



CONTINUING STABILITY

ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY

22nd October, 2021

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: Earnings Presentation of the Financial Results for the Quarter ended 30th September, 2021.

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith the Earnings Presentation of the Company for the Financial Results for the Quarter ended 30th September, 2021.

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

Thanking You

Yours Faithfully

For Arihant Superstructures Limited

Govind Rao
Company Secretary & Compliance Officer



Enclosed: a/a

INVESTOR PRESENTATION

Q2 – FY 2022



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CMD'S MESSAGE

“After years of consolidation, the Real Estate sector has witnessed a recovery in home buyer demand, especially Affordable Housing. When the first lot of demand was witnessed post Covid 1st wave, it was said to be ‘pent up’ demand. Post that when the central government and state governments gave sops, the increased demand was attributed to these sops and low home loan rates. Now even after some of the sops have been withdrawn, we continue to see increasing demand which points to the fact that we are in a sustainable long term up-cycle. We at Arihant, have been preparing for this phase, and look forward with a lot of confidence.”

OVERVIEW



Diversified Portfolio

Presence across
**Navi Mumbai, MMR and
Jodhpur regions**



Affordable Housing

96% of portfolio in affordable
and mid-income housing

Ongoing & upcoming projects

~11 Mn Sft. across **15** projects
over next few years



Operationally Efficient

In-house design, engineering
& project implementation
optimizes quality, timeline and
significant cost savings



Efficient land acquisition process

Low cost land acquisition at
less than Rs 500/Sft for
affordable housing has been
the biggest strength of the
company

Delivery

Distinguished track record in
timely delivery of projects;
Over **3.5 Mn Sft** completed in
last 5 years



Future Ready

Well poised to embark on the
next phase of growth with 2.5
decades of operational
experience by promoters
across multiple real estate
cycles

KEY HIGHLIGHTS FOR Q2-FY22









OPERATIONAL HIGHLIGHTS

- Successfully launched affordable housing project Amisha Phase 2 at Taloja, Navi Mumbai in Q2 after launching Arihant Advika at Vashi and Arihant 5 Anaika at Taloja in Q1
- Sales bookings of **751 units** aggregating **6.25 Lakh sft** valuing **334.8 Cr.** in H1 FY22 owing to successful launches
- Collections rose sequentially by **17.3%** to **INR 110.2 Cr** in Q2 FY22
- No Significant change in debt position

Particulars	Q2 FY22	Q1 FY22	% change
Units Sold (No.)	508	243	109.1%
Area Sold (Lakh Sft)	4.0	2.2	81.0%
Value of Sales Bookings (INR Cr)	208.3	126.4	64.8%
Total Collections (INR Cr)	110.2	93.9	17.3%
Total Debt (INR Cr)	299.6	297.8	0.6%

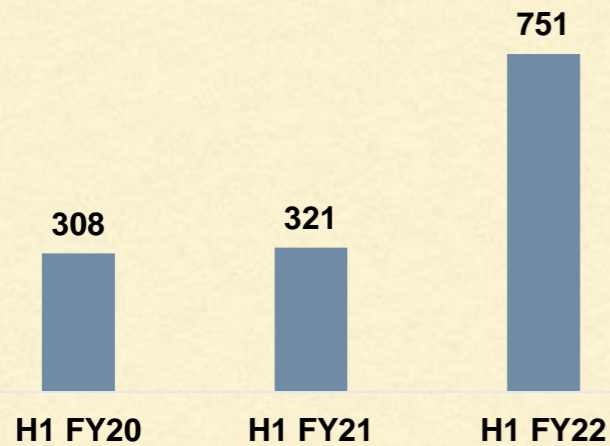
Note: Prior period figures are not comparable as the same are restated due to cancellations and/or reclassification.

QUARTERLY RESULTS – Q2 FY22

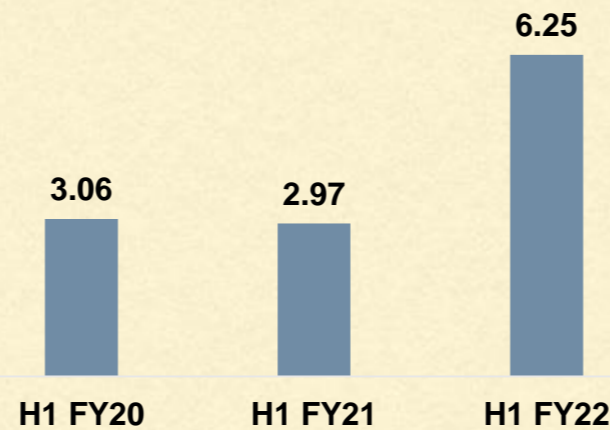
Particulars (INR Cr)	Q2 FY22	Q2 FY21	% change		Q1 FY22	% change	
Total Revenue	88.15	64.43	37%		84.64	4%	
Total Operating Expenses	73.56	59.45			75.08		
EBITDA	20.18	13.14	54%		15.38	31%	
Interest	5.16	7.64			5.35		
Depreciation	0.43	0.52			0.47		
PBT	14.59	4.98	193%		9.56	53%	
Tax	2.95	0.83			1.28		
PAT	11.63	4.15	180%		8.28	40%	

