



**ARIHANT**  
**SUPERSTRUCTURES LTD.**  
CONTINUING STABILITY

## **ASL Investor Presentation**

May 2019

**NSE** : ARIHANTSUP  
**BSE** : 506194  
**BLOOMBERG** : ARSU IN

**ASL believes REAL ESTATE is a retail product with a flavour of an Asset Class.**

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*The data is as of 31<sup>st</sup> March, 2019*

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Commenting on the real estate sector, **Mr. Ashok Chhajer, CMD of Arihant Superstructures** said,

“Revenue crossed the Rs. 2000 mn milestone for the first time to close the financial year at Rs. 2422 mn. We have witnessed traction in execution of the marquee projects such as Arihant Aalishan, Kharghar and Arihant Aspire, Panvel.

Generally a project launch gives a fillip to sales, but we are glad to have achieved steady state sales of 201 flats in Q4 without any major project launch.

I expect the new Government to focus on housing which could be one of the catalysts for boosting the economy. After close of a 5 year slowdown in the real estate sector, FY20 could be a defining year and I look forward to exciting times ahead”.

- Housing since 2009, One of the Largest Developers in Navi Mumbai – MMR & Jodhpur region having projects in hand for next 10 years.
- Delivered 9000+ homes worth 7.5+ Mn Sq. ft. across 50+ projects over past 2 decades by the Group
- 17 Projects in hand consisting of 13,500+ homes translating into 13.7+ Mn Sq. ft.
- Quality of construction is Scheme we achieved by **Standard Operation Processes (SOPs)**, Low overheads, Optimum construction cost and timely completion.
- Impeccable record of planning and execution of projects backed by **Professional Management.**

## Company Profile

1. A leading real estate company focused on Affordable Luxury Segment
2. Strong execution track record of project completion
3. Strong brand recognition in high growth markets of Navi Mumbai – MMR and Jodhpur
4. Fully paid up land bank for projects to be executed in the next ten years

### On Going Projects

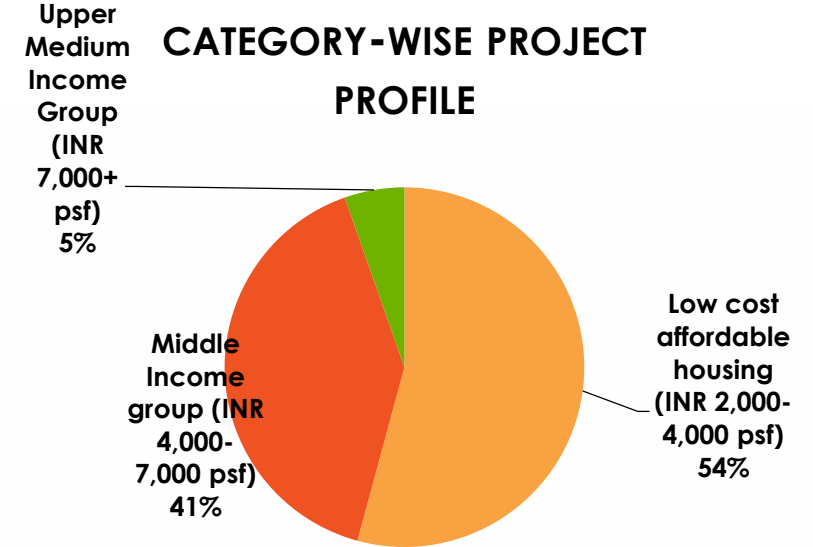
**13,500+ Homes**  
under construction



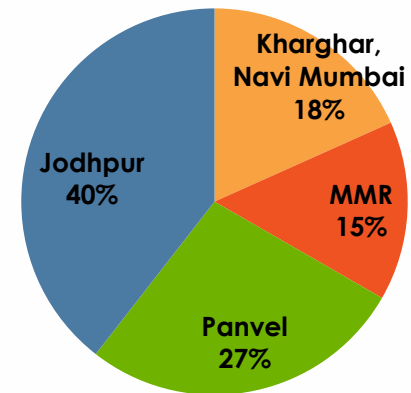
**13.7+ mn sq.ft.**  
under development



**17 Landmark projects**  
under execution



### AREA WISE PROJECT PORTFOLIO



## Navi Mumbai

- Work in full force for **Mumbai Trans Harbour Link (MTHL)** connecting Sewri, Mumbai and Nhava Sheva, Navi Mumbai. It will be ready by 2022 end. It will have 1.5-km long connector linking with the Eastern Freeway, RA Kidwai Marg and Acharya Donde Marg in Sewri, and the proposed Sewri-Worli elevated road to the MTHL.
- **Kharghar Corporate Park** : CIDCO plans to auction plots in 2019 end spread over 300 Acre on the lines of BKC, adjoining to 180 Acre ready Golf Course and 240 Acre Central Park along with Amusement Park in Kharghar. **Potential to generate ~200,000 employment and housing demand**
- **Navi Mumbai International Airport (NMIA)** work in progress for one runway and the terminal building with target of 2020. The first flight from the upcoming NMIA could start operating by **September 2021**, as per Civil Aviation Secretary R N Choubey.
- Expansion of MIDC at Pen, Pali, Khalapur and Mangaon will generate additional Jobs.
- Widening of all NH & road network of ~400 Kms
- 3 Special Planning Authorities viz. Panvel Municipal Corporation (PMC), NAINA & MSRDC will make the adjoining 640 sq. kms a New City.
- The work for 3<sup>rd</sup> Vashi bridge connecting Navi Mumbai and Mumbai tender awarded to L & T has started and will be completed by 2022.
- **Coastal Speed corridor** connecting Kharghar to NMIA to come up in 2 years time frame 2021.
- Strong **Political Will** of the incumbent State Government to change the landscape & lifeline of Navi Mumbai
- Government initiative of **Rs.1 Trillion spend on Infrastructure Projects**

## Jodhpur

- Jodhpur located in Western Rajasthan is the **economic capital** of the Rajasthan state
- All 7 Districts viz Pali, Marwar, Barmer, Jaisalmer, Bikaner, Jalore and Nagore look upto Jodhpur as place of **inward migration** for Education, Occupation and Employment
- **Rs. 431 bn HPCL Refinery** resumes work; almost Rs 60 bn spent on civil work & structures. Refinery to generate **employment** over 100,000 jobs. Target to complete by 2023.
- 37 acres adds to Jodhpur **Airport expansion**; Instrumental Landing System (ILS) has also been installed and made operational.

## Benefits to MIG Flat Buyers by Government

- **Interest subsidy** upto Rs 267,000 on purchase of house for a family having income upto Rs 1.8 Mn per year
- No processing fee
- Change in base year from 1981 to 2001 as well as reduction of time frame to **2 years for Capital Gains benefit.**
- **Low interest** rates on home loans
- For new projects, from 1<sup>st</sup> April, 2019, effective rate of GST applicable at **1% (on construction of affordable residential apartments)** and 5% (on **other than affordable residential apartments**) shall be levied subject to i) Input tax credit shall not be available, ii) 80% of inputs and input services (other than capital goods, TDR/ JDA, FSI, long term lease (premiums)) shall be purchased from registered persons
- However, in case of on-going project, the promoter has an option to pay GST at the old rate, i.e. at the effective rate of 8% on affordable residential apartments and effective rate 12% on other than affordable residential apartments.

## Benefits to Real Estate Developers

- Income tax exemption for developers (under Section 80-IBA) has being extended for affordable housing projects approved until **March 31, 2020**. Project start date is 1st Jun, 2016. Thus, developers will continue to receive a 100% deduction of profits (MAT applicable) for projects with unit size of up to 30 sqmtr/60 sqmtr in four metros/other cities.
- Government has extended the **exemption from tax levy on notional rent** for unsold ready inventory by one year to two years (after the end of the year in which the project is completed)
- Availability of low cost funds due to **Infrastructure Status** which will ensure easier access to institutional credit and help in reducing developers' cost of borrowing.
- FDI and Equity Investment is likely to grow due to award of Infrastructure status



# Key Investment Highlights

## Strategically Well-positioned In High Growth Markets


## Significant Monetization Yet To Come

## Large Land Bank Acquired At Low Cost

## Project Funding Secured

## Strong Focus On Corporate Governance

## Superior Growth Profile

 Navi Mumbai – 2<sup>nd</sup> Best Place in terms of ease of living Index in India rated recently

 Top 3 Growth Centres in India

 Jodhpur – strong migrant inflow from around western Rajasthan



• At an inflexion point; strong future cash flows



• Average purchase price of Rs. 250/sq ft

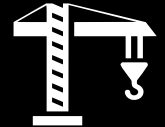


• INR 3.52 Billion secured loans

• 11 out of our 17 projects are self sustainable and we have NOT taken secured loans against these projects



