

Date: 09th August 2022

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| To The Secretary BSE Ltd. Phiroze Jeejeebhoy Towers Dalal Street, Mumbai - 400 001 Security Code No.: 523716 | To The Secretary National Stock Exchange of India Ltd. Exchange Plaza, Plot no. C/1, G Block Bandra-Kurla Complex, Bandra (E) Mumbai - 400 051 NSE Symbol: ASHIANA |
|--|--|


Sub: Investor Update/Presentation for the quarter ended on 30th June 2022

Dear Sir,

Please find attached herewith an Investor update/Presentation for the quarter ended on 30th June 2022 in PDF form.

Kindly take the above presentation on record.

Thanking you,
For Ashiana Housing Ltd.
For **ASHIANA HOUSING LTD.**


Nitin Sharma
(Company Secretary)
Membership No. 21191

NITIN SHARMA
Company Secretary

Ashiana Housing Limited

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CIN: L70109WB1986PLC040864

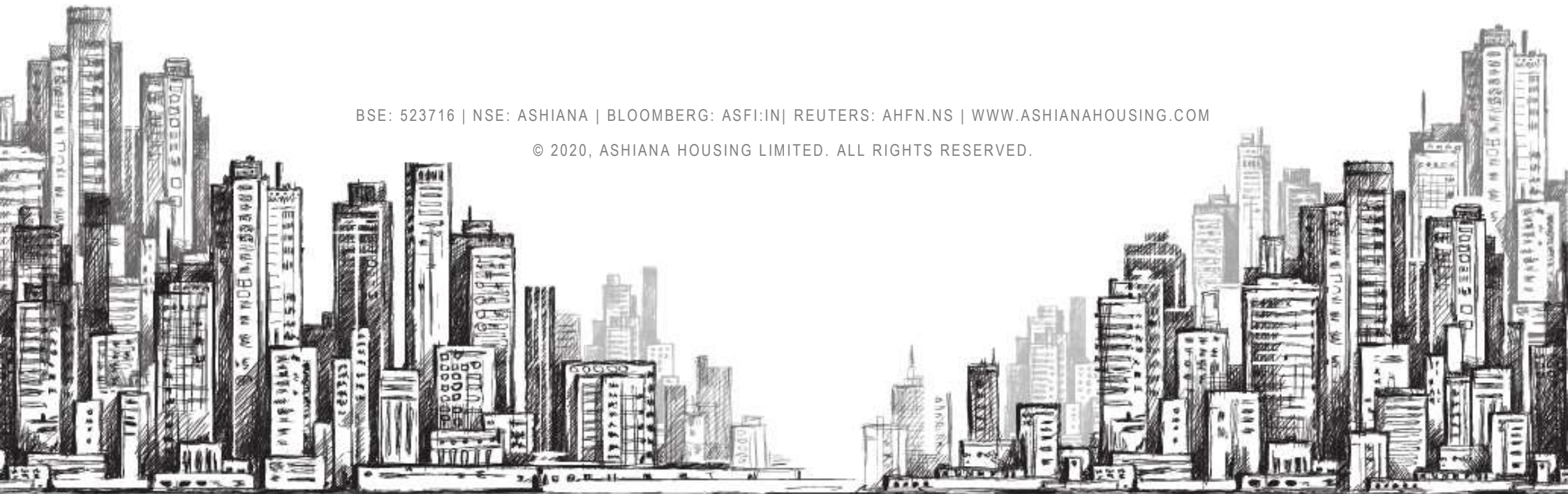


Investor Update

For the Quarter ended 30th June 2022

BSE: 523716 | NSE: ASHIANA | BLOOMBERG: ASFI:IN | REUTERS: AHFN.NS | WWW.ASHIANAHOUSING.COM

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Safe Harbor

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", "seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



Saleable Area

Total saleable area of the entire project corresponding to 100% economic interest of all parties

Ongoing Projects

Projects in respect of which (i) all title, development rights or other interest in the land is held either directly by our Company and/or our Subsidiaries and/or other entities in which our Company and/or our Subsidiaries have a stake; (ii) wherever required, all land for the project has been converted for intended land use; and (iii) construction development activity has commenced.

Future Projects

Projects in respect of which (i) all title, development rights or other interest in the land is held either directly by our Company and/or our Subsidiaries and/or other entities in which our Company and/or our Subsidiaries have a stake; and (ii) our management has commenced with the formulation of development plans.

Land available for Future Development

Lands in which we have obtained any right or interest, or have entered into agreements to sell/memorandum of understanding with respect to such rights or interest, as the case may be, and which does not form part of our Completed, Ongoing and Future Projects

