Date: November 11, 2025

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 Performance for Q2 FY26

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, 2025.

The details in relation to the aforementioned 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

SHWETA GUPTA

Digitally signed by SHWETA GUPTA
Date: 2025.11.11 15:47:06 +05'30'

Shweta Gupta
Company Secretary and Compliance Officer
M. No. F8573
Address: C-28 and 29 Kissan Bhawan, Qutub Institutional Area New Delhi 110016

Encl: a/a

awfis

Great Place To Work® Certified 2025 INDIA

INVESTOR PRESENTATION | Q2 & H1 FY26 | NOVEMBER 2025

SAFE HARBOR

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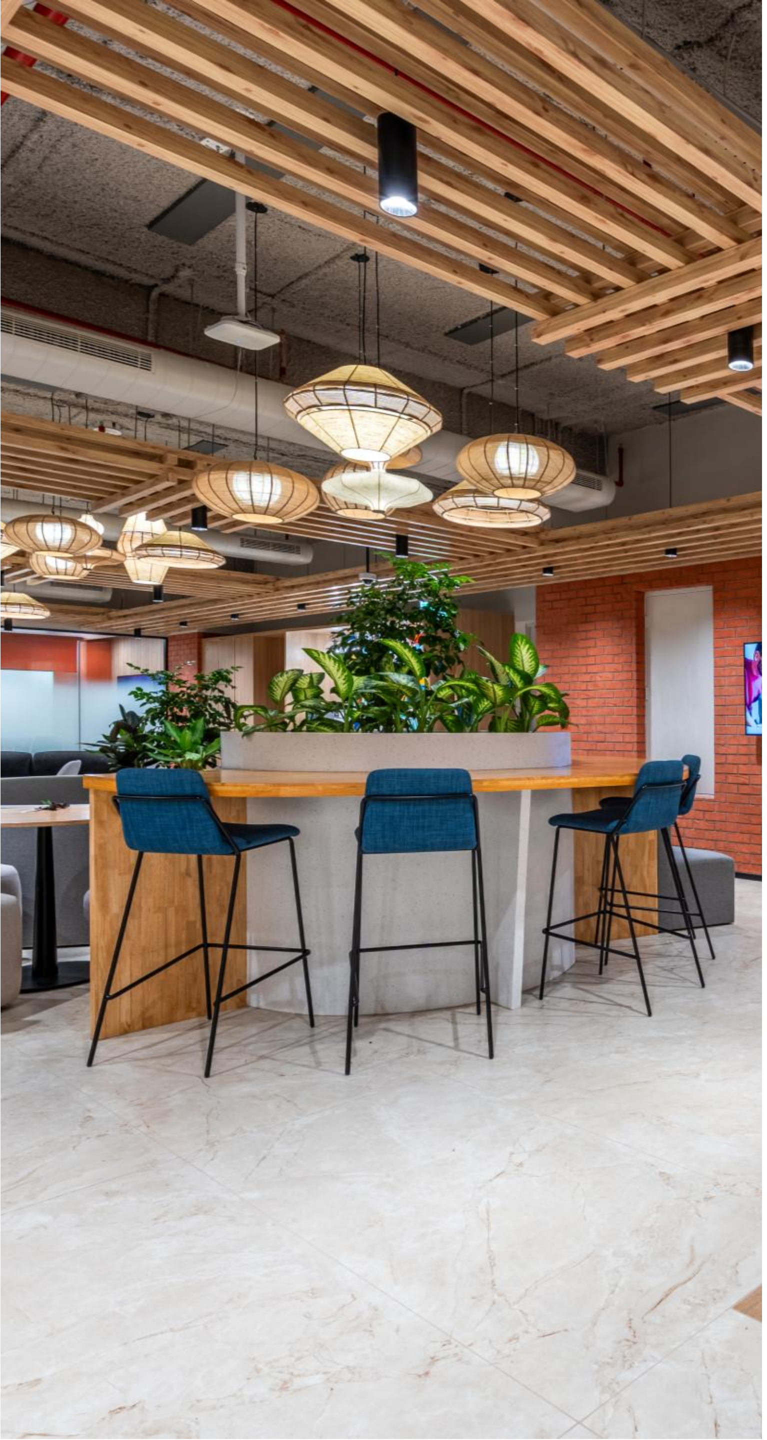

awfis

*At **Awfis**, we have built **India's largest flexible workspace portfolio**, comprising **247 centers** and **~170k seats** across **18 cities**, serving a diverse base of **around 3.4k clients**. This scale reflects the strength of our execution capabilities and the deep operational expertise we've developed over the past decade.*

*H1 marked another period of **strong financial performance**, driven by scale efficiencies and disciplined execution. In H1 FY 26, our **Operating EBITDA** grew **44% YoY**, **Revenue** expanded **28%**, and **PAT** rose **49%**, reflecting both top-line growth and improved profitability.*

*We are now strategically leveraging **our leadership in value segment** to **move up the value curve**, focusing on **Grade A buildings** and **premium locations** to cater to **GCCs**, **large enterprises**, and other premium clients. The **entry of new mid-sized GCCs** and the **expansion of long-standing clients** underscores Awfis' ability to cater across the **full spectrum** of client requirements. This momentum is reflected in the growing contribution of large cohorts, with the **500+ seat cohort now representing 34%** of our total portfolio highlighting the **maturity, stability, and stickiness** of our enterprise client base.*

*This strategic shift is reflected in our **portfolio mix**, with a growing share of **Gold and Elite centres** that now define the quality of our network. We now have **21 Gold and 5 Elite** centres, located in **Grade A+ developments** across **key business districts.** At the same time, we continue to expand our **pan-India** presence, extending reach beyond metro cities. Our **Tier 2 supply** has increased by **~28% YoY**, underscoring balanced growth across both premium and emerging markets.*

*The subsidiarization of **Awfis Transform** marks a key step in driving Awfis' next phase of growth within the **high-potential D&B segment**. As a wholly owned subsidiary, it will gain **greater flexibility** to **scale independently, pursue new markets**, and **present standalone financials**, enabling clearer performance visibility. This positions Awfis Transform to evolve as a **distinct growth vertical**, tapping into the new sectors such as retail, hospitality, and other commercial segments - thereby **broadening our customer base** and **accelerating sustainable, diversified growth** for the Group.*

*With a solid foundation, growing institutional trust, and a sharper focus on **premium execution**, Awfis is well positioned to deliver **sustained, profitable growth**. Our **integrated ecosystem** encompassing our core co-working business, allied services, and the specialized design and build expertise of Awfis Transform creates a unique competitive advantage, enabling us to capture opportunities across **both established and emerging markets** and cement our leadership in India's evolving flexible workspace landscape.*