• Industry leading disclosure standards

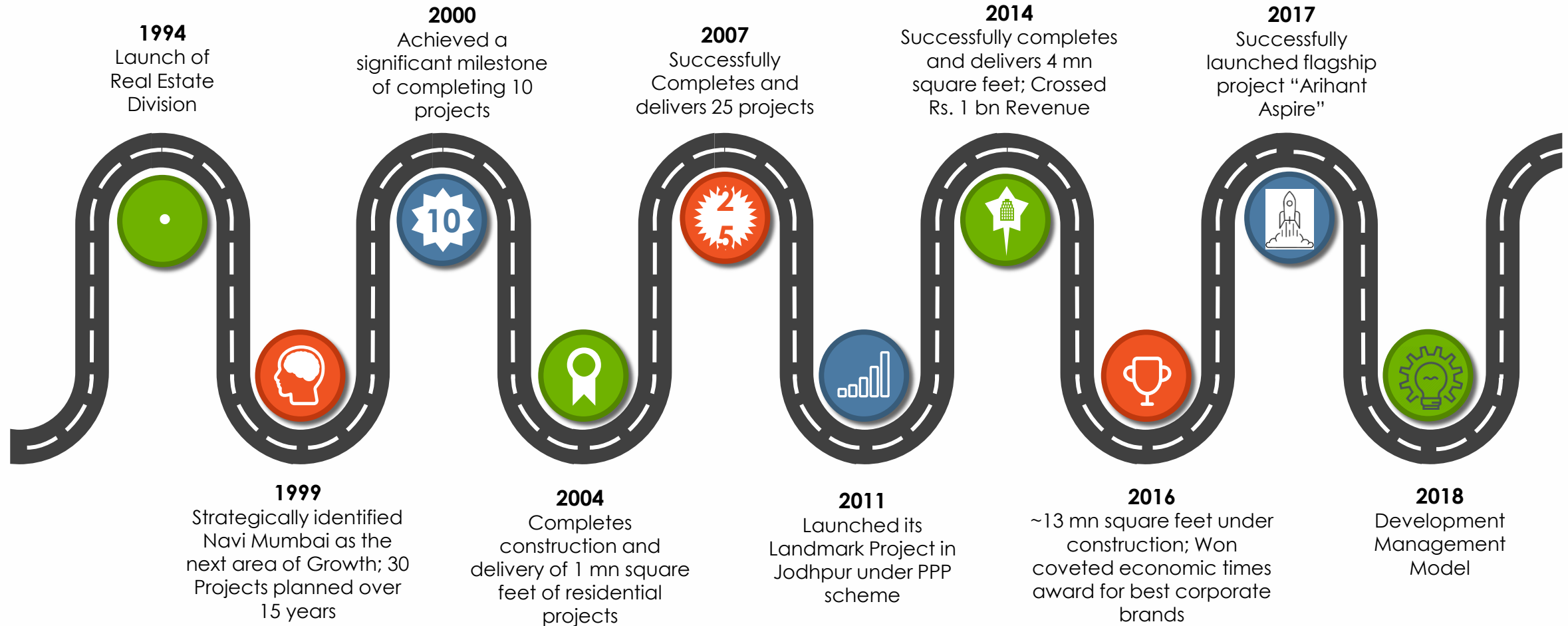


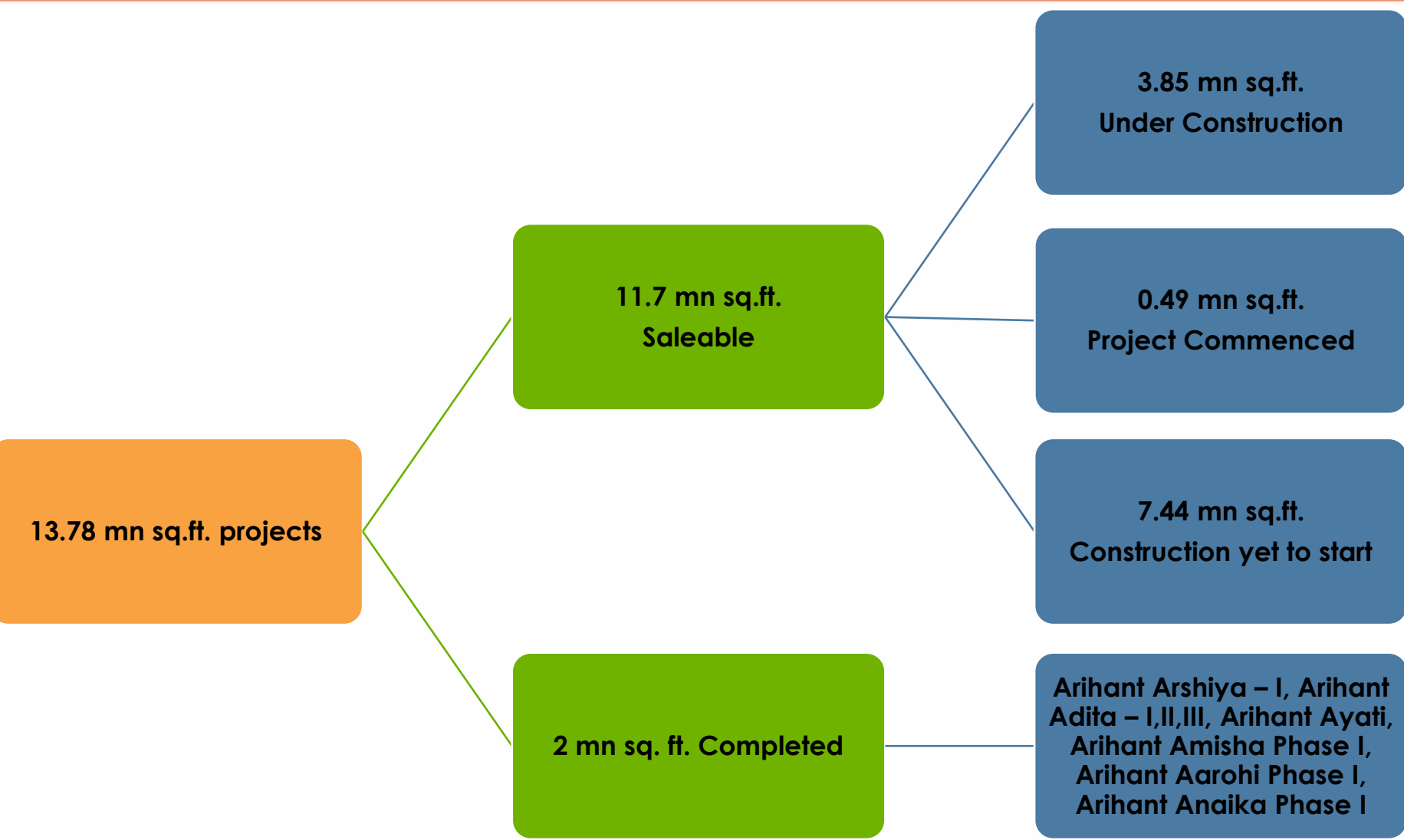
• ~13.7 mn sq feet under development – spread between MMR and Jodhpur



• Projects showing good traction -

# Our Value Creation Journey





## ARIHANT AAROHI - I



## ARIHANT ADITA - I, II, III



Actual Photo

**Land Acquisition Ongoing; Leveraging wide relationship network / JDA**

# Proven Track Record (Some Key Group Projects)

Location	Projects	Saleable area (sq.ft.)	Units Sold
Airoli	1	32,500	40
Badlapur	2	349,125	490
CBD Belapur	2	166,000	185
Ghansoli	5	261,100	355
Kharghar	7	1,071,494	1012
Koperkhairane	3	140,000	228
Nerul	7	159,900	215
Panvel	1	406,950	501
New Panvel	2	57,500	73
Sanpada	1	154,000	133
Thane	1	5,500	28
Vashi	6	279,500	265



**Akriti (Badlapur)**



**Aksh (Badlapur)**



**Arham (Panvel)**



**Abhilasha (Kharghar)**



## For Customer

**No lock-in  
period**

**No transfer  
charges**

**No  
Escalation  
Cost**

**Full cheque  
payment**

## For Sustainable Development

**Social Development  
by supporting Rural  
infrastructure, School  
etc**

**Water Preservation  
by Rain water  
harvesting & STP and  
Energy Conservation  
measures**

**Economic  
Development by  
working with SME  
vendors & employing  
local people**

**Participation in  
Government policy  
formulation for  
sustainable urban  
development**



## Customer Centric Approach

- The Company follows a customer centric approach in the entire lifecycle of the project
- Some of the customer-centric policies that the Company adopts is
  - No lock in period for buyers
  - No transfer charges on re-sale of property



## High Level of Standardization

- High level of standardization with superior technology such as “cast-in-place”
- Design to value approach leading to significant cost savings
- Centralized and efficient procurement



## Superior Design with World-Class Facilities

- The Company focuses on providing superior infrastructure and facilities to customers
- Have pioneered concepts like Fire Escape Chute in its projects
- High focus on overall design and aesthetics - implemented concepts like ‘design-to-value’



## Strong Focus on Buyers' Profile

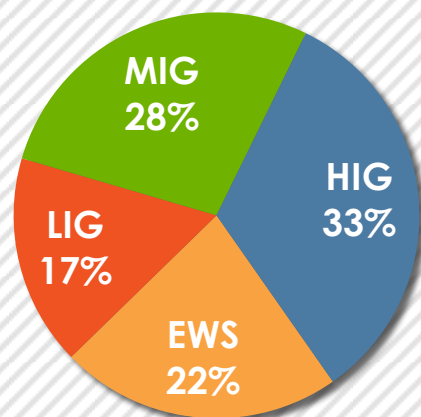
- Focused on Mid Income Segment
- Non-Investor Profile and end-use customer

- Retail / Consumer is the biggest Wealth Creating sectors
- ASL believes REAL ESTATE is a retail product with a flavour of an asset class.

