



CONTINUING STABILITY

**ARIHANT**  
SUPERSTRUCTURES LTD.  
CONTINUING STABILITY

14<sup>th</sup> August, 2019

<b>Corporate Relations Department</b> <b>BSE Limited</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001  Scrip Code: 506194 Class of Security: Equity	<b>Listing Compliance Department</b> <b>National Stock Exchange of India Limited</b> Exchange Plaza, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai - 400 051  Symbol: ARIHANTSUP Series: EQ
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Sir/Madam,

**Sub: Earning Presentation of the Financial Results for the Quarter ended 30<sup>th</sup> June, 2019:**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find the attached Earning Presentation of the Financial Results for the Quarter ended 30<sup>th</sup> June, 2019.

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

Thanking You

Yours Faithfully

**For Arihant Superstructures Limited**

*Mehta*

**Pradeep Mehta**  
Chief Financial Officer



Enclosed: a/a

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## **EARNINGS PRESENTATION**

Aug 2019

NSE : ARIHANTSUP  
BSE : 506194  
BLOOMBERG : ARSU:IN

ASL believes REAL ESTATE is a retail product with a flavour of an Asset Class.

# Cautionary Statement and Disclaimer

*The views expressed here may contain information derived from publicly available sources that have not been independently verified.*

*No representation or warranty is made as to the accuracy, completeness, reasonableness or reliability of this information.*

*Any forward looking information in this presentation including, without limitation, any tables, charts and/or graphs, has been prepared on the basis of a number of assumptions which may prove to be incorrect.*

*This presentation should not be relied upon as a recommendation or forecast by Arihant Superstructures Limited and any of their subsidiaries and cannot be relied upon as a guide to future performance.*

*This presentation contains 'forward-looking statements' – that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance, and often contain words such as 'expects,' 'anticipates,' 'intends,' 'plans,' 'believes,' 'seeks,' or 'will.'*

*Forward-looking statements by their nature address matters that are, to different degrees, uncertain. These uncertainties may cause our actual future results to be materially different than those expressed in our forward-looking statements. We do not undertake to update our forward-looking statements. We caution you that reliance on any forward-looking statement involves risk and uncertainties, and that, although we believe that the assumption on which our forward-looking statements are based are reasonable, any of those assumptions could prove to be inaccurate and, as a result, the forward-looking statement based on those assumptions could be materially incorrect.*

*This presentation is not intended, and does not, constitute or form part of any offer, invitation or the solicitation of an offer to purchase, otherwise acquire, subscribe for, sell or otherwise dispose of, any securities in Arihant Superstructures Limited or any other invitation or inducement to engage in investment activities, nor shall this presentation (or any part of it) nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision.*

*The data is as of 30<sup>th</sup> June, 2019*

## Company Profile

1. A leading real estate company focused on Affordable Luxury Segment
2. Strong execution track record of project completion
3. Strong brand recognition in high growth markets of Navi Mumbai – MMR and Jodhpur
4. Fully paid up land bank for projects to be executed in the next ten years

