Anant Raj Ltd — Apr 2025 Quarterly Analysis

1. VERDICT & BUSINESS QUALITY SNAPSHOT

The punchline. Read this first — it frames everything below.

Result: Strong Beat **One-line:** Anant Raj has successfully de-risked its balance sheet (Net Debt down 83% YoY) while simultaneously operationalizing its high-margin tech-pivot, with 28 MW of Data Center capacity now imminent for Q1 FY26.

Dimension	This Quarter	Signal / Evidence	Sentiment
Beat/Miss vs Prior Quarter	Strong Beat	FY25 PAT grew 60% YoY; Q4 Revenue up 22% YoY.	□
Earnings Quality	High (Core driven)	Growth driven by luxury residential sell-outs and DC operationalization.	□
Guidance Confidence	Strong	Reaching 28 MW DC capacity by Q1 FY26 (up from 6 MW currently).	□
Management Credibility	Strong	Massive debt reduction (□240 Cr in 12 months); promoter warrant subscription at □730.	□
Business Quality Signal	Improving	Transition to annuity-heavy model via Data Centers and Cloud Services.	□
Key Q&A Exchange	Not applicable	PPT_ONLY: No concall conducted or available.	□
The Street's Primary Anxiety	Execution on DC	6 MW operational; 28 MW ready for Q1 FY26 operationalization.	□
Capital Cycle Stage	Harvesting / Expansion	Harvesting Sector 63A; Expanding Data Center IT Load to 307 MW.	□
Margin / Return Ratio Trajectory	Improving	FY25 EBITDA margin expanded to ~26.5% (est) vs ~25.8% in FY24.	□
Pricing Power	Expanding	GH-1 100% sold out; high-margin 'Ashok Cloud' services live.	□
FCF Conversion & Quality	Strong	Net Debt reduced from □290 Cr to □50 Cr despite ongoing DC capex.	□
Competitive Moat Signals	Widening	Sovereign Cloud status and partnership with CSC Data Services.	□
Balance Sheet Strength	Strong	Net Debt of □50 Cr is negligible against □2,060 Cr revenue.	□
Working Capital Efficiency	Improving	Residential delivery cycles (Birla Navya) fueling debt repayment.	□
Mgmt Guidance Track Record	Reliable	Consistent delivery on DC capacity ramp-up and project launches.	□
Key Vulnerability / Red Flag	High Concentration	Heavily reliant on Sector 63A Gurugram for residential cash flows.	□
Management Tone	Confident	PPT focuses on "Future-Ready Infrastructure" and "Sovereign Cloud."	□

Key Takeaways (Positives & Negatives): * **Positives:** The company is on the cusp of a massive capacity jump in its Data Center business, moving from 6 MW to 28 MW in Q1 FY26. Financial health is at a multi-year high, with Net Debt almost eliminated (50 Cr). The "Ashok Cloud" launch shifts the revenue model from pure co-location to higher-margin IaaS/PaaS. Residential projects remain the "cash cow," with flagship GH-1 fully sold out and construction on track. * **Negatives:** There is a minor shift in the DC operationalization timeline (prior context suggested 21 MW by Q3 FY25; now 28 MW in Q1 FY26). The massive 307 MW long-term target will require significant sustained capex, making the business sensitive to server/hardware costs. * **Forward Watchpoint:** Monitoring the conversion of the 22 MW "ready to be operationalized" capacity into active billing in Q1 FY26.

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2. BUSINESS PERFORMANCE

2A. KEY METRICS DATA SOURCE: Concall not available — commentary absent.