## Opportunity of Vision – Housing for all by 2022

- 1 The Central Government has a stated vision to provide housing for all citizens of the country by 2022
- 2 Currently housing shortage is 60 mn units. Estimated demand is 110 mn units by 2022
- 3 70 percent of the urban housing need is in the affordable segment
- 4 USD 2 trillion investment is possibly required to achieve the vision

## Industry Investment pattern by 2022 US\$ 2.3 tn



## All India Demand Pattern

Housing Particulars	Urban (mn units)	Rural (mn units)	Total (mn units)
Current Shortage	19	40	59
Required units by 2022	26 - 29	23 - 25	49 - 54
Total need	45 - 48	63 - 65	107 - 113

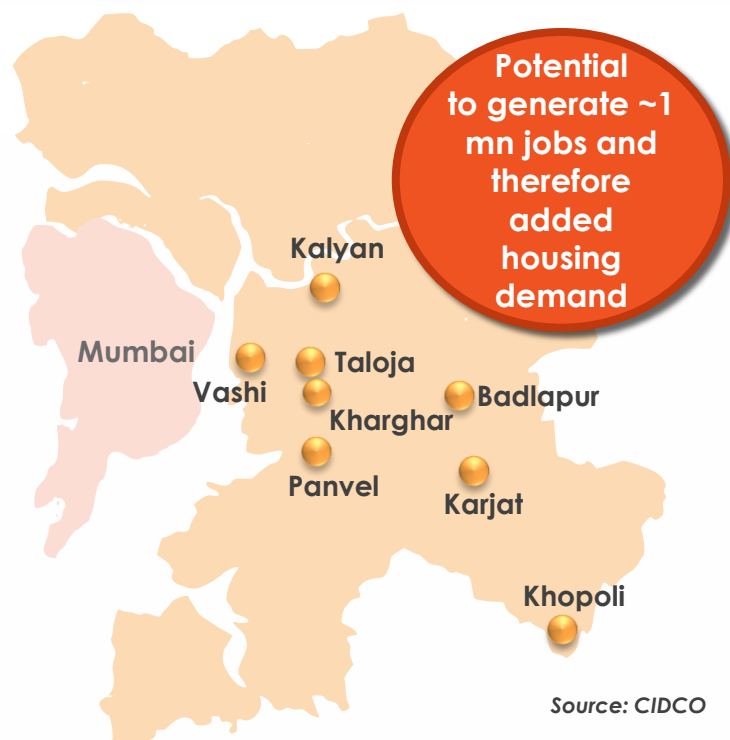
## Required units by 2022 – Maharashtra & Rajasthan

Particulars	Urban (mn units)	Rural (mn units)	Total (mn units)
Maharashtra	5.0	5.5	10.5
Rajasthan	2.1	4.5	6.6
Total need in 2 states	7.1	10.0	17.1

Source: Decoding Housing for all by 2022 – KPMG - NAREDCO

- Almost 16% of the total urban housing units required by 2022 from the states of Maharashtra & Rajasthan alone
- Arihant currently developing over 13,500+ units in Urban Maharashtra & Rajasthan combined compared to requirement of 71,00,000 units





## CIDCO's INR 500bn Investment Plan

- Navi Mumbai International Airport(70b)
- JNPT Expansion(80b)
- NAINA Pilot Project(40b)
- National Highway Expansion(30b)
- CIDCO's Railway & METRO Projects(131b)
- CIDCO's Infra Development Projects(74b)
- Kharghar Corporate Park
- **Projected Job Creation of ~ 1mn jobs**

## Key Factors

	Population (mn)		Growth
	2008	2025	CAGR
MMR	22	34	2.6%
Greater Mumbai	14	17	1.1%
RoMMR	8	17	4.5%

Source: Housing Policy in MMR Region by Bombay First

- Population growth in RoMMR is expected to be at a CAGR of 4.5%
- Household Income in the 0.2 Mn–0.5 Mn and 0.5 Mn – 1.0 Mn expected to rise fastest indicating need for affordable houses

Income Level	Households in mn		Growth
	2010	2020	2032
0.09 Mn – 0.2 Mn	2.53	1.61	0.51
0.2 Mn – 0.5 Mn	2.79	4.35	6.22
0.5 Mn – 1 Mn	0.12	1.34	2.8

Source: Concept Plan for MMR - Deloitte

## Growth Drivers

- Metro line in Navi Mumbai connecting Navi Mumbai Airport.
- MTHL (Mumbai Trans Harbour Link) from Sewri (Mumbai) to Uran (Navi Mumbai)
- Kharghar Corporate Park (BKC 2) in 300 acres @ Kharghar
- Water transport connecting Mumbai and Navi Mumbai
- Navi Mumbai International Airport for improved connectivity
- NAINA, 600 sq. km New Township development by CIDCO
- Additional metro corridor between Mankhurd and Ghatkopar proposed to go up to Panvel via NMIA
- DMIC - Dedicated freight corridor (DFC) between Delhi & Mumbai (originating from JNPT) NAINA & KNT
- Alibaug-Virar Multi Modal Corridor

Source: CIDCO news & IDP for NAINA by CIDCO, Sept, 2017

## What We Have?

Mumbai (11 Projects)	Phases	Area	Units
Completed	4	906,569	1109
Ongoing	13	3,461,567	3606
Future	7	3,994,714	4414
<b>Total</b>		<b>8,362,850</b>	<b>9129</b>



- The '**Ease of Living**' index is an initiative of the **Ministry of Housing and Urban Affairs** to assess the most livable cities all over India and rank them on a 100 point scale.
- The report evaluated 111 cities on a 100-point scale across 78 indicators under four primary parameters which was divided- Institutional, Social, Economic and Physical. Few indicators are

### Performance parameters

City	Navi Mumbai	Mumbai
Overall rank	2	3
Governance	1	23
Identity and culture	15	2
Education	2	36
Health	3	23
Safety and security	13	35
Economy and employment	16	63
Housing and inclusiveness	35	6
Public open spaces	13	1
Mixed land use, compactness	25	1
Power supply	74	16
Transport and mobility	4	8
Assured water supply	7	3
Waste water management	8	7
Solid waste management	10	17
Reduced pollution	48	54



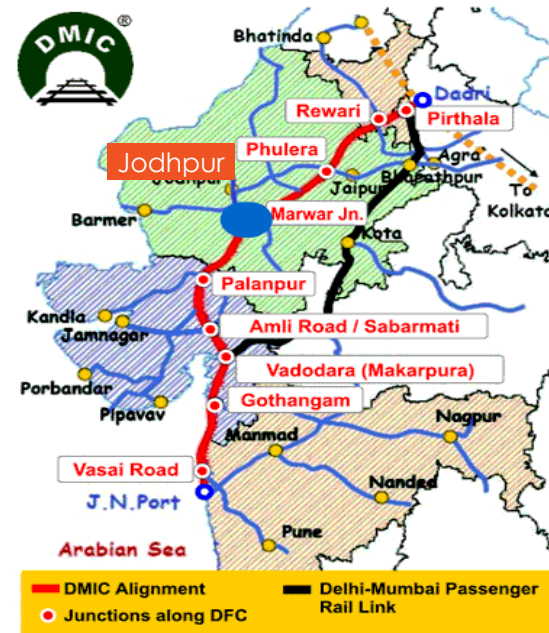
## Key Factors

- 2nd largest 'Metropolitan City' of Rajasthan
- Industrial cluster and export hub of Gaur Gum, Textiles, SS utensils, Stone processing, Handicrafts & Solid Wooden Furniture,
- Population base of 1.29 mn (source census, Wikipedia)
- Tourism boom: This 'Sun city' and 'Blue City' has topped the Lonely Planet's list of 'Most Extraordinary Places to Stay in 2014'
- Education hub: IIT, ICAI , AIIMS, NIFT, IIHT, FDDI, NLU , JNVU ,SN Medical College and MBM Engineering College

## Growth Drivers

- IT and ITeS companies looking at Tier II cities are making Jodhpur as a hub
- Jodhpur Airport Expansion of 37 acres for 24x7 running,
- HPCL Rajasthan Refinery Ltd will generate employment for over 100,000 people
- Study conducted by NCAER, Barmer refinery will generate revenues of nearly INR 4 Trillion in 15 years
- On DMIC lines, development of New Civil Airport and Integrated Multi-Modal Logistics Hub in Jodhpur
- Mass Rapid Transit System (MRTS) in Jodhpur and Pali
- Mega Leather Cluster at an investment of INR 1.25 Billion will be in Jodhpur

## What We Have?



Jodhpur (6 Projects)	Phases	Area	Units
Completed	4	1086314	817
Ongoing	3	658320	735
Future	5	3670070	2976
<b>Total</b>		<b>5414704</b>	<b>4528</b>

