

Date: May 26, 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 Q4 FY25

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 Financial Year ended March 31, 2025.

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

Awfis Space Solutions Limited
C-28-29, Kissan Bhawan, Qutab Institutional Area, New Delhi – 110016
www.awfis.com | Email: info@awfis.com | Phone: 011- 69000657

CIN: L74999DL2014PLC274236



awfis



INVESTOR PRESENTATION | Q4 & FY25 | MAY 2025

SAFE HARBOR

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

*"I am pleased to share that we have successfully achieved our FY25 guidance, delivering revenue growth of over 30%. Our revenues rose by **42%** year-on-year, reaching **Rs. 1,208 crores** in FY25. Additionally, operational EBITDA grew by **64%** during this period to **Rs. 402 crores**, resulting in an EBITDA margin of **33.3%**. This represents an expansion of over **~440 bps** compared to FY24, exceeding our initial expectations.*

We delivered on our commitment to reach the targeted 135K operational seats by March 2025. Since March 2024, we have added 39K+ seats and 48 centers, bringing our total to 134K+ seats across 208 operational centers. Including fit-outs and LOIs, we now have around 164K seats covering 8.4 million square feet.

*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.*

*We have strengthened our client base with marquee names like the **National Stock Exchange (NSE) and several GCCs**, while also onboarding three prominent global organizations at our premium centers in Hyderabad, reinforcing our position as the preferred partner for forward-looking businesses.*

As part of expanding our service categories, we have partnered with ECOS (India) Mobility & Hospitality Limited to offer premium chauffeur-driven and employee transportation services, addressing the growing demand for reliable, secure, and cost-efficient corporate mobility solutions.

Looking ahead to FY26, our strategy will have two phases. In the first half, we will focus on optimizing our expanded capacity from FY25, driving strong occupancy and efficiency. In the second half, we will prioritize strategic capacity expansion, targeting high-potential locations to capture emerging demand and maximize returns. Together, these steps will position us for sustained, profitable growth."

Amit Ramani

Chairman & Managing Director

01 FY25 Lookback

02 Q4 & FY25 Performance

03 New Business Update

04 About Us

05 Investment Thesis

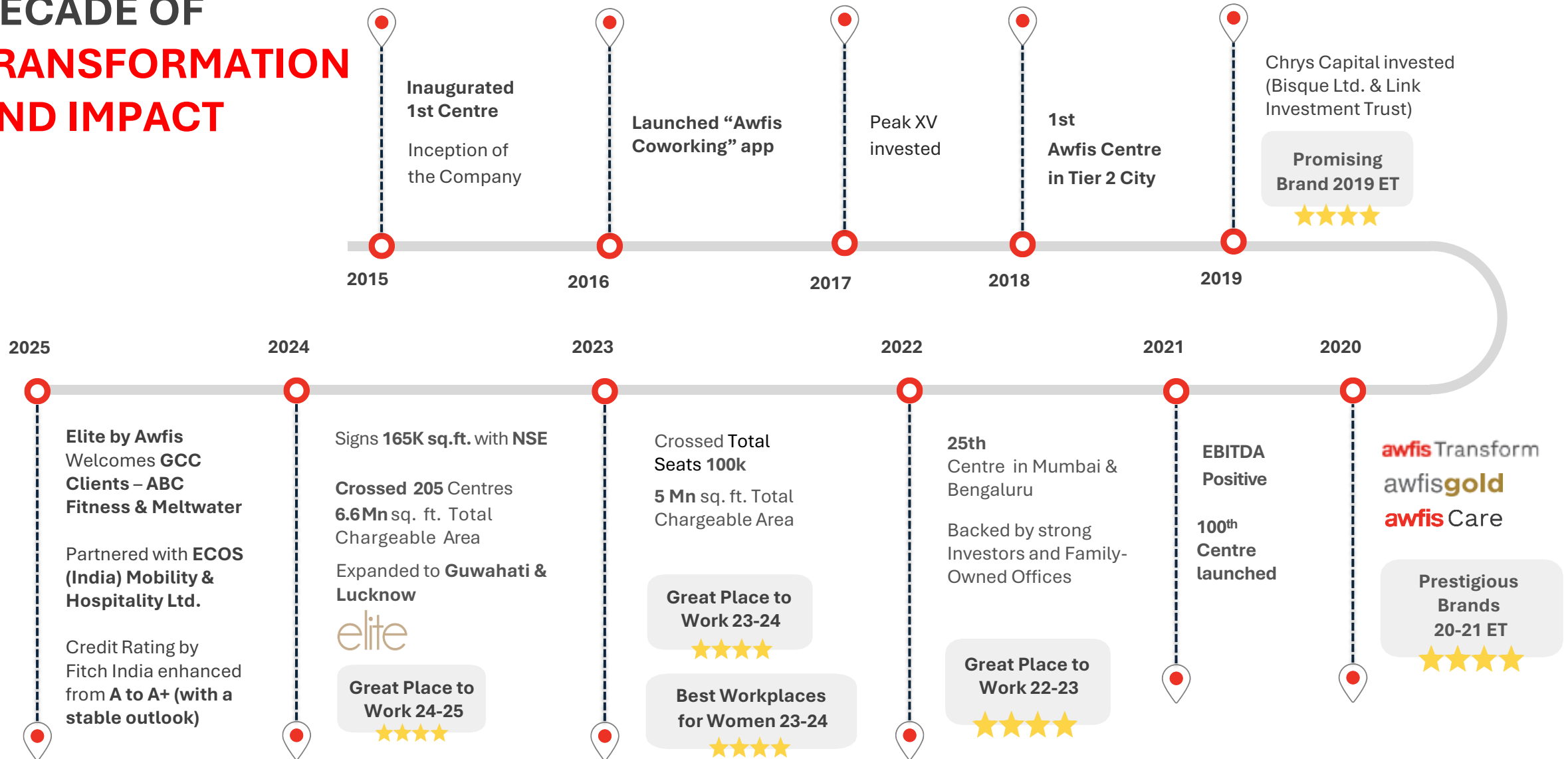
- Growing Flex Sector
- Network Leadership
- Innovative Supply Model
- Diverse Demand Strategy

06 Growth Strategy

07 Historical Financials



DECADE OF TRANSFORMATION AND IMPACT



FY'25 LOOKBACK

EVOLUTION TO DOMINANT COWORKING PLAYER PAN INDIA

Emerged as PAN India
Dominant Player with

**Highest Ever Yearly
Net Revenues**

₹ 1,208 crores

End-to-End Flexible
Workspace Solutions Provider

**Providing Awfis Café,
TechLabs, and
Ecomobility Partnership**

Focused on building capacities
by adding

39k+ operational seats

**Setting the stage for the next
phase of growth**

Welcoming marquee
clients like the

**National Stock
Exchange (NSE) and
several GCCs**

Focused on Tier 2 cites
Launched centres in

Guwahati & Lucknow

Launched

**ELITE
1st centre in Hyderabad**

FY'25 Guidance Achieved

~135k

Operational Seats

~42%

Total Revenue Growth

~440 bps

EBITDA Margin Improvement



EXPANDING HORIZONS - GCC & TIER 2 GROWTH



Zinnov



NSE



Tier 2 Lucknow

- Innovating workspace solutions for GCCs with the Elite by Awfis Launch
- Broadened reach into Tier 2 cities-unlocking new growth opportunities
- Offering end-to-end solutions for diverse client needs

DESIGN & BUILD – VISION MEETS PRECISION

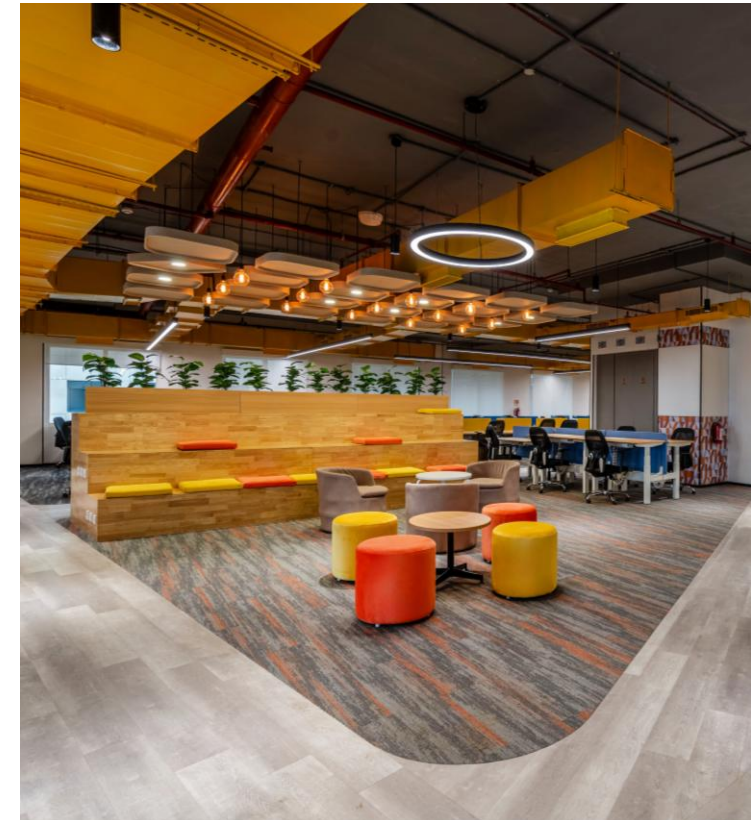
FY25 Revenue -
Rs. 278 Crs.

