



CONTINUING STABILITY

**ARIHANT**  
SUPERSTRUCTURES LTD.  
CONTINUING STABILITY

25<sup>th</sup> January, 2022

**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 31<sup>st</sup> December, 2021.**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith the updated Earnings Presentation of the Company for the Financial Results for the Quarter ended 31<sup>st</sup> December, 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

**L51900MH1983PLC029643**

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# INVESTOR PRESENTATION

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Q3 – FY 2022





# DISCLAIMER

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# CMD'S MESSAGE

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*“Our endurance, our confidence in our abilities and our employees, the trust of our vendors, business associates and customers has stood in good stead in the recent times as we stand at the threshold of the next big thrust for the Real Estate Sector. In terms of our performance, It’s been a year of milestones till date as we embark on the next phase of growth towards achieving 20 Mn Sq. Ft. of portfolio.”*



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# COMPANY OVERVIEW

## VISION

*To nurture the best talent and be a “Built to Last” company*

## MISSION

*To construct the most efficient spaces for our customers while leaving the least ecological foot-print*

## POLICY

*To share wealth with all the stake holders and contribute to the well-being of society at large*



# OVERVIEW



## Diversified Portfolio

Presence across  
Mumbai Metropolitan Region  
(MMR) and Jodhpur



## Affordable Housing

Over 96% of portfolio in  
affordable and mid-income housing

## Ongoing & upcoming projects

~11.9 Million Sq. Ft. across 16  
projects over next few years



## Operationally Efficient

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



## Low cost of land acquisition

Avg. Cost of acquisition of land at  
less than Rs 500/Sq. Ft.

## Delivery

Distinguished track record in  
timely delivery of projects; Over  
3.5 Million Sq. Ft. 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



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# KEY HIGHLIGHTS FOR Q3-FY22



# OPERATIONAL HIGHLIGHTS

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- Construction work commenced for affordable housing project Amisha Phase 2 at Taloja, Navi and Arihant 5 Anaika at Taloja.
- Sales bookings of **415 units** aggregating **3.66 Lakh Sq. Ft.** with booking value of **185.1 Cr.** in Q3 FY22<sup>(1)</sup> owing to continued sales momentum.
- Sales booking for **9M FY22** at **1,116 units** with booking value of **INR 519.9** surpassed **FY21** bookings of 934 units with booking value of **INR 400.3 Cr**
- Collections for Q3 FY22 and **9M FY22** stood at **INR 100.8 Cr** and **INR 304.9 Cr** respectively as compared to **FY21** collection of **INR 287.0 Cr**
- Total Debt reduced to **INR 290.7 Cr** in Q3 FY22 from **INR 299.6 Cr** in Q2 FY22

*(1) Includes Sales under development management model (wherein our Company receives fees as a % of total cost of construction of the project as specified in RERA application or fixed fees on lumpsum basis) comprising 154 units aggregating to 116,474 Sq. Ft. with a booking value of INR 53.1 Cr*



# QUARTERLY RESULTS – Q3 FY22

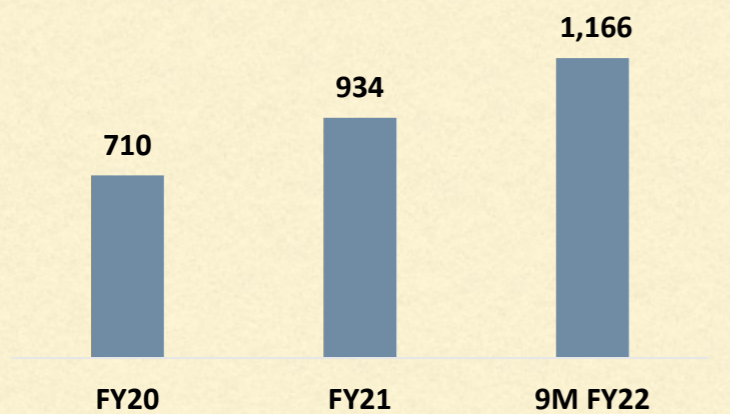
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Particulars (INR Cr)	Q3 FY22	Q3 FY21	% change	Q2 FY22	% change
<b>Total Revenue</b>	<b>88.67</b>	<b>73.57</b>	<b>20.5%</b>	<b>88.26</b>	<b>0.5%</b>
Total Operating Expenses	70.20	58.74		68.08	
<b>EBITDA</b>	<b>18.47</b>	<b>14.83</b>	<b>24.5%</b>	<b>20.18</b>	<b>(8.5)%</b>
Interest	5.26	6.06		5.16	
Depreciation	0.43	0.51		0.43	
<b>PBT</b>	<b>12.78</b>	<b>8.26</b>	<b>54.7%</b>	<b>14.59</b>	<b>(12.4)%</b>
Tax	1.20	3.11		2.95	
<b>PAT</b>	<b>11.58</b>	<b>5.15</b>	<b>124.9%</b>	<b>11.63</b>	<b>(0.4)%</b>

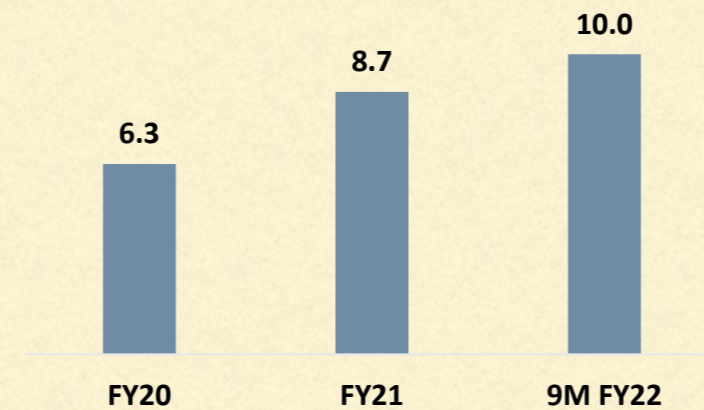


# 9M-FY22 HIGHLIGHTS

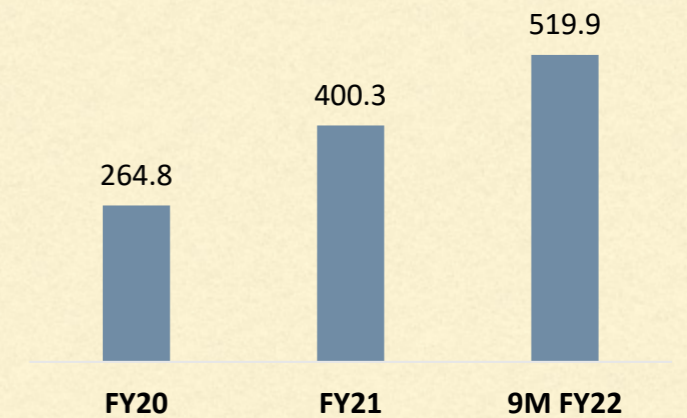
Units Sold (No.)



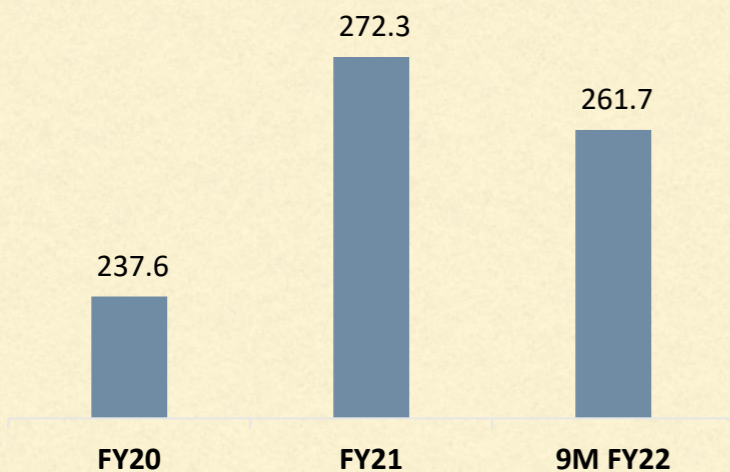
Area Sold (Lakh Sft)



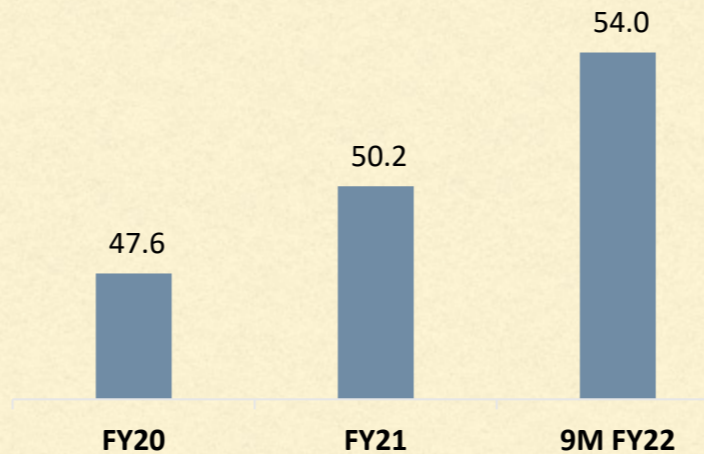
Value of Sales (INR Cr)



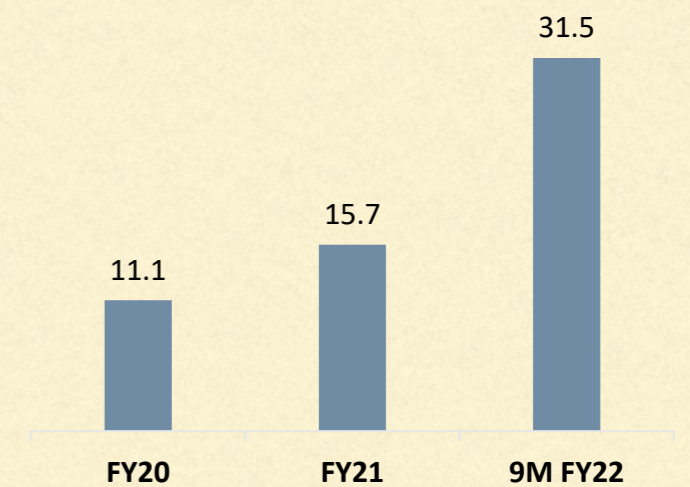
Total Revenue (INR Cr)



EBITDA (INR Cr)



PAT (INR Cr)





# CONSOLIDATED NET DEBT – 31<sup>ST</sup> DEC 2021

Entity	Entity Debt (INR Cr)	% holding	Debt attributable as per % holding (INR Cr)
ASL	6.30	100%	6.30
Arihant Vatika	0.17	60%	0.10
Arihant Aashiyana	44.07	60%	26.44
Arihant Abode	251.06	60%	150.63
Arihant Gruhnirman	15.00	60%	9.00
Less: Intercompany Eliminations	(25.89)		(15.54)
<b>Total Debt</b>	<b>290.70</b>		<b>176.94</b>
Less: Cash & Cash Equivalents	(9.57)		
<b>Net Debt</b>	<b>281.13</b>		