# A Few Cases Reflecting ASL's Business Strategies

## Case 1: Arihant Aalishan: Turnaround from a Distressed Asset to a Marquee Project

Land Acquisition



Jan 2016

Approvals



Feb 2016

Project Launched



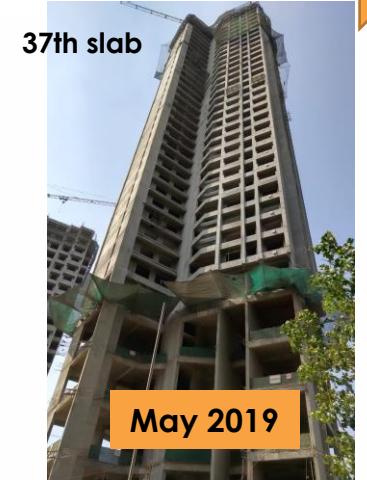
Mar 2016

Construction Begins



Mar 2016

Current Status



37th slab

May 2019

## Case 2: Arihant Anaika – Phase 2: Deep Dive Study of Market to Ensure High Velocity and Avoid Speculation

Change in Design



Nov 2017

Approvals



Dec 2017

Phase Launched



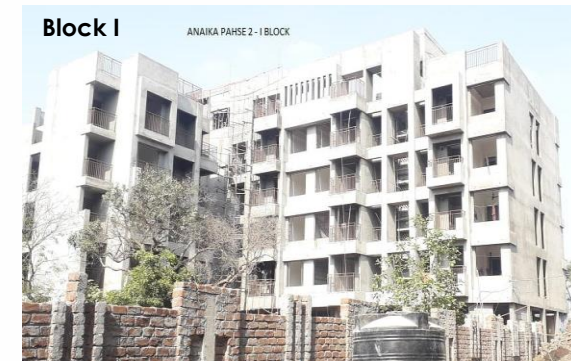
Jan 2018

Sales



May 2018

Current Status



Block I

ANAIKA PHASE 2 - 1 BLOCK

May 2019



## Contributing to the construction of school building, Jodhpur

- Construction of school building to replace open classrooms
- The building would have basic infrastructure such as 10 classrooms and multi-purpose hall



## Village Infrastructure Development, Navi Mumbai

- Infrastructure development near Panvel to address water shortage
- Road widening for village near Taloja



## Amphitheatre Construction for College

- Construction of a new Dias and Amphitheatre for students' extra curricular activities



*Panvel School Building*



*Amphitheatre & Dias for Jai Narain University*



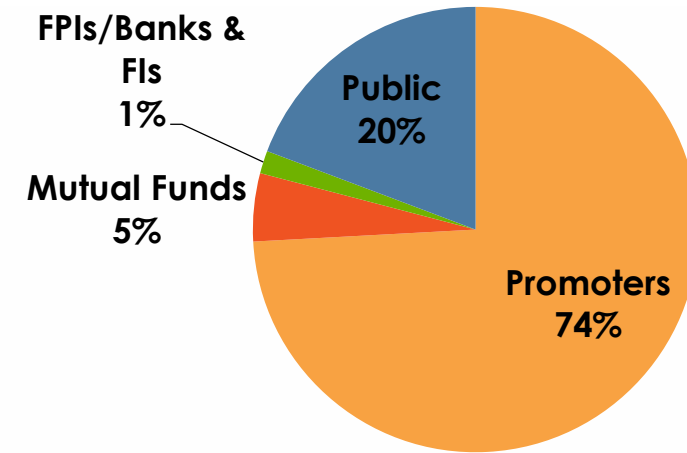
*Village infra development*

# FINANCIAL SNAPSHOT

## Capital Market Details

BSE Scrip Code	506194
NSE Trading Symbol	ARIHANTSUP
Bloomberg Code	ARSU IN
GICS Sector	Real Estate
Market Cap as on 31 <sup>st</sup> March, 2019	INR 2,556 Mn
52 Week High	INR 125
52 Week Low	INR 45

## Shareholding Pattern



## Comparative Stock Price Performance - BSE

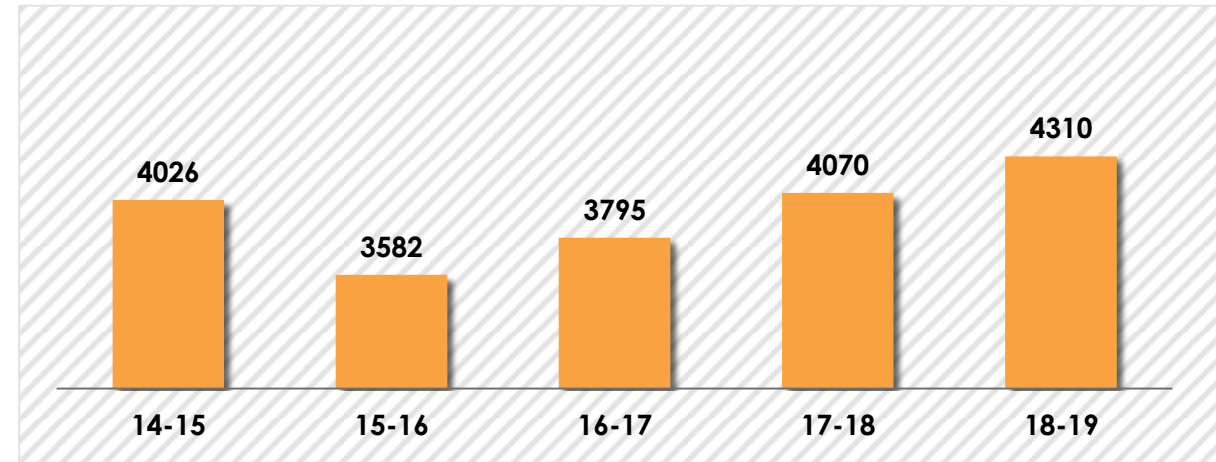


# Superior Track Record With Strong Brand Recall

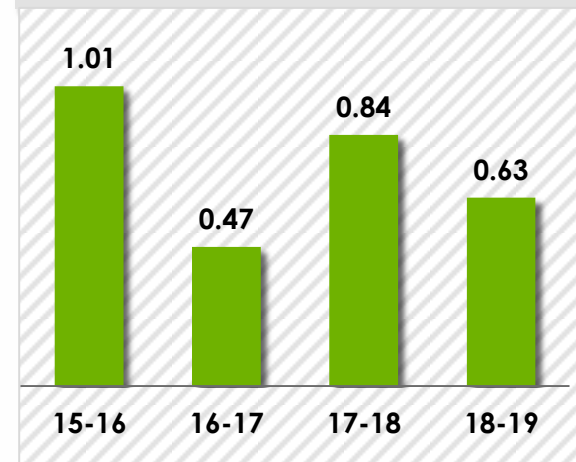
## Key Strengths



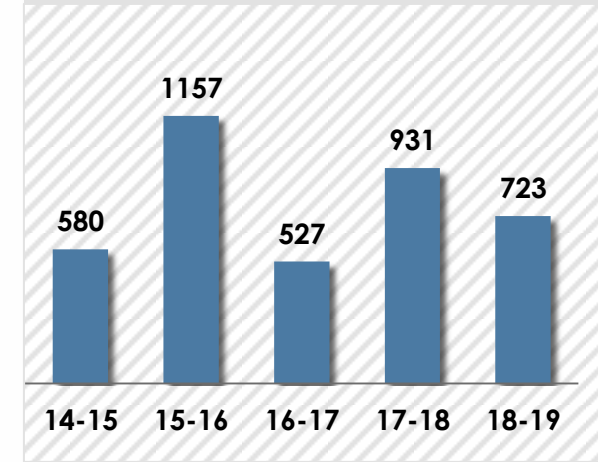
## Average Sales Rate (INR per sq.ft.)



## Area Booked (mn sq.ft)



## Units Sold







## Strategic Land Acquisition

- Land acquired at historical prices
- Honest and credible dealing with land owners making Arihant a preferred buyer



## Superior cash flow management

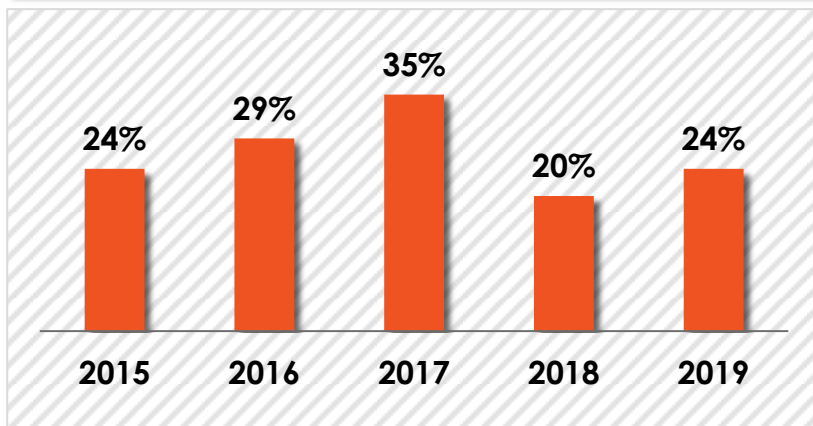
- 15% -20% launch sales target
- Adoption of DM model
- Low inventory model
- Sales targeted to completed before project completion



