

---

# INVESTOR PRESENTATION

---

Q4 – FY 2022



# DISCLAIMER

---

This presentation has been prepared by Arihant Superstructures Limited (the “Company” or “ASL”) together with its Subsidiaries (collectively, the “Arihant Group”) for general information purposes only, without regard to any specific objectives, suitability, financial situations and needs of any particular person. This presentation does not solicit any action based on the material contained herein. This presentation should not be used as a basis for any investment decision or any contract, or commitment to purchase or subscribe for any securities. Nothing in this presentation and any oral information provided in connection with it shall constitute or deem to constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction. Nothing in this presentation is intended by the Company to be construed as legal, accounting or tax advice. This presentation has not been approved and will not or may not be reviewed or approved by any statutory or regulatory authority in India or by any stock exchange in India. This presentation does not comply with the disclosure requirements prescribed by the SEBI or any other applicable authority in relation to a public issue of securities on the Indian stock exchanges. This presentation does not purport to be a complete description of the markets conditions or developments referred to in the material.

This presentation contains 'forward-looking statements' – that is, statements related to future, not past, events. In this context, forward-looking statements relating to our expected future business and financial performance and strategies, and often contain words such as 'expects,' 'anticipates,' 'intends,' 'plans,' 'believes,' 'seeks,' or 'will'. Forward-looking statements by their nature address matters that are, to different degrees, uncertain and are dependent on numerous factors including but not limited to Arihant Group’s business, Arihant Group’s regulatory and competitive environment, macroeconomic conditions, local business environment, government policies etc. These uncertainties may cause our actual future results to be materially different than those expressed in our forward-looking statements. We do not undertake to update our forward-looking statements. We caution you that reliance on any forward-looking statement involves risk and uncertainties, and that, although we believe that the assumption on which our forward-looking statements are based are reasonable, any of those assumptions could prove to be inaccurate and, as a result, the forward-looking statement based on those assumptions could be materially incorrect. The viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements and management estimates.

The views expressed here may contain information only as of its date, derived from publicly available sources that have not been independently verified. The Arihant Group does not undertake to update or revise the information provided herein upon happening of any future event or otherwise. Moreover, both express or implied representation or warranty is made as to, and no reliance should be placed on, the accuracy, completeness, reasonableness or reliability of this information. None of the directors, promoters or employees of the Arihant Group or any of its affiliates, advisors or representatives accepts any responsibility or liability regarding the accuracy or validity of the information provided herein or any loss or damage suffered by anyone due to perusal of this document. Furthermore, no person is authorized to give any information or make any representation which is not contained in, or is inconsistent with, this presentation. Any such extraneous or inconsistent information or representation, if given or made, should not be relied upon as having been authorized by or on behalf of the Arihant Group. Nothing in this presentation shall be relied expressly as a promise or representation of past or future.

This presentation is confidential, being given solely for your information and for your use, and may not be copied, reproduced or redistributed to any other person in any manner. The distribution of this presentation in certain jurisdictions may be restricted by law. Accordingly, any persons in possession of this presentation should inform themselves about and observe any such restrictions.

The information contained in this Presentation is not to be taken as any recommendation made by the Company or any other person to enter into any agreement with regard to any investment. It is recommended that the Investors make their own independent due diligence, assessment of the market and the market position of the Company and appraisal of the risks, benefits and suitability of this Presentation. Furthermore, we recommend that the Investors conduct their own analysis and be solely responsible for forming their own view of the potential future performance of the business of the Company.

This presentation is not intended, and does not, constitute or form part of any offer, invitation or the solicitation of an offer to purchase, otherwise acquire, subscribe for, sell or otherwise dispose of, any securities in Arihant Superstructures Limited or any other invitation or inducement to engage in investment activities, nor shall this presentation (or any part of it) nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision. This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, as amended, or the rules made thereunder, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended, or any other applicable laws in India.

# CMD'S MESSAGE

---

*“It’s been an extremely satisfying year for us as we achieved number of milestones and record profitability. We have achieved the highest home sales as well as revenue with EPS at Rs. 10.02 for the year. The year also threw up challenges with supply chain disruption, soaring commodity prices and global geo-political issues resulting in rising input costs especially in the last quarter. However, we achieved 331 bps higher EBITDA during that period.”*

---

# COMPANY OVERVIEW

## VISION

*To nurture the best talent and be a “Built to Last” company*

## MISSION

*To construct the most efficient spaces for our customers while leaving the least ecological foot-print*

## POLICY

*To share wealth with all the stake holders and contribute to the well-being of society at large*

# OVERVIEW



## Diversified Portfolio

Presence across  
Mumbai Metropolitan Region  
(MMR) and Jodhpur



## Affordable Housing

Over 96% of portfolio in  
affordable and mid-income housing

## Ongoing & upcoming projects

~13.15 Million Sq. Ft. across 16  
projects over next few years



## Operationally Efficient

In-house design, engineering &  
project implementation optimizes  
quality, timeline and significant  
cost savings



## Low cost of land acquisition

Avg. Cost of acquisition of land at  
less than Rs 500/Sq. Ft.

## Delivery

Distinguished track record in  
timely delivery of projects; Over  
3.5 Million Sq. Ft. completed in last  
5 years



## Future Ready

Well poised to embark on the  
next phase of growth with 2.5  
decades of operational experience  
by promoters across multiple real  
estate cycles

---

# KEY HIGHLIGHTS FOR Q4 & FY22

# OPERATIONAL HIGHLIGHTS

- Commencement approval received for two new affordable housing projects – **Arihant Aakarshan** at Taloja and **Arihant Aaradhya** at Kalyan Ext.
- These two projects having revenue potential of **Rs. 1,100 Cr**, to be launched in **Q1-FY23** and executed over **next 5 years**, will be eligible for tax benefits under **Sec 80-IB**
- Sales bookings of **674 units** aggregating **5.72 Lakh Sq. Ft.** with booking value of **339.6 Cr.** in Q4 FY22<sup>(1)</sup> owing to continued sales momentum and contribution from new launch
- Collections for Q4 FY22 and **FY22** stood at **INR 111.2 Cr**

## FY22 Sales & Collections



Units Sold  
(1,628)



Area Sold  
(13.8 LSft)



Value of sales  
(INR 764 Cr)



Collection  
(INR 416.3 Cr)



Units Sold Y-o-Y Growth %

91%



Area Sold Y-o-Y Growth %

59%



Value of sales Y-o-Y Growth %

74%



Collections Y-o-Y Growth %

45%

(1) Includes Sales under development management model comprising 84 units aggregating to 62,267 Sq. Ft. with a booking value of INR 28.9 Cr

# NEW LAUNCH – Q4 FY22



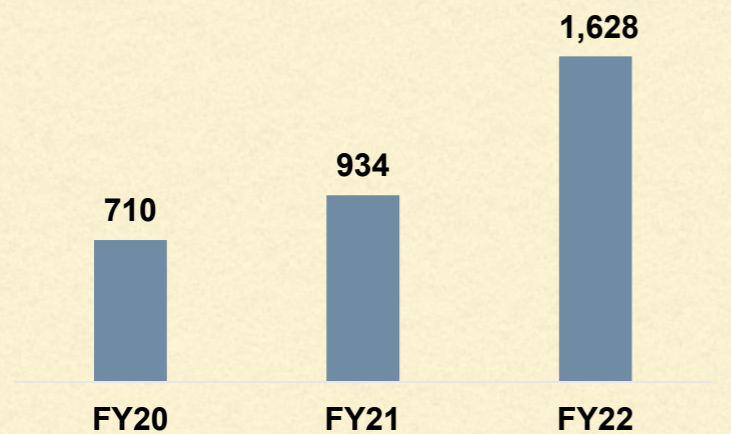
- New tower “*Della*” launched at Arihant Aspire in February 2022
- Unique concept of 1 BHK-O and 2 BHK-O homes with in-built office space well received by the home buyers
- Total units launched – 494
- Total units sold – 311



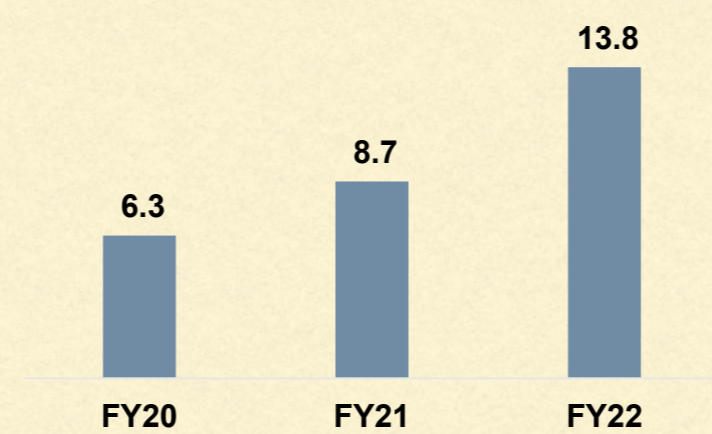


# FY22 AT A GLANCE

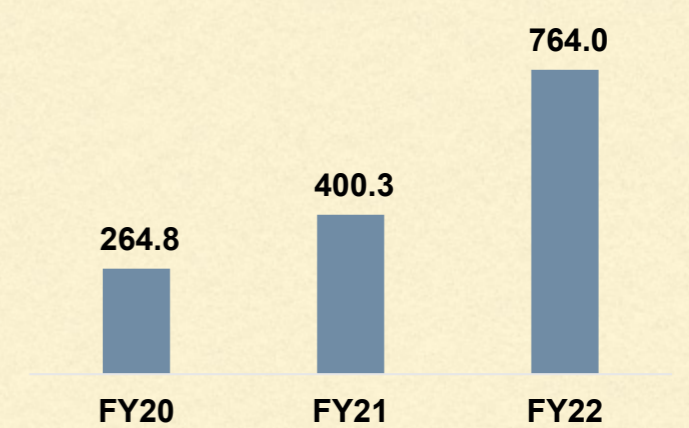
Units Sold (No.)