Amit Ramani
Chairman & Managing Director

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01 Q2 & H1 FY26 Performance

04 About Us

05 Investment Thesis

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

06 Growth Strategy

07 Historical Financials

Q2 & H1 FY26 PERFORMANCE SUMMARY

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AWFIS : PIONEER IN INDIAN FLEXIBLE WORKSPACE INDUSTRY

ROBUST FINANCIALS
Capital Efficient Model

Rs. 367 Crs / Rs. 702 Crs	36.1% / 36.9%	66% / 65%
(Reported) Revenue from operations Q2FY26/ H1FY26	(Reported) Operating EBITDA Q2FY26/ H1FY26	Annualized RoCE^ Q2FY26 / H1FY26

MARKET LEADER
With the Largest Network

18 Cities	247 / 170K	237 / 161K
Including 9 Tier 2 cities	Signed Supply Centres / Seats[1]	Total Centres/ Total Seats[2]

BUSINESS MOMENTUM
Key Operating Levers

61%	74% / 84%	~36 months
Managed Aggregation Portfolio# (of total seats)	Blended Occupancy />12m Vintage Centres (%)	Weighted average total tenure

1. Operational ,Under Fitout and Centres with Signed LOI as of September 30, 2025.
2. Operational and Under Fitout as of September 30, 2025

Managed Aggregation: In this model operators & space owners share capex as well as revenues
^ ROCE calculated as Cash EBIT divided by capital employed
Note: Unless stated otherwise, Data as of September 30, 2025

NETWORK LEADERSHIP

INDIA's LARGEST NETWORK OF FLEXIBLE WORKSPACES

Awfis presence **in Nine Tier 1 and Nine Tier 2 cities** across all regions facilitates in fulfilling the growing and diverse needs of our clients

Zone-Wise Breakup

North

13%	30 Centres
12%	19,303 seats

South

42%	99 Centres
45%	72,400 seats

East

12%	29 Centres
11%	16,857 seats

West

33%	79 Centres
32%	51,989 seats

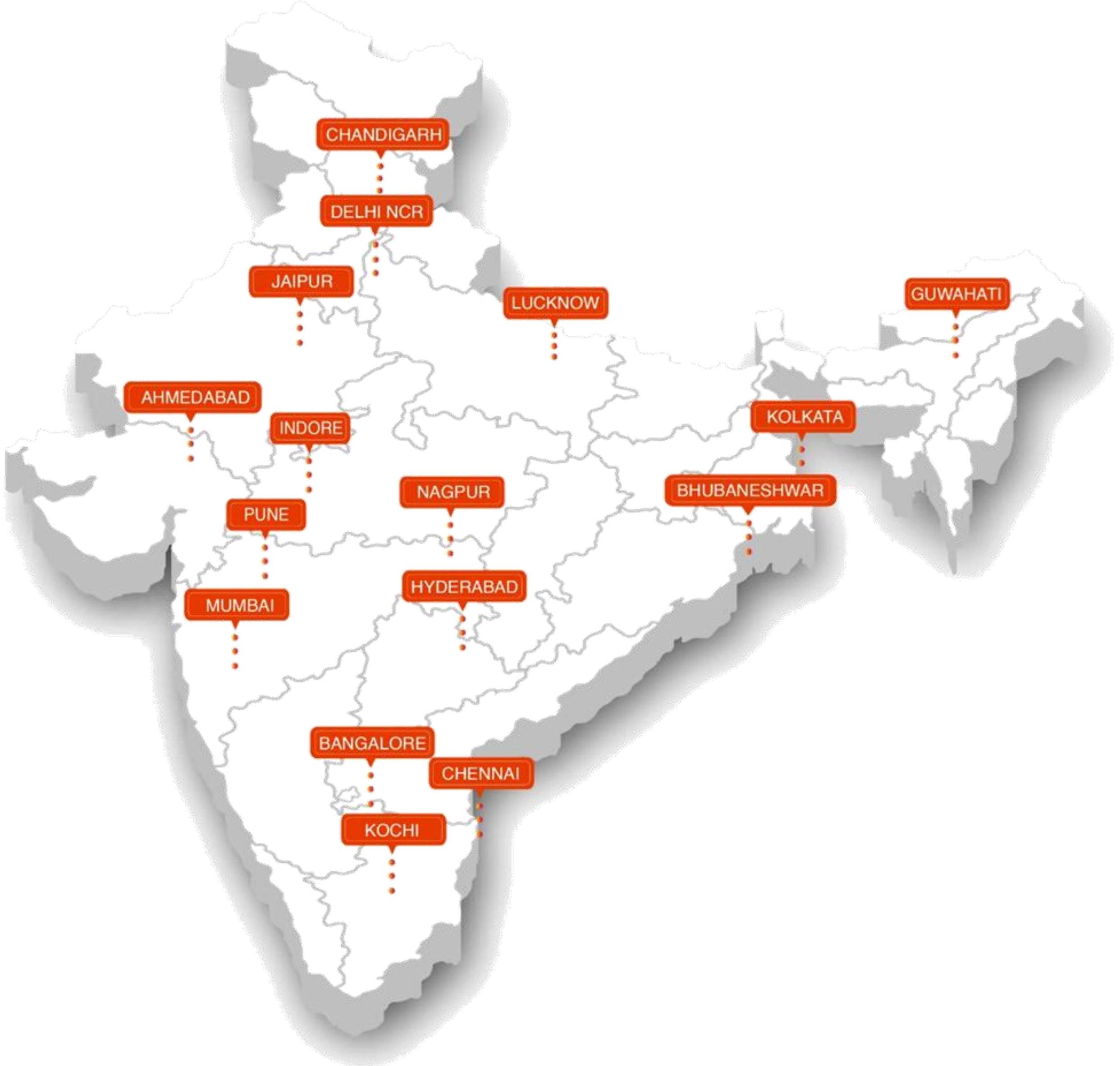
Tier-Wise Breakup

Tier 1

89%	212 Centres
92%	147,032 seats

Tier 2

11%	25 Centres
8%	13,517 seats



All data is for Total Centres and seats, including operational + under fit-out
All data as on September 30, 2025
Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

SUPPLY HIGHLIGHTS – SEPTEMBER 2025

EXPANDING FOOTPRINT AND DEEPENING MARKET PENETRATION

NETWORK LEADERSHIP

SIGNED SUPPLY[1]

247	170K	8.4Mn
Centres	Seats	Sq. Ft

TOTAL SUPPLY[2]

237	161K	8.0Mn
Centres	Seats	Sq. Ft

STABLE EXPANSION

8k	14k	35k
Seats added in Q2	Seats added in H1	Seats added YoY

70% of new supply in **Grade A+** developments and **100%** in **Grade A** assets, underscoring our focus on expanding within **premium, enterprise-grade workspaces**

OPERATIONAL CAPACITY **147K Seats**

Seats **+33%** YoY

EXPANDING REACH, PRESERVING EFFICIENCY

61% of total seats and 60% of centres under **MA model** → sustained asset-light focus.