Design & Build:

Our unique D&B approach allows us to translate client's vision into reality efficiently and elegantly.

In-House Capabilities:

- Design and layout experts
- Skilled build and project management team
- Commercial real estate intelligence
- Focus on sustainability and wellness



EXPANDED ALLIED SERVICES – ENRICHING THE USER EXPERIENCE

Built an ecosystem beyond workspace



Awfis Cafe
Curated for
Convenience
& Community

Eco Mobility
Seamless first
& last-mile access



TechLabs
Powering digital-
first businesses

Event Management
Event Planning
& Execution



Mobility Solutions
Agile solutions
for the modern
workforce

Each service is designed to elevate the overall everyday experience

ELEVATED LEADERSHIP - DRIVEN BY PURPOSE



Sanjay Baurai

Strategic Advisor

30+years of experience

Ex-Accenture



Rohit Manghnani

**Chief Product & Technology
Officer**

26+years of experience

Ex-Magicbricks



Vishal Dhaliwal

**Director – Workplace
Strategy & Management**

30+years of experience

Ex-Accenture



Prathmesh Khandekar

Regional Director – West

25+years of experience

Ex-Ultraconfidentiel Design



Mehul Balkiwal

Regional Director -South

15+years of experience

Ex-91 Squarefeet



Roshan Alva Kanthadigutu

**Senior National Director -
Enterprise Business**

22+ years of experience

Ex-C&W



Parul Seth

National Director – BD & AM

20+ years of experience

Ex-Savills



Rahul Kanungo

National Director – Sales

17+ years of experience

Ex-Colliers



Noelle Bianca Aguilar

International Studio Head

20+years of experience

Ex-Spacematrix

Built a high-impact leadership team
to drive transformation

Experts from diverse domains joining
forces to innovate and lead

Strengthening our capabilities across
functions and geographies



**Q4 & 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 9
Tier 2 cities

208 / 134K+

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. 340 Crs/
Rs. 1,208 Crs**

(Reported) Revenue
from operations
Q4FY25/ FY25

34.1% / 33.3%

(Reported) Operating
EBITDA
Q4FY25/ FY25

78%/62%

RoCE[^]
Q4FY25(annualized)/
FY25

1. Operational as of March 31, 2025

Note: Unless stated otherwise, Data as of March 31, 2025

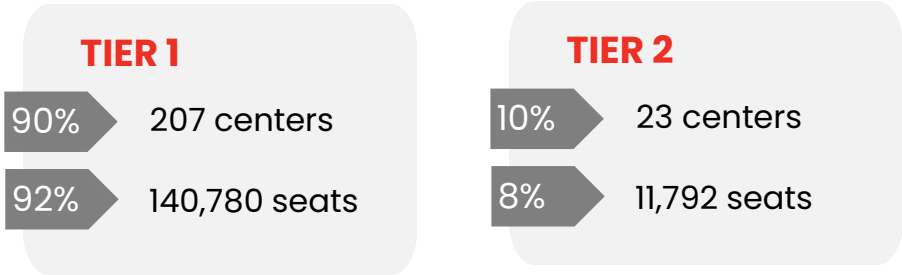
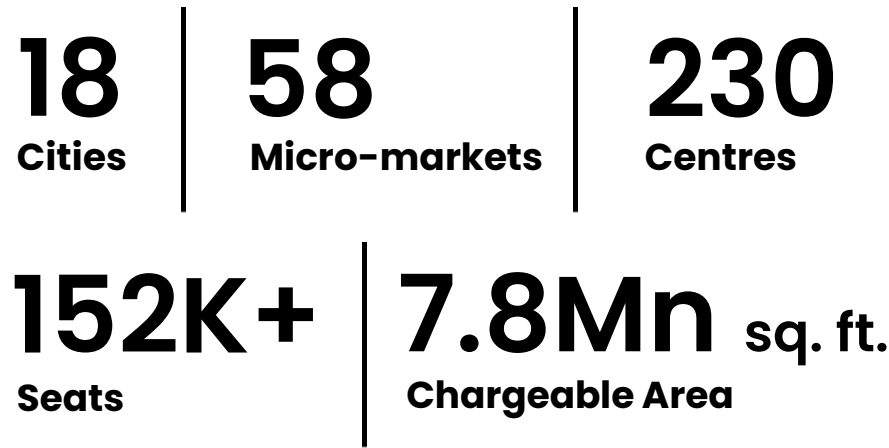
Managed Aggregation: In this model operators & space owners share capex as well as revenues

^ ROCE calculated as Cash EBIT divided by capital employed

NETWORK LEADERSHIP

INDIA'S LARGEST NETWORK OF FLEXIBLE WORKSPACES

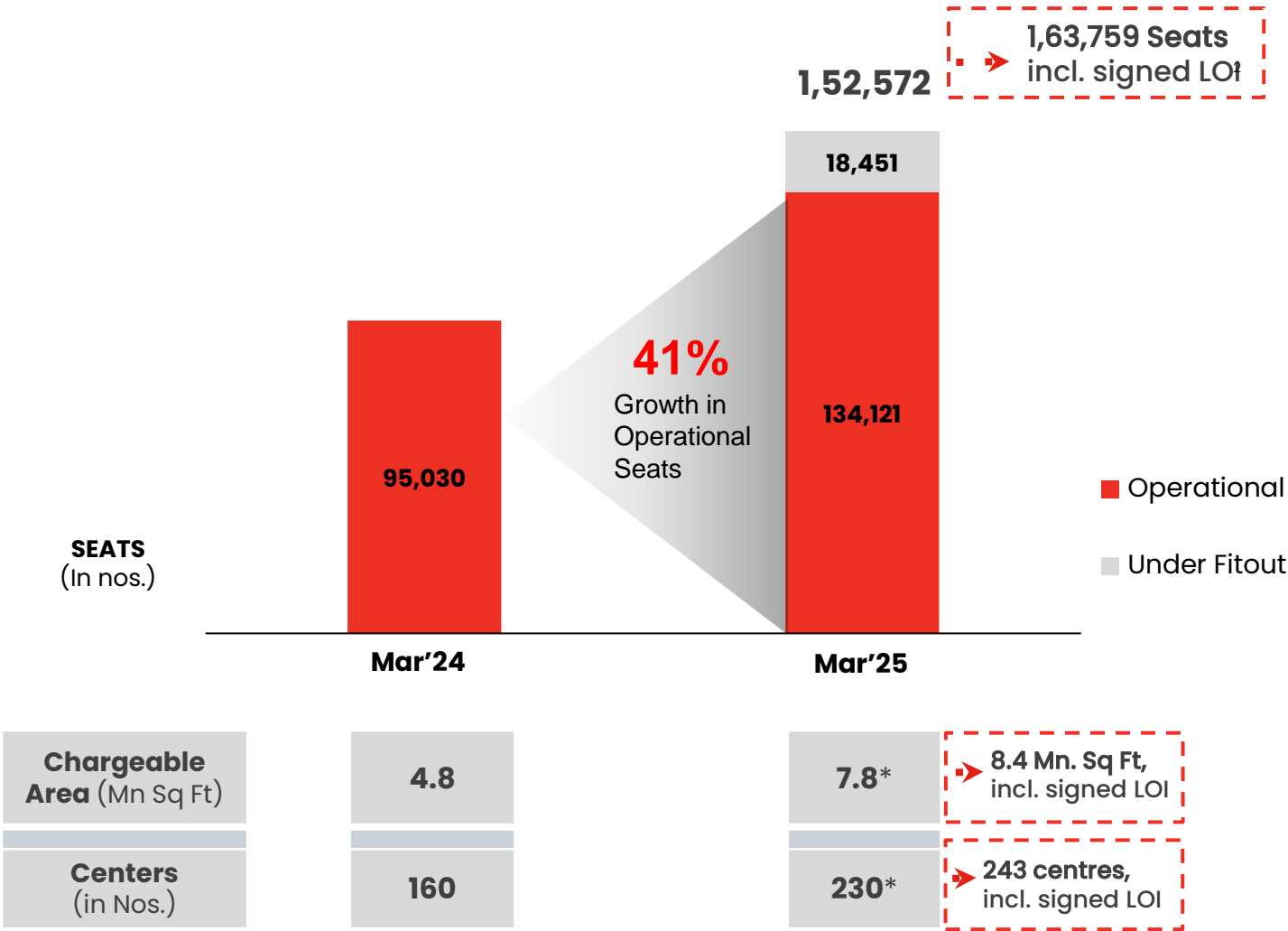
Awfis's presence in **Nine Tier 1 and Nine Tier 2 cities** facilitates in fulfilling the growing and diverse needs of our clients