Project

Project includes project phases



01 Highlights and Overview



02 Ongoing Projects



03 Financials



04 Future Outlook



05 Annexures



Highlights and Overview

01 Highlights

02 Operational Overview

03 Financial Overview

04 Quarterly Performance

05 Cash Flow Position

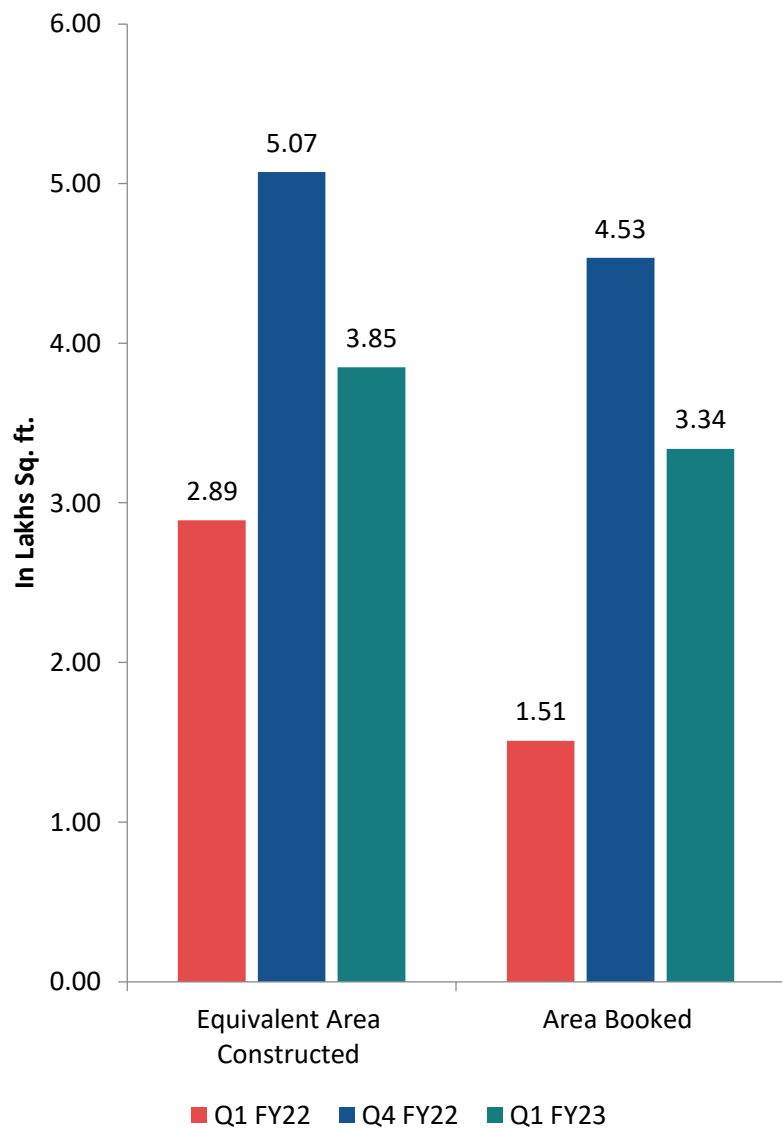


Quarterly Highlights

- Villas launched in Tarang, Bhiwadi and Shops launched in Amantaran, Jaipur.
- Value of Area Booked recorded at INR 152.14 Crores (Q1FY23) vs INR 185.57 Crores (Q4FY22).
- Average realization went up to Rs 4557 per sq. ft. in Q1FY23 as compared to 4093 Rs per sq. ft. in Q4FY22.
- Area constructed was at 3.85 lakhs sq ft in Q1FY23 vs 5.07 lakh Sq. ft. (Q4FY22) and 2.89 lakh Sq. ft. (Q1FY22).
- Pre-tax operating cash flows was positive at INR 27.72 Crores (Q1FY23) vs positive at INR 27.48 Crores (Q4FY22)
- Total Revenue increased to INR 81.22 Crs (Q1FY23) vs INR 78.28 Crs in Q4FY22 due to higher deliveries in AHL (1.68 lsft vs 1.14 lsft). TCI also improved to positive INR 10.29 Crs (Q1FY23) vs positive INR 9.22 Crs (Q4FY22).
- New land parcel acquired in Jaipur, Bhankrota of 8.08 acres in Q1FY23. Total potential saleable area in this parcel will be around 6.5 Lakhs sq ft.
- Delay in deliveries by a quarter (vis a vis expected customer handover date) expected in 8 projects: Nirmay Phase4, Tarang Phase 3, Anmol Phase2, Ashiana Amantaran Phase 1 and 2, Ashiana Daksh Phase 1 and 2, Umang Phase 5
- Aditya Phase 1 will be delivered a quarter earlier than expected customer handover date



Quarterly Operational Overview

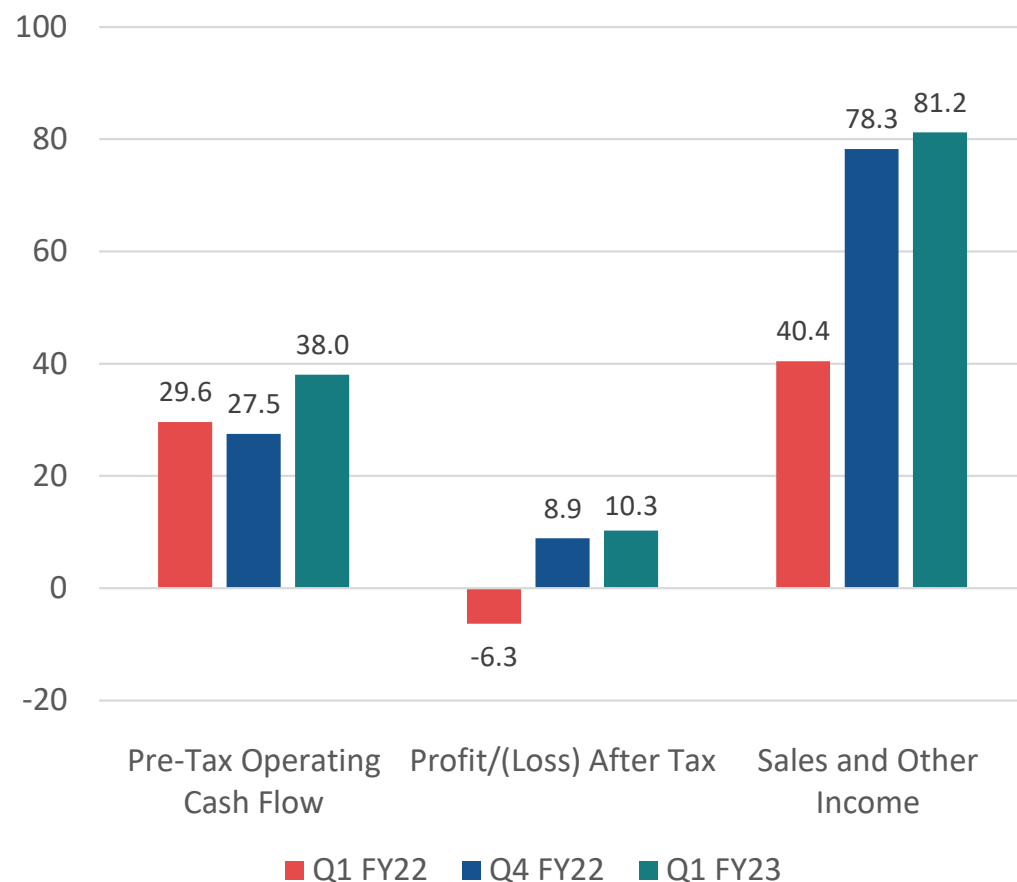


- Area booked was 3.34 Lakhs Sq. ft in Q1FY23 vs 4.53 Lakh Sq Ft in Q4 FY22
- EAC was 3.85 lakhs Sq ft in Q1 FY23 vs. 5.07 Lakh Sq Ft in Q4 FY22

*Note : * Equivalent Area Constructed (EAC) excludes EWS/LIG area as it is not a business activity of the company.*



Quarterly Financial



- Sales and Other income increased to INR 81.2 Crores vis a vis INR 78.3 Crores in Q4FY22
- PAT was recorded at INR 10.3 Crores for Q1FY23 vis a vis INR 8.9 Crores in Q4FY22
- *Pre-Tax Operating Cash Flow was at INR 27.72 Crs for Q1FY23 vs INR 27.48 Crs in Q4FY22



*Pre – Tax Operating Cashflow is a modified version of operating cashflows and not as per statutorily required AS-3

* Q2 and Q3 numbers of Pre-Tax Operating Cashflow have been restated due to some change in classification

Quarter wise Performance

| Period | Entity | INR Crores | Lakhs Sq. ft. | Lakhs Sq. ft. | Lakhs Sq. ft. |
|----------------|--------------|----------------------|---------------|------------------------------|---|
| | | Value of Area Booked | Area Booked | Equivalent Area Constructed* | Area Delivered & Recognized for Revenue |
| FY23 Quarter 1 | AHL | 139.14 | 3.01 | 3.82 | 1.68 |
| | Partnership | 12.99 | 0.33 | 0.03 | 0.43 |
| | Total | 152.14 | 3.34 | 3.85 | 2.11 |
| FY 22 | AHL | 506.57 | 12.92 | 13.91 | 4.10 |
| | Partnership | 66.68 | 1.84 | 2.29 | 4.77 |
| | Total | 573.25 | 14.76 | 16.20 | 8.86 |
| FY22 Quarter 4 | AHL | 172.46 | 4.19 | 4.93 | 1.14 |
| | Partnership | 13.11 | 0.34 | 0.14 | 3.33 |
| | Total | 185.57 | 4.53 | 5.07 | 4.47 |
| FY22 Quarter 3 | AHL | 145.59 | 3.55 | 3.26 | 0.94 |
| | Partnership | 24.16 | 0.67 | 0.47 | 1.20 |
| | Total | 169.76 | 4.21 | 3.73 | 2.13 |
| FY22 Quarter 2 | AHL | 146.01 | 3.95 | 3.52 | 1.37 |
| | Partnership | 19.71 | 0.55 | 0.98 | 0.08 |
| | Total | 165.72 | 4.51 | 4.50 | 1.45 |
| FY22 Quarter 1 | AHL | 42.51 | 1.23 | 2.20 | 0.65 |
| | Partnership | 9.69 | 0.28 | 0.70 | 0.16 |
| | Total | 52.20 | 1.51 | 2.89 | 0.81 |
| FY 21 | AHL | 458.63 | 12.73 | 8.76 | 5.63 |
| | Partnership | 76.05 | 2.24 | 2.90 | 2.93 |
| | Total | 534.68 | 14.97 | 11.66 | 8.55 |

*Equivalent Area Constructed (EAC) excludes EWS/LIG area as it is not a business activity of the company.