H1-FY22 HIGHLIGHTS

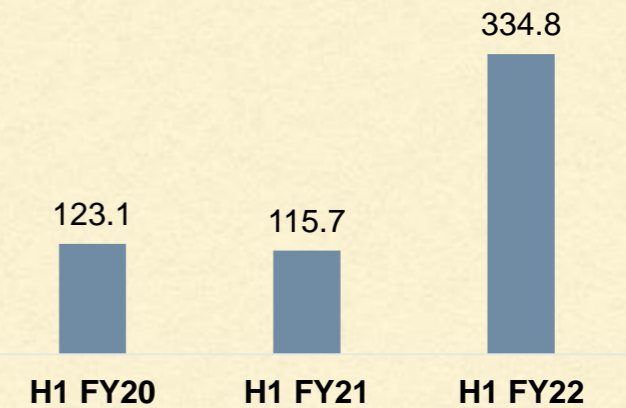
Units Sold (No.)



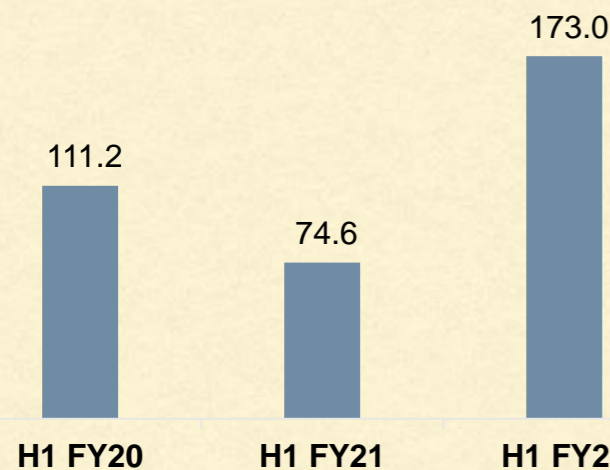
Area Sold (Lakh Sft)



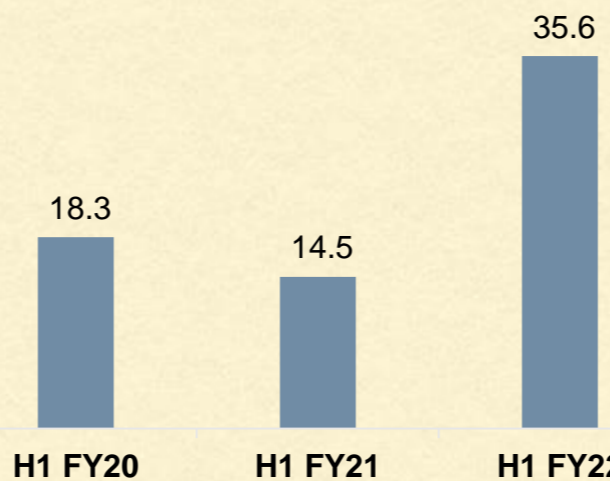
Value of Sales (INR Cr)



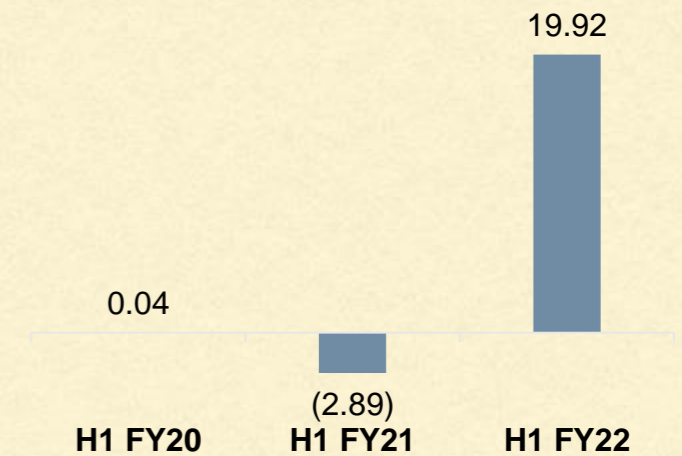
Total Revenue (INR Cr)



EBITDA (INR Cr)



PAT (INR Cr)



CONSOLIDATED NET DEBT - 30TH SEP 2021

Entity	Entity Debt (INR Cr)	% holding	Debt attributable as per % holding (INR Cr)*
ASL	14.77	100%	14.77
Arihant Vatika	0.17	60%	0.10
Arihant Aashiyana	43.10	60%	25.86
Arihant Abode	249.12	60%	149.47
Arihant Gruhnirman	15.00	60%	9.00
Less: Intercompany Eliminations	(22.58)		(13.55)
Total Debt	299.59		185.66
Less: Cash & Cash Equivalents	(17.00)		
Net Debt	282.59		

