

03.06.2021

The Department of Corporate Services  
**BSE Limited**  
PJ Towers, Dalal Streets  
Mumbai-400001  
**(BSE SCRIP CODE 539522)**

Sub: Investor Presentation pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosures Requirements) Regulation, 2015


Dear Sir,

Please find enclosed the Investor Presentation for the Q4 and FY 2021 pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosures Requirements) Regulation, 2015

You are requested to take the same in records.

Thanking you.

For Grovy India Limited



**Pooja Jain**

**Company Secretary & Compliance officer**

**GROVY INDIA LTD.**



# INVESTOR'S PRESENTATION

Q4 & FY 2021





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## AN OVERVIEW

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Grovy India limited was established in the year 1985, with a purpose of developing extraordinary real estate properties that would change the scenario of the construction industry. Equipped with teams of skilled and experienced engineers, architects, planners and designers Grovy has established itself as developers of 'Boutique Apartments'.

So far, Grovy India is active as one of the Top Builders in South Delhi with many luxury housings developed by our team. Due to the overwhelming response from our esteemed customers we have ventured into Delhi/NCR all the way to the holy reverie of Rishikesh.

Our prosperity is driven by delivering the properties on time as well as to actualise projects that are cost effective. With more than 30 years of involvement in the land development we are ceaselessly extending and have gotten ready for extension in the global markets. The organisation's Board of Directors is constituted by individuals having over 30 years of experience in real estate development.

## OUR MISSION

We aim to be a development expert and leader in the field of retail, commercial and residential spaces to fulfil all our customer's needs. We strive to create quality properties which offer long-term benefits to the community.

## OUR VISION

- ❖ **Customer service:-** We visualise our customers to be our greatest assets hence their satisfaction is our biggest aim. We make all our efforts in the direction of offering valued services to each of our customers in a value-added manner.
- ❖ **Employees satisfaction:-** Our company believes in fostering an employee-friendly environment that permits the employees to show entrepreneurship and leadership behaviour among them.
- ❖ **Training and Development:-** We believe that constant learning and training helps in business development hence we encourage training of our employees at various stages and try to build a highly updated organisation.



## PROMOTER PROFILE

Mr. Prakash Chand Jalan,  
Chairman & Director

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- ❖ Mr. Prakash Chand Jalan, a fellow member of Institute of Chartered Accountant of India, is the Executive Chairman of the Company. He has three decades of experience in the real estate sector.
- ❖ He is responsible for the overall working of the Company and is instrumental in making strategic decisions for the Company.
- ❖ Mr Jalan is in charge of all strategic financial activities, business planning, forecasting and analysis, management systems, setting up the internal control framework, and management of all operating funds containing working capital of the company.
- ❖ Mr. P C Jalan has made a value system that is the key reason for the success of the company and this system is followed by his successors Nishit Jalan (CEO) and Ankur Jalan (CFO) of Grovy India Limited.
- ❖ Mr Jalan's transparent working style and ethical values have been inherited by these two energetic leaders.







## TEAM LEADERS

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Mr. Nishit Jalan,  
Chief Executive Officer

- ❖ Mr. Nishit Jalan heads the construction, architectural and purchase departments of Grovy India.
- ❖ He is also responsible for the company's strong public image, which is credited to his expertise in Impression Management.
- ❖ His endeavors, including long-term competitive advantages, has allowed the company to gain high recognition in the social environment.
- ❖ Along with being the CEO of the company, he is actively involved in the management team controlling the administration, PR, corporate image, publicity and art departments.



Mr. Ankur Jalan,  
Chief Financial Officer

- ❖ Mr. Ankur Jalan has graduated in B.Tech from Manipal University and has a Masters in Construction Management from University of Salford.
- ❖ He is instrumental in heading the project viability and execution challenges of the projects.
- ❖ With deep knowledge in urban planning and infrastructure and understanding the nuances of the guiding authorities of the civil planning, he organises the compatible planning of the projects in association with the client's demands.





## TEAM MEMBERS

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### COMPANY SECRETARY,

**Mrs. Pooja Jain**

A Masters in commerce and member of the Institute of Company Secretaries of India, She has an experience of more than 5 years working with listed companies.

### ARCHITECT,

**Mr. Vikrant Sareen**

With an experience of over 15 years as an Architect , Vikrant Sareen has partnered with us in many boutique homes in Delhi as the Principal Architect.

Having had a robust training under his Father Architect S. K. Sareen Vikrant's Architectural philosophy is to practice demand based Architecture offering scope of incorporating clients requirements and ideas creatively in his designs.