Metric	Current Qtr (Q4FY25)	YoY Change	QoQ Change	Trend	Mgmt Commentary
Presales (Cr)	Not in doc	-	-	↑	GH-1 fully sold; Birla Navya Phase 4 launched.
Equivalent Area Constructed (msf)	10.87 (Pipeline)	↑	↑	↑	1.16 msf (GH-1) and 1.34 msf (Avarna) in active dev.
Pre-tax Operating Cash Flow (Cr)	~240 (FY)	↑	↑	↑	Based on 240 Cr Net Debt reduction for FY25.
Realization/sqft ()	18,000	↑	→	↑	Maintained premium pricing for Estate Residences.
Revenue Potential Locked (Cr)	8,235 (Est)	↑	↑	↑	Massive pipeline across Sector 63A and Tirupati.
Revenue (Cr)	541	21.8%	↑	↑	FY25 Revenue hit record 2,060 Cr (Up 39% YoY).
PAT (Cr)	119	41.7%	↑	↑	FY25 PAT of 415 Cr (Up 60% YoY).
Land Bank (acres)	83.43	→	→	→	Marquee land reserves in Delhi/NCR.
Net Debt / (Cash) (Cr)	50	↓ (83%)	↓	↑	Drastic reduction from 290 Cr (Mar-24).
DC Operational Capacity (MW)	6	↑	→	↑	22 MW additional capacity "Ready" for Q1 FY26.

2B. SEGMENT BREAKDOWN

Segment	Revenue (Cr)	YoY Growth	Margin	Trend	vs Co. Avg	Key Development
Residential	~1,850 (FY)	40%+	High	↑	Primary	GH-1 Sold Out; Birla Navya Ph 4 launched.
Data Center	~80 (FY Est)	New	80%+	↑	High	Ashok Cloud launched on 0.5 MW pilot.
Commercial	~45 (FY Est)	→	High	→	In-line	Sec 44 Gurugram 100% leased (0.12 msf).
Hospitality	~15 (FY Est)	→	Moderate	↑	Low	FSI increase to 1.75 received for Delhi centers.

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3. MANAGEMENT OUTLOOK & EXECUTION TRACKER

Dimension	Category	Management Target / Claim	Required Run-Rate	Historical Delivery	Risk Flag
Guidance	DC Capacity	28 MW by Q1 FY26	Needs 22 MW operationalization in 90 days.	6 MW currently operational.	Moderate
Guidance	DC Roadmap	307 MW by 2031	~35-40 MW per year avg.	Scaling from 0 to 28 MW in 2 years.	Execution
Guidance	Cloud Revenue	IaaS/PaaS/SaaS offerings	Partnership with Orange live.	Ashok Cloud launched Oct-24.	Low
Guidance	Debt	Continued reduction	Already at negligible levels (□50 Cr).	Reduced □240 Cr in FY25.	Low
Strategy	Residential	Launch of "The Estate Apartments"	N/A - Advanced stage.	Sample apartment ready.	Low
Strategy	Land Acquisition	Acquire land adjacent to Sec 63A	Opportunistic.	LOI for 11.35 acres received.	Low
Macro	DC Demand	1.83 GW total India capacity by 2027	Industry CAGR 24%.	Industry hit 1 GW in 2024.	Low

4. ANALYST Q&A

Section not applicable — investor presentation only. No concall conducted or available.

5. WHAT CHANGED vs PRIOR QUARTER

What Changed	Prior Quarter (Q2 FY25)	This Quarter (Q4 FY25)	Direction
Net Debt Level	□95 Crore	□50 Crore	↑ (Deleveraging)
DC Operational Target	21 MW by Q3 FY25	28 MW by Q1 FY26	↓ (Timing Shift)
Cloud Partnership	Orange Business (General)	CSC Data Services (PSU focus) added	↑ (Expansion)
Residential Mix	GH-1 selling	GH-1 Sold Out; Birla Navya Ph 4 Launched	↑ (Visibility)
Hospitality Value	FSI Approval Pending	FSI 1.75 Approved for Center 1 & 2	↑ (Asset Value)
Equity Capital	QIP Proposal (□2,100 Cr)	Promoter Warrant Allotment (□100 Cr)	↑ (Commitment)
Annual Trajectory	Growth Outlook	FY25 Actual: 60% PAT Growth	↑ (Validation)

STOP HERE.