

IPO ANALYSIS

Sector: Commercial Services

Issue Price: INR 387 to INR 407

Issue Size: INR 576 Cr – INR 583 Cr

Issue Opens/Closes: July 10/ July 14

IPO Basics

Promoters: Neetish Sarda, Harsh Binani, Saumya Binani, NS Niketan LLP, SNS Infrarealty LLP and Aryadeep Realestates Private Limited

Selling Shareholders: NS Niketan LLP, SNS Infrarealty LLP and Space Solutions India Pte.Ltd.

Lead Managers: JM Financial, BOB Capital Markets, IIFL Securities, Kotak Mahindra Capital

Registered Office: South Delhi

Registrar: MUFG Intime India Pvt Ltd

Listing: BSE and NSE

IPO Capital Structure

Offer for Sale	33,79,740 equity shares upto INR 137.56 Cr
Fresh Issue	1,09,33,660 equity shares upto INR 445 Cr
Post Issue No. of Shares	11,41,32,466
Post Issue Market Cap	INR 4,439 Cr – INR 4,645 Cr
Face Value	INR 10
Issue Route	Book Build Issue
<i>All values calculated at upper band</i>	

Financial Snapshot (INR in crs)

Y/E Mar	FY23	FY24	FY25
Equity Share Capital	77.69	79.01	103.19
Net Worth	31.47	50.01	107.51
Total Borrowings	515.39	427.35	397.77
Total Income	744.07	1,113.11	1,409.67
Revenue from Operations	711.39	1,039.36	1,374.06
Revenue Growth (%)	-	46.10%	32.20%
EBITDA	424	659.67	857.26
EBITDA Margin (%)	59.60%	63.47%	62.39%
Adjusted EBITDA as stated	36.36	106.04	172.23
Depreciation & amortisation expenses	356.25	472.72	636
Restated Loss for the Year	(101.05)	(49.96)	(63.18)
Loss as % of Total Income	(13.58%)	(4.49%)	(4.48%)
Return on Capital Employed (%)	11.90%	28.12%	42.30%
NAV per share	3.29	5.19	10.55
EPS– Basic & Diluted	(10.57)	(5.18)	(6.18)
Average Industry P/E			63.18

Shareholding Pattern

Holders	Pre-Issue	Post Issue
Promoters & Promoter Group	65.19%	58.24%
Investor Selling Shareholder	19.00%	14.92%
Public	15.80%	26.84%
Total	100.00%	100.00%

Particulars	Retail Category	NII bid between INR 2 lakhs- INR 10 lakhs	NII bid above INR 10 lakhs
Minimum Bid Lot (Shares)	36	504	2,484
Minimum Bid Lot Amount	INR 14,652^	INR 2,05,128^	INR 10,10,988^
No of Applications for 1x	1,38,262	1,411	2,822

Smartworks Coworking Spaces Ltd

July 07, 2025

Issue Highlights:

- The Company was originally incorporated as “Smart Work Business Centre Pvt. Ltd” at Kolkata in December 2015. The name was changed to “Smartworks Coworking Spaces Pvt. Ltd” In October 2018. Subsequently, on conversion to a public limited company in July 2024, the name was changed to “Smartworks Coworking Spaces Ltd”.
- As of March 31, 2024, the company was the largest managed campus operator, amongst the benchmarked operators in terms of total stock, with a lease signed portfolio of 8.0 million square feet.
- The company’s managed Campus platform consists of a total SBA of 8.99 million square feet across 50 Centres in 15 cities such as Bengaluru (Karnataka), Pune (Maharashtra), Hyderabad (Telangana), Gurugram (Haryana), Mumbai (Maharashtra), Noida (Uttar Pradesh) and Chennai (Tamil Nadu), with 203,118 Capacity Seats, as of March 31, 2025.
- The company has a diverse Client base including Indian corporates and MNCs, such as Google IT Services India, L&T Technology Services, Bridgestone India, Philips Global Business Services, Persistent Systems, Billionbrains Garage Ventures (Groww), MakeMyTrip (India), Concentrix Daksh Services India, Discovery Communications India, Ocwen Financial Solutions.
- As of March 31, 2025, the company’s Operational Centres served 738 Clients occupying 152,619 Seats. Further, as on June 30, 2025, the company had 728 Clients with 169,541 Seats. The company has cumulatively added 217 Clients between March 31, 2023, to March 31, 2025..

Key Risks:

- During Fiscal 2025 derived 75.19% of Rental Revenue from Centres located in Pune, Bengaluru, Hyderabad and Mumbai. Any adverse developments affecting such locations and Centres could have an adverse effect on business, results of operations and financial condition.
- Business is focused on Clients who typically require over 300 Seats across multiple Centres and cities. They may not have equal negotiating power with such Clients and it may be difficult to find suitable replacements upon termination of agreements with such Clients, which could adversely affect the business, cash flows, results of operation and financial performance.

Particulars	No of Shares at Lower Band (INR CR)	No of Shares at Upper Band (INR CR)	Issue size amount at Lower Band (INR CR)	Issue size amount at Upper Band (INR CR)	% Of Issue
QIB	73,90,773	71,10,630	286.02	289.4	50%
NIB	22,17,233	21,33,190	85.81	86.82	15%
-NIB2 (Bid above INR 10 Lakhs)	14,78,155	14,22,127	57.2	57.88	-
-NIB1 (Bid between INR 2 to 10 Lakhs)	7,39,078	7,11,063	28.6	28.94	-
Retail	51,73,543	49,77,443	200.22	202.58	35%
Employee	1,07,142	1,01,351	3.75	3.75	
Total	1,48,88,691	1,43,22,614	576	583	100.00%

An Indicative Timetable Post Issue Closing

Particulars	Tentative Date
Finalization of Basis of Allotment	July 15, 2025
Refunds/un-blocking of ASBA Accounts	July 16, 2025
Credit of Equity Shares to DP Ac	July 16, 2025
Trading Commences	July 17, 2025

Company & Directors

The Company was originally incorporated as “Smart Work Business Centre Pvt. Ltd” at Kolkata in December 2015. The name was changed to “Smartworks Coworking Spaces Pvt. Ltd” In October 2018. Subsequently, on conversion to a public limited company in July 2024, the name was changed to “Smartworks Coworking Spaces Ltd”. The company is an office experience and managed campus platform. As of March 31, 2024, the company was the largest managed campus operator, amongst the benchmarked operators in terms of total stock, with a lease signed portfolio of 8.0 million square feet. The company has leased, and it managed a total super built-up area of 8.99 million square feet as of March 31, 2025

Brief Biographies of Directors & Key Managerial Personnel

Atul Gautam is the Chairman and a Non-Executive Director of the Company. He has been associated with the Company as a director since 2024. Previously, he was associated with Punjab National Bank for over 3 decades. He has also been associated with the Indian Banks’ Association as a senior advisor. He has ~ 42 years of experience in the field of banking and the financial sector.

