

Date: 29th May 2024

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
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Sub: Submission of Investor Update/Presentation for the quarter and year ended on 31st March 2024

Dear Sir,

Please find attached the Investor update/Presentation for the quarter and year ended on 31st March 2024.

Kindly take the above presentation on record.

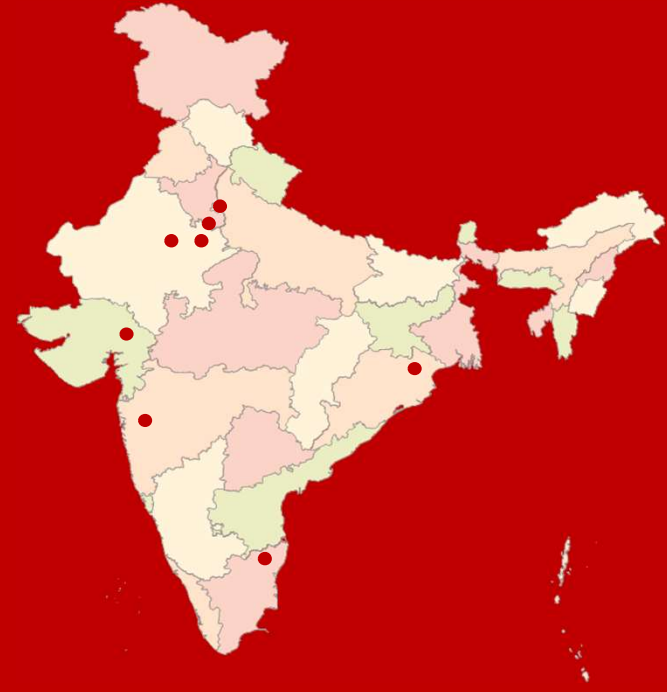
Thanking you,
For **Ashiana Housing Ltd.**

Nitin Sharma
(Company Secretary & Compliance Officer)
Membership No. 21191

Ashiana Housing Ltd.
304, Southern Park, Saket District Centre,
Saket, New Delhi- 110 017
CIN: L70109WB1986PLC040864
Regd. Office: 5F Everest, 46/C Chowringhee Road, Kolkata -700 071
Phone No: 011-42654265, Email: investorrelations@ashianahousing.com
Website: www.ashianahousing.com

Investor Update

Mar 2024



BHIWADI | GURUGRAM | PUNE | CHENNAI | JAIPUR | JAMSHEDPUR | JODHPUR | NEEMRANA

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

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Happiness all around



Going Extra Mile



Transparency



Never give Up

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



Annual Highlights

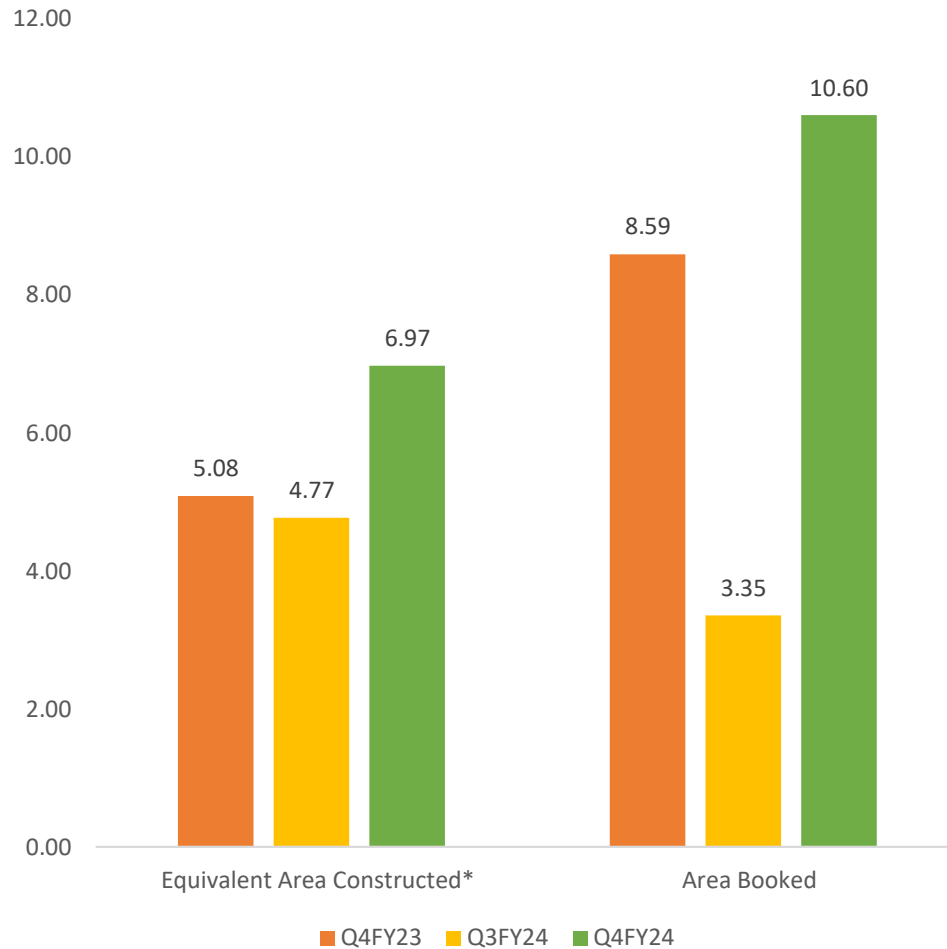
- Successful completion of first-ever buyback of shares (18,27,242 shares @ Rs. 301, ~Rs 55 Crores)
- Sales Value for FY24 was INR 1798.22 Crores vs INR 1313.43 Crores for FY23, YoY increase of 37%.
- Sales Price improved to INR 6,811 psf (FY24) vs 5,080 psf (FY23), an increase of 34% YoY, driven by increasing prices across projects and changing mix towards higher priced projects.
- Equivalent Area constructed(EAC) for the year at 20.68 Lakhs Sq. ft. (FY24) vs 16.73 Lakhs Sq. ft. (FY23), YoY increase of 24%.
- Pre-tax operating cash flows was positive at INR 304.46 Crores (FY24) vs positive at INR 84.84 Crores (FY23).
- Total Revenue increased to INR 966.52 Crores (FY24) vs INR 425.19 Crores (FY23), YoY increase of 127%.
- Total Comprehensive Income recorded at INR 84.24 Crores (FY24) vs. INR 28.78 Crores (FY23) .
- 10 projects (new:4 and new phases of existing projects:6) to the tune of 23.19 lakhs square feet were launched in FY24.
- Handovers during the year:
 - ✓ Jaipur - Ashiana Daksh (Phase 2& 3), Amantaran (Phase 1&2) and Umang (Phase 5)
 - ✓ Bhiwadi - Tarang (Phase 3) and Nirmay (Phase 4)
 - ✓ Jamshedpur – Aditya (Phase 1&2)
 - ✓ Jodhpur – Dwarka (Phase 4)

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

Quarterly Highlights

- Two new projects launched in Jaipur: Ashiana Nitara and One44
- A new Senior Living project launched in Chennai named as Ashiana Vatsalya
- Third phase of Ashiana Amarah (Gurugram) with saleable area of 3.77 lakh square feet launched and the entire 224 units sold on launch, having a sale value of ₹440.32 crore. The project consists of 3 BHK units and located at Sector 93, Gurugram (Haryana).
- Handover commenced in Umang (Phase 5) Jaipur and Nirmay (Phase 4) Bhiwadi.
- Value of Area Booked recorded at 862.54 Crores (Q4FY24) vs Rs 173.89 Crores (Q3FY24).
- Area constructed at 6.97 lakhs square feet in Q4FY24 vs at 4.77 lakhs square feet in Q3FY24.
- Total Revenue reported at Rs 296.96 Crores (Q4FY24) vis a vis Rs 189.25 Crores (Q3FY24)
- PAT decreased to Rs 17.38 Crores in Q4FY24 from Rs 27.80 Crores in Q3FY24 .
- TCI also decreased to Rs 17.45 Crores in Q4FY24 from Rs 28.08 Crores in Q3FY24.

