



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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ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY

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.”

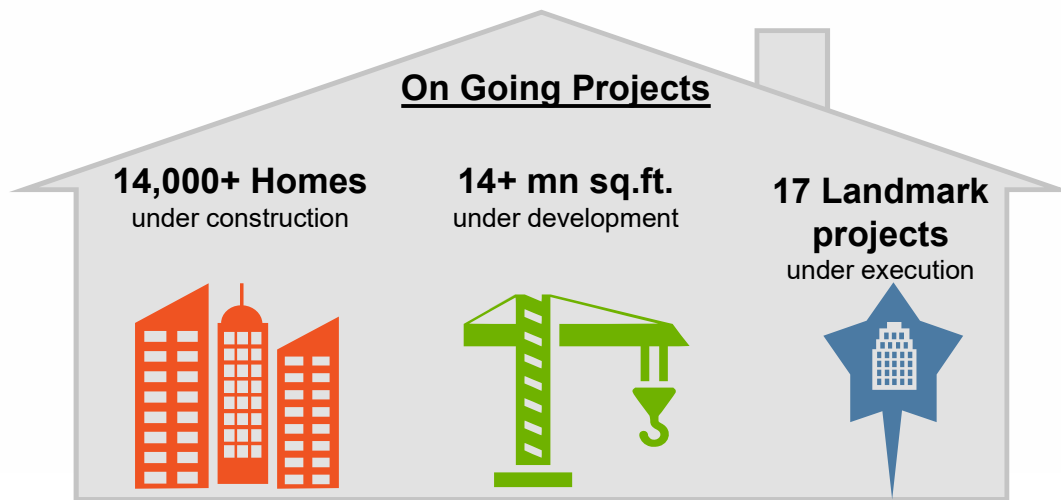
- One of the Largest real estate player in **Affordable Housing since 2009** consisting of its **66% portfolio** in affordable housing and having projects in hand for **next 7 years**
- ASL has an edge in its operational areas – Navi Mumbai, MMR and Jodhpur regions
- Delivered **9000** homes worth **7.5 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