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



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# COMPANY OVERVIEW

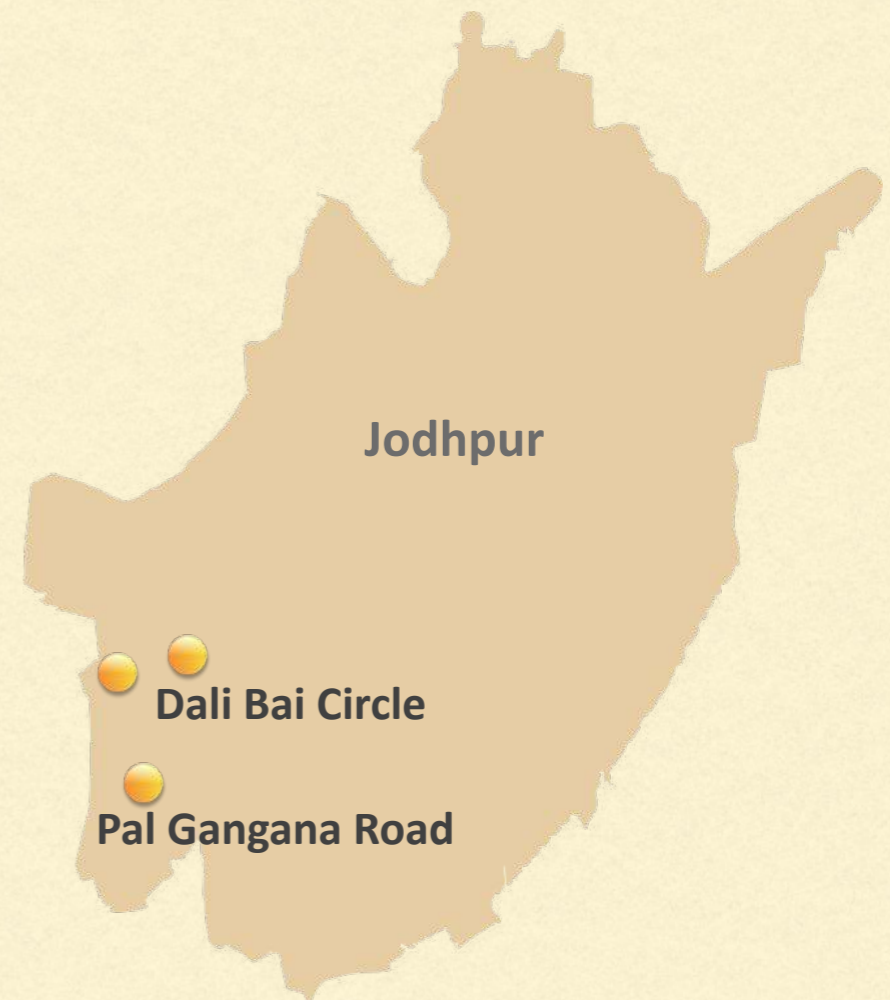


# GEOGRAPHICAL SPREAD – MMR & JODHPUR

**13** *Projects*  
*(MMR)*



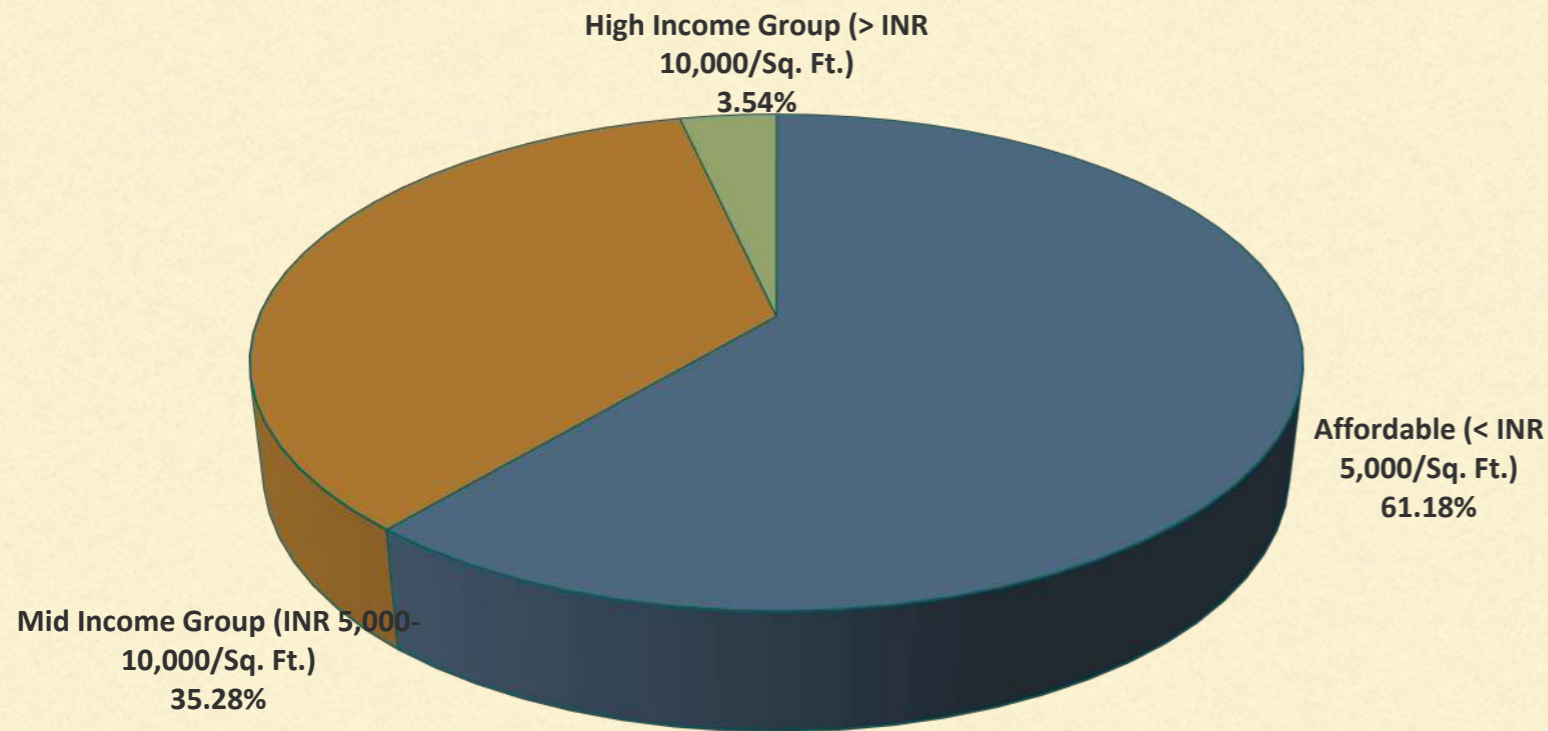
**3** *Projects*  
*(Jodhpur)*





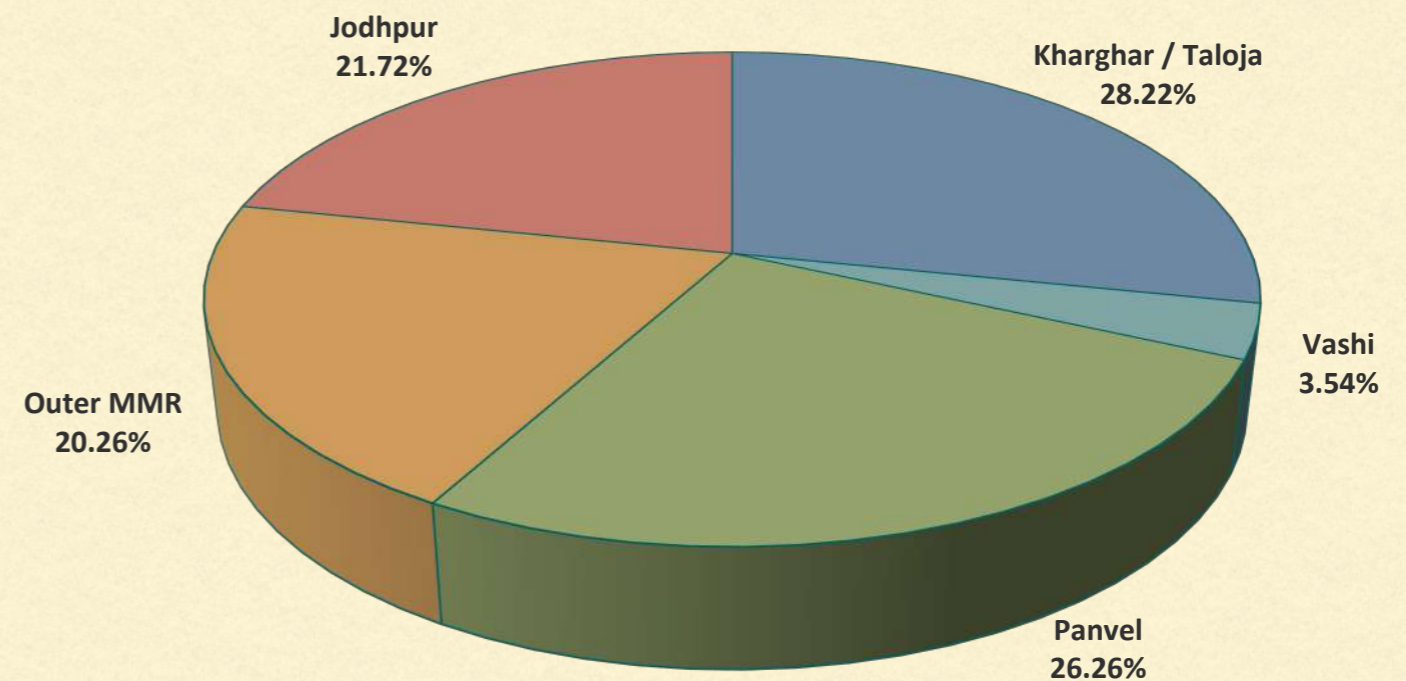
# PORTFOLIO MIX

## Category-wise portfolio mix



*Diversified portfolio mix with focus on affordable and mid income housing*

## Area-wise Portfolio Mix



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



# ONGOING PROJECTS

Project	Location	No. of units	Area (Sq. Ft.)	Category
4Anaika	Taloja	396	2,69,672	Affordable
Aarohi Ph 2	Kalyan-Shil	51	72,381	Mid-Income
Aloki Ph 2 to 6	Karjat	544	3,48,772	Affordable
Aalishan Ph 1 & 2	Kharghar	811	10,01,147	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
<b>Total</b>		<b>4,169</b>	<b>40,56,140</b>	



# FORTHCOMING PROJECTS

Project	Location	Est. Area (Sq. Ft.)	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
Aaradhya	Kalyan Ext.	8,50,000	Affordable
<b>Total</b>		<b>78,47,382</b>	
<b>Grand Total (Ongoing &amp; Forthcoming Projects)</b>		<b>1,19,03,522</b>	