The total **Tier 2** seats increased by **~28%**, compared to last year.

1 - Operational ,Under Fitout and Centres with Signed LOI as of September 30, 2025, 2 - Operational and Under Fitout as of September 30, 2025,

STRONG DEMAND METRICS

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3.4K+
Active Clients

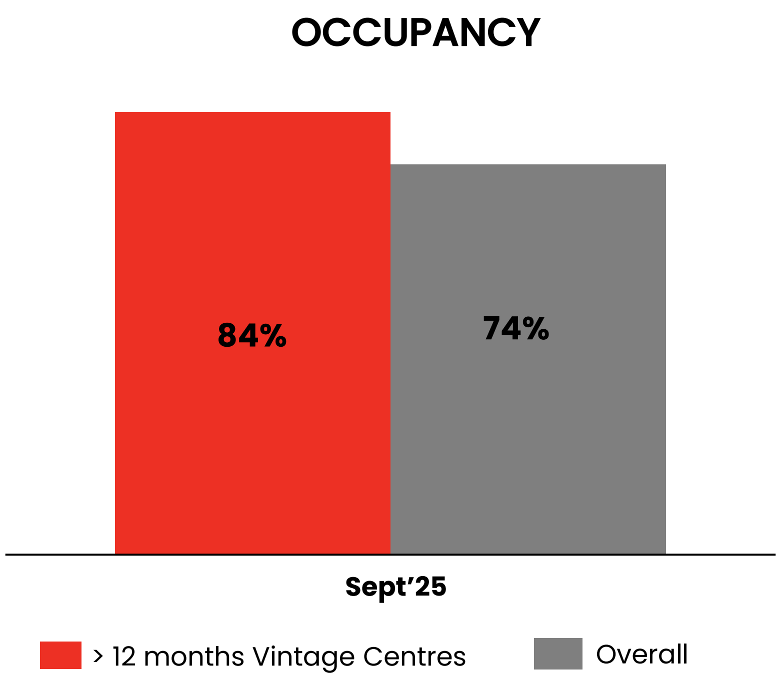
44%
Multi Center Clients

15K+
New seats signed*
(Q2FY26)

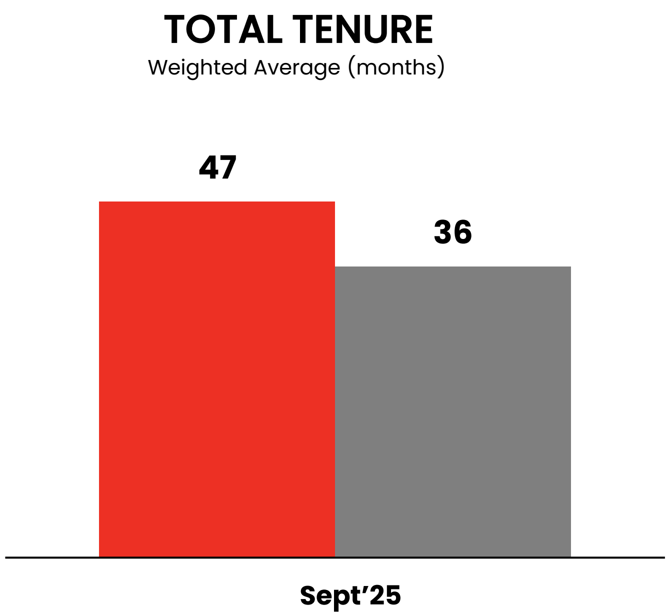
74%
Blended Occupancy

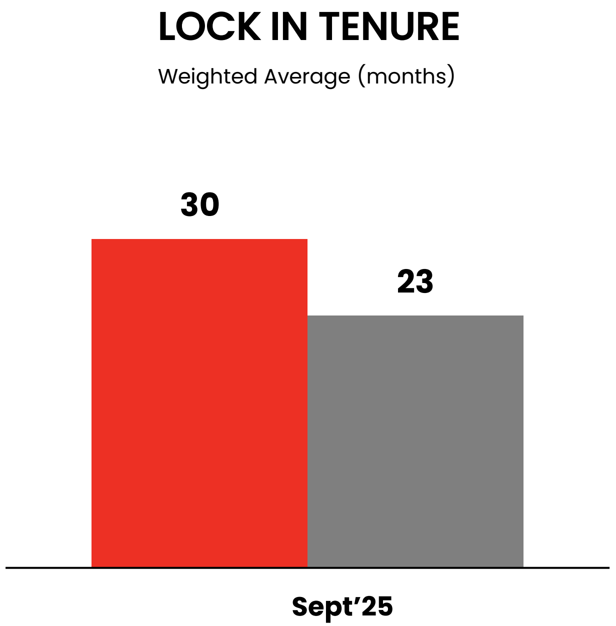
36
Weighted Average Total Tenure (months)

Rising occupancy with maturing vintage centres



Increasing total and lock in tenures for large seat cohorts





For >100 seats Overall

Note: Unless stated otherwise, Data as of September 30, 2025

* New seats signed will start from Q2FY26 to Q4FY26

DIVERSE DEMAND STRATEGY

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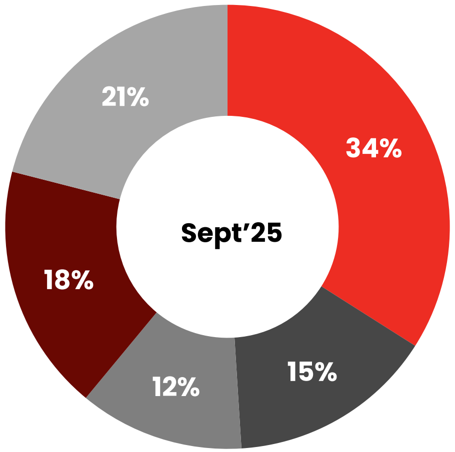
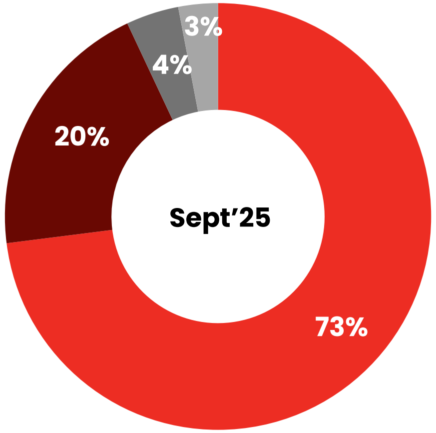
Catering to all seat cohorts…

