Date: August 13, 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 ended June 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 today i.e. August 13, 2026 at 05:30 P.M. (IST) on the UFRs for quarter ended June 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: 2026.08.13 16:49:54 +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 | Q1 FY27 | AUGUST 2026

SAFE HARBOR

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CONTENTS

EXECUTIVE SUMMARY

Q1 FY27

We are pleased to report another quarter of strong performance. Revenue grew 27% YoY to **₹425 Cr**, while reported EBITDA increased 28% YoY to **₹162 Cr**, with EBITDA margins of **38.2%**. Profit Before Tax (PBT) stood at **₹24 Cr**.

During the quarter, we added **7 new centres**, taking our total network to **251 centres** with approximately **170,000 seats** across **18 cities**, spanning both Tier 1 and Tier 2 markets and serving a diversified base of nearly **3,600+ clients**. Occupancy at centres with more than 12 months of vintage stood at **83%**, while overall portfolio occupancy was **76%**.

Our **supply pipeline** remains robust, with a continued focus on premium Grade A+ assets. As the portfolio premiumises, newly added premium inventory is expected to command pricing that is **30–50% higher** than our current portfolio, supporting future revenue and margin expansion.

Our **Co-working business** grew **27% YoY**, driven by sustained demand from enterprises, Global Capability Centres (GCCs), and multi-centre clients, alongside the continued premiumisation of our portfolio. GCCs and Fortune 500 companies have become a structural part of our client base, with our GCC portfolio continuing to scale meaningfully. Today, we serve **100+ unique GCC clients**, contributing **24%** of rental revenue, with additional mandates already secured and expected to commence operations over the coming quarters.

Our **Transform** business (construction and fit-out solutions) delivered **25% YoY growth**, supported by a healthy pipeline of projects from large enterprises and GCCs, particularly those expanding into new geographies or consolidating operations into hybrid, technology-enabled workplaces. This business has emerged as a key growth engine, contributing meaningfully to revenue growth while accelerating project execution across our portfolio.

Importantly, the strong growth delivered since our IPO has been funded primarily through internal accruals, underscoring the resilience, capital efficiency, and long-term sustainability of our capital-light business model. Our balance sheet remains strong, with a **net debt-to-equity ratio of -0.08** and an **industry-leading ROCE of 55%**.

Looking ahead, we are confident that our key growth drivers remain firmly in place. With a differentiated pan-India network, a growing portfolio of premium **Gold** and **Elite** centres, strong managed office capabilities, and integrated workplace solutions under one roof, Awfis is well positioned to capitalize on the growing demand for flexible workspaces across India.

Amit Ramani
Chairman & Managing Director

Q1 FY27

PERFORMANCE SUMMARY

AWFIS AT A GLANCE

PIONEER IN THE INDIAN FLEXIBLE WORKSPACE INDUSTRY

ROBUST FINANCIALS
Capital Efficient Model

MARKET LEADER
With the Largest Network

BUSINESS MOMENTUM
Key Operating Levers

Rs. 425 Cr (Reported) Revenue from operations Q1 FY27	**38.2%** (Reported) Operating EBITDA Q1 FY27	**55%** RoCE^ Q1FY27
18 Cities Including 9 Tier 2 cities	**267/185K** Signed Supply Centres/Seats[1]	**251/170K** Total Supply Centres/Seats[2]
57% Managed Aggregation Portfolio	**83%/76%** Mature Centres Occupancy/Blended Occupancy	**~38/26 months** Weighted average total tenure/lock in tenure

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

Managed Aggregation: In this model operators & space owners share capex as well as revenues
^ ROCE calculated as (INDAS EBITDA- Actual lease payments+ Impact of finance lease) / Average capital employed (Net worth + Borrowings – Cash, Cash equivalents including fixed deposits)
Note: Unless stated otherwise, Data as of June 30, 2026.

Q1 FY27 : REPORTED FINANCIAL HIGHLIGHTS

REVENUE SCALING FAST, PROFITS SCALING FASTER

PEFORMANCE HIGHLIGHTS

Revenue from Operations
Rs. 425 Cr
▲ +27% YoY

Revenue from Co-working
Rs. 352 Cr
▲ +27% YoY

Revenue from construction and fit-out projects
Rs. 73 Cr
▲ +25% YoY

Operating EBITDA / EBITDA Margin
Rs. 162 Cr/38.2%
▲ +28% YoY

PAT / PAT Margin (excl. Exceptional)
Rs. 24 Cr/5.6%
▲ +140% YoY

EFFICIENT GROWTH. CLEAN BALANCE SHEET. SUPERIOR RETURNS.

ROCE#
55%

Fixed assets turnover ratio*
1.5x

Credit rating
A+ (Stable Outlook)

Net Debt Ratio
-0.08

Gross Debt Ratio
0.10

Return On Capital Employed calculated as (IndAS EBITDA – Actual lease payments + Impact of finance lease) / Average capital employed (Networth + Borrowings – Cash, cash equivalents including Fixed Deposits)
* Fixred assets turnover is calculated as revenue from co-working divided by average closing gross block

On Ind AS basis

8 QUARTERS OF OUR POST IPO JOURNEY

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

₹128 Cr	₹400+ Cr	-0.08x	1.5x
Raised at IPO, MAY 2024	**Capex Deployed**	**Net Debt / Equity**	**Revenue / Gross Fixed Assets**
Only capital infusion since listing	Q1 FY25 till Q1 FY27	Net cash maintained throughout	Best in industry

WHAT THAT CAPITAL FUNDED: Q1 FY25 → Q1 FY27

+3.4 mn	**sq ft chargeable area added**	5mn → 8.4mn chargeable area
+59,000	**net seats**	100K → 159K operational seats
+65%	**revenue growth**	₹258 Cr → ₹425 Cr (28.3% CAGR)
+105%	**EBITDA growth**	₹79 Cr → ₹162 Cr (43.2% CAGR)

BALANCE SHEET PROOF POINTS

+₹13.4	**EPS**	Up from ₹1.72 in Q1 FY25 (Annualized), ₹/share
-₹45 Cr	**Net Debt**	From -₹190 Cr, net cash position maintained
A+	**Credit Rating (Stable Outlook)**	Upgraded from A in May 2025
0.10x	**Gross Debt / Equity**	From 0.08, conservative leverage

FIVE ENGINES OF GROWTH

CLARITY OF STRATEGY. DEPTH OF EXECUTION.