Neetish Sarda is the Founder and Managing Director of the Company. He has been associated with the Company since its incorporation, i.e. December 17, 2015. He is responsible for overseeing critical operational and growth-oriented functions of the Company. He has also been associated with Vision Comptech Integrators Limited as a director.

Harsh Binani is the Founder and the Executive Director of the Company. He has been associated with the Company since 2017. He is responsible for overseeing the finance, corporate and support functions of the Company. Previously, he was associated with McKinsey & Company, Chicago. He has ~ 14 years of experience in management consulting and the flexible workspace industry.

V K Subburaj is an Independent Director of the Company. He has been associated with the Company since 2024. He was an IAS officer and served as the secretary to the Department of Pharmaceuticals, Ministry of Chemicals and Fertilisers, Government of India. He has 33+ years of experience in administration services in various Ministries of the Government of India. He has also been a technical member on the National Company Law Tribunal, New Delhi.

Rajeev Rishi is an Independent Director and has been associated with the Company since 2024. Previously associated with the Indian Banks’ Association, Oriental Bank of Commerce, Central Bank of India, and YES Trustee Limited. He has 37+ years of experience in the banking sector of India.

Pushpa Mishra is an Independent Director of the Company. She holds a bachelor’s degree in law from the University of Calcutta. She has been enrolled with the Bar Council of West Bengal since November 19, 1997. She has experience in the fields of commercial law, company law, arbitration law, constitutional law and other allied laws. She has been associated with the Company since 2024.

Ho Kiam Kheong is a non-executive (nominee) Director of the Company, and a nominee of Space Solutions India Pte Ltd. He was appointed on the Board in 2024. He is currently the President – India, Keppel Real Estate Division (“Keppel”) and is responsible for Keppel’s real estate investments and operations in India. He has 35+ years of experience in real estate investments, development and operations across various geographies.

Punam Dargar is the Company Secretary and Compliance Officer of the Company. She is currently responsible for the corporate secretarial and compliance functions of the Company. She holds a bachelor’s degree in commerce from the University of Calcutta. She is an associate of the Institute of Company Secretaries of India. She has been associated with the Company since January 7, 2020 and has received a remuneration of INR 1.64 million in Fiscal 2024.

Sahil Jain is the Chief Financial Officer of the Company. He is currently responsible for accounting, banking, and secretarial functions within the Company. Previously, he was associated with Religare Finvest Limited as an executive trainee. He has been associated with the Company since June 6, 2022.

OBJECTS OF THE ISSUE

Objects	Amount (INR CR)
• Repayment/ prepayment/ redemption, in full or in part, of certain borrowings availed by the Company	114.00
• Capital expenditure for fit-outs in the New Centres and for security deposits of the New Centres	225.84
• General Corporate Purposes	[•]
Total	[•]

OFFER DETAILS

Fresh Issue	No. of Shares	WACA per Equity Share (INR CR)
<i>Fresh Issue (INR 445 Cr[^])</i>	<i>Upto 1,09,42,874 [^] Equity Shares</i>	-
Offer for Sale by:	No. of Shares	WACA per Equity Share (INR CR)
NS Niketan LLP - <i>Promoter Selling Shareholder</i>	<i>Up to 4,90,000[^] Equity Shares</i>	16.14
SNS Infrarealty LLP - <i>Promoter Selling Shareholder</i>	<i>Up to 3,10,000[^] Equity Shares</i>	13.72
Space Solutions India Pte. Ltd - <i>Investor Selling Shareholder</i>	<i>Up to 25,79,740[^] Equity Shares</i>	107.25

(^ at upper price band)

SHAREHOLDING PATTERN

Shareholders	Pre-offer		Fresh Issue and Offer for sale Shares [^]	Post-offer	
	Number of Equity Shares	% of Total Equity Share Capital		Number of Equity Shares	% of Total Equity Share Capital
Promoter and Promoters Group					
<i>Promoter</i>	6,72,34,013	65.16%	8,00,000	6,64,34,013	58.21%
<i>Promoters Group</i>	38,400	0.04%	0	38,400	0.03%
Total for Promoter and Promoter Group	6,72,72,413	65.19%	8,00,000	6,64,72,413	58.24%
<i>Other Selling Shareholder</i>	1,96,10,398	19.00%	25,79,740	1,70,30,658	14.92%
<i>Public - Others</i>	1,63,06,781	15.80%	1,09,42,874	3,06,29,395	26.84%
Total Public	3,59,17,179	34.81%		4,76,60,053	41.76%
Total Equity Share Capital	10,31,89,592	100.00%		11,41,32,466	100.00%

(^ at upper price band)