### INTERIOR DESIGNER,

**Mrs. Shivani Agarwal**

An Interior Designer by profession from the institute of Pearl Academy of Fashion, Shivani designs the interiors of the residential & commercial spaces constructed by Grovy.

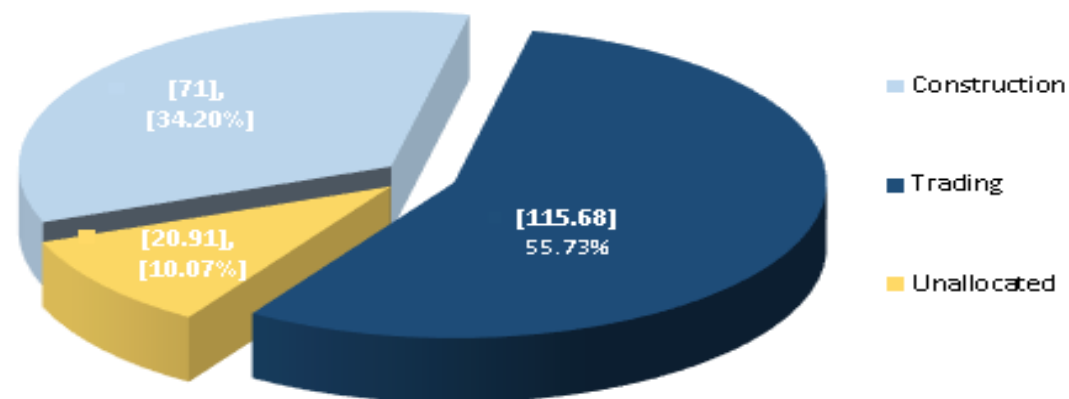
We aim to be a development expert and leader in the field of retail, commercial and residential spaces. With our objective to fulfil all our customer's needs we strive to create 'quality' properties, which offer long-term benefits to the community.



## RESULTS HIGHLIGHTS Q4 FY 2021

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Total Revenue Rs. 207.59 Lakhs



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### *Results summary of the quarter:*

- ❖ Revenue stood at Rs 186.68 Lakhs
- ❖ EBITDA is at Rs. 0.80 Lakhs





## KEY FINANCIAL HIGHLIGHTS - I

(In Lakhs)