DEMAND

01

GCC: Structural Demand Engine

- **100+ GCC clients**, contributing **24% of revenue.**
- **Leadership** in small GCC setups; **multiple 2,000+ seater** mandates also closed

PORTFOLIO

02

Premiumization at Scale

- **37 Gold & Elite centres**, commanding the highest realizations, with strong GCC pull
- Premium portfolio growing in **IT parks** & **Grade A+** assets with institutional developers

SUPPLY

03

Multi-format Supply

- **Partial MO** - unlocking the best of managed office and coworking in one structure
- **Co-branded Partnership –Malpani Estates** for 2 Grade A+ properties **(~1.4 lakh sq ft)**

OPERATIONS

04

Organic Growth

- **Faster sale velocity, higher realization**, with new centre pricing **30-50%** above portfolio
- **Higher renewals** across smaller cohorts, with **larger seat expansions** from clientele

ADJACENCIES

05

Value Beyond Flex

- **Awfis Transform: INR 200 Cr+ already won,** with a significant advanced pipeline
- **₹73 Cr** Transform revenue in Q1 FY27, with **92%** third-party revenue - a robust growth engine

NETWORK LEADERSHIP

INDIA'S LARGEST NETWORK OF FLEXIBLE WORKSPACES

awfis

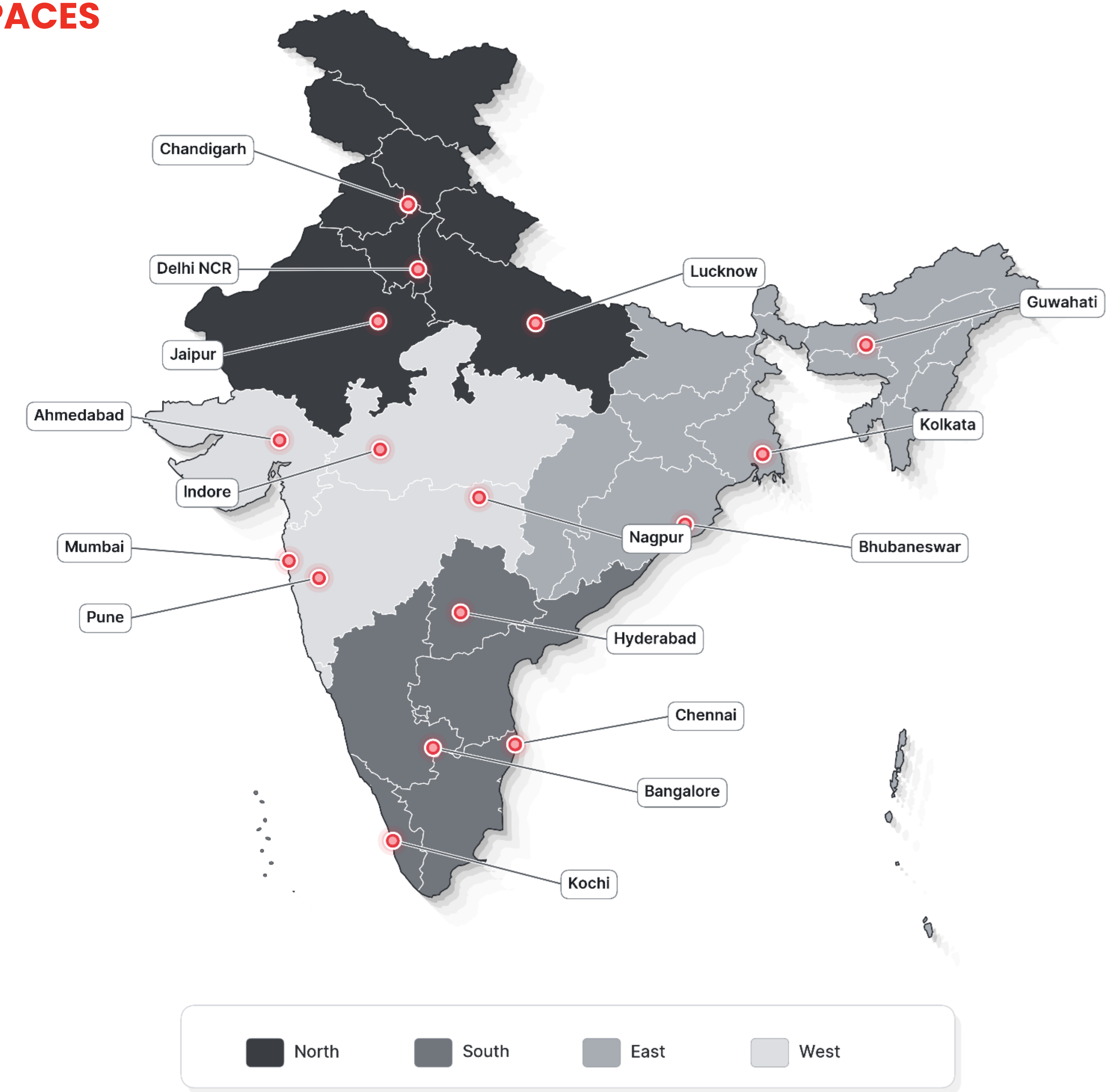
Awfis presence **in Nine Tier 1 and Nine Tier 2 cities** across all regions, lets us serve the growing and diverse needs of our clients

Zone-Wise Breakup

North	12%	30 Centres
	12%	19,595 seats
South	41%	104 Centres
	46%	78,702 seats
East	13%	32 Centres
	11%	17,963 seats
West	34%	85 Centres
	31%	53,266 seats

Tier-Wise Breakup

Tier 1	90%	226 Centres
	92%	154,292 seats
Tier 2	10%	25 Centres
	8%	13,234 seats



All data is for Total Centres and seats, including operational + under fit-out
All data as on June 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]

267	185K	9.1Mn
Centres	Seats	Sq. Ft

TOTAL SUPPLY[2]

251	170K	8.4Mn
Centres	Seats	Sq. Ft

STABLE EXPANSION

SUSTAINED GROWTH MOMENTUM

~5k	7
Gross seats added in Q1	New centre launches in Q1

FUTURE ALREADY SECURED

7k+	8
Gross seats to go-live in Q2	Center launches In Q2

OPERATIONAL CAPACITY **242** Centres **159K+** Seats

(~1800 seats across 3 centres were exited this quarter)

PREMIUM AT THE CORE

- **100% of new supply** in Grade A/A+ assets - every centre deliberately placed in high-demand micro-markets
- **37 Gold and Elite centres** - premium footprint scaling in step with GCC and enterprise demand

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

BUILDING THE NEXT PHASE: AWFIS' SUPPLY PLAYBOOK

EVERY FORMAT GROWING. SELECTIVE SUPPLY ACQUISITION.