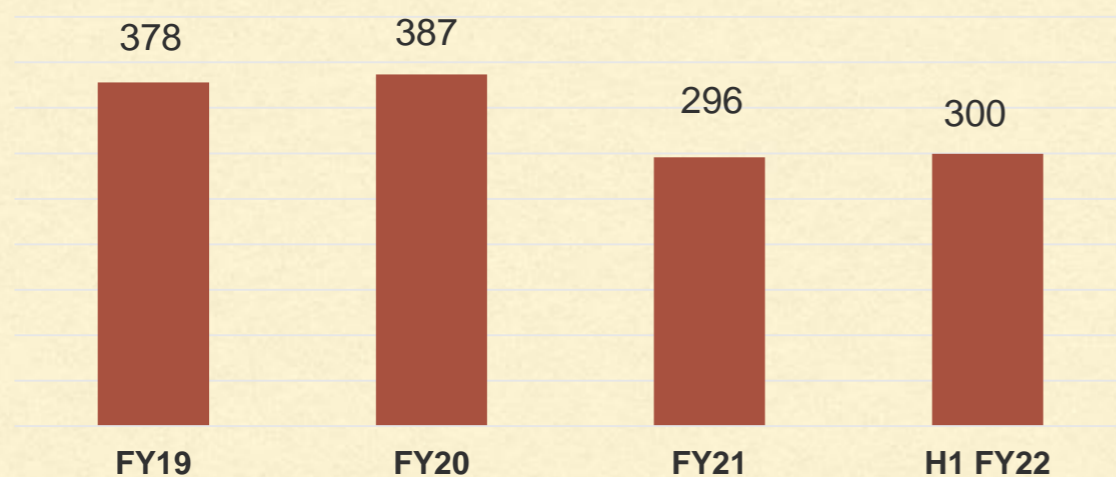
Effective debt of ASL is worked out based on ASL's shareholding in subsidiaries

Any liability of the holding company is attributable at 100% and that of the subsidiaries is attributable to its shareholding i.e. 60% to the Holdco

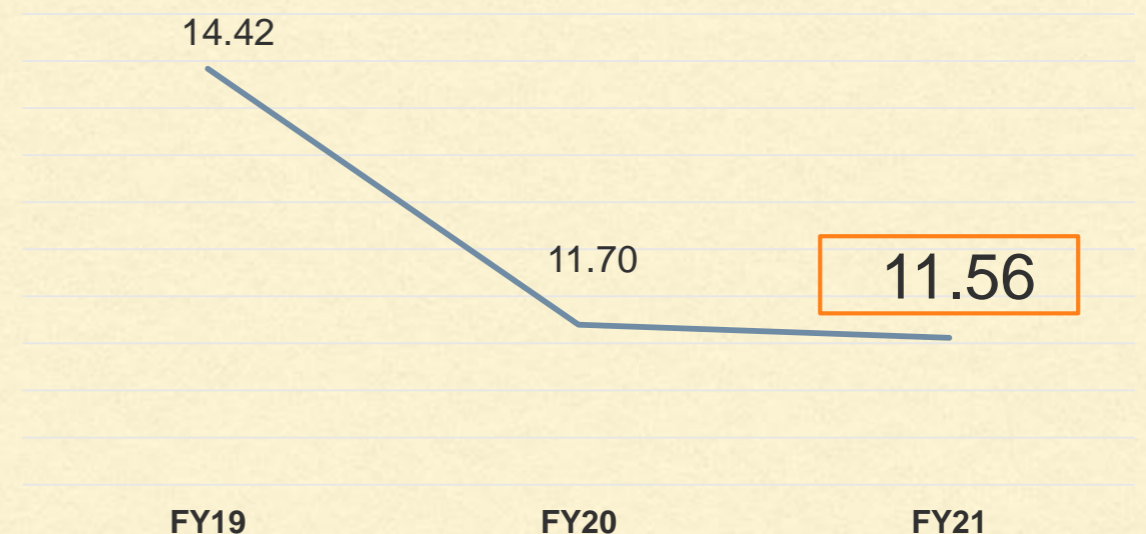
FINANCIAL HIGHLIGHTS

- Strong all-round performance demonstrated by Arihant Superstructures Limited (ASL) in FY21
- With record sales & collections, ASL was able to **reduce its debt by INR 91 Cr** from FY20 to FY21 which enabled us to reduce finance costs substantially
- The weighted average **cost of capital reduced from 14.42% in FY19 to 11.56%** in FY21
- Combined, this should result in stronger balance sheet and improved margins

Consolidated Debt Levels
(INR Cr)



Weighted Average Cost of Capital (%)



COMPANY OVERVIEW

GEOGRAPHICAL SPREAD - MMR

*Navi Mumbai has consistently ranked in top 10 out of a total of 111 cities ranked through the Ease of Living Index**



12 Lifestyle Defining Projects

Region	No of Projects
Vashi	1
Taloja	5
Kharghar	1
Panvel	1
Kalyan	1
Badlapur	1
Karjat	1
Khopoli	1