### On Going Projects

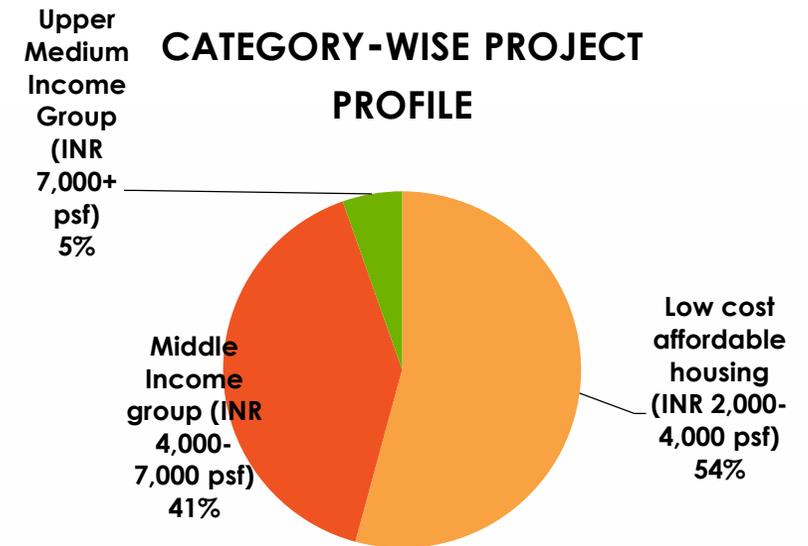
**13,500+ Homes**  
under construction



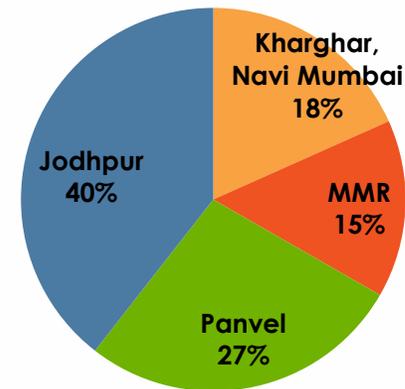
**13.7+ mn sq.ft.**  
under development



**17 Landmark projects**  
under execution



### AREA WISE PROJECT PORTFOLIO





## Consolidated Financial Highlights for Q1FY20 Vs. Q1FY19

1. Revenue increased by 33% from INR 439.40 Mn to INR 582.60 Mn.
2. EBITDA decreased from INR 153.17 Mn to INR 109.43 Mn.
3. PBT decreased from INR 64.54 Mn to INR 25.53 Mn.
4. PAT decreased from INR 55.59 Mn to INR 15.26 Mn.

## Consolidated Financial Highlights for Q1FY20 Vs. Q4FY19

1. Revenue decreased from INR 685.81 Mn to INR 582.60 Mn.
2. EBITDA decreased from INR 140.47 Mn to INR 109.43 Mn.
3. PBT decreased from INR 49.60 Mn to INR 25.53 Mn.
4. PAT decreased from INR 35.27 Mn. to INR 15.26 Mn.



## Performance Highlights Q1 FY20

### Sales Highlights

<b>PARTICULARS</b>	<b>UNITS</b>	<b>Area Sold (Sq Ft)</b>	<b>VALUE (INR) Mn</b>
<b>Navi Mumbai - MMR</b>	<b>167</b>	<b>155,906</b>	<b>725.3</b>
<b>Jodhpur</b>	<b>11</b>	<b>15,155</b>	<b>46.54</b>
<b>Total</b>	<b>178</b>	<b>171,061</b>	<b>771.9</b>

## Project Design



<b>Project</b>	Arihant Anaika	<b>Saleable area in sqft</b>	0.4 mn
<b>Location</b>	Taloja Near Kharghar	<b>Phases</b>	two
<b>Project Type</b>	Stilt + 4 storied 1, 2 & 3 BHK apartments 455 Units, 17 Bldgs		

## Current Status

### Phase 2, C block



### Phase 2, H block



### Phase 2, I block



### Phase 2, Club House

## Project Design



## Current Status



J block



K block



L block

<b>Project</b>	Arihant 3 Anaika	<b>Saleable area in sqft</b>	0.18 mn
<b>Project Type</b>	Stilt + 4 storied 1 & 2 BHK apartments 264 Units, Bldgs	<b>Location</b>	Taloja II Near Kharghar



**Pre  
Certified  
Platinum  
IGBC**

**Project Design**



**Current Status**

**Ilina**

<b>Project</b>	Arihant Aspire	<b>Saleable area in sqft</b>	3.12 mn
<b>Location</b>	Panvel	<b>Phases</b>	two
<b>Project Type</b>	Stilt +Parking +42 storied, Studio/ 2 BHK 2715 units, 8 buildings		

**Clubhouse – 2<sup>nd</sup> floor start**

**Hortensia**



Project Design



Baraz1 23rd Slab



Current Status

Kaveh 37<sup>th</sup> Slab



<b>Project</b>	Arihant Clan Aalishan	<b>Saleable area in sqft</b>	1.27 mn
<b>Location</b>	Kharghar Annex	<b>Phases</b>	two
<b>Project Type</b>	Big-sized studio, 2, 3 & 4 BHK residences, 955 units 53 Storeyed towers with Persian Architecture	<b>3 Magnificent towers - Zeenat, Baraz &amp; Kaveh</b>	