01 Revamped MA Model

Developer Partnerships

- Signed partnership with **Malpani Estates– leading Pune based developer**: 2 Grade A+ assets in Pune, ~1.4 lakh sq ft in a co-branded construct
- In advanced discussions with a **leading national developer** for further capital-light Grade A+ supply

KEY OUTCOME Grade A+ supply at scale, joint-branding model, low balance-sheet drag

Classic MA

- **6 Grade A properties** signed across micromarkets such as Viman Nagar (Pune), Thane (Mumbai), Rajarhat (Kolkata), Sector 62 (Noida)
- **7 more Grade A properties in pipeline, ~3L sq ft** at advanced stages of discussion

KEY OUTCOME Disciplined, realisation-led MA acquisition — distinct from commoditized supply

02 Selective Lease: Ultra-Premium

- **Ultra-premium Grade A+ assets signed** across 30-50k sq ft bracket, spanning both live and under-construction buildings
- **7 properties** in the ultra-premium pipeline across top micromarket such as Hebbal, Golf Course Road, Whitefield, Worli — **2 live, 5 under construction**

KEY OUTCOME Highest-realisation inventory; premium anchor for enterprise conversion

03 Partial MO: Hybrid Model at Scale

- **Cross-sector adoption**: auto components, mobility, retail & luxury, and technology talent clients have all taken this route
- **50%+ of capacity pre-anchored** by enterprise/GCC clients at signing; balance filled through coworking

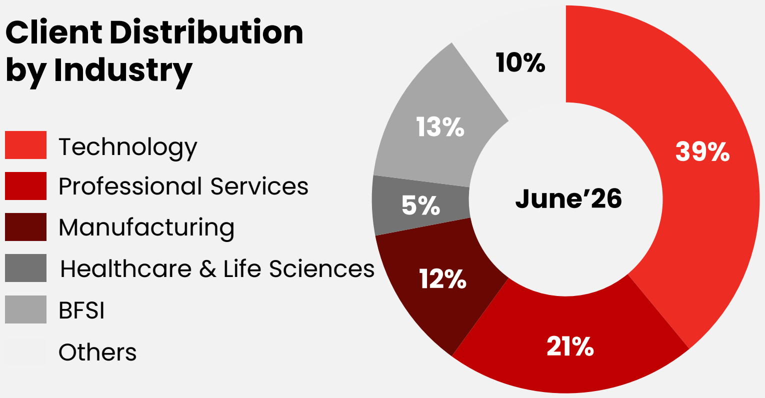
KEY OUTCOME Compressed occupancy ramp, de-risked supply, structurally higher Day 1 revenue visibility

FORWARD PIPELINE **12,000+ seats on track in H1 FY27 | On track to meet FY27 supply guidance**

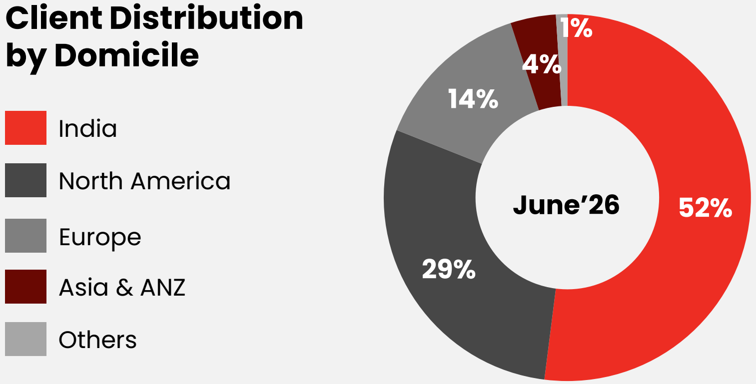
DIVERSIFIED, ENTERPRISE-LED DEMAND

WHO WE SERVE — BY INDUSTRY, GEOGRAPHY, AND TYPE

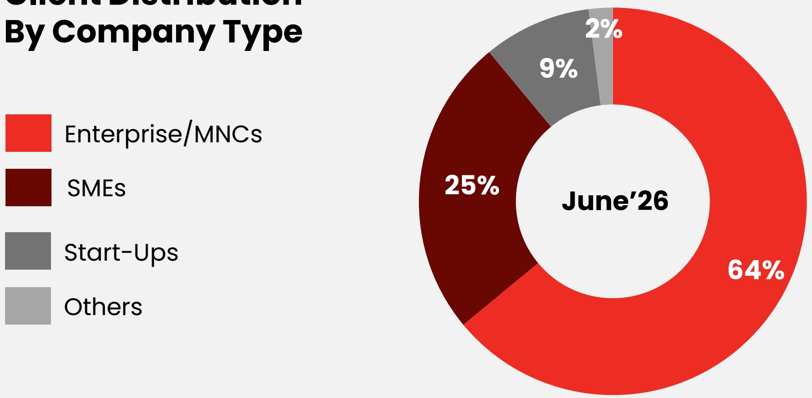
Client Distribution by Industry



Client Distribution by Domicile



Client Distribution By Company Type



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

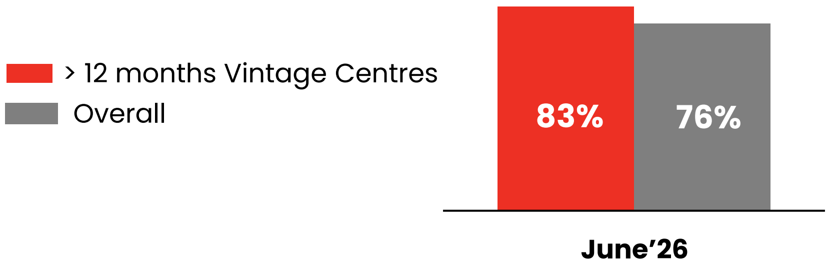
- 52% India base drives occupancy velocity — faster conversions, shorter ramp cycles
- 43% North America and Europe HQs bring structured mandates — better tenures, and realizations, higher allied service revenues

- 64% enterprise/MNC - the revenue anchor, with large tickets, long lock-ins,
- 34% SMEs & start-ups — the velocity and funnel layer, feeding tomorrow's enterprise clients into the platform

DIVERSIFIED, ENTERPRISE-LED DEMAND

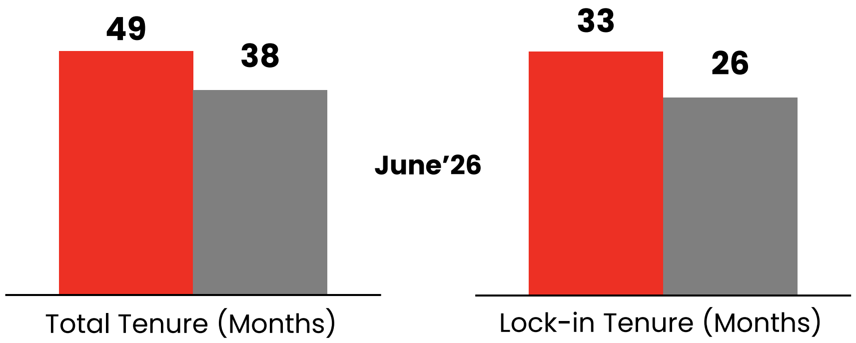
LONG TENURES. HIGH RETENTION. BUILT FOR EVERY COHORT.