Quarterly Sales Trend

| Project | Location | Q2 FY21 | Q3FY21 | Q4FY21 | Q1FY22 | Q2FY22 | Q3FY22 | Q4FY22 | Q1FY23 |
|--|------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| AHL (Area in Sq. Ft.) | | | | | | | | | |
| Aangan Neemrana | Neemrana | (690) | 3,750 | (1,199) | 1,450 | 1,450 | - | - | - |
| Anmol | Gurgaon | 350 | 38,055 | 60,895 | 2,550 | 28,495 | 85,788 | 58,126 | 1,04,384 |
| Tarang | Bhiwadi | 14,692 | 5,536 | 20,494 | 16,713 | 15,561 | 9,493 | 5,873 | 27,374 |
| Ashiana Town | Bhiwadi | 27,945 | 20,595 | 26,990 | 5,340 | 17,210 | - | 8,890 | 13,335 |
| Surbhi | Bhiwadi | 1,355 | 14,635 | - | (1,100) | 4,265 | 1,100 | (845) | 2,200 |
| THR | Bhiwadi | - | - | - | 9,921 | 9,921 | - | 3,307 | - |
| Nirmay | Bhiwadi | 38,221 | 44,270 | 34,343 | 14,817 | 74,074 | 38,165 | 84,713 | 27,104 |
| Utsav Bhiwadi | Bhiwadi | - | - | - | - | - | 1,420 | - | - |
| Dwarka | Jodhpur | 5,340 | 15,150 | 18,070 | 3,280 | 48,000 | 24,340 | 14,530 | 13,660 |
| Utsav Jaipur | Jaipur | - | - | - | - | - | - | - | - |
| Umang | Jaipur | 10,115 | 2,665 | 1,63,460 | 19,232 | 49,640 | 47,352 | 33,907 | 15,917 |
| Ashiana Daksh | Jaipur | 18,978 | 79,280 | 35,840 | 7,600 | 11,968 | 19,584 | 3,264 | 2,176 |
| Ashiana Amantran | Jaipur | (35,025) | 32,510 | 42,095 | 13,185 | 63,350 | 48,370 | 1,29,515 | 60,637 |
| Navrang | Gujarat | 10,230 | 2,685 | 5,370 | 1,470 | 1,470 | 1,470 | - | - |
| Shubham | Chennai | 15,166 | 33,279 | 75,751 | 18,082 | 42,124 | 47,059 | 42,445 | 18,959 |
| Utsav Lavasa | Pune | 3,535 | 2,190 | 2,210 | - | - | 3,090 | 3,125 | - |
| Ashiana Sehar | Jamshedpur | 19,253 | 12,129 | 7,736 | 10,107 | 27,885 | 27,655 | 32,048 | 15,409 |
| Ashiana Aditya | Jamshedpur | - | - | 2,74,700 | - | - | - | - | - |
| Total - Ashiana Housing Limited | | 1,29,465 | 3,06,729 | 7,66,755 | 1,22,647 | 3,95,413 | 3,54,886 | 4,18,898 | 3,01,155 |
| Partnership (Area in Sq. Ft.) | | | | | | | | | |
| Vrinda Gardens | Jaipur | 72,023 | 35,156 | 49,408 | 26,655 | 56,829 | 63,569 | 28,463 | 34,033 |
| Gulmohar Gardens | Jaipur | 27,377 | 15,100 | 10,510 | 1,569 | (1,695) | 614 | 5,300 | (1,325) |
| Rangoli Gardens Plaza | Jaipur | - | - | 3,680 | - | - | 2,333 | 736 | - |
| Total - Partnership | | 99,400 | 50,256 | 63,598 | 28,224 | 55,134 | 66,516 | 34,499 | 32,708 |
| Grand Total | | 2,28,865 | 3,56,985 | 8,30,353 | 1,50,871 | 4,50,547 | 4,21,402 | 4,53,397 | 3,33,863 |



Project wise Cash Flow Position in Ongoing Projects

| Entity | Location | Project | Phase | Saleable Area (Lakhs Sq. ft.) | Area Booked (Lakhs Sq. ft.) | Sale Value of Area Booked (INR Crores) | Amount Received (INR Crores) | Equivalent Area Constructed * (Lakhs Sq. ft.) |
|--------------------------|--------------------------|------------------|-----------|-------------------------------|-----------------------------|--|------------------------------|---|
| AHL | | | | | | | | |
| AHL | Bhiwadi | Nirmay | 4 | 2.09 | 1.72 | 64.67 | 28.13 | 0.96 |
| | Bhiwadi | Tarang | 3 | 1.14 | 0.44 | 12.88 | 7.88 | 0.72 |
| | Bhiwadi | Tarang | 4A | 0.65 | 0.18 | 7.28 | 0.57 | 0.34 |
| | Chennai | Shubham | 3 | 1.78 | 1.78 | 72.20 | 65.47 | 1.78 |
| | Chennai | Shubham | 4 | 2.46 | 2.18 | 100.56 | 53.03 | 1.37 |
| | Gurgaon | Anmol | 2 | 2.83 | 2.37 | 124.95 | 26.13 | 1.14 |
| | Jaipur | Daksh | 1 & Plaza | 3.26 | 3.26 | 109.36 | 97.89 | 3.18 |
| | Jaipur | Daksh | 2 | 2.35 | 2.35 | 76.30 | 68.44 | 2.02 |
| | Jaipur | Daksh | 3 | 1.17 | 1.17 | 41.68 | 37.18 | 0.74 |
| | Jaipur | Amantran | 1 | 3.58 | 3.00 | 115.23 | 92.71 | 3.13 |
| | Jaipur | Amantran | 2 | 1.20 | 1.18 | 44.95 | 35.57 | 0.64 |
| | Jaipur | Amantran | 3 | 3.79 | 1.62 | 67.68 | 7.65 | 0.31 |
| | Jaipur | Amantran | Shops | 0.09 | 0.09 | 6.13 | 0.68 | |
| | Jaipur | Umang | 5 & Plaza | 4.55 | 3.10 | 102.73 | 76.19 | 2.17 |
| | Jodhpur | Dwarka | 4 | 1.28 | 0.94 | 25.38 | 14.40 | 0.61 |
| | Jamshedpur | Sehar | 1 | 3.44 | 2.78 | 103.80 | 76.67 | 2.86 |
| | Jamshedpur | Aditya | 1 | 3.55 | 3.55 | 120.95 | 104.29 | 3.06 |
| | Jamshedpur | Aditya | 2 | 2.75 | 2.75 | 98.64 | 76.54 | 1.44 |
| | Pune | Utsav - Lavasa** | 4 | 0.63 | | | | 0.62 |
| AHL Total | | | | 42.57 | 34.44 | 1,295.37 | 869.40 | 27.10 |
| Partnership | | | | | | | | |
| Partnership | | | | | | | | |
| Partnership Total | Partnership Total | | | - | - | - | - | - |
| Grand Total | AHL Total | | | 42.57 | 34.44 | 1,295.37 | 869.40 | 27.10 |

*Equivalent Area Constructed (EAC) excludes EWS/LIG area as it is not a business activity of the company.

** Construction for Phase-4 Ashiana Utsav, Lavasa is complete and OC has been applied for, it is yet to be launched for sales

*** Projects in partnerships were fully executed at the year ending 31st Mar 2022



Cash Flow Position in Ongoing Projects

| Entity | Saleable Area (Lakhs Sq. ft.) | Area Booked (Lakhs Sq. ft.) | Sale Value of Area Booked (INR Crores) | Amount Received (INR Crores) | Equivalent Area Constructed* (Lakhs Sq. ft.) |
|--------------------|----------------------------------|--------------------------------|--|------------------------------------|---|
| AHL | 42.57 | 34.44 | 1,295.37 | 869.40 | 27.10 |
| Partnership | 0.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Grand Total | 42.57 | 34.44 | 1,295.37 | 869.40 | 27.10 |

- Out of a total saleable area of 42.57 Lakhs Sq. ft., 27.10 Lakhs Sq. ft. (64%) has already been constructed
- Out of the total area booked so far, an amount of around INR 425.97 Crores is to be received in due course in future

*Equivalent Area Constructed (EAC) excludes EWS/LIG area as it is not a business activity of the company.