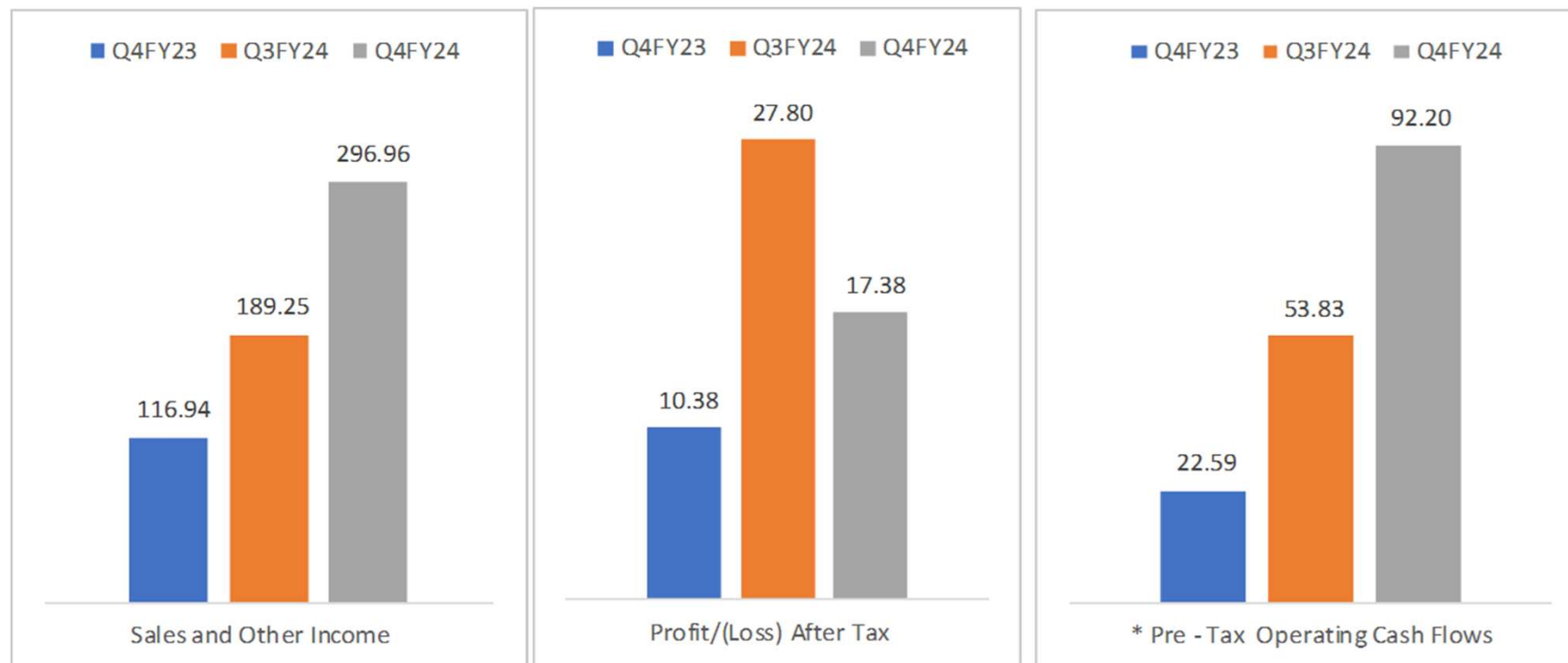
Quarterly Operational Overview



- Area booked was 10.60 lakh sq ft in Q4FY24 vs 3.35 lakh sq ft in Q3FY24.
- EAC was 6.97 Lakh sq ft in Q4FY24 vs 4.77 Lakh sq ft in Q3FY24

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

Quarterly Financial Overview



- Sales and Other income was recorded at Rs 296.96 Crores in Q4FY24 vis a vis Rs 189.25 Crores in Q3FY24
- PAT has decreased to Rs 17.38 Crores in Q4FY24 from Rs 27.80 Crores in Q3FY24
- Pre – Tax Operating Cashflow recorded at Rs 92.20 Crores in Q4FY24 vs Rs 53.83 Crores in Q3FY24

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

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
FY24	AHL	1775.27	25.91	20.23	23.86
	Partnership	22.95	0.49	0.45	0.91
	Total	1798.22	26.40	20.68	24.78
Q4FY24	AHL	861.14	10.58	6.67	7.38
	Partnership	1.40	0.03	0.31	0.15
	Total	862.54	10.60	6.97	7.53
Q3FY24	AHL	168.99	3.25	4.65	4.50
	Partnership	4.89	0.10	0.12	0.12
	Total	173.89	3.35	4.77	4.62
Q2FY24	AHL	317.60	5.75	4.59	9.04
	Partnership	8.00	0.18	0.00	0.26
	Total	325.60	5.92	4.59	9.30
Q1FY24	AHL	427.54	6.35	4.32	2.94
	Partnership	8.66	0.18	0.02	0.38
	Total	436.20	6.53	4.35	3.32
FY23	AHL	1249.95	24.33	16.69	8.97
	Partnership	63.48	1.53	0.04	1.54
	Total	1313.43	25.86	16.73	10.51
Q4FY23	AHL	416.59	8.14	5.08	2.34
	Partnership	19.23	0.45	0.00	0.38
	Total	435.82	8.59	5.08	2.72
Q3FY23	AHL	470.02	8.66	3.42	3.24
	Partnership	15.26	0.37	0.00	0.36
	Total	485.29	9.03	3.42	3.60
Q2FY23	AHL	224.19	4.52	4.37	1.70
	Partnership	15.99	0.38	0.01	0.37
	Total	240.19	4.90	4.38	2.07
Q1FY23	AHL	139.14	3.01	3.82	1.68
	Partnership	12.99	0.33	0.02	0.43
	Total	152.14	3.34	3.85	2.11