Healthy Occupancy Numbers

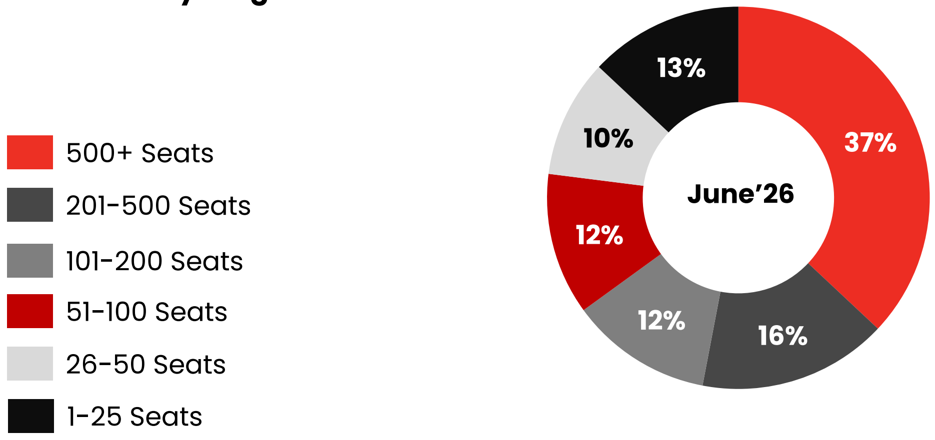


Robust Client Commitments

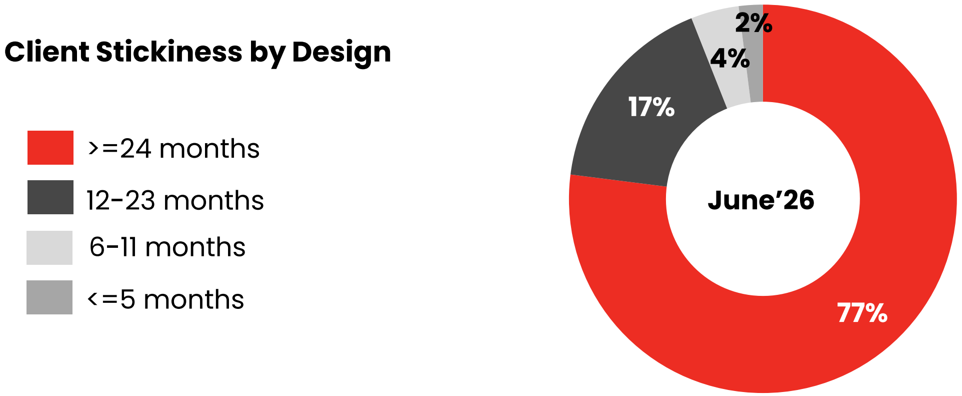
Strong Lock-in Supporting Predictability



Built for Every Stage of Scale



Client Stickiness by Design



Demand that is large, long-tenure, and structurally sticky — validated by further 13,000+ seats sold in Q1 FY27

Unless stated otherwise, Data as of June 30, 2026

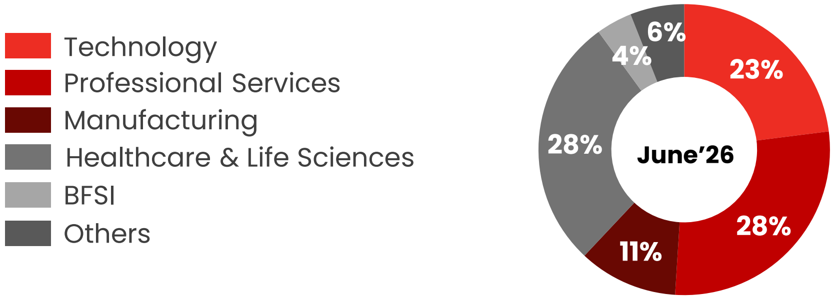
BUILT FOR GCCs
FROM FIRST ENTRY TO FULL MANDATE

Awfis GCC Universe: Q1FY27 Update

100+*	24%	9
Unique GCC[1] Clients	Rental Revenue Share	Cities Across India

Global Parentage With North American Dominance

Unique Yet Diversified Sector Exposure



Why GCCs Choose Awfis

- One platform for launch, operations, and expansion
- Workspace strategy, planning, Grade A+ fit-outs - all in-house
- Single partner across IT, F&B, transport, and business support
- Long-standing GCC consultant relationships - first right to pitch

Who We Serve

- Mid-market global enterprises, not legacy captives
- First-time and early-stage GCCs entering India
- Clear leadership in nano and micro categories (10-100 seats)
- Now winning large GCC mandates (>2,000 seats)

How They Grow With Us

- Enter at 25-50 seats in coworking and Gold/Elite formats
- Expand to 100-300+ seats and into Managed Office
- Longer tenures, higher seat density, and multi-centre expansion
- Allied services attachment deepens with scale

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

AWFIS GOLD AND ELITE
OUR PREMIUMIZATION GROWTH ENGINE

awfis

PREMIUM WORKSPACE PORTFOLIO

37 Centres

27 Gold

10 Elite

NEW CLIENTS ONBOARDED

ELITE

French FMCG Major

Aurobindo Orbit – Hyderabad

American Semiconductor Major

Prestige Tech Park – Bengaluru

GOLD

American DevOps Major

One Internation Centre – Mumbai

British Healthcare Major

WOCO One – Gurgaon

BUILT FOR GCCs AND LARGE ENTERPRISES

- All key GCC hubs, 7 Tier-1 cities, seamless multi-city scale.
- Grade A+ assets aligned to GCC infrastructure & compliance needs.
- Global-grade design, finishes and enterprise-ready experience.
- F&B, concierge and branding layers built for premium clients.
- Elite Club, Nexus Lounge and Private Concierge for top-tier clientele.
- Centres create a gateway to larger mandates and stickier enterprise relationships.

AWFIS TRANSFORM

A FULL-FLEDGED, SELF-SUSTAINING GROWTH ENGINE

₹73 Cr	92%	₹200 Cr
Q1 FY27 D&B Revenue	Third-Party Share	Already Won, In Delivery