** Projects in partnerships were fully executed at the year ending 31st Mar 2022



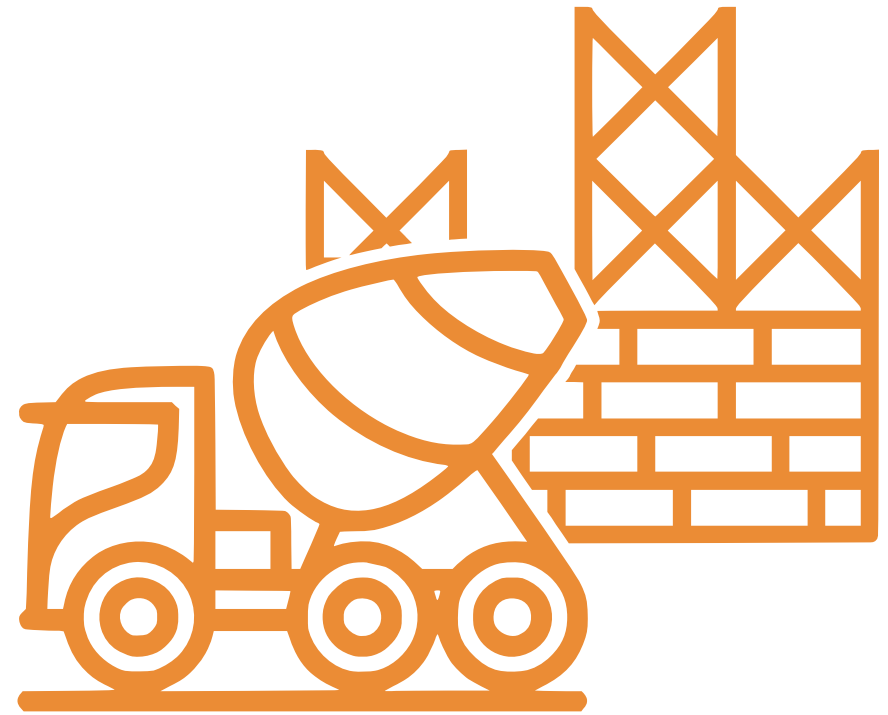
Ongoing Projects

01 Geographical Presence

02 Ongoing Projects Summary

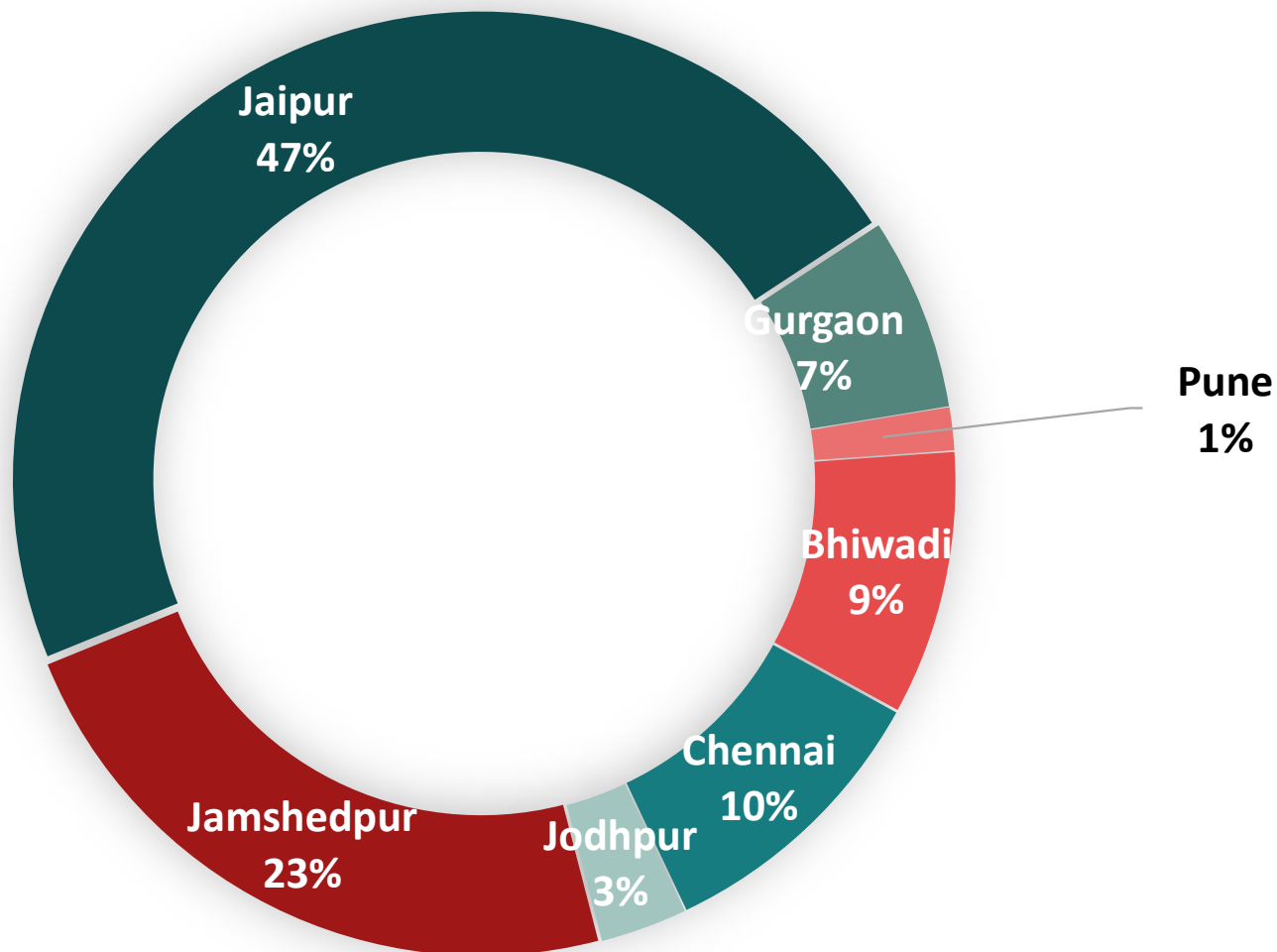
03 Break up of Area Booked

04 Operational data - Yearly
- Quarterly



Geographical Presence

Saleable Area of Ongoing Projects



Ongoing Projects Summary – Expected Completion Timeline

| Location | Project | Phase | Economic Interest | Project Type | Saleable Area (Lakhs Sq. ft.) | Area Booked (Lakhs Sq. ft.) | Timeline as per RERA** | Expected Customer Handover Date |
|--------------|-----------------|-----------|-------------------------|-------------------|-------------------------------|-----------------------------|------------------------|---------------------------------|
| Bhiwadi | Nirmay | 4 | 100% | Senior Living | 2.09 | 1.72 | Q3FY25 | Q3FY24 |
| Bhiwadi | Tarang | 3 | 100% | Premium Homes*** | 1.14 | 0.44 | Q2FY25 | Q2FY24 |
| Bhiwadi | Tarang | 4A | 100% | Premium Homes | 0.65 | 0.18 | Q3FY26 | Q4FY25 |
| Chennai | Shubham | 3 | 73.75% of Revenue Share | Senior Living | 1.78 | 1.78 | Q3FY23 | Q2FY23 |
| Chennai | Shubham | 4 | 73.75% of Revenue Share | Senior Living | 2.46 | 2.18 | Q4FY24 | Q3FY24 |
| Gurgaon | Anmol | 2 | 35% of Revenue Share | Kid Centric Homes | 2.83 | 2.37 | Q1FY27 | Q3FY25 |
| Jaipur | Daksh | 1 & Plaza | 100% | Premium Homes | 3.26 | 3.26 | Q2FY24 | Q4FY23 |
| Jaipur | Daksh | 2 | 100% | Premium Homes | 2.35 | 2.35 | Q3FY24 | Q1FY24 |