Quarterly Sales Trend

		(Area in Sq. Ft.)								
	Location	Projects	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24
AHL	AHL									
	Neemrana	Aangan Neemrana					1,450	-	-460	-
	Gurugram	Anmol	1,04,384	1,81,226	1,28,714	69,121	59,177	37,964	6,679	7,313
	Gurugram	Amarah	-	-	3,95,360	-	3,76,880	-	-	3,76,880
	Bhiwadi	Tarang	27,374	47,695	17,316	42,666	22,988	23,894	44,861	29,610
	Bhiwadi	Ashiana Town	13,335	11,060	4,715	2,115	1,220	475	-1,640	7,460
	Bhiwadi	Surbhi	2,200	1,945	1,100	2,200	-	-845	-	-
	Bhiwadi	Nirmay	27,104	5,632	1,553	1,843	1,553	2,816	2,078	1,553
	Bhiwadi	Advik			1,28,953	20,363	17,667	48,361	33,828	34,692
	Jodhpur	Dwarka	13,660	8,010	37,940	2,980	4,470	12,480	13,660	31,850
	Jaipur	Umang	15,917	28,885	68,222	18,016	36,713	49,269	42,096	19,549
	Jaipur	Daksh	2,176	-	-	-	-	-	-	-
	Jaipur	Amantran	60,637	47,125	38,285	23,210	12,065	32,250	6,700	7,030
	Jaipur	Ekansh				2,34,226	11,666	67,673	43,027	54,248
	Jaipur	Nitara								34,986
	Jaipur	One44								2,28,901
	Chennai	Shubham	18,959	17,086	590	95,349	63,120	78,504	25,907	13,569
	Chennai	Vatsalya					-	-	-	45,099
	Pune	Lavasa		-915			0	0	0	0
	Pune	Malhar	-	93,828	26,369	38,393	22,889	27,347	87,166	79,654
	Pune	Amodh					-	69,695	14,163	43,812
Jamshedpur	Prakriti					2,57,170	-	1,24,730	5,200	37,140
Jamshedpur	Sehar	15,409	10,580	16,587	6,085	2,677	-	1,486	4,163	
AHL Total			3,01,155	4,52,157	8,65,704	8,13,737	6,34,535	5,74,613	3,24,751	10,57,509
Partnership	Partnership									
	Jaipur	Vrinda Gardens	34,033	28,439	27,734	39,913	10,027	17,621	10,364	2,980
	Jaipur	Gulmohar Gardens	-1,325	9,183	8,926	4,463	6,276	-	-	-134
	Jaipur	Rangoli Gardens Plaza	-	-	798	652	1,757	-	-	-
Partnership Total			32,708	37,622	37,458	45,028	18,060	17,621	10,364	2,846
			3,33,863	4,89,779	9,03,162	8,58,765	6,52,595	5,92,234	3,35,115	10,60,355

Project wise Cash Flow Position in Ongoing Projects

Location	Projects	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)
Bhiwadi	Tarang	Phase 4A	0.65	0.62	26.46	16.46	0.43
Bhiwadi	Tarang	Phase 4B	0.76	0.69	25.40	10.30	0.36
Bhiwadi	Tarang	Phase 5	1.16	0.45	17.03	2.20	0.53
Bhiwadi	Advik	Phase 1	3.55	2.84	144.00	85.78	2.11
Chennai	Shubham	Phase 4	2.46	2.44	114.26	106.16	2.38
Chennai	Shubham	Phase 4B	1.79	1.76	92.21	56.71	1.07
Chennai	Shubham	Phase 5	1.06	0.92	55.93	8.80	0.17
Chennai	Vatsalya	Phase 1	3.00	0.45	30.45	2.30	0.41
Gurgaon	Anmol	Phase 2	2.83	2.80	149.24	104.76	2.45
Gurgaon	Anmol	Phase 3	4.47	4.46	288.41	113.98	1.86
Gurgaon	Amarah	Phase 1	3.95	3.95	243.01	95.95	2.09
Gurgaon	Amarah	Phase 2	3.77	3.77	290.25	104.23	1.08
Gurgaon	Amarah	Phase 3	3.77	3.77	440.32	40.10	0.28
Jaipur	Umang	Phase 6	2.25	1.49	59.50	40.05	1.90
Jaipur	Amantran	Phase 3	3.79	2.85	128.59	102.86	3.15
Jaipur	Amantran	Shops	0.09	0.09	6.12	4.59	0.00
Jaipur	Ekansh	Phase 1	3.16	2.54	129.52	74.18	2.06
Jaipur	Ekansh	Phase 2	1.60	1.57	71.62	26.82	0.45
Jaipur	Nitara	Phase 1	1.27	0.35	24.98	3.16	0.41
Jaipur	One44	Phase 1	2.64	2.29	165.23	13.08	0.18
Jamshedpur	Prakriti	Phase 1	2.57	2.54	135.85	60.94	0.93
Jamshedpur	Prakriti	Phase 2	1.78	1.70	96.97	18.91	0.07
Jodhpur	Dwarka	Phase 5	2.00	0.79	25.64	10.95	0.76
Pune	Malhar	Phase 1	2.62	2.34	126.26	82.13	1.84
Pune	Malhar	Phase 2	2.62	1.42	82.39	20.48	0.17
Pune	Amodh	Phase 1	2.57	1.28	85.54	26.09	0.79
Pune	Utsav Lavasa	Phase 4	0.62		OC /CC Pending		0.62
AHL Total			62.81	50.16	3,055.16	1,232.00	28.56
Grand Total			62.81	50.16	3,055.16	1,232.00	28.56

- Out of a total saleable area of 62.81 Lakhs Sq. ft., 28.56 Lakhs Sq. ft. (45%) has already been constructed
- Out of the total area booked so far, an amount of around Rs. 1823.16 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.

