Date: November 03, 2026

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 – 400001
NSE Scrip Symbol: AWFIS	**BSE Scrip Code:** 544181
ISIN: INE108V01019	**ISIN:** INE108V01019

Subject: Investor Presentation on Unaudited (Standalone & Consolidated) Financial Results ("UFRs") for the quarter and half year ended September 30, 2026

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, investor / analyst presentation for the Earnings' Conference Call scheduled for tomorrow i.e. November 04, 2026 at 10:30 A.M. (IST) on the UFRs for quarter and half year ended September 30, 2026, is enclosed herewith.

The above information will also be available on the website of the Company at https://www.awfis.com/investor-relations/initial-public-offer/financials.

We request you to kindly take this on your record.

Thanking You.

For Awfis Space Solutions Limited

SHWETA GUPTA

Digitally signed by SHWETA GUPTA
Date: 2026.11.03 18:06:59 +05'30'

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

Encl: as above



awfis | INVESTOR PRESENTATION | Q2 FY27 | NOVEMBER 2026

SAFE HARBOR

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EXECUTIVE SUMMARY

Q2 FY27

We are pleased to report another quarter of steady performance, supported by continued demand from large enterprises & GCCs, alongside our ongoing focus on premiumisation and operational efficiency. Normalised Revenue for Q2 FY27 stood at **₹451 Cr**, growing **26% YoY**, taking H1 FY27 revenue to **₹888 Cr**, up **30% YoY**. Cash EBITDA grew **45% YoY** to **₹49 Cr**, with margins at **10.8%**, taking H1 FY27 Cash EBITDA to **₹93 Cr**, up **40% YoY** with margins **at 10.5%**

Our Reported Revenue stood at **₹439 Cr** in Q2FY27 and **₹864 Cr** in H1FY27, growing **20%** and **23%** YoY, respectively, while Reported EBITDA grew **31%** and **30%** YoY to **₹174 Cr** and **₹336 Cr**, with margins of **39.6%** & **38.9%** respectively.

Our **Co-working business** continued to see strong demand from large corporates, MNCs and multi-centre clients, with revenue growing **31% YoY** to **₹376 Cr** in Q2 and **34% YoY** to **₹740 Cr** in H1 FY27, while **Transform** contributed **₹75 Cr** and **₹149 Cr**, respectively, growing **8%** in **Q2** and **16%** in **H1** supported by a healthy project pipeline and growing cross-selling opportunities.

During the quarter, we added **6 new centres**, taking our total supply to **254 centres** with approximately **174k seats** across **18 cities**, serving a diversified client base of over **3,700+ companies**. Overall portfolio occupancy stood at **76.2%**, while occupancy at centres with more than **12 months** of vintage reached **84.1%**.

Our **premiumisation strategy** continues to gain momentum, with our **Gold and Elite portfolio expanding to 39 centres**. We have strengthened our presence across Pune, Bengaluru, Mumbai and Delhi NCR with new premium Grade A+ centres. Our latest **Awfis 6.0** design further enhances workspace quality, space utilisation and operational efficiency, supporting higher realisations.

Our **GCC portfolio** continues to scale meaningfully, we currently serve **105+ unique GCC clients**, contributing approximately **24%** of rental revenue. Our integrated offerings across co-working, managed offices, design and build, and allied workplace services position us as a long-term partner for GCCs, from their initial entry into India to expansion across multiple locations.

Importantly, our **five growth engines of GCC expansion, premiumisation, multi-format supply, organic growth & retention and value beyond Flex** continue to strengthen our capabilities and support sustainable growth. Our focus on improving occupancy, strengthening client renewals and expanding through capital-efficient supply models is expected to drive higher realisations and profitability.

As we move ahead, we are confident that our strategy is delivering the desired results, with Gold and Elite centres gaining traction and execution strengthening over the last 4–5 quarters. FY27 is a year of transformation, with a continued focus on driving high-quality earnings, improving occupancy across our centres thereby achieving **Cash EBITDA target of ₹190–200 Cr** for the full year .

Amit Ramani
Chairman & Managing Director



Q2 & H1FY27 PERFORMANCE SUMMARY



ROBUST FINANCIALS
Capital Efficient Model

MARKET LEADER
With the Largest Network

BUSINESS MOMENTUM
Key Operating Levers

AWFIS AT A GLANCE

PIONEER IN THE INDIAN FLEXIBLE WORKSPACE INDUSTRY

Rs. 451 Cr (Normalised) Revenue from operations Q2 FY27	**Rs. 376 Cr/Rs. 75 Cr** Coworking and Transform Revenue for Q2 FY27	**10.8%** Cash EBITDA Margin Q2 FY27
3,700+ Total Number of Clients	**270/188K** Signed Supply Centres/Seats[1]	**9.4 Mn** Signed Chargeable Area (Mn Sq Ft)
84.1%/76.2% Mature Centres Occupancy/Blended Occupancy	**~38/27 months** Weighted average total tenure/lock in tenure	**254/174K** Total Supply Centres/Seats[2]

1. Operational ,Under Fitout and Centres with Signed LOI as of September 30, 2026.
2. Operational ,Under Fitout as of September 30, 2026.

Q2 & H1FY27: NORMALISED FINANCIAL HIGHLIGHTS

REVENUE SCALING FAST, PROFITS SCALING FASTER

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Q2 FY27 PEFORMANCE HIGHLIGHTS

Revenue from Operations

Rs. 451 Cr

▲ +26% YoY

Revenue from Co-working

Rs. 376 Cr

▲ +31% YoY

Revenue from construction and fit-out projects

Rs. 75 Cr

▲ +8% YoY

Cash EBITDA / Cash EBITDA Margin

Rs. 49 Cr/10.8%

▲ +45% YoY

H1 FY27 PEFORMANCE HIGHLIGHTS

Revenue from Operations

Rs. 888 Cr

▲ +30% YoY

Revenue from Co-working

Rs. 740 Cr

▲ +34% YoY

Revenue from construction and fit-out projects

Rs. 149 Cr

▲ +16% YoY

Cash EBITDA / Cash EBITDA Margin

Rs. 93 Cr/10.5%

▲ +40% YoY

*All numbers are on Normalized Basis
Conversion adjustments and reconciliations validated by MSKA & Associates LLP under SRS 4400.

SEP'26: CAPITAL EFFICIENCY RATIOS

STRONG FINANCIALS DRIVING SUSTAINABLE GROWTH AND LONG-TERM VALUE

awfis

SUPERIOR CAPITAL EFFICIENCY

Normalized Cash Flow From Operations^

Rs. 100 Cr

Normalized cash flow from operations^/Cash EBITDA

1.08x

Fixed assets turnover ratio*

1.5x

CONSERVATIVE LEVERAGE, STRONG CREDIT PROFILE

Net Debt: Equity/ Gross Debt: Equity Ratio

-0.12x/ 0.11x

Net Debt

-73 Cr

Credit Rating

A+ (Stable Outlook)

* Fixed assets turnover is calculated as annualized revenue from co-working divided by average closing gross block
^Normalized Cash Flow from operations if calculated as reported cash flow of operations – rental payments to landlords.

FIVE ENGINES OF GROWTH

CLARITY OF STRATEGY. DEPTH OF EXECUTION.

01	DEMAND	**GCC: Structural Demand Engine**	**GCCs** are our core enterprise demand engine, serving **105+ GCC clients** through one integrated platform, from India entry to multi-city scale.
02	PORTFOLIO	**Premiumization at Scale**	A growing portfolio of **Gold & Elite centres** in Grade A+ assets, commanding the highest realizations from enterprise clients.
03	SUPPLY	**Multi-format Supply**	Three supply formats for clients: **coworking, managed office and Partial MO**. We lock in Grade A+ supply early through **forward leasing** and partnerships with institutional developers.
04	OPERATIONS	**Organic Growth & Retention**	Faster sales and stronger pricing on new centres and an **in-house AI powered renewals tool** enables us to manage renewals and expansions proactively
05	ADJACENCIES	**Value Beyond Flex**	**Awfis Transform** designs and builds offices for third-party clients, and **ASR (F&B, IT, parking and more)** earns more from every seat.