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

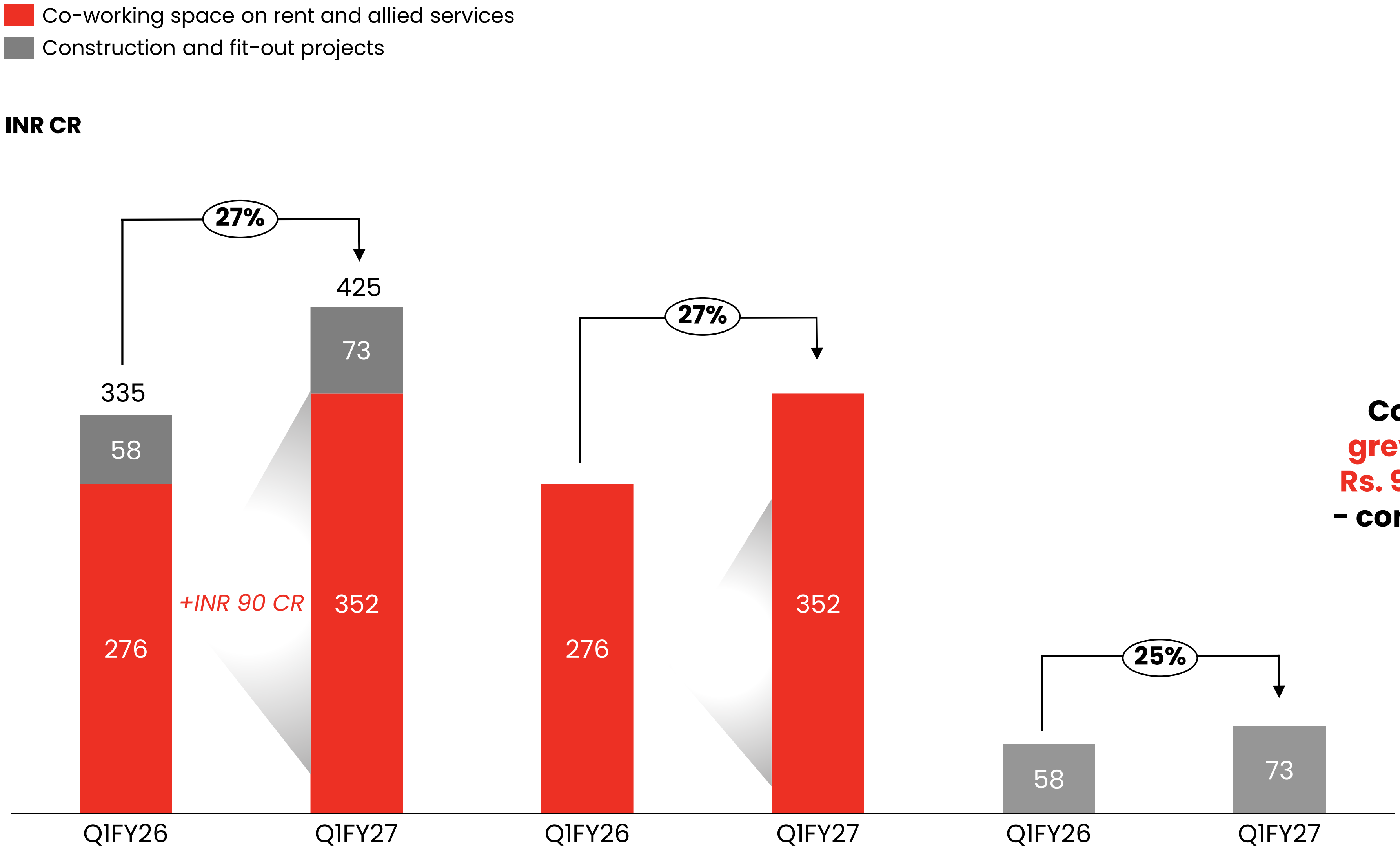
Winning larger, more strategic mandates
Marquee enterprises increasingly choosing Awfis for multi-city, national fit-outs, executed across 20+ cities in FY26

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

KEY WINS THIS QUARTER

Global IT & consulting major	Renewable energy group	Global e-commerce major	Diversified conglomerate	Global customer experience major
Pune	*Delhi*	*Bangalore*	*Hyderabad*	*Mumbai*
~3.0 lakh sq ft	~1.0 lakh sq ft	~67,000 sq ft	~64,300 sq ft	~50,000 sq ft

SEGMENTAL REVENUE BREAK UP



Co-working & Allied Services grew 27% YoY in Q1 FY27, adding Rs. 90 CR in incremental revenue - compounding at a steady scale.

REPORTED CONSOLIDATED FINANCIAL SUMMARY

awfis

Particulars (INR Cr)	Q1 FY27	Q1 FY26	Y-o-Y (%)	Q4 FY26	Q-o-Q (%)	FY26
Total Revenue from operations	**425**	**335**	**27%**	**410**	**4%**	**1,493**
Co-working space on rent and allied services	352	276	27%	342	3%	1,237
Construction and fit-out projects	73	58	25%	69	7%	257
Total Expenses	**263**	**208**		**258**		**944**
EBITDA	**162**	**127**	**28%**	**152**	**7%**	**550**
EBITDA%	**38.2%**	**37.8%**		**37.0%**		**36.8%**
Finance costs	49	46		46		186
Depreciation and amortisation expense	113	89		101		384
Other income	24	18		19		93
Profit before tax	**24**	**10**	**135%**	**24**	**4%**	**72**
PBT%	**5.7%**	**3.1%**		**5.7%**		**4.8%**
Tax Expenses	0	0		0		1
Profit after tax	**24**	**10**	**140%**	**23**	**3%**	**71**
PAT%	**5.6%**	**3.0%**		**5.7%**		**4.7%**

CASH EBITDA PROFILE

Particulars (INR Cr)	Q1 FY27	Q1 FY26#	Y-o-Y (%)
Co-working space on rent and allied services	352	276	27%
Construction and fit-out projects	73	58	25%
Total Revenue from operations	**425**	**335**	**27%**
Add: Adjustment of actual rent received on finance lease arrangements[1]	12	(10)	
Normalised Revenue*	**437**	**325**	**35%**
Reported EBITDA	**162**	**127**	**28%**
Add: Impact of finance lease arrangements	12	(10)	
Less: Rental payments traced from cash flow statement	(132)	(85)	
Add: Other impact of IND AS	(0)	0	
Derived EBITDA*	42	31	
Add: Non-Cash ESOP Expenses	2	2	
Cash EBITDA	**44**	**33**	**34%**
Cash EBITDA%	**10.1%**	**10.2%**	
Less : Finance costs on borrowings	3	2	
Less : Depreciation and amortization expenses[2]	32	24	
Add : Other income	1	2	
Operating profit before tax	**11**	**10**	**16%**
Operating *PBT%*	**2.6%**	**3.0%**	

Carving out rent paid to landlords from Cash flow statement	Q1 FY27	Q1FY26
Payment of principal portion of lease liabilities	94	48
Interest paid on lease liabilities	41	40
Total	**135**	**88**
Paid to landlords (I)	132	85
Payment on equipment taken on lease (II)	3	3
Total (I+II)	**135**	**88**

*M S K A & Associates LLP (formerly known as M S K A & Associates) vide there Agreed upon procedures report dated August 13, 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 ended June 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.