** 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

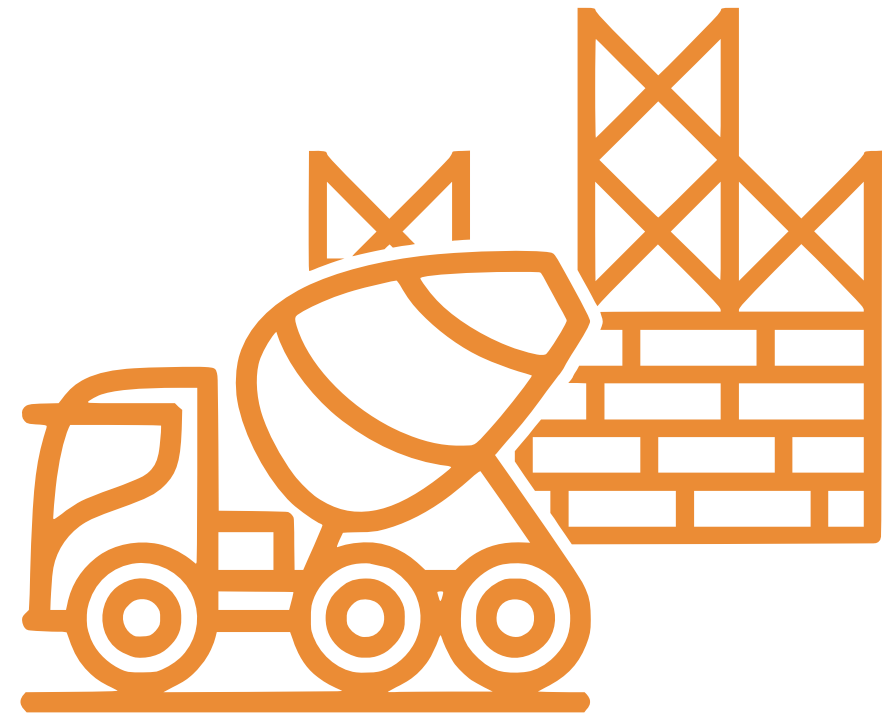
Ongoing Projects

01 Geographical Presence

02 Ongoing Projects Summary

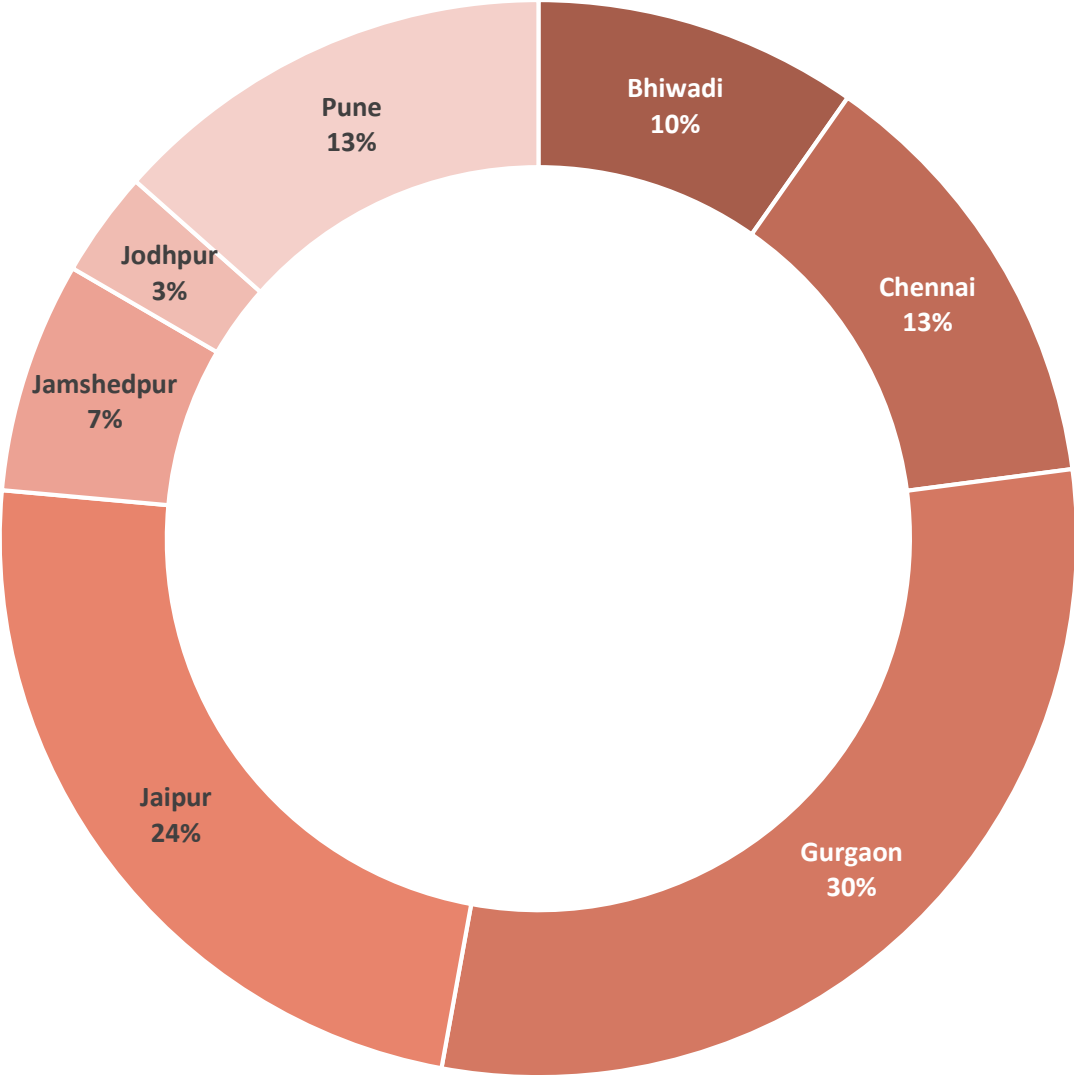
03 Break up of Area Booked

04 Operational data - Yearly
- Quarterly



Geographical Presence

Saleable Area of Ongoing Projects



Ongoing Projects Summary – Expected Completion Timeline

Ownership	Location	Projects	Phase	Type	Economic Interest	Saleable Area (Lakhs sq ft)	Area Booked (Lakhs sq ft)	Possession Timeline as per RERA	Expected Customer Handover Date
AHL	Bhiwadi	Tarang	Phase 4A	Premium Homes	100% Ownership	0.65	0.62	Q3FY26	Q2FY25
AHL	Bhiwadi	Tarang	Phase 4B	Premium Homes	100% Ownership	0.76	0.69	Q1FY27	Q1FY26
AHL	Bhiwadi	Tarang	Phase 5	Premium Homes	100% Ownership	1.16	0.45	Q1FY29	Q4FY27
AHL	Bhiwadi	Advik	Phase 1	Senior Living	100% Ownership	3.55	2.84	Q1FY27	Q4FY25
AHL	Chennai	Shubham	Phase 4	Senior Living	73.75% of Revenue Share	2.46	2.44	Q4FY24	Q1FY25
AHL	Chennai	Shubham	Phase 4B	Senior Living	73.75% of Revenue Share	1.79	1.76	Q3FY26	Q4FY25
AHL	Chennai	Shubham	Phase 5	Senior Living	73.75% of Revenue Share	1.06	0.92	Q3FY27	Q3FY27
AHL	Chennai	Vatsalya	Phase 1	Senior Living	100% Ownership	3.00	0.45	Q2FY29	Q2FY29
AHL	Gurgaon	Anmol	Phase 2	Kid Centric Homes	65% of Revenue Share	2.83	2.80	Q1FY27	Q3FY25
AHL	Gurgaon	Anmol	Phase 3	Kid Centric Homes	65% of Revenue Share	4.47	4.46	Q3FY29	Q3FY26
AHL	Gurgaon	Amarah	Phase 1	Kid Centric Homes	100% Ownership	3.95	3.95	Q1FY27	Q1FY26
AHL	Gurgaon	Amarah	Phase 2	Kid Centric Homes	100% Ownership	3.77	3.77	Q3FY28	Q4FY26
AHL	Gurgaon	Amarah	Phase 3	Kid Centric Homes	100% Ownership	3.77	3.77	Q3FY29	Q3FY29
AHL	Jaipur	Umang	Phase 6	Kid Centric Homes	100% Ownership	2.25	1.49	Q1FY27	Q3FY25
AHL	Jaipur	Amantran	Phase 3	Premium Homes	75% of Revenue Share	3.79	2.85	Q2FY26	Q4FY25
AHL	Jaipur	Amantran	Shops	Premium Homes	75% of Revenue Share	0.09	0.09	Q2FY26	Q4FY25
AHL	Jaipur	Ekansh	Phase 1	Premium Homes	77.25% Revenue Share	3.16	2.54	Q3FY27	Q4FY26
AHL	Jaipur	Ekansh	Phase 2	Premium Homes	77.25% Revenue Share	1.60	1.57	Q4FY27	Q4FY26
AHL	Jaipur	Nitara	Phase 1	Premium Homes	80.20% Revenue Share	1.27	0.35	Q4FY28	Q4FY28
AHL	Jaipur	One44	Phase 1	Premium Homes	77.40% Revenue Share	2.64	2.29	Q3FY29	Q3FY29
AHL	Jamshedpur	Prakriti	Phase 1	Premium Homes	73.61% Revenue Share	2.57	2.54	Q3FY28	Q4FY26
AHL	Jamshedpur	Prakriti	Phase 2	Premium Homes	73.61% Revenue Share	1.78	1.70	Q3FY28	Q3FY27
AHL	Jodhpur	Dwarka	Phase 5	Premium Homes	100% Ownership	2.00	0.79	Q2FY27	Q2FY26
AHL	Pune	Malhar	Phase 1	Premium Homes	65% Revenue Share	2.62	2.34	Q3FY27	Q4FY25
AHL	Pune	Malhar	Phase 2	Premium Homes	65% Revenue Share	2.62	1.42	Q1FY28	Q4FY26
AHL	Pune	Amodh	Phase 1	Senior Living	80% Revenue Share	2.57	1.28	Q4FY27	Q4FY27
AHL	Pune	Utsav Lavasa	Phase 4	Senior Living	100% Ownership	0.62	-	OC/CC Pending	
	AHL Total					62.81	50.16		