All data is for Total centers and seats, including operational + under fit-out
All data as on March 31, 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 – MARCH 2025

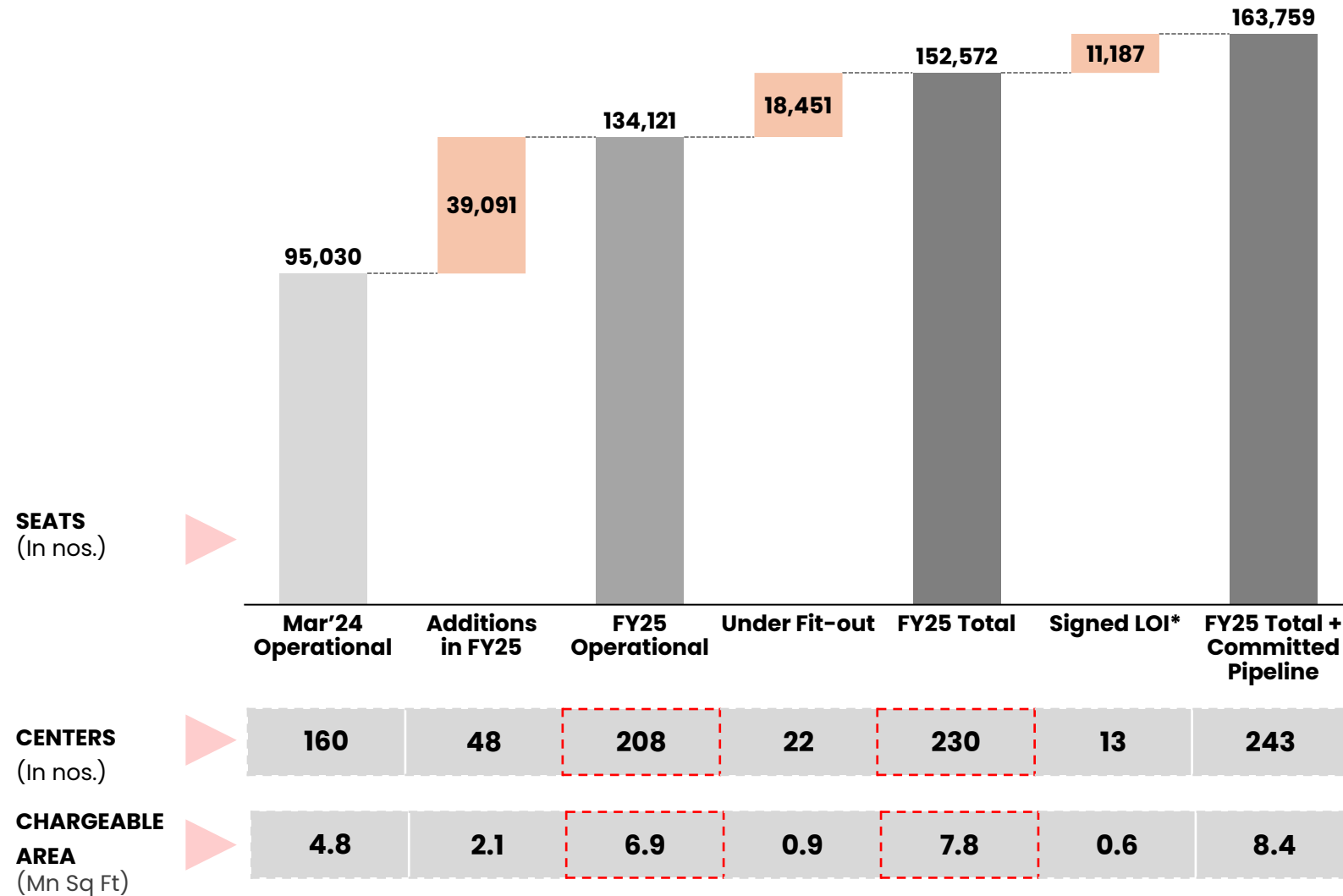
EXPANDING NETWORK AND A ROBUST PIPELINE



- **49 new centers and 39,091 new seats** were launched since Mar'24, expanding our presence to **9 Tier 2 cities** and **5 new micro-markets**
- Achieved total supply of **230 centers, 152K+ seats and 7.8 Mn Sq Ft of chargeable area**
- YoY operational seats and centres grew by **41%** and **30%** respectively
- YoY total seats and centres grew by **38%** and **27%** respectively
- Increased Tier 2 presence by **~21%**, growing from 19 centers to 23 centers since Mar'24

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

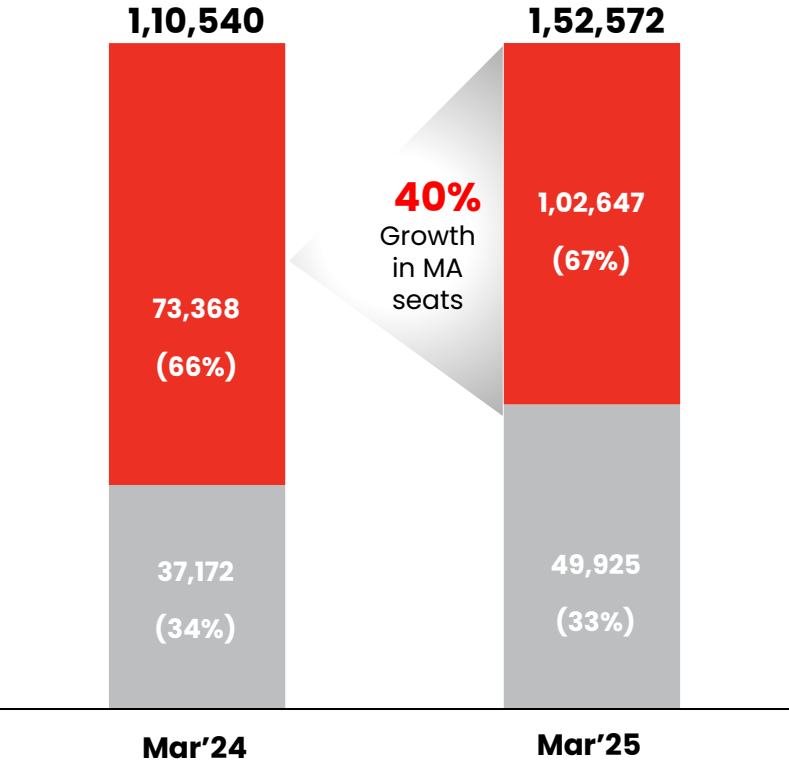
FY25 SUPPLY WALKTHROUGH



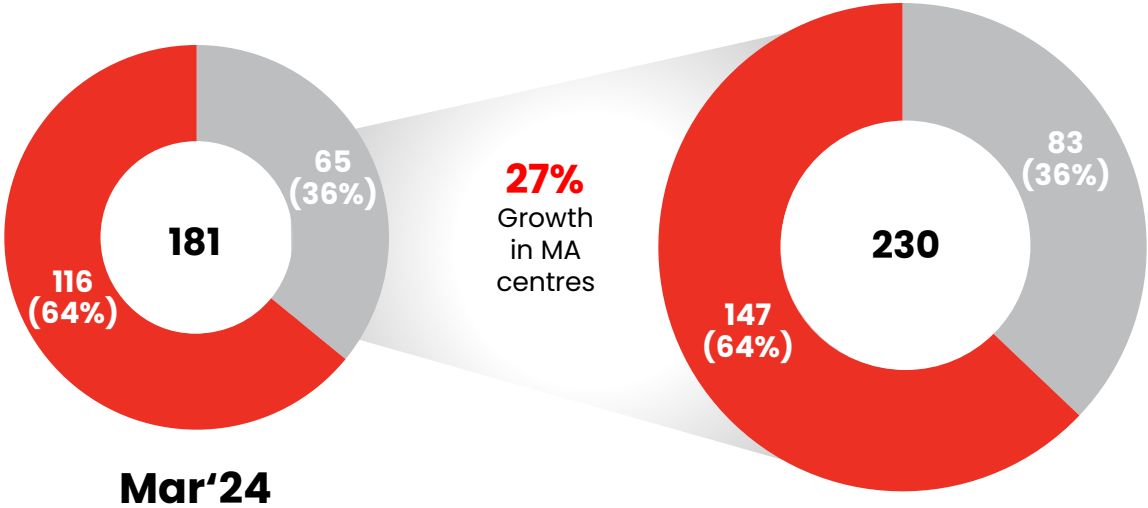
- **Achieved 134K+ operational seats by Mar'25**
 - **Net addition of 39,091 seats and 48 centers** since Mar'24
 - **12,389 seats and 15 centers** added since Dec'24
 - Robust pipeline with signed LOIs at **13 centers**, with **11K+ seats** and **~0.6 Mn Sq Ft** of chargeable area
- **12% of centers** (additions + under fit out) in Tier 2 cities
- Consistently expanding our MA share with **71% seats** (additions + under fit out) signed under this model, 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



