



CONTINUING STABILITY

**ARIHANT**  
SUPERSTRUCTURES LTD.  
CONTINUING STABILITY

4<sup>th</sup> June, 2018

<b>Corporate Relations Department</b> <b>BSE Limited</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001	<b>Listing Compliance Department</b> <b>National Stock Exchange of India Limited</b> Exchange Plaza, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai - 400 051
Scrip Code: 506194 Class of Security: Equity	Symbol: ARIHANTSUP Series: EQ

Dear Sir/Madam,

**Sub: Investors Presentation:**

With reference to the captioned subject and Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find the attached Investors Presentation for the Quarter and Financial Year ended 31<sup>st</sup> March, 2018.

Kindly take the same in your records and inform the Stakeholders accordingly.

Thanking You

Yours faithfully

**For Arihant Superstructures Limited**

  
**Pradeep Mehta**  
Chief Financial Officer



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**ARIHANT**  
SUPERSTRUCTURES LTD.  
CONTINUING STABILITY

## ASL Investor Presentation

May 2018

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 31st Mar 2018.*

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Commenting on the results of Q4FY18 Mr. Ashok Chhajjer, CMD of Arihant Superstructures Limited said,

“It was a challenging year with the launch of RERA and introduction of GST. We, at Arihant, welcomed both these path breaking measures since it meant better compliance and customer centricity for the sector as a whole. We look for opportunities in a challenging environment and being fleet footed we have been able to embrace the changes and ended the year with a sales of 931 units across Mumbai MMR and Jodhpur, thus confirming that affordable housing sells well if it's Quality and Price appeals to the end-user.

Though we had record sales of units, the revenue would be recognized over the next few quarters. Similarly the slow-down in sales witnessed in FY17 has affected the revenues for FY18. We have now created a strong pipeline for FY19. In the year when the real estate sector was thirsty for funds, ASL managed to reduce its secured debt from INR 1.27 bn mn FY17E to INR 0.96 bn FY18E without raising any new facility

For the FY18, Arihant launched ~ 1.2 mn sq. ft totaling to 1293 units across Navi Mumbai and Jodhpur units”.

Arihant is proud to receive prestigious awards

- The **MCHI CREDAI** in their prestigious **GOLDEN PILLAR award 2018** has given **Affordable Housing Project of the Year award** to Arihant Superstructures Ltd (ASL).
- The **Economic Times (ET)** Realty Convention 2018 has recognized Arihant Superstructures Ltd (ASL) for the **excellent quality in low cost affordable housing**.
- “Excellence in **Quality Construction**”, **2018** award by Dainik Bhaskar (94.3 MY FM)

- One of the Largest real estate player in **Affordable Housing since 2009** consisting **68%** of its **portfolio** in affordable housing and having projects in hand for **next 7 years**
- ASL has an edge in its operational areas – Navi Mumbai, MMR and Jodhpur regions
- Delivered **8,863 homes** totaling to **7.5 Mn Sq. ft.** across **50 projects** over past 2 decades by the Group
- Projects in hand of **13,188 homes** translating into **~13.5 Mn Sq. ft.** across **16 projects** over next **7 years**
- Quality of construction is 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 Mumbai and Jodhpur
4. Fully paid up land bank for projects to be executed in the next seven years

### On Going Projects

**13,188 Homes**  
under construction



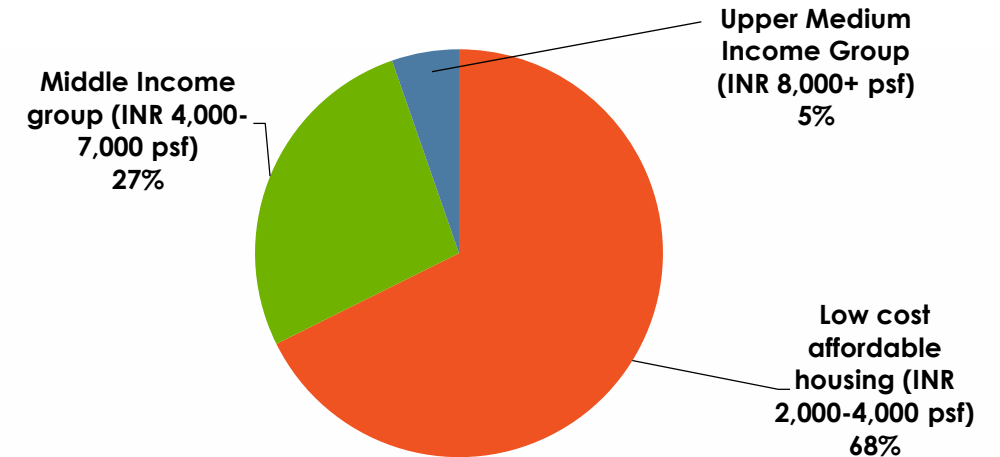
**13.5 mn sq.ft.**  
under development



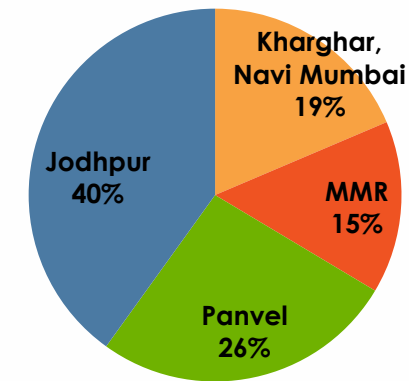
**16 Landmark projects**  
under execution



## CATEGORY-WISE PROJECT PROFILE



## AREA WISE PROJECT PORTFOLIO



## Navi Mumbai

- **Navi Mumbai Corporate Park** (200 Acres) design under finalisation, adjoining to 180 Acre ready Golf Course and 240 Acre Central Park with Amusement Park in Kharghar. **Potential to generate ~200,000 employment**
- **February 2018, Hon. PM** laid the foundation stone for the **Navi Mumbai International Airport**
- Construction of the **MTHL began in April 2018** with engineers doing soil testing at each location
- **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 (Expected Population of 80 lakhs in 30 years)**.
- Strong **Political Will** of the incumbent State Government to change landscape & lifeline of Navi Mumbai
- Government initiative of **Rs.1 Trillion spend on Infrastructure Projects in Navi Mumbai – Raigad region**

## Jodhpur

- Jodhpur located in Western Rajasthan is an **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
- **Jan 2018, Hon PM laid foundation stone of Rs. 431 bn HPCL Refinery;** estimated to generate **employment** over 100,000 jobs
- 37 acres adds to Jodhpur **Airport expansion;** would ease travel and increase business



### 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** will make Real Estate Investment as an asset class more attractive
- **Low interest** rates on home loans