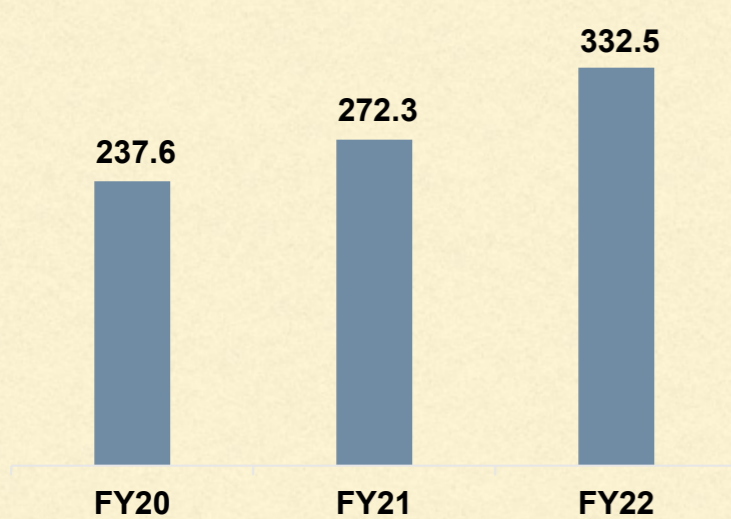
Area Sold (Lakh Sft)



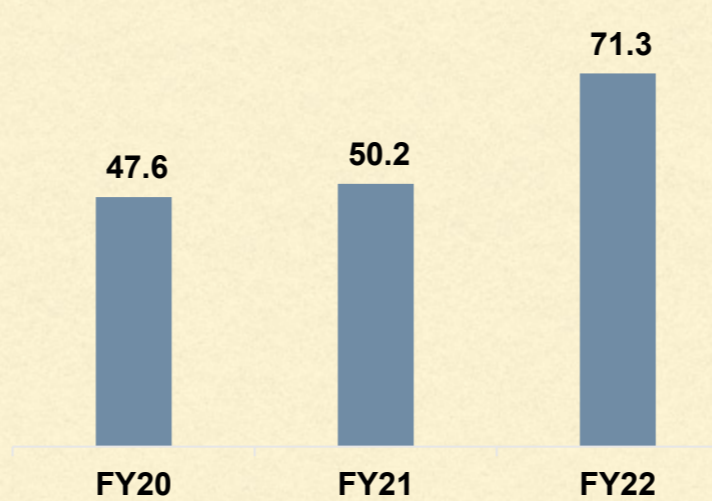
Value of Sales (INR Cr)



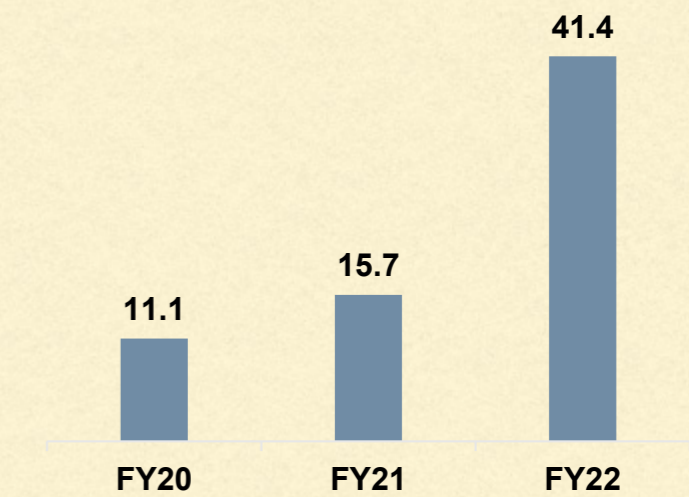
Total Revenue (INR Cr)



EBITDA (INR Cr)



PAT (INR Cr)



# Q4 & FY22 RESULTS

Particulars (INR Cr)	FY22	FY21	% change	Q4 FY22	Q3 FY22	% change
<b>Total Revenue</b>	<b>332.52</b>	<b>272.31</b>	<b>22.1%</b>	<b>71.27</b>	<b>88.59</b>	<b>(19.5)%</b>
Total Operating Expenses	261.26	222.14		54.05	70.11	
<b>EBITDA</b>	<b>71.26</b>	<b>50.16</b>	<b>42.1%</b>	<b>17.23</b>	<b>18.48</b>	<b>(6.8)%</b>
<b>EBIDA Margin</b>	<b>21.43%</b>	<b>18.43%</b>	<b>300 bps</b>	<b>24.17%</b>	<b>20.86%</b>	<b>331 bps</b>
Interest	21.03	28.09		5.25	5.27	
Depreciation	1.73	2.04		0.40	0.43	
<b>PBT</b>	<b>48.50</b>	<b>20.03</b>	<b>142.1%</b>	<b>11.57</b>	<b>12.78</b>	<b>(9.5)%</b>
Tax	7.12	4.29		1.69	1.20	
<b>PAT</b>	<b>41.38</b>	<b>15.74</b>	<b>162.9%</b>	<b>9.88</b>	<b>11.58</b>	<b>(14.8)%</b>
<b>PAT Margin</b>	<b>12.44%</b>	<b>5.78%</b>	<b>666 bps</b>	<b>13.86%</b>	<b>13.08%</b>	<b>78 bps</b>

# CONSOLIDATED NET DEBT – 31<sup>ST</sup> MAR 2022

Entity	Entity Debt (INR Cr)	% holding	Debt attributable as per % holding (INR Cr)
ASL	6.71	100%	6.71
Arihant Vatika	0.00	60%	0.00
Arihant Aashiyana	50.52	60%	30.31
Arihant Abode	257.42	60%	154.45
Arihant Gruhnirman	15.00	60%	9.00
Less: Intercompany Eliminations	(30.38)		(18.23)
<b>Total Debt</b>	<b>299.28</b>		<b>182.25</b>
Less: Cash & Cash Equivalents	(14.75)		
<b>Net Debt</b>	<b>284.53</b>		

- Effective debt of ASL is worked out based on ASL's shareholding in subsidiaries
- Any liability of the holding company is attributable at 100% and that of the subsidiaries is attributable to its shareholding i.e. 60% to the Holdco