- 500+ Seats
- 201-500 Seats
- 101-200 Seats
- 51-100 Seats
- 1-50 Seats



… and tenure buckets

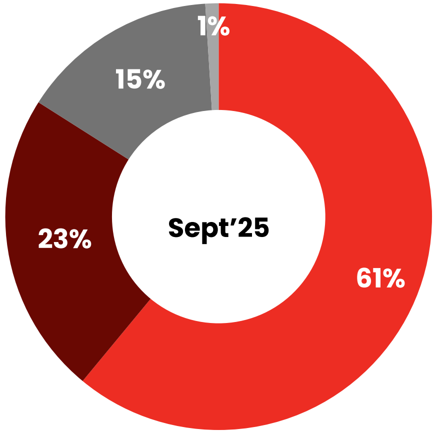
- >=24 months
- 12-23 months
- 6-11 months
- <=5 months



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

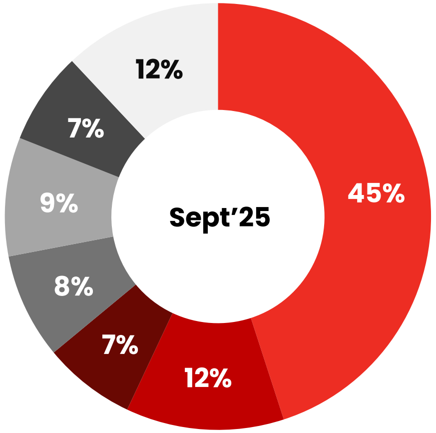
Diversified Client Mix

- 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 September 30, 2025

STRENGTHENING FOCUS ON PREMIUMISATION

PREMIUM WORKSPACE COLLECTION

26 Centres

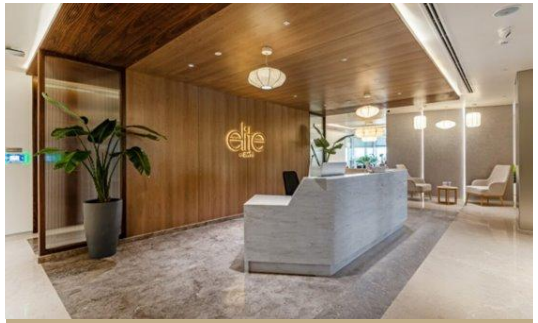
21 Gold

05 Elite

NEW LAUNCHES

ELITE

Prestige Tech Park – ORR, Bengaluru



Manyata Tech Park – North Bengaluru

GOLD

INS Tower – BKC, Mumbai

Panchshil Eleven West – Pune

EMPOWERING THE GCC & LARGE ENTERPRISE ECOSYSTEM

Some Highlights from H1 FY'26

- **10+** GCCs signed across 5 Elite Centres
- **9+** Large Corporates/MNCs signed up ~ 5,000 seats
- **~ 67,000 sq. ft.** innovation hub delivered for GCC requirement (eBay) in Bengaluru
- **NSE** expands its Enterprise portfolio in Chennai after successful setup of **1.65L** sq ft in Mumbai
- Fortune **500 IT client** with an existing portfolio across 5 locations signs further 1000 seats across two Tier 2 cities

Q2 & H1 FY26 : REPORTED FINANCIAL HIGHLIGHTS

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Q2FY26 vs Q2FY25 (YoY)

Revenue from Operations
Rs. 367 Crs
+26%

Operating EBITDA / EBITDA margin
Rs. 132 Crs / 36.1%
+32%

PAT/ PAT Margin
(excl. Exceptional Items)
Rs. 16 Crs / 4.4%
+9%

ROCE^#
66%
vs 62% in FY25#

H1FY26 vs H1FY25 (YoY)

Revenue from Operations
Rs. 702 Crs
+28%

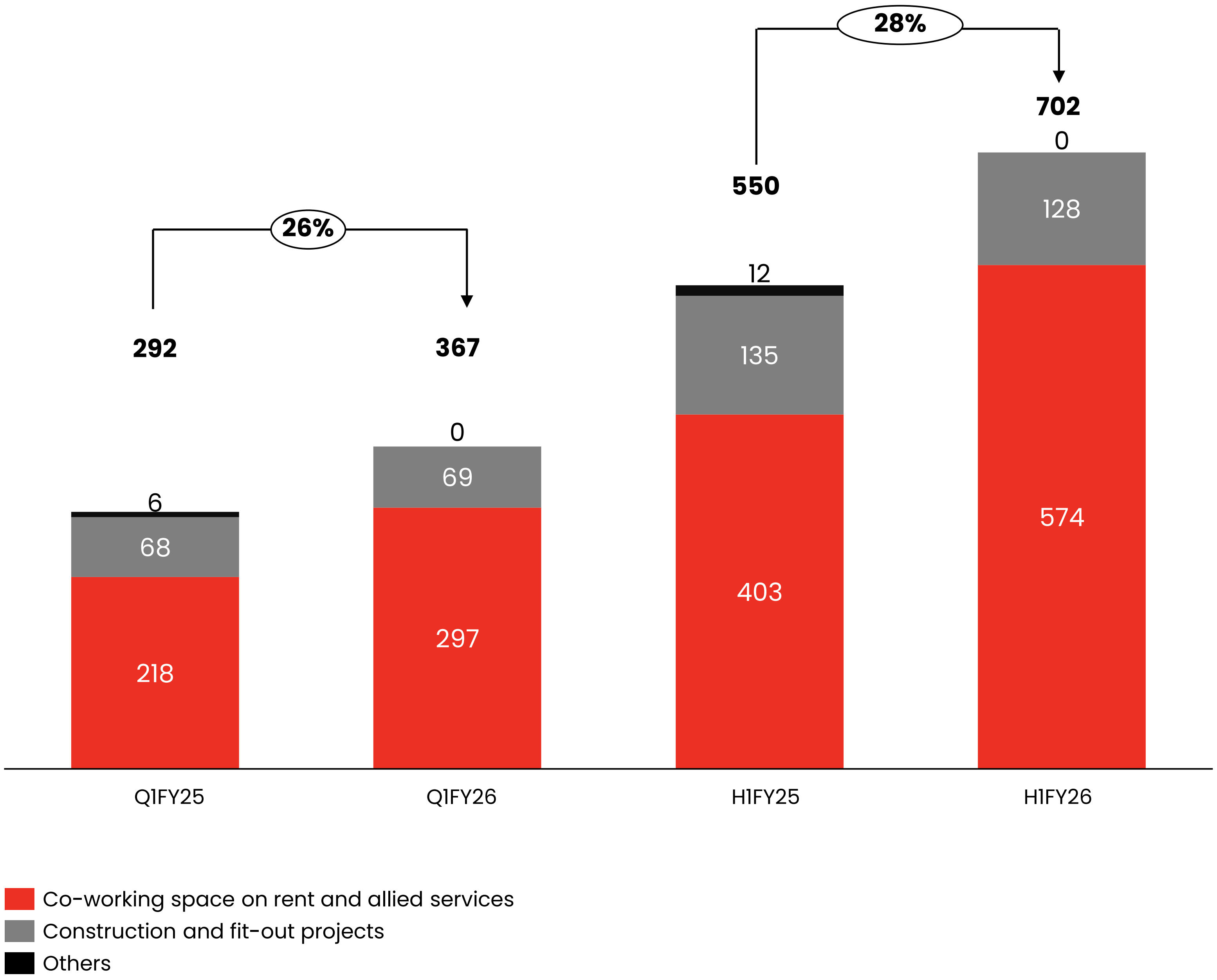
Operating EBITDA / EBITDA margin
Rs. 259 Crs / 36.9%
+44%