Upcoming infrastructure driving real estate demand

Navi Mumbai International Airport

Mumbai Trans Harbor Link (MTHL)

Virar-Alibaug Multi Modal Corridor

Navi Mumbai Metro

* As per Ministry of Housing & Urban Affairs (2020)

GEOGRAPHICAL SPREAD – JODHPUR



3 Market Defining Projects

Region	No of Projects
Dali Bai Circle	3

Emerging as key tier-II city in Western India

Economic Capital of Rajasthan

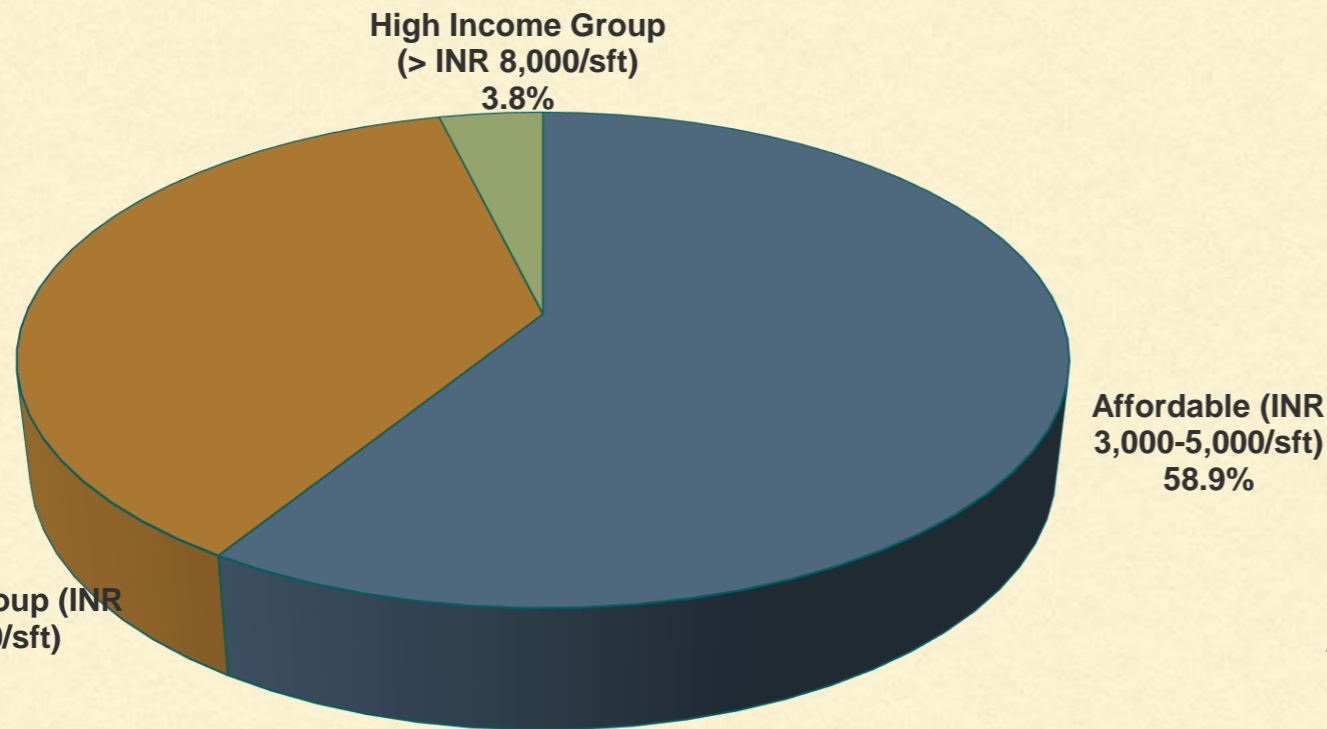
Inward migration from 7 surrounding districts for education & employment