---

# COMPANY OVERVIEW

# GEOGRAPHICAL SPREAD – MMR & JODHPUR

**13** Projects  
(MMR)

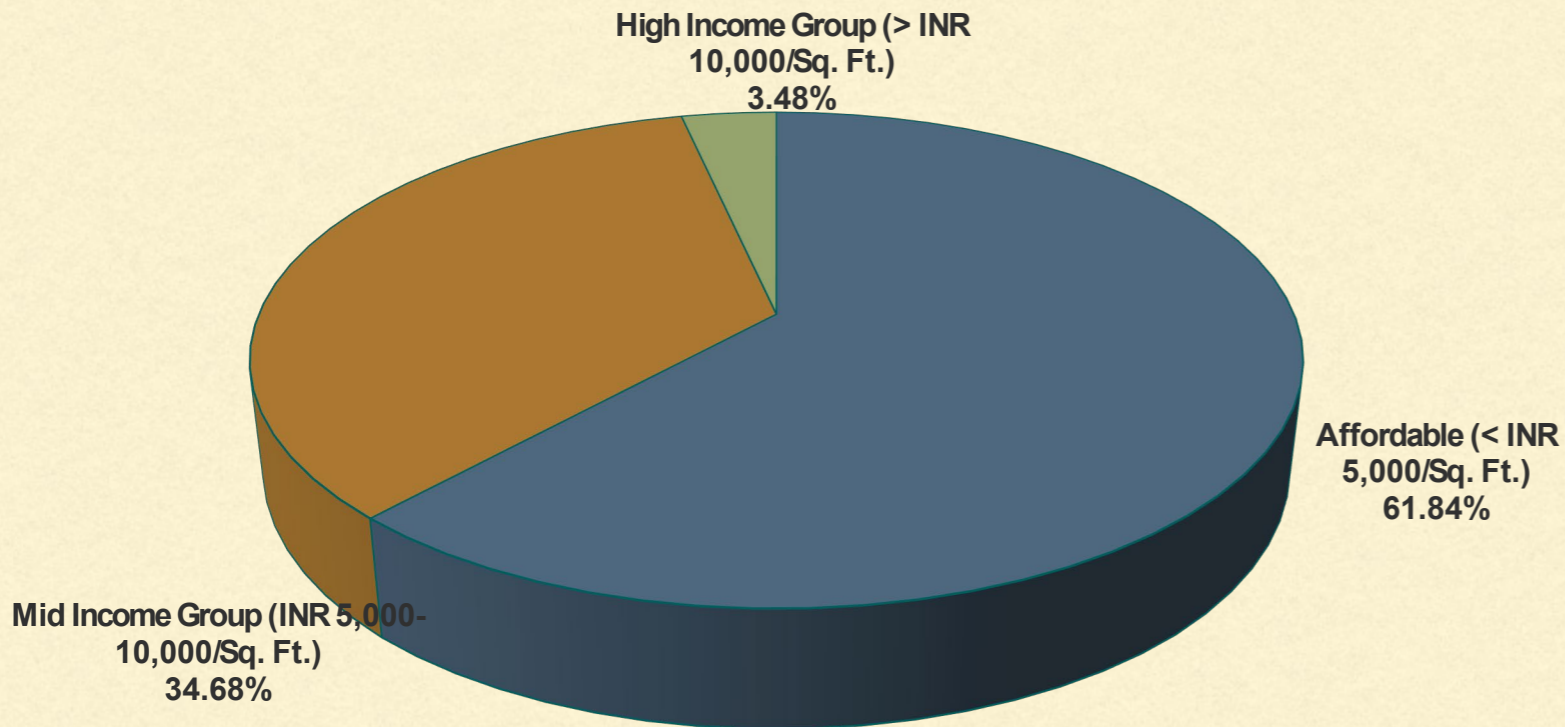


**3** Projects  
(Jodhpur)



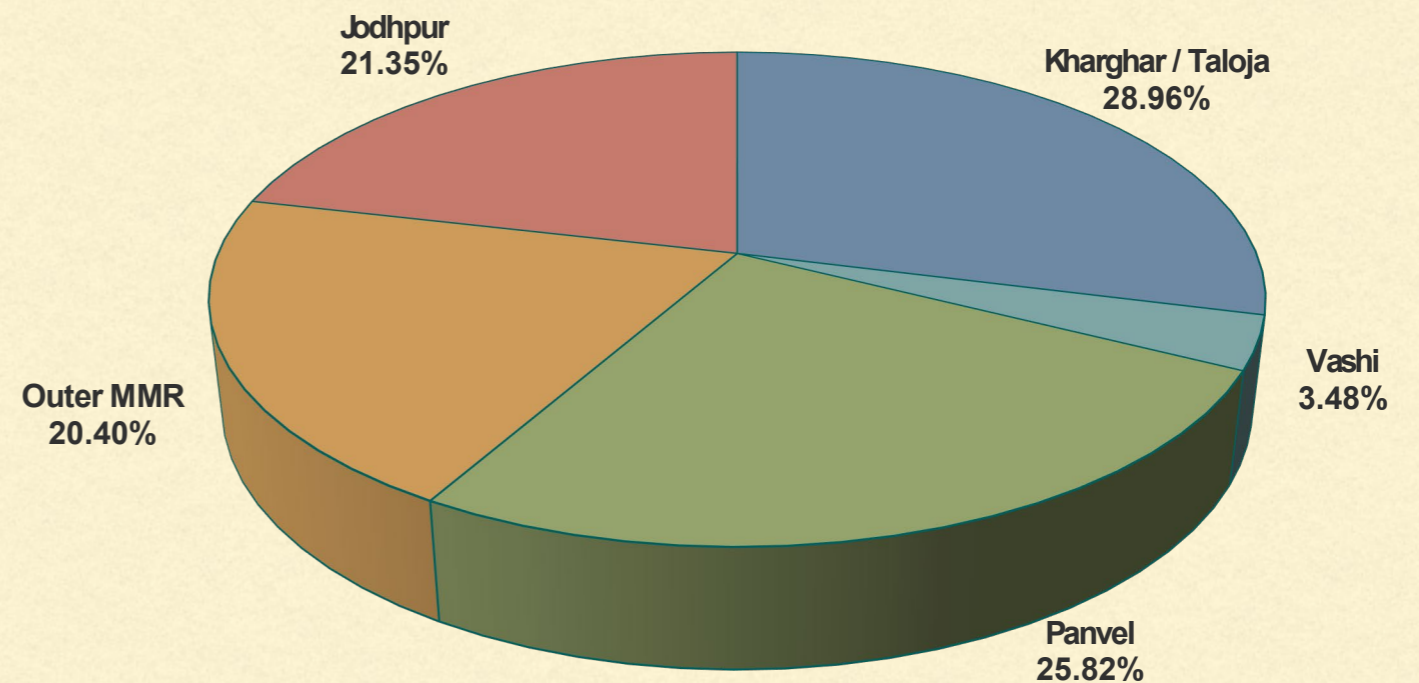
# PORTFOLIO MIX

## Category-wise portfolio mix



*Diversified portfolio mix with focus on affordable and mid income housing*

## Area-wise Portfolio Mix



*Established position in the geographies and market segments by building capabilities and competitive advantage*

# COMPLETED & ONGOING PROJECTS

Project	Location	Total units (No.)	Sold Units (No.)	Unsold Units (No.)	Unsold Area (Sft)	Receivables from Sold Units (INR Cr)	Revenue potential from Unsold Units (INR Cr)	Total Est. Receivables (INR Cr)	Economic Interest of ASL in the Project
<b>COMPLETED PROJECTS</b>									
	MMR			67	44,144	18	15	34	~80%
	Jodhpur			27	15,550	14	5	19	100%
<b>Total (A)</b>				<b>94</b>	<b>59,694</b>	<b>32</b>	<b>20</b>	<b>52</b>	
<b>ONGOING PROJECTS</b>									
Aakarshan	Taloja	336	0	336	2,02,891	0	96	96	100%
4Anaika	Taloja	396	392	4	5,404	18	3	20	100%
Aarohi	Kalyan-Shil	51	24	27	37,214	9	18	27	100%
Aloki Ph 2-6	Karjat	544	149	395	2,47,795	15	89	104	60%
Aalishan	Kharghar	811	356	455	5,70,240	106	485	590	60%
Aspire	Panvel	1,152	671	481	5,07,915	229	356	585	60%
Anmol Ph 3	Badlapur	119	61	58	37,470	7	13	20	60%
Advika	Vashi	327	23	304	3,89,105	44	623	667	60%
5Anaika	Taloja	433	218	215	1,95,472	50	94	144	60%
Amisha Ph 2	Taloja	134	68	66	41,504	9	18	27	60%
Amber	Taloja	82	82	0	0	3	0	3	60%
Adita	Jodhpur	82	28	54	87,715	6	29	35	100%
Anchal Ph 1	Jodhpur	532	405	127	1,08,900	7	33	40	100%
<b>Total (B)</b>		<b>4,999</b>	<b>2,477</b>	<b>2,522</b>	<b>24,31,625</b>	<b>501</b>	<b>1,856</b>	<b>2,357</b>	
<b>Total (A+B)</b>		<b>5,093</b>	<b>2,477</b>	<b>2,616</b>	<b>24,91,319</b>	<b>534</b>	<b>1,876</b>	<b>2,410</b>	

# FORTHCOMING PROJECTS

Project	Location	Total units (No.)	Total Area (Sft)	Revenue potential (INR Cr)	Economic Interest of ASL in the Project
<b>FUTURE PROJECTS</b>					
Amisha	Taloja	274	2,20,514	99	60%
Arshiya	Khopoli	1,135	8,56,669	317	100%
Aspire	Panvel	1,648	19,43,715	1,574	60%
Akarshan	Taloja	2,031	13,19,727	633	100%
Aaradhya	Kalyan Extention	1,410	9,09,502	455	100%
Anchal	Jodhpur	1,848	17,38,800	661	100%
Adita	Jodhpur	72	1,30,730	44	100%
Ashray	Jodhpur	162	91,653	27	100%
Anmol	Badlapur	261	1,98,806	80	60%
TBD*	Panvel	1,300	10,40,000	780	60%
<b>Total (C)</b>		<b>10,141</b>	<b>84,50,116</b>	<b>4,671</b>	