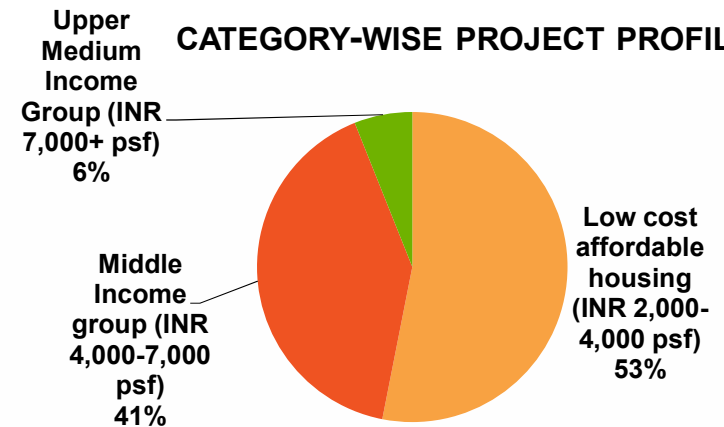
Company Profile

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

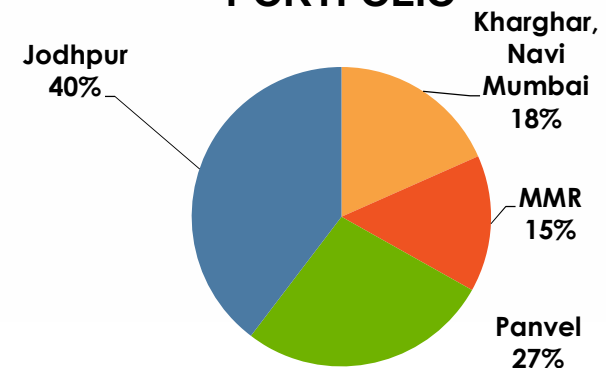
On Going Projects



CATEGORY-WISE PROJECT PROFILE



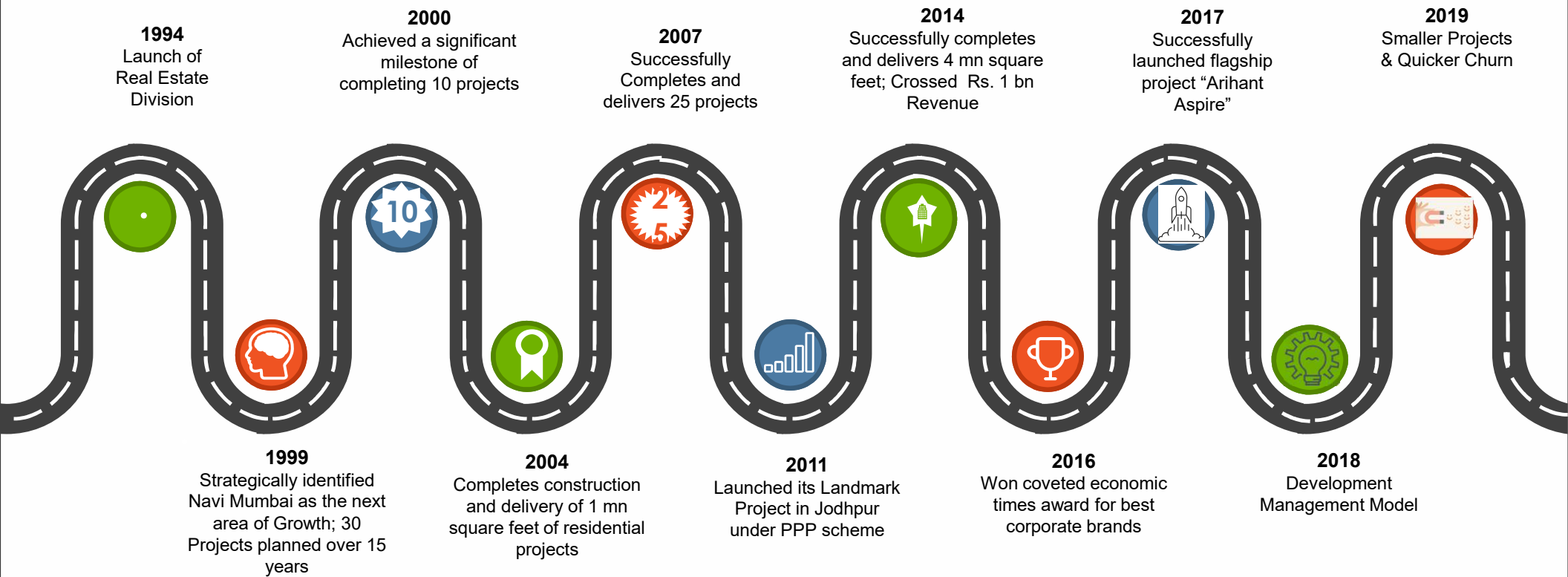
AREA WISE PROJECT PORTFOLIO



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 Alokhi	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

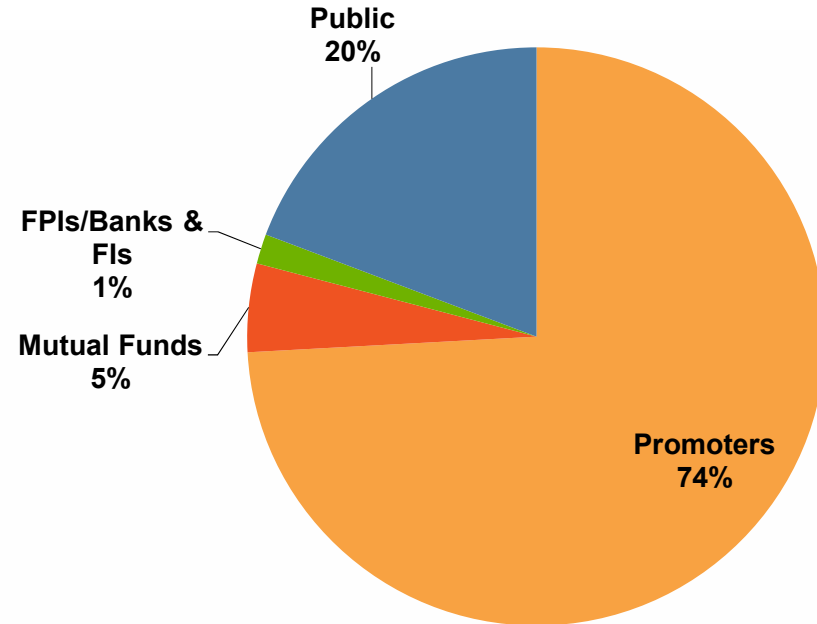
FINANCIAL SNAPSHOT

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



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
<ul style="list-style-type: none"> • Navi Mumbai – 2nd 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 	 <ul style="list-style-type: none"> • At an inflexion point; strong future cash flows 	 <ul style="list-style-type: none"> • Average purchase price of Rs. 250/sq ft 	 <ul style="list-style-type: none"> • INR 1.60 Billion secured loans • 11 out of our 15 projects are self sustainable and we have NOT taken secured loans against these projects 	 <ul style="list-style-type: none"> • Industry leading disclosure standards 	 <ul style="list-style-type: none"> • ~13.7 mn sq feet under development – spread between MMR and Jodhpur • Projects showing good traction - 