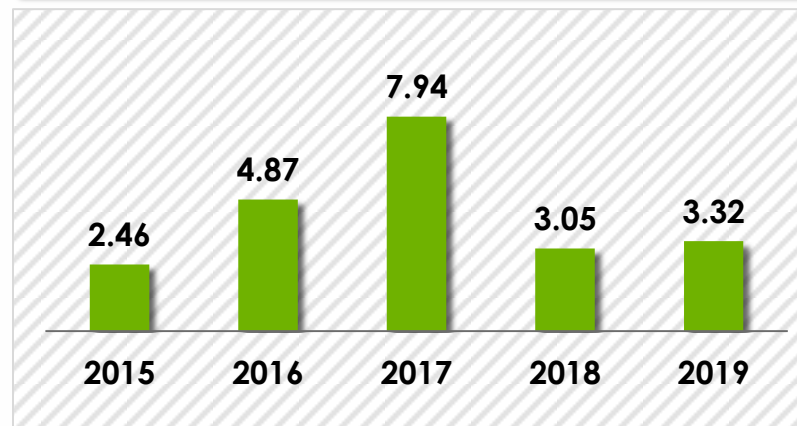
## Strong Risk Management and Internal Audits

- Strong and independent board with industry experts
- Strong internal audit

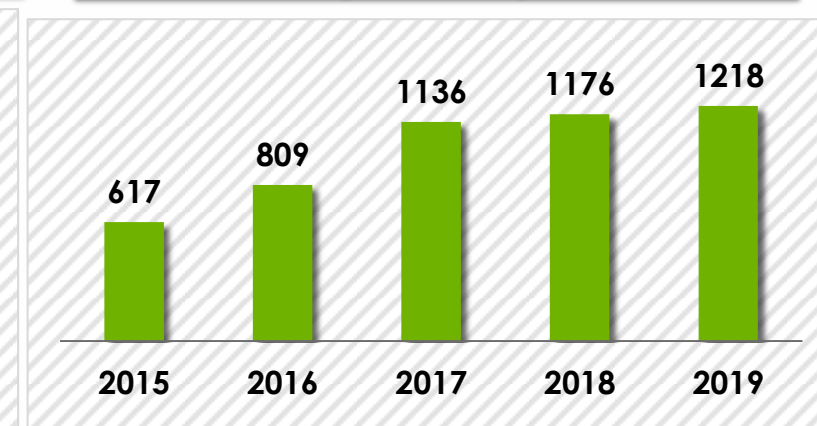
### EBIDTA Margin



### EPS (Rs/Share)



### Net Worth (INR Mn)



# Project Status - MUMBAI

Project	Location	Total Area with Common Area	Area Sold (SqFt)	% Area Sold	Total Units	Units Sold	Units Unsold	% Units Sold	Project Completion %	Average Rate	Estimated Value of Unsold Area	ATS* Value (in Mn)	Amount Received (in Mn)	Bal ATS Receivable (in MN)
<b>COMPLETED PROJECTS</b>														
Arihant Arshiya - I	Khopoli	358,718	282,772	79%	522	418	104	80%	100%	3,084	247	872	802	70
Arihant Aarohi - I	Thane Shil Road	211,602	201,176	95%	223	215	8	96%	100%	4,925	52	991	956	35
Arihant Amisha - I	Taloja	134,960	122,220	91%	176	162	14	92%	100%	3,404	45	416	379	37
Arihant Anaika - I	Taloja (Nr Kharghar)	201,289	155,387	77%	188	148	40	79%	100%	4,053	184	630	578	52
<b>ONGOING PROJECTS</b>														
Arihant Anshula	Taloja (Nr Kharghar)	513,110	287,013	56%	510	308	202	60%	91%	4,014	904	1,152	991	161
Arihant Anaika - II	Taloja (Nr Kharghar)	201,016	190,329	95%	267	254	13	95%	45%	4,078	43	776	570	206
Arihant Arshiya - II	Khopoli	148,052	101,653	69%	251	174	77	69%	97%	3,140	151	319	262	57
Arihant Arshiya - III	Khopoli	61,530	20,520	33%	67	24	43	36%	79%	3,492	133	72	24	47
Arihant Anmol - III	Badlapur	193,861	107,057	55%	238	140	98	59%	56%	3,372	286	361	298	63
Arihant Amber	Taloja (Nr Kharghar)	50,073	28,734	57%	71	44	27	62%	9%	3,995	85	115	29	86
Arihant Aarohi - II	Thane Shil Road	53,751	13,087	24%	38	10	28	26%	0%	4,812	196	63	9	54
Arihant Aspire - I	Panvel	1,245,783	314,928	25%	1,083	296	787	27%	15%	5,492	6,516	1,729	477	1,252
<b>ONGOING PROJECTS - JV</b>														
Arihant Aalishan - I	Kharghar	458,608	187,241	41%	389	165	224	42%	21%	7,866	2,252	1,473	613	860
Arihant Aloki - I	Karjat	109,884	57,640	52%	113	61	52	54%	94%	3,357	162	194	160	34
Arihant Aloki - II	Karjat	82,727	18,839	23%	90	26	64	29%	10%	3,333	198	63	18	45
Arihant Aloki - III	Karjat	160,886	-	0%	225	-	225	0%	0%	3,300	531	-	-	-
<b>ONGOING PROJECTS - DEVELOPMENT MANAGEMENT MODEL</b>														
Arihant 3Anaika	Taloja (Nr Kharghar)	182,286	144,910	79%	264	205	59	78%	15%	4,317	161	633	194	439
<b>Subtotal MUMBAI</b>		<b>4,368,136</b>	<b>2,233,506</b>		<b>4,715</b>	<b>2,650</b>	<b>2,065</b>	<b>56%</b>		<b>4,414</b>	<b>12,147</b>	<b>9,858</b>	<b>6,361</b>	<b>3,498</b>
<b>FUTURE PROJECTS</b>														
Arihant Arshiya - IV	Khopoli	908,342	-	0%	1,608	-	1,608	0%	0%	-	-	-	-	-
Arihant Aspire - II	Panvel	1,177,812	-	0%	1,111	-	1,111	0%	0%	-	-	-	-	-
Arihant Aspire - III	Panvel	729,274	-	0%	982	-	982	0%	0%	-	-	-	-	-
Arihant Amisha - II	Taloja	266,000	-	0%	377	-	377	0%	0%	-	-	-	-	-
Arihant Anamika	Vashi	360,464	-	0%	-	-	-	0%	0%	-	-	-	-	-
<b>FUTURE PROJECTS - JV/DM</b>														
Arihant Aalishan - II	Kharghar	512,855	-	0%	336	-	336	0%	0%	-	-	-	-	-
Arihant Aloki - IV	Karjat	39,967	-	0%	-	-	-	0%	0%	-	-	-	-	-
<b>Grand Total MUMBAI</b>		<b>8,362,850</b>	<b>2,233,506</b>											

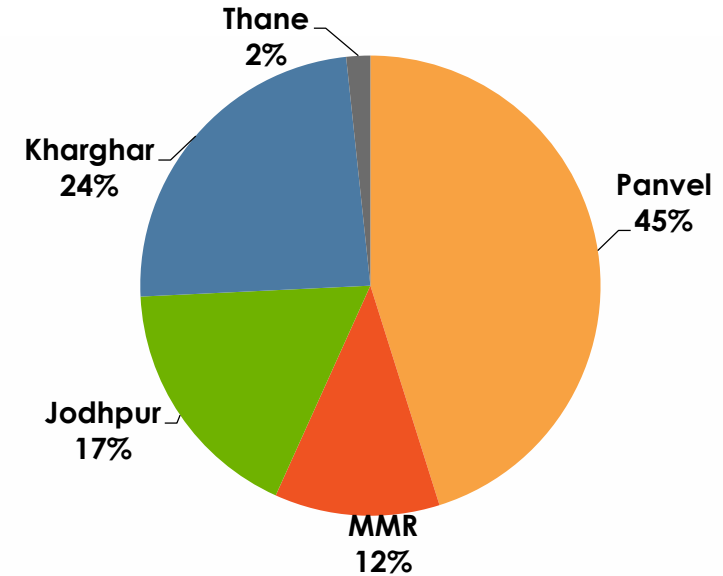
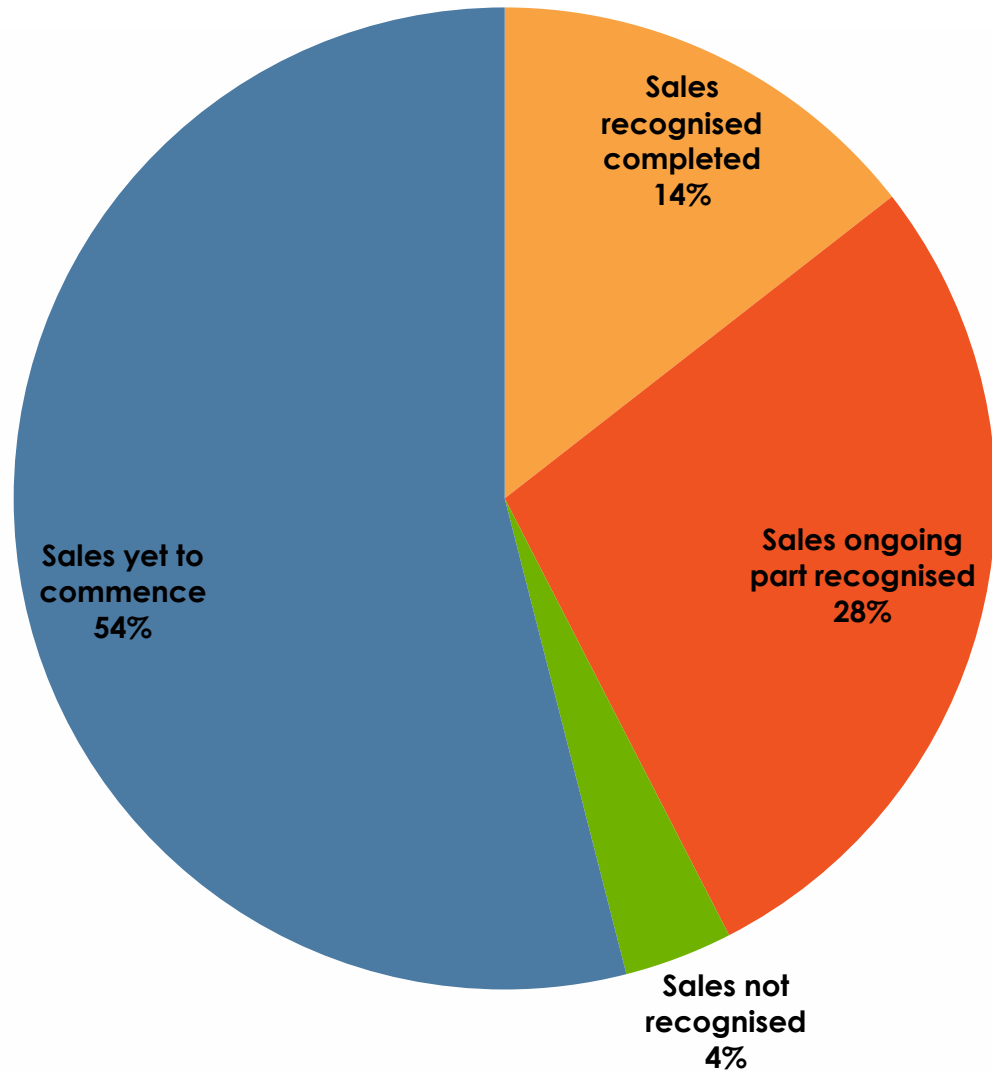
\*ATS = Agreement to Sale