SECONDARY TRANSACTIONS

Date	Transferor	Transferee	Shares	Transfer Price (in INR)	Amt (INR CR)
September 10, 2024	NS Niketan LLP	Jagdish Naresh Master	9,65,000	430	41.50
	SNS Infrarealty LLP	Jagdish Naresh Master	1,97,791	430	8.51
		Pivotal Enterprises Pvt. Ltd	6,97,674	430	30.00
		Ananta Capital Ventures Fund 1	5,81,396	430	25.00
September 20, 2024	SNS Infrarealty LLP	Ananta Capital Ventures Fund 1	4,44,444	450	20.00
		Bharat Jaisinghani	2,88,889	450	13.00
		Reina R Jaisinghani	2,22,222	450	10.00
		Nikhil Ramesh Jaisinghani	88,889	450	4.00
		Neeta Umesh Dharnidharka	88,889	450	4.00
		Girdhari Thakurdas Jaisinghani	88,889	450	4.00
		Ghanshyam Soni	11,111	450	0.50
		Usha Agarwal	11,111	450	0.50
		Rajnish Inderlal Sharma	11,111	450	0.50
		Tusk Investments Limited	4,07,811	450	18.35
September 21 ,2024	SNS Infrarealty LLP	Madhu Wadhwa	11,111	450	0.50
		Sharad Jayprakash Taparua	11,111	450	0.50
		Total	41,27,449		180.85

During CY2024, the Company's Promoter & Promoter Group issued 41,27,449 Equity Shares (24,41,861 Shares 430/share and 22,66,984 Shares 450/share), to Jagdish Naresh Master, Pivotal Enterprises Pvt. Ltd, Ananta Capital Ventures Fund 1 and others.

BUSINESS OVERVIEW

Smartworks Coworking Spaces is an office experience and managed Campus platform. As of March 31, 2024, the company was the largest managed campus operator, amongst the benchmarked operators in terms of total stock, with a lease signed portfolio of 8.0 million square feet (mn sq. ft.). The company has leased, and it manages a total SBA of 8.99 mn square feet as of March 31, 2025.

The company provides value-centric pricing and superior office experience vis-à-vis traditional workspaces, with access to enhanced services and amenities. The company focuses on mid-to-large Enterprises and has built a growing Client base, which includes Indian corporates, MNCs operating in India and startups. The company equips its Campuses with modern and aesthetically pleasing designs, integrated proprietary technology solutions and amenities such as cafeterias, sports zones, Smart Convenience Stores, gymnasiums, crèches and medical centres.

Company's Scale: The company's managed Campus platform consists of a total SBA of 8.99 million square feet across 50 Centres in 15 cities such as Bengaluru (Karnataka), Pune (Maharashtra), Hyderabad (Telangana), Gurugram (Haryana), Mumbai (Maharashtra), Noida (Uttar Pradesh) and Chennai (Tamil Nadu), with 203,118 Capacity Seats, as of March 31, 2025.

Break-up of Super Built Up Area, No. of Centres and Seat Capacity

Particulars	As on June 30, 2025			As on March 31, 2025		
	SBA (mn sq. ft.)	No. of Centres	Seat Capacity	SBA (mn sq. ft.)	No. of Centres	Seat Capacity
Operational Centres	8.31	48	1,90,421	8.09	46	1,83,613
Fit-outs Centres	0.7	2	15,042	0.72	3	15,494
Centre(s) yet to be handed over	1.07	4	26,085	0.18	1	4,011
Total	10.08	54	2,31,548	8.99	50	2,03,118

Source: RHP

As of June 30, 2025, the company has signed non-binding letters of intent/MoUs with Landlords for an additional SBA of 1.46 mn square feet across 3 Centres in Pune (Maharashtra), Kolkata (West Bengal) and Mumbai (Maharashtra). The company has signed term sheets with Landlords in Gurugram for a Centre with a total SBA of 450,000 sq. ft. under the variable rental business model, of which SBA of 33,504 square feet has been operationalised pursuant to agreements entered into by the Company with the Landlord and each of the respective Client(s).

As of March 31, 2025, the company's Operational Centres served 738 Clients occupying 152,619 Seats. Further, as on June 30, 2025, the company had 728 Clients with 169,541 Seats, out of which 12,044 Seats were yet to be occupied at the Operational Centres by the respective Clients.

Details of Committed Occupancy

Particulars	As of June 30, 2025
Capacity Seats in Operational Centres (A)	1,90,421
Committed Seats (B)	1,69,541
Committed Occupancy Rate (B/A x 100)	89.03%

Source: RHP

Market opportunity: As per CBRE, India's commercial office stock (organised stock), which stood at ~ 883 million square feet (Mn Sq. ft) as at March 31, 2025, is estimated to grow at a CAGR of 6.7% to 1,072 Mn Sq. ft by the end of 2027. It is concentrated in the top 9 cities comprising Bengaluru, Mumbai Metropolitan Region ("MMR"), Hyderabad, Gurgaon, Chennai, Pune, Noida, Kolkata, and Delhi in order of size of market.

The company partners with passive and non-institutional Landlords to lease their entire properties, taking on a mix of new and existing buildings with expiring leases. For example, Tower B - Golf View Corporate Towers (Gurugram), with a Super Built-Up Area (SBA) of 144,626 sq. ft and Maple Corporate Park with an SBA of 270,000 sq. ft. The company's success in converting these properties highlights Landlords' preference for the company's managed leasing model, which has unlocked an additional addressable market for the company.

Demand opportunity: As per CBRE, domestic companies are emerging as a strong force in the demand for office space in India. Availability of experienced talent, supportive regulatory framework coupled with quality grade and cost-effective real estate has led to India becoming a preferred location for offices of GCCs and MNCs. These companies may also consider evaluating flexible workspaces to expand their operations in India, which may also support the existing demand for flexible workspace solutions. Owing to the constantly evolving use cases of flexible workspace solutions, some organisations may also evaluate them as potential solutions to support relocations, consolidation, etc., post expiry of their traditional leases.

The share of flexible workspaces stock in non-SEZ occupied office stock across Tier I cities increased from 7% -9% pre-2020 to 14% -16% by the end of 2024. The company is poised to benefit from these tailwinds. Further, as per CBRE, the number of companies with over 10% of their office space being flexible is expected to jump from 42% (Q1 2024) to 59% by 2026. The majority of seats have been getting transacted in 100+ seats cohort categories in flexible workspace centres over the last 2-3 years. This presents a market opportunity for the company, given its Pan-India presence, value-centric pricing and expertise in leasing entire/ large properties. The flexible workspace stock in Tier 1 Cities grew at a CAGR of ~23-24% to 82 mn sq.ft. by the end of 2024. The company, being an early provider of managed office solutions along with its business model and leasing strategy, grew its super built-up area at a CAGR of 38.37% between 2020 and 2024, outpacing the industry growth rate by ~1.5 times. The company continues to benefit from the supply and demand opportunities in the managed workspace segment to grow its business.