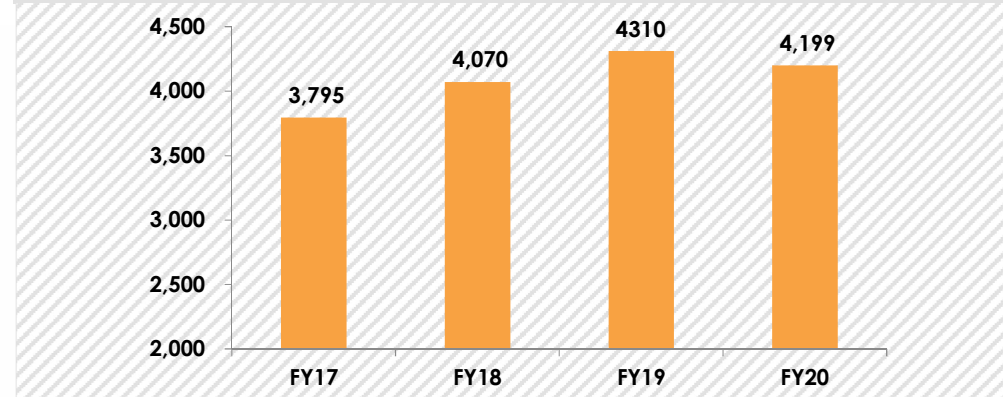
Source: CII – JLL; media articles

Superior Track Record With Strong Brand Recall

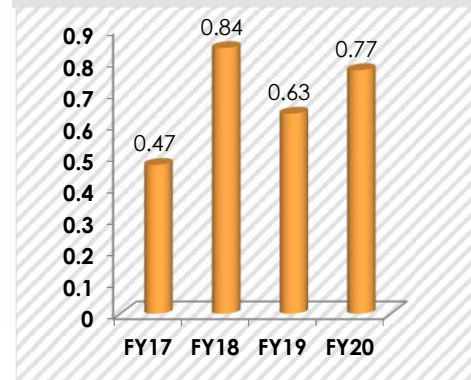
Key Strengths



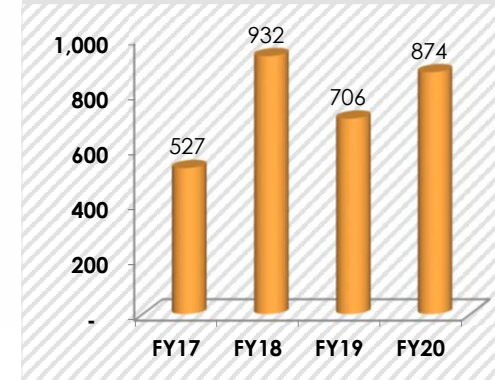
Average Sales Rate (INR per sq.ft.)



Area Booked (mn sq.ft)



Units Sold



Prudent Financial Management Leading To Superior Shareholder Value



Strategic Land Acquisition

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



Superior cash flow management

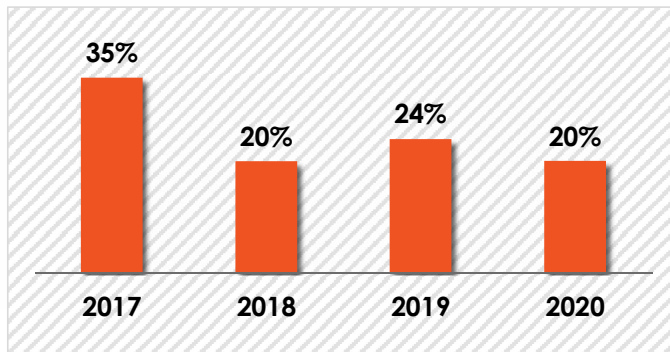
- 15% -20% launch sales target
- Adoption of DM model
- Low inventory model
- Sales targeted to completed before project completion



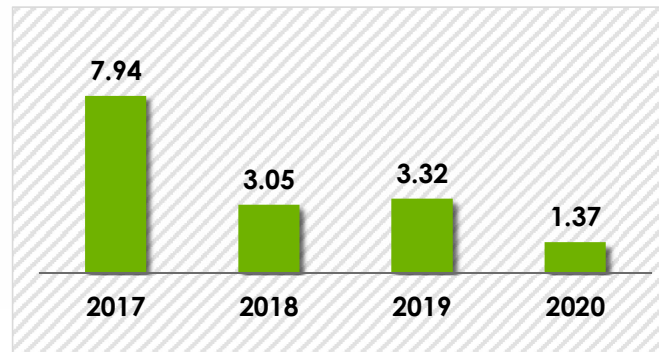
Strong Risk Management and Internal Audits