# Project Status - JODHPUR

	Project	Location	Total Area with Common Area	Area Sold (SqFt)	% Area Sold	Total Units	Units Sold	Units Unsold	% Units Sold	Project Completion %	Average Rate	Estimated Value of Unsold Area	ATS* Value (in Mn)	Amount Received (in Mn)	Bal ATS Receivable (in MN)	
JODHPUR	<b>COMPLETED PROJECTS</b>															
	Arihant Adita - I	Jodhpur	506,941	483,963	95%	408	386	22	95%	100%	2,331	69	1,128	1,061	67	
	Arihant Adita - II	Jodhpur	180,330	117,295	65%	164	107	57	65%	100%	2,664	189	312	269	44	
	Arihant Adita - III	Jodhpur	187,875	148,885	79%	165	132	33	80%	100%	2,703	117	402	365	37	
	Arihant Ayati	Jodhpur	211,168	109,352	52%	80	40	40	50%	100%	4,160	428	455	420	35	
	<b>ONGOING PROJECTS</b>															
	Arihant Adita - IV	Jodhpur	133,920	39,470	29%	82	24	58	29%	29%	2,719	283	107	21	86	
	Arihant Aangan	Jodhpur	45,600	31,920	70%	121	85	36	70%	55%	2,196	30	70	47	23	
	Arihant Aanchal - I	Jodhpur	478,800	321,300	67%	532	357	175	67%	39%	2,145	362	689	457	232	
	<b>Subtotal JODHPUR</b>		<b>1,744,634</b>	<b>1,252,185</b>		<b>1,552</b>	<b>1,131</b>	<b>421</b>	<b>73%</b>		<b>2,527</b>	<b>1,478</b>	<b>3,164</b>	<b>2,640</b>	<b>525</b>	
	<b>FUTURE PROJECTS</b>															
	Arihant Adita - V	Jodhpur	299,070	10,970	4%	236	9	227	4%	0%	2,250	648	25	1	24	
	Arihant Ashray	Jodhpur	39,000	-	0%	123	-	123	0%	0%	-	-	-	-	-	
	Arihant Aanchal - II	Jodhpur	226,800	31,500	14%	252	35	217	14%	2%	2,293	449	72	12	60	
	Arihant Aanchal - III	Jodhpur	1,436,400	-	0%	1,540	-	1,540	0%	0%	-	-	-	-	-	
	Arihant Aakarshan	Jodhpur	1,668,800	-	0%	825	-	825	0%	0%	-	-	-	-	-	
<b>GRAND TOTAL JODHPUR</b>		<b>5,414,704</b>	<b>1,294,655</b>													
<b>GRAND TOTAL MUMBAI + JODHPUR</b>		<b>13,777,554</b>	<b>3,528,161</b>		<b>6,755</b>	<b>3,825</b>	<b>2,486</b>				<b>14,723</b>	<b>13,119</b>	<b>9,013</b>	<b>4,106</b>		

\*ATS = Agreement to Sale

## Expected Revenue: Geographical Split



## Revenue Recognition Method

Revenue has been recognized as per IND AS 115 'Revenue from Contracts with Customers' on fulfillment of the following conditions :

- 10% of the construction and development of the project / phase of project is completed; and
- 10% of the agreement consideration have been realized against such sales.

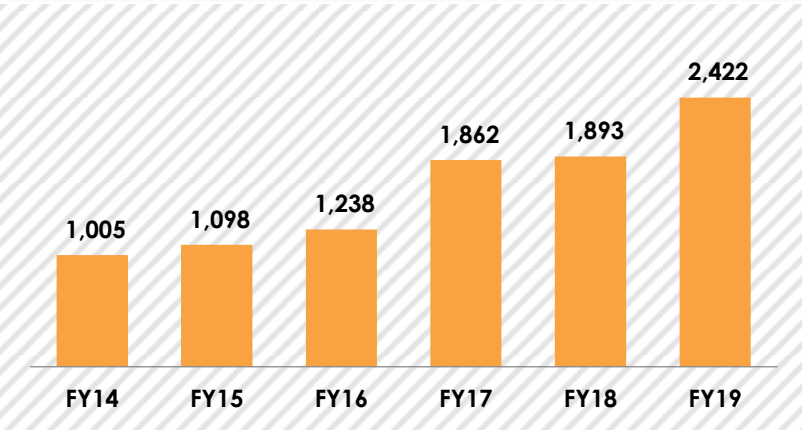
# Income Statement – INR Mn

Particulars	FY 15	FY 16	FY 17	FY18	FY19
<b>Total Revenue</b>	<b>1,098</b>	<b>1,238</b>	<b>1,862</b>	<b>1,893</b>	<b>2,422</b>
Cost of materials consumed	1,208	1,144	2,074	1,285	1,955
Changes in inventories	-543	-480	-1130	-161	-511
Employee benefits expense	65	79	85	127	138
Other Expenses	102	133	190	256	271
<b>Total Expenses</b>	<b>832</b>	<b>876</b>	<b>1219</b>	<b>1508</b>	<b>1853</b>
<b>EBITDA</b>	<b>266</b>	<b>362</b>	<b>643</b>	<b>385</b>	<b>569</b>
<b>EBITDA Margin</b>	<b>24%</b>	<b>29%</b>	<b>35%</b>	<b>20%</b>	<b>24%</b>
Depreciation	11	11	10	13	19
Interest & Finance Charges	64	37	101	150	324
<b>PBT</b>	<b>191</b>	<b>314</b>	<b>532</b>	<b>222</b>	<b>227</b>
Total Taxes	77	104	173	75	44
<b>PAT (Before Minority)</b>	<b>113</b>	<b>210</b>	<b>359</b>	<b>147</b>	<b>183</b>
Share of Minority	-12	-20	-32	-21	-47
<b>Net Profit (Attributable)</b>	<b>101</b>	<b>190</b>	<b>327</b>	<b>126</b>	<b>137</b>
<b>Net Profit Margin</b>	<b>9%</b>	<b>15%</b>	<b>18%</b>	<b>7%</b>	<b>6%</b>
<b>EPS (Basic) (Rs)</b>	<b>2.5</b>	<b>4.63</b>	<b>7.94</b>	<b>3.05</b>	<b>3.32</b>