Rs 43,000 Cr HPCL Refinery Project

Jodhpur Airport Expansion Project

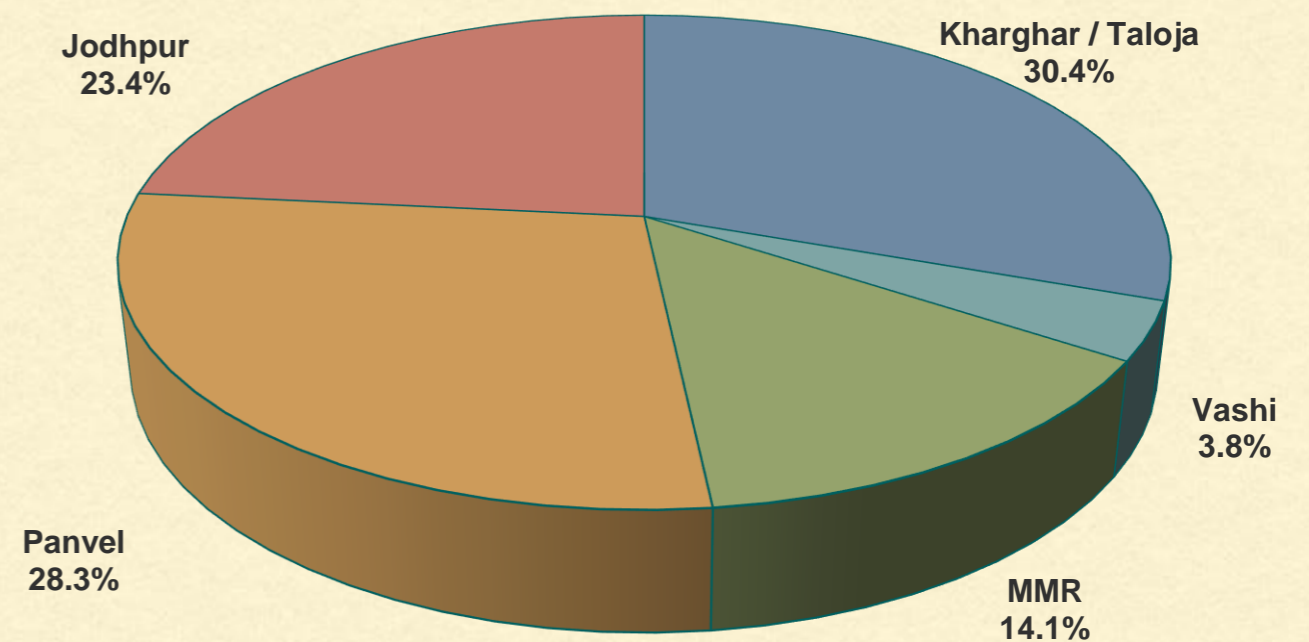
PORTFOLIO MIX

Category-wise portfolio mix



Diversified portfolio mix across geographies with focus on affordable and mid income housing

Area-wise Portfolio Mix



Established leadership position in the geographies and market segments by building capabilities and competitive advantage

LEADERSHIP TEAM

Board of Directors

Ashok Chhajjer,
Promoter, CMD

Nimish Shah,
Whole-Time Director

Virendra Mittal,
Independent Director

Chandra Iyengar
Independent Director

Raj Narain Bharadwaj,
Independent Director

Divya Momaya,
*Women independent
Director*

Management Team

Akshay Agarwal,
Director - Procurement

Abhishek Shukla,
Chief Strategy Officer

Deepak Lohia,
Chief Financial Officer

Kapil Sengar,
VP Sales

Ravindra Parakh
Head – Accounts

Govind Rao,
Company Secretary

AWARDS & RECOGNITIONS

2021



Business Excellence Award by Adsync and Zee Business for Affordable Housing Project of the Year



Best Developer for Green Buildings by CIA World

2017-2020



Zee Business Award – Developer of the Year (Affordable Housing)



Iconic Award by Radio City for Arihant Aspire, Panvel



IGBC Pre-certified Platinum Rating for Aspire project



Affordable Housing Project of the Year for Arihant Arshiya by CREDAI MCHI



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



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



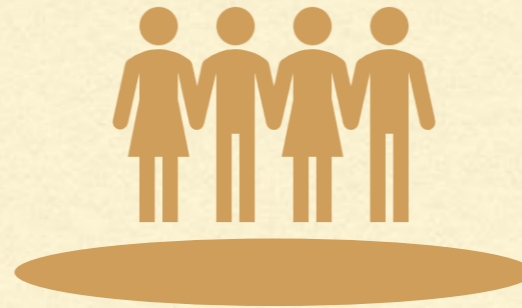
Award for Quality construction in affordable housing by The Economic Times, ET Realty award

Arihant superstructure engages in sustainable development of Environment, Society and Governance



Environment

- 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
- Eco-friendly construction practices, waste segregation & composite wood



Social

- Social development by supporting rural infrastructure, school and livelihood enhancement projects etc.
- Participation in Government policy formulation for sustainable urban development
- Economic development by working with SME vendors & employing local people
- Providing Ration to all laborers & their families staying at the sites during the Lockdown



Governance

- The Board inculcates culture of accountability, transparency, and integrity across the Arihant Group as a whole
- The Company has always adopted a robust governance framework which played a critical role in ensuring that we remain true to our culture and values
- 4 out of 6 Board Members are Non Executive Members and Independent Members

ONGOING PROJECTS

Project	Location	No. of units	Area (Sft)	Category
4Anaika	Taloja	396	2,69,672	Affordable
Aarohi Ph 2	Kalyan	51	72,381	Affordable
Aloki Ph 2/3/4	Karjat	297	1,96,003	Affordable
Aloki Ph 5/6	Karjat	253	1,52,769	Affordable
Aalishan Ph 1	Kharghar	412	4,84,737	Mid-Income
Aalishan Ph 2	Kharghar	399	5,16,410	Mid-Income
Aspire Ph 1	Panvel	658	7,41,638	Mid-Income
Anmol Ph 3	Badlapur	119	84,938	Affordable
Advika	Vashi	327	4,21,260	High-Income
5Anaika	Taloja	433	3,62,672	Affordable
Amisha Ph 2	Taloja	134	75,394	Affordable
Amber	Taloja	82	54,491	Affordable
Adita	Jodhpur	82	1,44,975	Affordable
Anchal Ph 1	Jodhpur	532	4,78,800	Affordable
Total		4,175	40,56,140	