Deliveries in FY24

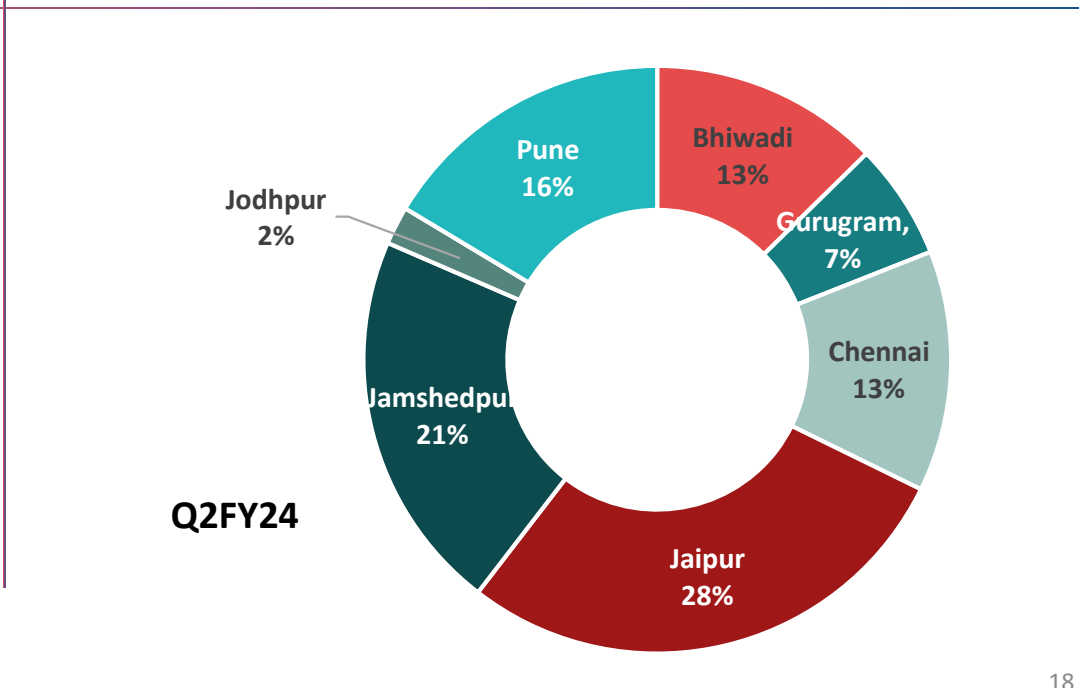
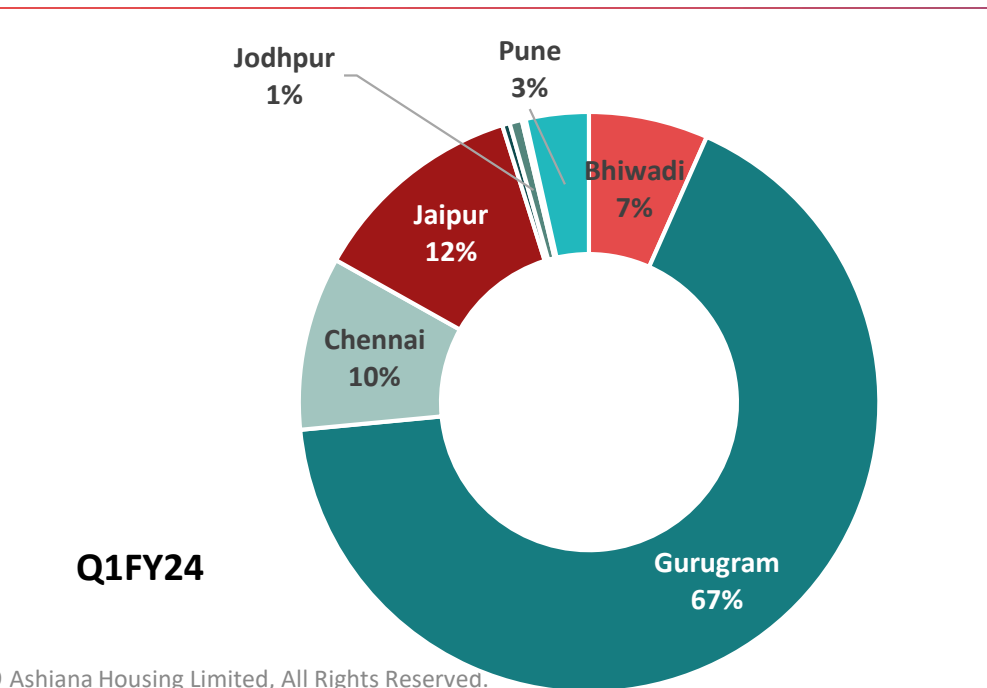
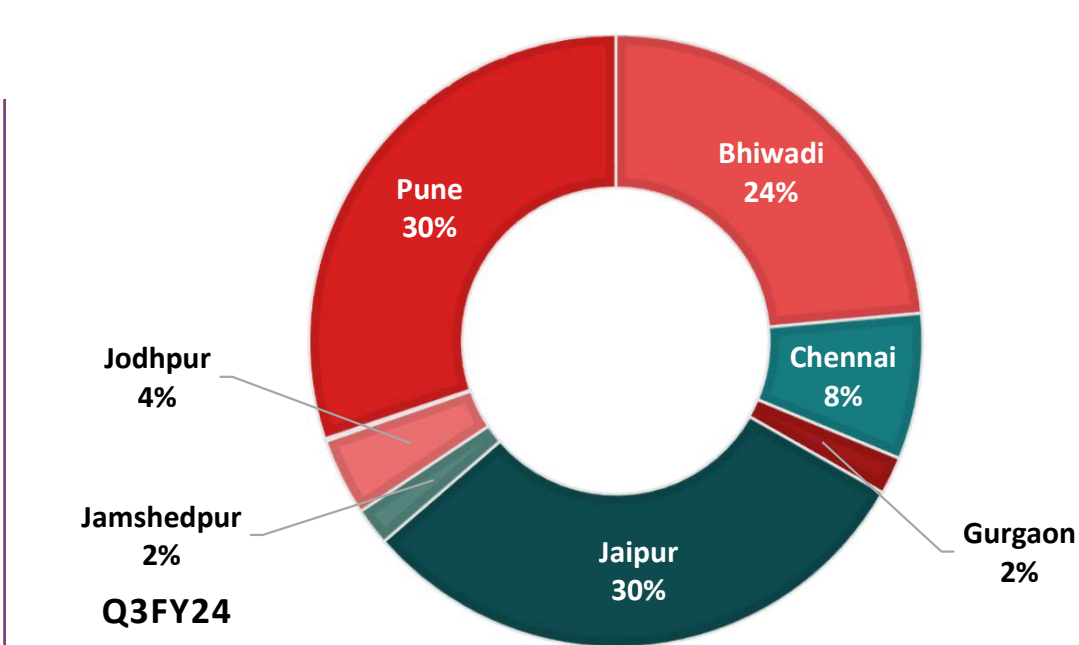
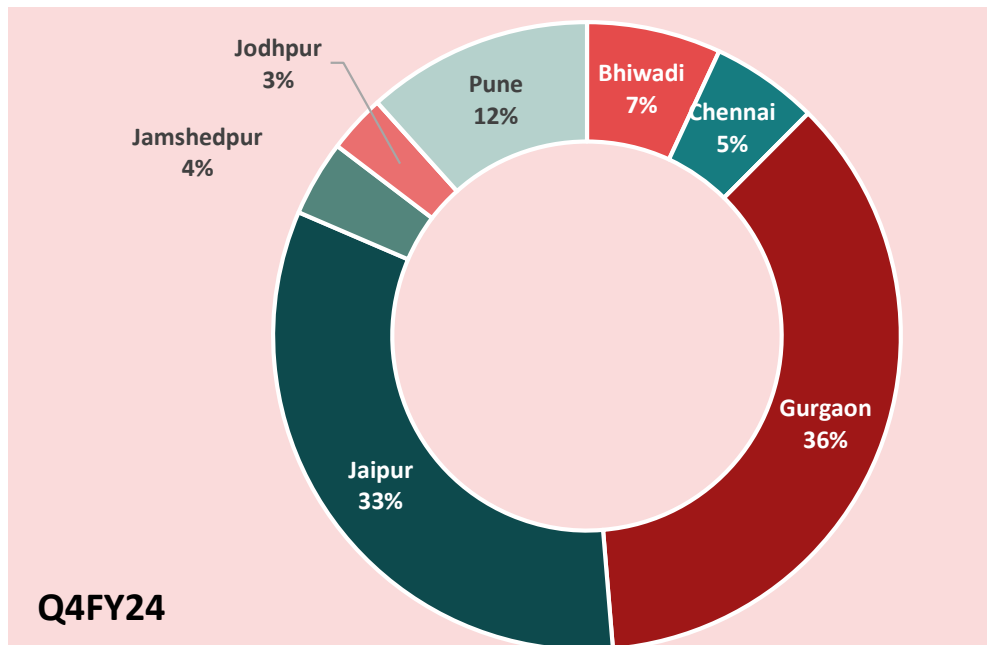
Year	Location	Projects	Phase	Saleable Area (Lakhs sq ft)	Sale Value of Area Booked (INR Crores)	Unsold Area (Lakhs sq ft)	Expected Customer Handover Date
FY24	Bhiwadi	Tarang	Phase 3	1.14	37.40	0.00	Q2FY24
	Bhiwadi	Nirmay	Phase 4	2.08	71.93	0.20	Q3FY24
	Jaipur	Amantran	Phase 1	3.58	135.79	0.15	Q2FY24
	Jaipur	Amantran	Phase 2	1.20	45.15	0.02	Q4FY24
	Jaipur	Daksh	Phase 2	2.35	76.30	0.00	Q1FY24
	Jaipur	Daksh	Phase 3	1.17	41.68	0.00	Q2FY24
	Jaipur	Umang	Phase 5	4.45	141.00	0.32	Q3FY24
	Jamshedpur	Aditya	Phase 1	3.55	120.95	0.00	Q2FY24
	Jamshedpur	Aditya	Phase 2	2.75	98.64	0.00	Q4FY24
	Jodhpur	Dwarka	Phase 4	1.28	36.14	0.01	Q4FY24
					23.56	804.98	0.70