### Benefits to Real Estate Developers

- 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.
- Reduction of cost of capital through availability of foreign funds
- FDI and Equity Investment is likely to grow due to award of Infrastructure status
- **100 % Tax exemption for all earnings from qualified affordable housing projects :**
  - Approved by competent Authority after 1<sup>st</sup> Jun, 2016 but on or before 31<sup>st</sup> Mar, 2019
  - Completed within a period of 5 Years from Approval Date
  - Carpet Area of 30 Sq Mtr for 4 Major Metros viz Chennai, Delhi, Kolkata & Mumbai and 60 Sq Mtrs for all other areas

## Strategically Well-positioned In High Growth Markets



- Navi Mumbai – Top 3 hot real estate destinations\*



- Jodhpur – strong migrant inflow from around western Rajasthan

## Significant Monetization Yet To Come



- At an inflexion point; strong cash flows from FY19 onwards

## Large Land Bank Acquired At Low Cost



- Average purchase price of Rs. 250/sq ft

## Project Funding Secured



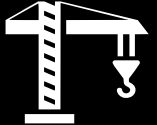
- INR 0.97 Billion secured loans
- 12 out of our 16 projects are self sustainable and we have not taken secured loans for them

## Strong Focus On Corporate Governance



- Industry leading disclosure standards

## Superior Growth Profile

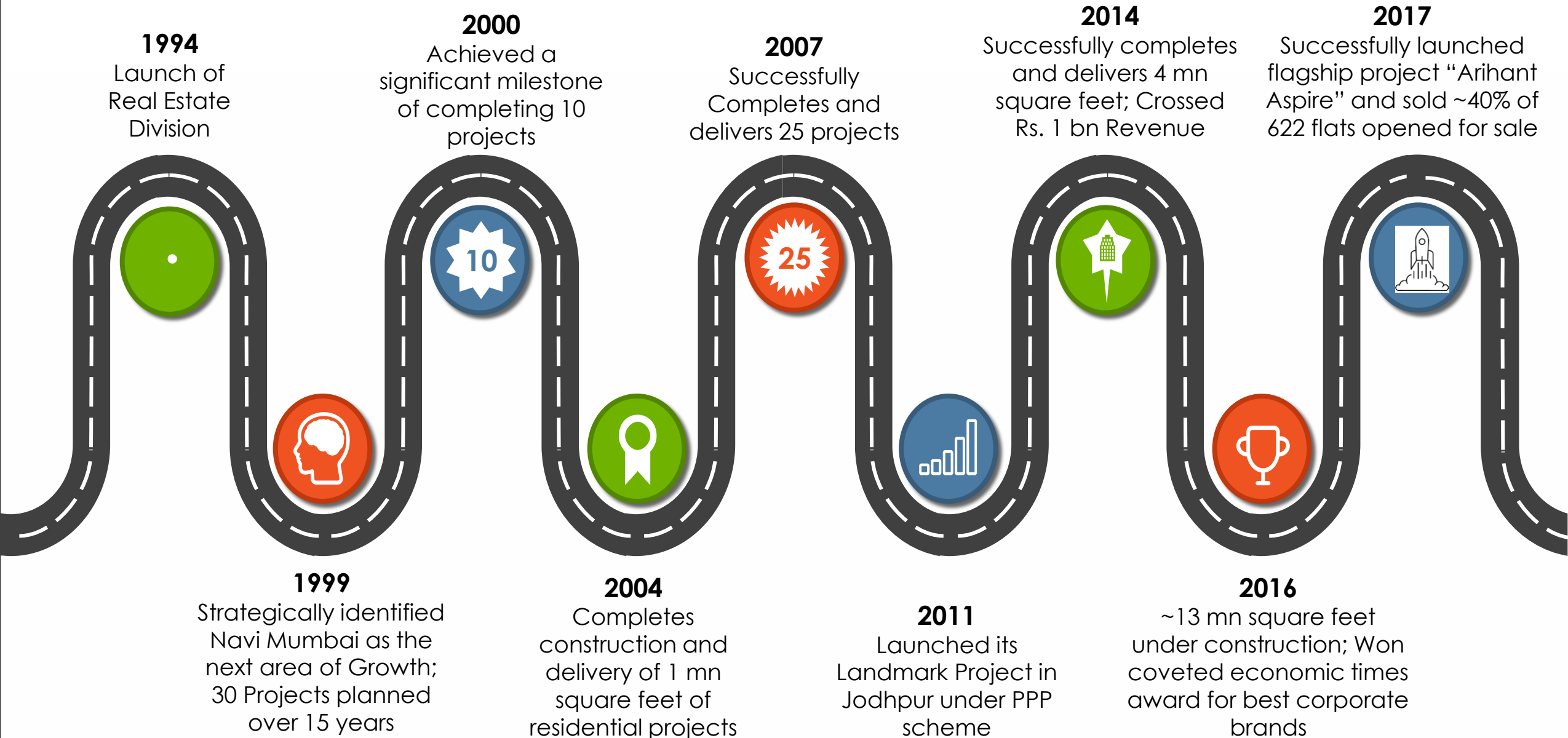


- ~13.5 mn sq feet under development – spread between MMR and Jodhpur



- Projects showing good traction -

# Our Value Creation Journey



13.5 mn sq.ft.  
projects

12 mn sq.ft.  
Saleable

1.5 mn sq. ft.  
Completed

2 mn sq.ft.  
Nearly  
ready

2.1 mn sq.ft.  
Under construction

7.8 mn sq.ft.  
Construction yet to  
start

Arihant Arshiya - I  
Arihant Adita - I,II,III,  
Arihant Ayati, Arihant  
Amisha Phase I

## ARIHANT ARSHIYA - I



Real Photo

## ARIHANT ADITA - I



Real 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

## Past Awards



### Most Esteemed Ongoing Project of the Year

– Navbharat Realty Business Achievers Award 2016



### Best Business Practices award in Real Estate

- Accommodation Times, 2016



### Arihant Adita 'India's Top 100 projects'

- RP & CRISIL ,2014



### Public Award “Popular choice Developer

- MCHI, 2012

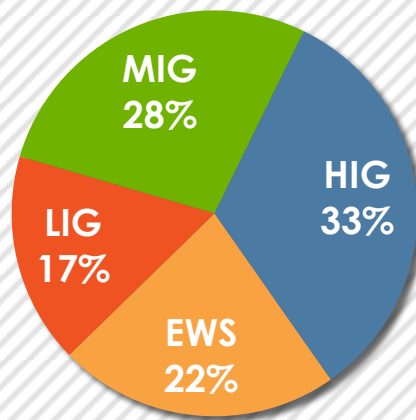


- Retail / Consumer is the biggest Wealth Creating sector
- ASL believes REAL ESTATE is a retail product with a flavour of an asset class.

