



CONTINUING STABILITY

ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY

30th June, 2020

Corporate Relations Department BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001	Listing Compliance Department National Stock Exchange of India Limited 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: Investor Presentation of the Financial Results for the Quarter ended 31st March, 2020.


Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find the attached herewith the Investor Presentation for the Quarter and Year ended 31st March, 2020.

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

Thanking You

Yours Faithfully

For Arihant Superstructures Limited


Deepak Lohia
Chief Financial Officer



Enclosed: a/a

L51900MH1983PLC029643

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ASL Investor Presentation

June 2020

NSE : ARIHANTSUP
BSE : 506194
BLOOMBERG : ARSU IN

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

Cautionary Statement and Disclaimer



The views expressed here may contain information derived from publicly available sources that have not been independently verified.

No representation or warranty is made as to the accuracy, completeness, reasonableness or reliability of this information.

Any forward looking information in this presentation including, without limitation, any tables, charts and/or graphs, has been prepared on the basis of a number of assumptions which may prove to be incorrect.

This presentation should not be relied upon as a recommendation or forecast by Arihant Superstructures Limited and any of their subsidiaries and cannot be relied upon as a guide to future performance.

This presentation contains 'forward-looking statements' – that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance, 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. 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.

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.

The data is as of 31st March 2020.

CMD's Message



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

“Every adversity provides an opportunity. At Arihant, we fast-tracked our digital strategy yielding encouraging results during the last 3 months. We have now optimally balanced traditional and digital marketing resulting into substantially lower acquisition cost with an improved strike rate. The execution of the projects had stalled during lockdown period, however, we ensured that all of the 1200+ labourers along with their families were provided food, shelter and other necessities during the period. This also helped us restarting the projects in early June 2020. Covid-19 may change customer preferences in real estate and we strongly believe that dependable brands in Affordable Housing would see exciting times ahead.”

- One of the Largest real estate player in **Affordable Housing since 2009** consisting of its **66% 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 **9000** homes worth **7.5 Mn Sq. ft.** across 52 projects over past 2 decades by the Group
- Projects in hand of 14,000 homes worth 14 Mn Sq. ft. across 17 projects over next 7 years
- Quality of construction is achieved by **Standard Operation Processes (SOPs)**, Low overheads, Efficient construction cost and timely completion.
- Impeccable record of planning and execution of projects backed by **Professional Management.**