* Represents current inventory in hand

FORTHCOMING PROJECTS

Project	Location	Est. Area (Sft)	Category
Amisha	Taloja	2,20,514	Affordable
Arshiya	Khopoli	8,56,669	Affordable
Aspire	Panvel	23,84,705	Mid-Income
Akarshan	Taloja	13,75,505	Affordable
Anchal	Jodhpur	17,38,800	Affordable
Adita	Jodhpur	1,30,730	Affordable
Ashray	Jodhpur	91,653	Affordable
Anmol	Badlapur	1,98,806	Affordable
Total		69,97,382	
Grand Total (Ongoing + Forthcoming Projects)		1,10,53,522	

CONSTRUCTION PROGRESS

PROJECT STATUS – AALISHAN (KHARGHAR)

Kaveh



Terrace slab completed
Finishing work in progress

Baraz-I



52nd floor completed in Baraz I
Blockwork completed till 46th floor

PROJECT STATUS – ASPIRE (PANVEL)

Iliana & Hortensia



29th floor completed in Iliana and 28th floor completed in Hortensia

PROJECT STATUS – ANAIKA (TALOJA)



PROJECT STATUS – 3 ANAIKA (TALOJA)

L Wing



Internal finishing in progress

K Wing



External painting and finishing in progress

PROJECT STATUS – 4 ANAIKA (TALOJA)



10th slab completed for N, O & Q wing and in progress for P Wing; Internal works in progress

PROJECT STATUS – AMBER



Painting, flooring, firefighting works in progress



PROJECT STATUS – ALOKI



Internal finishing work in progress in Wing-B2

PROJECT STATUS – AROHI & ANMOL

Arohi, Kalyan-Shil Road



14th floor completed, internal finishing in progress

Anmol, Badlapur



6th floor completed

PROJECT STATUS – ANCHAL (JODHPUR)



A1 to A4, B1 to B7, C1 to C3, D1 to D5 under construction

PROJECT STATUS – ADITA (JODHPUR)

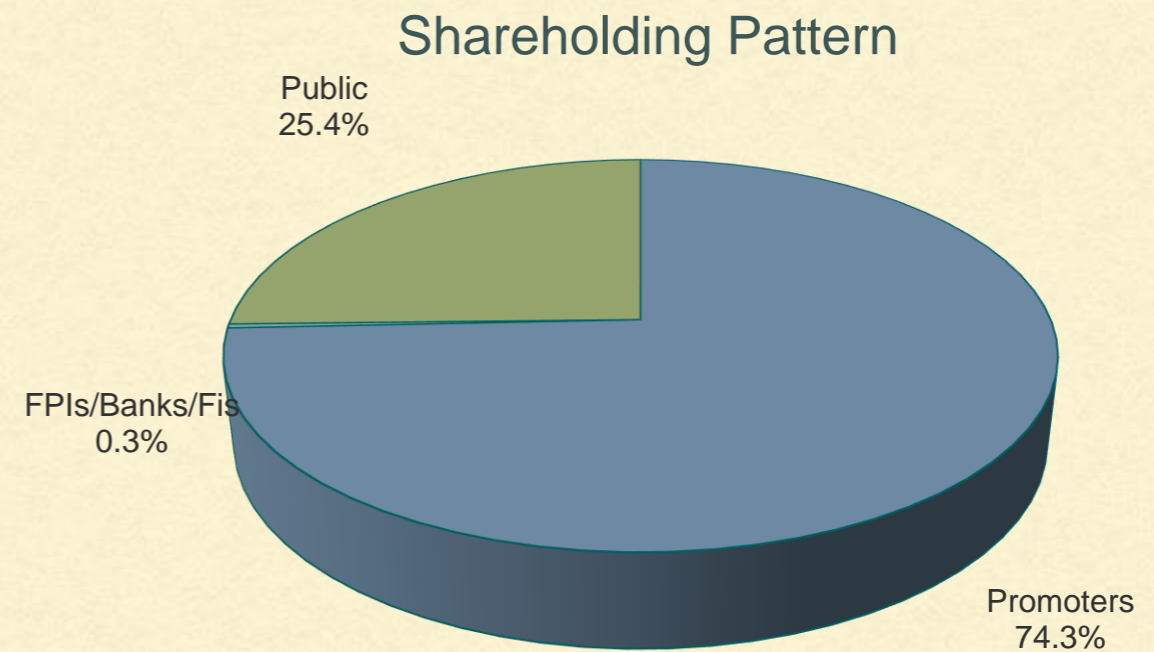


RCC nearing completion & Internal finishing works in progress

FINANCIAL SNAPSHOT

CAPITAL MARKET DATA

BSE Scrip Code	506194
NSE Trading Symbol	ARIHANTSUP
Bloomberg Code	ARSU:IN
GICS Sector	Real Estate
Market Cap as on 20 th Oct 2021	INR 6,914.9 Mn
52 Week High	INR 189.1
52 Week Low	INR 19.4