SINCE OUR IPO: GROWTH ON EVERY METRIC

SELF-FUNDED GROWTH. DISCIPLINED CAPITAL ALLOCATION. SUSTAINED RETURNS.

₹128 Cr

Raised at IPO, MAY 2024

Only capital infusion since listing

₹464+ Cr

Capex Deployed

Q1 FY25 till Q2 FY27

-0.12x

Net Debt / Equity

Net cash maintained throughout

1.5x

Revenue / Gross Fixed Assets

Best in industry

WHAT THAT CAPITAL FUNDED: Q1 FY25 → Q2 FY27

+3.7 mn	**sq ft chargeable area added** 5mn → 8.7mn chargeable area
+64,000	**net seats** 100K → 164K operational seats
+75%	**revenue growth** ₹258 Cr → ₹451 Cr (28.1% CAGR)

BALANCE SHEET PROOF POINTS

+₹17.2	**EPS** Up from ₹1.72 in Q1 FY25 (Annualized), ₹/share
-₹73 Cr	**Net Debt** From -₹190 Cr, net cash position maintained
A+	**Credit Rating (Stable Outlook)** Upgraded from A in May 2025

Unless stated otherwise, Data as of September 30, 2026

NETWORK LEADERSHIP

INDIA'S LARGEST NETWORK OF FLEXIBLE WORKSPACES

Awfis presence **in Nine Tier 1 and Nine Tier 2 cities** across all regions, lets us serve the growing and diverse needs of our clients

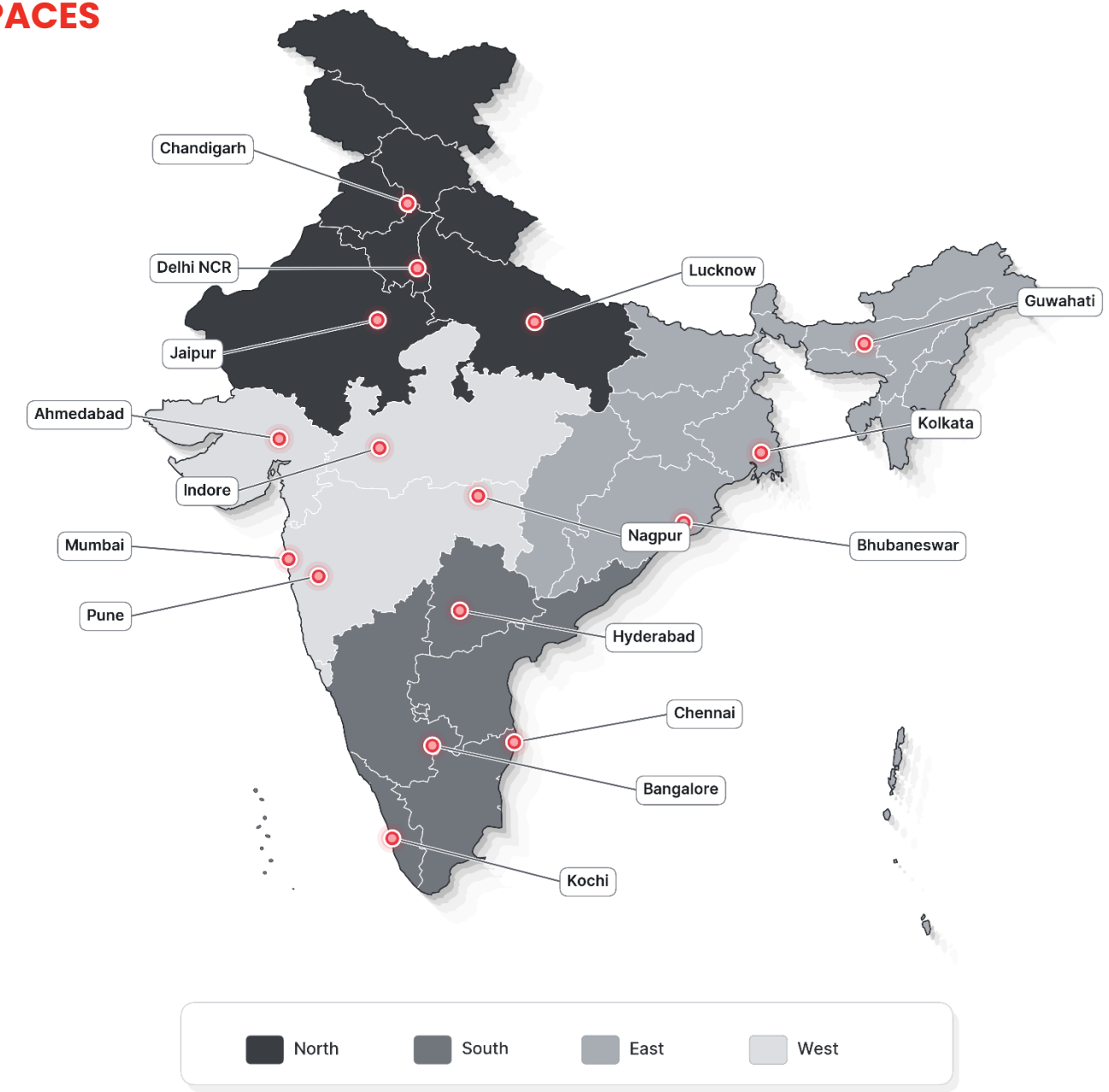
Zone-Wise Breakup

North		South	
12%	30 Centres	40%	104 Centres
11%	19,595 seats	46%	80,522 seats

East		West	
13%	32 Centres	35%	88 Centres
11%	17,963 seats	32%	56,244 seats

Tier-Wise Breakup

Tier 1		Tier 2	
90%	229 Centres	10%	25 Centres
92%	161,089 seats	8%	13,234 seats



All data is for Total Centres and seats, including operational + under fit-out
All data as on September 30, 2026
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

SCALE, QUALITY, AND FORWARD MOMENTUM

NETWORK LEADERSHIP

SIGNED SUPPLY[1]

270	188K	9.4Mn
Centres	Seats	Sq. Ft

TOTAL SUPPLY[2]

254	174K	8.7Mn
Centres	Seats	Sq. Ft

STABLE EXPANSION

SUSTAINED GROWTH MOMENTUM

~7k	6
Gross seats added in Q2	New centre launches in Q2

OVER THE FIRST HALF

~12k	13
Gross seats added in H1	New centre launches in H1

OPERATIONAL CAPACITY **244** Centres **164K+** Seats

(~2.2k seats across 4 centres were exited this quarter)

Asset-light supply: 57% of centres under MA, with fit-out capex funded by landlords

- **100% of new supply** in Grade A/A+ assets - every centre deliberately placed in high-demand micro-markets
- **Partial MO Model:** ~50% enterprise pre-commitment, balanced by coworking demand, driving faster occupancy and revenue visibility

1 - Operational ,Under Fitout and Centres with Signed LOI as of September 30, 2026, 2 - Operational and Under Fitout as of September 30,2026