Arihant Superstructures Ltd (ASL): At A Glance



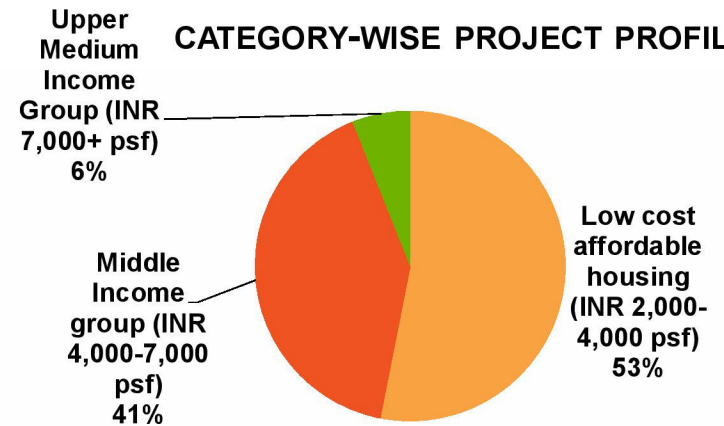
Company Profile

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

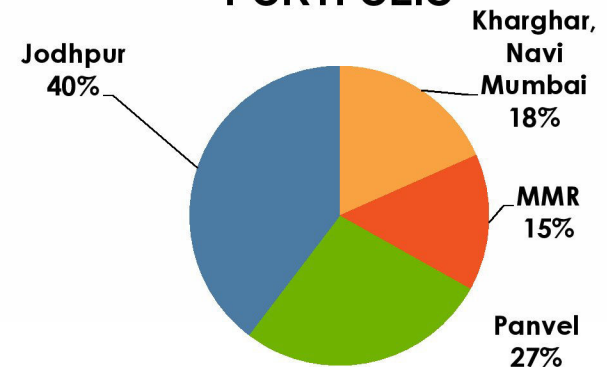
On Going Projects



CATEGORY-WISE PROJECT PROFILE



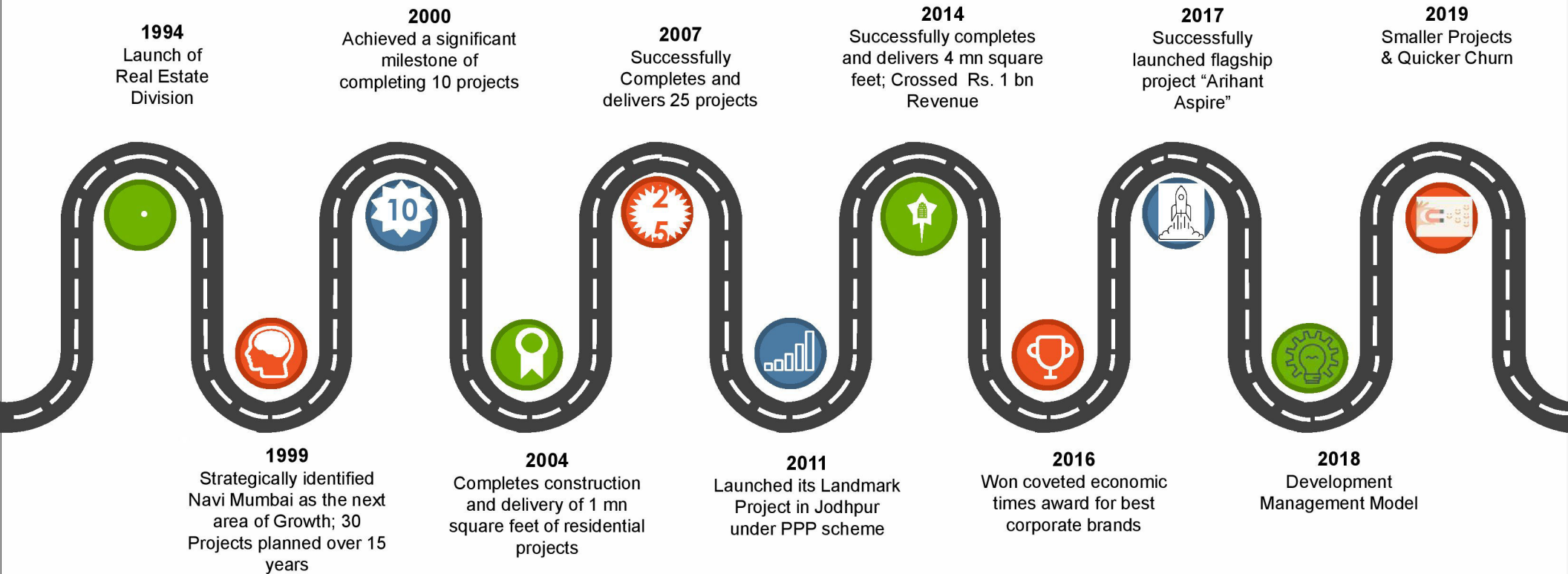
AREA WISE PROJECT PORTFOLIO



Strengths – Business Model



Our Value Creation Journey



Board Of Directors



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

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

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

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

Sangeeta Chhajer *Additional Woman Director*

- Over 20 years of experience in the management of business
- In charge for the back office and collection

Divya Momaya, *Additional Women independent Director*

- Over 16 years of experience and has been into whole time Company Secretarial Practice for more than 12 years.
- She was IPO team member of Bombay Stock Exchange.

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

Deepak Lohia, CFO

- CA, having 23 years of experience in the areas of Taxation, Accounts & Finance. Worked with ABG Shipyard, Runwal Group.
- Responsible for Corporate Finance, Internal Controls, Budgeting & Forecasting

Parth Chhajer, Head Sales

- Graduated from The Pennsylvania State University with a Bachelors of Science in Economics and a Minor in Business.
- Currently he is responsible for Sales, Marketing & Product Design at Arihant

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

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 .