| Jaipur | Daksh | 3 | 100% | Premium Homes | 1.17 | 1.17 | Q2FY25 | Q1FY24 |
| Jaipur | Amantran | 1 | 75% of Revenue Share | Premium Homes | 3.581800 | 3.00 | Q3FY24 | Q1FY24 |
| Jaipur | Amantran | 2 | 75% of Revenue Share | Premium Homes | 1.198400 | 1.18 | Q1FY25 | Q3FY24 |
| Jaipur | Amantran | 3 | 75% of Revenue Share | Premium Homes | 3.785600 | 1.62 | Q2FY26 | Q4FY25 |
| Jaipur | Amantran | Shops | 75% of Revenue Share | Premium Homes | 0.086920 | 0.09 | Q2FY26 | Q4FY25 |
| Jaipur | Umang | 5 & Plaza | 100% | Kid Centric Homes | 4.55 | 3.10 | Q3FY25 | Q4FY24 |
| Jodhpur | Dwarka | 4 | 100% | Premium Homes | 1.28 | 0.94 | Q3FY25 | Q3FY24 |
| Jamshedpur | Sehar | 1 | 76.75% of Revenue Share | Premium Homes | 3.44 | 2.78 | Q2FY24 | Q4FY23 |
| Jamshedpur | Aditya | 1 | 74% of Revenue Share | Premium Homes | 3.55 | 3.55 | Q1FY24 | Q4FY23 |
| Jamshedpur | Aditya | 2 | 74% of Revenue Share | Premium Homes | 2.75 | 2.75 | Q2FY25 | Q2FY24 |
| Pune | Utsav - Lavasa* | 4 | 100% | Senior Living | 0.63 | 0.00 | OC/CC Pending | |
| Total | | | | | 42.57 | 34.44 | | |

*Phase-4 Ashiana Utsav, Lavasa Construction is complete and OC has been applied for. The Phase is yet to be launched for sales

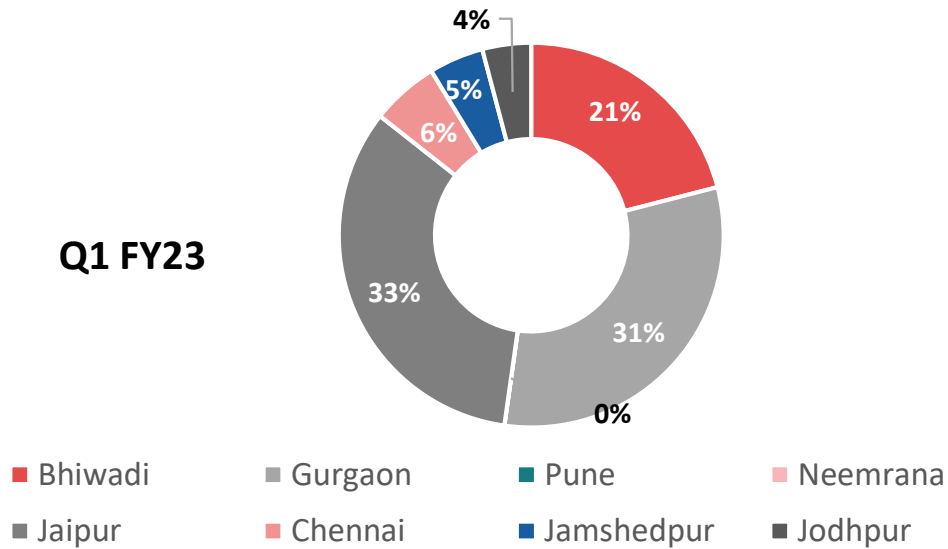
** Timeline as per RERA are the original dates but the timelines have been extended by 6 months to one year by RERA authorities due to Covid-19

*** Formerly called Comfort Homes

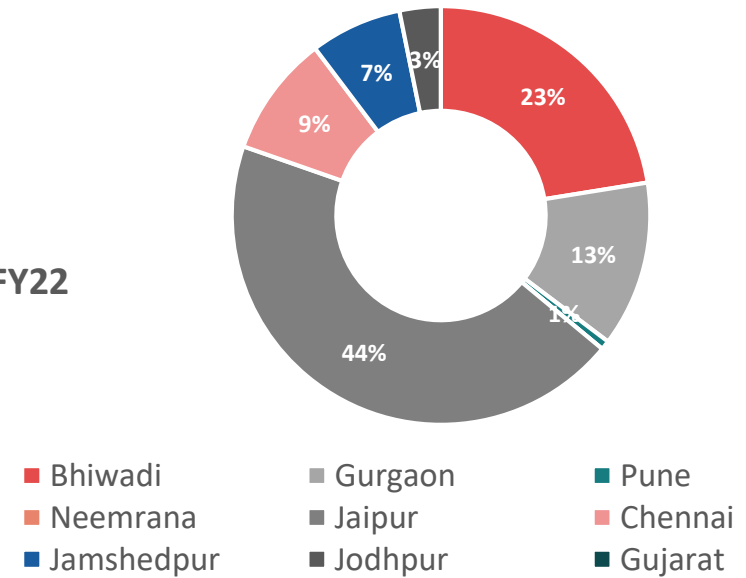


Break Up of Area Booked (QoQ)