## 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 ~13,000 units in Urban Maharashtra & Rajasthan combined compared to requirement of 7.1 mn units



Source: CIDCO

## CIDCO's INR 500b 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)
- Navi Mumbai 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 from CBD Belapur via Kharghar to Pendhar / Talaja (2019)
- Bidders finalised (L&T, Tata, Daewoo) for MTHL (Mumbai Trans Harbour Link) from Sewri to Nhava Sea
- BKC2 / Navi Mumbai Corporate Park in 200 acres @ Kharghar
- Govt. Urban Development Department allocates INR 120 Billion for 23 NAINA villages
- CIDCO contract INR 1.11 Billion for Navi Mumbai water transport (Foundation Stone by CM, Nov 2016)
- In February 2018, foundation stone for Navi Mumbai International Airport Hon. PM Shri Narendra Modi
- NAINA, 600 sq. km New Township 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, Aug 2014

## What We Have?

Mumbai (11 Projects)	Phases	Area	Units
Ongoing	8	3,420,128	3392
Completed	2	493,678	698
Future	7	4,183,713	4569
<b>Total</b>		<b>8,097,519</b>	<b>8659</b>



## Key Factors

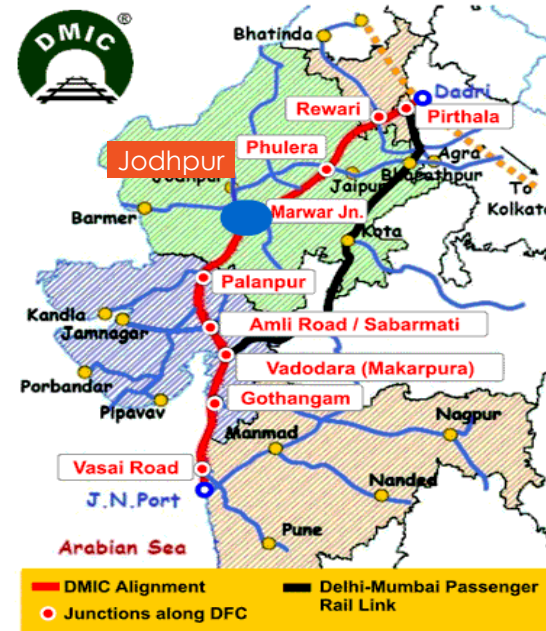
- 2nd largest 'Metropolitan City' of Rajasthan
- Industrial cluster and export hub of Gaur Gum, Textiles, SS utensils, Stone processing, Handicrafts & Solid Wooden Furniture,
- Population base of 1.73 mn (source census of India)
- Tourism boom: This 'Sun city' and 'Blue City' has topped the Lonely Planet's 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
- HPCL refinery near Jodhpur with investment of INR 431Billion 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
- One of Mega Leather Cluster at an investment of INR 1.25 Billion will be in Jodhpur

## What We Have?

Jodhpur (5 Projects)	Phases	Area	Units
Ongoing	3	658,320	735
Completed	4	1,085,567	818
Future	5	3,670,070	2976
<b>Total</b>		<b>5,413,957</b>	<b>4529</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



May 2018

## 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

Construction Begins



Feb 2018

Current Status



May 2018



## 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*



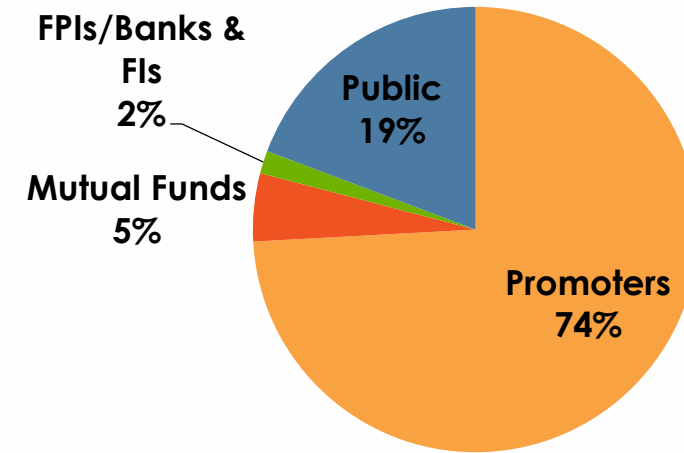
*Village infra development*

# 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> May 2018	INR 4,912 Mn
52 Week High	INR 211
52 Week Low	INR 110

## Shareholding Pattern



## Comparative Stock Price Performance - NSE



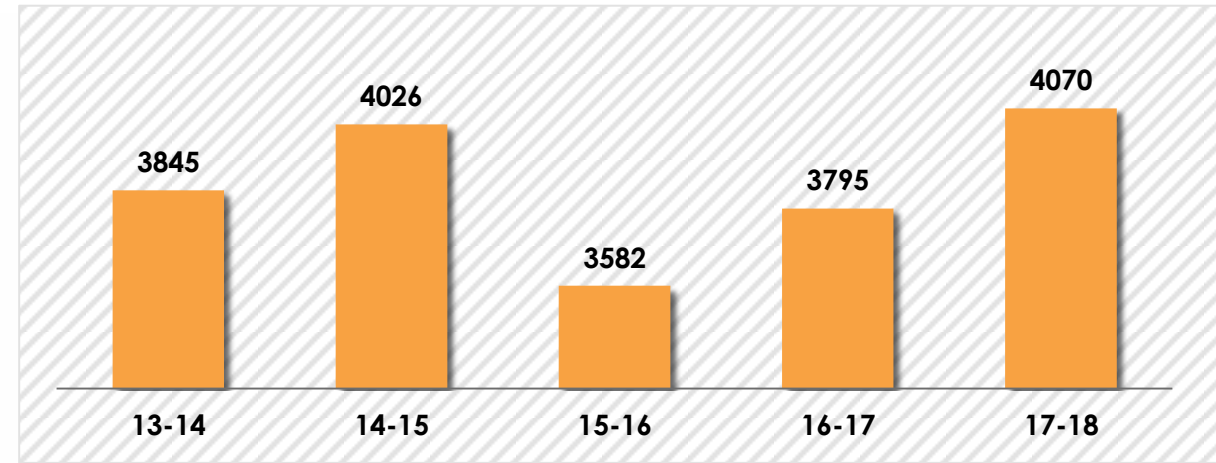
# Superior Track Record With Strong Brand Recall