# LAND RESERVES

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Location	Area (Sq.Mtr.)	Est. Area (Sq. Ft.)*
Panvel	52,237	10,40,000

*\*Management estimates subject to plan approvals from regulatory authorities*



# SELECT PROJECT ELEVATIONS

*Arihant Advika, Vashi*



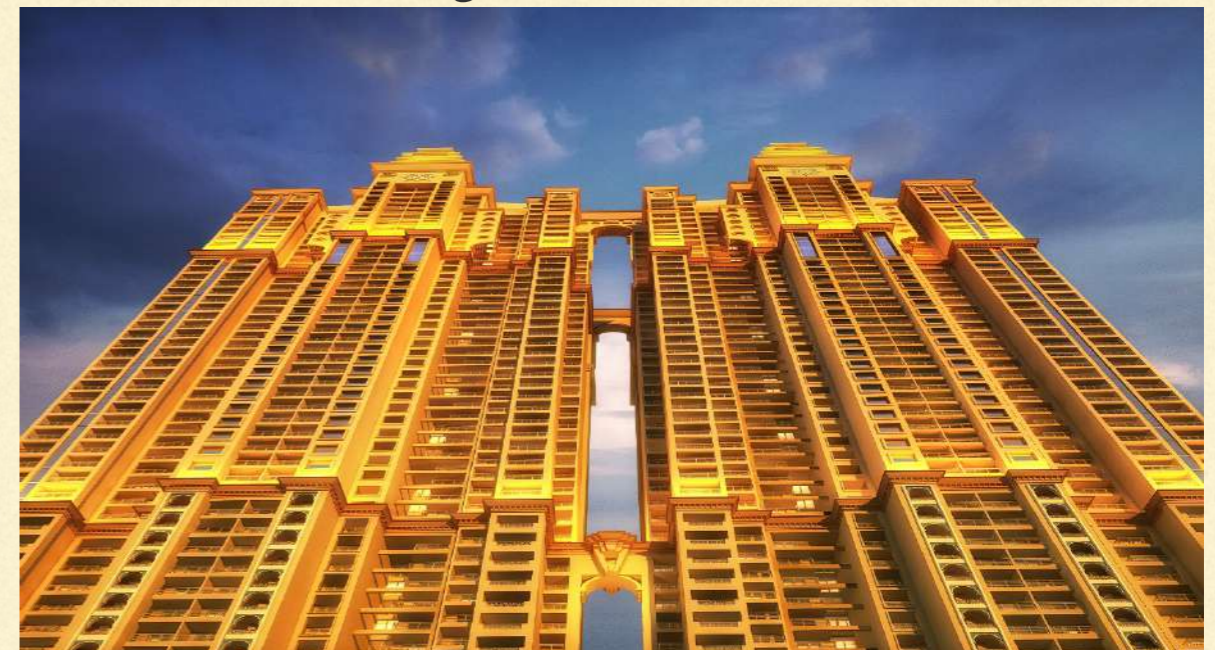
*Arihant Aspire, Panvel*



*Arihant Anaika, Talaja*



*Arihant Aalishan, Kharghar*





# SELECT PROJECT ELEVATIONS

*Arihant Aoki, Karjat*



*Arihant Adita, Jodhpur*



*Arihant Arshiya, Khopdi*



*Arihant Ayati, Jodhpur*





# BOARD OF DIRECTORS

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## Ashok Chhajjer *Promoter, CMD*

- Over 2 decades in the real estate business
- Prior experience ranging from textile, oil refinery to real estate sector
- At Arihant, he oversees corporate strategy, project design and land acquisition functions
- Works relentlessly towards, transparency, corporate governance and stakeholder management

## Nimish Shah *Whole-Time Director*

- A civil engineer with over 19 years experience in construction and related activities
- Actively involved in all the nuances of engineering including Planning and Execution, project estimation, contracts and site organization of projects
- Earlier a government registered contractor in Maharashtra and was also associated with several entities in real estate sector

## Virendra Mittal *Independent Director*

- IIT Alumnus and a fellow chartered engineer
- Vast experience in construction, real estate, power plants, mining and highway projects
- Has been part of leadership team in ITC Ltd, J. K. Synthetics Ltd., Ansal Properties & Industries, Renusagar Power Company Ltd. and Mukand Ltd.

## Chandra Iyengar *Independent Director*

- 1973 batch IAS Officer
- Was Additional Chief Secretary-Home dept. for GOM
- Has led several departments in GOM and GOI, such as Public Health, Industries, Women & Child Development, Higher Education, Finance, etc.

## Raj Narain Bharadwaj, *Independent Director*

- Former Chairman and Managing Director of Life Insurance Corporation of India
- Has vast experience in economics and BFSI
- Former Member of the Securities Appellate Tribunal, Government of India and Ministry of Finance

## Divya Momaya, *Independent Director*

- Practicing Company Secretary and the founder of D S Momaya & Co.
- ~18 years of experience Company Secretarial Practice
- Promoter of MMB Advisors Private Limited which trains and grooms independent directors, women directors and executive directors



# MANAGEMENT TEAM

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## ***Senior Managerial Personnel of the Company and its Subsidiaries***

Deepak Lohia,  
*Chief Financial Officer*

Abhishek Shukla  
*Chief Strategy Officer*

Sangeeta Chhajer  
*Head Post-sales & Operations*

Kapil Sengar  
*VP Sales*

Teji Ghosh  
*VP Marketing & brand  
management*

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

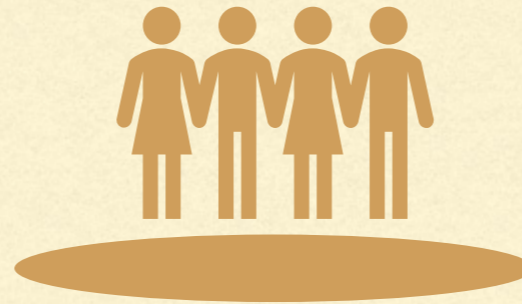


## *ASL engages in sustainable development of Environment, Society and Governance*



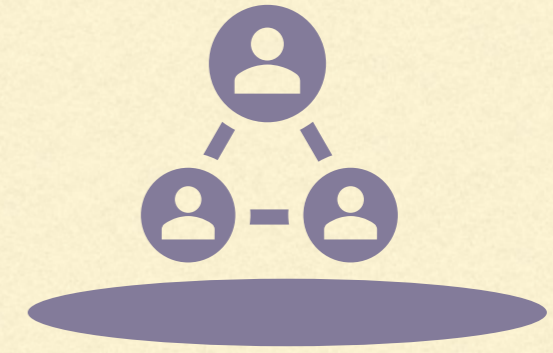
### **Environment**

- Most of our developments have sewage treatment plants, rainwater harvesting, solar power & heating as well as a green cover
- Use of Aerated Autoclave blocks having lower embodied energy and much higher insulation value
- Energy efficient lighting and use of low VOC paints & adhesives
- Our flagship project Arihant Aspire has been pre-certified in the 'Platinum' category by IGBC



### **Social**

- Social development by supporting Rural development projects, rural infrastructure and livelihood enhancement projects
- Disaster management, including relief, rehabilitation and reconstruction activities
- Promoting education, including special education and employment enhancing vocation skills
- Providing Ration to all laborers & their families staying at the sites during the lockdown due to Covid-19



### **Governance**

- The Board inculcates culture of accountability, transparency, and integrity
- The Company has adopted governance framework in accordance with the applicable SEBI Regulations
- 4 out of 6 Board Members are Non-Executive Members and Independent Members



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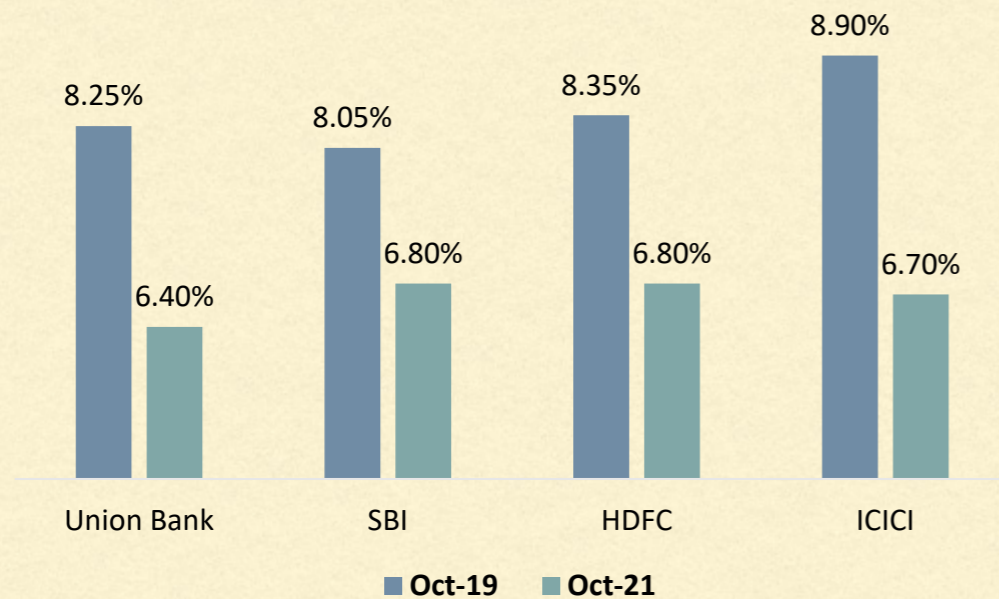
# BUSINESS DRIVERS

The information contained in this section has been derived from the “Market Research in MMR and Jodhpur Report”, which has been commissioned by our Company from Liasis Foras Real Estate Rating and Research Private Limited.