**Project Portfolio (Ongoing & Forthcoming)**

**13.15 Million Sft**

**Total Est. Receivables (A+B+C)**

**INR 7,081 Cr**

*\*Land Reserves of 52,237 Sqm and area potential is as per management estimates subject to plan approvals from regulatory authorities*



# SELECT PROJECT ELEVATIONS

*Arihant Advika, Vashi*



*Arihant Aakarshan, Talaja (New Launch)*



*Arihant Aspire, Panvel*



*Arihant Aalishan, Kharghar*



# SELECT PROJECT ELEVATIONS

*Arihant Aoki, Karjat*



*Arihant Anaika, Talaja*



*Arihant Arshiya, Khopdi*



*Arihant Adita, Jodhpur*



# BOARD OF DIRECTORS

---

## Ashok Chhajer *Promoter, CMD*

- Over 2 decades in the real estate business
- Prior experience ranging from textile, oil refinery to real estate sector
- At Arihant, he oversees corporate strategy, project design and land acquisition functions
- Works relentlessly towards, transparency, corporate governance and stakeholder management

## Nimish Shah *Whole-Time Director*

- A civil engineer with over 19 years experience in construction and related activities
- Actively involved in all the nuances of engineering including Planning and Execution, project estimation, contracts and site organization of projects
- Earlier a government registered contractor in Maharashtra and was also associated with several entities in real estate sector

## Virendra Mittal *Independent Director*

- IIT Alumnus and a fellow chartered engineer
- Vast experience in construction, real estate, power plants, mining and highway projects
- Has been part of leadership team in ITC Ltd, J. K. Synthetics Ltd., Ansal Properties & Industries, Renusagar Power Company Ltd. and Mukand Ltd.

## Chandra Iyengar *Independent Director*

- 1973 batch IAS Officer
- Was Additional Chief Secretary-Home dept. for GOM
- Has led several departments in GOM and GOI, such as Public Health, Industries, Women & Child Development, Higher Education, Finance, etc.

## Raj Narain Bharadwaj, *Independent Director*

- Former Chairman and Managing Director of Life Insurance Corporation of India
- Has vast experience in economics and BFSI
- Former Member of the Securities Appellate Tribunal, Government of India and Ministry of Finance

## Divya Momaya, *Independent Director*

- Practicing Company Secretary and the founder of D S Momaya & Co.
- ~18 years of experience Company Secretarial Practice
- Promoter of MMB Advisors Private Limited which trains and grooms independent directors, women directors and executive directors

# MANAGEMENT TEAM

---

## ***Senior Managerial Personnel of the Company and its Subsidiaries***

Deepak Lohia,  
*Chief Financial Officer*

Abhishek Shukla  
*Chief Strategy Officer*

Sangeeta Chhajer  
*Head Post-sales & Operations*

Kapil Sengar  
*VP Sales*

Teji Ghosh  
*VP Marketing & brand  
management*

Govind Rao  
*Company Secretary*

# AWARDS & RECOGNITIONS

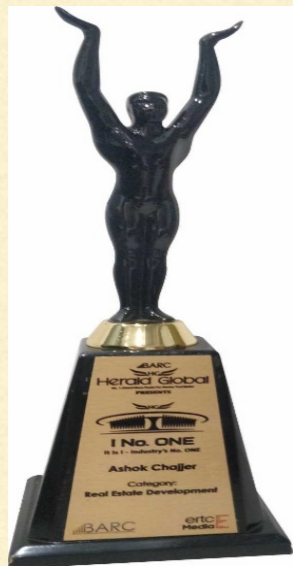
2021



Best Developer for Green Buildings by CIA World



Business Excellence Award by Adsinc and Zee Business for Affordable Housing Project of the Year



Industry's No. 1 – Promoter Presented By Herald Global Real Estate Development

2017-2020



Zee Business Award – Developer of the Year (Affordable Housing)



Iconic Award by Radio City for Arihant Aspire, Panvel



IGBC Pre-certified Platinum Rating for Aspire project



Affordable Housing Project of the Year for Arihant Arshiya by CREDAI MCHI



Arihant Adita – Jodhpur's no1 Housing Society Award, Red FM



Dainik Bhaskar (94.3 MYFM) – Award for Excellence in Quality Construction



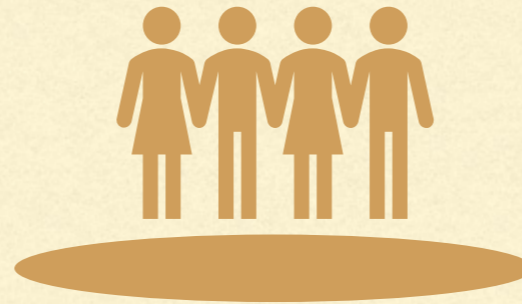
Award for Quality construction in affordable housing by The Economic Times, ET Realty award

## *ASL engages in sustainable development of Environment, Society and Governance*



### **Environment**

- Most of our developments have sewage treatment plants, rainwater harvesting, solar power & heating as well as a green cover
- Use of Aerated Autoclave blocks having lower embodied energy and much higher insulation value
- Energy efficient lighting and use of low VOC paints & adhesives
- Our flagship project Arihant Aspire has been pre-certified in the 'Platinum' category by IGBC



### **Social**

- Social development by supporting Rural development projects, rural infrastructure and livelihood enhancement projects
- Disaster management, including relief, rehabilitation and reconstruction activities
- Promoting education, including special education and employment enhancing vocation skills
- Providing Ration to all laborers & their families staying at the sites during the lockdown due to Covid-19



### **Governance**

- The Board inculcates culture of accountability, transparency, and integrity
- The Company has adopted governance framework in accordance with the applicable SEBI Regulations
- 4 out of 6 Board Members are Non-Executive Members and Independent Members

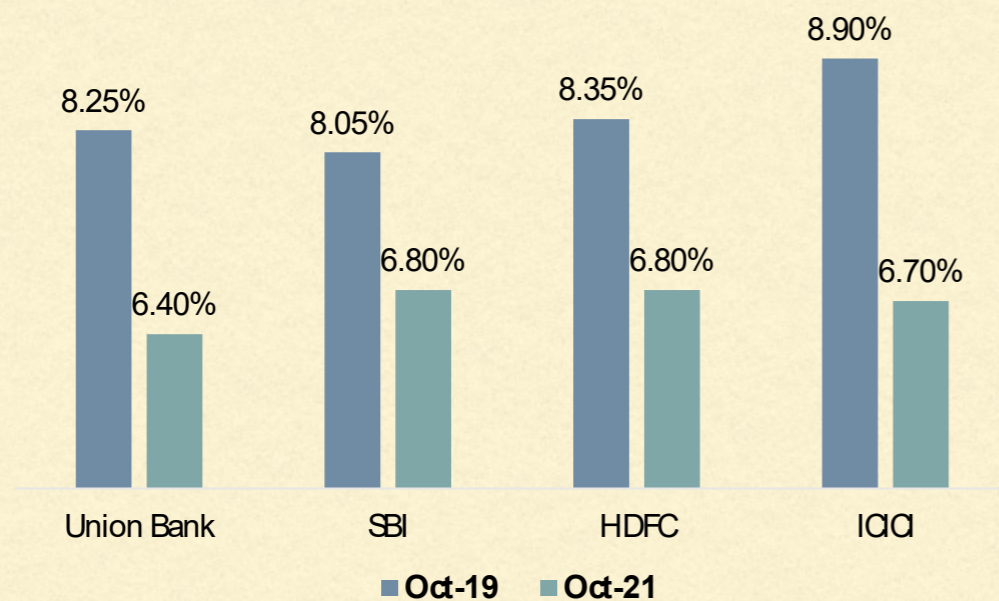
---

# BUSINESS DRIVERS

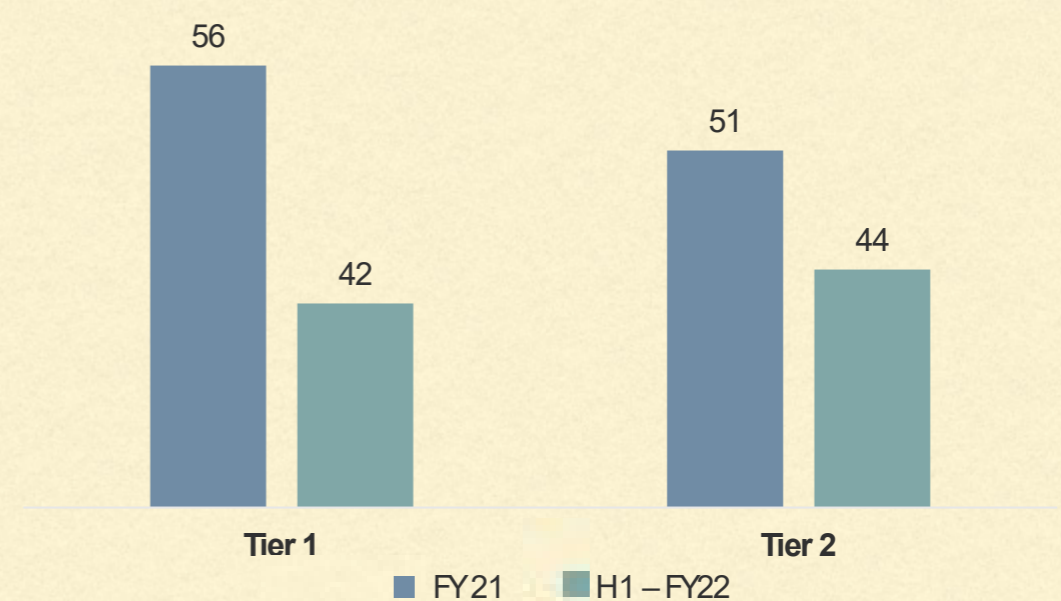
The information contained in this section has been derived from the “Market Research in MMR and Jodhpur Report”, which has been commissioned by our Company from Liasis Foras Real Estate Rating and Research Private Limited.