## Key Strengths

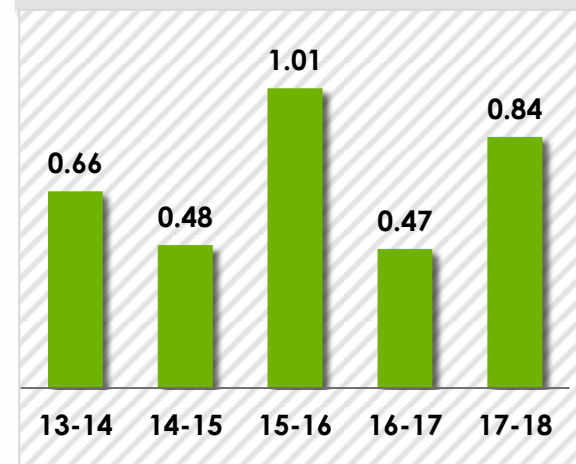


**FY18**  
931 Flats sold across all projects

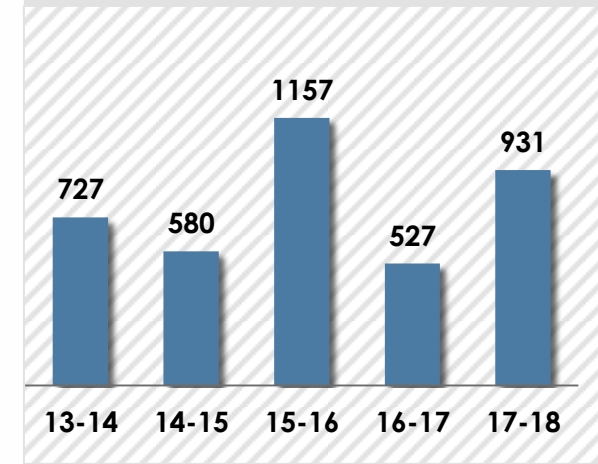
## Average Realizations (INR per sq.ft.)



## 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

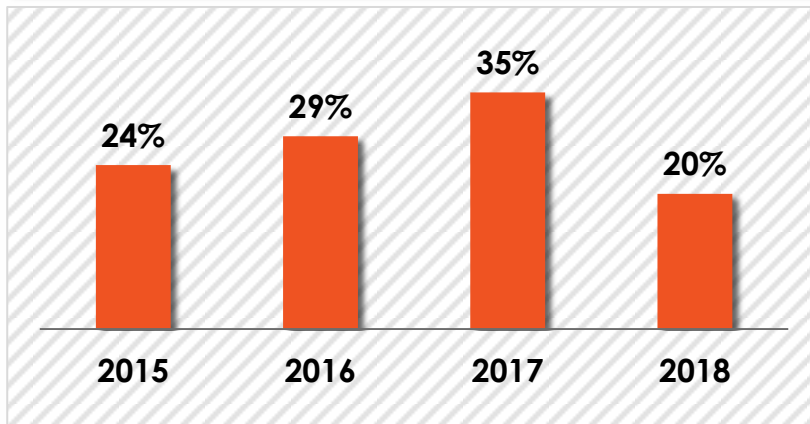
- 15% pre-launch sales target
- 100% sales completed before project completion
- Low inventory model



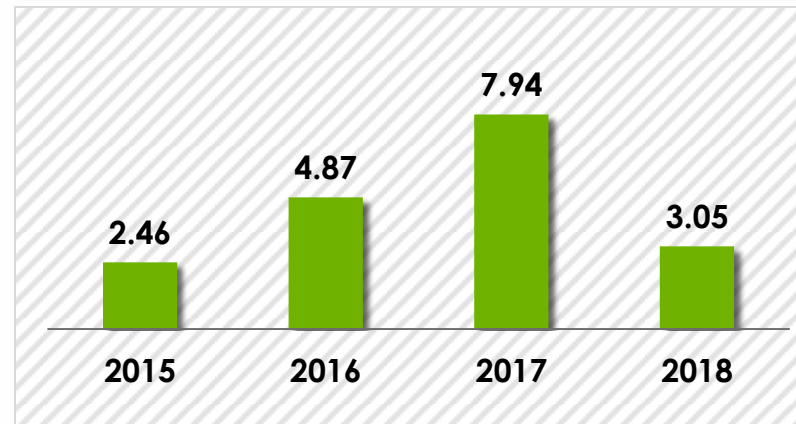
## Strong Risk Management and Internal Audits

