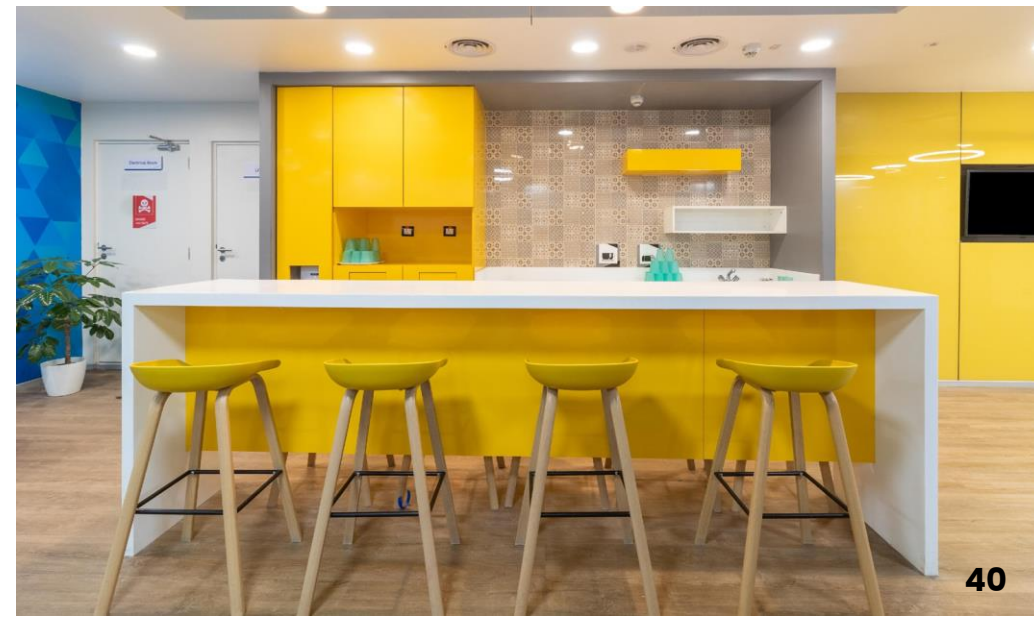


ROCE#

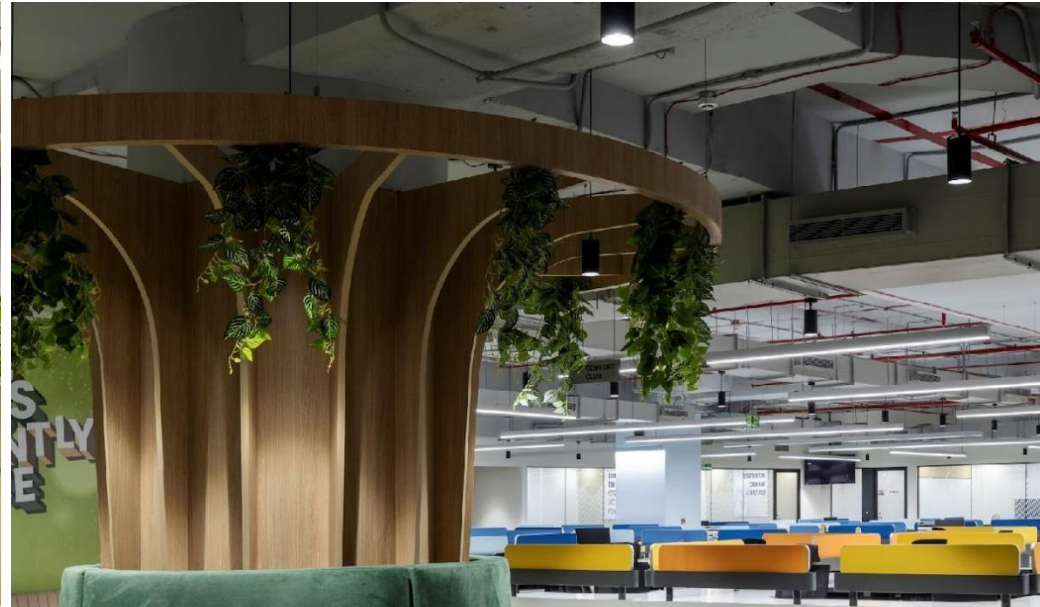


* Cash EBIT is Operating EBITDA plus Other income minus actual lease payments during the period
 # ROCE calculated as Cash EBIT divided by capital employed
 On IndAS basis

DESIGN PORTFOLIO



DESIGN PORTFOLIO



DESIGN PORTFOLIO





awfis

**THANK
YOU**

Company

awfis

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www.awfis.com

Investor Relations

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

Ms. Ami Parekh / Mr. Pratik Shah

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