Year wise Deliveries of Ongoing Projects

Year	Location	Projects	Phase	Saleable Area (Lakhs sq ft)	Sale Value of Area Booked (INR Crores)	Unsold Area (Lakhs sq ft)	Expected Customer Handover Date
FY25	Bhiwadi	Tarang	Phase 4A	0.65	26.46	0.03	Q2FY25
	Bhiwadi	Advik	Phase 1	3.55	144.00	0.71	Q4FY25
	Chennai	Shubham	Phase 4	2.46	114.26	0.02	Q1FY25
	Chennai	Shubham	Phase 4B	1.79	92.21	0.01	Q4FY25
	Gurugram	Anmol	Phase 2	2.83	149.24	0.03	Q3FY25
	Jaipur	Umang	Phase 6	2.25	59.50	0.77	Q3FY25
	Jaipur	Amantran	Phase 3	3.79	128.59	0.93	Q4FY25
	Jaipur	Amantran	Shops	0.09	6.12	0.00	Q4FY25
	Pune	Malhar	Phase 1	2.62	126.26	0.29	Q4FY25
				20.04	846.64	2.80	
FY26	Bhiwadi	Tarang	Phase 4B	0.76	25.40	0.06	Q1FY26
	Gurugram	Amarah	Phase 1	3.95	243.01	0.00	Q1FY26
	Gurugram	Amarah	Phase 2	3.77	290.25	0.00	Q4FY26
	Gurugram	Anmol	Phase 3	4.47	288.41	0.02	Q3FY26
	Jaipur	Ekansh	Phase 1	3.16	129.52	0.61	Q4FY26
	Jaipur	Ekansh	Phase 2	1.60	71.62	0.03	Q4FY26
	Jamshedpur	Prakriti	Phase 1	2.57	135.85	0.03	Q4FY26
	Pune	Malhar	Phase 2	2.62	82.39	1.20	Q4FY26
	Jodhpur	Dwarka	Phase 5	2.00	25.64	1.21	Q2FY26
				24.91	1,292.07	3.16	
FY27	Bhiwadi	Tarang	Phase 5	1.16	17.03	0.71	Q4FY27
	Chennai	Shubham	Phase 5	1.06	55.93	0.14	Q3FY27
	Chennai	Vatsalya	Phase 1	3.00	30.45	2.55	Q1FY27
	Gurgaon	Amarah	Phase 3	3.77	440.32	0.00	Q4FY27
	Jaipur	Nitara	Phase 1	1.27	24.98	0.92	Q2FY27
	Jaipur	One44	Phase 1	2.64	165.23	0.35	Q2FY27
	Jamshedpur	Prakriti	Phase 2	1.78	96.97	0.08	Q3FY27
	Pune	Amodh	Phase 1	2.57	85.54	1.30	Q4FY27
				17.25	916.46	6.04	
AHL Total	Pune	Utsav Lavasa	Phase 4	0.62			OC/CC Pending
				62.81	3,055.16	12.00	

- Year on year revenues driven by deliveries. Deliveries might change from one year to another depending on execution/any other reason
- Revenue of Rs. 3055.16 Crs already locked in over next 3 years, from the sale of units in ongoing projects. Unsold area of 12 lsft would contribute to revenue as and when the units are subsequently sold and delivered
- This list to be updated with scheduled year of deliveries, as and when new projects are launched

Break Up of Area Booked (QoQ)



Yearly Operational Data

Particulars	Unit	FY 16	FY 17	FY 18	FY 19	FY 20	FY 21	FY 22	FY 23	FY 24
Equivalent Area Constructed*	Lakhs Sq. ft.	23.44	17.39	8.16	7.68	9.85	11.66	16.20	16.73	20.68
Area Booked	Lakhs Sq. ft.	8.63	6.96	6.93	10.79	19.82	14.97	14.76	25.86	26.40
Value of Area Booked	INR Lakhs	28,421	22,508	21,736	33,262	67,163	53,468	57,325	1,31,343	1,79,822
Average Realization	INR/Sq. ft.	3,293	3,234	3,137	3,082	3,388	3,571	3,883	5,080	6,811

**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	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24
Equivalent Area Constructed*	Lakhs Sq. ft.	3.73	5.07	3.85	4.38	3.42	5.08	4.35	4.59	4.77	6.97
Area Booked	Lakhs Sq. ft.	4.21	4.53	3.34	4.90	9.03	8.59	6.53	5.92	3.35	10.60
Value of Area Booked	INR Lakhs	16,976	18,557	15,214	24,019	48,529	43,582	43,620	32,560	17,389	86,254
Average Realization	INR/ Sq. ft.	4,028	4,093	4,557	4,904	5,373	5,075	6,684	5,498	5,189	8,134