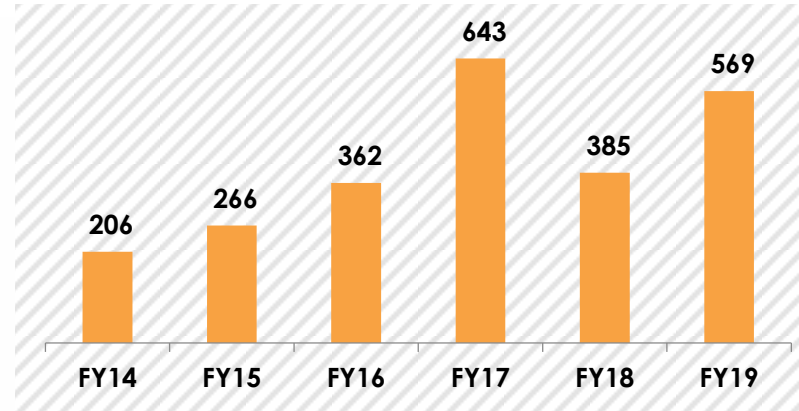
# Balance Sheet – INR Mn

<b>Equity and Liabilities</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>
Share Capital	412	412	412	412	412
Reserves and Surplus	206	397	724	764	807
Net worth	617	809	1136	1176	1218
Minority Share	27	47	79	98	139
Long Term Borrowings	971	1778	2013	1719	2377
Short Term Borrowings	489	327	545	1048	1401
Advance from Customers	1563	1485	1590	2003	1438
Other Liabilities	196	320	487	341	315
Trade Payables	84	154	244	376	404
<b>Total Liabilities</b>	<b>3947</b>	<b>4920</b>	<b>6094</b>	<b>6761</b>	<b>7291</b>
<b>Assets</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>
Fixed Assets	53	48	41	98	106
Non - Current Investment	10	50	91	176	15
Long Term Loans & Advances	122	272	323	340	402
Current Investment	-	2	2	2	2
Inventories (WIP)	1716	2230	3115	3278	3666
Inventories (Finished Goods)	127	91	337	335	551
Trade Receivables	66	95	335	508	283
Cash and Cash Equivalents	31	46	90	123	149
Short Term Loans & Advances	295	305	364	109	289
Land	1524	1742	1366	1581	1551
Other Assets	3	39	31	211	276
<b>Total Assets</b>	<b>3947</b>	<b>4920</b>	<b>6094</b>	<b>6761</b>	<b>7291</b>

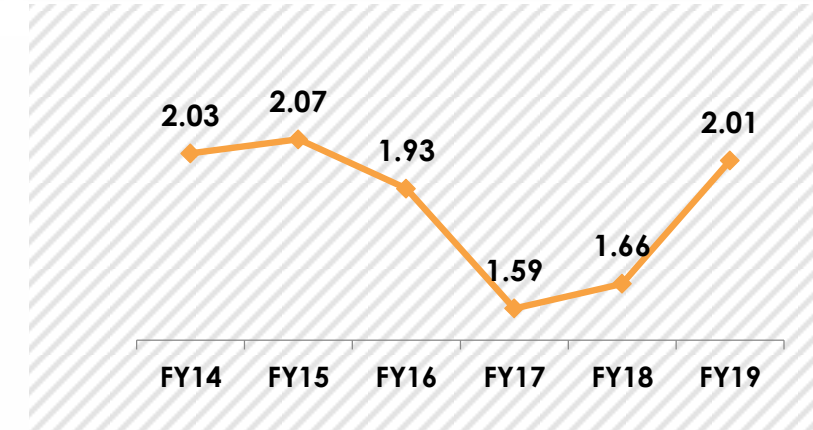
### Total Revenues (Rs Mn)



### EBITDA (Rs Mn)

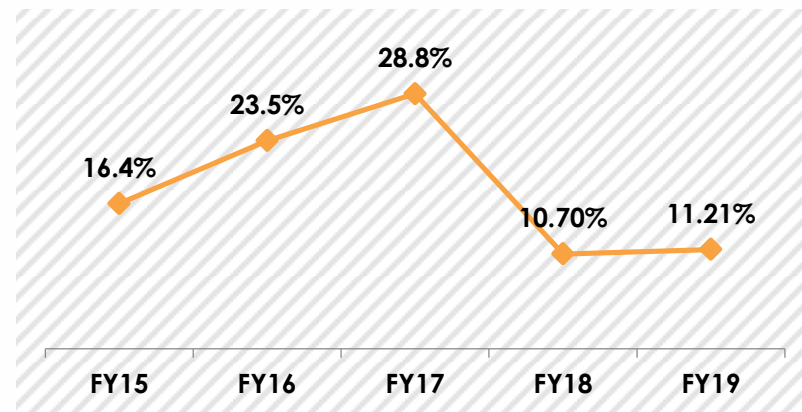


### Net Debt/Equity (x)\*

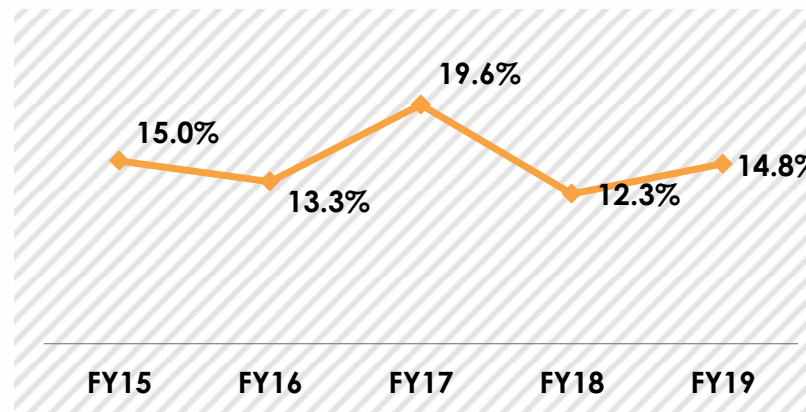


\*The debt on holding company is 100% liability of ASL. The debt on subsidiary company is worked out to the extent of ASL share holding of 60%.

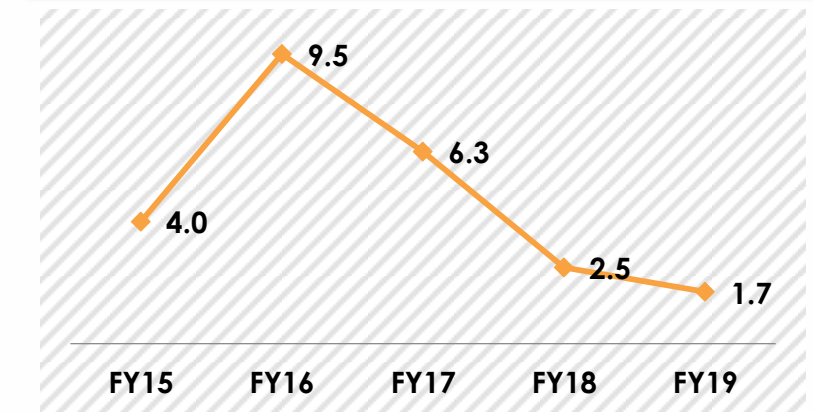
### Return on Equity (%)



### Return on Capital Employed (%)



### Interest coverage ratio (x)



# Net Worth & PAT for the Quarter ended 31<sup>st</sup> March, 2019



Company (amount in INR Mn)	Net Worth	PAT
Arihant Superstructures Limited	1139.34	3.18
Arihant Vatika Realty Private Limited	231.08	35.18
Arihant Abode Limited	1.78	(2.87)
Arihant Gruhnirman Private Limited	(1.74)	(0.04)
Arihant Aashiyana Private Limited	132.15	2.02
	<b>1502.61</b>	<b>37.47</b>

Figures per Standalone Balance Sheet of each Company



## Consolidated Financial Highlights for Q4FY19

1. Revenue for Q4FY19 at INR 685.81 Mn as compared to Q3FY19 at INR 794.11 Mn.
2. EBITDA for Q4FY19 at INR 140.47 Mn as compared to Q3FY19 at INR 176.06 Mn.
3. PBT for Q4FY19 at INR 49.60 Mn, as compared to Q3FY19 at INR 84.56 Mn.
4. PAT for Q4FY19 at INR 35.27 Mn, as compared to Q3FY19 at INR 71.39 Mn.

## FY2019 Consolidated Financial Highlights compared to FY2018

1. Revenue increased by 28% from INR 1,892.52 Mn to INR 2,422.08 Mn.
2. EBITDA increased by 48% from INR 384.91 Mn to INR 569.48 Mn.
3. PBT increased from INR 221.45 Mn to INR 227.22 Mn.
4. PAT increased by 25% from INR 146.46 Mn to INR 183.26 Mn.

# Q4-FY19 - Income Statement

Amount in INR Mn except as stated

Particulars	Q4 FY19	Q4 FY18	Q3 FY19
Total Revenue	685.81	450.05	794.11
Total operating expenses	545.34	353.29	618.06
EBITDA	140.47	96.76	176.06
EBITDA Margin (%)	20.48	21.50	22.17
Interest	86.22	38.23	86.53
Depreciation	4.66	4.43	4.96
PBT	49.60	54.09	84.56
Tax	14.33	16.44	13.17
PAT	35.27	37.65	71.39
PAT Margin (%)	5.14	8.37	8.99
Minority Interest	13.72	8.48	14.97
Attributable PAT	21.55	29.17	56.42
EPS (Rs)	0.52	0.71	1.37

INR Mn (except as stated)	FY19	FY18	Y-O-Y Change
Revenue	2422.09	1892.52	28%
Total Expenditure	1852.61	1507.61	23%
EBITDA	569.48	384.91	48%
EBITDA Margin (%)	23.51	20.34	3.17
Interest	323.65	150.10	116%
Depreciation	18.60	13.36	39%
PBT	227.23	221.45	3%
Tax	43.96	74.96	-41%
PAT	183.27	146.49	25%
PAT Margin (%)	7.57	7.74	-0.17
Minority Interest	46.71	20.83	124%
Attributable PAT	136.56	125.66	9%

## FY19 - Operating Overview

### Business Development

- Acquisition of 7 Acres of Land at a Prime location in Panvel
- ASL's First Development Management Model Project acquired (3Anaika)
- Land acquisition done and launched Arihant Amber

### Total Units Launched – 372 units amounting to 284,349 sq. ft.

- Launch of Arihant 3Anaika – 264 Units (September, 2018)
- Launch of Arihant Amber – 71 Units (December, 2018)
- Launch of Arihant Aarohi Phase 2 – 38 Units (March 2019)

### Total Net Sales: 706 units amounting to INR 2.72 bn.

- MMR/Navi Mumbai : 603 units sold (503,064 sq. ft.)
- Jodhpur : 103 units sold (129,193 sq. ft.)