#Q1FY26 financials have been derived using the same methodology and calculation framework adopted for the Q1FY27 financials.
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

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

awfis

2015

Inaugurated 1st Centre

Inception of the Company

2016

Launched "Awfis Coworking" app

2017

Peak XV invested

2018

1st Awfis Centre in Tier II City

2019

Chrys Capital invested (Bisque Ltd. & Link Investment Trust)

Promising Brand 2019 ET

★★★★★

2020

transform by awfis

awfisgold

awfis Care

Prestigious Brands 20-21 ET

★★★★★

2021

EBITDA Positive

100+Centres launched

2022

25th Centre in Mumbai & Bengaluru

Backed by strong Investors and Family-Owned Offices

Great Place to Work 22-23

★★★★★

2023

Crossed Total Seats **100K**

5 Mn sq. ft. Total Chargeable Area

Great Place to Work 23-24

★★★★★

Best Workplaces for Women 23-24

★★★★★

2024

Successfully listed on BSE and NSE with an **IPO oversubscribed 108 times**

Signs **165K sq. ft.** with **NSE**

Expanded to **Guwahati & Lucknow**

elite

Great Place to Work 24-25

★★★★

2025

Elite by Awfis Welcomes **GCC Clients – ABC Fitness & Meltwater**

Credit Rating by Fitch India enhanced from **A to A+ (with a stable outlook)**

Great Place to Work 25-26

★★★★

Best Workplaces for Women 25-26

★★★★

2026

Incorporation of **Awfis Transform Pvt Ltd (ATPL)**, a wholly owned subsidiary of Awfis.

Became India's first coworking brand to achieve 3 simultaneous WELL certifications

Great Place to Work 26-27

★★★★★

Journey of Innovation, Customer Centricity & Excellence

EXPERIENCED MANAGEMENT TEAM

OUR SEASONED LEADERSHIP

awfis

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

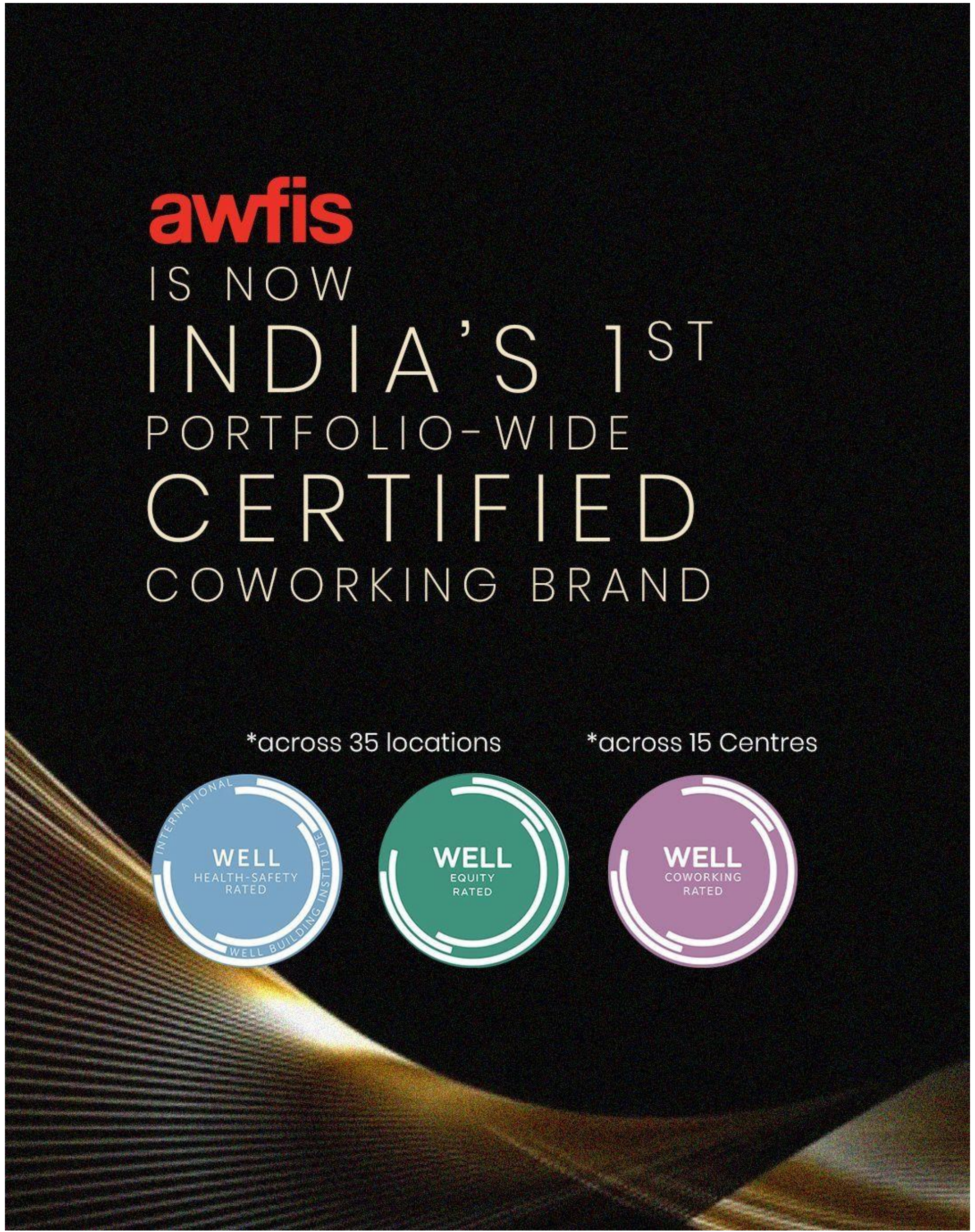
Industry Recognition – Q1 FY2027

awfis

Realty + 40 Under 40 Awards: Ms. Sonakshi Sharma	Women Rising Star: Ms. Arushi Sivaprasad	Top 50 India's Best Workplaces in Health and Wellness	Serviced Space Brand of the Year - Elite by Awfis
Co-working Space Design of the Year — Elite by Awfis	Best workplaces in Real Estate Consultants	Managed Office Space Design of the Year — NSE	Great Place to Work FY 26

India's 1st Portfolio – Wide Certified Coworking Brand

Awfis: India’s New Standard for Wellness in Coworking



Awfis has become the **first coworking brand in India** to achieve three WELL certifications simultaneously, reinforcing its commitment to human-centric, future-ready workspaces

Triple Milestone in Excellence

Through a "WELL at scale" pathway and partnership with The Instant Group, Awfis has secured three distinct accolades across its portfolio:

- **35 centres awarded ‘WELL Health-Safety Rating’ and ‘WELL Equity Rating’,** for focussing on operational rigour, including indoor air quality, sanitisation, and emergency preparedness
- **35 centres also awarded ‘WELL Equity Rating’,** recognises robust policies for inclusion, accessibility, and barrier-free movement to support diverse teams
- **15 centres awarded ‘WELL Coworking Rating’** in partnership with The Instant Group**,** solidifies Awfis’ commitment to implement over 50 health strategies, including advanced air/water monitoring and nourishment guidelines

Why It Matters for Businesses

These certifications move beyond the idea that health is merely the absence of illness, instead actively promoting physical, mental, and social well-being and ensures:

- **Operational Confidence:** Enhanced procedures for business continuity and health risk reduction
- **Productivity & Retention:** Environments designed to boost engagement, attract top talent, and strengthen employer branding
- **Inclusive Design:** Workspaces that foster a sense of belonging through universal design and equitable access