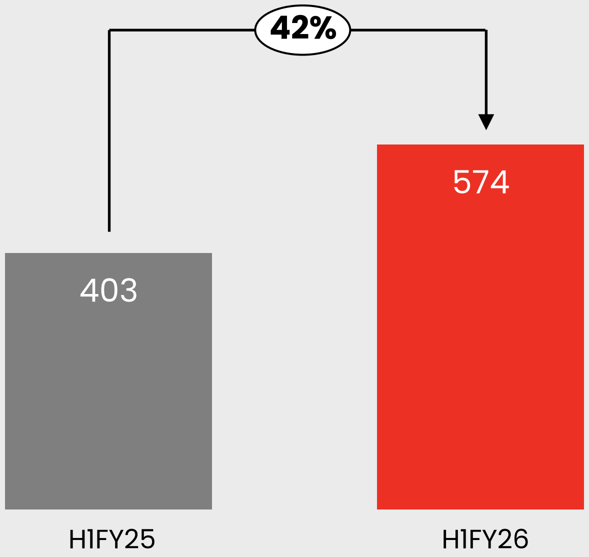
PAT/ PAT Margin
(excl. Exceptional Items)
Rs. 26 Crs / 3.7%
+49%

ROCE^#
65%
vs 62% in FY25#

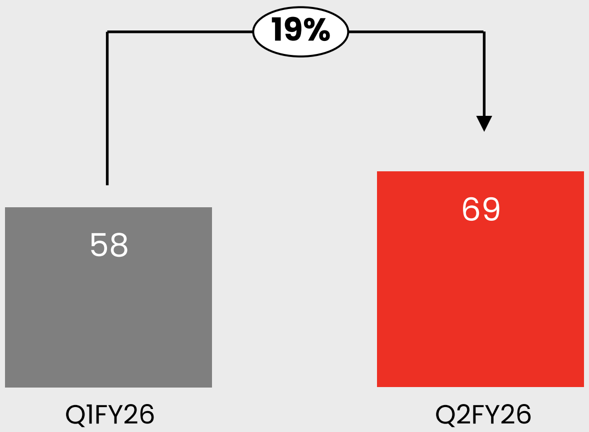
ROCE calculated as Cash EBIT divided by capital employed
^ Annualised basis
On IndAS basis

SEGMENTAL REVENUE BREAK UP





Co-working space on rent and allied services



Construction and fit-out projects

H1FY26 FINANCIAL SUMMARY
(Consolidated P&L)

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- H1FY26 reported strong Operating Revenue of Rs. 702 Crs, growth of 28% YoY
- Operating EBITDA margin for H1FY26 is 36.9%, a growth of 430 bps, growth of 44% YOY.
- H1FY26 reported PAT Rs. 26 Crs vs Rs. 17 Crs YoY (excluding Exceptional Item), growth of 49% YOY.
- Exceptional Item in H1FY25 includes sale of Facility Management business ("Awfis Care")

- **On IGAAP Equivalent basis:**
  - Operating EBITDA margin was 14.3% in H1FY26 as against 13.3% in H1FY25, a growth of 100 bps.
  - In H1FY26, PBT was Rs. 51 crores against PBT of Rs 42 Crs in H1FY25.

	H1FY26					H1FY25				
Profit and Loss (in Rs. Crs)	**Reported Ind-AS**	**Ind-AS 116 Impact**	**Ind-AS 116 Adj.**	**Others IND AS adj.+**	**IGAAP Equivalent**	**Reported Ind-AS**	**Ind-AS 116 Impact**	**Ind-AS 116 Adj.**	**Others IND AS adj.+**	**IGAAP Equivalent**
Revenue from Operations	**702**	**0**	**701**	**0**	**701**	**550**	**1**	**549**	**0**	**549**
Other Expenses	443	-165	608	7	601	371	-109	480	4	476
EBITDA	**259**	**165**	**93**	**-7**	**100**	**179**	**110**	**69**	**-4**	**73**
EBITDA Margin	**36.9%**		**13.3%**		**14.3%**	**32.6%**		**12.6%**		**13.3%**
Depreciation	184	127	56	0	56	123	88	35	0	35
Other Income	44	5	39	21	18	20	0	20	13	7
EBIT	**120**	**43**	**76**	**15**	**62**	**76**	**23**	**53**	**9**	**44**
EBIT Margin	**17.1%**		**10.9%**		**8.8%**	**13.8%**		**9.7%**		**8.0%**
Finance Cost	93	70	23	13	11	58	48	11	9	2
Profit before Tax and exceptional items	**27**	**-26**	**53**	**2**	**51**	**17**	**-25**	**43**	**1**	**42**
Exceptional Items (Income/(Expense))	0	0	0	0	0	24	0	24	0	24
Tax	1	0	1	0	1	0	0	0	0	0
Profit After Tax	**26**	**-26**	**52**	**2**	**50**	**41**	**-25**	**67**	**1**	**66**
Profit After Tax Margin	**3.7%**		**7.4%**		**7.2%**	**7.5%**		**12.1%**		**12.0%**

+ Adjusted for Ind-AS 109 - Financial Instruments & Ind-AS 102 –Share based payments

Q2FY26 FINANCIAL SUMMARY
(Consolidated P&L)

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- Q2FY26 reported strong Operating Revenue of Rs. 367 Crs, growth of 26% YoY.
- Operating EBITDA margin for Q2FY26 is 36.1%, a growth of 180 bps YoY, growth of 32% YOY.
- Q2FY26 reported PAT Rs. 16 Crs vs Rs. 15 Crs in Q2FY25 (excluding Exceptional Item).
- Exceptional Item in Q2FY25 includes sale of Facility Management business ("Awfis Care")

- **On IGAAP Equivalent basis:**
  - Operating EBITDA margin was 14.1% in Q2FY26. It was impacted due to onetime FA write-off of Rs 3.5 cr. Normalised for this, the EBITDA % will be 15.0%.
  - In Q2FY26, PBT was Rs. 26 cr against PBT of Rs 27 cr in Q2FY25. It was impacted due to onetime FA write-off of Rs 3.5 cr. Normalised for this, the PBT would have been Rs 29.5 cr.