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

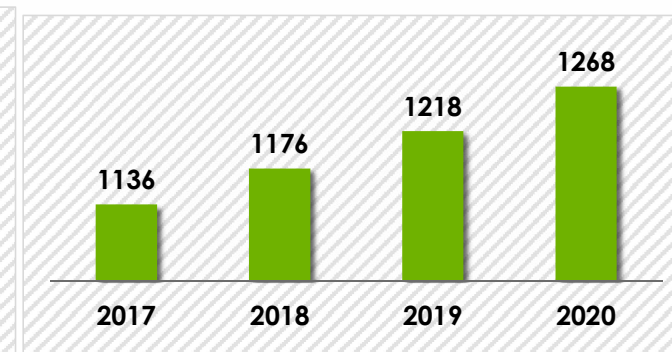
EBIDTA Margin



EPS (Rs/Share)



Net Worth (INR Mn)



Project Status : MUMBAI - MMR

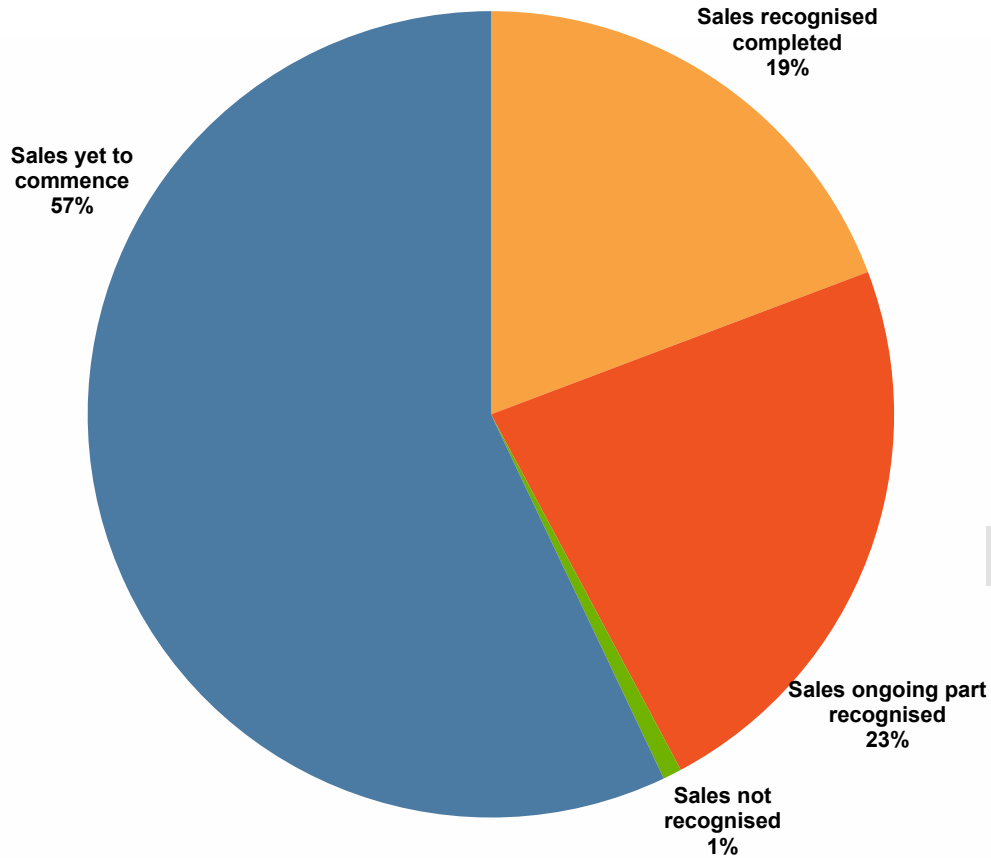
Project	Location	Total Area with Common Area	Area Sold (SqFt)	% Area Sold	Total Units	Units Sold	Units Unsold	% Units Sold	Project Completion %	Average Rate	Estimated Value of Unsold Area (in Mn)	ATS* Value (in Mn)	Amount Received (in Mn)	Bal ATS Receivable (in MN)
COMPLETED PROJECTS														
Arihant Arshiya - I	Khopoli	358,718	288,718	80%	522	426	96	82%	100%	3,083	228	890	831	59
Arihant Arshiya - II	Khopoli	145,226	110,697	76%	251	188	63	75%	100%	3,171	114	351	313	38
Arihant Aarohi - I	Thane Shil Road	211,602	210,511	99%	223	222	1	100%	100%	4,978	5	1,048	1,017	31
Arihant Anshula	Taloja (Nr Kharghar	513,110	399,090	78%	510	408	102	80%	100%	4,094	467	1,634	1,487	147
Arihant Amisha - I	Taloja	134,960	126,770	94%	176	167	9	95%	100%	3,416	29	433	417	16
Arihant Anaika - I	Taloja (Nr Kharghar	201,289	194,284	97%	188	183	5	97%	100%	4,128	29	802	767	35
Arihant Aloki - I	Karjat	109,884	72,083	66%	113	75	38	66%	100%	3,135	125	226	219	7
Arihant Arshiya - III	Khopoli	62,520	37,070	59%	68	41	27	60%	100%	3,345	89	124	84	40
ONGOING PROJECTS														
Arihant Anaika - II	Taloja (Nr Kharghar	201,016	197,736	98%	267	264	3	99%	78%	4,096	13	810	712	98
Arihant Anmol - III	Badlapur	193,861	168,479	87%	238	210	28	88%	84%	3,336	86	562	443	119