CONSOLIDATED INCOME STATEMENT

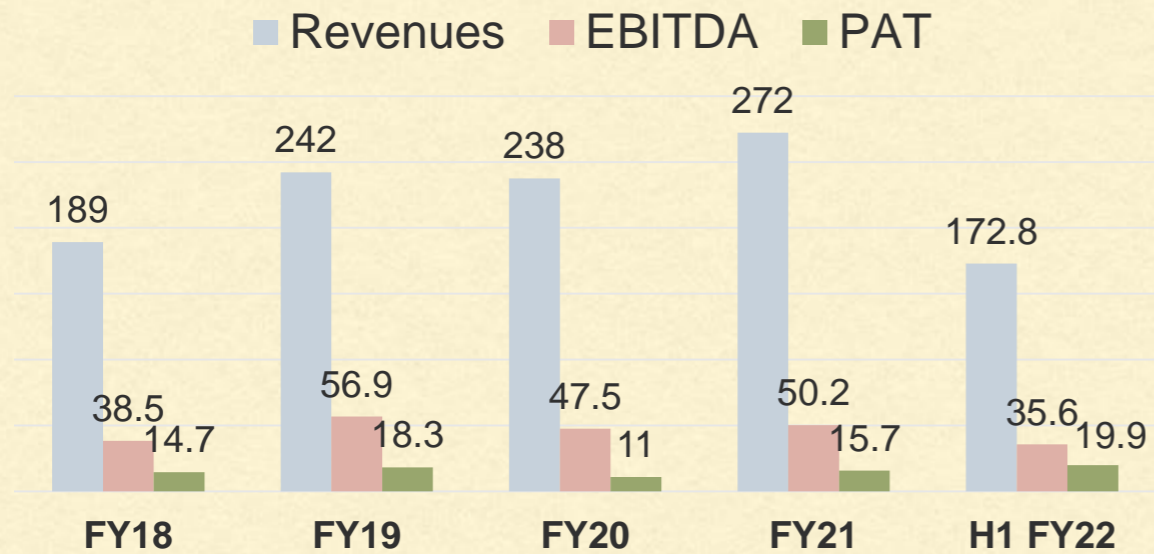
Particulars (INR Cr)	FY19	FY20	FY21	H1 FY22
Total Revenue	242.2	237.6	272.3	172.8
Cost of Construction, Land & Development	195.5	119.2	149.2	112.7
Changes in Inventories	(51.1)	33.6	33.4	-4.3
Employee Benefits Expense	13.8	12.1	11.9	7.6
Other Expenses	27.1	25.2	27.6	32.7
Total Expenses	185.3	190.1	222.1	148.6
EBITDA	56.9	47.5	50.2	35.6
Depreciation	1.9	2.0	2.0	0.9
Interest & Finance Charges	32.4	30.0	28.1	10.5
PBT	22.6	15.5	20.1	24.1
Total Taxes	4.4	4.5	4.3	4.2
PAT	18.2	11.0	15.8	19.9
Less: Non-controlling Interest	4.6	5.4	4.6	0.1
Net Profit (after Non-controlling Interest)	13.6	5.6	11.2	19.8
EPS (Basic) (Rs)	3.32	1.33	2.71	4.82