## Project Design



## Current Status



<b>Project</b>	Arihant Aanchal	<b>Saleable area in sqft</b>	2.1 mn
<b>Location</b>	Jodhpur	<b>Phases</b>	five
<b>Project Type</b>	G+7, 2324 Units		

# Consolidated Income Statement

Amount in INR Mn except as stated

Particulars	Q1 FY20	Q1 FY19	Y-O-Y Change	Q4 FY19	Q-O-Q Change
Total Revenue	582.60	439.40	<b>33%</b>	685.81	<b>-15%</b>
Total Operating Expenses	473.17	286.23	<b>65%</b>	545.34	<b>-13%</b>
EBITDA	109.43	153.17	<b>-29%</b>	140.47	<b>-22%</b>
EBITDA Margin (%)	18.78	34.86	<b>-16.07</b>	20.48	<b>-1.70</b>
Interest	79.15	84.09	<b>-6%</b>	86.21	<b>-8.2%</b>
Depreciation	4.74	4.53	<b>5%</b>	4.66	<b>2%</b>
PBT	25.53	64.54	<b>-60%</b>	49.60	<b>-49%</b>
Tax	10.27	8.95	<b>15%</b>	14.33	<b>-28%</b>
PAT	15.26	55.59	<b>-73%</b>	35.27	<b>-57%</b>
PAT Margin (%)	2.62	12.65	<b>-10.03</b>	5.14	<b>-2.52</b>
Minority Interest	11.24	15.44	<b>-27%</b>	13.72	<b>-18%</b>
Attributable PAT	4.03	40.15	<b>-90%</b>	21.55	<b>-81%</b>
EPS (Rs)	0.10	0.98	<b>-90%</b>	0.52	<b>-81%</b>

# Consolidated FY 19 Income Statement



<b>INR Mn</b> (except as stated)	<b>FY19</b>	<b>FY18</b>	<b>Y-O-Y Change</b>
Total Revenue	2422.09	1892.52	28%
Total Expenditure	1852.61	1507.61	23%
EBITDA	569.48	384.91	48%
EBITDA Margin (%)	23.51	20.34	3.17
Interest	323.65	150.10	116%
Depreciation	18.60	13.36	39%
PBT	227.23	221.45	3%
Tax	43.96	74.96	-41%
PAT	183.27	146.49	25%
PAT Margin (%)	7.57	7.74	-0.17
Minority Interest	46.71	20.83	124%
Attributable PAT	136.56	125.66	9%