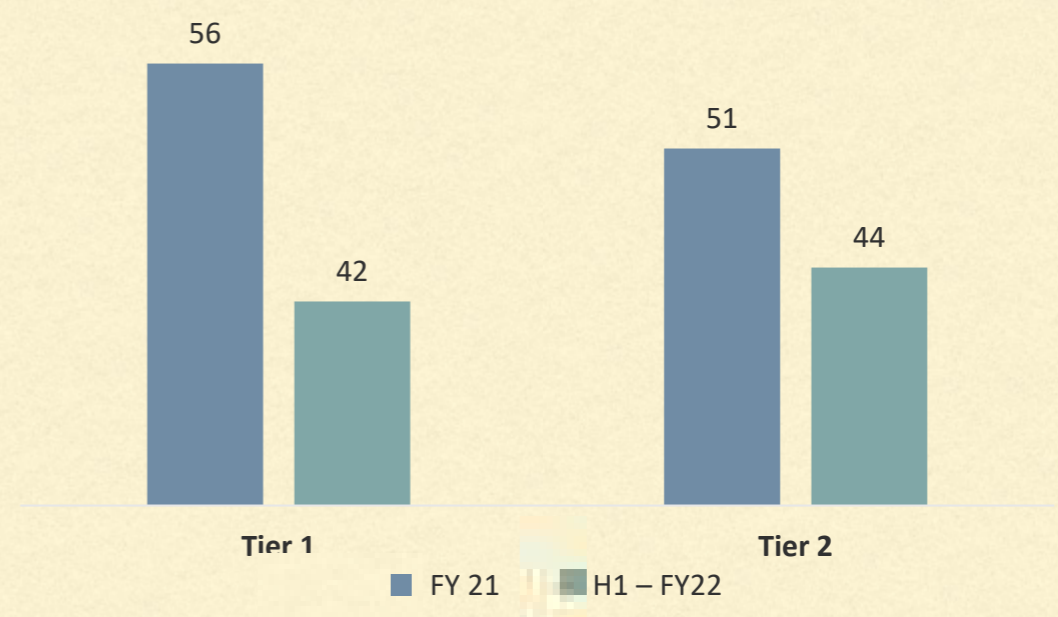


# Real estate sector rejoices on the back of strong macros

Higher affordability due to lower cost of borrowings



Inventory months reduced in last 6 months

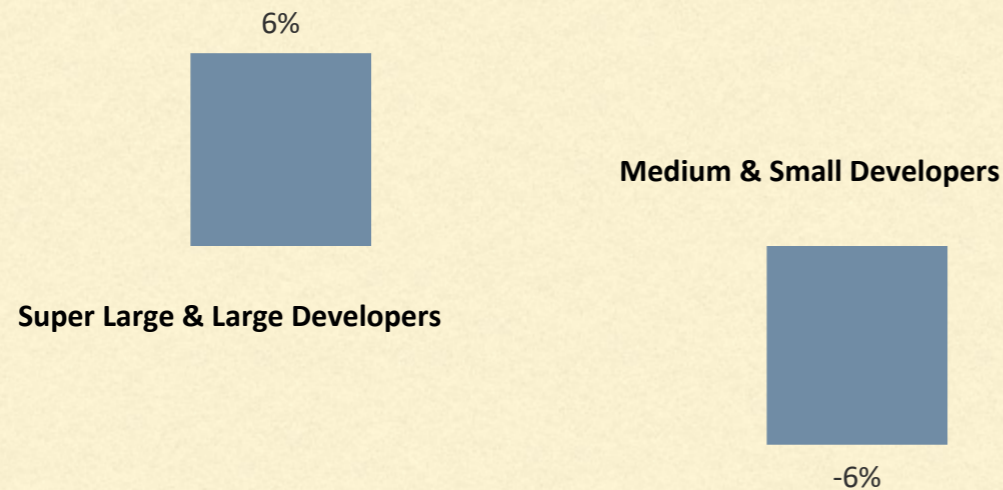


- The housing loan rates in India are at its 15 year lowest
- While there was a dip in the market activity in FY 20-21, the period of FY 21-22 (till date) has witnessed a sharp recovery
- The market has clocked 200 Million Sq. Ft. in six months with new launches of 170 Million Sq. Ft.
- The month-inventory in Tier 1 cities has dropped from 56 months in FY21 to 42 months in H1-FY22
- Inventory in Extended suburbs where ASL operates, has reduced from 59 in FY21 to 47 months in H1-FY22

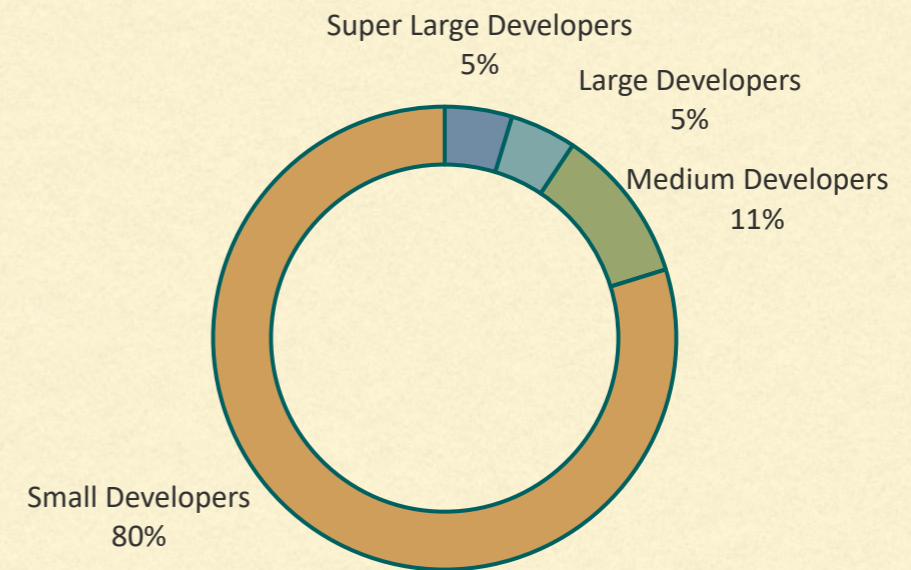


# Real Estate market is broad basing, favoring organized players like ASL

No. of Medium & Small developers reduced in CY20



Immense scope of penetration for larger players



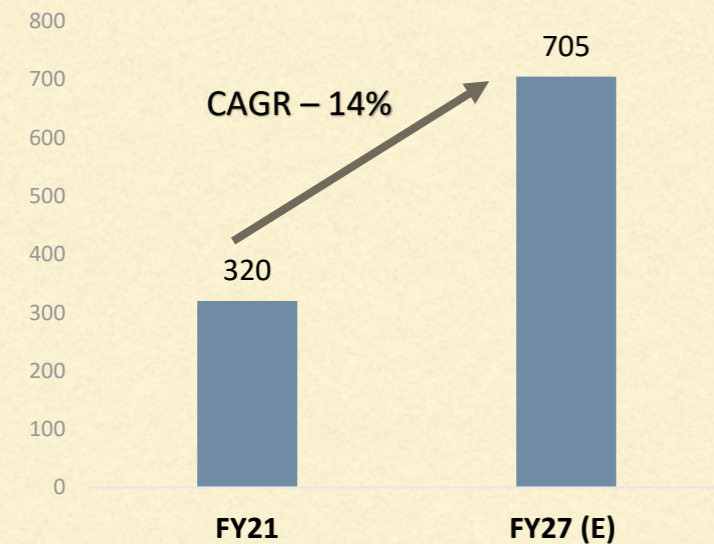
- With implementation of RERA and GST and after effects of Covid 19, the fly-by-night developers are getting wiped out of market
- Smaller developers with poor corporate governance and financial management practices are partnering with large, reputed developers through joint developments and other arrangements
- Arium superstructure is one of the listed established developers having long-standing presence in Navi Mumbai and extended suburbs of MMR



# Affordable segment to outperform: ASL a key player

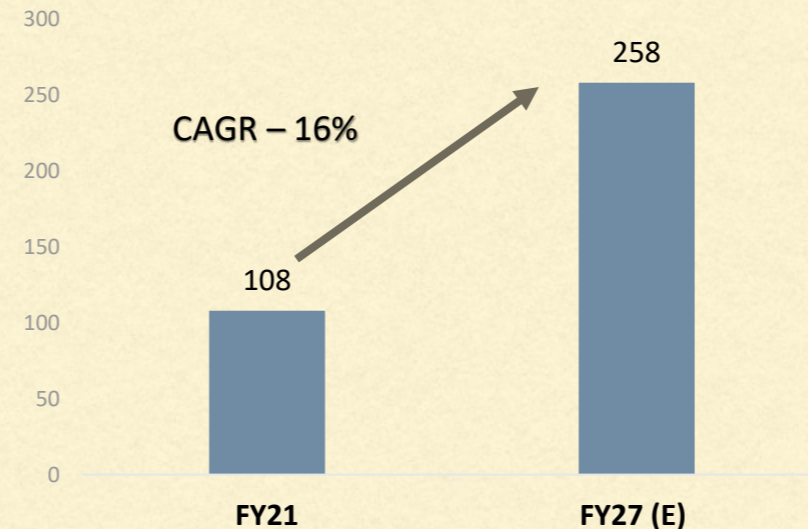
## All India residential sales

Million Sq. Ft.



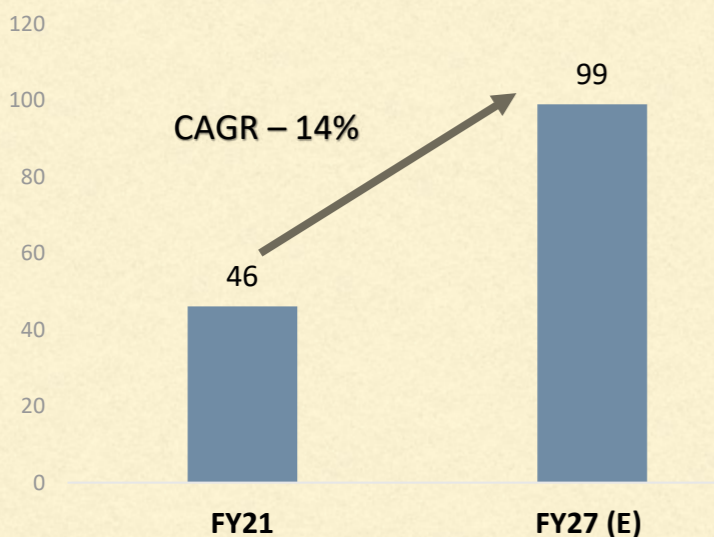
## 30-60L ticket size residential sales

Million Sq. Ft.



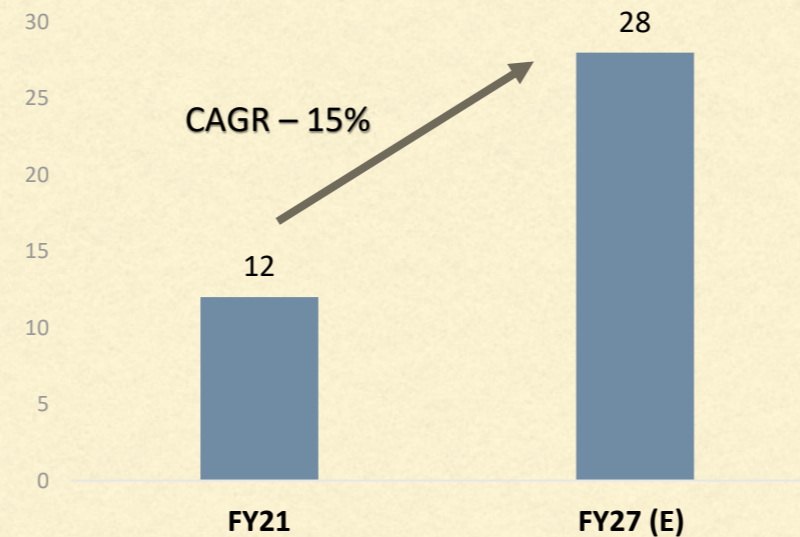
## MMR residential sale

Million Sq. Ft.



## 30-60L ticket size residential sales

Million Sq. Ft.