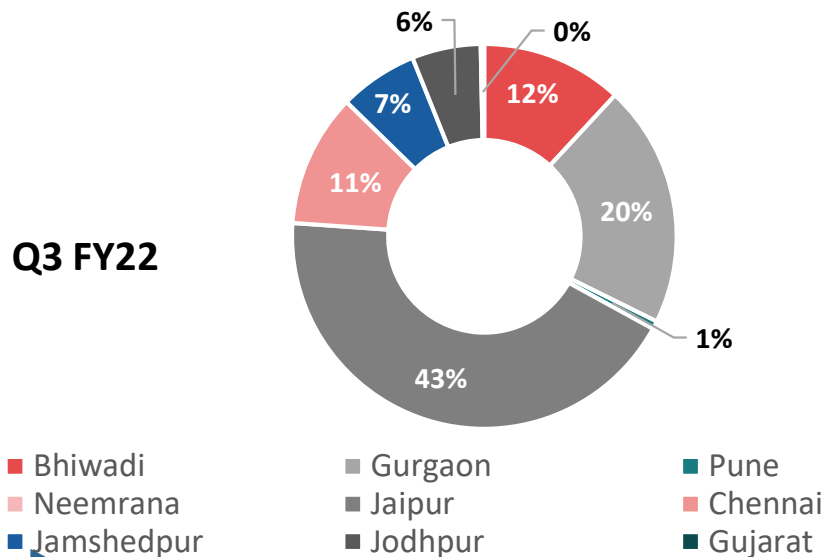
Q1 FY23



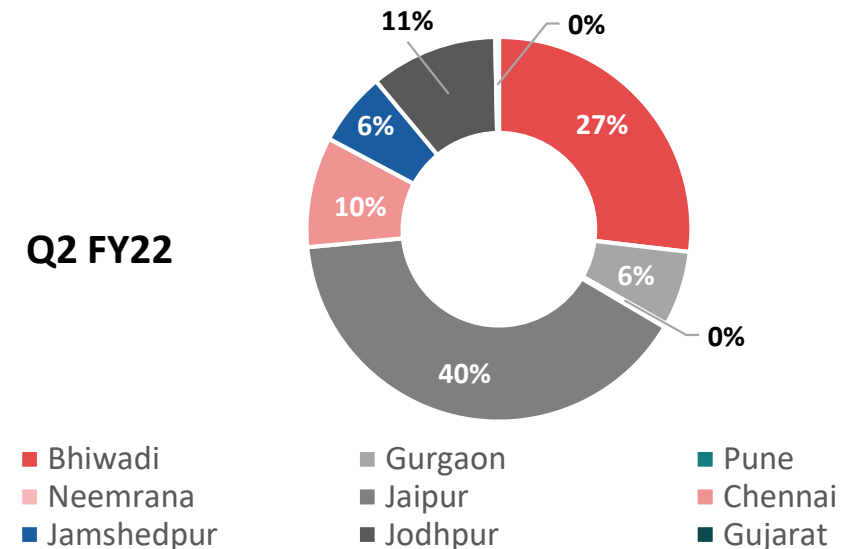
Q4 FY22



Q3 FY22



Q2 FY22



Yearly Operational Data

| Particulars | Unit | FY 14 | FY 15 | FY 16 | FY 17 | FY 18 | FY 19 | FY 20 | FY 21 | FY 22 |
|------------------------------|---------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Equivalent Area Constructed* | Lakhs Sq. ft. | 17.87 | 22.8 | 23.44 | 17.39 | 8.16 | 7.68 | 9.85 | 11.66 | 16.20 |
| Area Booked | Lakhs Sq. ft. | 22.13 | 18.12 | 8.63 | 6.96 | 6.93 | 10.79 | 19.82 | 14.97 | 14.76 |
| Value of Area Booked | INR Lakhs | 64,756 | 54,772 | 28,421 | 22,508 | 21,736 | 33,262 | 67,163 | 53,468 | 57,325 |
| Average Realization | INR/Sq. ft. | 2,926 | 3,023 | 3,293 | 3,234 | 3,137 | 3,082 | 3,388 | 3,571 | 3,883 |



**Equivalent Area Constructed (EAC) does not include EWS/LIG area as it is not a business activity of the company. EAC of The Ashiana School has been excluded in this data as it was constructed with an intention to let out.*

Quarterly Operational Data

| Particulars | Unit | Q2 FY21 | Q3FY21 | Q4FY21 | Q1FY22 | Q2FY22 | Q3FY22 | Q4FY22 | Q1FY23 |
|------------------------------|---------------|---------|--------|--------|--------|--------|--------|--------|--------|
| Equivalent Area Constructed* | Lakhs Sq. ft. | 3.01 | 3.54 | 3.90 | 2.89 | 4.50 | 3.73 | 5.07 | 3.85 |
| Area Booked | Lakhs Sq. ft. | 2.29 | 3.57 | 8.30 | 1.51 | 4.51 | 4.21 | 4.53 | 3.34 |
| Value of Area Booked | INR Lakhs | 7,605 | 13,157 | 29,969 | 5,220 | 16,572 | 16,976 | 18,557 | 15,214 |
| Average Realization | INR/ Sq. ft. | 3,323 | 3,686 | 3,609 | 3,460 | 3,678 | 4,028 | 4,093 | 4,557 |



**Equivalent Area Constructed (EAC) does not include EWS/LIG area as it is not a business activity of the company. EAC of The Ashiana School has been excluded in this data as it was constructed with an intention to let out.*

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01 Financial Summary YoY

02 Financial Summary QoQ



Financial Summary YoY (Consolidated)

| Particulars | Unit | FY 16 | FY 17 | FY 18 | FY 19 | FY 20 | FY 21 | FY 22 |
|----------------------------------|------------|---------|---------|---------|--------|---------|--------|---------|
| Sales and Other Income | INR Crores | 542.67 | 397.02 | 334.92 | 350.63 | 317.55 | 259.31 | 233.59 |
| Operating Expenditure | INR Crores | 385.47 | 291.00 | 266.92 | 303.37 | 316.84 | 241.11 | 230.71 |
| EBITDA | INR Crores | 157.20 | 106.02 | 68.00 | 47.26 | 0.72 | 18.20 | 2.89 |
| Profit After Tax | INR Crores | 105.81 | 67.01 | 38.23 | 13.78 | (30.24) | 1.72 | (7.04) |
| Other Comprehensive Income | INR Crores | 4.99 | 5.77 | 7.98 | 5.33 | 1.29 | 2.36 | 0.50 |
| Total Comprehensive Income | INR Crores | 110.80 | 72.78 | 46.21 | 19.10 | (28.95) | 4.08 | (6.56) |
| * Pre - Tax Operating Cash Flows | INR Crores | (10.89) | (32.90) | (20.21) | 16.41 | 34.22 | 171.65 | 165.04 |
| EBITDA Margin | % | 28.97% | 26.70% | 20.30% | 13.48% | 0.23% | 7.02% | 1.24% |
| Net Profit /(Net Loss) Margin | % | 19.50% | 16.88% | 11.42% | 3.93% | (9.52%) | 0.66% | (3.01%) |
| TCI Margin | % | 20.42% | 18.33% | 13.80% | 5.45% | (9.12%) | 1.57% | (2.81%) |
| Return on Average Net Worth | % | 17.60% | 10.60% | 6.21% | 2.47% | (3.78%) | 0.53% | (0.86%) |
| Debt to Equity Ratio | | 0.09 | 0.12 | 0.16 | 0.20 | 0.17 | 0.07 | 0.21 |



*Pre – Tax Operating Cashflow is a modified version of operating cashflows and not as per statutorily required AS-3

Financial Summary QoQ (Consolidated)

| Particulars | Unit | Q1FY21 | Q2FY21 | Q3FY21 | Q4FY21 | Q1FY22 | Q2FY22 | Q3FY22 | Q4FY22 | Q1FY23 |
|----------------------------------|------------|---------|---------|--------|---------|----------|----------|---------|--------|--------|
| Sales and Other Income | INR Crores | 38.19 | 50.05 | 89.71 | 81.36 | 40.43 | 60.69 | 54.19 | 78.28 | 81.22 |
| Operating Expenditure | INR Crores | 36.98 | 49.24 | 71.23 | 83.66 | 44.10 | 63.33 | 55.08 | 68.19 | 61.03 |
| EBITDA | INR Crores | 1.21 | 0.81 | 18.48 | (2.30) | (3.66) | (2.65) | (0.90) | 10.09 | 20.19 |
| Profit/(Loss) After Tax | INR Crores | (3.27) | (2.29) | 12.86 | (5.57) | (6.32) | (5.74) | (3.84) | 8.87 | 10.26 |
| Total Comprehensive Income | INR Crores | (2.30) | (1.74) | 13.26 | (5.13) | (6.14) | (6.36) | (3.28) | 9.22 | 10.29 |
| * Pre - Tax Operating Cash Flows | INR Crores | 10.56 | 30.04 | 63.90 | 67.16 | 29.60 | 57.58 | 50.38 | 27.48 | 38.03 |
| EBITDA Margin | % | 3.17% | 1.63% | 20.60% | (2.83%) | (9.05%) | (4.36%) | (1.66%) | 12.89% | 24.86% |
| Net Profit /(Net Loss) Margin | % | (8.57%) | (4.57%) | 14.33% | (6.85%) | (15.63%) | (9.47%) | (7.09%) | 11.33% | 12.63% |
| TCI Margin | % | (6.01%) | (3.48%) | 14.78% | (6.31%) | (15.18%) | (10.49%) | (6.05%) | 11.78% | 12.67% |

*Pre – Tax Operating Cashflow is a modified version of operating cashflows and not as per statutorily required AS-3

* Q2 and Q3 numbers of Pre-Tax Operating Cashflow have been restated due to some change in classification



01 Future Projects Summary

02 Land available for Future Development

03 Completed Projects having Inventory



Future Projects Summary

| Location | Project | Phase | Economic Interest | Saleable Area (Lakhs Sq. ft.) |
|--------------|-----------------|-------------|-------------------|-------------------------------|
| Bhiwadi | Ashiana Tarang | 4(b) ,5 & 6 | 100% | 6.86 |
| Bhiwadi | Ashiana Advik | All Phases | 100% | 14.11 |
| Bhiwadi | Ashiana Nirmay | 5 | 100% | 0.30 |
| Jaipur | Ashiana Umang | 6 | 100% | 2.12 |
| Gurgaon | Ashiana Anmol | 3 | 65% of Revenue | 4.50 |
| Gurgaon | Ashiana Amarah | 1,2 & 3 | 100% | 20.68 |
| Chennai | Ashiana Shubham | 5 | 73.75% of Revenue | 2.33 |
| Jodhpur | Ashiana Dwarka | 5 | 100% | 2.00 |
| Neemrana | Ashiana Aangan | 2 | 100% | 4.37 |
| Pune | Ashiana Malhar | All Phases | 68% Revenue Share | 11.80 |
| Lavasa | Utsav | 5 | 100% | 0.84 |
| Total | | | | 69.90 |