### Total Homes Delivered: 723 units:

- Arihant Aarohi Phase 1: Occupancy Certificate Received
- Arihant Anaika Phase 1: Occupancy Certificate Received
- Arihant Anshula: Part-Occupancy Certificate Received

## REVENUE DRIVERS

Fast tracking of Navi Mumbai airport to boost demand from home buyers

To add more projects in the affordable housing segment.

DM model to drive revenue.

Events planned throughout the year to boost sales

## MARGIN DRIVERS

Efficiency in low cost land purchase

Low overheads

Low cost of finance

Controlled timeline of project completion

## FUTURE PLANS

To infuse funds for land purchase to take current developable area from 13.7 mn sq. ft. to 25 mn sq. ft.

Exploring fund raising via equity/debt or PE

Open for all types of Asset-Light models which will add to both revenues and profitability

# Holding Company Debt Liability as of 31<sup>st</sup> March, 2019

Entity	Holding	Entity Debt (INR mn)	Liability of ASL (INR mn)*
ASL	100%	831.27	831.27
Vatika	60%	173.76	104.26
Aashiyana	60%	956.35	571.63
Abode	60%	1,807.04	1,078.36
Gruhnirman	60%	130.01	13.61
		<b>3,898.43</b>	<b>2,599.14</b>

- The company accounts for & have adopted the method of liabilities V/s Shareholding percentage. The debt on holding company is 100% liability of ASL. The debt on subsidiary company is worked out to the extent of ASL share holding of 60%.
- Effective Debt-to-Equity ratio: 2.28

\* After netting off Intercompany Loan

## Ashok Chhajer, Promoter, CMD

- Over 4 decades experience includes 2 decades in the real estate business
- Prior experience ranging from textile, oil refinery to real estate financing
- At Arihant, he oversees corporate strategy, project design and land acquisition functions

## Virendra Mittal, Independent Director

- IIT Alumnus and a fellow chartered engineer
- Vast experience in construction, real estate, power plants, mining and highway projects
- Ex-government employee with Rajasthan

## Nimish Shah, Whole-Time Director

- A civil engineer with over 17 yrs experience in construction
- Earlier association with Hiranandani group and Soham Group, Thane
- Responsible for Planning and Execution, project estimation, Infrastructure and site organization of projects

## Vinayak Nalavde, Independent Director

- Over 25 years experience with various government departments
- Earlier associated with CIDCO as Joint Managing Director

## Vijayalakshmi Iyer, Independent Woman Director

- Nearly 4 decades experience in the financial services industry
- Former Chairperson and Managing Director of Bank Of India
- Member (Finance and Investment s) of IRDAI

## Raj Narain Bharadwaj, Independent Director

- Over 38 years of experience in economics, banking, finance and portfolio management
- Former Chairman and Managing Director of Life Insurance Corporation of India
- Also a former Member of the Securities Appellate Tribunal

# Experienced and dedicated management team

## Akshay Agarwal, Director - Procurement

- Dual specialization in Marketing and Logistics from Ohio State University, Columbus USA
- At Arihant, he is involved in purchase & procurement

## Piyush Dosi, Director - Jodhpur

- A civil engineer with over 21 years' experience in project planning and execution
- At Arihant, he drives the project execution at the Jodhpur region

## Pradeep Mehta, CFO

- A CA and IIM Alumini with over 23 years' experience in cement, steel and Oil & Gas sectors in leading companies like Grasim, Essar and JSPL
- Responsible for Corporate Finance, Internal Controls, Budgeting & Forecasting

## Jitendra Mehta COO

- CA, LLB with 3 decades of experience in Operations, Corporate and tax audit in sectors like Real Estate, Textiles, etc
- At Arihant, he is responsible for Business Development & land portfolio, Recoveries, Legal & HR function

## Umesh Jhavar, VP - Strategy and IR

- MBA, BSc.(Tech) UDCT and over 23 years of industry experience in Business Strategy, Planning, Sales & Business Development
- Heads Investor relations, Marketing and business strategy

## Ajay Purohit Head - Civil

- Experience of 19 years in field of construction both industrial and residential civil works
- At Arihant, he is the head of civil affairs in the Jodhpur region

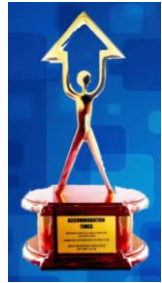
## Sharmin Davar VP – Sales & Leasing

- MBA with 16 years of experience in Sales in real estate industry
- At Arihant is responsible for Sales & leasing of Navi Mumbai - MMR projects

## Govind Rao, Company Secretary

- A Company Secretary with experience in corporate affairs and legal framework
- Specialization in corporate law, corporate governance and SEBI related matters .

# Past Awards and Accolades



**2015**



Best Business Practice Award in 2015 for 2014

Winner of Mumbai Hot 50 Brands by One India and Paul Writer



**2016**



Best Corporate Brands 2016- Real Estate by the Economic Times

Most Esteemed Ongoing Project of the Year – Navbharat Realty Business Achievers Award 2016



NDTV awards Arihant as the best developer in affordable category for budget housing in metro cities, 2016.



**2011**

Best Developer in affordable housing



Power Brands Entrepreneur of the year



**2012**

Public Award Popular choice Developer - MCHI



**2013**

Inspiration leaders of new India 2013, Power Brand Glam,



Arihant Adita 'India's Top 100 projects' by CRISIL



Mumbai Hot 50 Brands by HT



Corporate Excellence award

**2014**



Best Business Practices award in Real Estate- 2014 by Accommodation Times



# Mumbai Hot 50 Brands (2 Times) - 2015 and 2014

 ASIAN PAINTS	 AUDI INDIA	 ASL	 AXIS BANK	 BERGGRUEN HOTELS	 BHARTI AXA	 BOOKMYSHOW	 BURGER KING
 CADBURY DAIRY MILK	 CELIO	 CIPLA	 COLORPLUS	 CROMA RETAIL	 EUREKA FORBES	 GODREJ PROPERTIES	 HAAGEN-DAZS
 HDFC LIFE	 HEADPHONE ZONE	 HOUSING.COM	 ICICI BANK	 IDBI FEDERAL	 IDEA CELLULAR	 IIFL	 ITZ CASH CARD
 KOTAK MAHINDRA BANK	 LIC	 LOVABLE	 MAHINDRA HOLIDAYS	 MUMBAI INDIANS	 OBEROI REALTY	 PARK AVENUE	 PEPPERFRY
 PHOENIX MARKETCITY	 PIDILITE INDUSTRIES	 QUICK HEAL	 SAFFRONART	 SHAADI.COM	 SHOPPERS STOP	 SKODA	 STATE BANK OF INDIA
 TABCAB	 TATA CONSULTANCY	 TATA HOUSING	 TAXI FABRIC	 THATSPERSONAL.COM	 THOMAS COOK	 VIBGYOR HIGH	 WESTSIDE
 FAASOS	 YES BANK						

**Arihant Superstructures Ltd. bags the most prestigious Mumbai's Hot 50 Brands Award for consecutive 2 years, 2014 & 2015 presented by One India & Paul Writer**  
**Thanks for the support**



Iconic Award by Radio City for Arihant Aspire,  
Sept 2018



IGBC PreCertified Platinum Rating for Aspire project,  
July 2018

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



**Award for Excellence in Quality Construction – D B corp ltd.(Dainik Bhaskar) organised by 94.3 MY FM, Jodhpur Excellence Award 2017**

## Aриhant Adita – Jodhpur’s no1 Housing Society Award, Red FM



- In their drive to promote cleanliness in Jodhpur city, RED FM 93.5 had organized a contest among the societies in Jodhpur.
- In the Online Voting contest, for the Best Township in Jodhpur, Aриhant Adita, won by huge margins, accounting for around 70% of total votes

## Affordable Housing Project of the Year – 2018



The **MCHI CREDAI** in their prestigious **GOLDEN PILLAR award** 2018 has given Affordable Housing Project of the Year award to Arihant Superstructures Ltd (ASL)

## Affordable Low Cost Quality Housing - 2018



Award for Quality construction affordable housing – Recognition by **The Economic Times, ET Realty award, 2018**

# Thank you !!

*For further Information please contact*

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**Umesh Jhawar**

**VP – Strategy & IR**

Tel: +91 22 6249 3333

Email: [umesh.j@asl.net.in](mailto:umesh.j@asl.net.in)

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