Total Seats

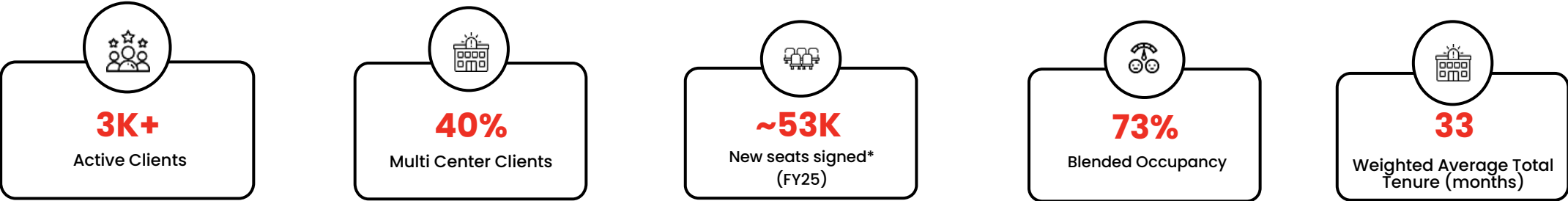


Total Centres

- **67% total seats and 64% total centers under MA model as of Mar'25** driving capital efficiencies for the business
- **40% YoY growth in seats** under the MA model; increasing our MA share from 73.4K total MA seats to 102.6K total MA seats
- **27% YoY growth in centers** under the MA model; increasing our MA share from 116 total MA centers to 147 total MA centers

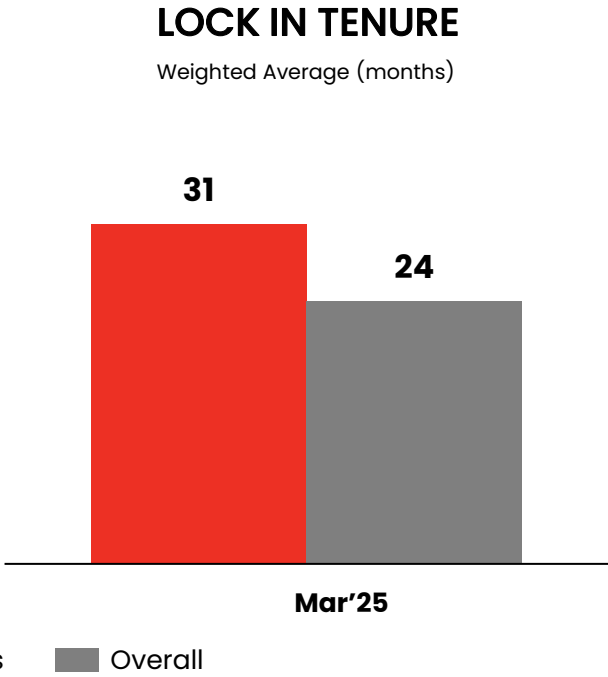
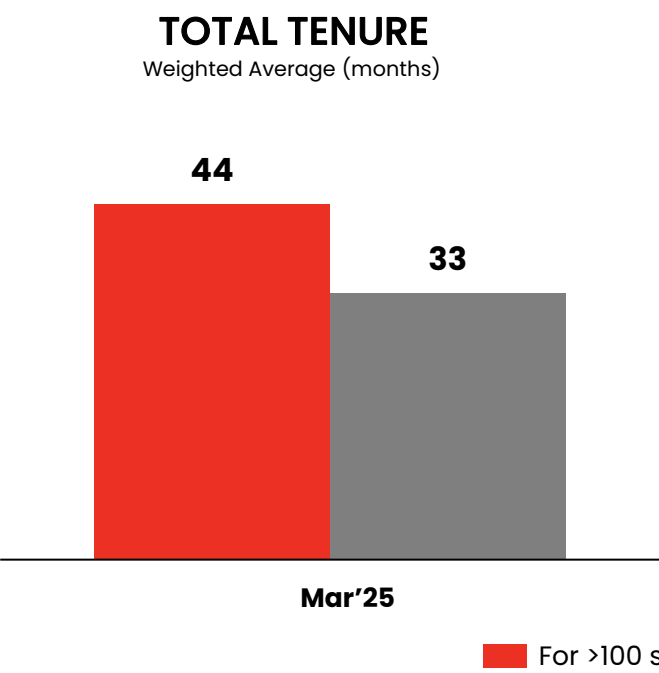
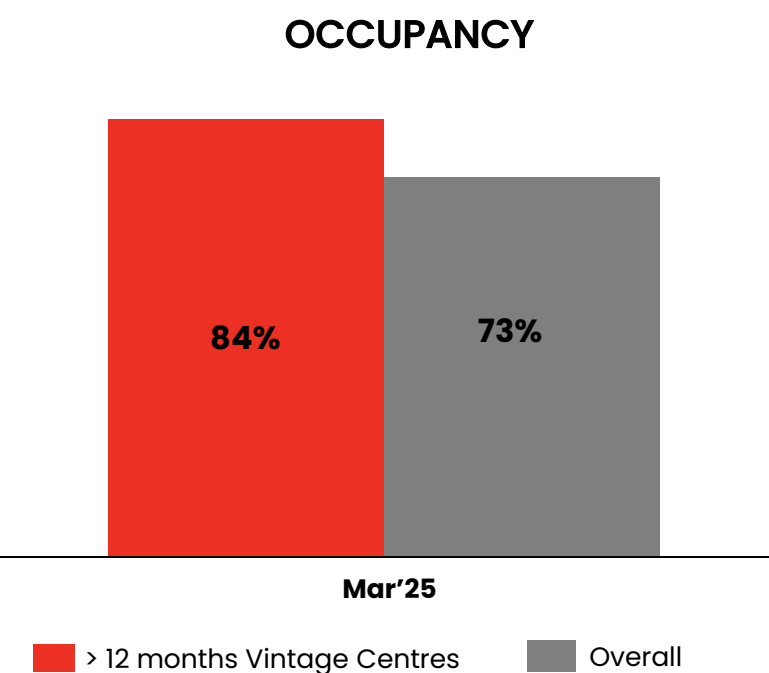
All data is for Total Centres/Seats, which includes operational + under fit-out
Managed Aggregation: In this model operators & space owners share capex as well as revenues

STRONG DEMAND METRICS



Rising occupancy with maturing vintage centres

Increasing total and lock in tenures for large seat cohorts

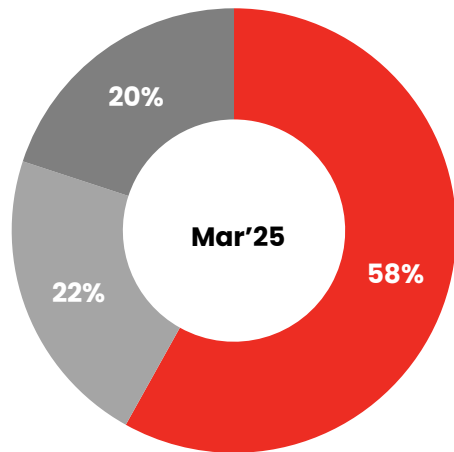


Note: Unless stated otherwise, Data as of March 31, 2025

* New seats signed will start from Q1FY25 to Q2FY26

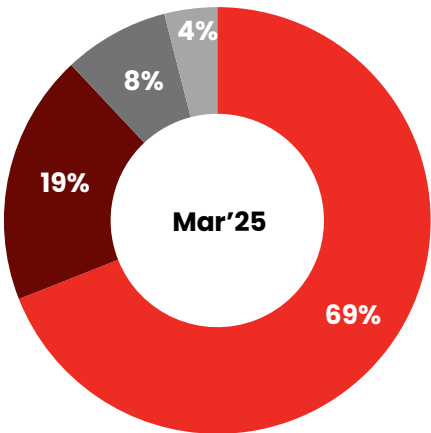
Catering to all seat cohorts...