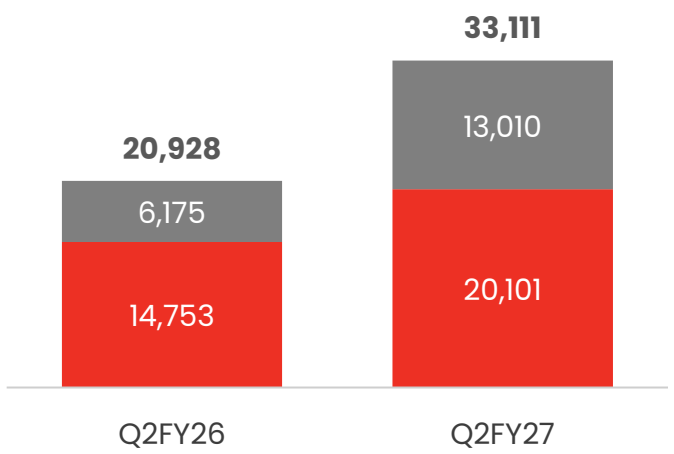
MOVING TOWARDS PREMIUMISATION

PORTFOLIO OF 39 PREMIUM CENTRES WITH 29 GOLD & 10 ELITE CENTRES

SEATS

+12,183

▲ 58% YoY

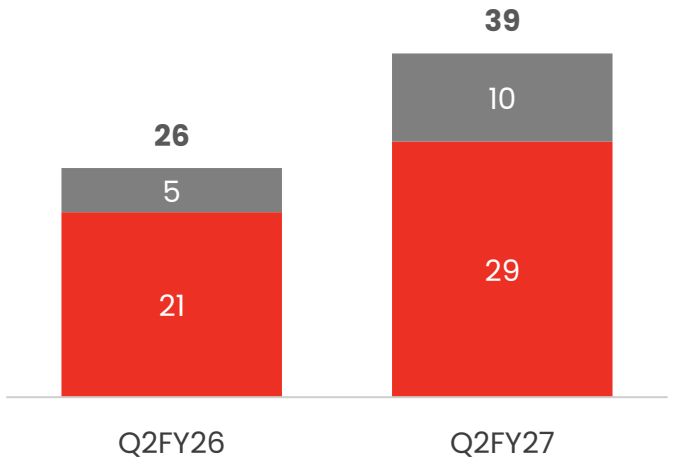


YoY growth	
Gold	+36%
Elite	+111%

CENTRES

+13

▲ 50% YoY



YoY growth	
Gold	+38%
Elite	+100%

Gold Elite

Enterprises pay for premium

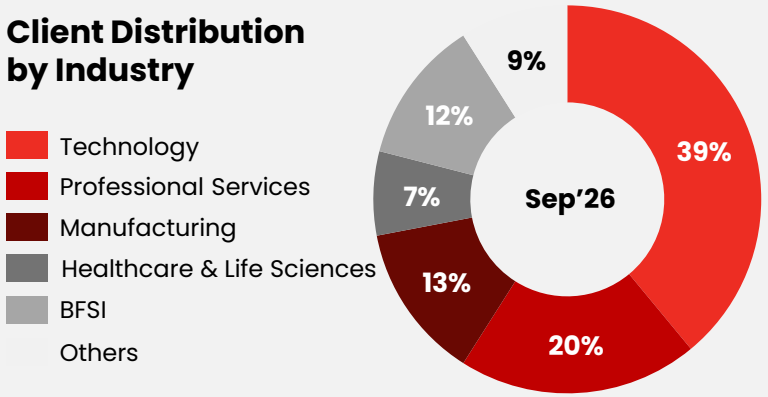
- **Grade A+** locations**, elevated design** and hospitality-led services are driving strong enterprise demand
- Incremental seats are being signed at **~35% higher pricing** versus flagship products, reflecting **customers' willingness to pay** for premium workspaces.
- Growing contribution from premium offerings is **improving portfolio mix** and driving **higher average seat realisations**

Unless stated otherwise, Data as of September 30, 2026

DIVERSIFIED, ENTERPRISE-LED DEMAND

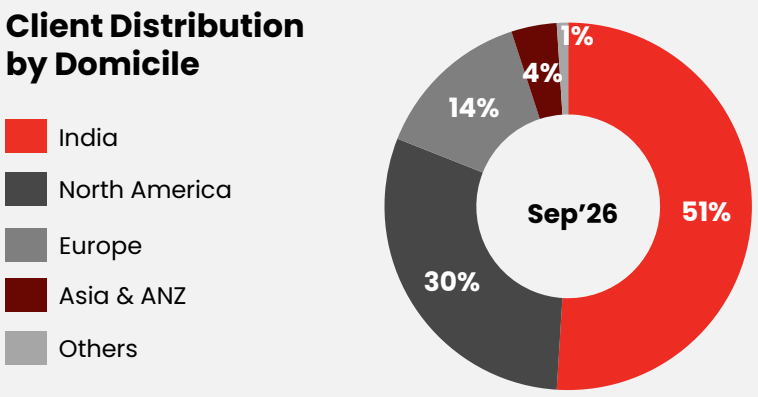
WHO WE SERVE — BY INDUSTRY, GEOGRAPHY, AND TYPE

Client Distribution by Industry



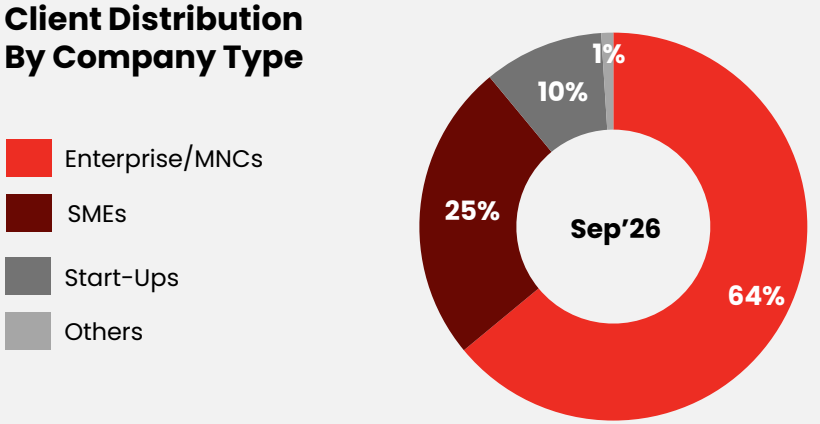
- No high dependence on any single sector— diversification by design, not by chance
- Resilient sectors account for 40%+ - insulating occupancy through cycles

Client Distribution by Domicile



- 51% India base drives occupancy velocity — faster conversions, shorter ramp cycles
- 44% North America and Europe HQs bring structured mandates — better tenures, and realizations, higher allied service revenues

Client Distribution By Company Type



- 64% enterprise/MNC - the revenue anchor, with large tickets, long lock-ins,
- 35% SMEs & start-ups — the velocity and funnel layer, feeding tomorrow's enterprise clients into the platform