# Real estate sector rejoices on the back of strong macros

## Higher affordability due to lower cost of borrowings



## Inventory months reduced in last 6 months

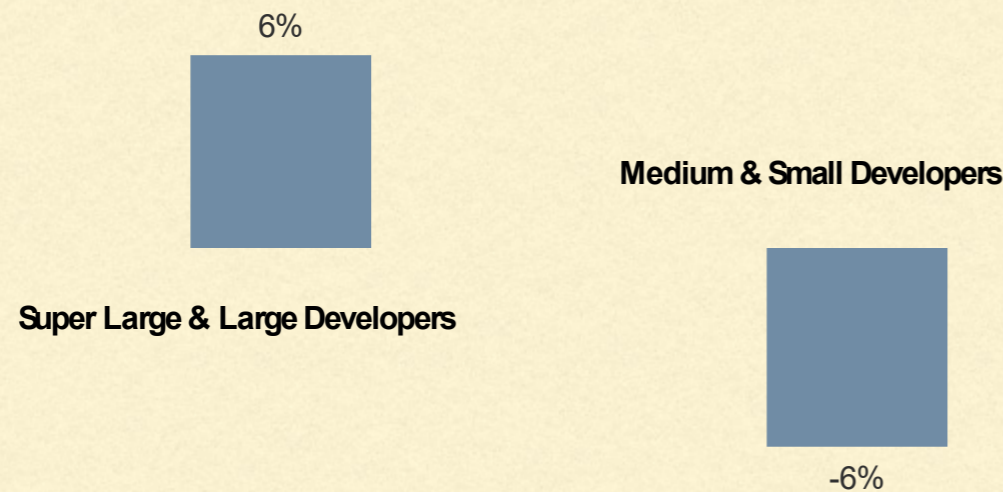


- The housing loan rates in India are at its 15 year lowest
- While there was a dip in the market activity in FY 20-21, the period of FY 21-22 (till date) has witnessed a sharp recovery
- The market has clocked 200 Million Sq. Ft. in six months with new launches of 170 Million Sq. Ft.
- The month-inventory in Tier 1 cities has dropped from 56 months in FY21 to 42 months in H1-FY22
- Inventory in Extended suburbs where ASL operates, has reduced from 59 in FY21 to 47 months in H1-FY22

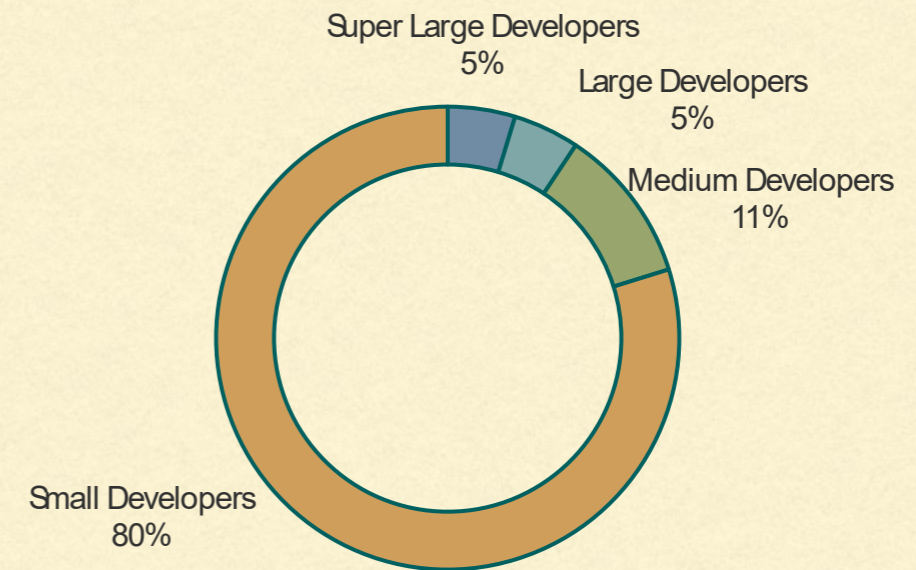


# Real Estate market is broad basing, favoring organized players like ASL

No. of Medium & Small developers reduced in CY20



Immense scope of penetration for larger players

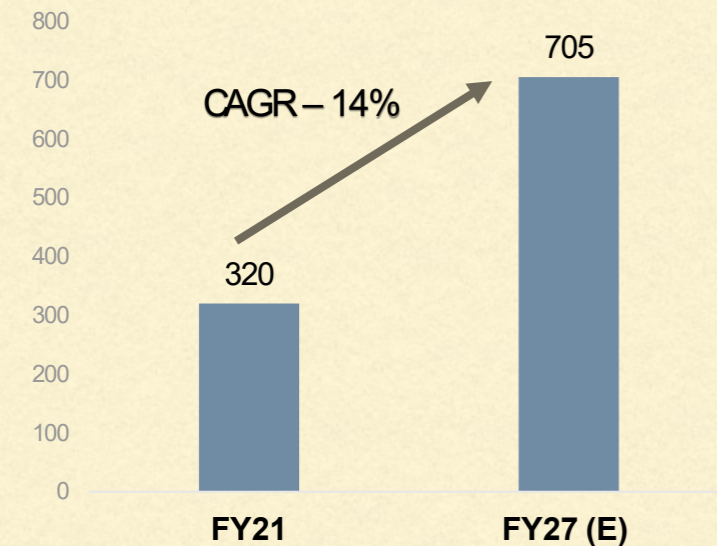


- With implementation of RERA and GST and after effects of Covid 19, the fly-by-night developers are getting wiped out of market
- Smaller developers with poor corporate governance and financial management practices are partnering with large, reputed developers through joint developments and other arrangements
- Arihant superstructure is one of the listed established developers having long-standing presence in Navi Mumbai and extended suburbs of MMR

# Affordable segment to outperform: ASL a key player

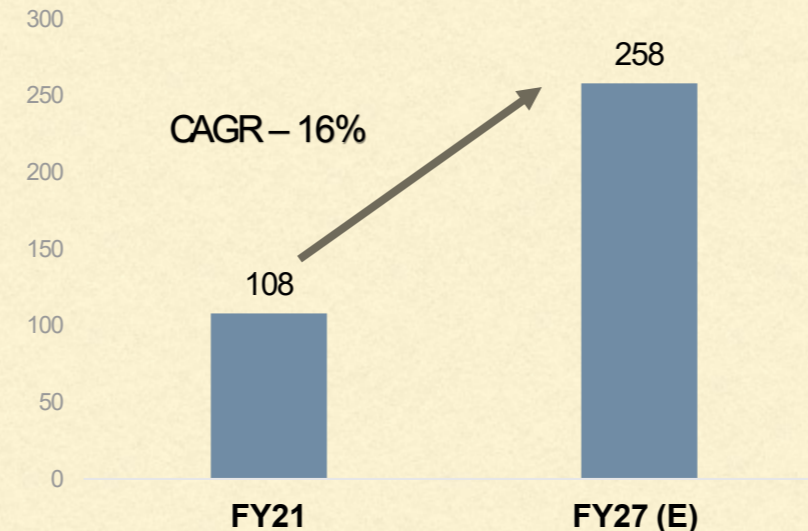
## All India residential sales

Million Sq. Ft.