Company's operating model - Office experience and managed Campus platform: The company typically focuses on leasing entire/ large, bare shell properties in prime locations from Landlords and transforming them into fully serviced, aesthetically pleasing and tech-enabled Campuses with daily-life and aspirational amenities. The company cater to Clients' needs of all team sizes, from under 50 to over 6,300 Seats, with a specific focus on mid-to-large Enterprises having a requirement of over 300 Seats.

The company standardises designs by using modular and reusable fit-outs and focuses on achieving economies of scale. The company also leverages its proprietary technology to build out and operate Centres. This allows it to offer a one-stop solution to its clients for their workspace requirements. This helps the Clients to focus on their business priorities without worrying about day-to-day management of the workspace. Since the company invests in the initial workspace build-out cost and provides cost-effective and sustainably priced flexible workspace solutions, it allows the Clients to achieve financial and capital efficiencies by allocating capital to their core business. The Clients also benefit from the swift turnaround time of delivery of workspace experience in 45 to 60 days from the date of the contractual arrangement.

Diverse amenities and services offered in the company's Campuses



The company launched value-added services ("VAS") in FY2023, whereby, through revenue sharing arrangement with its service partners, the company offer services like cafeterias, sport zones, Smart Convenience Stores, gymnasiums, crèches and medical centres. Some of the service partners include Chaipoint (Mountain Trail Foods Private Ltd), Park+ (Parviom Technologies Pvt. Ltd), ClearTax (Defmacro Software Pvt. Ltd), Nutritap Technologies Pvt. Ltd and CloudKitch Pvt. Ltd. The company also launched fit-out-as-a-service ("FaaS") in 2024. Under FaaS, the company utilise its design library and vendor network to provide tailored design and build solutions for customers' offices with advance payments from such customers. VAS and FaaS are asset-light businesses for the company with low capital investment and minimal upfront capital deployment, which are margin-accretive.

The company's business model creates a mutually beneficial network effect on both the supply and demand sides. The company transforms large bare shell properties into managed workspaces, which attracts Enterprises and also benefits the landlords. The company's managed Campus platform creates an ecosystem consisting of its key stakeholders: (i) Clients; (ii) Landlords; (iii) Clients' employees; and (iv) service partners, who benefit from the business model and offerings:

Clients: The company specialises in serving large Enterprises that have large teams, multi-city presence and customised infrastructure and operational requirements. The company also serve mid and emerging Enterprises and other organisations, which helps the company expand its business with their growth. Additionally, the company focuses on creating aspirational and daily-life amenities that are likely to enhance well-being, fostering a vibrant and engaging work atmosphere. The company has a diverse Client base that includes Indian corporates and MNCs, such as Google IT Services India Pvt. Ltd., L&T Technology Services Ltd., Bridgestone India Pvt. Ltd., Philips Global Business Services LLP, Persistent Systems Ltd., Billionbrains Garage Ventures Pvt. Ltd. (Groww), MakeMyTrip (India) Pvt. Ltd. Many of its Clients have long-term contractual arrangements with the company across multiple locations.

Landlords: Approximately 70.2% of the total commercial organised stock in India is non-institutionally owned stock as of March 31, 2025. Non-institutional refers to office stock that is held /owned by the developers themselves or has witnessed investment by individual investors and HNI and /or a combination of both. The company derives economies of scale by leasing large properties, while providing rental assurance to the Landlords. Landlords also benefit from the transformation of their properties into 'Smartworks' branded, fully serviced, managed Campuses. The company typically executes long-term lease agreements with the Landlords, ranging from 10 to 15 years, along with a typical lock-in period of up to 5 years for the company.

Service partners: The company has a wide range of service partners such as Chaipoint, Park+, ClearTax, Nutritap Technologies and CloudKitch Pvt. Ltd. Through the service partners, the company provides value-added services and amenities, such as cafeterias, sport zones, Smart Convenience Stores, gymnasiums, crèches and medical centres, to the Clients' employees, who gain access to amenities and services right at their workplaces. The company's service partners also consist of vendors of various fit-outs in the Centres, such as electricals, furniture, and plumbing equipment.

Supply strategy: Commercial properties in tier-1 cities accounted for ~ 90-95% of the total available commercial office space stock in India as of March 31, 2025. The company focuses on leasing entire/ large properties in Tier 1 cities. As of March 31, 2025, the company has established itself in 19 key clusters with 40 Centres with a total SBA of 8.48 mn sq. ft, ensuring its presence in developed and high-growth areas.

Total stock and Flex stock and market share of the company in some of the key clusters in India

Market	Key Cluster	Total stock (mn sq. ft)	Flex stock (mn sq. ft)	SBA managed by Co, (mn sq. ft.)	Market Share of the Co. (%)	
					Total Stock	Flex Stock
Pune	Secondary Business District -West	14.5	4.5 - 5.0	2.00	13.81%	40.81% - 31.1%
Gurgaon	Golf Course Road	10.0	1.6 - 2.1	0.65	6.53%	21.23% - 18.44%
Pune	Central Business District	6.0	3.3 - 3.8	0.70	11.68%	16.00% - 12.8%
Pune	Secondary Business District - East	16.5	2.0 - 2.5	0.32	1.94%	14.30% - 13.51%
Hyderabad	IT Corridor	73.8	8.5 - 9.0	1.22	1.65%	13.75% - 12.86%
Bengaluru	Outer Ring Road	75.0	7.2 -7.7	0.99	1.32%	11.76% - 9.09%
Chennai	Off CBD	10.3	1.7 -2.2	0.20	1.94%	6.86% - 5.96%
Bengaluru	North Bengaluru District	36.4	3.3 - 3.8	0.23	0.62%	6.67% - 5.00%
Gurgaon	DLF Cybercity	12.3	1.5 - 2.0	0.10	0.81%	40.81% - 31.1%

Source: RHP

The company also pursue leasing opportunities in upcoming clusters in Tier 1 cities and Tier 2 cities to address its clients' growth requirements in emerging markets. As of March 31, 2025, the company is present in 5 Tier 2 cities, namely, Jaipur, Kochi, Indore, Coimbatore and Ahmedabad.