Unless stated otherwise, Data as of September 30, 2026

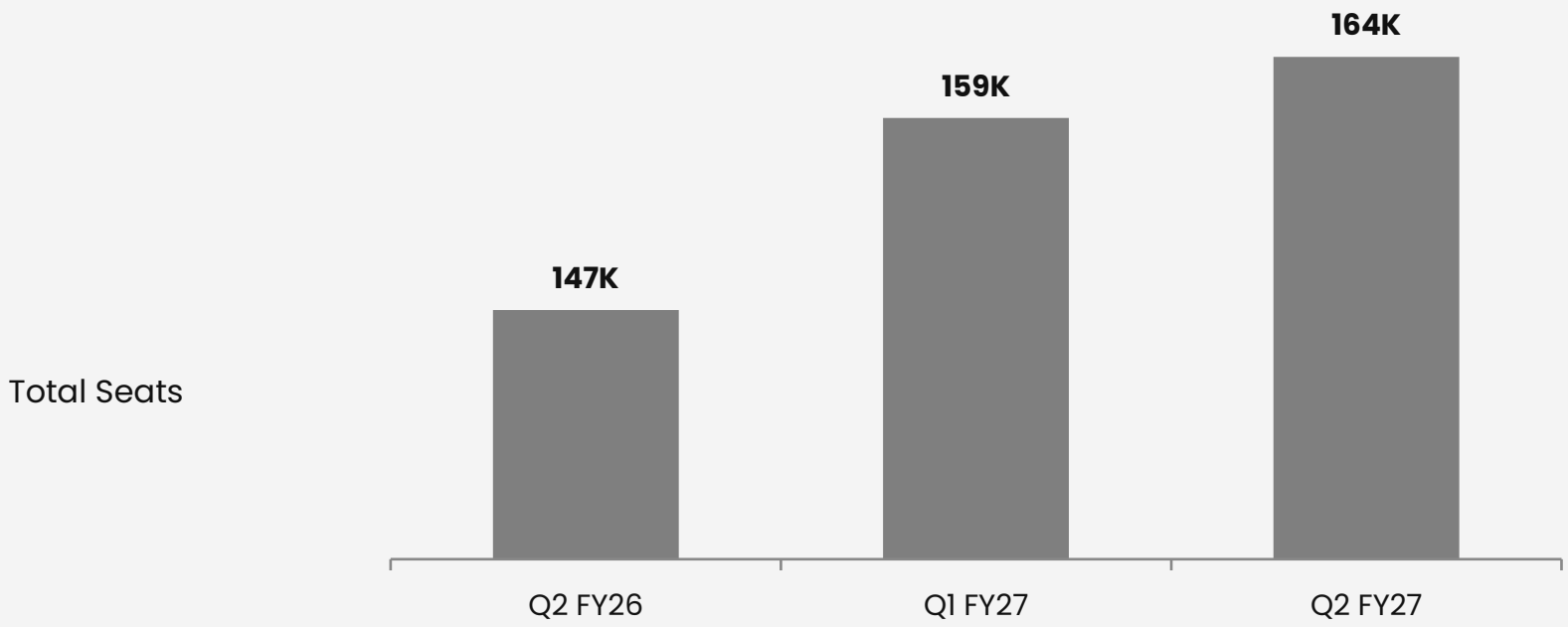
DIVERSIFIED, ENTERPRISE-LED DEMAND

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TOTAL SEATS UP 11.5% YoY; BLENDED OCCUPANCY UP 230 BPS YoY TO 76.2%

PORTFOLIO LEVEL · OCCUPANCY %

	Q2 FY26	Q1 FY27	Q2 FY27
Blended occupancy	73.9%	75.7%	76.2%
>12 mo occupancy	83.7%	83.3%	84.1%



Occupancy change

	QoQ	YoY
Blended	+50 bps	+230 bps
>12 mo	+80 bps	+40 bps

Total Net Seat Growth

QoQ	YoY
+3.1%	+11.5%
+5k net seats	+17k net seats

25K+ seats sold in H1 FY27

Demand continues to build ahead of new capacity.

DIVERSIFIED, ENTERPRISE-LED DEMAND

awfis

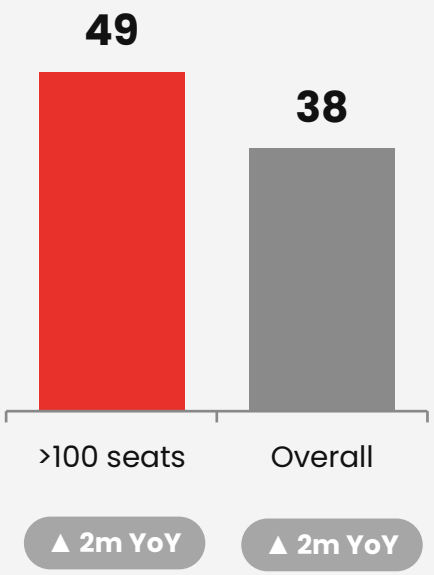
LONG TENURES. HIGH RETENTION. BUILT FOR EVERY COHORT.

Tenure & Lock-in

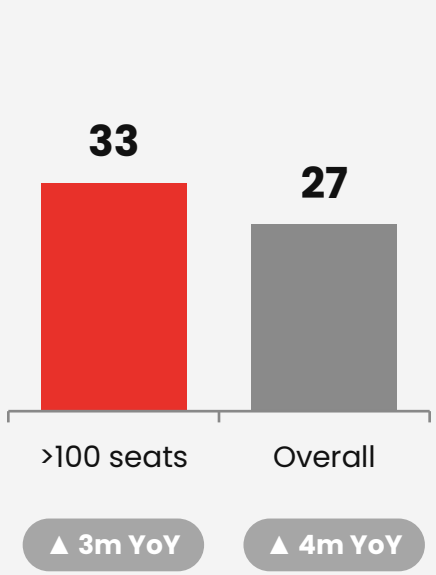
Weighted average · Sep'26

Clients with >100 seats Overall (all clients)

TOTAL TENURE (in months)



LOCK-IN TENURE (in months)



Longer tenures and lock-ins, by design

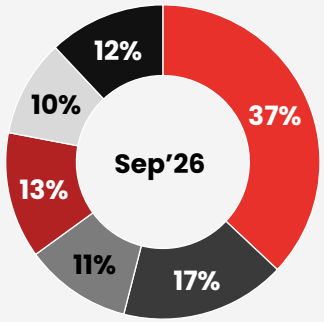
A year-long, deliberate push lifted total tenure by **2 months** for both >100-seat clients and overall.

Lock-ins rose faster: **3 months** for >100-seat clients and by **4 months** overall, translating to higher contracted revenue and steadier occupancy.

Client Mix

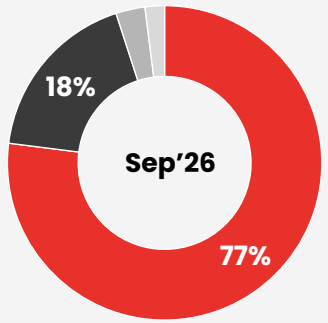
Sep'26

Share of seats by client size



500+	37%
201–500	17%
101–200	11%
51–100	13%
26–50	10%
1–25	12%

Share of clients by tenure



≥24 mo	77%
12–23 mo	18%
6–11 mo	3%
≤5 mo	2%

Unless stated otherwise, Data as of September 30, 2026

BUILT FOR GCCs

FROM FIRST ENTRY TO FULL MANDATE

Awfis GCC Universe: Q2FY27 Update

105+*
Unique GCC[1] Clients

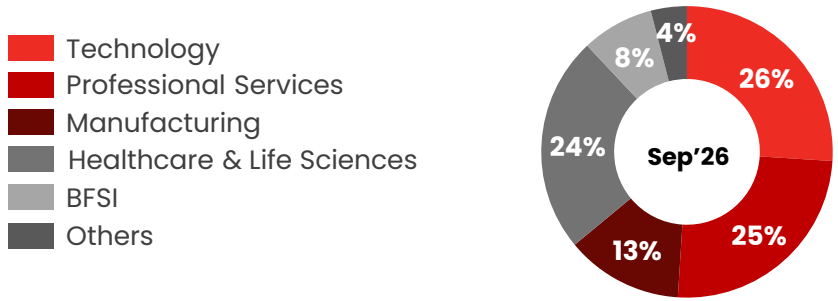
24%
Rental Revenue Share

9
Cities Across India

Global Parentage With North American Dominance



Unique Yet Diversified Sector Exposure



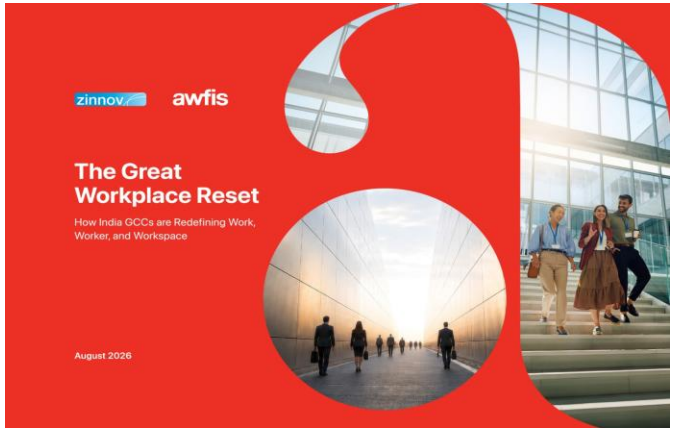
Our GCC Initiatives- H1 FY 27



GCC Confluence Sponsorship, Bengaluru



GCC Leaders Luncheon, Pune



Co-curated GCC Industry Report





GCC Podcast featuring industry experts

'Fortune 500' GCC deal: 1,000+ FTE signed in Chennai, Phase 1 starting in Q4 FY27