- MMR Market is estimated to **more than double** by FY27 to absorption volume of 99 Million Sq. Ft.
- 30 to 60 lakh segment expected to grow the fastest
- The share of 30-60 lakh segment has increased in the last four years
- Arianth Group has 34% share of supply in this segment in extended suburb market of MMR



# ASL's long-standing presence in extended suburbs of MMR

Central Extended Suburbs, Navi Mumbai, Panvel, Karjat and Khopoli are the markets in which Arihant Group is present

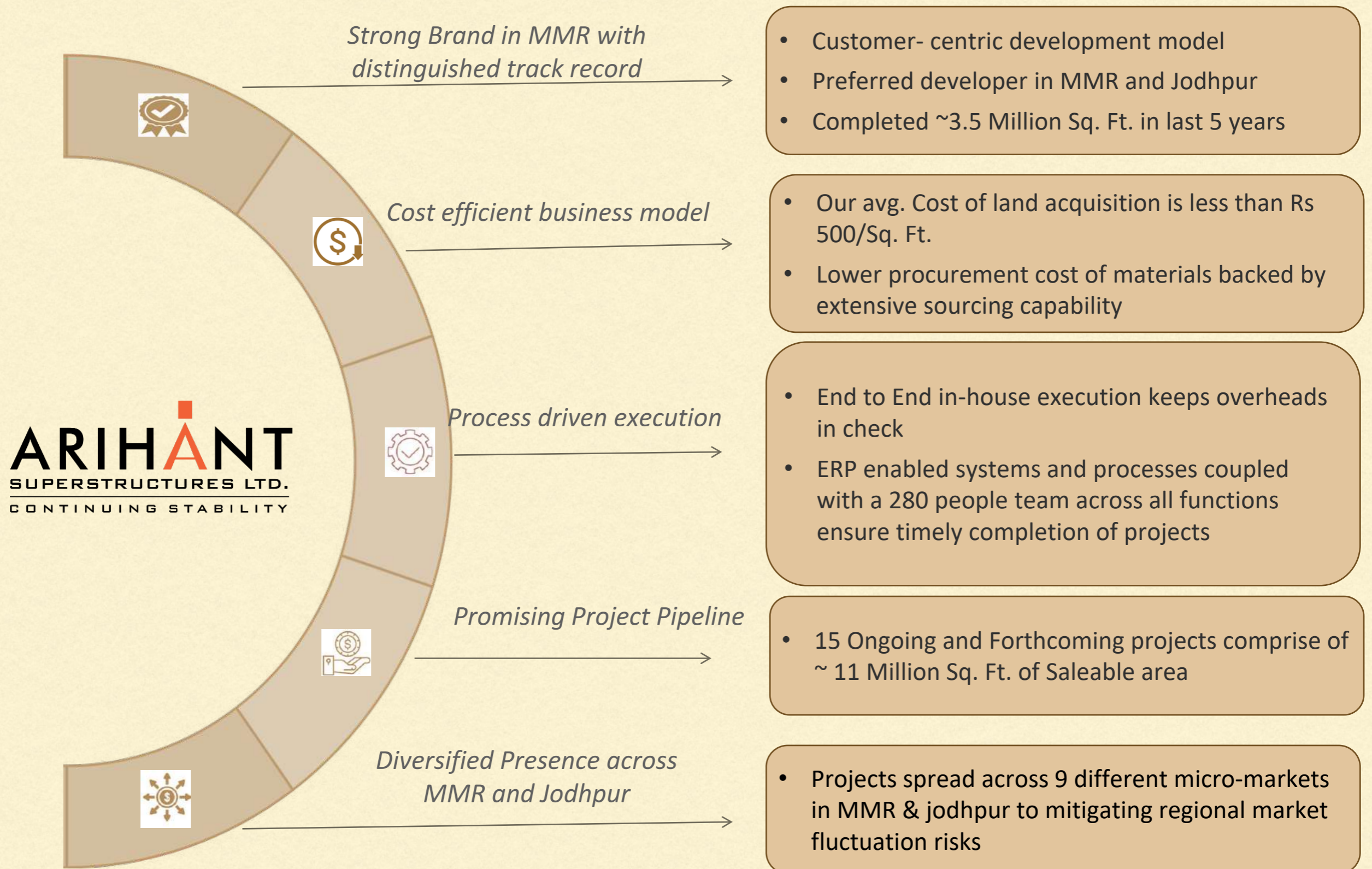
- ASL has 51% share of supply in INR 30 Lacs – 1Cr segment and 58% share of supply in below INR 5,000 per Sq. Ft. segment in extended suburbs of MMR
- These regions contributed 37% to annual MMR residential sales in FY21
- Inventory overhang in extended suburbs is lower at than overall MMR
- ASL has 13% market share in Navi Mumbai as reported in H1-FY22

## ASL's presence in micro markets of MMR

Region	Mkt share of top 10 players in H1- FY22	Mkt share of Arihant group in H1 – FY22
Taloja	69%	51%
Vashi	69%	16%
Karjat	43%	20%
Khopoli	44%	9%
Panvel	47%	4%
Badlapur	48%	5%



# ASL: One of the established real estate player in affordable and mid-income housing segment





# Cost efficiencies ensures high margins despite competitive pricing in affordable housing segment

Continuing to enter into JD, JV or DM arrangement in Mid-income segment

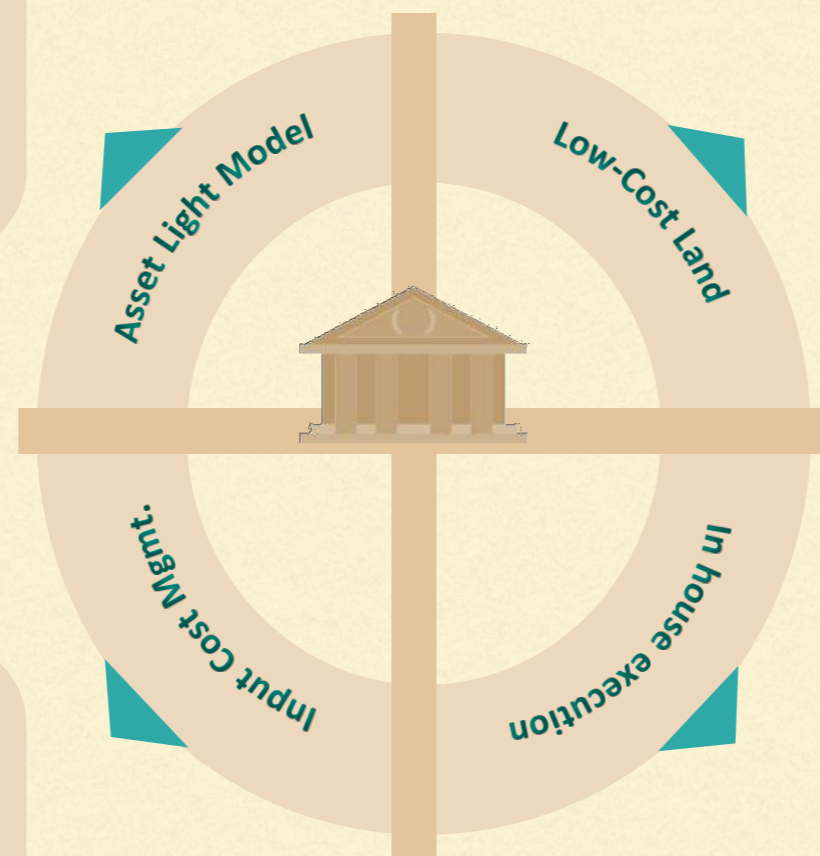
Targeting redevelopment opportunities primarily in Navi Mumbai for High-income housing which presents a huge opportunity after implementation of UDCPR

**33.28% of our Ongoing Projects area is based on an asset-light model**

ASL's procurement & engineering team's has extensive sourcing network

Tie-ups with leading manufacturers of the various ancillary industries

Enables distinguished offerings at competitive cost



Acquire lands on outright basis at low-cost for affordable housing

Reaching out landowners directly rather than acquiring it through land aggregators

**Our avg. Cost of land acquisition is less than Rs 500/Sq. Ft.**

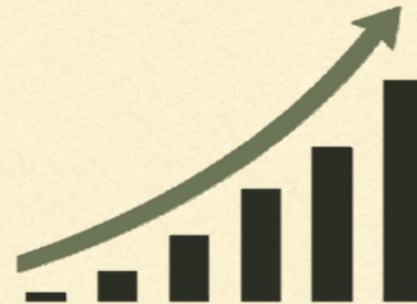
Integrated with capabilities to carry-out projects from initialization to completion through our in-house teams

Inhouse acquisition planning, design, construction, quality assurance team

Reducing overheads and dependency on external firms



# Robust outlook supported by long term growth drivers



## Affordable & Mid-income Segment

- 14 out of 15 projects in this segment
- 96.19% of the project portfolio in affordable & mid-income segment
- Expected to be the largest segment in India in the coming years

## Project Portfolio

- 12 ongoing projects with aggregate saleable area of 4.06 Million Sq. Ft.
- 8 Forthcoming projects (including future phases of ongoing projects) comprising of 7.00 Million Sq. Ft.

## Land Reserves

- In addition, ASL has land reserves of 78,937 square meter
- Majority of Land reserves in Panvel & Bhiwandi
- Arihant group is among the top 5 developers in Panvel

## Joint Development

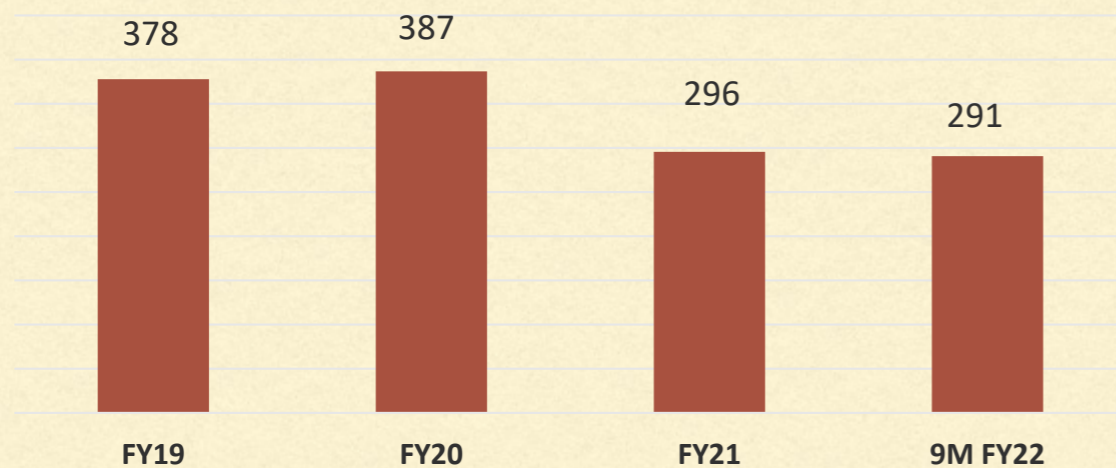
- Looking to expand and develop Land Reserves through JDA / or joint ventures
- Increase market penetration across the various micro-markets in which we operate