Arihant Amber	Taloja (Nr Kharghar	47,124	41,148	87%	71	62	9	87%	35%	4,034	25	166	98	68
Arihant Aarohi - II	Thane Shil Road	53,751	13,087	24%	38	13	25	34%	15%	6,087	248	80	6	74
Arihant Aspire - I	Panvel	1,245,783	325,535	26%	1,083	307	776	28%	37%	5,597	6,442	1,822	655	1,167
Arihant 4Anaika	Taloja (Nr Kharghar	204,140	117,770	58%	300	180	120	60%	0%	4,734	409	557	131	426
ONGOING PROJECTS - JV/DM														
Arihant Aalishan - I	Kharghar	458,608	221,161	48%	389	159	197	41%	26%	7,822	1,971	1,730	872	858
Arihant Aloki - II	Karjat	32,041	19,200	60%	45	27	18	60%	40%	3,229	42	62	25	37
Arihant 3Anaika	Taloja (Nr Kharghar	213,437	173,012	81%	264	246	18	93%	66%	4,416	133	764	531	233
Subtotal MUMBAI		4,387,070	2,716,351		4,746	3,178	1,535			4,440	10,455	12,061	8,608	3,454
FUTURE PROJECTS														
Arihant Arshiya - IV	Khopoli	908,342	-	-	-	-	-	-	-	-	-	-	-	-
Arihant Aspire - II	Panvel	1,177,812	-	-	-	-	-	-	-	-	-	-	-	-
Arihant Aspire - III	Panvel	729,274	-	-	-	-	-	-	-	-	-	-	-	-
Arihant Amisha - II	Taloja	266,000	-	-	-	-	-	-	-	-	-	-	-	-
Arihant Anamika	Vashi	360,464	-	-	-	-	-	-	-	-	-	-	-	-
Arihant Aloki - III	Karjat	119,471	-	-	-	-	-	-	-	-	-	-	-	-
FUTURE PROJECTS - JV/DM														
Arihant Aalishan - II	Kharghar	512,855	-	-	-	-	-	-	-	-	-	-	-	-
Arihant Aloki - (Remaining Phase)	Karjat	136,337	-	-	-	-	-	-	-	-	-	-	-	-
Grand Total MUMBAI		8,597,625	2,716,351	0	4,746	3,178	1,535	0	0	4,440	10,455	12,061	8,608	3,454