INDUSTRY SNAPSHOT

INDIA OFFICE AND FLEX MARKET

A STRUCTURAL GROWTH STORY, WHERE FLEX LEADS THE NEXT CHAPTER

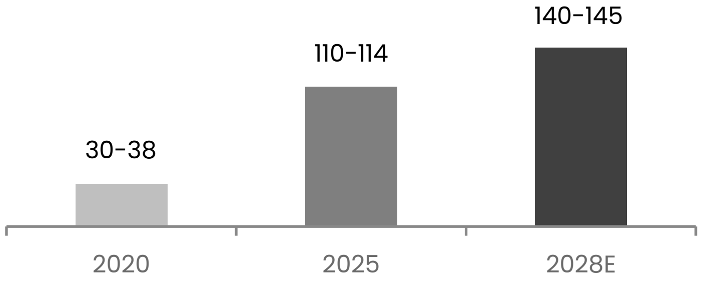
82.6 MSF
Record office leasing in 2025 (3rd consecutive record year)

58.9 MSF
New Grade A supply completions in 2025 (peak addition)

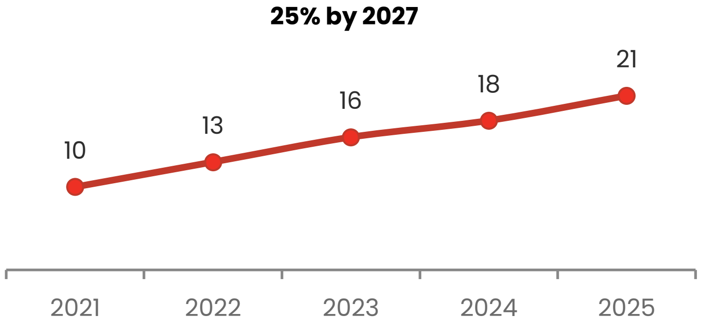
21.9 MSF
Q1 CY26 gross leasing – 13% growth year-on-year

8.3 MSF
New Grade A supply completions in Q1 2026

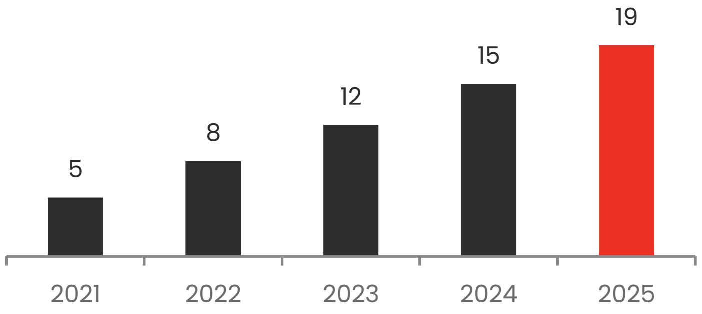
FLEX TRANSACTION STOCK (MSF)



FLEX SPACE PENETRATION (%)



FLEX TRANSACTION VOLUME (MSF)



18.6 MSF
Flex space leasing in 2025 (8x growth from 2017)

21%
Flex share of office leasing in CY26

~3.5X
Increase in flexible workspace stock since 2020

55%
Domestic and global occupiers already include flex in their portfolio

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

INDIA GCC LANDSCAPE

THE WORLD'S LARGEST GCC ECOSYSTEM — AND GROWING

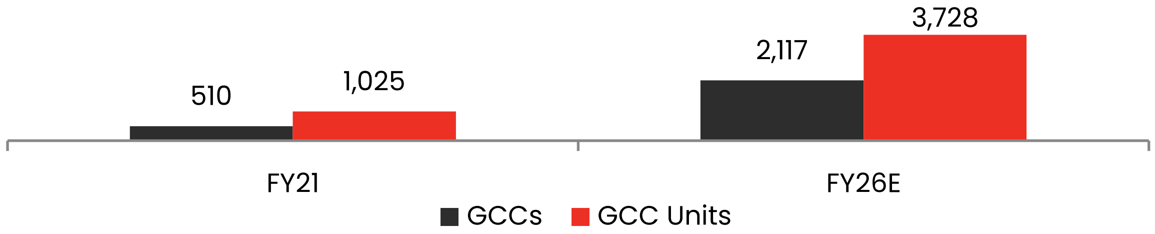
2,117
GCCs in India, FY26E
(3,728 Units)