	Q2FY26					Q2FY25				
Profit and Loss (in Rs. Crs)	**Reported Ind-AS**	**Ind-AS 116 Impact**	**Ind-AS 116 Adj.**	**Others IND AS adj.+**	**IGAAP Equivalent**	**Reported Ind-AS**	**Ind-AS 116 Impact**	**Ind-AS 116 Adj.**	**Others IND AS adj.+**	**IGAAP Equivalent**
Revenue from Operations	**367**	**1**	**366**	**0**	**366**	**292**	**0**	**292**	**0**	**292**
Other Expenses	235	-85	319	5	314	192	-58	250	1	248
EBITDA	**132**	**85**	**47**	**-5**	**52**	**100**	**58**	**42**	**-1**	**44**
EBITDA Margin	**36.1%**		**12.8%**		**14.1%**	**34.3%**		**14.4%**		**14.9%**
Depreciation	95	66	29	0	29	65	46	19	0	19
Other Income	26	5	21	12	9	10	0	10	7	3
EBIT	**63**	**25**	**38**	**7**	**32**	**45**	**12**	**33**	**5**	**28**
EBIT Margin	**17.2%**		**10.5%**		**8.6%**	**15.4%**		**11.4%**		**9.6%**
Finance Cost	47	35	12	7	5	30	25	5	4	1
Profit before Tax and exceptional items	**16**	**-10**	**27**	**0**	**26**	**15**	**-13**	**28**	**1**	**27**
Exceptional Items (Income/(Expense))	0	0	0	0	0	24	0	24	0	24
Tax	0	0	0	0	0	0	0	0	0	0
Profit After Tax	**16**	**-10**	**26**	**0**	**26**	**39**	**-13**	**52**	**1**	**51**
Profit After Tax Margin	**4.4%**		**7.1%**		**7.1%**	**13.2%**		**17.7%**		**17.5%**

+ Adjusted for Ind-AS 109 - Financial Instruments & Ind-AS 102 –Share based payments awfis

BALANCE SHEET

Assets (Rs. Crores)	Sept 25	Mar 25
Non Current assets		
Property, Plant and Equipment	564	508
Capital work-in-progress	6	16
Other Intangible Asset	3	2
Intangible assets Under Development	1	1
Right of use assets	1,077	1,071
Financial Assets		
(i) Other financial assets	340	304
Non-current tax assets	76	54
Other non-current assets	39	35
Total Non Current Assets	**2,107**	**1,991**
Current Assets		
Inventories	1	0
Contract Assets	77	57
Financial Assets		
(i) Trade receivables	122	121
(ii) Cash and cash equivalents	44	40
(iii) Other bank balances	32	42
(iv) Other financial assets	214	171
Current tax assets (net)	0	0
Other current assets	98	86
Total Current Assets	**588**	**516**
Total Assets	**2,695**	**2,507**

Liabilities (Rs. Crores)	Sept 25	Mar 25
Equity		
Equity Share capital	72	71
Other Equity	427	388
Total Equity	**499**	**459**
Financial liabilities		
(i) Borrowings	15	14
(ii) Lease liabilities	1,074	1,099
(iii) Other Financial liabilities	198	160
Net Employee defined benefit liabilities	4	3
Other non current Liability	47	44
Total Non Current Liabilities	**1,338**	**1,321**
Contract liabilities	39	25
Financial liabilities		
(i) Borrowings	6	10
(ii) Trade Payables	258	201
(iii) Other financial liabilities	157	161
(iv) Lease liabilities	356	290
Provisions	6	5
Other current liabilities	36	35
Total Current Liabilities	**859**	**727**
Total Equity and Liabilities	**2,695**	**2,507**

On IndAS basis

CASH FLOW STATEMENT

Particulars (Rs. Crores)	H1FY26	H1FY25
Net Profit Before Tax	**27**	**41**
Adjustments for: Non Cash Items / Other Investment or Financial Items	245	145
Operating profit before working capital changes	**271**	**187**
Changes in working capital	32	8
Cash generated from Operations	**303**	**194**
Direct taxes paid (net of refund)	21	-17
Net Cash from Operating Activities	**282**	**211**
Net Cash from Investing Activities	**-96**	**-61**
Net Cash from Financing Activities	**-183**	**13**
Net Increase in Cash and Cash equivalents	**4**	**163**
Add: Cash & Cash equivalents at the beginning of the period	40	4
Cash & Cash equivalents at the end of the period	**44**	**168**

On IndAS basis

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

240+ Centres

3.4k+ Clients

702+ Cr H1FY26 Revenue

Awfis Workspace Solutions Platform

- **Coworking**
  Flexible Workspaces

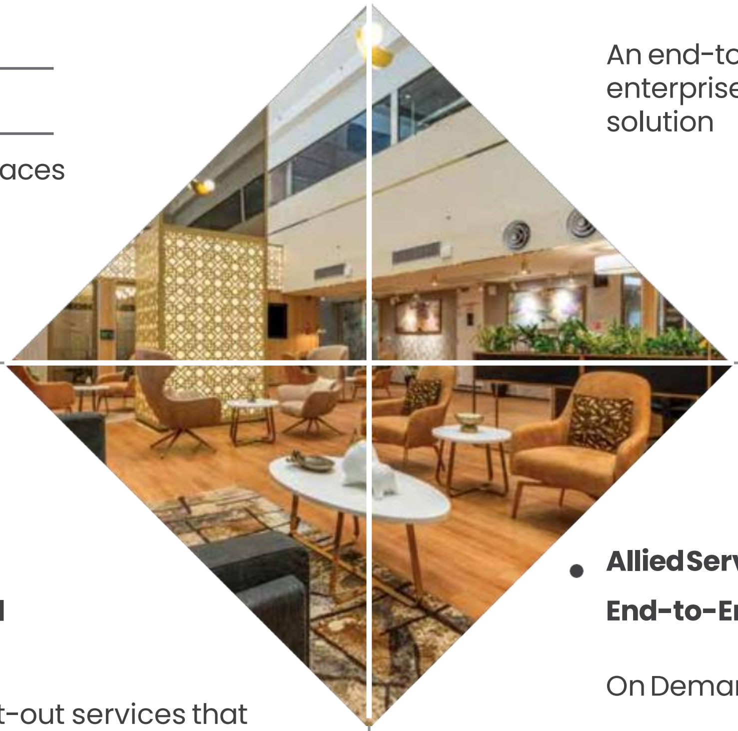
  Fixed Seats

  Cabin Spaces

  Customized Spaces

- **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

- **Allied Services**
  End-to-End Solutions

  On Demand

  Café Management

  Enterprise IT

  Employee Transportation

DECADE OF TRANSFORMATION AND IMPACT

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2015
Inaugurated 1st Centre
Inception of the Company