# Project Status - MUMBAI



Project	Location	Total Area with Common Area	Area Sold (SqFt)	% Area Sold	Total Units	Units Sold	Units Unsold	% Units Sold	Project Completion %	Average Rate	Estimated Value of Unsold Area	ATS* Value (in Mn)	Amount Received (in Mn)	Bal ATS Receivable (in MN)
<b>COMPLETED PROJECTS</b>														
Arihant Arshiya - I	Khopoli	358,718	284,172	79%	522	420	102	80%	100%	3,086	242	877	806	71
Arihant Aarohi - I	Thane Shil Road	211,602	207,584	98%	223	219	4	98%	100%	4,960	20	1,030	969	60
Arihant Anshula	Taloja (Nr Kharghar)	513,110	324,688	63%	510	341	169	67%	100%	4,063	773	1,319	1,095	224
Arihant Amisha - I	Taloja	134,960	123,130	91%	176	163	13	93%	100%	3,406	42	419	394	26
Arihant Anaika - I	Taloja (Nr Kharghar)	201,289	164,317	82%	188	156	32	83%	100%	4,075	152	670	611	59
<b>ONGOING PROJECTS</b>														
Arihant Anaika - II	Taloja (Nr Kharghar)	201,016	191,409	95%	267	255	12	96%	61%	4,083	39	782	629	152
Arihant Arshiya - II	Khopoli	148,052	108,929	74%	251	184	67	73%	99%	3,157	127	344	277	67
Arihant Arshiya - III	Khopoli	62,520	28,850	46%	68	33	35	49%	93%	3,476	118	100	52	48
Arihant Anmol - III	Badlapur	193,861	120,162	62%	238	155	83	65%	64%	3,374	243	405	318	87
Arihant Amber	Taloja (Nr Kharghar)	47,124	37,210	79%	71	56	15	79%	15%	4,023	41	150	29	120
Arihant Aarohi - II	Thane Shil Road	53,751	13,087	24%	38	10	28	26%	0%	4,812	196	63	9	54
Arihant Aspire - I	Panvel	1,245,783	320,868	26%	1,083	302	781	28%	18%	5,541	6,474	1,778	539	1,239
<b>ONGOING PROJECTS - JV</b>														
Arihant Aalishan - I	Kharghar	458,608	215,044	47%	389	187	202	48%	22%	7,887	2,022	1,696	709	987
Arihant Alok - I	Karjat	109,884	59,188	54%	113	62	51	55%	93%	3,350	167	198	164	34
Arihant Alok - II	Karjat	82,727	20,259	24%	90	28	62	31%	9%	3,336	206	68	19	49
Arihant Alok - III	Karjat	160,886	-	0%	225	-	225	0%	0%	3,300	531	-	-	-
<b>ONGOING PROJECTS - DEVELOPMENT MANAGEMENT MODEL</b>														
Arihant 3Anaika	Taloja (Nr Kharghar)	182,286	142,445	78%	264	201	63	76%	25%	4,388	175	625	254	371
<b>Subtotal MUMBAI</b>		<b>4,366,177</b>	<b>2,361,342</b>		<b>4,716</b>	<b>2,772</b>	<b>1,944</b>			<b>4,456</b>	<b>11,568</b>	<b>10,523</b>	<b>6,874</b>	<b>3,649</b>
<b>FUTURE PROJECTS</b>														
Arihant Arshiya - IV	Khopoli	908,342	-	0%	1,608	-	1,608	0%	0%	-	-	-	-	-
Arihant Aspire - II	Panvel	1,177,812	-	0%	1,111	-	1,111	0%	0%	-	-	-	-	-
Arihant Aspire - III	Panvel	729,274	-	0%	982	-	982	0%	0%	-	-	-	-	-
Arihant Amisha - II	Taloja	266,000	-	0%	377	-	377	0%	0%	-	-	-	-	-
Arihant Anamika	Vashi	360,464	-	0%	-	-	-	0%	0%	-	-	-	-	-
<b>FUTURE PROJECTS - JV/DM</b>														
Arihant Aalishan - II	Kharghar	512,855	-	0%	336	-	336	0%	0%	-	-	-	-	-
Arihant Alok - IV	Karjat	39,967	-	0%	-	-	-	0%	0%	-	-	-	-	-
<b>Grand Total MUMBAI</b>		<b>8,360,891</b>	<b>2,361,342</b>											

\*ATS = Agreement to Sale

# Project Status - JODHPUR



	Project	Location	Total Area with Common Area	Area Sold (SqFt)	% Area Sold	Total Units	Units Sold	Units Unsold	% Units Sold	Project Completion %	Average Rate	Estimated Value of Unsold Area	ATS* Value (in Mn)	Amount Received (in Mn)	Bal ATS Receivable (in MN)
	<b>COMPLETED PROJECTS</b>														
	Arihant Adita - I	Jodhpur	506,941	480,373	95%	408	383	25	94%	100%	2,327	80	1,118	1,067	51
	Arihant Adita - II	Jodhpur	180,330	119,500	66%	164	109	55	66%	100%	2,672	182	319	286	33
	Arihant Adita - III	Jodhpur	187,875	154,545	82%	165	137	28	83%	100%	2,719	100	420	380	41
	Arihant Ayati	Jodhpur	211,168	109,352	52%	80	40	40	50%	100%	4,160	428	455	427	28
	<b>ONGOING PROJECTS</b>														
	Arihant Adita - IV	Jodhpur	133,920	39,470	29%	82	24	58	29%	29%	2,719	283	107	24	84
	Arihant Aangan	Jodhpur	45,600	31,540	69%	121	84	37	69%	58%	2,180	31	69	49	19
	Arihant Aanchal - I	Jodhpur	478,800	327,600	68%	532	364	168	68%	41%	2,153	348	705	485	220
	<b>Subtotal JODHPUR</b>		<b>1,744,634</b>	<b>1,262,380</b>		<b>1,552</b>	<b>1,141</b>	<b>411</b>	<b>74%</b>		<b>2,530</b>	<b>1,452</b>	<b>3,194</b>	<b>2,718</b>	<b>476</b>
	<b>FUTURE PROJECTS</b>														
	Arihant Adita - V	Jodhpur	299,070	10,970	4%	236	9	227	4%	0%	2,250	648	25	1	24
	Arihant Ashray	Jodhpur	39,000	-	0%	123	-	123	0%	0%	-	-	-	-	-
	Arihant Aanchal - II	Jodhpur	226,800	26,100	12%	252	29	223	12%	2%	1,982	462	52	9	42
	Arihant Aanchal - III	Jodhpur	1,436,400	-	0%	1,540	-	1,540	0%	0%	-	-	-	-	-
	Arihant Aakarshan	Jodhpur	1,668,800	-	0%	825	-	825	0%	0%	-	-	-	-	-
	<b>GRAND TOTAL JODHPUR</b>		<b>5,414,704</b>	<b>1,299,450</b>											
	<b>GRAND TOTAL MUMBAI + JODHPUR</b>		<b>13,775,595</b>	<b>3,660,792</b>		<b>6,756</b>	<b>3,951</b>	<b>2,355</b>				<b>14,129</b>	<b>13,794</b>	<b>9,602</b>	<b>4,192</b>