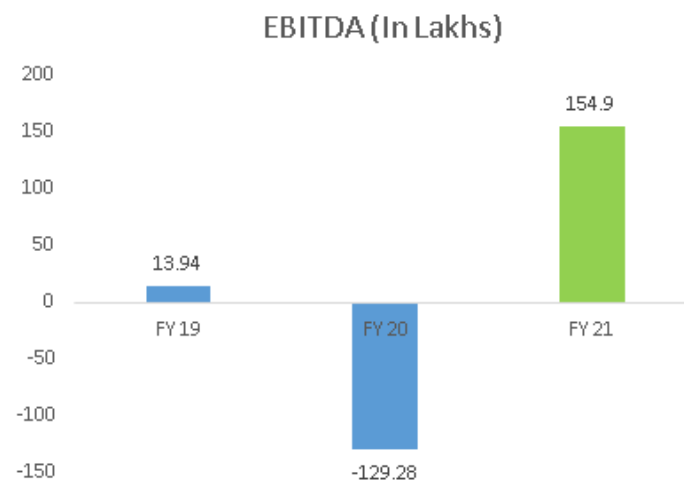
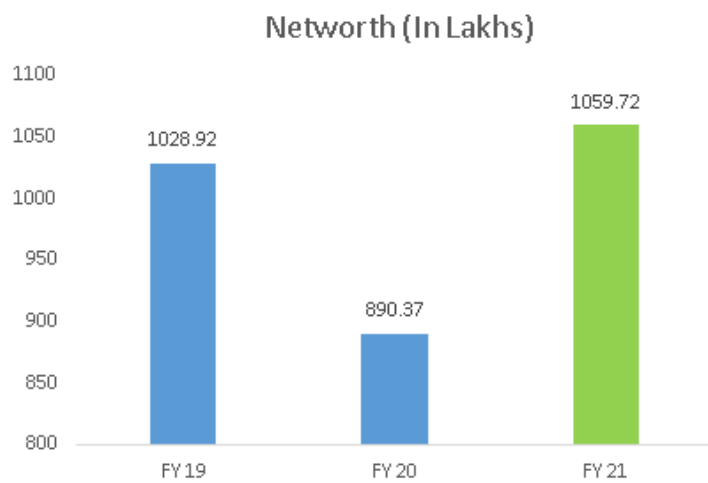
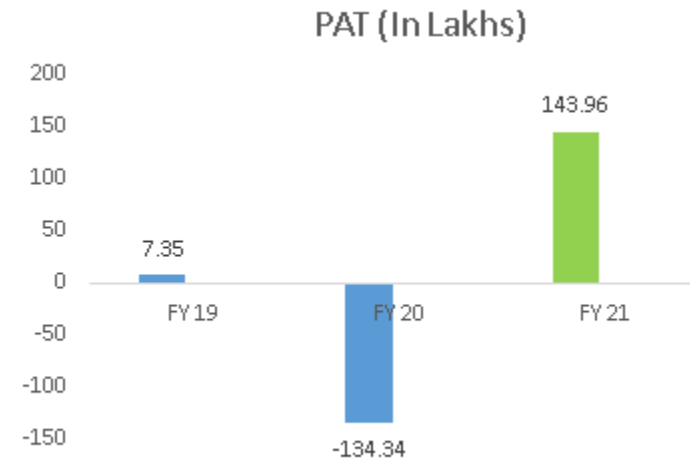
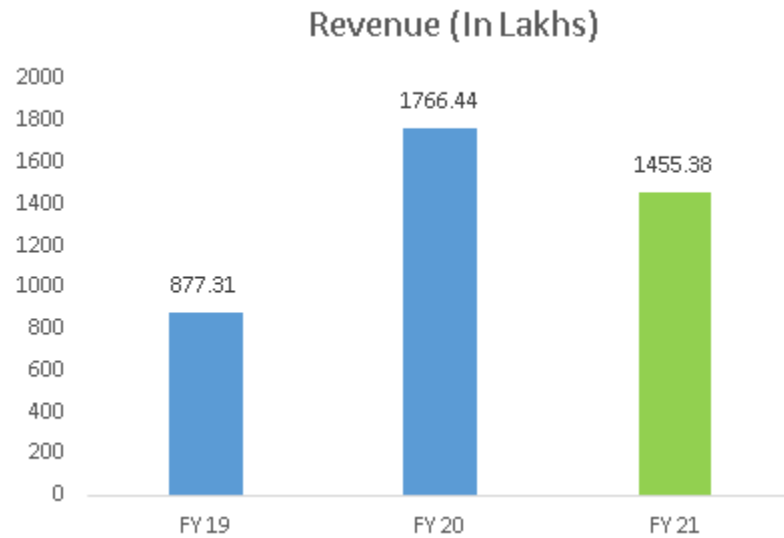
Particulars	FY 2018-19	FY 2019-20	FY 2020-21
Total Revenue	877.31	1766.44	1455.38
EBIDTA	13.94	(129.28)	154.9
Profit Before Tax (PBT)	10.02	(134.34)	145.76
Profit After Tax (PAT)	7.35	(134.34)	143.96
PAT Margin (%)	0.84%	(7.52%)	10.83%
Networth	1028.92	890.37	1059.72
Consolidated Debt	696.93	827.02	597.05
Gross Debt Equity Ratio	0.68	0.93	0.56
Dividend Declared	1%	-	1%

### *Financial summary:*

- ❖ PAT as shown has a growth of 207% Y-O-Y
- ❖ Networth is increased by 19% Y-O-Y
- ❖ EBIDTA as shown has a growth of 220% Y-O-Y



## KEY FINANCIAL HIGHLIGHTS - II





# BUSINESS MODELS

## Outright Model

An Outright business model is where Grovy purchases the entire property and constructs the building to sell.

## Collaboration Model

Collaboration business model is a joint venture where Grovy purchases a portion of the land in exchange for constructing the property.

## Turnkey Model

Turnkey business model is end to end construction by Grovy where the property owner appoints Grovy to design and build as per the client's needs.

**Outright Construction Model**

this is where grovy purchases the entire property and constructs the building to sell.



**Collaboration Construction Model**

like the word defines, collaboration is a joint venture where grovy purchases a portion of land in exchange for constructing the property.

**Turnkey Construction Model**

this is end to end construction by grovy where the property owner appoints grovy to design and build as per the clients' need.



## PROJECT STATUS

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Project Location	Constructed Area	Project Status	Project Type
South Delhi	15,000 Sq. Ft.	Completed	Residential Project
Noida	1,10,000 Sq. Ft.	Ready for fit-out	Commercial Project
South Delhi	10,000 Sq. Ft.	On-going	Residential Project
South Delhi	15,000 Sq. Ft.	On-going	Residential Project
South Delhi	15,000 Sq. Ft.	Project in pipeline	Residential Project



## COMPLETED PROJECTS - I

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### Commercial Project

An eco-friendly, creative, high on energy workplace at a great location, Grovy Optiva is here to present huge benefits for any business.