2016
Launched "Awfis Coworking" app

2017
Peak XV invested

2018
1st Awfis Centre in Tier 2 City

2019
Chrys Capital invested (Bisque Ltd. & Link Investment Trust)
Promising Brand 2019 ET

2020
awfis Transform
awfis gold
awfis Care
Prestigious Brands 20-21 ET

2021
EBITDA Positive
100th Centre launched

2022
25th Centre in Mumbai & Bengaluru
Backed by strong Investors and Family-Owned Offices
Great Place to Work 22-23

2023
Crossed **Total Seats 100k**
5 Mn sq. ft. Total Chargeable Area
Great Place to Work 23-24
Best Workplaces for Women 23-24

2024
Signs **165K sq.ft.** with **NSE**
Crossed 205 Centres
6.6Mn sq. ft. Total Chargeable Area
Expanded to **Guwahati & Lucknow**
elite
Great Place to Work 24-25

2025
Elite by Awfis Welcomes **GCC Clients – ABC Fitness & Meltwater**
Partnered with **ECOS (India) Mobility & Hospitality Ltd.**
Credit Rating by Fitch India enhanced from **A to A+ (with a stable outlook)**

INVESTMENT THESIS

CORE DRIVERS OF AWFIS EXCELLENCE

awfis

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 Centres

STRONG DEMAND STRATEGY

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

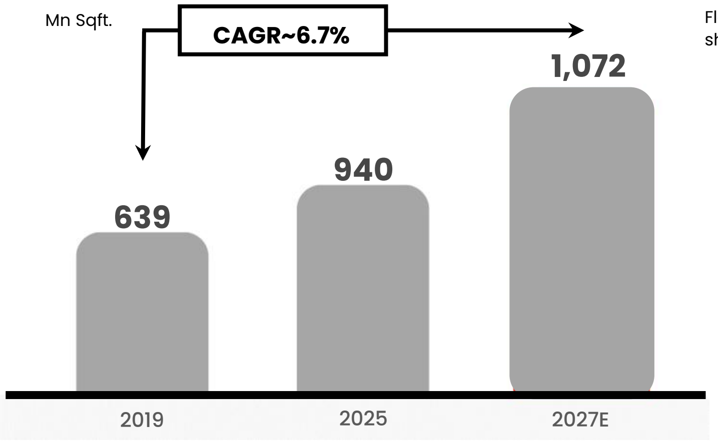
Source: CBRE Report

GROWING FLEX SECTOR

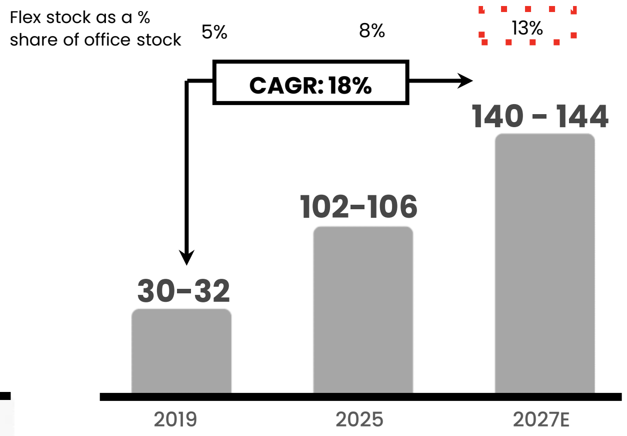
INDIA AMONGST THE FASTEST GROWING MARKETS

awfis

GROWTH OF INDIAN OFFICE STOCK#



GROWTH OF INDIAN FLEXIBLE WORKSPACE STOCK



HUGE ADDRESSABLE FLEX MARKET IN INDIA CONTROLLED BY LARGE OPERATORS

INR 730 - 960 BN

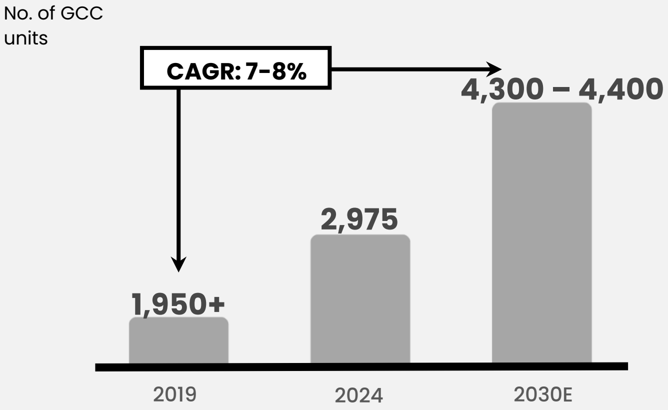
Addressable Market (in INR Bn) by FY27E

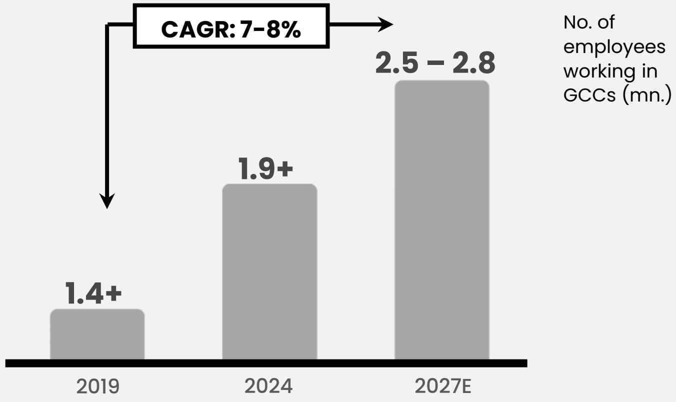
~60%

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

GCC OPPORTUNITY IN INDIA

INDIA HAS THE LARGEST SHARE OF THE TOTAL NUMBER OF GCC UNITS GLOBALLY





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

INDUSTRY RECOGNITION – H1FY26

awfis

India's Best Design Project- NSE

Best Co-working Space- Elite by Awfis

ET NOW- Enterprise Workspace Brand Of The Year

Excellence in Coworking & Integrated Workspace Solutions

Top 100 | Mid-size: India's Best Workplaces for Women 2025

Top 25 CEOs, MDs and Founders- Mr. Amit Ramani

Top 25 CEOs, MDs and Founders- Mr. Sumit Lakhani

Top 100 Great People Managers- Ms. Sheetal Vanwari

India's Impactful HR Leaders 2025- Ms. Charu Singh.

Women Achievers in leading flex spaces- Ms. Anisha Jhawar Kabra

5th Realty + 40 Under 40 - Mr. Aman Tibrewal

EXPERIENCED MANAGEMENT TEAM

OUR SEASONED LEADERSHIP

awfis

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
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.