* Represents number of GCC clients within the 50+ seat client base at Awfis

AWFIS TRANSFORM

A FULL-FLEDGED, SELF-SUSTAINING GROWTH ENGINE

₹75 Cr
Q2 FY27 D&B Revenue

93%
Third-Party Share

₹220 Cr
Order Book + Advanced Pipeline

WHY THIS IS STRUCTURAL, NOT ONE-OFF

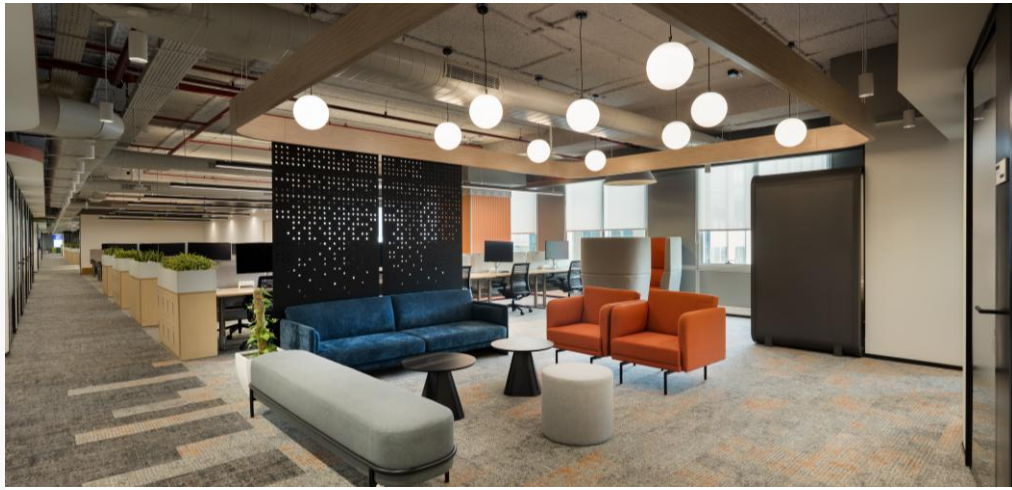
Third-party mix has flipped structurally
From a largely captive fit-out arm to a majority third-party business, now compounding on its own momentum

Winning larger, more strategic mandates
Marquee enterprises increasingly choosing Awfis for multi-city & national fit-outs

A self-reinforcing cross-sell loop
Flex relationships converting into Transform mandates; Transform clients anchoring future flex and MO demand

KEY WINS DURING H1 FY27

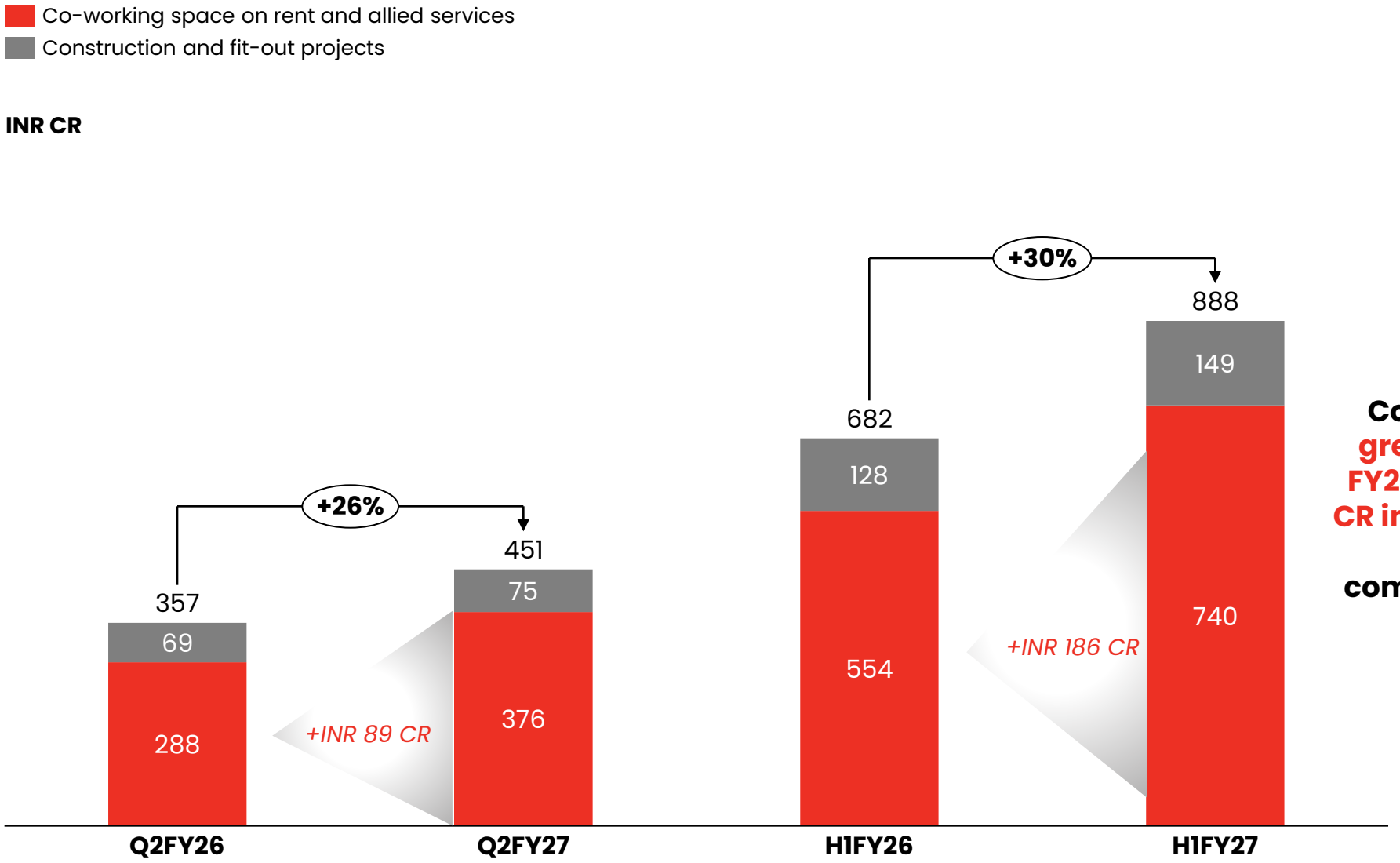
Global Industry Technology major	Renewable energy group	Diversified Pharma Group	Financial Service & Real Estate Group	Global customer experience major
Gurgaon	*Delhi*	*Noida*	*Gurgaon*	*Gurgaon*
~90,000 sq ft	~1.0 lakh sq ft	~90,000 sq ft	~43,000 sq ft	~71,000 sq ft







SEGMENTAL REVENUE BREAK UP



Co-working & Allied Services grew 31% YoY & 34% in Q2 & H1 FY27 respectively, adding Rs. 89 CR in incremental revenue during Q2 and Rs. 186 CR in H1 compounding at a steady scale.