Area Constructed - 1,10,000 Sq. Ft.

Site - Noida





## COMPLETED PROJECTS - II

### Residential Projects

All posh colonies of South Delhi.  
Area constructed - More than 50,000 Sq. Ft.







## COVID-19 IMPACT ON REAL ESTATE SECTOR

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- ❖ The pandemic caused some temporary disruptions in the economy and in the real estate industry as well. This has impacted the consumer sentiments.
- ❖ Due to the subsequent lockdown restrictions, certain operations and construction activities were impacted as these had to be shut down. Construction activities were gradually returned back to normalcy.
- ❖ The residential segment was impacted as demand continued to remain muted during the period.
- ❖ Despite the pandemic, demand for residential properties is growing and evolving, opening opportunities for mixed-use developments, co-living, senior living, student housing, and other lifestyle trends.
- ❖ With the increase in working from home as part of the overall increase in flexibility from a workplace perspective, the residential unit of the future will need to support this change from a space and functionality perspective.

As per WHO and Government of India guidelines various Covid - 19 protocols were followed by the company and new concepts were adopted like

- ❖ DISINFECTION/ SANITISATION OF SITES AND OFFICE
- ❖ ADOPTION OF WORK FROM HOME POLICY
- ❖ TEMPERATURE CHECKS AT ENTRY POINTS
- ❖ PROMOTION OF REGULAR HAND HYGIENE (HAND WASH AND HAND-SANITISATION)
- ❖ MINIMUM OF 6 FEET DISTANCE IN COMMON PLACES.
- ❖ DISTRIBUTION OF FOOD SUPPLIES IN LABOUR AT SITE.

Adequate safety measures were taken for our workers at all of our sites. No major delay in completion of projects from the earlier scheduled time.





## ESG UPDATE



### Water Conservation

- ❖ Rain-water harvesting system in all projects
- ❖ Water-saving showerheads
- ❖ Water-efficient toilets



### Safety Measures

- ❖ Ensure Electrical Safety at Construction Sites
- ❖ Implement Strict Security and Safety Protocols
- ❖ Make Sure Chemical Storage Safety Requirements are Strictly Followed
- ❖ Display Signage Clearly at the Construction Site



### Social Responsibility

- ❖ Well-designed buildings which improve quality of life and wellbeing
- ❖ Helping to enforce better energy efficiency requirements
- ❖ Giving time or other resources for charitable organisations like Rotary International
- ❖ Paying living wages to all employees
- ❖ Distribution of food and safety supplies to site workers.



## PROMOTIONAL ACTIVITIES

During the year, the Company has taken initiatives to sponsor events -

❖ [The Bollywood Nite - at the India Inslamic Cultural Centre](#)

We firmly believe that it's our responsibility to fund arts and culture in our society. In contributing to and working towards cultural advances in the country, we not only build a robust and ethical brand image but also develop into more diverse and holistic workspaces with more engaged and productive workforces.



❖ [Sports Event](#)









Company has sponsored the T-10 Cricket tournament to promote sports culture and to build a brand image.





## RECOGNITION OR FEATURES IN MAGAZINES

Grovy has featured in the following media/ news publications:-



## TESTIMONIALS

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Below mentioned are the feedback testimonials we have received from some customers of our projects.



*“A very capable and cooperative team that provides fantastic results.”*

**- Grovy’s Customer’s Statement**



*“Excellent service providers. We are very happy with your new home. Our mom is very happy.”*

**- Grovy’s Couple Customers’ Statements**



## TESTIMONIALS

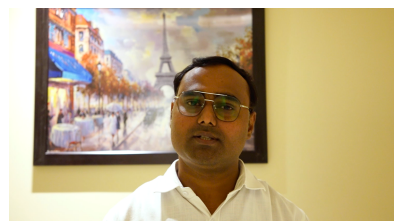
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Below mentioned are some of the feedback testimonials we have received from brokers in the real estate sector.



*“Grovy thinks about the future and adopts new technology unlike ordinary builders.”*

**- Channel partners Statement**



*“As compared to earlier, there is excellent improvement in their work.”*

**- Channel partners Statement**



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**Grovy India Limited**

SINCE 1985

**122, Vinobapuri, Lajpat Nagar 2, New Delhi**

**T: 011- 46740000**

**E: [info@grovyindia.com](mailto:info@grovyindia.com)**

**W: [www.grovyindia.com](http://www.grovyindia.com)**