Shweta Gupta
CS & Compliance Officer

- 14 years of experience in legal and secretarial functions
- Fellow member of Institute of Company Secretaries of India
- Previously served as Assistant General Manager-Legal and Secretarial with Aditya Birla Fashion And Retail Limited

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 Wholetime 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

GROWTH STRATEGY

Continue to build an industry leading capital efficient model

Grow our portfolio of Centres under the asset light MA model

Continue to develop mid-size Centres

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 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

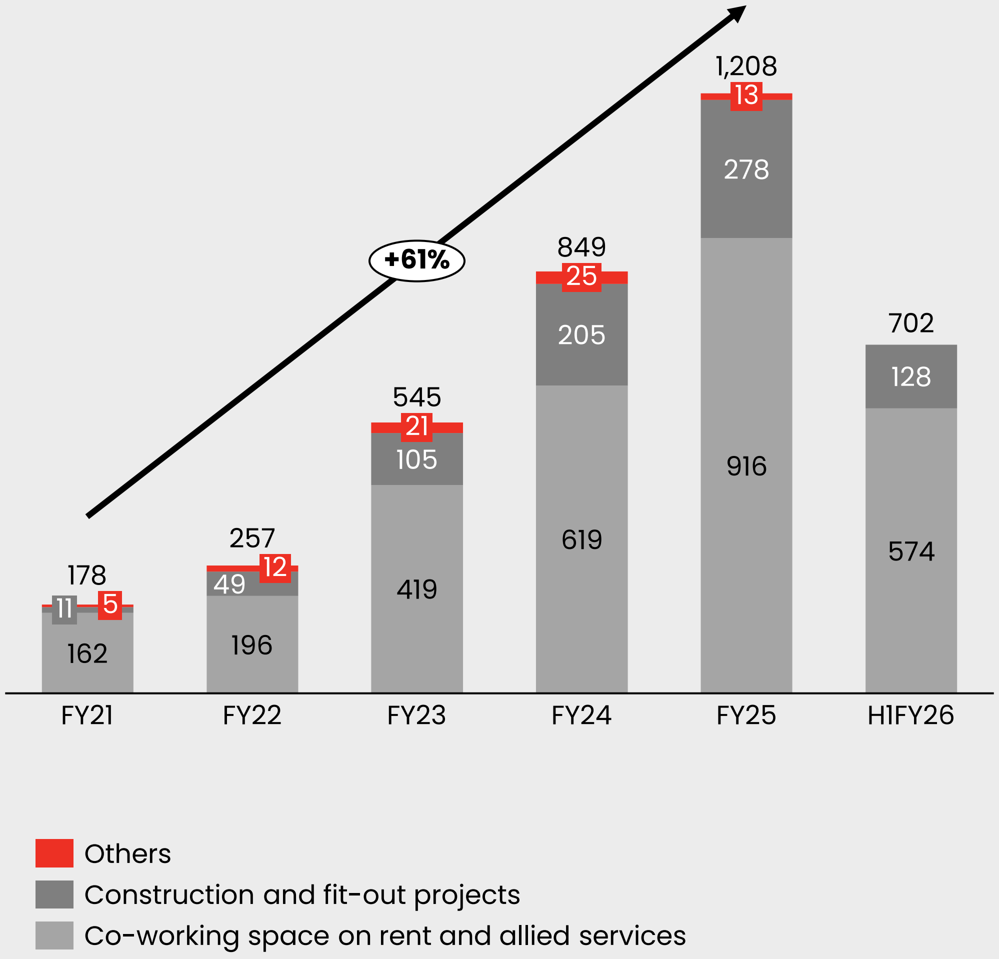
Streamline operations and leverage new-age technologies

HISTORICAL FINANCIALS

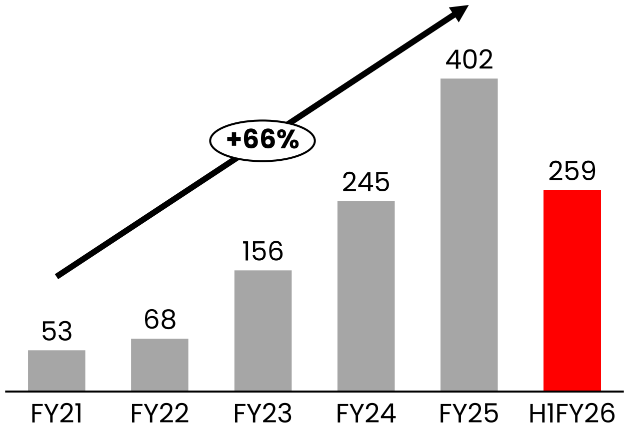
ROBUST FINANCIAL METRICS

In Rs. Crs

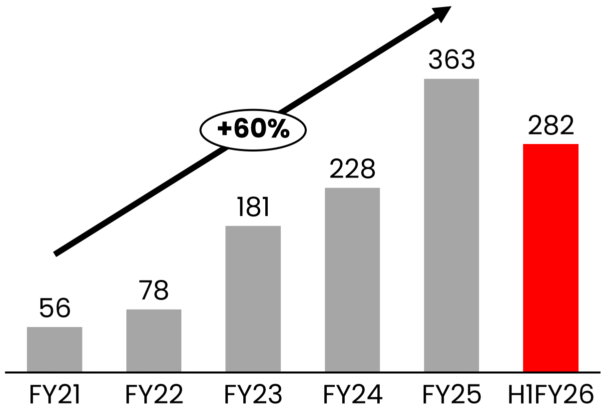
Revenue from Operations



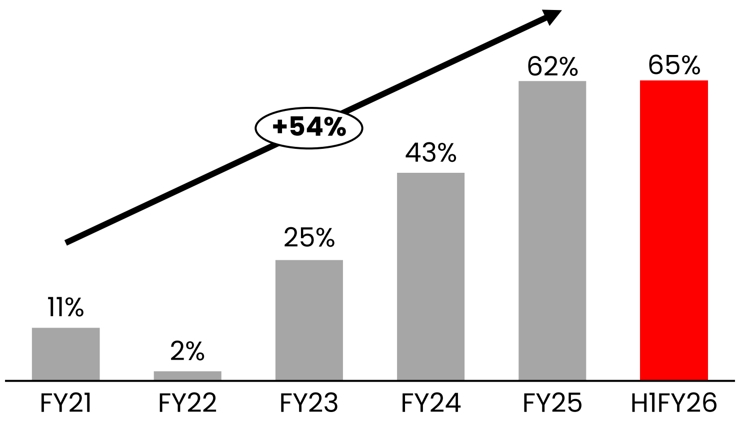
Operating EBITDA



Net Cash Flow From Operations



ROCE#^



ROCE calculated as Cash EBIT divided by capital employed
^ Annualised basis
On IndAS basis

DESIGN PORTFOLIO

DESIGN PORTFOLIO

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THANK YOU

Company

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