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



... and tenure buckets

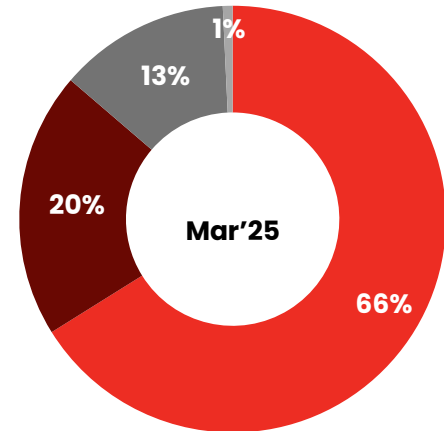
- >=24 months
- 12-23 months
- 6-11 months
- <=5 months



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

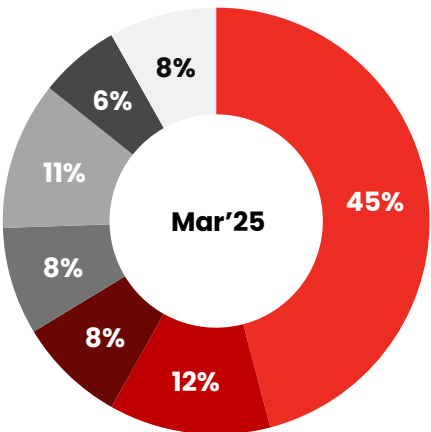
Diversified Client Mix

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



Across various sectors

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

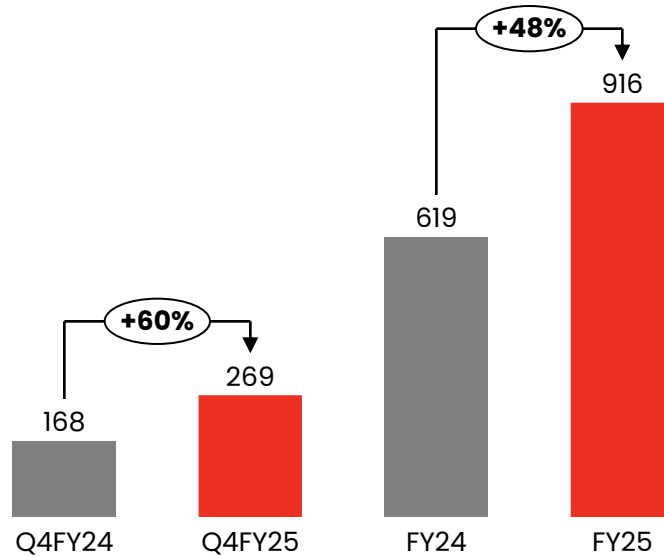


Note: *Include Food and beverage, personal and household products, Real estate , Chemicals, construction and packaging materials, Telecommunication services, Energy and utilities and Others;
Unless stated otherwise, Data as of December 31, 2024

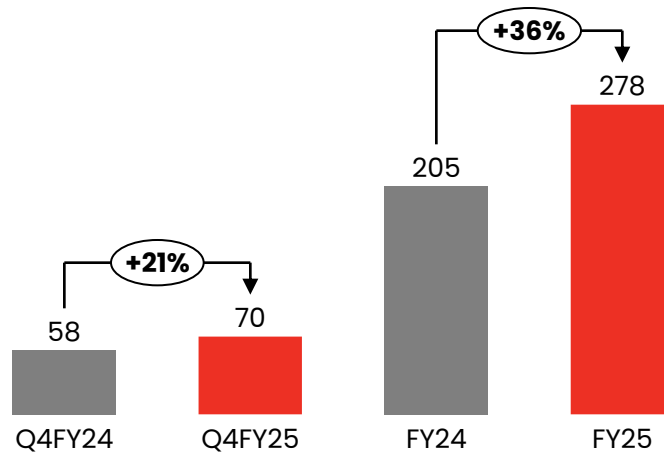
SEGMENTAL REVENUE BREAK UP

In Rs. Crs.

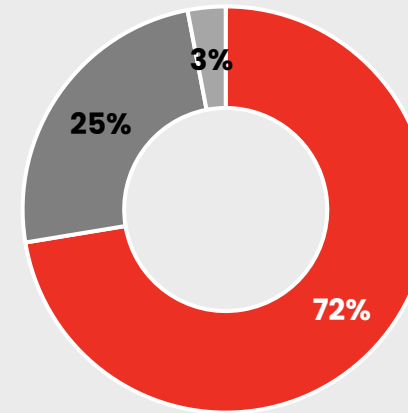
Co-working space on rent and allied services



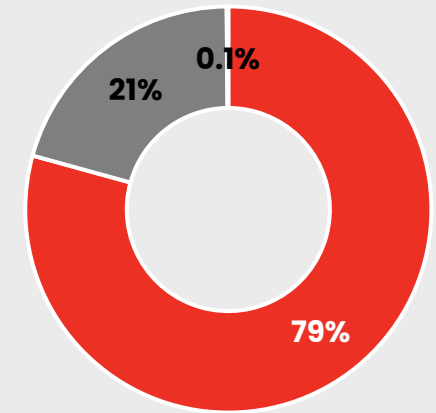
Construction and fit-out projects



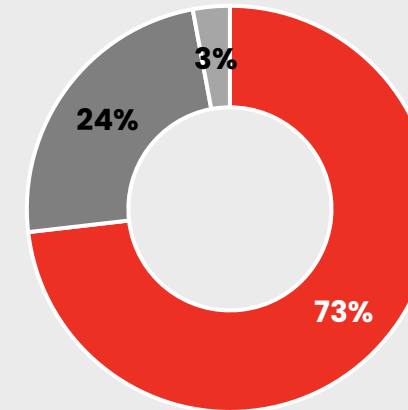
Q4FY24



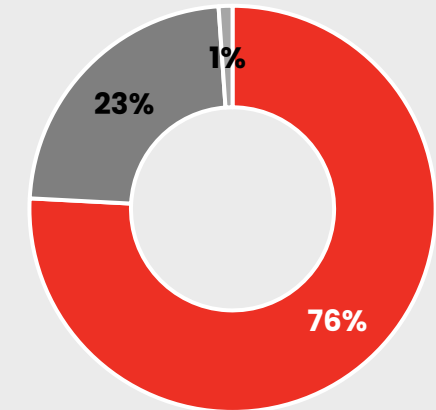
Q4FY25



FY24



FY25



- Co-working space on rent and allied services
- Construction and fit-out projects
- Others

Q4 & FY25 : REPORTED FINANCIAL HIGHLIGHTS

Q4FY25 vs Q4FY24 (YoY)

Revenue from
Operations

Rs. 340 Crs

+46%

Operating EBITDA /
EBITDA margin

Rs. 116 Crs / 34.1%

+73%

PBT/ PBT Margin
(excl. Exceptional Items)

Rs. 12 Crs / 3.5%

vs Rs. 1 Crs in
Q4FY24

PBT/ PBT Margin
(incl. Exceptional Items)

Rs. 12 Crs / 3.6%

vs Rs. 1 Crs in
Q4FY24

ROCE^{^#}

78%

vs 53% in
Q4FY24^{^#}

FY25 vs FY24 (YoY)

Revenue from
Operations

Rs. 1,208 Crs

+42%

Operating EBITDA /
EBITDA margin

Rs. 402 Crs / 33.3%

+64%

PBT/ PBT Margin
(excl. Exceptional Items)

Rs. 44 Crs / 3.6%

vs Rs. (18) Crs in
FY24

PBT/ PBT Margin
(incl. Exceptional Items)

Rs. 69 Crs / 5.7%

vs Rs. (18) Crs
in FY24

ROCE^{^#}

62%

vs 43% in
FY24^{^#}

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

FY25 FINANCIAL SUMMARY

(Consolidated P&L)

- FY25 reported strong Operating Revenue of Rs. 1,208 Crs, growth of 42% YoY
- Operating EBITDA margin for FY25 is 33.3%, improved by 440 bps on YoY basis, on back of strong revenue growth, occupancy improvement, Enterprise clients, Allied services and operating efficiencies
- In FY25, reported PBT (excl. Exceptional Items) is Rs. 44 Crs vs loss of Rs. 18 Crs in FY24
- Exceptional Item includes sale of Facility Management business ("Awfis Care")
- On IGAAP Equivalent basis:**
 - Operating EBITDA margin improved to 13.9% in FY25 against 8.1% in FY24
 - FY25 PBT (excl. Exceptional Items) was Rs. 97 crores against PAT of Rs 13 Crs in FY24