**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.*

01 Financial Summary YoY

02 Financial Summary QoQ



Financial Summary YoY (Consolidated)

Particulars	Unit	FY 18	FY 19	FY 20	FY 21	FY 22	FY 23	FY 24
Sales and Other Income	INR Crores	334.92	350.63	317.55	259.31	233.59	425.19	966.52
Operating Expenditure	INR Crores	266.92	303.37	316.84	241.11	230.71	379.41	847.22
EBITDA	INR Crores	68.00	47.26	0.72	18.20	2.89	45.78	119.30
Profit After Tax	INR Crores	38.23	13.78	(30.24)	1.72	(7.04)	27.88	83.40
Other Comprehensive Income	INR Crores	7.98	5.33	1.29	2.36	0.50	0.91	0.85
Total Comprehensive Income	INR Crores	46.21	19.10	(28.95)	4.08	(6.56)	28.78	84.24
* Pre - Tax Operating Cash Flows	INR Crores	(20.21)	16.41	34.22	171.65	165.04	84.85	304.46
EBITDA Margin	%	20.30%	13.48%	0.23%	7.02%	1.24%	10.77%	12.34%
Net Profit /(Net Loss) Margin	%	11.42%	3.93%	-9.52%	0.66%	-3.01%	6.56%	8.63%
TCI Margin	%	13.80%	5.45%	-9.12%	1.57%	(2.81%)	6.77%	8.72%
Return on Average Net Worth	%	6.21%	2.47%	-3.78%	0.53%	(0.86%)	3.78%	10.94%
Debt to Equity Ratio		0.16	0.20	0.17	0.07	0.21	0.22	0.17

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

Financial Summary QoQ (Consolidated)

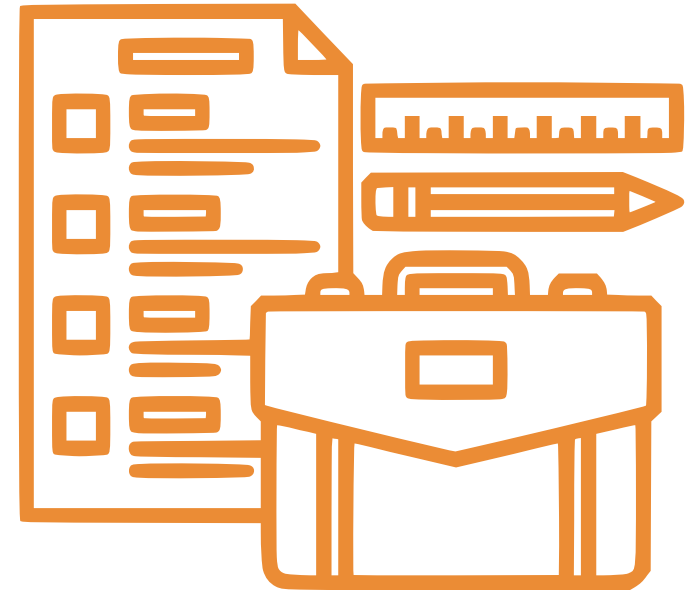
Particulars	Unit	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24
Sales and Other Income	INR Crores	78.28	81.22	91.72	135.31	116.94	129.29	351.02	189.25	296.96
Operating Expenditure	INR Crores	68.19	65.24	91.63	119.67	102.88	113.33	312.76	151.75	269.38
EBITDA	INR Crores	10.09	15.98	0.09	15.65	14.06	15.97	38.26	37.50	27.58
Profit/(Loss) After Tax	INR Crores	8.87	10.26	(1.81)	9.05	10.38	10.87	27.35	27.80	17.38
Total Comprehensive Income	INR Crores	9.22	10.29	(1.31)	9.29	10.51	11.20	27.52	28.08	17.45
* Pre - Tax Operating Cash Flows	INR Crores	27.48	27.72	(1.05)	35.59	22.59	83.15	75.29	53.83	92.20
EBITDA Margin	%	12.89%	19.68%	0.10%	11.57%	12.02%	12.35%	10.90%	19.81%	9.29%
Net Profit /(Net Loss) Margin	%	11.33%	12.63%	(1.97%)	6.69%	8.87%	8.41%	7.79%	14.69%	5.85%
TCI Margin	%	11.78%	12.67%	(1.43%)	6.87%	8.98%	8.66%	7.84%	14.84%	5.88%

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

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	Tarang	5b & 6, 7 and 8	100% Ownership	4.95
Bhiwadi	Advik	2,3,4 & 5	100% Ownership	10.57
Jaipur	Ekansh	3 & 4	77.25% Revenue Share	4.88
Jaipur	Nitara	2 and 3	80.20% Revenue Share	5.23
Jaipur	One44	2	77.40% Revenue Share	1.36
Gurugram	Amarah	4 & 5	100% Ownership	9.19
Chennai	Vatsalya	2,3,4 & 5	100% Ownership	10.28
Chennai	Swarang*	1, 2 and 3	50% of the Profits	5.55
Neemrana	Aangan	2	100% Ownership	4.37
Pune	Malhar	3	65% Revenue Share	6.55
Pune	Amodh	2 and 3	80% Revenue Share	5.53
Pune	Utsav Lavasa	5	100% Ownership	0.84
Total				69.31

* Ashiana Swarang is acquired by Kairav Developers Ltd. (a joint venture company with equal economic interest of Ashiana Housing Ltd. and Arihant Foundations.)

Land available for Future Development

Location	Land/ Project Name	Estimated Area (Acres)	Estimated Saleable Area (Lakhs Sq. ft)	Proposed Development
Bhiwadi	Milakpur	40.63	31.00	Premium Homes*/ Senior Living
Gurugram	Sec 80, HSIIDC Land	10.80	10.30	Premium Homes/ Kid Centric Homes
Jaipur	New Land Jaisingpura	11.24	11.00	Premium Homes/ Kid Centric Homes
Total		62.67	52.30	

Note:

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

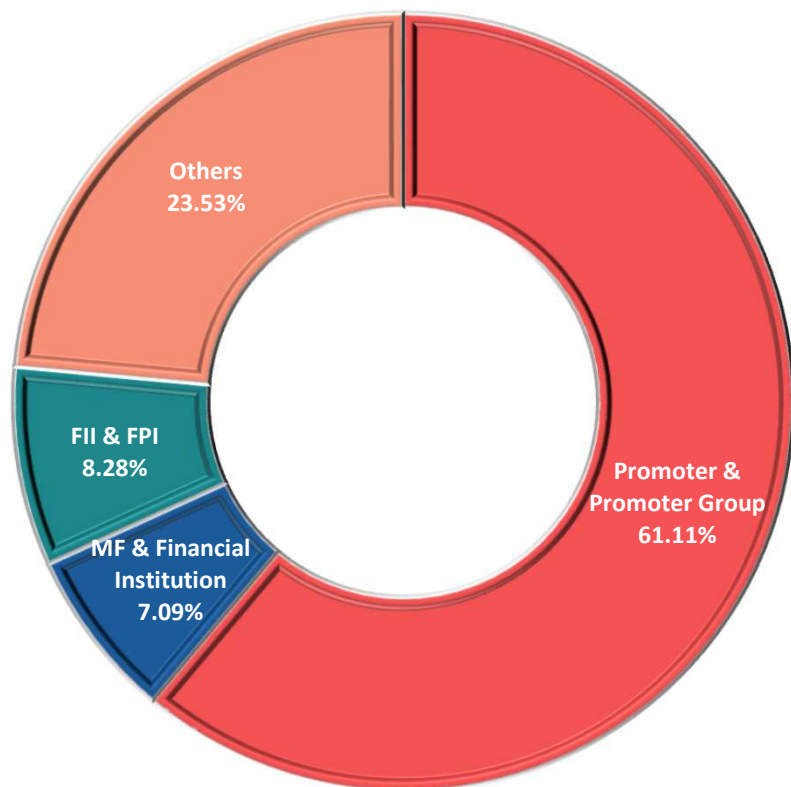
** We have exited the 'Ashiana Maitri/Nitya' Project in Kolkata