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

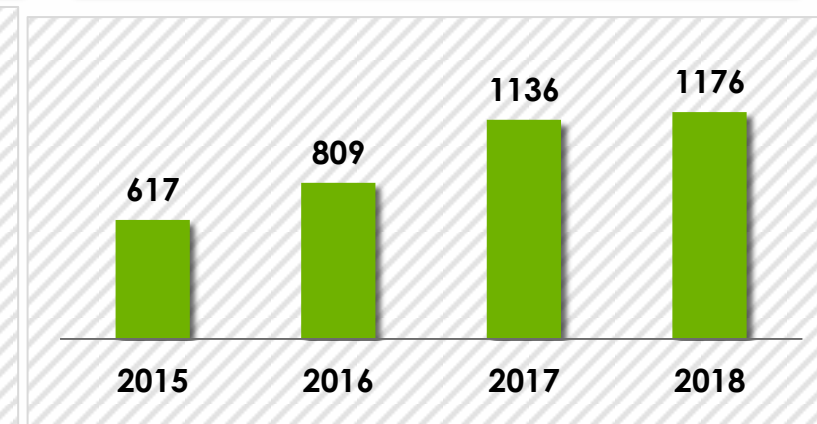
### EBIDTA Margin



### EPS (Rs/Share)



### Net Worth (INR Mn)

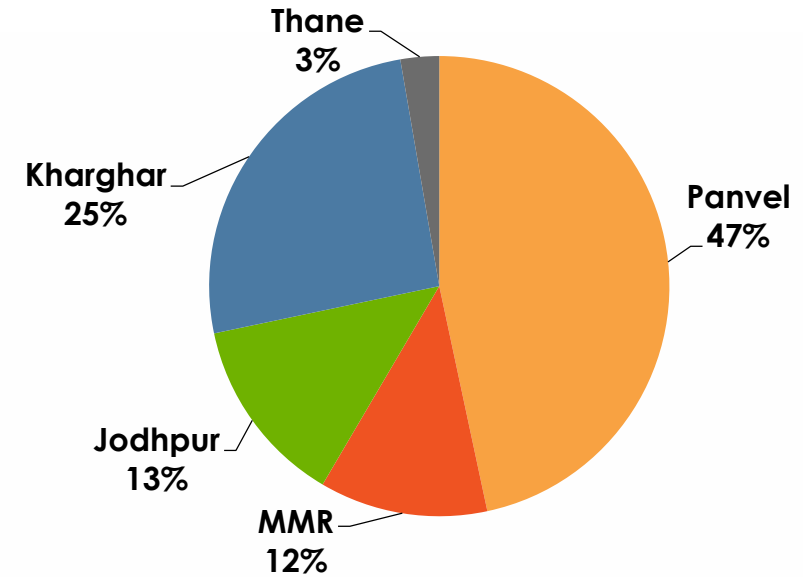
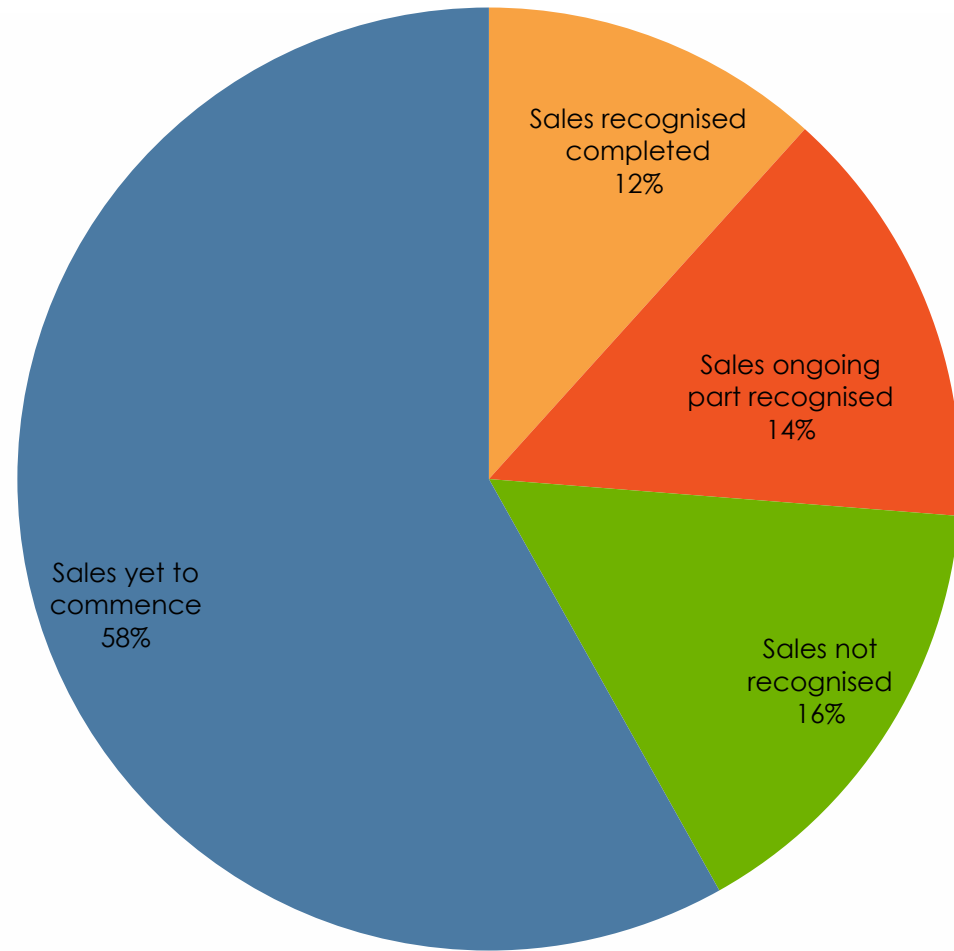


Change in figures due to shift to IND AS from FY17

# PROJECT STATUS

	Project	Location	Total Area with Common Area	Area Sold (SqFt)	% Area Sold	Total Units	Units Sold	% Units Sold	Project Completion %	Average Rate	Sale Value (in Mn)	Amount Received (in Mn)	Bal Sold Value Receivable (in MN)	
Mumbai	<b>COMPLETED PROJECTS</b>													
	Arihant Arshiya - I	Khopoli	358,718	289,740	81%	522	423	81%	100%	3,042	881	756	125	
	Arihant Amisha - I	Taloja	134,960	105,000	78%	176	141	80%	100%	3,335	350	267	83	
	<b>ONGOING PROJECTS</b>													
	Arihant Aalishan - I	Kharghar	457,525	171,203	37%	391	157	40%	13%	7,839	1,342	444	898	
	Arihant Anshula	Taloja (Nr Kharghar)	509,483	234,413	46%	504	258	51%	63%	3,995	936	772	164	
	Arihant Anaika - I	Taloja (Nr Kharghar)	201,289	146,622	73%	188	141	75%	71%	4,035	592	512	80	
	Arihant Anaika - II	Taloja (Nr Kharghar)	201,016	171,295	85%	267	229	86%	8%	4,047	693	56	637	
	Arihant Arshiya - II	Khopoli	148,052	91,582	62%	251	159	63%	85%	3,087	283	228	55	
	Arihant Arshiya - III	Khopoli	61,530	10,230	17%	67	13	19%	40%	3,614	37	14	23	
	Arihant Anmol - III	Badlapur	193,861	101,462	52%	238	133	56%	31%	3,346	339	249	91	
	Arihant Aloki - I	Karjat	109,884	48,906	45%	113	53	47%	81%	3,356	164	121	43	
	Arihant Aarohi - I	Thane Shil Road	218,645	182,595	84%	221	199	90%	99%	4,904	895	832	64	
	Arihant Aloki - II	Karjat	82,727	24,038	29%	90	30	33%	10%	3,304	79	20	59	
	Arihant Aspire - I	Panvel	1,236,116	266,155	22%	1,062	243	23%	7%	5,470	1,456	285	1,171	
	<b>Total</b>		<b>3,965,796</b>	<b>1,851,192</b>	<b>47%</b>	<b>4,127</b>	<b>2,210</b>	<b>54%</b>		<b>4,369</b>	<b>8,087</b>	<b>4,563</b>	<b>3,524</b>	
	<b>FUTURE PROJECTS</b>													
	Arihant Aalishan - II	Kharghar	512,855	-	0%	336	-	0%	0%	-	-	-	-	
	Arihant Arshiya - IV	Khopoli	908,342	-	0%	1,608	-	0%	0%	-	-	-	-	
	Arihant Aspire - II	Panvel	1,177,812	-	0%	1,111	-	0%	0%	-	-	-	-	
Arihant Aspire - III	Panvel	729,274	-	0%	982	-	0%	0%	-	-	-	-		
Arihant Aloki - III	Karjat	159,446	-	0%	118	-	0%	0%	-	-	-	-		
Arihant Amisha - II	Taloja	283,530	-	0%	377	-	0%	0%	-	-	-	-		
Arihant Anamika	Vashi	360,464	-	0%	-	-	0%	0%	-	-	-	-		
Arihant Aarohi - II	Thane Shil Road	51,990	7,951	15%	37	31	84%	0%	4,760	38	7	31		
Jodhpur	<b>COMPLETED PROJECTS</b>													
	Arihant Adita - I	Jodhpur	506,941	476,853	94%	408	381	93%	100%	2,292	1,093	1,012	81	
	Arihant Adita - II	Jodhpur	180,330	101,785	56%	164	93	57%	100%	2,592	264	219	45	
	Arihant Adita - III	Jodhpur	187,875	128,500	68%	165	115	70%	100%	2,682	345	295	49	
	Arihant Ayati	Jodhpur	210,421	93,039	44%	81	34	42%	100%	4,006	373	355	17	
	<b>ONGOING PROJECTS</b>													
	Arihant Adita - IV	Jodhpur	133,920	36,230	27%	82	22	27%	18%	2,672	97	21	76	
	Arihant Aangan	Jodhpur	45,600	35,340	78%	121	94	78%	41%	2,185	77	35	42	
	Arihant Aanchal - I	Jodhpur	478,800	329,400	69%	532	366	69%	31%	2,119	698	392	306	
	<b>Total</b>		<b>1,743,887</b>	<b>1,201,147</b>	<b>69%</b>	<b>1,553</b>	<b>1,105</b>	<b>71%</b>		<b>2,453</b>	<b>2,946</b>	<b>2,329</b>	<b>617</b>	
	<b>FUTURE PROJECTS</b>													
Arihant Adita - V	Jodhpur	299,070	10,970	4%	236	9	4%	0%	2,250	25	1	24		
Arihant Ashray	Jodhpur	39,000	38,350	98%	123	121	98%	0%	2,021	78	5	72		
Arihant Aanchal - II	Jodhpur	226,800	110,700	49%	252	123	49%	0%	2,286	253	25	228		
Arihant Aanchal - III	Jodhpur	1,436,400	-	0%	1,540	-	0%	0%	-	-	-	-		
Arihant Aakarshan	Jodhpur	1,668,800	-	0%	825	-	0%	0%	-	-	-	-		
<b>GRAND TOTAL</b>		<b>13,511,476</b>	<b>3,212,359</b>		<b>13,188</b>	<b>3,568</b>				<b>11,388</b>	<b>6,923</b>	<b>4,466</b>		