Project Status: JODHPUR

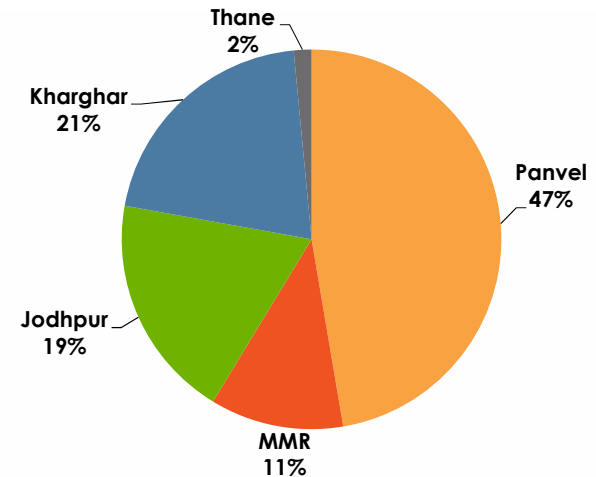


Project	Location	Total Area with Common Area	Area Sold (SqFt)	% Area Sold	Total Units	Units Sold	Units Unsold	% Units Sold	Project Completion %	Average Rate	Estimated Value of Unsold Area	ATS+ Value (in Mn)	Amount Received (in Mn)	Bal ATS Receivable (in MN)
COMPLETED PROJECTS														
Arihant Adita - I	Jodhpur	506,941	487,023	96%	408	389	19	95%	100%	2,337	60	1,138	1,088	50
Arihant Adita - II	Jodhpur	180,330	134,810	75%	164	123	41	75%	100%	2,700	137	364	341	23
Arihant Adita - III	Jodhpur	187,875	167,400	89%	165	147	18	89%	100%	2,748	61	460	442	18
Arihant Ayati	Jodhpur	211,168	125,404	59%	81	47	34	58%	100%	4,139	360	519	490	29
ONGOING PROJECTS														
Arihant Adita - IV	Jodhpur	144,975	38,540	27%	82	23	59	28%	38%	2,647	319	102	23	79
Arihant Aangan	Jodhpur	45,600	31,160	68%	120	82	38	68%	84%	2,214	43	69	62	7
Arihant Aanchal - I	Jodhpur	478,800	333,000	70%	532	370	162	70%	52%	2,174	379	724	544	180
Subtotal JODHPUR		1,755,689	1,317,337		1,552	1,181	371	76%		2,563	1,360	3,376	2,990	386
FUTURE PROJECTS														
Arihant Adita - V	Jodhpur	299,070	10,970	4%	236	9	227	4%	0%	2,250	720	25	1	24
Arihant Ashray	Jodhpur	39,000	-	0%	123	-	123	0%	0%	-	-	-	-	-
Arihant Aanchal - II	Jodhpur	226,800	21,600	10%	252	24	228	10%	2%	2,300	534	50	7	43
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%	-	-	-	-	-
GRAND TOTAL JODHPUR		5,425,759	1,349,907	0	4,528	1,214	3,314	27%		7,113	2,613	3,450	2,998	453
GRAND TOTAL MUMBAI + JODHPUR		14,023,384	4,066,258		9,274	4,392	4,849				13,068	15,512	11,605	3,906

Potential Recognizable Revenue



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.

Arihant Superstructures Limited: Q4 FY20 Financial Highlights



Consolidated Financial Highlights for Q4FY20 Vs. Q4FY19

1. Revenue decreased from INR 686.00 Mn to INR 622.98 Mn.
2. EBITDA increased from INR 140.48 Mn to INR 154.91 Mn.
3. PBT increased from INR 49.63 Mn to INR 81.07 Mn
4. PAT increased from INR 35.30 Mn to INR 69.05 Mn.

Consolidated Financial Highlights for Q4FY20 Vs. Q3FY20

1. Revenue decreased from INR 641.55 Mn to INR 622.98 Mn.
2. EBITDA increased from INR 138.88 Mn to INR 154.91 Mn.
3. PBT increased from INR 62.05 Mn to INR 81.07Mn.
4. PAT increased from INR 41.02 Mn. to INR 69.05 Mn.

Consolidated Income Statement – INR Mn



Particulars	FY 17	FY18	FY19	FY20
Total Revenue	1,862	1,893	2,422	2,376
Cost of materials consumed	2,074	1,285	1,955	1,192
Changes in inventories	-1130	-161	-511	336
Employee benefits expense	85	127	138	121
Other Expenses	190	256	271	252
Total Expenses	1219	1508	1853	1901
EBITDA	643	385	569	475
EBITDA Margin	35%	20%	24%	20%
Depreciation	10	13	19	20
Interest & Finance Charges	101	150	324	300
PBT	532	222	227	155
Total Taxes	173	75	44	45
PAT (Before Minority)	359	147	183	110
Share of Minority	-32	-21	-46	-54
Net Profit (Attributable)	327	126	137	56
Net Profit Margin	18%	7%	6%	2%
EPS (Basic) (Rs)	7.94	3.05	3.32	1.37

Consolidated Balance Sheet – INR Mn

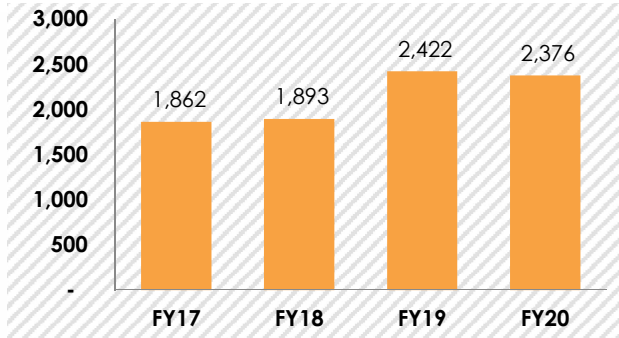


Equity and Liabilities	FY17	FY18	FY19	FY20
Share Capital	412	412	412	412
Reserves and Surplus	724	764	807	856
Net worth	1136	1176	1218	1268
Minority Share	79	98	139	200
Long Term Borrowings	2013	1719	2377	3168
Short Term Borrowings	545	1048	1401	698
Advance from Customers	1590	2003	1438	1445
Other Liabilities	487	341	315	90
Trade Payables	244	376	404	630
Total Liabilities	6094	6761	7291	7499
Assets	FY17	FY18	FY19	FY20
Fixed Assets	41	98	106	95
Investment in Property				98
Non - Current Investment	91	176	15	0
Long Term Loans & Advances	323	340	402	473
Current Investment	2	2	2	2
Inventories (WIP)	3115	3278	3666	2799
Inventories (Finished Goods)	337	335	551	1018
Trade Receivables	335	508	283	351
Cash and Cash Equivalents	90	123	149	115
Short Term Loans & Advances	364	109	289	232
Land	1366	1581	1551	1898
Other Assets	31	211	276	418
Total Assets	6094	6761	7291	7499