Demand Strategy: The company serves Indian corporates, MNCs and startups. While they cater to all categories of Clients, the company is focused on mid-to-large Enterprises, which typically have a requirement of over 300 Seats. Diverse clientele across sectors:



The company pursues multi-Centre (same city) and also multi-city growth opportunities by investing in and nurturing longterm partnerships with its clients. For FY 2025, the company witnessed a Seats Retention Rate of 86.83%. Further, the company earned 31.90% of its Rental Revenue from multi-city Clients out of its total Rental Revenue for FY 2025.

Design and technology: Their offers office experiences with modern and aesthetically pleasing designs. The company uses several technologies to develop designs and track processes of office fit-out projects, including its proprietary technology platform – BuildX, which contributes to time-bound turnaround of its project deliveries. Similar to its in-house design capabilities, the company's integrated proprietary technology infrastructure also forms the cornerstone of its managed Campus platform.

Company's growth: The company started operations in 2016 and in 2 years it expanded to become a national player by the end of FY 2018 with 12 Centres across 9 Tier 1 cities. In FY 2019, the company created a platform for mid-to-large Enterprises, enabling them to transition from conventional to fully managed workspaces. In FY2020, Singapore-based Keppel Ltd, a global asset manager and operator, made an investment of INR 177.22 Cr, through Space Solutions India Pte. Ltd (formerly Lisbrine Pte Limited). This investment provided the company with financial backing and valuable industry expertise. It also enabled the company to expand its business and reach out to large Enterprises and Landlords with the enhanced 'Keppel' brand association. Further, the company expanded its operations between FY2023 and FY2025 by adding a total SBA of 2.83 million square feet under its management, with a CAGR of 20.80%.

COMPETITIVE STRENGTHS

Market leadership backed by scale and steady growth

As of March 31, 2024, the company was the largest managed campus operator, amongst benchmarked operators, with a lease signed portfolio of 8.0 mn sq. feet. The company has a total of 4 lease signed centres in India above 0.5 million square feet in size, with the largest centre of ~0.7 mn sq. feet, located in Vaishnavi Tech Park in Sarjapur, ORR in Bengaluru.

The company's managed Campus platform consists of a total SBA of 8.99 mn square. feet. across 50 Centres in 15 cities such as Bengaluru (Karnataka), Pune (Maharashtra), Hyderabad (Telangana), Gurugram (Haryana), Mumbai (Maharashtra), Noida (Uttar Pradesh) and Chennai (Tamil Nadu), with 203,118 Capacity Seats, as of March 31, 2025.

Over the last 8 years, the company has established a Pan-India 'Smartworks' brand with proven expertise in managing workspaces. Additionally, the company's ability to lease large properties and cater to managed office requirements of mid-to-large Enterprises is demonstrated by (i) CAGR of 20.80% in total SBA managed by the company between FY2023 to FY2025; and (ii) CAGR of 38.98% of Revenue from operations between FY2023 to FY2025.

Ability to lease and transform entire/ large properties across India's key clusters into amenities-rich 'Smartworks' branded Campuses

The company's ability lies in partnering with Landlords, especially passive and non-institutional, to lease entire/ large properties in key clusters in India. As of March 31, 2025, the company is present across 14 Indian cities and in Singapore. As of March 31, 2025, the company was present in 19 out of the 28 key clusters. About 94.37% of the SBA under the company's Management as of March 31, 2025, is in these key clusters in India's Tier 1 cities.

The company has the ability to do active asset management, which typically involves the company overseeing the common area maintenance and building operations. This allows the company to meet Clients' needs and maintain quality standards consistently across its Centres. The company has outsourced facility management and common area maintenance of its Centres to TalbotForce, a facility management company.

Focus on acquiring Enterprise Clients with higher Seat requirements as well as emerging mid-to-large Enterprises, and grow with them

The company caters to the needs of all team sizes, from less than 50 to greater than 6,300 Seats, with a specific focus on mid and large Enterprises that typically have a requirement of 300+ Seats. The company's largest Client deal size was over 6,300 Seats in FY 2025, over 4,800 Seats in FY 2024, and over 3,500 Seats in FY 2023, demonstrating the company's value proposition and focus on serving large Enterprises. The mid-to-large Enterprises typically form long-term contractual arrangements, committing to workspaces for extended tenures and lock-in periods. This long-term commitment enhances the company's business stability and revenue predictability.

Weighted average total tenure and weighted average lock-in tenure based on Seat cohorts

Particulars	As at March 31st,		
	FY25	FY24	FY23
Weighted average total tenure (Months)	46	46	46
0-100 Seats	45	35	34
101-300 Seats	39	40	43
300+	50	49	49
Weighted average lock-in tenure (in Months)	32	30	30
0-100 Seats	23	24	22
101-300 Seats	31	27	27
300+	34	33	32

Large Enterprises also generally have multi-city/Centre presence, including both in Tier 1 and Tier 2 cities. The company's existing partnerships with such Clients help the company to anticipate their growing workspace requirements and align the company's growth plans with theirs

Rental Revenue from Clients with multi-city presence

Particulars	As at March 31st,		
	FY25	FY25	FY25
Rental Revenue from multi-city Clients (in INR Cr) (A)	409.04	302.54	220.31
Rental Revenue (in INR Cr) (B)	1,282.17	987.03	664.58
Rental Revenue from multi-city Clients as % of Rental Revenue (A/B x 100)	31.90%	30.65%	33.15%

By serving Clients across various growth sectors like information technology, engineering, insurance, energy, Ed-tech, ecommerce, fintech and consulting, the company reduces concentration risk.