## Expected Revenue: Geographical Split



## Revenue Recognition Method

- As per ICAI Guidelines, revenue is recognised only upon :
  - 25% of the construction and development of the project/phase of project is completed; and
  - 25% of the Saleable area of the project/phase of project has been sold and
  - 10% of the agreement consideration have been realised against such sales.

# Income Statement

In INR Mn



Particulars	FY 14	FY 15	FY 16	FY 17	FY18
<b>Total Revenue</b>	<b>1,005</b>	<b>1,098</b>	<b>1,238</b>	<b>1,862</b>	<b>1,893</b>
Cost of materials consumed	1,128	1,208	1,144	2,074	1,285
Changes in inventories	-461	-543	-480	-1130	-161
Employee benefits expense	61	65	79	85	127
Other Expenses	71	102	133	190	256
<b>Total Expenses</b>	<b>799</b>	<b>832</b>	<b>876</b>	<b>1219</b>	<b>1508</b>
<b>EBITDA</b>	<b>206</b>	<b>266</b>	<b>362</b>	<b>643</b>	<b>385</b>
<b>EBITDA Margin</b>	<b>20%</b>	<b>24%</b>	<b>29%</b>	<b>35%</b>	<b>20%</b>
Depreciation	6	11	11	10	13
Interest & Finance Charges	142	64	37	101	150
<b>PBT</b>	<b>58</b>	<b>191</b>	<b>314</b>	<b>532</b>	<b>222</b>
Total Taxes	40	77	104	173	75
<b>PAT (Before Minority)</b>	<b>17</b>	<b>113</b>	<b>210</b>	<b>359</b>	<b>147</b>
Share of Minority	-14	-12	-20	-32	-21
<b>Net Profit (Attributable)</b>	<b>3</b>	<b>101</b>	<b>190</b>	<b>327</b>	<b>126</b>
<b>Net Profit Margin</b>	<b>0%</b>	<b>9%</b>	<b>15%</b>	<b>18%</b>	<b>7%</b>
<b>EPS (Basic)</b>	<b>0.4</b>	<b>2.5</b>	<b>4.63</b>	<b>7.94</b>	<b>3.05</b>

