

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: Press Release- Financial results the quarter and Financial Year ended March 31, 2025**

Dear Sir/Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed herewith is the press release issued by the Company on the captioned subject, the content of which is self-explanatory.

The above information is being made available on the website of the Company <https://www.awfis.com/investor-relations>.

We request you to kindly take this on your record and suitably disseminate it to all concerned.

**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**

**Corporate and Regd. Office**

Awfis Space Solutions Limited

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**CIN:** L74999DL2014PLC274236

**Awfis Achieved Highest Ever Yearly Revenue of Rs. 1,208 crores in FY25  
Operational Revenue Soars 42% Y-o-Y**

**FY25 Guidance Achieved**

- **~135k Total Operating Seats**
- **~42% Total Revenue Growth**
- **~440 bps EBITDA Margin Improvement**

**Mumbai, 26<sup>th</sup> May 2025:** Awfis Space Solutions Limited (Awfis) a leading flexible workspace solutions provider company in India has released its audited financial results for the quarter and year ended 31<sup>st</sup> March 2025

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."

**Operational Highlights:**

Particulars	Mar'24 Operational	Additions	FY25 Operational	Under Fit-out	FY25 Total	Signed LOI <sup>+</sup>	FY25 Total + Committed Pipeline
Seats (Nos.)	95,030	39,091	<b>1,34,121</b>	18,451	1,52,572	11,187	1,63,759
Centers (Nos.)	160	48	<b>208</b>	22	230	13	243
Chargeble Area (Mn Sq Ft)	4.8	2.1	<b>6.9</b>	0.9	7.8	0.6	8.4

<sup>+</sup>LOI refers to Letters of Intent signed with space owners

**Consolidated Financial Highlights:**

	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					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%

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

### **FY25 Consolidated Financial Highlights**

- **On Reported basis:**
  - 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

### **Q4FY25 Consolidated Financial Highlights**

- **On Reported basis:**
  - 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

# awfis

## Awfis Space Solutions Limited

### **About Awfis Space Solutions Limited**

Awfis Space Solutions Ltd. ('Awfis') is India's leading and only listed flexible workspace solutions provider offering the largest network of agile workspaces. The company enables small and large corporates to seamlessly book and utilize workspaces as per their requirement and convenience. The comprehensive suite of solutions includes Flex Space Solutions (Coworking and Customized Managed Offices), Mobility Solutions, Design & Build, Awfis Café, and TechLabs-advanced tech infrastructure. With a strong presence in 18 cities and 200+ centres, Awfis serves over 3,000 clients across diverse industries, ensuring scalable and adaptable workspace solutions for businesses of all sizes. For more information: Please log on to [www.awfis.com](http://www.awfis.com). In addition, connect with us on Facebook, Instagram and LinkedIn.

### **Safe Harbor Statement**

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential product characteristics and uses, product sales potential and target dates for product launch are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors.

### **For more information, please contact**

Company:

**Awfis Space Solutions Limited**



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Investor Relations (IR) Advisors:

**Strategic Growth Advisors Pvt. Ltd.**



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