On Normalized basis

FINANCIAL SUMMARY & CASH EBITDA PROFILE

Particulars (INR Cr)	Q2 FY27	Q2 FY26	Y-o-Y (%)	H1 FY27	H1 FY26	Y-o-Y (%)
Reported Revenue	439	367		864	702	
Add: Adjustment of actual rent received on finance lease arrangements[1]	13	(10)		25	(20)	
Normalised Revenue*	**451**	**357**	**26%**	**888**	**682**	**30%**
Co-working space on rent and allied services	376	288	31%	740	554	34%
Construction and fit-out projects	75	69	8%	149	128	16%
Reported EBITDA	**174**	**132**	**31%**	**336**	**259**	**30%**
Add: Impact of finance lease arrangements	13	(10)		25	(20)	
Less: Rental payments traced from cash flow statement	(136)	(96)		(268)	(181)	
Add: Non-Cash loss on closure of centers	-	3		-	3	
Add: Other impact of IND AS	(1)	(0)		(1)	(0)	
Derived EBITDA*	49	29		92	61	
Add: Non-Cash ESOP Expenses	(1)	4		1	6	
Cash EBITDA	**49**	**34**	**45%**	**93**	**67**	**40%**
Cash EBITDA%	**10.8%**	**9.4%**		**10.5%**	**9.8%**	
Less : Finance costs on borrowings	3	2		6	3	
Less : Depreciation and amortization expenses[2]	34	26		66	50	
Add : Other income	(2)	(3)		(3)	(5)	
Operating profit before tax	**13**	**9**	**56%**	**25**	**18**	**35%**
Operating *PBT%*	**3.0%**	**2.4%**		**2.8%**	**2.7%**	

*M S K A & Associates LLP (formerly known as M S K A & Associates) vide there Agreed upon procedures report dated November 3, 2026 has validated the above conversion adjustments and have issued an agreed-upon procedures report on the reconciliation of Profit before Tax and Revenue for the quarter and six months ended September 30, 2026 along with reconciliation of EBITDA (as defined in the Agreed Upon Procedures Report), in accordance with SRS 4400, "Engagements to Perform Agreed Upon Procedures regarding Financial Information," issued by the Institute of Chartered Accountants of India.

#Q2 & H1FY26 financials have been derived using the same methodology and calculation framework adopted for the Q2 & H1FY27 financials on normalized basis..
1. Net of initial recognition under finance lease
2. Does not include accelerated depreciation on account of change in estimate of useful lives of property, plant and equipment resulting from centre closure earlier than planned

CASH EBITDA: TRACED TO THE REPORTED CASH FLOW – H1 FY 27

awfis

IND AS 116 ADJUSTMENTS FROM REPORTED EBITDA TO CASH EBITDA (INR Cr, H1 FY27)

Reported EBITDA		A Add: Finance lease adjustment rentals invoiced on finance leases, net of initial recognition		B Less: Rent paid to landlords lease payments to landlords		Other adjustments other Ind AS impacts, non-cash ESOP expenses		Cash EBITDA
336		+ 25		– 268		+ 0.32	=	93

BOTH ARE DISCLOSED IN THE CASH FLOW STATEMENT

A Finance lease adjustment

Where to trace in the Reported Cashflow Statement: Operating activities › Movement in working capital › Lease receivables

INR Cr	H1 FY27	H1 FY26
Movement in lease receivables	**25**	**(20)**

Under IND AS 116, where the lock-in period and area leased to the client substantially match our head lease (Landlord lease), these client leases are classified as finance lease.
Movement in Lease receivables represents rentals invoiced to the customers net off initial recognition on finance lease.

B Rent paid to landlords

Where to trace in the Reported Cashflow Statement: Financing activities › Lease liability related to building

INR Cr	H1 FY27	H1 FY26
Repayment of principal portion of lease liability	(189)	(100)
Interest paid on lease liability	(79)	(81)
Total rent paid to landlords	**(268)**	**(181)**

Under Ind AS 116 rent is not an operating expense, so we deduct the actual cash paid to landlords to arrive at Cash EBITDA.

CASH EBITDA: TRACED TO THE REPORTED CASH FLOW – Q2 FY 27

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IND AS 116 ADJUSTMENTS FROM REPORTED EBITDA TO CASH EBITDA (INR Cr, Q2 FY27)

Reported EBITDA		A Add: Finance lease adjustment Rentals invoiced on finance leases, net of initial recognition		B Less: Rent paid to landlords lease payments to landlords		Other adjustments other Ind AS impacts, non-cash ESOP expenses		Cash EBITDA
174		+ 13		– 136		-1	=	49

BOTH ARE DISCLOSED IN THE CASH FLOW STATEMENT

A Finance lease adjustment

Where to trace in the Reported Cashflow Statement: Operating activities › Movement in working capital › Lease receivables

INR Cr	Q2 FY27	Q2 FY26
Movement in lease receivables	**13**	**(10)**

Under IND AS 116, where the lock-in period and area leased to the client substantially match our head lease (Landlord lease), these client leases are classified as finance lease.
Movement in Lease receivables represents rentals invoiced to the customers net off initial recognition on finance lease.

B Rent paid to landlords

Where to trace in the Reported Cashflow Statement: Financing activities › Lease liability related to building

INR Cr	Q2 FY27	Q2 FY26
Repayment of principal portion of lease liability	(97)	(55)
Interest paid on lease liability	(39)	(42)
Total rent paid to landlords	**(136)**	**(96)**

Under Ind AS 116 rent is not an operating expense, so we deduct the actual cash paid to landlords to arrive at Cash EBITDA.

REPORTED CONSOLIDATED FINANCIAL SUMMARY

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Particulars (INR Cr)	Q2 FY27	Q2 FY26	Y-o-Y (%)	H1 FY27	H1 FY26	Y-o-Y (%)
Total Revenue from operations	**439**	**367**	**20%**	**864**	**702**	**23%**
Co-working space on rent and allied services	364	297	22%	715	574	25%
Construction and fit-out projects	75	69	8%	149	128	16%
Total Expenses	**265**	**235**		**528**	**443**	
EBITDA	**174**	**132**	**31%**	**336**	**259**	**30%**
EBITDA%	**39.6%**	**36.1%**		**38.9%**	**36.9%**	
Finance costs	49	47		98	93	
Depreciation and amortisation expense	119	95		232	184	
Other income	26	26		50	44	
Profit before tax	**31**	**16**	**91%**	**56**	**27**	**108%**
PBT%	**7.1%**	**4.5%**		**6.3%**	**3.8%**	
Tax Expenses	0	0		1	1	
Profit after tax	**31**	**16**	**93%**	**55**	**26**	**111%**
PAT%	**7.0%**	**4.4%**		**6.3%**	**3.7%**	
Basic EPS (not annualised) (in Rs.)	4.30	2.24		7.65	3.64	

BALANCE SHEET

Assets (Rs. Crores)	Sep 26	Mar 26
Non Current assets		
Property, Plant and Equipment	690	634
Capital work-in-progress	8	12
Other Intangible Asset	4	4
Intangible assets Under Development	0	0
Right of use assets	1,062	1,063
Financial Assets		
(i) Other financial assets	422	395
Non-current tax assets	103	93
Other non-current assets	31	30
Total Non Current Assets	**2,320**	**2,233**
Current Assets		
Inventories	1	1
Contract Assets	94	73
Financial Assets		
(i) Trade receivables	150	138
(ii) Cash and cash equivalents	55	56
(iii) Other bank balances	12	33
(iv) Other financial assets	358	296
Other current assets	92	80
Total Current Assets	**761**	**678**
Total Assets	**3,080**	**2,910**