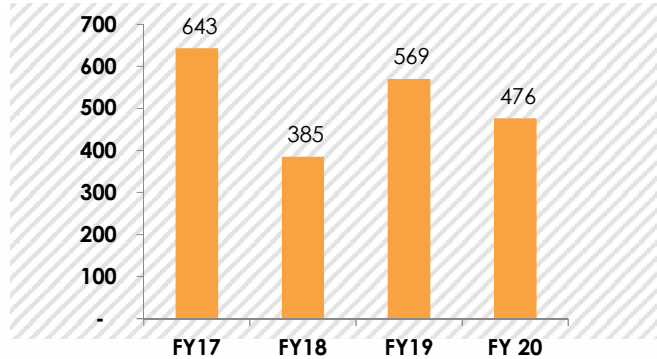
Financial Performance



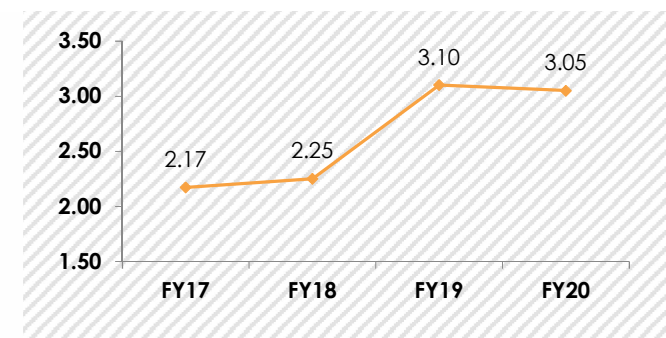
Total Revenues (Rs Mn)



EBITDA (Rs Mn)

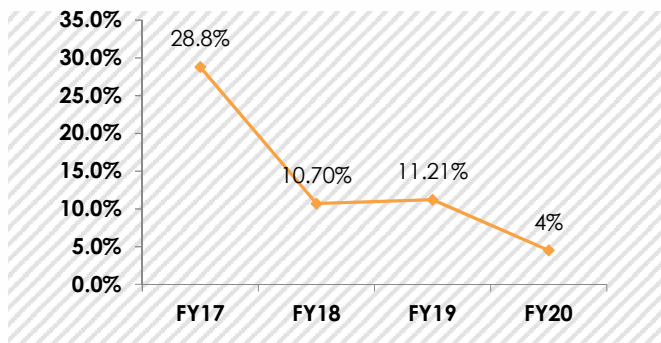


Net Debt/Equity (x)*

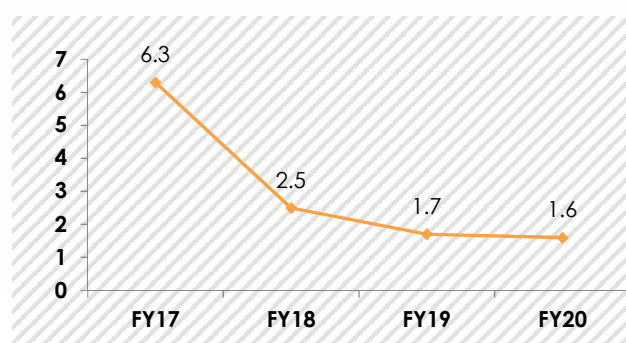


*The debt on holding company is 100% liability of ASL. The debt on subsidiary company is worked out to the extent of ASL share holding of 60%.

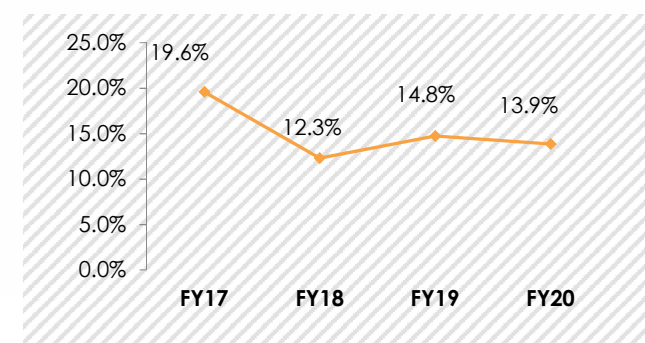
Return on Equity (%)



Interest coverage ratio (x)



Return on Capital Employed (x)