\*ATS = Agreement to Sale



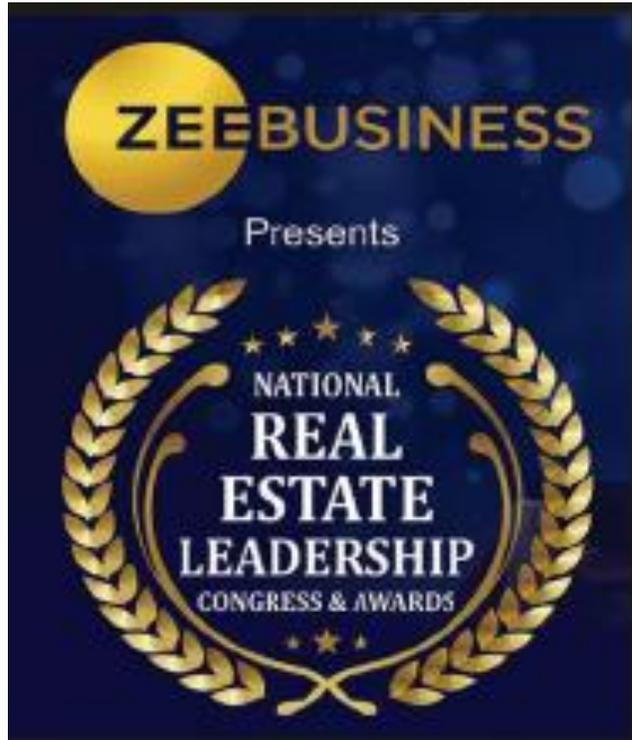
Company (INR Mn)	Net Worth	PAT
Arihant Superstructures Limited	1140.18	0.84
Arihant Vatika Realty Private Limited	255.25	24.17
Arihant Abode Limited	(9.51)	(11.28)
Arihant Gruhnirman Private Limited	(1.78)	(0.02)
Arihant Aashiyana Private Limited	136.07	3.92
	<b>1520.21</b>	<b>17.63</b>

Figures per Standalone Balance Sheet of each Company

Entity	Holding	Entity Debt (INR mn)	Liability of ASL (INR mn)*
ASL	100%	868.79	868.79
Vatika	60%	169.54	101.72
Aashiyana	60%	955.38	571.84
Abode	60%	1,941.28	1,161.80
Gruhnirman	60%	132.18	13.61
		<b>4,067.12</b>	<b>2,717.76</b>

- The company accounts for & have adopted the method of liabilities V/s Shareholding percentage. The debt on holding company is 100% liability of ASL. The debt on subsidiary company is worked out to the extent of ASL share holding of 60%.
- Effective Debt-to-Equity ratio: 2.23

\* After netting off Intercompany Loan



ZEE BUSINESS has awarded  
**Arihant Superstructures Ltd.**  
As Developer of the Year -  
Affordable Housing, 2019





*For further Information please contact*

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