Liabilities (Rs. Crores)	Sep 26	Mar 26
Equity		
Equity Share capital	72	72
Other Equity	537	481
Total Equity	**609**	**552**
Financial liabilities		
(i) Borrowings	33	35
(ii) Lease liabilities	1,067	1,055
(iii) Other Financial liabilities	245	227
Net Employee defined benefit liabilities	5	4
Other non current Liability	44	47
Total Non Current Liabilities	**1,395**	**1,367**
Contract liabilities	18	19
Financial liabilities		
(i) Borrowings	18	16
(ii) Trade Payables	348	308
(iii) Other financial liabilities	243	206
(iv) Lease liabilities	406	395
Provisions	4	5
Other current liabilities	40	42
Total Current Liabilities	**1,077**	**990**
Total Equity and Liabilities	**3,080**	**2,910**

On IndAS basis

CASH FLOW STATEMENT

Particulars (Rs. Crores)	Sep 26	Sep 25
Net Profit Before Tax	**56**	**27**
Adjustments for: Non Cash Items / Other Investment or Financial Items	283	245
Operating profit before working capital changes	**339**	**271**
Changes in working capital	41	32
Cash generated from Operations	**379**	**303**
Direct taxes paid (net of refund)	11	21
Net Cash from Operating Activities	**368**	**282**
Net Cash from Investing Activities	**-92**	**-96**
Net Cash from Financing Activities	**-277**	**-183**
Net Increase / (Decrease) in Cash and Cash equivalents	**-1**	**4**
Add: Cash & Cash equivalents at the beginning of the period	56	40
Cash & Cash equivalents at the end of the period	**55**	**44**

On IndAS basis



ABOUT US

THE AWFIS PLATFORM

FOUR INTEGRATED BUSINESS LINES. ONE OPERATING PARTNER.

Coworking

Flexible Workspaces

awfis
awfisgold
elite

Distinct formats to cater to small and large cohorts with a tiered approach akin to Hospitality model

Managed Office

Customized Workplace

An end-to-end, built-to-suit enterprise workspace solution

Significantly differentiated model which mitigates risks by opting for midsized properties & select enterprise customers

Allied Services

End-to-End Services

A suite of B2C and B2B offerings to enhance customer experience

- On-Demand Solutions
- Café Management
- Enterprise & Network IT Solutions
- Alliances
- Employee Transportation

transform by awfis

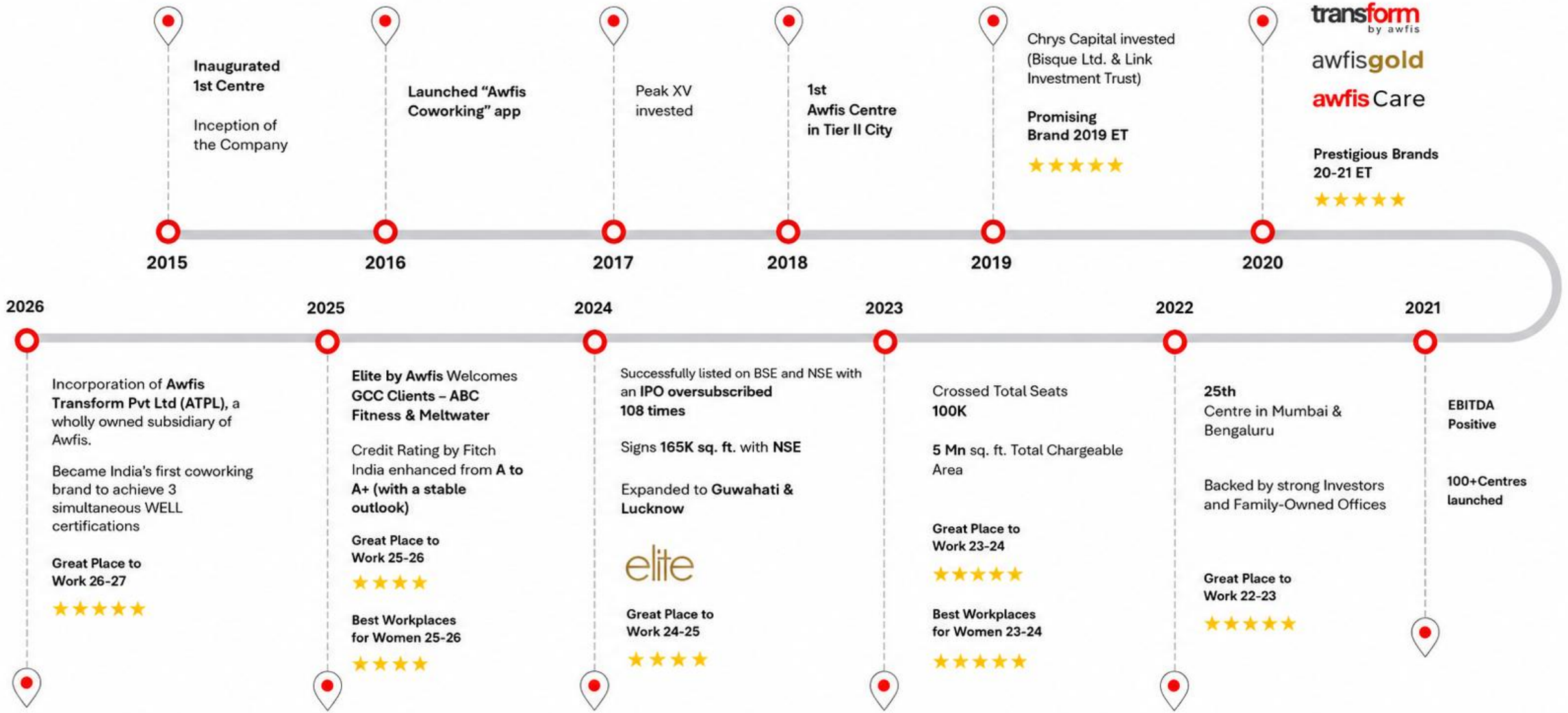
Design & Build

Commercial fit-out services that blend function & design

An integrated capability that serves both landlords centres and external clients, creating an execution advantage

Decade of Transformation and Impact

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EXPERIENCED MANAGEMENT TEAM

OUR SEASONED LEADERSHIP

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Amit Ramani
CMD



Sumit Lakhani
CEO



Sumit Rochlani
Chief Financial Officer



Deepayan Sen
Head- Real Estate & Leasing



Shweta Gupta
General Manager - Compliance Officer Legal



Sanjay Baurai
Strategic Advisor



Manu Dhir
Chief Operating Officer



Anisha Jhawar Kabra
Chief Strategy Officer



Vishal Dhaliwal
Director - Workplace Infrastructure



Sonakshi Sharma
Head Legal



Sheetal Vanwari
Chief Marketing Officer



Gaurav Malik
Deputy COO



Francois Gramoli
Global Senior Director, Design



Surbhi Kalra
Head - HR

AND BOARD OF DIRECTORS



AMIT RAMANI
Chairman and Managing Director

- 20+ years of experience in real estate and workspace solutions
- Previous promoter and MD, Nelson Planning & Designs
- Economic Times Most Promising Business Leaders of India 2019-20



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



ANIL PARASHAR
Independent Director

- 27 years of experience in the financial sector
- Currently the Wholetime Director of InterGlobe Technology Quotient Pvt. Ltd.
- An associate member of The ICAI



RADHIKA JAYKRISHNA
Independent Director

- 8 years of experience in managerial roles across investment portfolio management and real estate
- Currently Director at Rex-Tone Industries Ltd. and Rex-Tone Digital Pvt. Ltd.