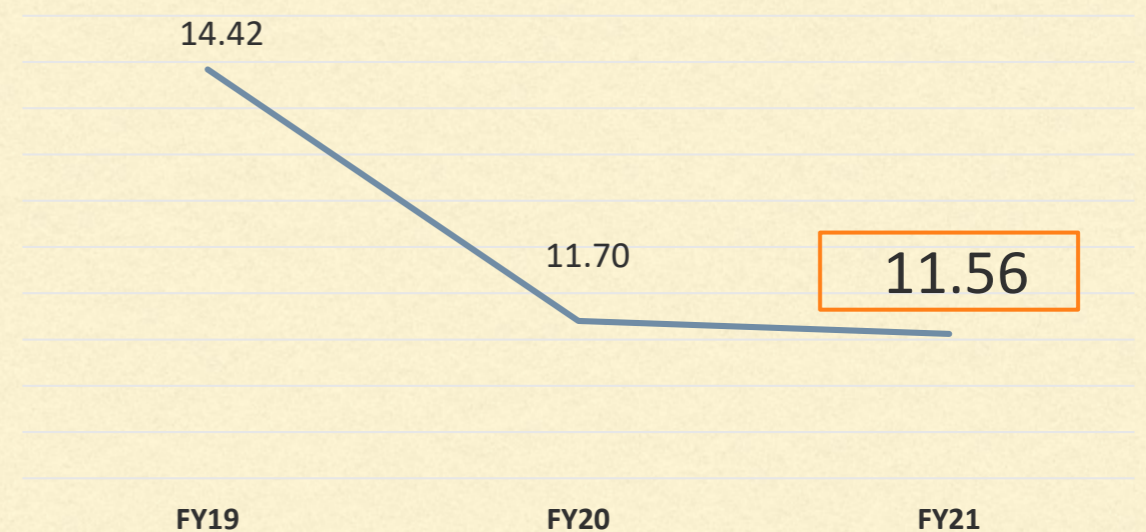
# Strong balance sheet to enable capital efficient growth

- Debt reduced by INR 91 Cr in FY21.
- The weighted average cost of capital reduced from 14.42% in FY19 to 11.56% in FY21
- Further strengthen the balance sheet by raising equity growth capital
- Near term cash flows from unsold inventory of completed and ongoing projects to strengthen financials further
- India Ratings and Research Private Limited has taken a consolidated view of ASL and assigned a Long-Term Issuer Rating of 'IND BBB-' with a Stable Outlook

Consolidated Debt Levels  
(INR Cr)



Weighted Average Cost of Capital (%)





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# CONSTRUCTION PROGRESS



# PROJECT STATUS – AALISHAN (KHARGHAR)

Kaveh



External Painting in progress

Baraz-I

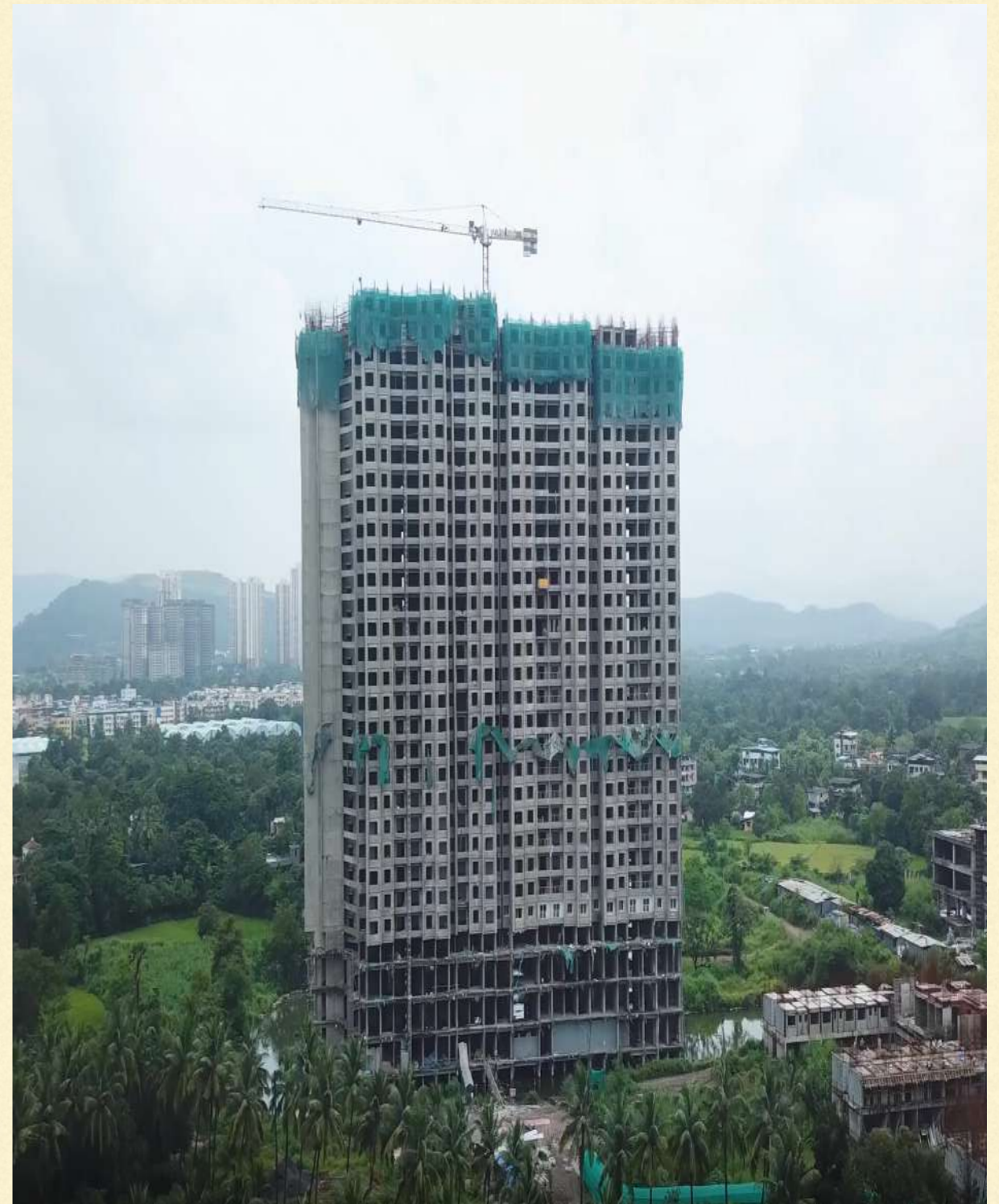


53<sup>rd</sup> floor completed in Baraz I  
Brickwork completed



# PROJECT STATUS – ASPIRE (PANVEL)

Iliana & Hortensia



**38<sup>th</sup> floor completed in Iliana and 36<sup>th</sup> floor completed in Hortensia**



# PROJECT STATUS – ANAIKA (TALOJA)

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# PROJECT STATUS – 3 ANAIKA (TALOJA)

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**Doors & Windows completed in J, K, L & M wings**



# PROJECT STATUS – 4 ANAIKA (TALOJA)

N Wing



O & P Wing



Q Wing



**Block work completed for N, O, P & Q wings**



# PROJECT STATUS – 5 ANAIKA (TALOJA)



Slab work in progress for R & S wing, Plinth work in progress for T wing



# PROJECT STATUS – AMBER



**Flooring & Tiling, Doors & Windows completed**





# PROJECT STATUS – ALOKI

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**Commencement of flooring & tiling in Wing-B2, Commencement of 8<sup>th</sup> slab in A2 & 3<sup>rd</sup> slab in A3**

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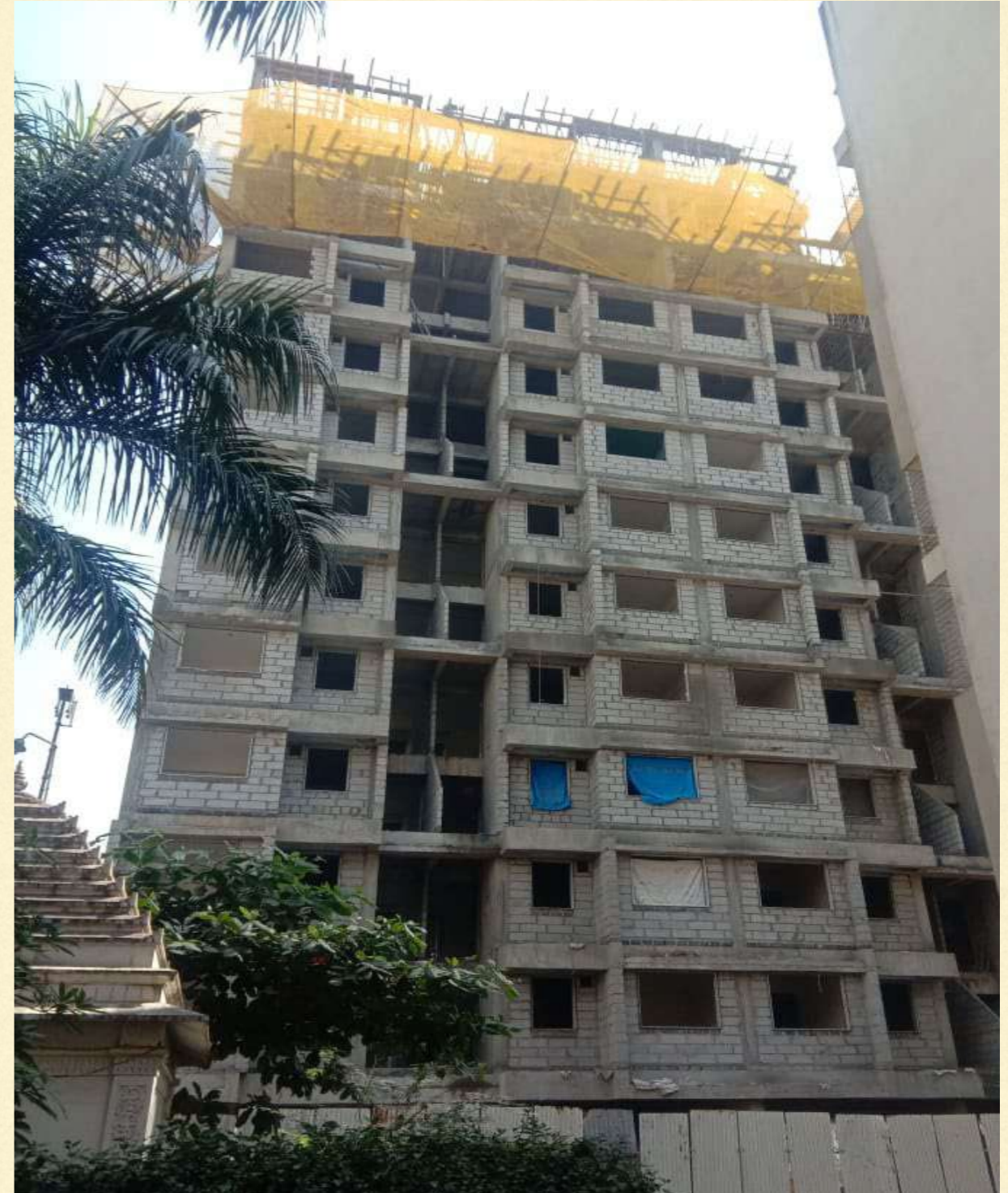
# PROJECT STATUS – AAROHI & ANMOL