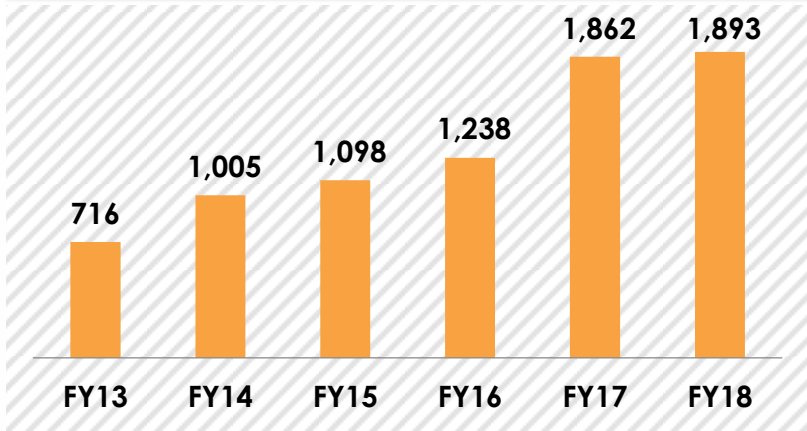
# Balance Sheet

In INR Mn

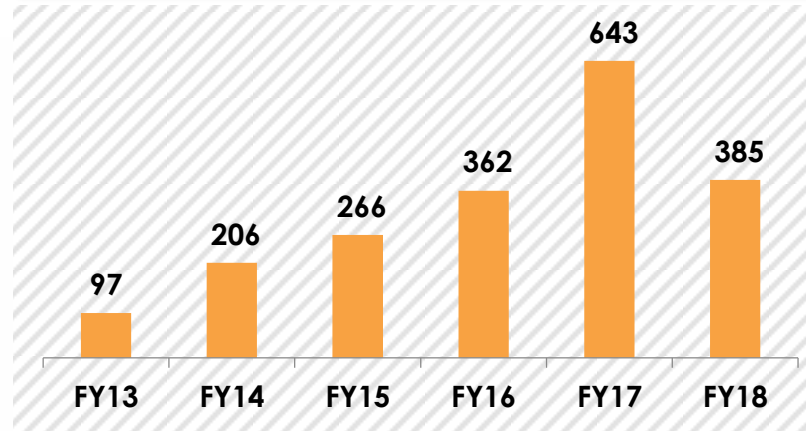


<b>Equity and Liabilities</b>	<b>FY14</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>
Share Capital	412	412	412	412	412
Reserve and Surplus	101	206	397	724	764
Net worth	513	617	809	1136	1176
Minority Share	15	27	47	79	98
Long Term	403	971	1778	2013	1745
Short Term	1065	489	327	545	1022
Advance from	1069	1563	1485	1590	1880
Other Liabilities	98	196	320	487	356
Trade Payables	81	84	154	244	371
<b>Total Liabilities</b>	<b>3244</b>	<b>3947</b>	<b>4920</b>	<b>6094</b>	<b>6648</b>
<b>Assets</b>	<b>FY14</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>
Fixed Assets	278	53	48	41	98
Non - Current	55	10	50	91	176
Long Term Loans &	32	122	272	323	74
Current Investment	1	-	2	2	2
Inventories (WIP)	1274	1716	2230	3115	3382
Inventories (Finished	22	127	91	337	230
Trade Receivables	32	66	95	335	387
Cash and Cash	55	31	46	90	123
Short Term Loans &					
Advances	218	295	305	364	499
Land	1264	1524	1742	1366	1567
Other Assets	13	3	39	31	110
<b>Total Assets</b>	<b>3244</b>	<b>3947</b>	<b>4920</b>	<b>6094</b>	<b>6648</b>

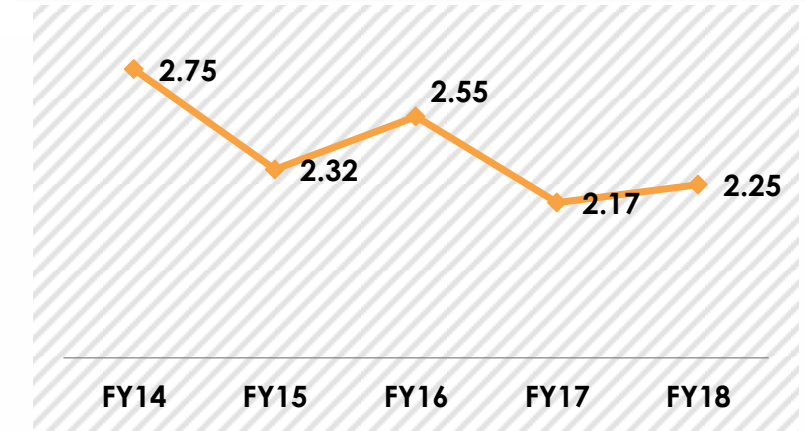
### Total Revenues (Rs Mn)



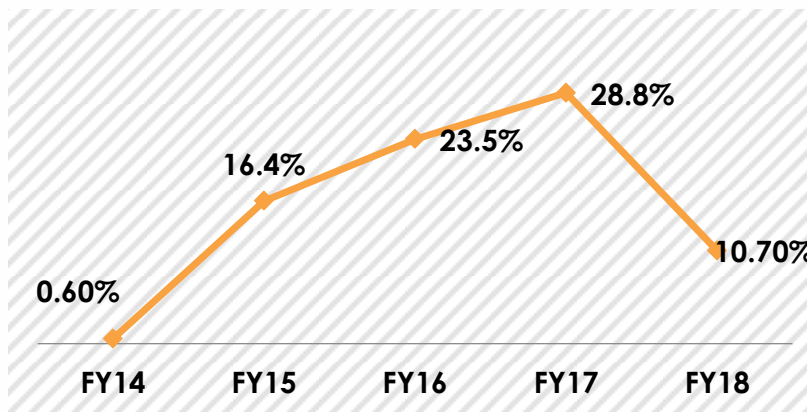
### EBITDA (Rs Mn)



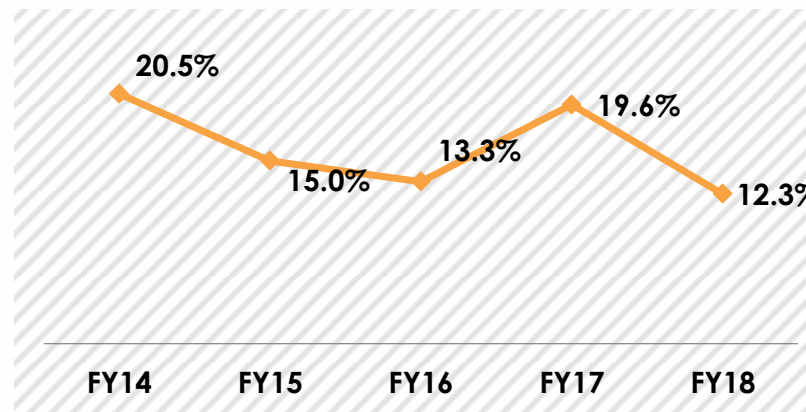
### Net Debt/Equity (x)



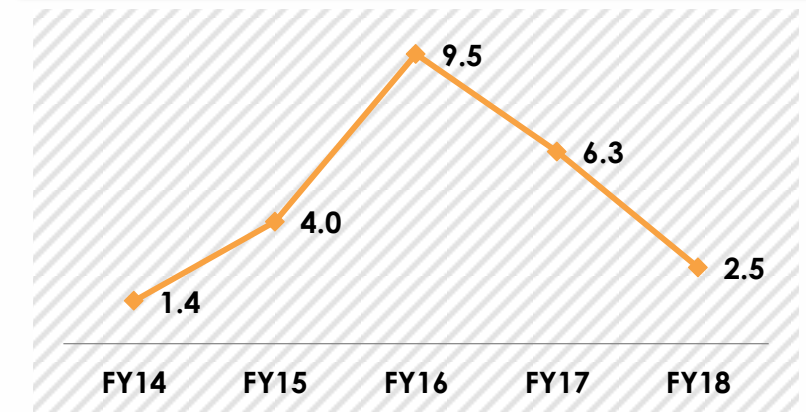
### Return on Equity (%)



### Return on Capital Employed (%)



### Interest coverage ratio (x)



# Net Worth & PAT (By Company) As at 31<sup>st</sup> March, 2018

In INR Mn



Company	Net Worth	PAT (FY18)
Arihant Superstructures Limited	1200.40	20.53
Arihant Vatika Realty Private Limited	148.51	13.25
Arihant Abode Limited	1.50	-0.06
Arihant Gruhnirman Private Limited	-1.66	0.05
Arihant Aashiyana Private Limited	96.02	8.01
	<b>1444.77</b>	<b>41.78</b>

Net Worth : As per Standalone Balance Sheet of each Company.

# Q4-FY18 - Income Statement

## Q4FY18 - Operating Highlights

1. Arihant Anaika Phase 2: Sold 86% of Total Area up to 31st March 2018.
2. MMR/Navi Mumbai: 350 units sold (270,096 sq ft)
3. Jodhpur: 37 units sold (46,285 sq. ft.)
4. Arihant Amisha - Phase 1: O.C. received
5. Arihant Anmol - Phase 3 launched
6. Signed a MoU with CIDCO/NAINA for partnership with private sector in affordable housing.