SANJAY SHAH
Independent Director

- Over 18 years of experience in computer engineering, software and logistics sectors
- Currently serving as COO – India / South-East Asia with National Entrepreneurship Network



ABHISHEK PODDAR
Independent Director

- Managing Director of M B Group
- 30+ years of experience across multiple domains
- Founder-Trustee of MAP, Bengaluru; noted art collector and former Honorary Consul for Poland

Industry Recognition – Q2 FY2027

Excellence in Co-working Space Innovation

Industry Achievement Award in Real Estate: Mr. Amit Ramani

Top 100 India's Best Workplaces™ for Women 2026 – Mid-size Category by Great Place to Work®.

Best workplaces in Real Estate Consultants

Top 50 India's Best Workplaces in Health and Wellness

Great Place to Work FY 26

Women Rising Star: Ms. Arushi Sivaprasad

Realty + 40 Under 40 Awards: Ms. Sonakshi Sharma

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India's 1st Portfolio – Wide Certified Coworking Brand



INDUSTRY SNAPSHOT

INDIA OFFICE AND FLEX MARKET

A STRUCTURAL GROWTH STORY, WHERE FLEX LEADS THE NEXT CHAPTER

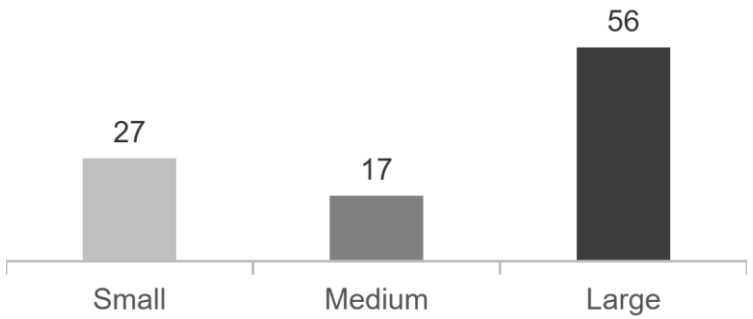
887.3 MSF
Pan India Grade A office stock (top 7 cities)

12.6 MSF
Leasing by flex space operators about 24% of the total leasing

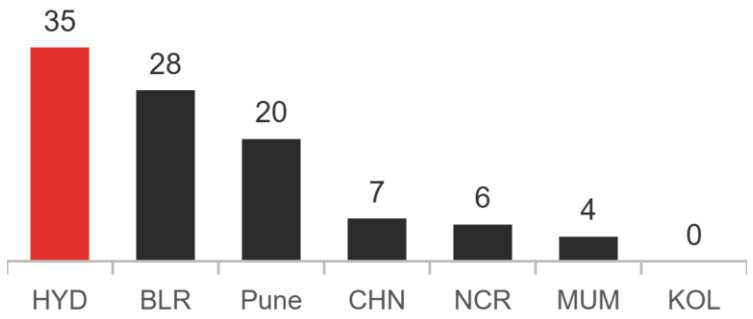
54.4 MSF
9M CY26 gross leasing – 7% growth year-on-year

18.7 MSF
New Grade A supply absorptions in Q3 CY2026

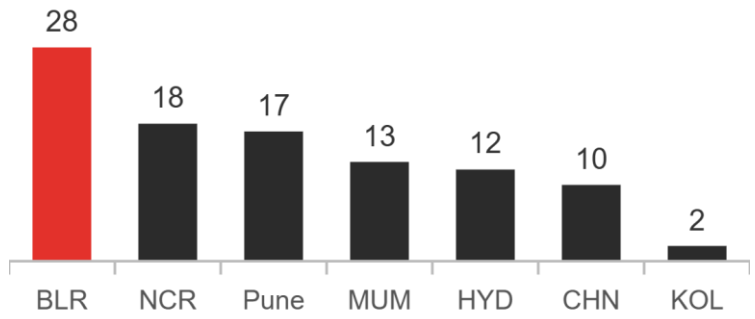
DEAL SIZE MIX (%)



Q3 SUPPLY BY CITY (%)



Q3 LEASING BY CITY (%)



19.2 MSF
New Grade A supply in Q3 CY26 – up 79% QoQ

15.9%
Pan India vacancy – down 42 bps year-on-year

₹115.3
Avg. quoted rent psf/month – up 6.9% YoY

38%
Technology share of conventional leasing (BFSI 20%)

Flex is no longer a start-up enabler - it is a core real estate strategy

Source: Colliers, Pan India Office Market Snapshot Q3 2026 · Grade A, top 7 cities

INDIA GCC LANDSCAPE

THE WORLD'S LARGEST GCC ECOSYSTEM — AND GROWING

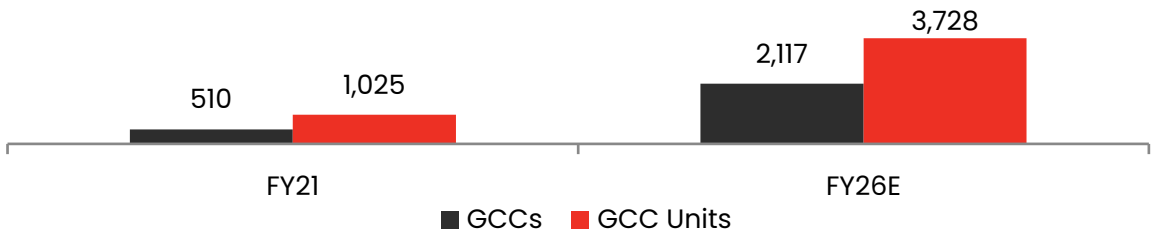
2,117
GCCs in India, FY26E
(3,728 Units)

USD 98.4 Bn
Total GCC Revenue
FY26E

2.36 Mn
Installed GCC talent
in India FY26E

>40%
Share in Indian
CRE leasing

GCC & UNIT GROWTH: FY21 vs FY26E



GCC REVENUE TRAJECTORY



GCC TRENDS IN Q3 & 9M 2026

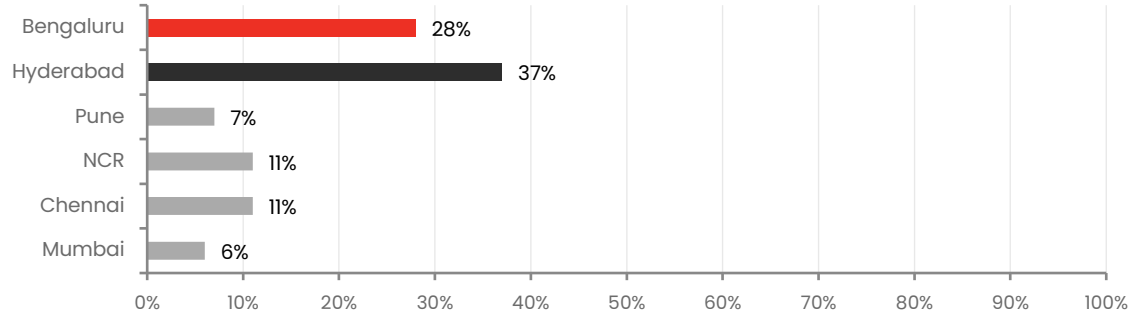
~8.7
GCC Leasing (Mn Sq. Ft.)
In Q3 2026

~28.0
GCC Leasing (Mn Sq. Ft.)
In 9M 2026 which is 42% of space taken.

58%
Grade A+ assets accounting for leasing activity in 9M 2026

41%
Share of GCC leasing in total office leasing in q3 2026

CITY-WISE SHARES OF GCC LEASING ACTIVITY IN Q3 2026



Flex is no longer a start-up enabler - it is a core real estate strategy

Source: Nasscom-Zinnov, Colliers, CBRE Research



DESIGN PORTFOLIO

Design Portfolio

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THANK YOU

Company

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