	FY25					FY24				
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	1,208	2	1,206	0	1,206	849	4	845	0	845
Other Expenses	805	-239	1,044	6	1,038	603	-175	779	2	777
EBITDA	402	241	162	-6	168	245	179	66	-2	68
EBITDA Margin	33.3%		13.4%		13.9%	28.9%		7.9%		8.1%
Depreciation	276	195	81	0	81	196	141	55	0	55
Other Income	53	4	50	31	19	26	2	24	20	4
EBIT	180	50	130	25	105	75	40	35	19	17
EBIT Margin	14.9%		10.8%		8.7%	8.9%		4.2%		2.0%
Finance Cost	136	107	29	20	9	93	77	16	12	4
Profit before Exceptional Items and Tax	44	-57	101	4	97	-18	-37	19	6	13
Exceptional Items (Income/(Expense))	25	0	25	0	25	0	0	0	0	0
Profit before Tax	69	-57	126	4	122	-18	-37	19	6	13
Tax	1	0	1	0	1	0	0	0	0	0
Profit After Tax	68	-57	125	4	121	-18	-37	19	6	13
Profit After Tax Margin	5.6%		10.4%		10.0%	-2.1%		2.3%		1.5%

Q4FY25 FINANCIAL SUMMARY

(Consolidated P&L)

- Q4FY25 reported strong Operating Revenue of Rs. 340 Crs, growth of 46% YoY
- Operating EBITDA margin for Q4FY25 is 34.1%, improved by 520 bps on YoY basis, on back of strong revenue growth, Enterprise clients, Allied services and operating efficiencies
- In Q4FY25, reported PBT (excl. Exceptional Items) is Rs. 12 Crs vs PBT of Rs. 1 Crs in Q4FY24
- On IGAAP Equivalent basis:**
 - Operating EBITDA margin improved to 14.2% in Q4FY25 against 9.2% in Q4FY24
 - Q4FY25 PBT (excl. Exceptional Items) was Rs. 27 crores against PBT of Rs 6 Crs in Q4FY24

	Q4FY25					Q4FY24				
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	340	1	339	0	339	232	0	232	0	232
Other Expenses	224	-68	292	1	291	165	-46	211	0	211
EBITDA	116	69	47	-1	48	67	46	21	0	21
EBITDA Margin	34.1%		13.9%		14.2%	28.9%		9.0%		9.2%
Depreciation	81	57	24	0	24	51	35	16	0	16
Other Income	20	3	16	9	7	9	2	7	6	1
EBIT	55	15	40	8	32	25	13	13	6	7
EBIT Margin	16.1%		11.7%		9.4%	10.8%		5.4%		3.0%
Finance Cost	43	32	10	6	4	24	19	5	4	1
Profit before Exceptional Items and Tax	12	-18	29	2	27	1	-6	8	2	6
Exceptional Items (Income/(Expense))	0	0	0	0	0	0	0	0	0	0
Profit before Tax	12	-18	30	2	28	1	-6	8	2	6
Tax	1	0	1	0	1	0	0	0	0	0
Profit After Tax	11	-18	29	2	27	1	-6	8	2	6
Profit After Tax Margin	3.3%		8.5%		7.9%	0.6%		3.3%		2.6%

BALANCE SHEET

Assets (Rs. Crores)	Mar 25	Mar 24
Non Current assets		
Property, Plant and Equipment	508	334
Capital work-in-progress	16	8
Other Intangible Asset	2	2
Intangible assets Under Development	1	0
Right of use assets	1,071	580
Financial Assets		
(i) Other financial assets	304	102
Non-current tax assets	54	40
Other non-current assets	35	27
Total Non Current Assets	1,991	1,094
Current Assets		
Inventories	0	0
Contract Assets	57	42
Financial Assets		
(i) Trade receivables	121	75
(ii) Cash and cash equivalents	40	4
(iii) Other bank balances	42	0
(iv) Other financial assets	171	98
Current tax assets (net)	0	7
Other current assets	86	78
Total Current Assets	516	304
Total Assets	2,507	1,398

Liabilities (Rs. Crores)	Mar 25	Mar 24
Equity		
Equity Share capital	71	19
Other Equity	388	232
Total Equity	459	251
Financial liabilities		
(i) Borrowings	14	23
(ii) Lease liabilities	1,099	571
(iii) Other Financial liabilities	160	66
Net Employee defined benefit liabilities	3	2
Other non current Liability	44	28
Total Non Current Liabilities	1,321	690
Contract liabilities	25	27
Financial liabilities		
(i) Borrowings	10	9
(ii) Trade Payables	201	131
(iii) Other financial liabilities	161	128
(iv) Lease liabilities	290	131
Provisions	5	4
Other current liabilities	35	27
Total Current Liabilities	727	457
Total Equity and Liabilities	2,507	1,398

CASH FLOW STATEMENT

Particulars (Rs. Crores)	Mar 25	Mar 24
Net Profit Before Tax	69	-18
Adjustments for: Non Cash Items / Other Investment or Financial Items	346	277
Operating profit before working capital changes	415	260
Changes in working capital	-50	-10
Cash generated from Operations	365	250
Direct taxes paid (net of refund)	2	22
Net Cash from Operating Activities	363	228
Net Cash from Investing Activities	-203	-162
Net Cash from Financing Activities	-124	-65
Net Decrease in Cash and Cash equivalents	36	2
Add: Cash & Cash equivalents at the beginning of the period	4	3
Cash & Cash equivalents at the end of the period	40	4