**Aarohi, Kalyan-Shil Road**



**Flooring, tiling, kitchen works in progress**

**Anmol, Badlapur**



**RCC work up to 12<sup>th</sup> slab level completed**



# PROJECT STATUS – ANCHAL (JODHPUR)



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

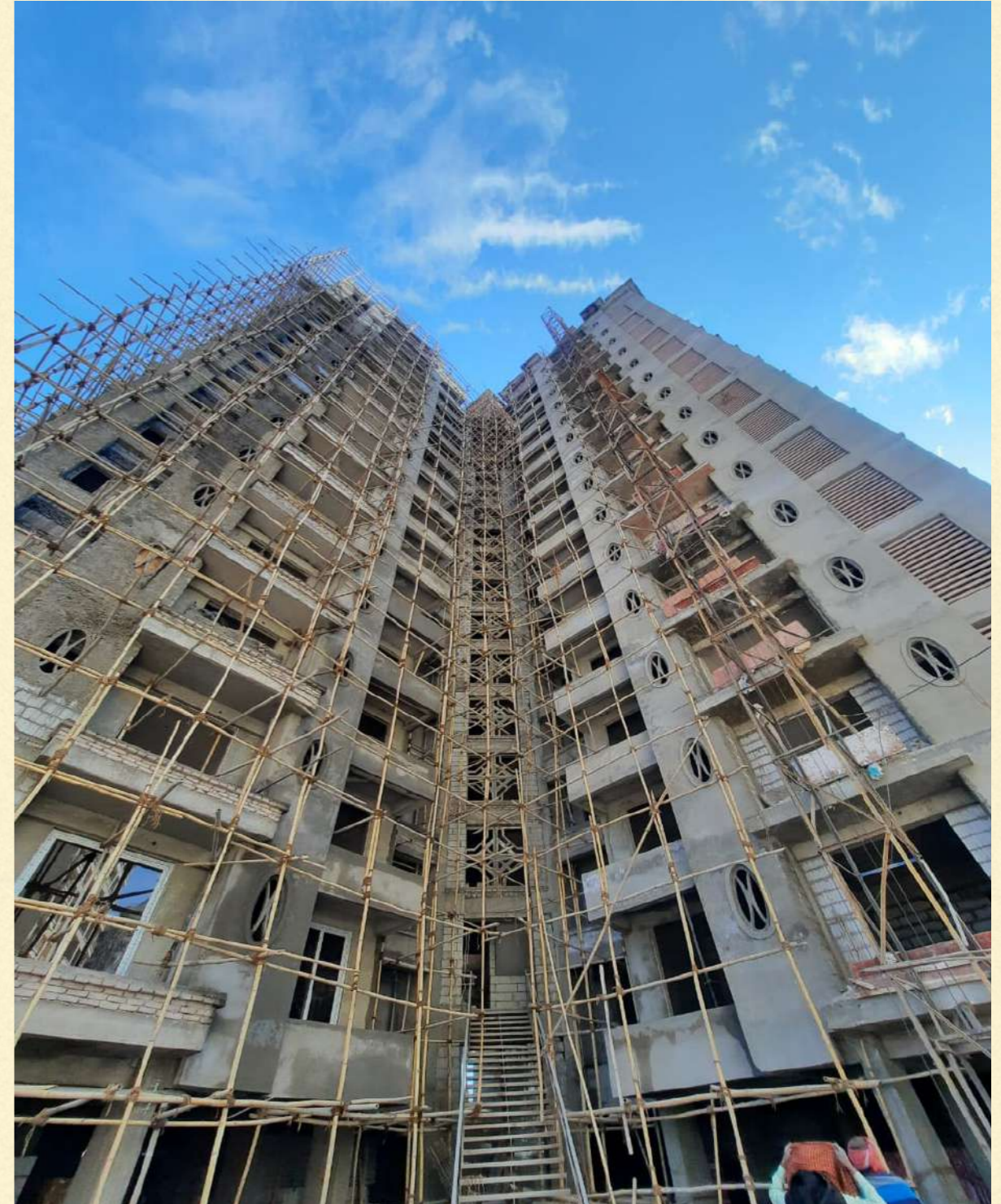
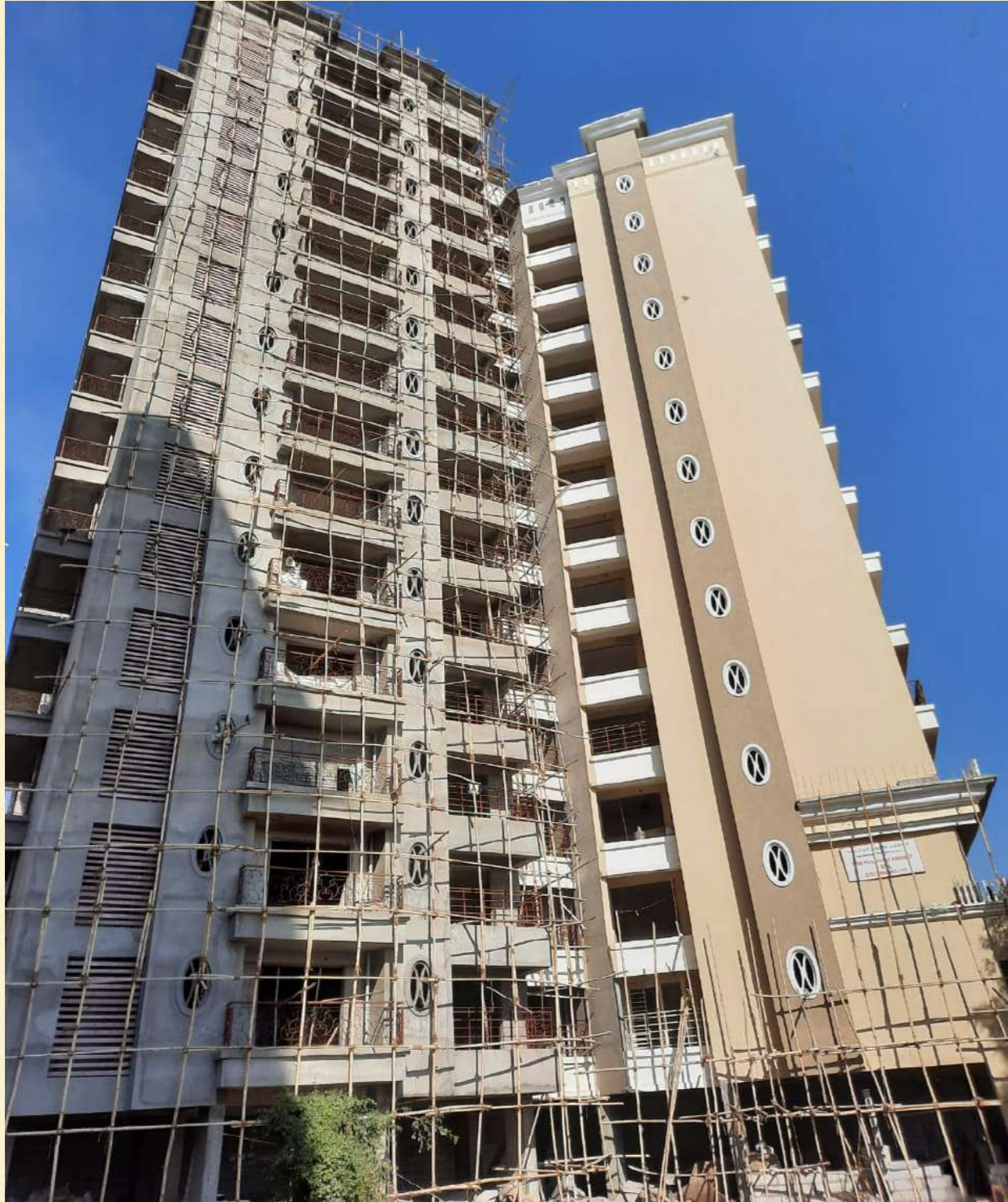


# PROJECT STATUS – ANCHAL (JODHPUR)





# PROJECT STATUS – ADITA (JODHPUR)



**15<sup>th</sup> Slab completed**



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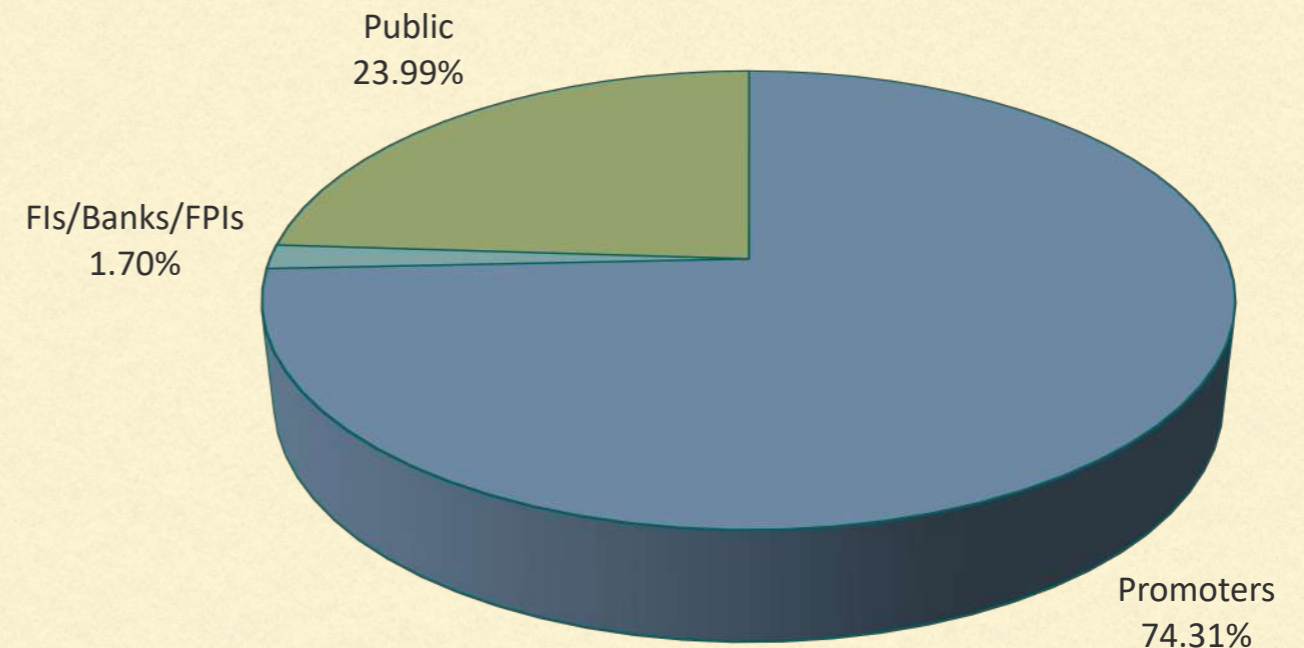
# FINANCIAL SNAPSHOT