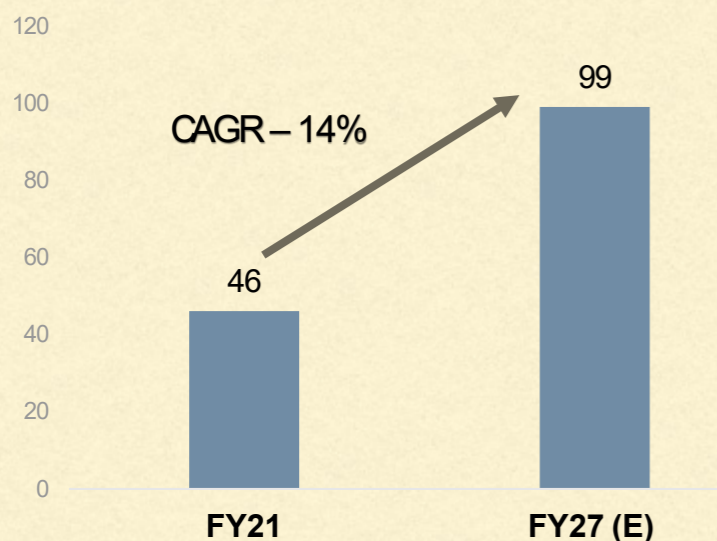
## 30-60L ticket size residential sales

Million Sq. Ft.



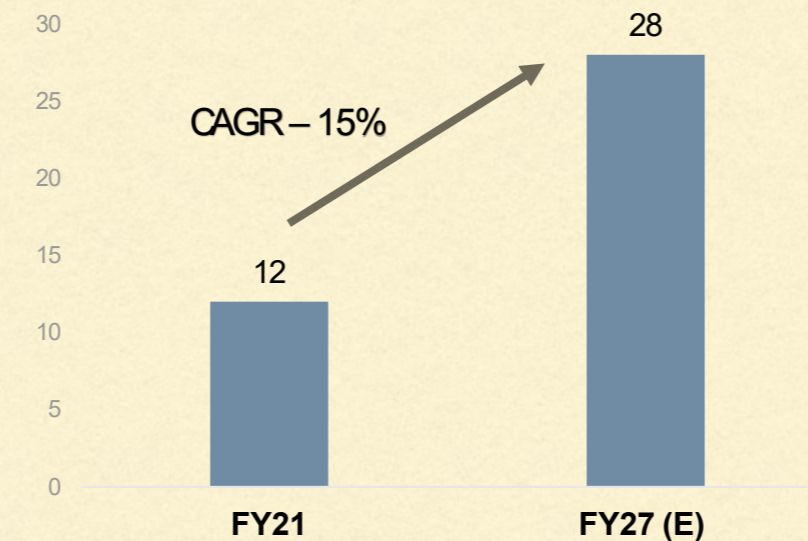
## MMR residential sale

Million Sq. Ft.



## 30-60L ticket size residential sales

Million Sq. Ft.



- MMR Market is estimated to **more than double** by FY27 to absorption volume of 99 Million Sq. Ft.
- 30 to 60 lakh segment expected to grow the fastest
- The share of 30-60 lakh segment has increased in the last four years
- Arihant Group has 34% share of supply in this segment in extended suburb market of MMR

# ASL's long-standing presence in extended suburbs of MMR

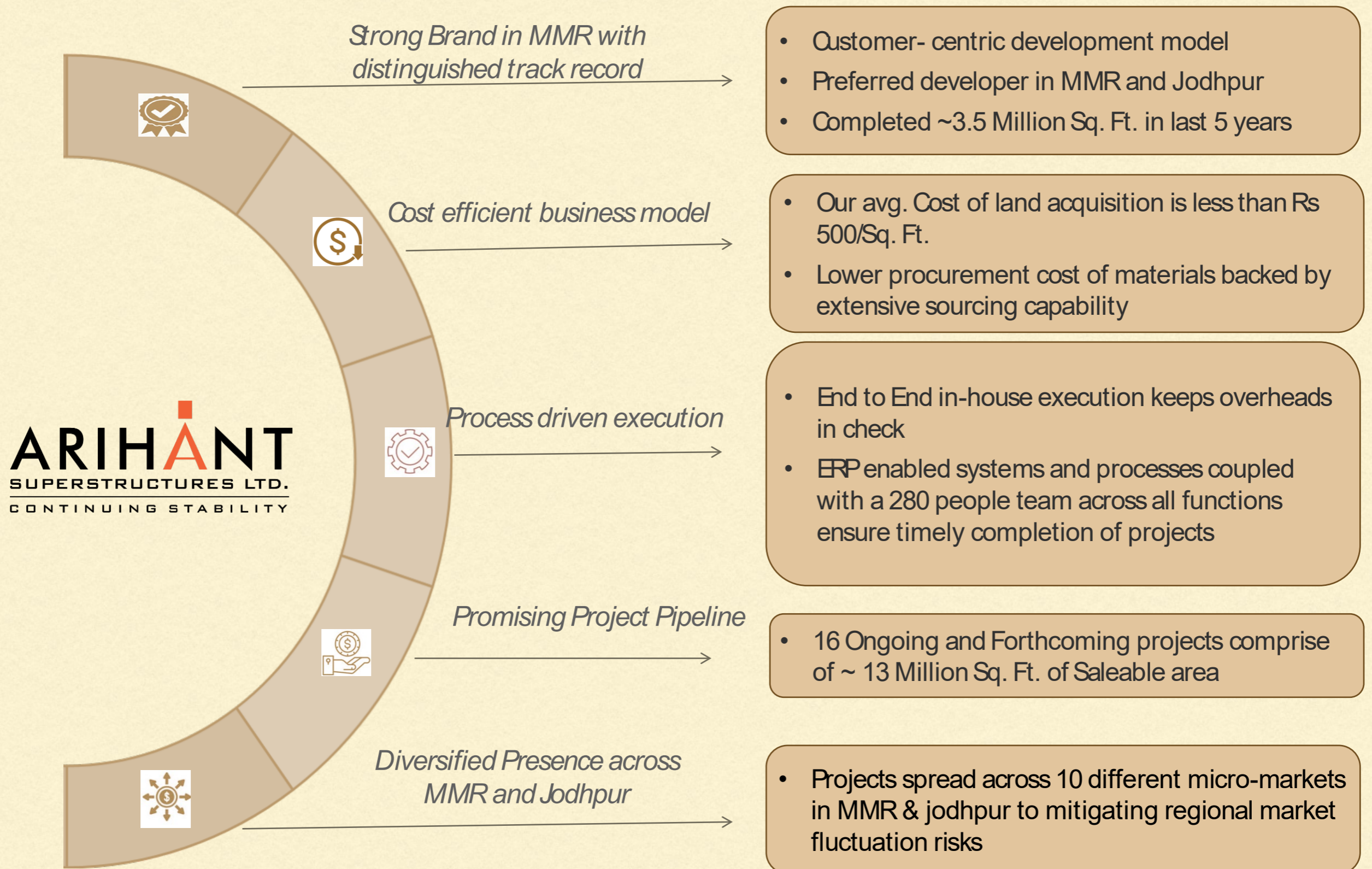
Central Extended Suburbs, Navi Mumbai, Panvel, Karjat and Khopoli are the markets in which Arihant Group is present

- ASL has 51% share of supply in INR 30 Lacs – 1Cr segment and 58% share of supply in below INR 5,000 per Sq. Ft. segment in extended suburbs of MMR
- These regions contributed 37% to annual MMR residential sales in FY21
- Inventory overhang in extended suburbs is lower at than overall MMR
- ASL has 13% market share in Navi Mumbai as reported in H1-FY22

## ASL's presence in micro markets of MMR

Region	Mkt share of top 10 players in H1- FY22	Mkt share of Arihant group in H1 – FY22
Taloja	69%	51%
Vashi	69%	16%
Karjat	43%	20%
Khopoli	44%	9%
Panvel	47%	4%
Badlapur	48%	5%

# ASL: One of the established real estate player in affordable and mid-income housing segment



# Cost efficiencies ensures high margins despite competitive pricing in affordable housing segment

## Asset Light Model

- Continuing to enter into JD, JV or DM arrangement in Mid-income segment
- Targeting redevelopment opportunities primarily in Navi Mumbai for High-income housing which presents a huge opportunity after implementation of UDCPR
- ~33% of our Ongoing Projects area is based on an asset-light model

## Input cost Management

- ASL's procurement & engineering team's has extensive sourcing network
- Tie-ups with leading manufacturers of the various ancillary industries
- Enables distinguished offerings at competitive cost

Asset  
Light  
Model

Low  
Cost  
Land

Input  
Cost  
Mgmt

In house  
execution

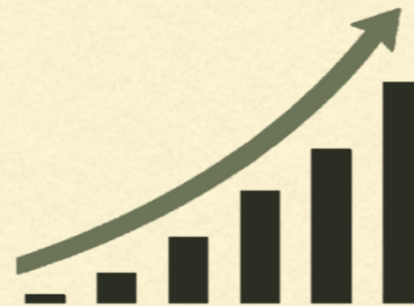
## Low-Cost Land

- Acquire lands on outright basis at low-cost for affordable housing
- Reaching out landowners directly rather than acquiring it through land aggregators
- Our avg. Cost of land acquisition is less than Rs 500/Sq. Ft.