FY20 Highlights



Sales Highlights

Sales of 874 Units equivalent to 7,74,510 sq. ft. amounting to INR 322 Crores

Business Development

Acquired new lands of 6.5 acres in Taloja region
Launched a new project – Arihant 4Anaika

Construction Highlights

Delivered 918 units across MMR & Jodhpur, Rajasthan

Growth in Sales on YOY basis

Sales of 774 units in Mumbai-MMR equivalent to 6,58,360 sq. ft. amounting to INR 293 Crores

Sales of 100 units in Jodhpur, Rajasthan equivalent to 1,16,150 sq. ft. amounting to INR 32 Crores

Particulars	FY20	FY19	Growth
Units Sold	874	706	23.79%
Area Sold (sq. ft.)	7,74,510	6,32,257	22.49%
Booking Value (Cr)	325	272	18.38%

Launched one New Project – Arihant 4Anaika, Taloja

Launched New Phase at Arihant Alokhi – Karjat

Upcoming New Phase Launches in FY21

Sr. No	Project	Location	Flats	Tentative Timeline	Category
1	Arihant 4Anaika	Taloja	42	Q1FY21	Affordable Housing
2	Arihant Anmol	Badlapur	250	Q2FY21	Affordable Housing
3	Arihant Aspire	Panvel	528	Q3FY21	Mid-Income Housing
4	Arihant 5Anaika	Taloja	350	Q2FY21	Affordable Housing
5	Arihant Amisha	Taloja	550	Q3FY21	Affordable Housing
6	Arihant Clan Aalishan	Kharghar	138	Q2FY21	Premium Housing
7	Arihant Aloki	Karjat	150	Q4FY21	Affordable Housing
Total			2008		

Note: The above is subject to approvals being received in stipulated timelines

Lands acquired in FY20

Location	Acres	Project	Saleable Area (sq. ft. approx)	Business Model
Taloja	2	-	160,000	100% owned Project
Taloja	2.5	Arihant 4Anaika	204,140	100% owned Project
Taloja	2	Arihant 5Anaika	235,000	100% owned Project

Consistent Delivery of Projects

Delivered 7,45,522 sq. ft. across the following projects

Project	Location	Units	Area (sq. ft.)
Arihant Anshula	Taloja	199	2,24,497
Arihant Alok	Karjat	141	1,38,194
Arihant Arshiya	Khopoli	318	2,11,231
Arihant Anchal	Jodhpur	140	1,26,000
Arihant Aangan	Jodhpur	120	45,600

Sales Highlights

Sales of 218 Units equivalent to 1,86,885 sq. ft. amounting to INR 74.19 Crores

Despite the Lockdown, the company's focus on digital sales helped achieve targets & maintain momentum

Business Development

Acquired ~ 22,000 sq. ft. of land for amalgamation of Arihant 4Anaika

Acquisition of 2 acres of land for Arihant 5Anaika

Construction Highlights

Delivered 218 units across MMR & Jodhpur, Rajasthan

Social Development
by supporting Rural
infrastructure, School
etc

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

Solar water heating
system, energy
efficient lighting and
use of low VOC
paints & adhesives

Economic
Development by
working with SME
vendors & employing
local people

Participation in
Government policy
formulation for
sustainable urban
development

Eco-friendly
construction
practices, waste
segregation &
composite wood

- Providing Ration to all laborers & their families staying at the sites during the Lockdown
- Grant to Shri Maruti Mandir Trust (Palaspe) for education & livelihood enhancement projects
- Construction of Road at Ektapada village
- Construction of Road at Koynaville village

COVID-19 Impact on Residential Real Estate & ASL



Construction

- Due to the nationwide lockdown, existing project timelines shall get impacted
- ASL has around 1,200 construction workers at its sites across MMR & Jodhpur. Construction has resumed from Q1FY21

Sales

- We expect to see a reduction in sales for Q1FY21 and delay in new launches
- Continued focus on Digital sales will help sustain momentum gathered during Lockdown
- Reputed brands like ASL shall continue attract homebuyers both on Digital as well as traditional platforms

Sector Liquidity Impact

- Liquidity situation for the sector will worsen with banks and NBFCs getting more risk averse, resulting in funding issues for many developers
- While short term cashflows will be impacted, ASL is in a good position to operate its existing projects and complete it within the revised timelines

Possibilities

- Homebuyers are willing to switch from densely populated areas to planned gated-communities in cities like Navi Mumbai & Jodhpur
- Low interest rates provide homebuyers attractive entry points

FINANCIAL SNAPSHOT

Capital Market Data

Capital Market Details

BSE Scrip Code	506194
NSE Trading Symbol	ARIHANTSUP
Bloomberg Code	ARSU IN
GICS Sector	Real Estate
Market Cap as on 31 st Mar, 2020	INR 864 Mn
52 Week High	INR 32.26
52 Week Low	INR 17.36

Shareholding Pattern