Execution capabilities backed by cost efficiencies, effective processes and technology infrastructure

The company's commercial model and standardised operations resonate with the price-conscious ethos of the Indian market. The company invests in the initial workspace to build out cost-effectively and provides cost-effective and sustainably priced flexible workspace solutions.

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As per CBRE, the cost of fit-out is INR 2,400 per square feet, on leasable area based on cost benchmarks for fit-out for a typical flexible workspace centre. The Average operating expenditure, including CAM, typically ranged between INR 40-60 per square foot/month for a typical managed campus facility across a prominent cluster of a Tier I city. As of March 31, 2025, the company's budgeted capital expenditure per square feet at ~ INR 1,350, and the monthly Centre operation cost between INR 34 to INR 36 per square feet, were lower vis-à-vis a typical managed campus facility across a prominent cluster of a Tier I city.

The company has a cost-efficient sourcing strategy and a wide network of vendors, which helps it cater to the various requirements across the country. As a result, the company expedites fit-outs and delivers ready-to-move-in workspaces to Clients in 45-60 days on average from the date of contractual arrangement.

Further, the company has built a suite of integrated technology solutions to enhance the Clients' experience, ensure active property management capability, operational efficiency and service delivery. Given the proprietary nature of the company's technology solutions, it collects relevant data from multiple touchpoints, analyses it and uses it to further improve the operations, manage scale and mitigate business risk.

Financial acumen and strategic execution abilities make the company capital efficient, resulting in savings the equity on capital expenditure and working capital

The company's payback period, which is the time period for recovery of capital invested at a Centre level, is shorter than the industry payback period. Further as per CBRE, the payback period for the operator is expected to be 51-52 months from the fit-out commencement cycle and nearly 45-46 months from the date of operations. As of March 31, 2025, the average payback period for the company's Mature Centres is 30-32 months from the date of deployment of capital for fit-outs. Moreover, the company's receivable days have been consistently less than 10 days for Fiscals 2025, 2024 and 2023, underscoring the benefits of the company's advance rental model and its ability to collect Client receivables on time.

Risk mitigating strategy allows the company to build a financially stable business model

The company's business model, based on risk risk-mitigating strategy, ensures that it grows and thrives in a competitive market while providing a stable and predictable environment to its clients.

Asset liability mismatch risk: The company's pricing strategy strives to achieve Rental Revenue from Clients, which is at least double the lease rentals the company owes to its landlords. As of March 31, 2025, the contracted lease rental income covers the company's rental obligations for FY 2026 & FY2027, in terms of the lease agreements executed with the landlords. As on the date, the contracted lease rental income from balance lock-in period is INR 2,060.42 Cr.

Client concentration: One of the company's largest Clients occupies only 13.18% of the total Capacity Seats in its Vaishnavi Tech Park, Bengaluru, Centre. The company does not have Client concentration risk as seen in table below:

Particulars	As at March 31st,		
	FY25	FY25	FY25
Rental Revenue (INR Cr)	1,282.17	987.03	664.58
Rental Revenue from Top Client (INR Cr)	56.54	26.782	16.502
Rental Revenue from the top 20 Clients (INR Cr)	355.93	267.22	196.28
% of Rental Revenue of Top Client (%)	4.41%	2.71%	2.48%
% of Rental Revenue of Top 20 Clients (%)	27.76%	27.07%	29.53%

Cyclical risks: The company typically enter into long-term agreements with the Landlords as well as with the Clients. During the COVID-19 pandemic in FY2021 and FY2022, the business model protected the company from downward market risks. During this period, the company did not have any material Client agreement terminations and also did not witness any material default in lease rental payments by the company's Clients.

The company's leadership team is supported by a strong management team comprising Key Managerial Personnel and Senior Management. The company's management team's experience ranges across real estate, product design, information technology, projects, sales, strategy, investor relations, finance and human resources. The company's Board has an optimum mix of executive, non-executive and independent directors from diverse backgrounds such as real estate, banking, administrative services and law. The company is further supported by investors like Keppel Ltd. (through Space Solutions India Pte. Ltd (formerly Lisbrine Pte Ltd)), who regularly advise the company on a range of topics that are crucial for its growth.

KEY PERFORMANCE INDICATORS - OPERATIONAL PARAMETERS

Particulars	As at March 31st,		
	FY25	FY24	FY23
Cities	15	13	12
Centres	50	41	39
Operational Centers	46	39	39
Super Built Up Area (Mn sq. ft)	8.99	8.00	6.16
Number of Capacity Seats in all Centres	2,03,118	1,82,228	1,37,564
Number of Capacity Seats in Operational Centres	1,83,613	1,63,022	1,37,564
Number of Occupied Seats in Operational Centres	1,52,619	1,30,047	1,05,568
Occupancy rate in Operational Centres (%)	83.12%	79.77%	76.74%
Number Of Clients	738	603	521
Seats Retention Rate (%)	86.83%	88.27%	96.24%