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

AI IN INDIA GCCs

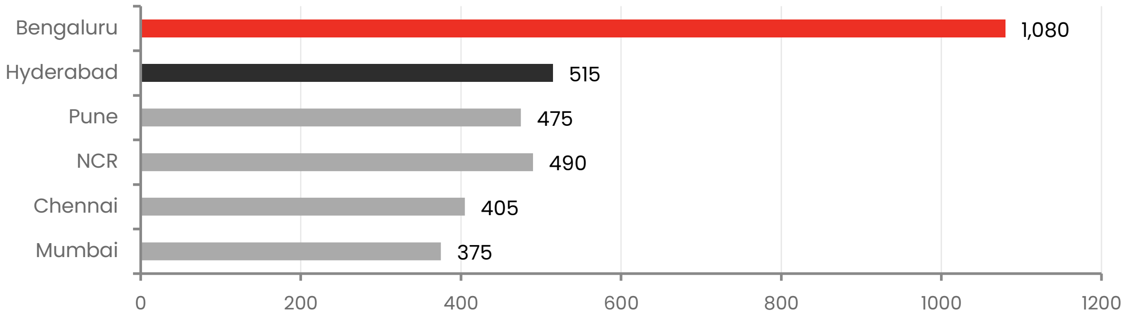
1,200+
GCCs with
AI/ML capabilities

250+
Dedicated AI/ML
Centres of Excellence

250K+
AI/ML professionals
in India GCCs

#1
AI hiring intensity among
GCC markets globally

GCC UNITS BY CITY — FY26E



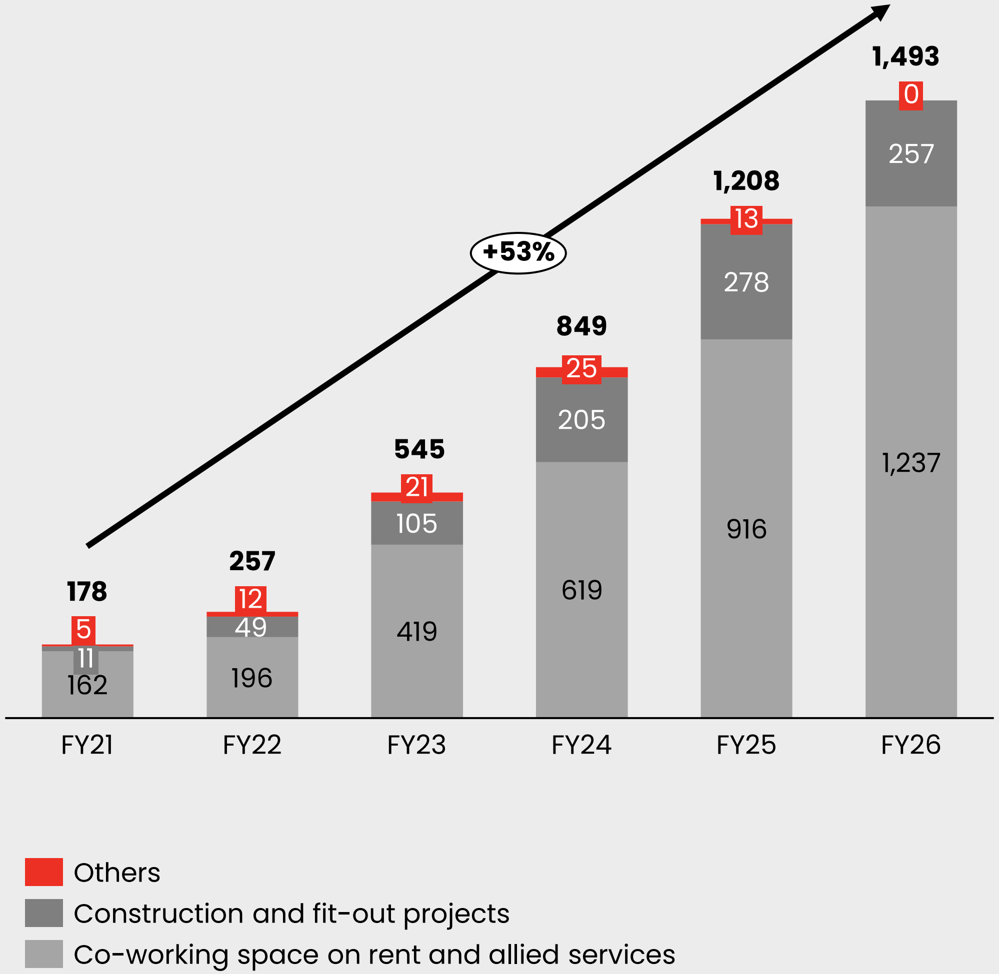
Flex is no longer a start-up enabler - it is a core real estate strategy

Source: Nasscom-Zinnov, Colliers

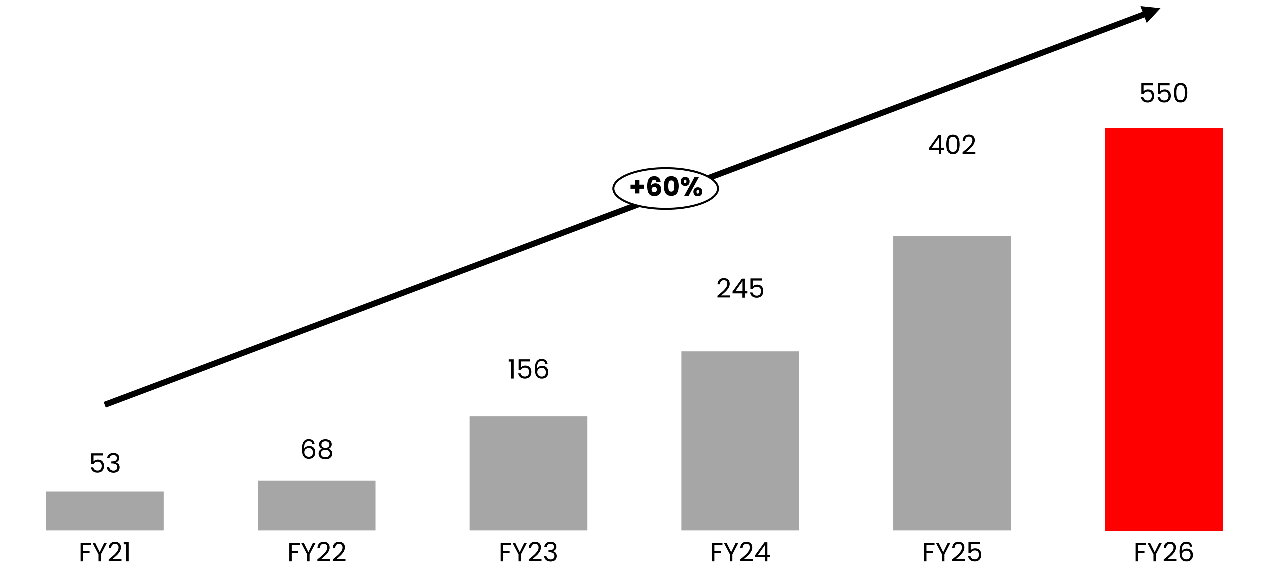
HISTORICAL FINANCIALS

THE FINANCIAL JOURNEY
REVENUE, EBITDA AND ROCE TRAJECTORY

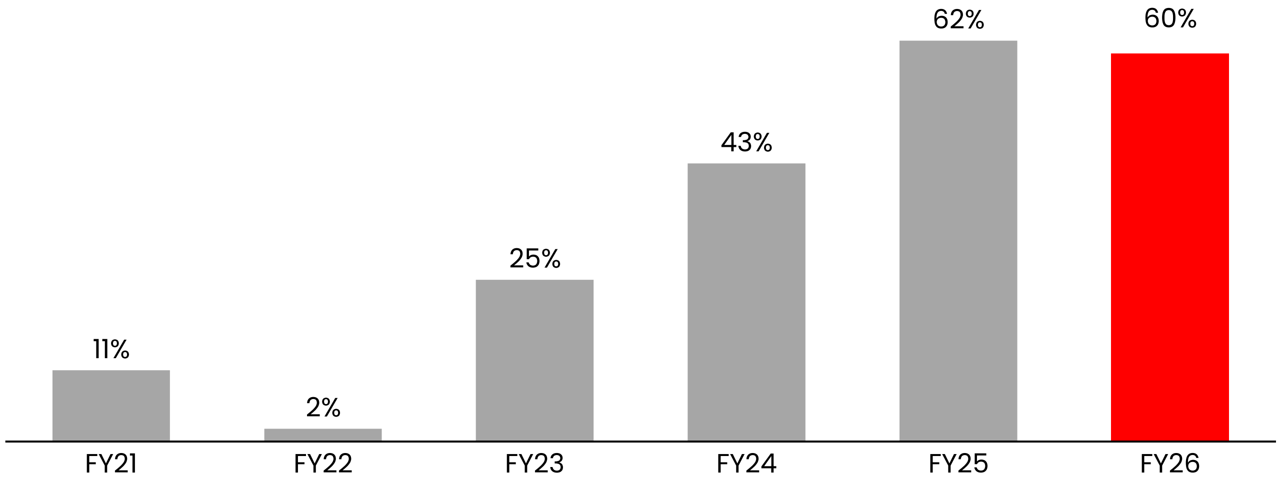
Revenue from Operations



Operating EBITDA



ROCE#^



All numbers in INR Cr.
ROCE calculated as Cash EBIT divided by capital employed
^ Annualised basis
On IndAS basis

DESIGN PORTFOLIO

Design Portfolio

awfis

Design Portfolio

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Design Portfolio

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THANK YOU

Company

awfis

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