Land available for Future Development

| Location | Land/ Project Name | Estimated Area (Acres) | Estimated Saleable Area (Lakhs Sq. ft) | Economic Interest | Proposed Development |
|--------------|----------------------|------------------------|--|----------------------|-------------------------------|
| Bhiwadi | Milakpur | 40.63 | 31.00 | 100% | Premium Homes*/ Senior Living |
| Pune | Varale Land | 11.93 | 8.95 | 80% Revenue Share | Senior Living |
| Kolkata | Ashiana Maitri/Nitya | 19.72 | 14.88 | 85% Revenue Share | Premium Homes /Senior Living |
| Chennai | MWC Project | 15.64 | 13.28 | 100% | Senior Living |
| Chennai | Nemili Land | 9.93 | 5.55 | 50% of the Profits | Senior Living |
| Jaipur | Ashiana Ekaansh | 8.60 | 9.52 | 77.25% Revenue Share | Premium Homes |
| Jaipur | Bhankrota Land | 8.08 | 6.50 | 80.20% Revenue Share | Premium Homes |
| Jamshedpur | Ashiana Prakriti | 3.96 | 4.43 | 73.61% Revenue Share | Premium Homes |
| Total | | 118.49 | 94.11 | | |

* Formerly called Comfort Homes

Note: Milakpur Land is under acquisition and company's writ petition is pending before the Hon'ble High Court of Rajasthan against acquisition



Completed Projects having Inventory

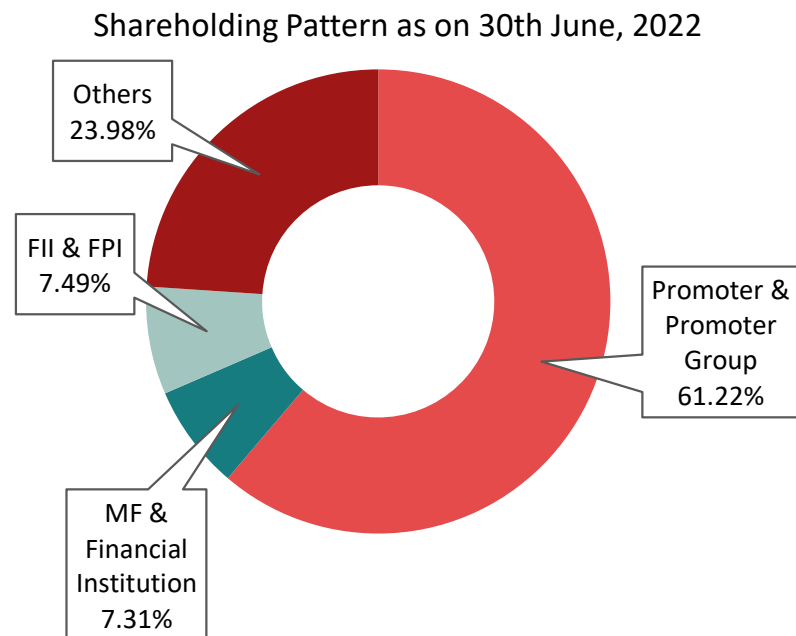
| Location | Projects | Phase | Share in Project | Type | Saleable Area (Lakhs Sq. ft.) | Booked Area (Lakhs Sq. ft.) | Area Recognised For Revenue (Lakhs Sq. ft.) | Area Booked & Unrecognised For Revenue (Lakhs Sq. ft.) | Unbooked Area (Lakhs Sq. ft.) |
|--------------------|------------------|----------------------|------------------|----------------|-------------------------------|-----------------------------|---|--|-------------------------------|
| Bhiwadi | Ashiana Tarang | 1,2 & Plaza | 100% | Premium Homes* | 2.97 | 2.9653 | 2.97 | - | - |
| Bhiwadi | Ashiana Town | 1, 2, & 3 | 100% | Kid Centric | 15.33 | 13.71 | 13.44 | 0.27 | 1.62 |
| Bhiwadi | Surbhi | 1-5 & Plaza | 100% | Premium Homes | 4.02 | 3.53 | 3.49 | 0.04 | 0.49 |
| Bhiwadi | THR | 1 & Plaza | 100% | Premium Homes | 1.28 | 1.28 | 1.14 | 0.14 | - |
| Bhiwadi | Utsav | 2 & 3 | 100% | Senior Living | 4.92 | 4.92 | 4.90 | 0.01 | - |
| Bhiwadi | Nirmay | 1.2 & 3 | 100% | Senior Living | 5.70 | 5.70 | 5.66 | 0.04 | - |
| Gurgaon | Anmol | 1 & Plaza | 65% of Revenue | Kid Centric | 4.18 | 4.17 | 4.16 | 0.01 | 0.01 |
| Gujarat | Navrang | 1, 2 & 3 | 81 % of Revenue | Premium Homes | 3.27 | 3.26 | 3.25 | 0.01 | 0.01 |
| Neemrana | Aangan | 1 & Plaza | 100% | Premium Homes | 4.24 | 4.21 | 4.21 | - | 0.03 |
| Jodhpur | Dwarka | 1,2&3 | Area Share | Premium Homes | 3.33 | 3.30 | 3.27 | 0.03 | 0.03 |
| Jaipur | Rangoli Gardens | Plaza | 50% of Profit | Premium Homes | 0.69 | 0.55 | 0.52 | 0.03 | 0.14 |
| Jaipur | Umang | 1,2,3 & 4 | 100% | Kid Centric | 12.43 | 12.39 | 12.38 | 0.01 | 0.04 |
| Jaipur | Vrinda Gardens | 1, 2, 3A & 3B, 4 & 5 | 50 % of Profit | Premium Homes | 15.09 | 13.71 | 13.05 | 0.66 | 1.38 |
| Jaipur | Gulmohar Gardens | 4 | 50 % of Profit | Premium Homes | 0.66 | 0.62 | 0.52 | 0.12 | 0.04 |
| Jaipur | Gulmohar Gardens | Villas | 50 % of Profit | Premium Homes | 1.25 | 1.23 | 1.15 | 0.08 | 0.02 |
| Pune | Utsav Lavasa | 1, 2 & 3 | 100% | Senior Living | 4.51 | 4.29 | 4.26 | 0.04 | 0.22 |
| Grand Total | | | | | 83.87 | 79.85 | 78.37 | 1.50 | 4.02 |



* Formerly called Comfort Homes

Shareholding Pattern as on 30th June 2022

Shareholding Pattern



Institutional Holding above 1%

| Rank | Fund / Institution | No. of Shares | % Holding |
|------|-------------------------------------|---------------|-----------|
| 1 | India Capital Fund Limited | 72,40,964 | 7.07% |
| 2 | ICICI Prudential Equity & Debt Fund | 36,04,258 | 3.52% |
| 3 | SBI Contra Fund | 37,90,008 | 3.70% |





**For Any
Queries, Contact**



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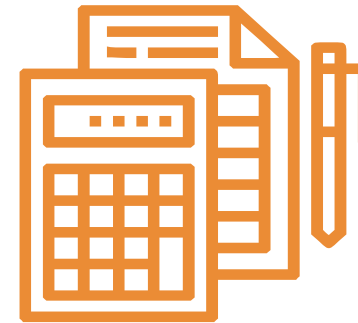
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01 About Ashiana