Source: RHP

REVENUE FROM OPERATIONS

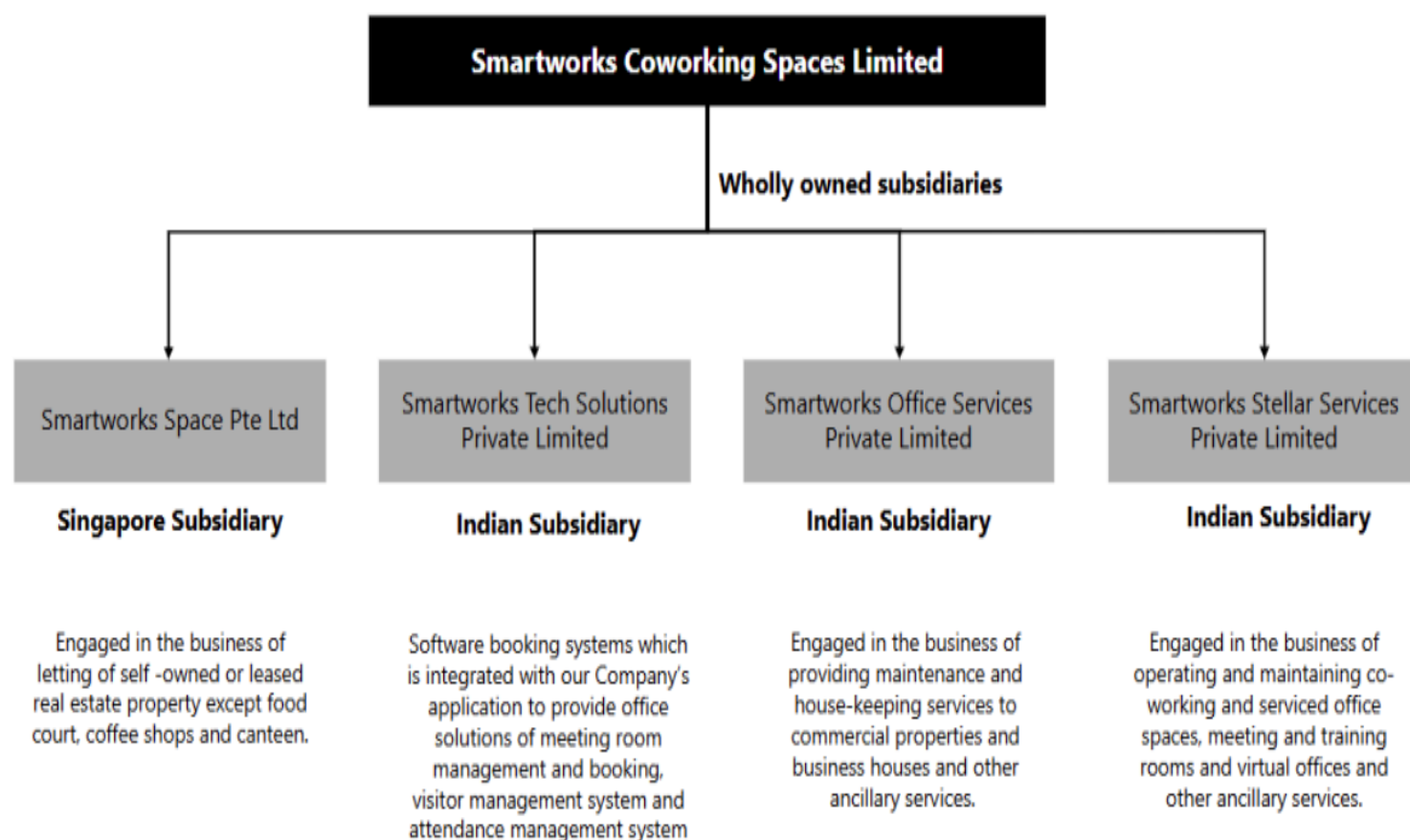
Particulars	As at March 31st,		
	FY25	FY24	FY23
Revenue from lease rentals	1,289.27	997.06	687.46
Revenue from design and fit-out service	34.70	-	-
Revenue from ancillary services	48.88	41.99	23.93
Revenue from software fees	1.20	0.31	-
Revenue from operations	1,374.06	1,039.36	711.39

Source: RHP

OTHER OPERATIONAL METRICS

Particulars	As at March 31st,		
	FY25	FY24	FY23
Number of Tier 1 cities	9	9	9
Number of Capacity Seats for Mature Centres	1,61,744	1,44,959	86,063
Number of Occupied Seats for Mature Centres	1,43,415	1,25,776	75,027
Occupancy rate for Mature Centres (%)	88.67%	86.77%	87.18%

Source: RHP



KEY BUSINESS STRATEGIES

The company intends to capitalise on the market leadership, learnings, and expertise to further scale the core business

As of March 31, 2024, we were the largest managed campus operator, amongst the benchmarked operators in terms of total stock, with a lease signed portfolio of 8.0 mn sq. feet. The company's scale of operations and steady growth have led to industry leadership.

As per CBRE, 70% of the occupiers indicated their intention to increase the size of their office portfolio over the next 2 years. Occupiers are increasingly drawn to modern integrated parks packed with amenities including F&B outlets, outdoor open spaces, fitness & wellness centres, and community events, among others. Adoption of "core+flex" strategies by multiple startups and corporate enterprises resulted in an increase in demand for flexible workspaces.

The company's strategy is to continue to lease entire/ large properties across India and grow the portfolio. The company will endeavour to offer enhanced and superior workspace experiences through various value-added services and amenities in its Centres that help in the well-being of the Clients' employees. The company will also continue to focus on increasing long-term relationships with existing Clients, who often have multi-city / Centre managed workspace requirements. The company plans to strengthen its position as a suitable Pan-India infrastructure and service partner to Enterprises seeking managed workspaces and flexible solutions to support their growth requirements.

Enhance capital efficiency through a variable rental business model and managed contracts

The company plans to strategically expand into variable rental and management contract models as well. In the variable rental model, capex costs are borne by the company; however, rental obligations only start once the company has leased the respective portion of the space to its clients. Client security deposits and Landlord contributions on building improvements offset capital expenditure cost, making it a capital-efficient strategy. The variable rental model will further de-risk the company's business and eliminate occupancy-related risks while yielding better unit economics.

In the management contract model, capital expenditure is split in a pre-determined ratio with the Landlords. As of June 30, 2025, we have signed term sheets with Landlords in Gurugram for a Centre with a total SBA of 450,000 square feet under the variable rental business model, of which SBA of 33,504 square feet has been operationalised pursuant to agreements by the Company with the Landlord and the respective Clients.

Scale up the new revenue streams, which are margin-accretive

The company has developed significant capabilities of providing bundled solutions using its sourcing, technology and design capabilities

Value Added Services: The company started offering VAS from Fiscal 2023 through revenue-sharing partnerships with service partners. Typically, value-added services are usually 0% - 10 % of the overall revenue generated by the centre, providing a large untapped opportunity. This can be capitalised by diversifying the VAS offerings by providing daily life and aspirational amenities to the Clients' employees, leading to an increase in revenue through VAS.