## In House Execution

- Integrated with capabilities to carry-out projects from initialization to completion through our in-house teams
- Inhouse acquisition planning, design, construction, quality assurance team
- Reducing overheads and dependency on external firms

# Robust outlook supported by long term growth drivers



## Affordable & Mid-income Segment

- 15 out of 16 projects in this segment
- 96.52% of the project portfolio in affordable & mid-income segment
- Expected to be the largest segment in India in the coming years

## Project Portfolio

- 13 ongoing projects with aggregate saleable area of 4.7 Million Sq. Ft.
- 9 Forthcoming projects (including future phases of ongoing projects) comprising of 7.4 Million Sq. Ft.

## Land Reserves

- In addition, ASL has land reserves of 52,237 square meter in Panvel
- Arihant group is among the top 5 developers in Panvel

## Joint Development

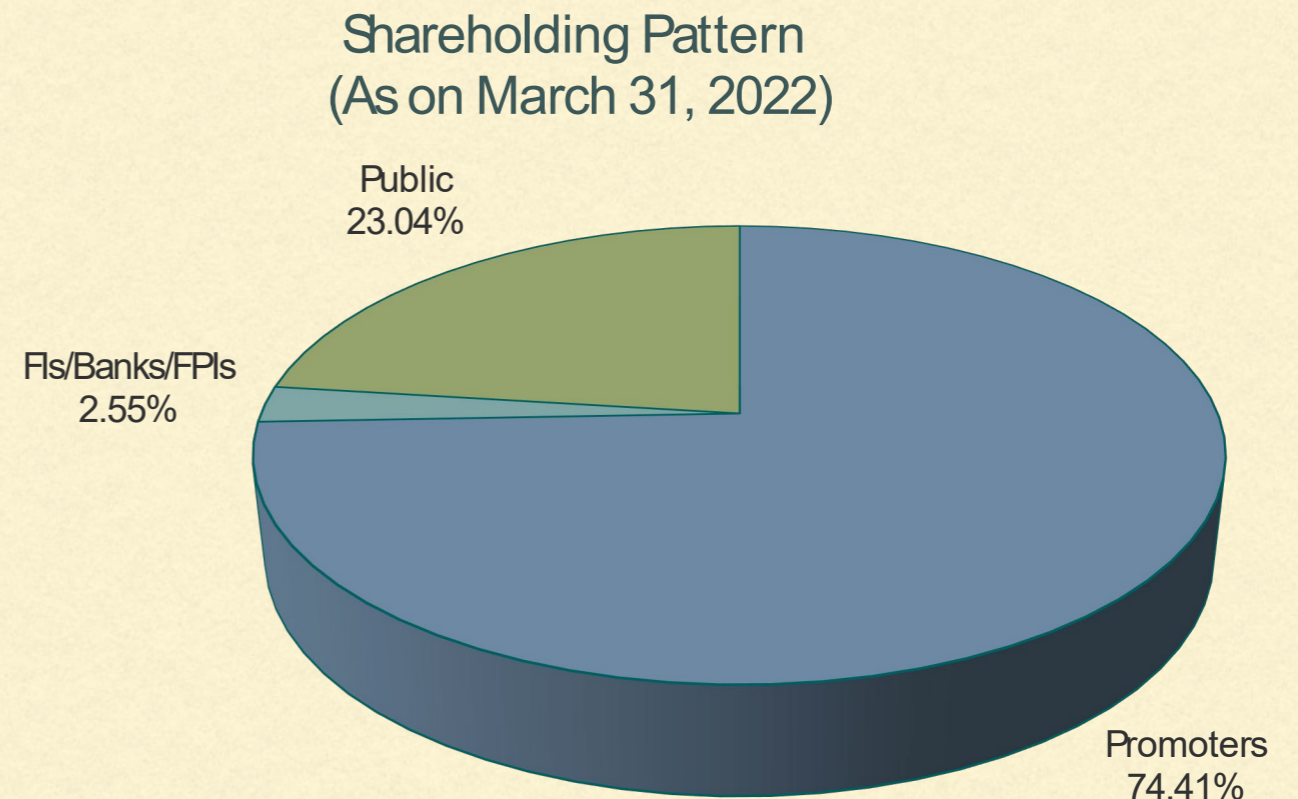
- Looking to expand and develop Land Reserves through JDA / or joint ventures
- Increase market penetration across the various micro-markets in which we operate

---

# FINANCIAL SNAPSHOT

# CAPITAL MARKET DATA

BSE Scrip Code	506194
NSE Trading Symbol	ARIHANTSUP
Bloomberg Code	ARSU:IN
GICS Sector	Real Estate
Market Cap as on 6 <sup>th</sup> May 2022	INR 617.2 Cr.
52 Week High	INR 204.5
52 Week Low	INR 35.3





# CONSOLIDATED INCOME STATEMENT

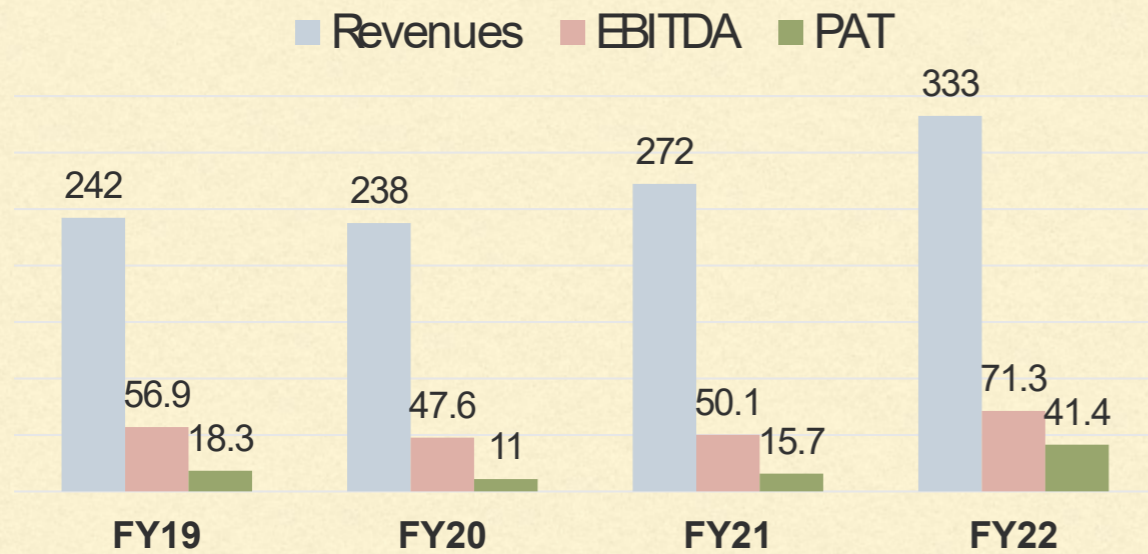
Particulars (INR Cr)	FY19	FY20	FY21	FY22
<b>Total Revenue</b>	<b>242.2</b>	<b>237.6</b>	<b>272.3</b>	<b>332.5</b>
Cost of Construction, Land & Development	195.5	119.2	149.2	289.1
Changes in Inventories	(51.1)	33.6	33.4	(92.3)
Employee Benefits Expense	13.8	12.1	11.9	16.4
Other Expenses	27.1	25.1	27.6	48.0
Total Expenses	185.3	190.0	222.1	261.3
<b>EBITDA</b>	<b>56.9</b>	<b>47.6</b>	<b>50.2</b>	<b>71.3</b>
Depreciation	1.9	2.0	2.0	1.7
Interest & Finance Charges	32.3	30.0	28.1	21.0
PBT	22.7	15.6	20.0	48.5
Total Taxes	4.4	4.5	4.3	7.1
<b>PAT</b>	<b>18.3</b>	<b>11.0</b>	<b>15.7</b>	<b>41.4</b>
Less: Non-controlling Interest	4.7	5.4	4.5	0.03
<b>Net Profit (after Non-controlling Interest)</b>	<b>13.6</b>	<b>5.6</b>	<b>11.2</b>	<b>41.2</b>
EPS (Basic) (Rs)	3.32	1.37	2.71	10.02