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

1,200+ 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

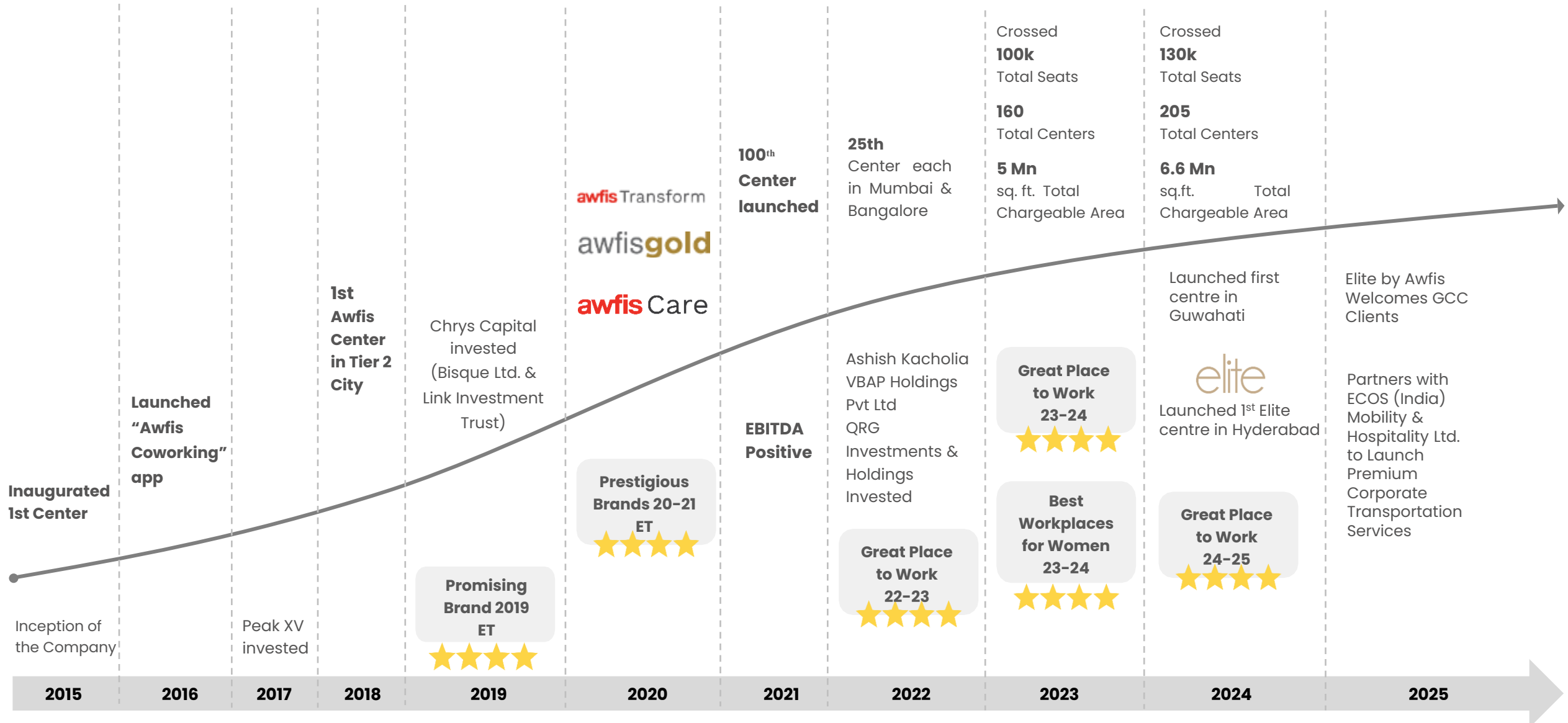
awfisgold

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

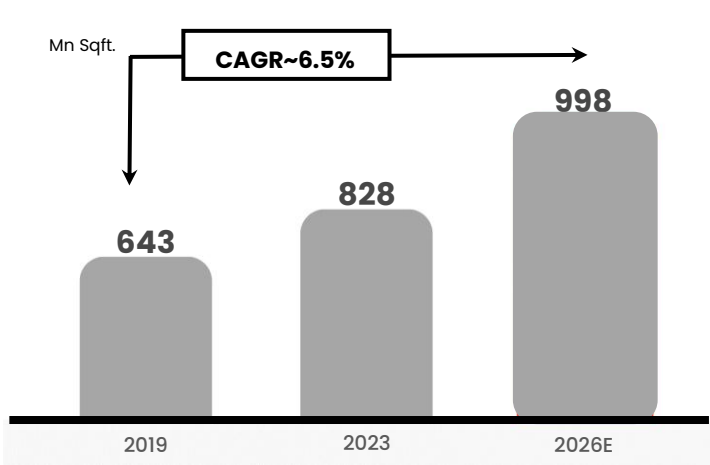
STRONG DEMAND STRATEGY

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

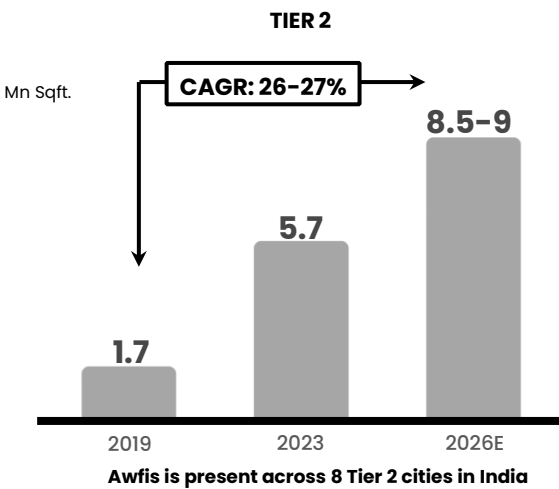
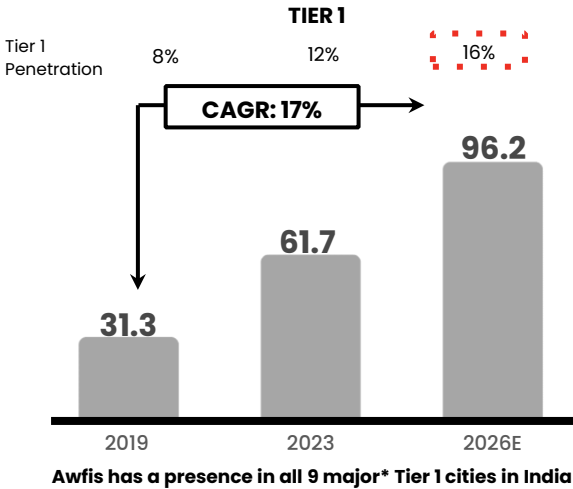
GROWING FLEX SECTOR

INDIA AMONGST THE FASTEST GROWING MARKETS

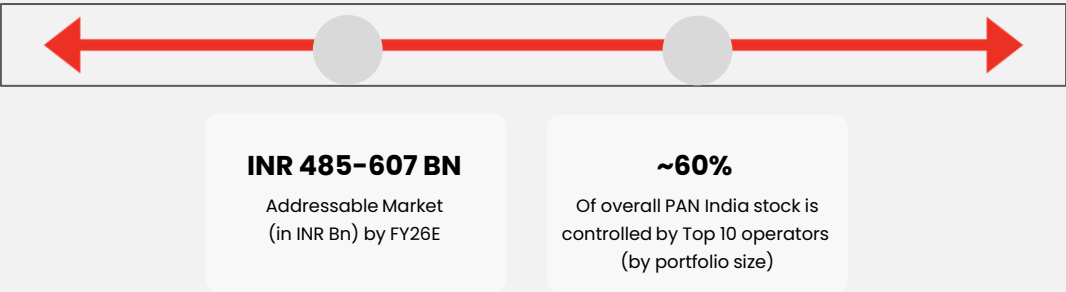
GROWTH OF INDIAN OFFICE STOCK



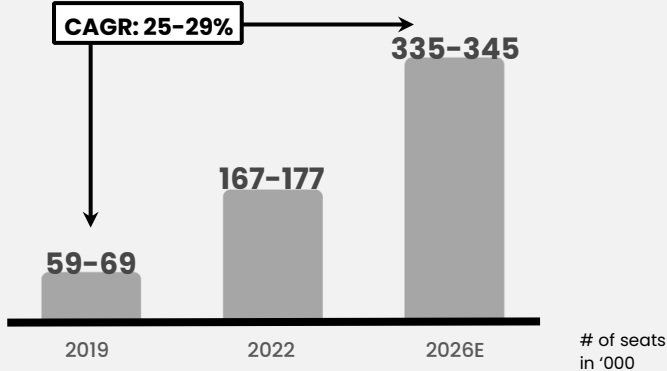
WITH INDIA FLEX SPACE GROWING FASTER



HUGE ADDRESSABLE FLEX MARKET IN INDIA
CONTROLLED BY LARGE OPERATORS



GROWING YOY DEMAND FOR SEATS IN
FLEXIBLE WORKSPACES

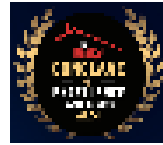


#Source: CBRE Report.
*Cities include Delhi, Mumbai, Gurgaon, Noida, Bangalore, Kolkata, Pune, Hyderabad, Chennai.

INDUSTRY RECOGNITION

FY'25

Enterprise Workspace Brand
Of The Year



Coworking
Operator Of The
Year



Most Preferred
Coworking Spaces



Influential Leader Of
India – Mr. Amit Ramani



Iconic Leader –
Mr. Amit
Ramani



Coworking
Project of the
Year



Entrepreneur of the Year:
Real Estate- Amit Ramani



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



Star Woman Lawyer Of The
Year – Ms. Ranju Goyal



General Counsel of
the Year- Real Estate



CMO Of The Year-
Ms. Sheetal Vanwari



Women Achievers In
Marketing – Ms. Sheetal
Vanwari



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

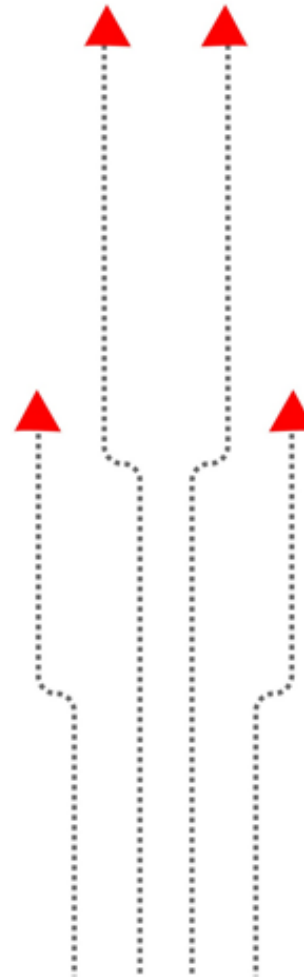
Increase focus on Awfis Transform, Awfis Care and allied services