CONSOLIDATED BALANCE SHEET

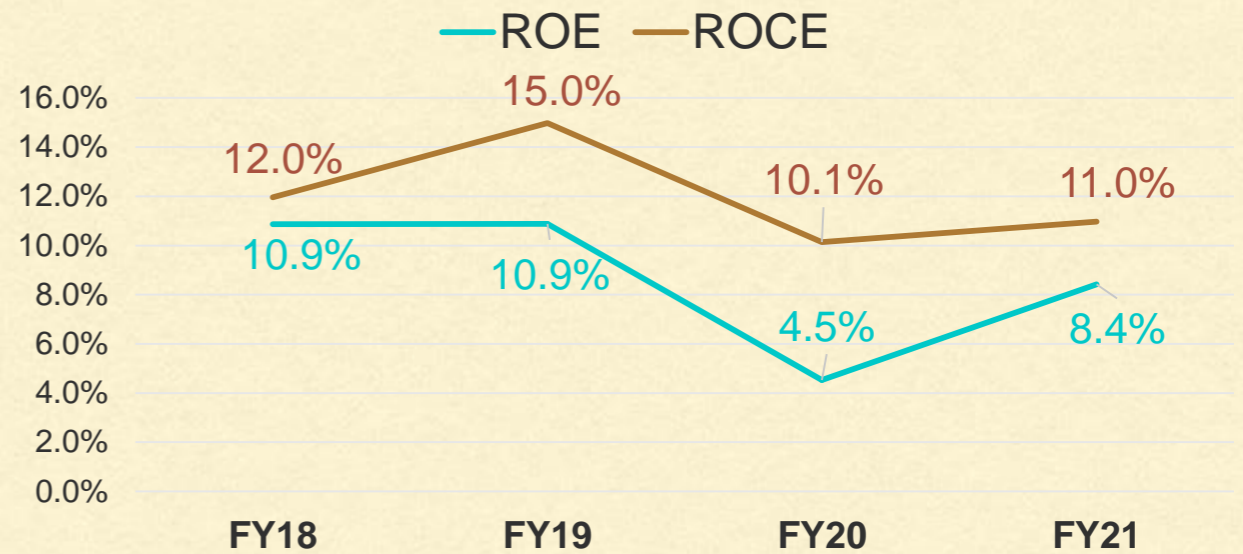
Equity and Liabilities (INR Cr)	FY19	FY20	FY21	H1 FY22
Share Capital	41.2	41.2	41.2	41.2
Reserves and Surplus	80.7	85.6	97.5	116.3
Net worth	121.9	126.8	138.7	157.4
Non-Controlling Interest	13.9	20.0	24.6	24.7
Long Term Borrowings	237.7	316.8	249.9	264.4
Short Term Borrowings	140.1	69.8	45.6	35.2
Advance from Customers	143.8	144.5	170.0	206.3
Other Liabilities	31.5	9.0	7.2	6.7
Trade Payables	40.4	63.0	52.8	46.3
Total Liabilities	729.2	749.9	688.9	741.0
Assets	FY19	FY20	FY21	H1 FY22
Fixed Assets	10.6	9.5	9.0	8.2
Investment in Property	0.0	9.8	11.4	11.4
Non - Current Investment	1.5	0.0	0.0	0.0
Long Term Loans & Advances	40.2	47.3	31.7	31.7
Current Investment	0.2	0.2	0.0	0.0
Inventories	421.7	381.7	354.7	359.0
Trade Receivables	28.3	35.1	26.0	36.9
Cash and Cash Equivalents	14.9	11.5	12.0	17.0
Short Term Loans & Advances	28.9	23.2	4.9	0.2
Land	155.1	189.8	199.8	233.9
Other Assets	27.8	41.8	39.4	42.7
Total Assets	729.2	749.9	688.9	741.0

FINANCIAL PERFORMANCE

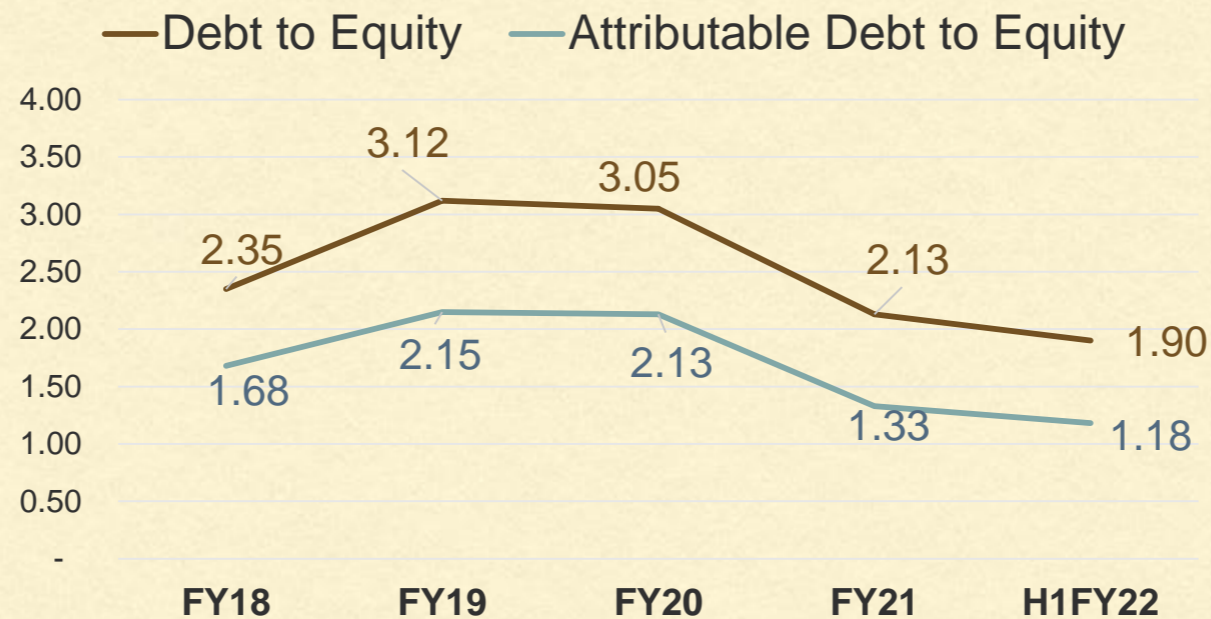
Income Statement (INR Cr)



Return Ratios



Debt to Equity



Thank you!

For further information please contact:

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