# CONSOLIDATED BALANCE SHEET

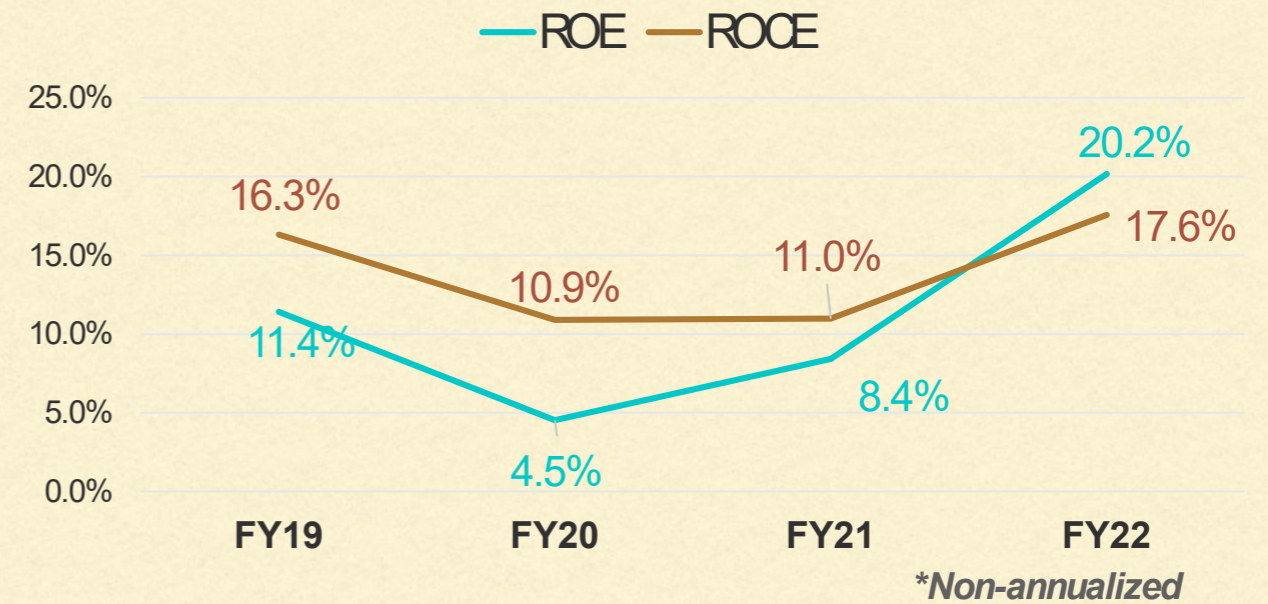
<b>Equity and Liabilities (INR Cr)</b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>	<b>FY22</b>
Share Capital	41.2	41.2	41.2	41.2
Reserves and Surplus	80.7	85.6	97.5	137.2
Non-Controlling Interest	13.9	20.0	24.6	24.6
<b>Total Equity</b>	<b>135.7</b>	<b>146.8</b>	<b>163.3</b>	<b>203.0</b>
Long Term Borrowings	237.7	316.9	249.9	175.2
Short Term Borrowings	140.1	69.8	45.6	124.1
Trade Payables	40.4	63.0	52.8	61.8
Advance from Customers	143.8	144.5	170.0	277.0
Other Liabilities & provisions	31.4	6.6	7.2	13.3
<b>Total Liabilities</b>	<b>729.1</b>	<b>747.6</b>	<b>688.9</b>	<b>854.4</b>
<b>Assets</b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>	<b>FY22</b>
Fixed Assets	10.5	9.5	8.9	9.2
Investment in Property	1.5	9.8	11.4	11.4
Other Financial Assets	40.2	47.3	31.7	34.0
Other Non-current Assets	0.1	0.1	0.2	0.0
<b>Total Non-current Assets</b>	<b>52.3</b>	<b>66.7</b>	<b>52.2</b>	<b>54.9</b>
Inventories	421.7	388.1	354.7	447.0
Trade Receivables	28.3	35.1	26.0	59.8
Cash and Cash Equivalents	14.9	11.5	12.0	14.7
Loans & Other Financial Assets (current)	28.9	23.2	4.9	12.4
Land	155.1	189.8	199.8	219.5
Other Assets	27.9	33.2	39.3	46.1
<b>Total Assets</b>	<b>729.1</b>	<b>747.6</b>	<b>688.9</b>	<b>854.4</b>

# FINANCIAL PERFORMANCE

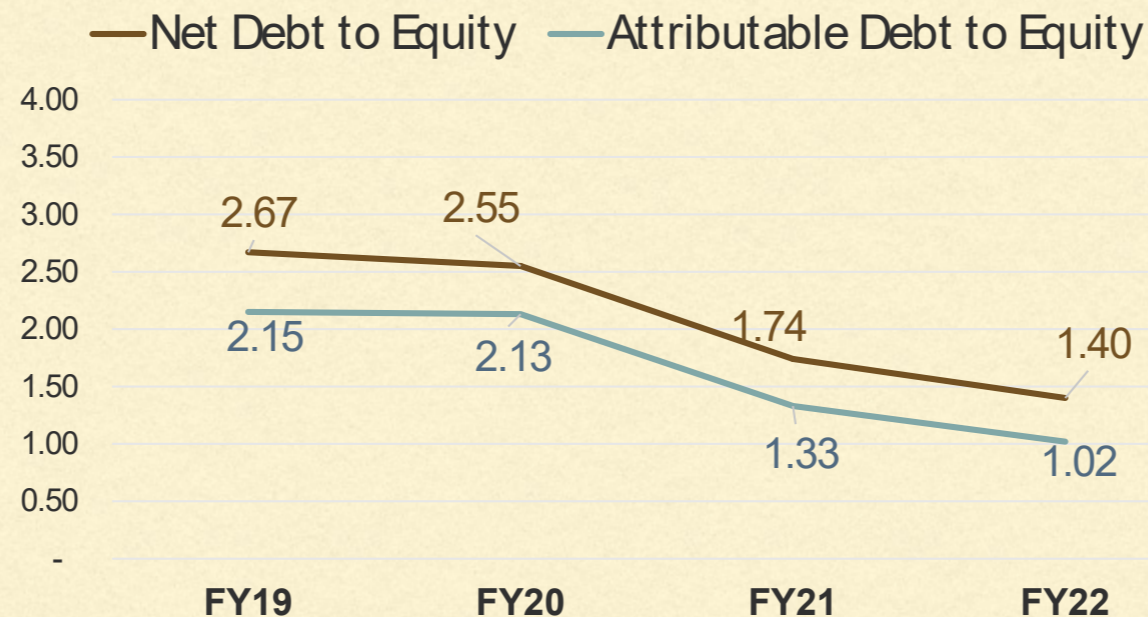
## Income Statement (INR Cr)



## Return Ratios



## Debt to Equity



---

# CONSTRUCTION PROGRESS

# PROJECT STATUS – AALISHAN (KHARGHAR)

**Kaveh**



**Finishing work in progress beyond 30<sup>th</sup> Floor in Kaveh**

**Kaveh & Baraz-I**



**Finishing work in progress beyond 18<sup>th</sup> floor in Baraz-I**

# PROJECT STATUS – ASPIRE (PANVEL)

Iliana & Hortensia



**42<sup>nd</sup> & 40<sup>th</sup> floor completed in Ileana & Hortensia; Finishing work commenced beyond 30<sup>th</sup> floor**

# PROJECT STATUS – 4 ANAIKA (TALOJA)

---



**100% of the RCC work is complete and Finishing work nearing completion**

# PROJECT STATUS – 5 ANAIKA (TALOJA)

---



**3<sup>rd</sup> floor RCC work completed for R & S wing; 2<sup>nd</sup> floor RCC work in progress for T wing**



# PROJECT STATUS – ANAIKA (TALOJA)

---



# PROJECT STATUS – AMBER



**Finishing work nearing completion**



# PROJECT STATUS – ALOKI

**Building A2**



**Building B2**



**Building No. B2 is nearing completion; A-2 and A-3 are at 9<sup>th</sup> and 5<sup>th</sup> floor respectively**

# PROJECT STATUS – AAROHI & ANMOL

**Aarohi, Kalyan-Shil Road**



**Finishing work in progress**

**Anmol, Badlapur (D Block)**



**RCC work up to 14<sup>th</sup> slab and finishing work till 10<sup>th</sup> floor is in progress**

# PROJECT STATUS – ANCHAL (JODHPUR)



**A1 to A4, B1 to B7, C1 to C3, D1 to D5 – Construction work nearing completion for all buildings**

# PROJECT STATUS – ANCHAL (JODHPUR)



# PROJECT STATUS – ADITA (JODHPUR)



**RCC civil works completed and about 75% of the finishing work is completed till date**

---

# Thank you!

*For further information please contact:*

---

**Abhishek Shukla**

*Chief Strategy Officer*

Tel: +91 22 6249 3333

Cell: +91 9619195775

Email: [abhishek.shukla@asl.net.in](mailto:abhishek.shukla@asl.net.in)

*Corporate Office:* Arihant Aura, Floor No. 25, B wing, Plot no 13/1, TTC Industrial Area, Thane Belapur Road, Turbhe, Navi Mumbai – 400705, Maharashtra