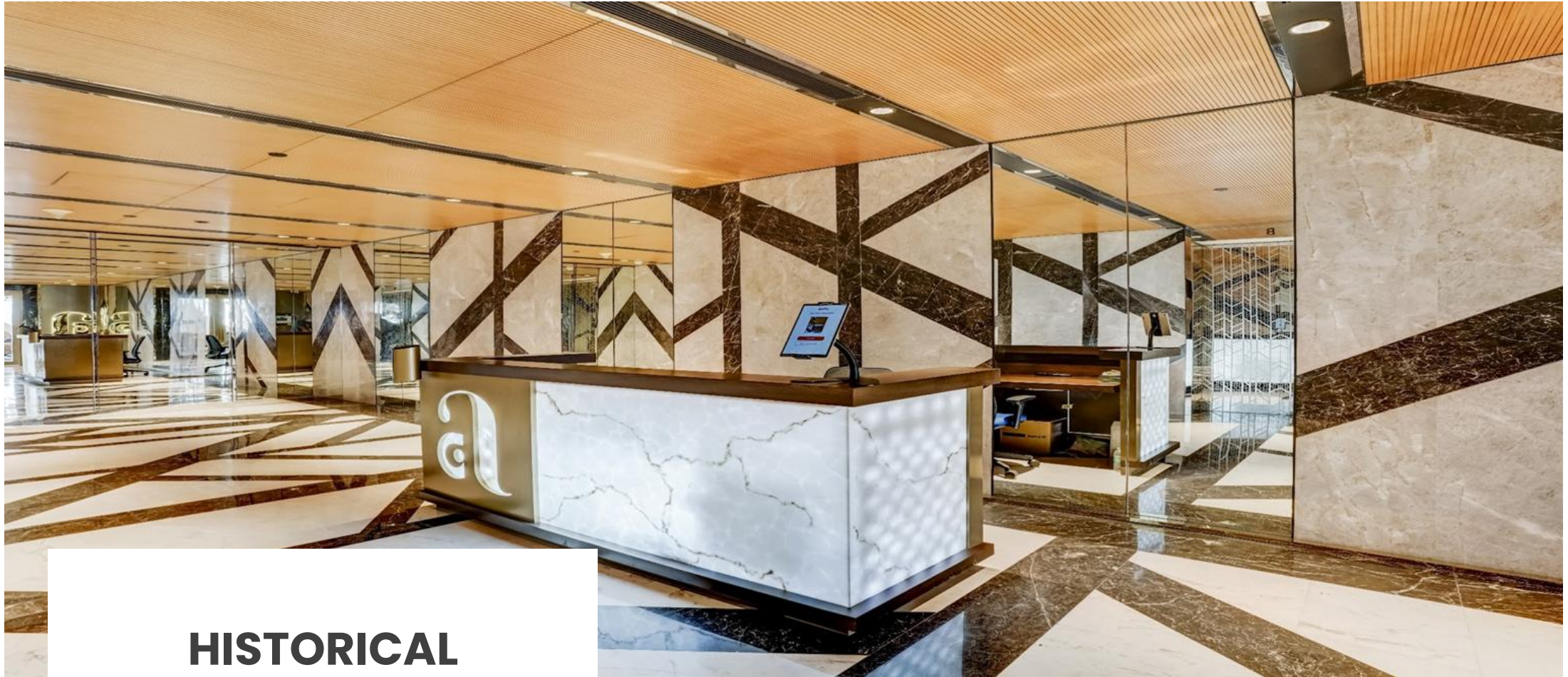
Continue catering to a wider range of clients, tailoring to their needs

Improving operational efficiency

Higher cost efficiencies through a stronger vendor base

Streamline operations and leverage new-age technologies



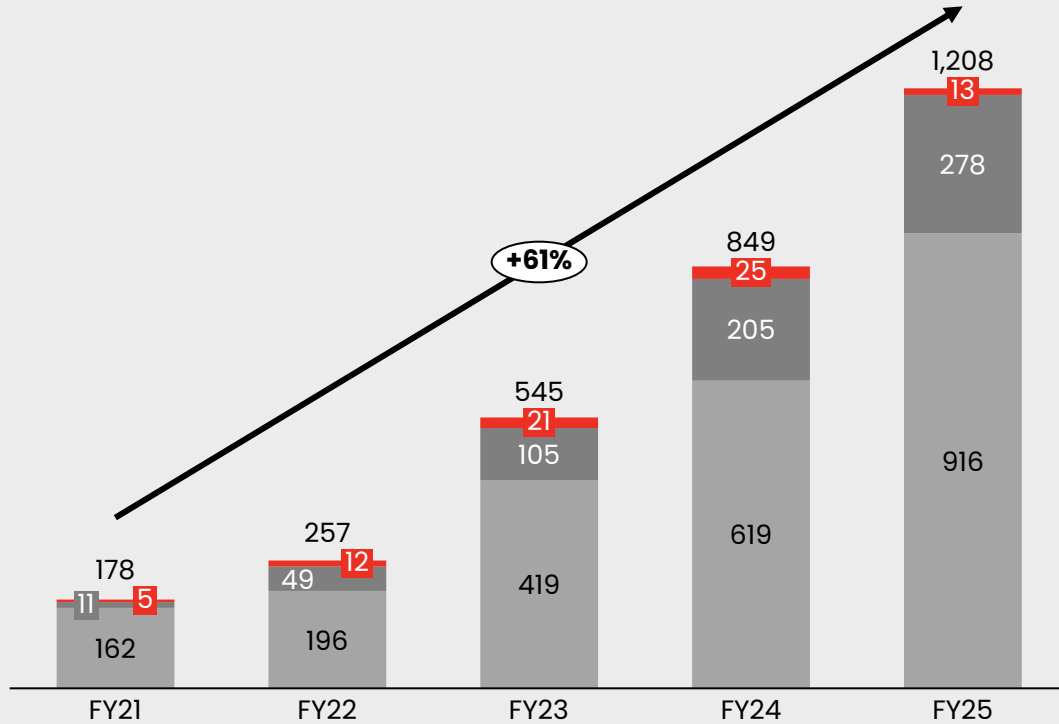


HISTORICAL FINANCIALS

ROBUST FINANCIAL METRICS

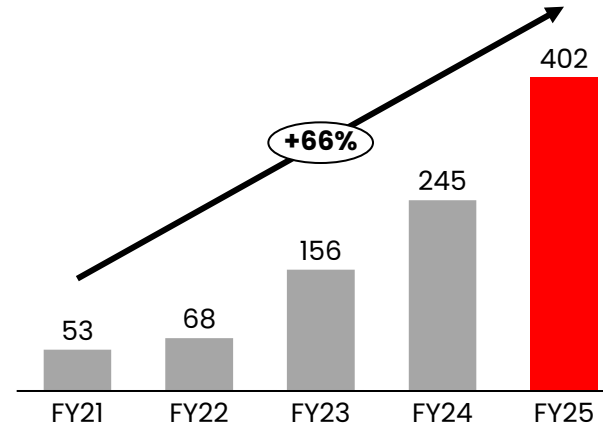
In Rs. Crs

Revenue from Operations

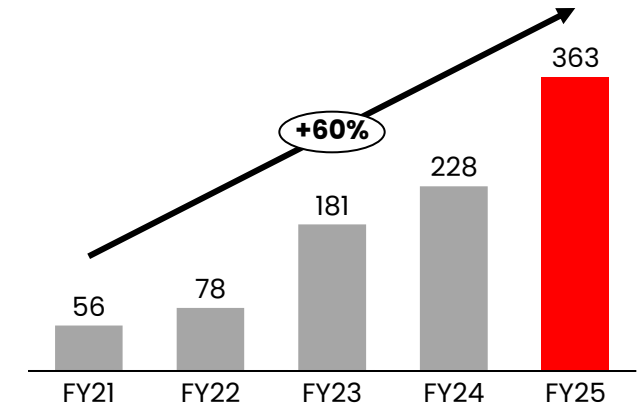


- Others
- Construction and fit-out projects
- Co-working space on rent and allied services

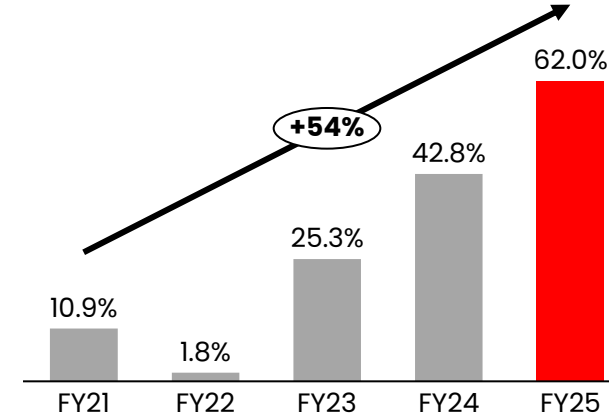
Operating EBITDA



Net Cash Flow From Operations



ROCE#



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

DESIGN PORTFOLIO



DESIGN PORTFOLIO



DESIGN PORTFOLIO





awfis

**THANK
YOU**

Company

awfis

CIN: L74999DL2014PLC274236

cs.corp@awfis.com

www.awfis.com

Investor Relations

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

Ms. Ami Parekh / Mr. Pratik Shah

E: ami.parekh@sgapl.net / p.s.shah@sgapl.net

T: +91 8082466052 / +91 9870030585

www.sgapl.net