02 Business Model

03 Accolades

04 Abbreviations



| | |
|---|--|
|  Incorporation / Headquarters | <ul style="list-style-type: none">● 1979 in Patna, New Delhi |
|  Industry | <ul style="list-style-type: none">● Real Estate with focus on residential apartments |
|  Business Segments | <ul style="list-style-type: none">● Premium Homes, Senior Living & Kid Centric Homes |
|  Areas of Operation | <ul style="list-style-type: none">● Jaipur, Bhiwadi, Jodhpur, Jamshedpur, Neemrana, South of Gurgaon (Sohna), Lavasa, Halol, Chennai and Kolkata |
|  Key Metrics | <ul style="list-style-type: none">● 264.97 lakhs sq. ft. constructed● Operations in 10 Locations● 15,881 units under maintenance |

Note: Key Metrics are updated on annual basis at the end of each Financial Year



High quality in-house construction

- In house end-to-end construction capabilities – Ensure higher control over cost and quality and flexibility in execution
- Focus on use of high quality and efficient construction methodologies & techniques to help reduce time and cost

In-house sales and marketing

- Instead of broker-driven model, Ashiana has in-house sales and marketing team
- Ensures greater ownership of customers and helps in selling projects to them in future
- High proportion of customer referral sales to overall sales due to established brand and high customer satisfaction level

In-house Facility Management Services

- Services provided to some of the projects of Ashiana through its wholly owned subsidiary
- Other than facility management and maintenance facilities, resale and renting services also provided
- This acts as a continuous direct customer feedback channel

Land is Raw Material

- Execution based model instead of land banking model
- Target land inventory of 5-7 times of current year execution plan

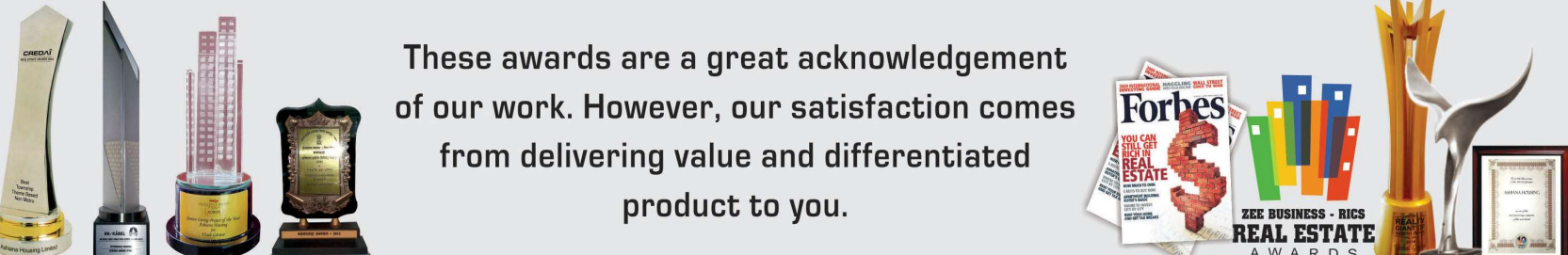


Accolades

Awards & Recognitions

| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|---|--|--|---|--|--|
| <ul style="list-style-type: none"> Rated by FORBES' among Asia's 200 Best Under a Billion Dollar Companies Received BMA - Siegwark award for Corporate Social Responsibility | <ul style="list-style-type: none"> Ashiana Aangan Bhiwadi awarded as India's Best Residential Project (North) by ZEE - Business RICS Awards Ashiana Woodlands, Jamshedpur awarded as India's Best Residential Project (East) by ZEE - Business RICS Awards Rated by FORBES' among Asia's 200 Best Under a Billion Dollar Companies twice in a row | <ul style="list-style-type: none"> Ashiana Aangan, Bhiwadi awarded as India's Best Affordable Housing by CNBC Awaaz Ashiana Aangan, Bhiwadi awarded as NCR's Best Affordable Housing by CNBC Awaaz Received BMA - Siegwark award for Corporate Social Responsibility | <ul style="list-style-type: none"> Received Bhamashah award for Contribution made in the field of Education by Govt. of Rajasthan Think Media Award for Outstanding Corporate Social Responsibility work in Real Estate Sector Honored by Bharat Vikas Parishad Rajasthan for Corporate Social Responsibility activities | <ul style="list-style-type: none"> Awarded as Realty Giants North India by Realty Kings North India Received Bhamashah award for Contribution made in the field of Education by Govt. of Rajasthan Ashiana Utsav, Lavasa awarded as Senior Living Project of the Year in India by Realty Excellence Award | <ul style="list-style-type: none"> CNBC Awaaz felicitated Ashiana Housing Limited with One of the Most Promising Company of the Next Decade Rangoli Gardens, Jaipur awarded as The Best Budget Apartment Project of the Year by NDTV PROFIT |
| 2015 | 2017 | 2018 | 2019 | 2020 | 2021 |
| <ul style="list-style-type: none"> Received Bhamashah award for Contribution made in the field of Education by Govt. of Rajasthan Received FICCI "Category" - CSR Award for Small & Medium Enterprises (SME) with turnover upto 200 crores p.a. | <ul style="list-style-type: none"> NDTV Property Awards 2016 felicitated "Ashiana Dwarka" as "Budget Apartment Project of the Year" in Tier 2 cities 2017 Received CIDC Vishwakarma Awards 2017 under the category "Achievement Award for Construction Skill Development" 2017 Received CREDAI CSR Award 16-17 under the category "Education (Establishing of schools, educational institutions and creating educational facilities)" 2017 | <ul style="list-style-type: none"> Awarded Themed Project of the Year for Ashiana Umang, Kid Centric Homes by Realty+ Excellence Awards (North) Awarded Real-Estate Website of the Year for being user friendly, visually aesthetic with easy navigation by Realty+ Excellence Awards (North) 2018 | <ul style="list-style-type: none"> Recognised for Digital Campaign of the year "Behatar Parvarish ka Pata" by ABP News Ranked as India's No. 1 Senior Living Brand 3 times in a row by Track2 Realty | <ul style="list-style-type: none"> Recognised as Best Theme based Project "Ashiana Anmol-Kid Centric" by Realty+ Excellence Awards (North) 2019 Ranked as No. 1 Developer in North India and No. 5 in India by Track2 Realty. | <ul style="list-style-type: none"> Ranked as India's No. 1 Senior Living Brand 4 times in a row by Track2 Realty |
| | | | 2021 | 2022 | |
| | | | <ul style="list-style-type: none"> Ranked as India's No. 1 Senior Living Brand 5th time in a row by Track2 Realty Ashiana Amantran awarded as best "Residential Project – in High-end (Non-Metro: Ongoing)" category by ET Realty Awards 2022 | | |

These awards are a great acknowledgement of our work. However, our satisfaction comes from delivering value and differentiated product to you.



Abbreviations

- Sq. ft.: Square Feet
- EAC: Equivalent Area Constructed
- PAT : Profit after Tax
- EBITDA: Earning before Interest, Tax, Depreciation and Amortization
- TCI: Total Comprehensive Income



Saleable Area

Total saleable area of the entire project corresponding to 100% economic interest of all parties

Ongoing Projects

Projects in respect of which (i) all title, development rights or other interest in the land is held either directly by our Company and/or our Subsidiaries and/or other entities in which our Company and/or our Subsidiaries have a stake; (ii) wherever required, all land for the project has been converted for intended land use; and (iii) construction development activity has commenced.

Future Projects

Projects in respect of which (i) all title, development rights or other interest in the land is held either directly by our Company and/or our Subsidiaries and/or other entities in which our Company and/or our Subsidiaries have a stake; and (ii) our management has commenced with the formulation of development plans.

Land available for Future Development

Lands in which we have obtained any right or interest, or have entered into agreements to sell/memorandum of understanding with respect to such rights or interest, as the case may be, and which does not form part of our Completed, Ongoing and Future Projects

Project

Project includes project phases



Safe Harbor

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", "seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