Completed Projects having Inventory

Location	Projects	Phase	Share in Project	Type	Saleable Area (Lakhs sq ft)	Booked Area (Lakhs sq ft)	Unbooked Area (Lakhs sq ft)
Bhiwadi	Ashiana Town	1, 2, & 3	100% Ownership	Kid Centric Homes	15.33	13.96	1.37
Bhiwadi	Surbhi	1-5 & Plaza	100% Ownership	Premium Homes	4.02	3.58	0.45
Bhiwadi	Tarang	3	100% Ownership	Premium Homes	1.14	1.14	0.00
Bhiwadi	Nirmay	4	100% Ownership	Senior Living	2.09	1.89	0.20
Gujarat	Navrang	1	81 % of Revenue	Premium Homes	1.68	1.66	0.01
Neemrana	Aangan Neemrana	Plaza	100% Ownership	Premium Homes	0.04	0.02	0.02
Jodhpur	Dwarka	1 & 4	100% Ownership	Premium Homes	2.66	2.62	0.04
Jaipur	Amantran	1 & 2	75% of Revenue Share	Premium Homes	4.78	4.61	0.17
Jaipur	Rangoli Gardens Plaza	Plaza	50% of the Profits	Premium Homes	0.68	0.58	0.10
Jaipur	Umang	2 & 5	100% Ownership	Kid Centric Homes	8.47	8.15	0.32
Jaipur	Umang	Plaza	100% Ownership	Kid Centric Homes (Shops)	0.09	0.07	0.02
Jaipur	Vrinda Gardens	3B & 5	50% of the Profits	Premium Homes	6.26	6.24	0.01
Jamshedpur	Sehar	Phase 1	76.75% of Revenue Share	Premium Homes	3.44	3.20	0.25
Pune	Utsav Lavasa	1, 2 & 3	100% Ownership	Senior Living	4.51	4.28	0.23
Total					55.19	52.00	3.19

Shareholding Pattern as on 31st Mar 2024

Shareholding Pattern



Institutional Holding above 1%

Rank	Fund / Institution	No. of Shares	% Holding
1	India Capital Fund Limited	75,41,504	7.50%
2	SBI Contra Fund	67,72,644	6.74%
3	Investor Education And Protection Fund Authority Ministry Of Corporate Affairs	34,67,458	3.45%



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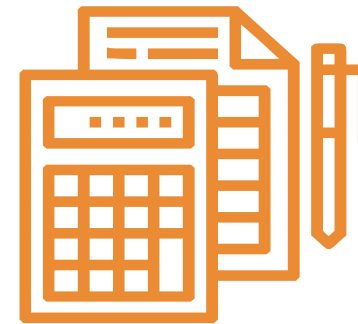
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01 About Ashiana

02 Business Model

03 Accolades

04 Abbreviations





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

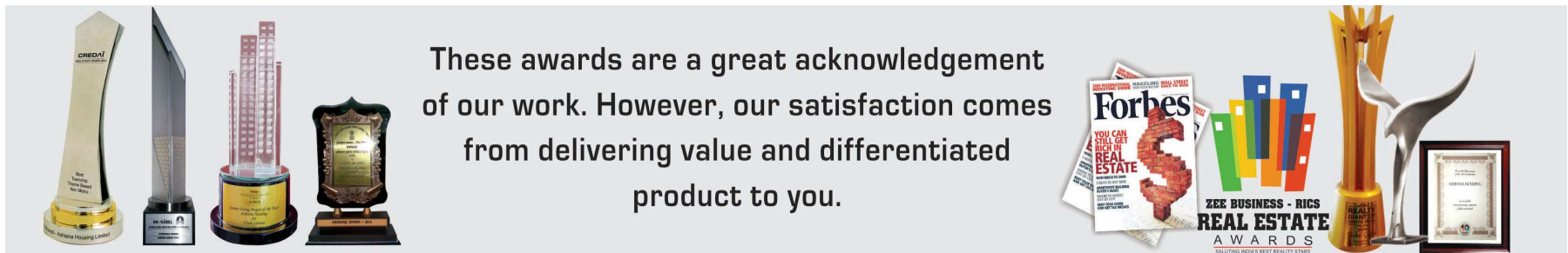
Land is Raw Material

- 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	
<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. 	



Accolades

Awards & Recognitions

2021

- Ranked as India's No. 1 Senior Living Brand 4 times in a row by Track2 Realty

2022

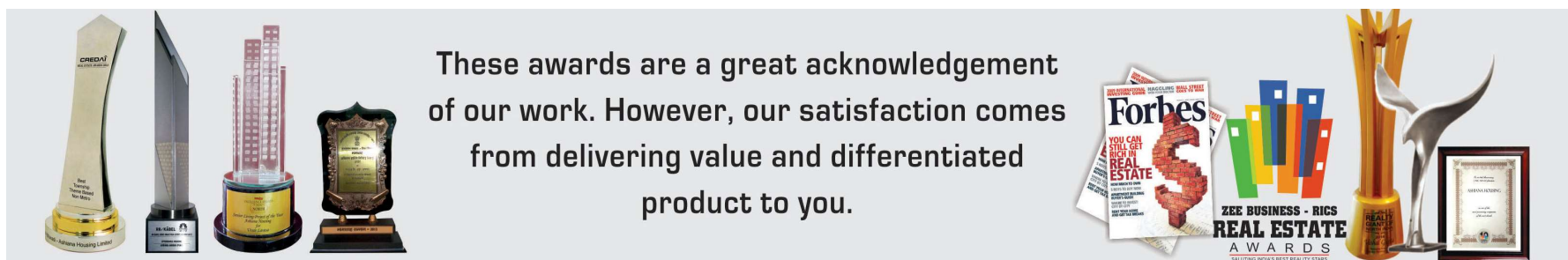
- Ranked as India's No. 1 Senior Living Brand 5th time in a row by Track2 Realty
- Ashiana Amantran awarded as best "Residential Project – in High-end (Non-Metro: Ongoing)" category by ET Realty Awards 2022

2023

- Received Bhamashah Award from the Govt. of Rajasthan after 2 years gap due to covid; added to this. the Govt. has also conferred the title "Shiksha Bhushan" for Ashiana's contribution to basic education in the state of Rajasthan.
- Ranked as India's No. 1 Senior Living Brand 6 times in a row by Track 2 Realty.
- Bestowed with the Best Pavilion Award at the CREDAI Real Estate Expo held in Jaipur

2024

- Bestowed with our 9th Bhamashah award for Shiksha Bhushan in recognition of our commitment to education in Rajasthan
- CREDAI - Pune Metro has awarded us for maintaining the Best Creche Facility in labour areas for our project Ashiana Malhar in Pune.
- Ranked as India's No. 1 Senior Living Brand 7 times in a row by Track 2 Realty.



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.