## Q4FY18 - Financial Highlights

1. Revenue increased by 10% to INR 450 Mn
2. EBITDA increased by 15% to INR 97 Mn
3. PAT up by 2% to INR 29 Mn
4. Secured Debt for Construction reduced to INR 957.38 Mn

INR Mn (except as stated)	Q4 FY18	Q4 FY17	Q3 FY18
Revenue	450.05	827.56	410.48
Total Expenditure	353.29	445.23	326.41
EBITDA	96.76	382.33	84.07
EBITDA Margin (%)	21.50%	46.2%	20.5%
Interest	38.23	40.31	36.58
Depreciation	4.43	2.61	2.75
PBT	54.10	339.41	44.74
Tax	16.44	112.85	18.08
PAT	37.66	226.56	26.66
PAT Margin (%)	8.37%	27.4%	6.5%
Minority Interest	8.48	17.24	-1.87
Attributable PAT	29.18	209.32	28.53
EPS	0.71	5.09	0.69



INR Mn (except as stated)	FY18	FY17
Revenue	1892.52	1862.46
Total Expenditure	1507.62	1218.94
EBITDA	384.90	643.52
EBITDA Margin (%)	20.3%	34.6%
Interest	150.10	101.22
Depreciation	13.36	10.20
PBT	221.44	532.10
Tax	74.96	172.93
PAT	146.48	359.16
PAT Margin (%)	7.7%	19.3%
Minority Interest	20.83	32.36
Attributable PAT	125.66	326.81
EPS	3.05	7.94

## FY18 - Operating Highlights

1. Total units launched – 1,293 units equivalent to 1,279,051sq. ft.
2. Launch of Flagship Project, Arihant Aspire – Phase 1 (622 units) (November, 2017)
3. Total Net Sales: 931 units amounting to INR 3.43 bn.
4. MMR/Navi Mumbai : 717 units sold (613,343 sq. ft.)
5. Jodhpur : 214 units sold (229,223 sq. ft.)
6. Total homes delivered: 863 units (Navi Mumbai – MMR 698 units equivalent to 511,800 sq. ft.; Jodhpur 165 units equivalent to 242,529 sq. ft.)

## FY18 - Operating Highlights

1. Revenue increased to INR 1,893 mn
2. EBITDA decreased to INR 385 mn
3. PAT decreased to INR 146.48 mn from INR 359.16 mn

# Outstanding Secured Debt



Sr No	Project	Location	Area (sqft. Mn.)	Outstanding Secured Debt (INR Mn)*	Banker
1	Arihant Arshiya	Khopoli	1.48	278.31	HDFC Ltd
2	Arhant Anaika	Taloja (Nr Kharghar)	0.40	320.80	Capri Global Capital
3	Arihant Anshula	Taloja (Nr Kharghar)	0.51	196.08	ICICI Bank Ltd
4	Arihant Adita	Jodhpur	1.31	162.19	STCI Finance Ltd
5	Arihant Aalishan	Kharghar	0.97	Nil	-
6	Arihant Anmol	Badlapur	0.19	Nil	-
7	Arihant Alok	Karjat	0.35	Nil	-
8	Arihant Amisha	Taloja	0.42	Nil	-
9	Arihant Aarohi	Kalyan-Shil Road	0.27	Nil	-
10	Arihant Aspire	Panvel	3.13	Nil	-
11	Arihant Ayati	Jodhpur	0.21	Nil	-
12	Arihant Anchal	Jodhpur	2.14	Nil	-
13	Arihant Akarshan	Jodhpur	1.67	Nil	-
14	Arihant Aangan	Jodhpur	0.05	Nil	-
15	Arihant Ashray	Jodhpur	0.04	Nil	-
16	Arihant Anamika	Vashi	0.36	Nil	-
	<b>TOTAL</b>		<b>13.49</b>	<b>957.38</b>	

**Note:**

The diversified location of projects enable us to divide the external risk in terms of approvals, local environment, pre-sales and market share

\* Balance Secured Debt as on 31st March, 2018

## REVENUE DRIVERS

Fast tracking of Infrastructure projects in Navi Mumbai to boost demand from home buyers

To add more projects in the affordable housing segment

Mega sales events planned for bulk sales throughout the year

## MARGIN DRIVERS

Efficiency in low cost land purchase

Low cost overheads

Low cost of finance

Controlled timeline of project completion

## FUTURE PLANS

To infuse Rs 300 crore for land purchase to take current developable area from 13.5 mn sq. ft. to 25 mn sq. ft.

Exploring fund raising via equity/debt or PE funding routes

Open for all types of asset-light models which will add to both revenues and profitability

## Ashok Chhajjer, Promoter, CMD

- Over 2 decades experience 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

## 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

## Dinesh Chandra Babel, Independent Director

- A Chartered Accountant retired as President - Finance & Commercial at Ispat Industries Ltd
- Earlier associated with companies like Birla Corp, Jaiprakash Industries, and JK Corp

## 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

## 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 20 years' experience in project planning and execution
- At Arihant, he drives the project execution at the Jodhpur region

## Pradeep Mehta, CFO

- A CA with over 22 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

## Pankaj Borele, EVP - Sales

- MMS & BE (Mech) with 13+ years of hands-on experience in the Real Estate, Telecom and IT
- Worked with Indiabulls Distribution Services is responsible for direct sales & Channel sales at Arihant

## Umesh N. Jhavar, VP - Strategy and IR

- An MBA, with BSc.(Tech)UDCT and over 22 years of industry experience in sales, strategy, planning & business development
- Heads investor relations, corporate planning and business strategy

## Kanta Sunil Kumar Head - HR

- A graduate with 13 years of industry experience
- At Arihant, she is responsible for all HR activities and for branding & positioning of projects

## Ajay Purohit, Head - Civil- Jodhpur

- Experience of 15 years in field of construction both industrial and residential civil works
- At Arihant, he is the head of civil affairs in the Jodhpur region

## Naval Singh Shekhawat, Company Secretary

- A Company Secretary with experience in corporate affairs and legal framework
- Specialization in corporate law, investor grievance handling, corporate governance and statutory affairs.



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



**Award for Affordable Low Cost Quality Housing – Recognition by The Economic Times at the ET Realty award, 2018**



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



**Economic Times “Best Corporate Brands Award” in real estate sector 2015 for 2016**



**NDTV “ Best developer in affordable category for budget housing in metro cities”, 2016.**



# Mumbai Hot 50 Brands (2 Times winner) - 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 SERVICES	 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**

# Thank you !!

*For further Information please contact*

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**Umesh Jhawar**

**VP – Strategy & IR**

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

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