Fit-out-as-a-service: The company started offering FaaS from 2024 to enterprises that have their own/ self-leased and managed offices. There is an increasing demand from such Enterprises for tech-enabled design and build services for their offices. In April 2024, the company entered into an arrangement with a client named First Source Ltd, for the fit-out of an office space with an SBA of 99,429 square feet. The company intends to expand this business line in the coming years, opening a new revenue stream and expanding the overall business growth.

Continue to build proprietary technology to improve operational efficiency and create opportunities for monetisation

Through its various technology solutions, the company has built an integrated platform that connects Clients, clients' employees and service partners. This allows the company to continually explore new opportunities to add value for all components of its ecosystem.

To become a sustainable company

The company aims to significantly enhance its commitment to sustainability and social responsibility. Some of the initiatives already being undertaken by the company include:

Energy: The company has invested in a proposed captive solar project having a solar capacity of 9.9 MWp.

Water conservation: The company have installed aerators in 20 Centres, which helps in reducing tap water usage.

Waste reduction: The company has reduced single-use plastics and paper waste by replacing tissues with hand dryers in washrooms.

Tracking and reporting: The company has implemented monthly consumption tracking for energy, water, and waste.

COMPARISON WITH INDUSTRY PEERS

Company Name	Revenue from Operations (INR CR)	FV (INR)	CMP (INR)	P/E (X)	EPS (INR)		RoNW (%)	NAV/ share (INR)	Mcap (INR CR)
					Basic	Diluted			
Smartworks Coworking Spaces	1,374.06	10.00	[●]	[●]	(6.18)	(6.18)	(58.76)	10.55	[●]
Awfis Space Solutions	1,207.54	10.00	610.95	68.52	26.40	26.40	14.78	65.97	4,335.48

Restated Consolidated Statement of Assets and Liabilities

Particulars (INR Cr)	As at March 31st,		
	FY25	FY24	FY23
ASSETS			
Non-current assets			
Property, plant and equipment	1,137.99	963.86	829.29
Right-of-use assets	2,628.19	2,440.26	2,894.71
Capital work-in-progress	135.48	63.31	41.87
Intangible assets	14.19	7.56	0.44
Intangible assets under development	3.28	8.56	10.26
Investments	10.96	11.28	-
Other financial assets	229.01	156.10	149.29
Deferred tax assets (net)	133.60	117.21	99.60
Income tax assets (net)	12.71	40.62	21.82
Other non-current assets	90.19	73.17	65.28
Total non-current assets	4,395.60	3,881.93	4,112.57
Current assets			
Trade receivables	25.53	14.09	14.32
Cash and cash equivalents	49.67	38.76	118.24
Other bank balances	19.26	13.62	84.10
Other financial assets	42.41	66.42	25.43
Other current assets	118.39	132.27	117.68
Assets classified as held for sale	255.26	265.16	359.77
Total current assets	255.26	265.16	360.94
Total Assets	4,650.85	4,147.08	4,473.50
EQUITY AND LIABILITIES			
Equity share capital	103.19	79.01	77.69
Other equity	4.69	-29.01	-46.23
Total equity	107.88	50.01	31.47
Liabilities			
Non-current liabilities			
Lease liabilities	2,802.77	2,629.51	3,140.06
Borrowings	216.03	239.75	299.83
Other financial liabilities	257.03	230.88	188.65
Provisions	7.12	5.26	4.50
Other non-current liabilities	43.41	36.68	27.29
Total non-current liabilities	3,326.35	3,142.07	3,660.33
Current liabilities			
Lease liabilities	536.84	378.73	257.56
Borrowings	181.74	187.60	215.56
Trade payables	115.88	119.81	94.25
Other financial liabilities	334.05	224.97	180.20
Provisions	1.57	0.96	0.62
Current tax liabilities (net)	0.10	-	-
Other current liabilities	46.44	42.93	33.52
Total current liabilities	1,216.62	955.00	781.70
Total Equity and Liabilities	4,650.85	4,147.08	4,473.50

Source: RHP

Restated Consolidated Statement of Profit and Loss

Particulars (INR Cr)	As at March 31st,		
	FY25	FY24	FY23
INCOME			
Revenue from operations	1,374.06	1,039.36	711.39
Other income	35.61	73.75	32.68
Total income	1,409.67	1,113.11	744.07
EXPENSES			
Operating expenses	416.03	302.94	220.02
Employee benefits expense	65.37	49.61	40.84
Finance costs	336.34	328.32	236.66
Depreciation and amortisation expenses	636.00	472.72	356.25
Other expenses	35.39	27.15	26.53
Total expenses	1,489.13	1,180.73	880.30
Restated loss before tax	(79.46)	(67.62)	(136.23)
Total tax credit	(16.28)	(17.67)	(35.18)
Restated loss for the year	(63.18)	(49.96)	(101.05)
Other comprehensive income	0.33	0.12	0.03
Restated total comprehensive loss for the year	(62.85)	(49.83)	(101.02)
Restated loss per share - Basic & Diluted (INR)	(6.18)	(5.18)	(10.57)

Source: RHP

Restated Consolidated Statement of Cash Flows

Particulars (INR Cr)	As at March 31st,		
	FY25	FY24	FY23
Restated Profit/(Loss) before tax	(79.46)	(67.62)	(136.23)
Adjustments Related to Non-Cash & Non-Operating Items	942.93	729.30	545.77
Operating Profits before Working Capital Changes	863.47	661.67	409.54
Adjustments for Changes in Working Capital	34.63	100.42	125.04
Net cash generated from operations before tax	898.10	762.09	534.58
Income tax paid – (net)	30.42	(18.79)	(02.75)
Net cash generated from operating activities (a)	928.52	743.30	531.83
Net cash used in investing activities (b)	(276.07)	(192.16)	(306.63)
Net cash used in financing activities (c)	(637.71)	(577.18)	(170.58)
Net (decrease) / increase in cash and cash equivalents during the period (a+b+c)	14.74	(26.04)	54.62
Cash and Cash Equivalents at Beginning of the Year	(3.68)	22.36	(32.26)
Cash and Cash Equivalents at End of the Year	11.06	(3.68)	22.36

Source: RHP

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