Net Worth & PAT for the Quarter ended 31st March, 2020



Company (INR Mn)	Net Worth	PAT
Arihant Superstructures Limited	1125.20	(14.15)
Arihant Vatika Realty Private Limited	332.67	101.59
Arihant Abode Limited	(2.33)	(4.11)
Arihant Gruhnirman Private Limited	(1.87)	(0.13)
Arihant Aashiyana Private Limited	168.09	35.94
	1621.76	119.14

Consolidated Income Statement



Amount in INR Mn except as stated

Particulars	Q4 FY20	Q4 FY19	Q3 FY20
Total Revenue	622.99	685.81	641.55
Total Operating Expenses	468.08	545.34	502.76
EBITDA	154.91	140.47	138.79
EBITDA Margin (%)	24.87	20.48	21.63
Interest	68.04	86.22	71.84
Depreciation	5.80	4.66	4.89
PBT	81.07	49.59	62.06
Tax	12.03	14.32	21.04
PAT	69.04	35.27	41.02
PAT Margin (%)	11.08	5.14	6.39
Minority Interest	15.90	13.72	23.78
Attributable PAT	53.14	21.55	17.24

REVENUE DRIVERS

Fast tracking of Navi Mumbai Infrastructure projects 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 13.8 mn sq. ft. to 25 mn sq. ft.

Smaller Projects / Faster Churn

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

Awards and Accolades



2019

Zee Business Award – Developer of the Year, 2019 – Affordable Housing



Iconic Award by Radio City for Arihant Aspire, Sept 2018



2018

IGBC PreCertified Platinum Rating for Aspire project, July 2018



Affordable Housing Project of the Year – Arihant Arshiya



2017

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

Mumbai Hot 50 Brands by HT

Corporate Excellence award



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



2018

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



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

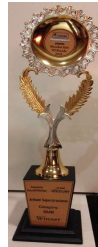


Award for Quality construction affordable housing – Recognition by The Economic Times, ET Realty award, 2018

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



2014

Corporate Excellence award



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	 BERGGRÜEN 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

Navi Mumbai 2nd in List Of Best Cities To Live In India during COVID-19



- 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.
- During COVID-19, Navi Mumbai ranked 2nd most liveable city across India

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

Residential Projects - Ongoing



Sr. No.	Project	Location	Est. Sale Area (sq. ft.)	Ind AS Classification	Business Model	Status
1	Arihant Arshiya	Khopoli	16,00,000	Own	100% owned	Ongoing
2	Arihant Aarohi	Kalyan Shil Rd.	2,65,353	Own	100% owned	Ongoing
3	Arihant Anshula	Taloja (Nr. Kharghar)	5,13,110	Own	100% owned	Ongoing
4	Arihant Anaika	Taloja (Nr. Kharghar)	4,02,305	Own	100% owned	Ongoing
5	Arihant 3Anaika	Taloja (Nr. Kharghar)	2,13,437	DM	DM Fee – 13%	Ongoing
6	Arihant 4Anaika	Taloja (Nr. Kharghar)	2,04,140	Own	100% owned	Ongoing
7	Arihant 5Anaika	Taloja (Nr. Kharghar)	2,35,000	Own	100% owned	Ongoing
8	Arihant Aloki	Karjat	3,97,733	JV	Area Based – 72%	Ongoing
9	Arihant Anmol	Badlapur	7,00,000	Own	100% owned	Ongoing

Residential Projects - Ongoing



Sr. No.	Project	Location	Est. Sale Area (sq. ft.)	Ind AS Classification	Business Model	Status
10	Arihant Aalishan	Kharghar	9,71,463	JV	Area Based – 76.5%	Ongoing
11	Arihant Aspire	Panvel	31,52,869	Own	100% owned	Ongoing
12	Arihant Anamika	Vashi	3,60,000	Own	100% owned	Forthcoming
13	-	Taloja	1,60,000	Own	100% owned	Forthcoming
14	-	Kharghar	3,72,000	JV	Area Based – 62%	Forthcoming
15	-	Panvel	6,00,000	Own	100% owned	Forthcoming
16	-	Panvel	2,62,000	Own	100% owned	Forthcoming
17	Arihant Adita	Jodhpur	13,19,191	Own	100% owned	Ongoing
18	Arihant Ayati	Jodhpur	2,11,168	Own	100% owned	Ongoing
19	Arihant Anchal	Jodhpur	21,42,000	Own	100% owned	Ongoing
20	Arihant Aangan	Jodhpur	45,600	Own	100% owned	Ongoing
21	Arihant Aakarshan	Jodhpur	16,68,800	Own	100% owned	Forthcoming
22	Arihant Ashray	Jodhpur	39,000	Own	100% owned	Forthcoming

Thank you !!

For further Information please contact

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CFO

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