# CAPITAL MARKET DATA

BSE Scrip Code	506194
NSE Trading Symbol	ARIHANTSUP
Bloomberg Code	ARSU:IN
GICS Sector	Real Estate
Market Cap as on 21 <sup>st</sup> Jan 2022	INR 734.3 Cr.
52 Week High	INR 204.5
52 Week Low	INR 32.6

Shareholding Pattern  
(As on December 31, 2021)





# CONSOLIDATED INCOME STATEMENT

Particulars (INR Cr)	FY19	FY20	FY21	9M FY22
<b>Total Revenue</b>	<b>242.2</b>	<b>237.6</b>	<b>272.3</b>	<b>261.7</b>
Cost of Construction, Land & Development	195.5	119.2	149.2	185.4
Changes in Inventories	(51.1)	33.6	33.4	(22.5)
Employee Benefits Expense	13.8	12.1	11.9	11.74
Other Expenses	27.1	25.1	27.6	33.1
Total Expenses	185.3	190.0	222.1	207.7
<b>EBITDA</b>	<b>56.9</b>	<b>47.6</b>	<b>50.2</b>	<b>54.0</b>
Depreciation	1.9	2.0	2.0	1.3
Interest & Finance Charges	32.3	30.0	28.1	15.8
PBT	22.7	15.6	20.0	36.9
Total Taxes	4.4	4.5	4.3	5.4
<b>PAT</b>	<b>18.3</b>	<b>11.0</b>	<b>15.7</b>	<b>31.5</b>
Less: Non-controlling Interest	4.7	5.4	4.5	(0.5)
<b>Net Profit (after Non-controlling Interest)</b>	<b>13.6</b>	<b>5.6</b>	<b>11.2</b>	<b>32.0</b>
EPS (Basic) (Rs)	3.32	1.37	2.71	7.77



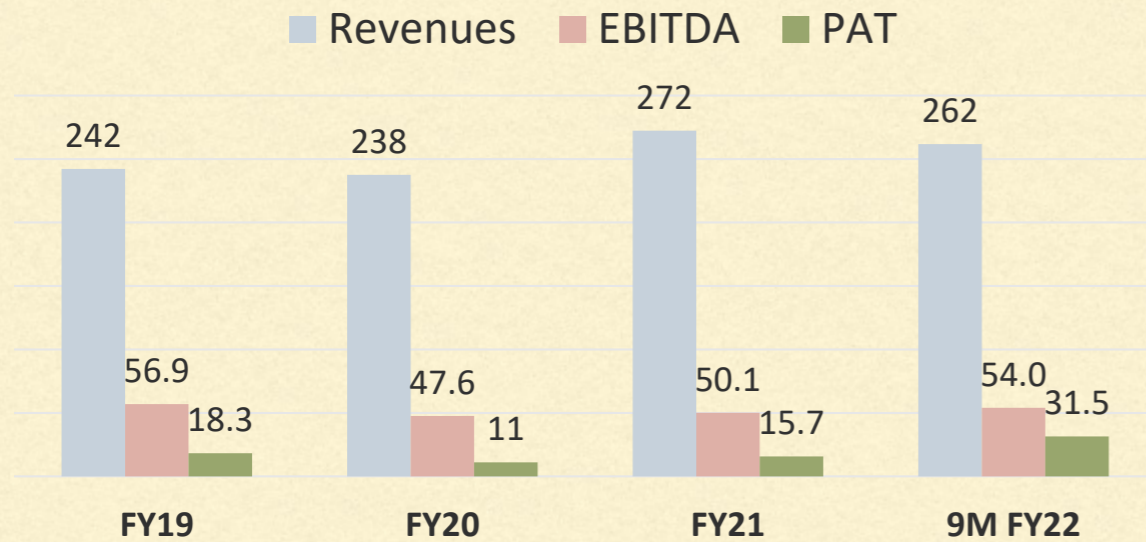
# CONSOLIDATED BALANCE SHEET

<b>Equity and Liabilities (INR Cr)</b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>	<b>9M FY22</b>
Share Capital	41.2	41.2	41.2	41.2
Reserves and Surplus	80.7	85.6	97.5	127.8
Non-Controlling Interest	13.9	20.0	24.6	24.7
<b>Total Equity</b>	<b>135.7</b>	<b>146.8</b>	<b>163.3</b>	<b>193.7</b>
Long Term Borrowings	237.7	316.9	249.9	242.5
Short Term Borrowings	140.1	69.8	45.6	48.2
Trade Payables	40.4	63.0	52.8	50.6
Advance from Customers	143.8	144.5	170.0	218.9
Other Liabilities & provisions	31.4	6.6	7.2	7.7
<b>Total Liabilities</b>	<b>729.1</b>	<b>747.6</b>	<b>688.9</b>	<b>761.6</b>
<b>Assets</b>	<b>FY19</b>	<b>FY20</b>	<b>FY21</b>	<b>9M FY22</b>
Fixed Assets	10.5	9.5	8.9	8.0
Investment in Property	1.5	9.8	11.4	11.4
Other Financial Assets	40.2	47.3	31.7	32.2
Other Non-current Assets	0.1	0.1	0.2	0.1
<b>Total Non-current Assets</b>	<b>52.3</b>	<b>66.7</b>	<b>52.2</b>	<b>51.7</b>
Inventories	421.7	388.1	354.7	377.2
Trade Receivables	28.3	35.1	26.0	40.0
Cash and Cash Equivalents	14.9	11.5	12.0	9.6
Loans & Other Financial Assets (current)	28.9	23.2	4.9	12.3
Land	155.1	189.8	199.8	231.1
Other Assets	27.9	33.2	39.3	39.7
<b>Total Assets</b>	<b>729.1</b>	<b>747.6</b>	<b>688.9</b>	<b>761.6</b>

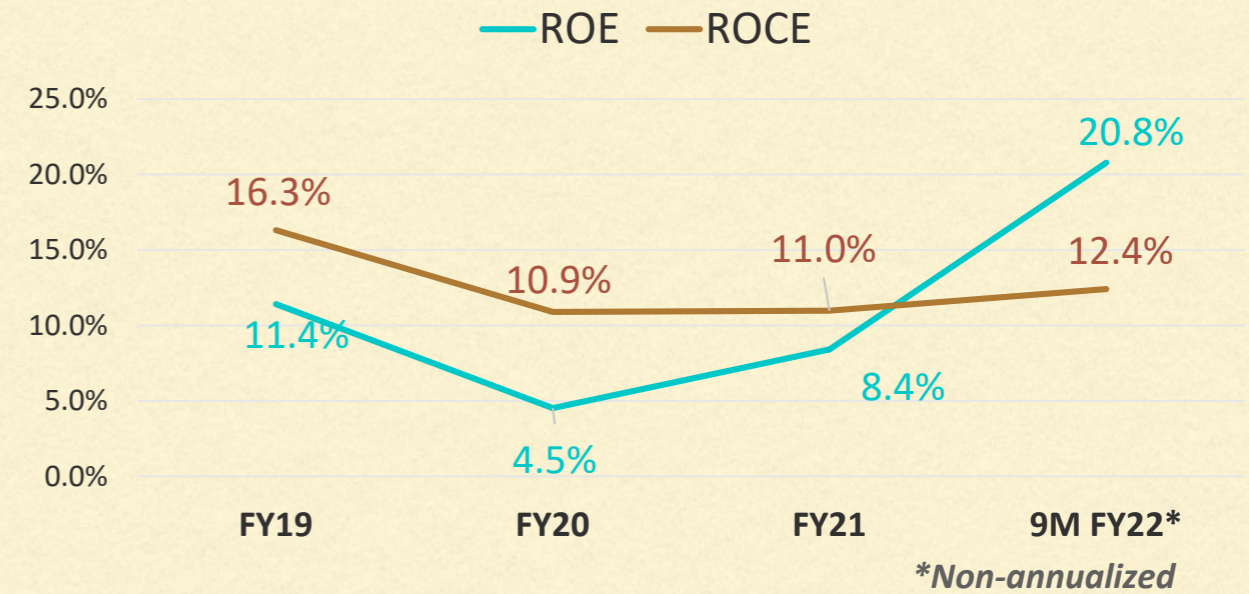


# FINANCIAL PERFORMANCE

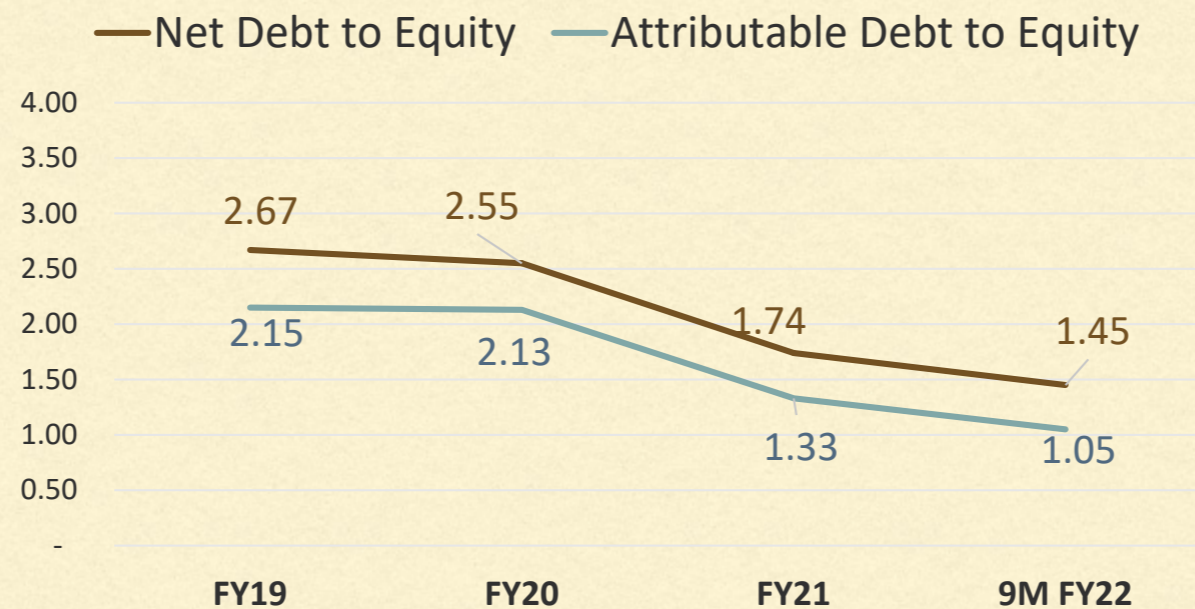
## Income Statement (INR Cr)



## Return Ratios



## Debt to Equity





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# Thank you!

*For further information please contact:*

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