



CONTINUING STABILITY

ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY

27th July, 2021

Corporate Relations Department BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 Scrip Code: 506194 Class of Security: Equity	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 Symbol: ARIHANTSUP Series: EQ
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Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Sub: Transcript of Conference Call held on 21st July, 2021:

Sir /Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and with reference to our letter dated 17th July, 2021 intimating you about the Conference Call with the Investors held on **Wednesday, July 21st, 2021 at 1.00 P.M. (IST)**, please find attached Transcript of aforesaid Conference Call.

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

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“Arihant Superstructures Limited
Q1 FY2022 Results Conference Call”

July 21, 2021



ANALYST: MR. VASTUPAL SHAH - KIRIN ADVISORS

**MANAGEMENT: MR. ASHOK CHHAJER - CHAIRMAN & MANAGING
DIRECTOR - ARIHANT SUPERSTRUCTURES
LIMITED.**

**MR. ABHISHEK SHUKLA - CHIEF STRATEGY
OFFICER - ARIHANT SUPERSTRUCTURES LIMITED**

**MR. DEEPAK LOHIA - CHIEF FINANCIAL OFFICER -
ARIHANT SUPERSTRUCTURES LIMITED**

Moderator: Ladies and gentlemen, good day and welcome to Q1 FY2022 results conference call of Arihant Superstructures Limited hosted by Kirin Advisors. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing “*” then “0” on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Vastupal Shah from Kirin Advisors. Thank you and over to you, Sir!

Vastupal Shah: Thank you. Good afternoon everyone. I would like to welcome Mr. Ashok Chhajer - Chairman & Managing Director - Arihant Superstructures Limited, Mr. Abhishek Shukla - Chief Strategy Officer and Mr. Deepak Lohia - Chief Financial Officer of the company. I would like to hand over to Mr. Abhishek Shukla to give Q1 FY2022 result highlights. Mr. Abhishek over to you!

Abhishek Shukla: Thank you, Vastupal. First of all a very good afternoon to all of you and thank you very much for taking time out on a public holiday and joining us. I will first take you through some operational highlights for Q1 FY2022 and then I will move on to the financial highlights followed by a brief about the company strategy from Mr. Ashok Chhajer, our MD.

So, to start with the Q1 was marked by second wave of COVID; however, we have been able to achieve one of the best performances in Q1 FY2021 having learnt important lessons from the COVID shutdown last year and we have unveiled the new avatar of Arihant Superstructures and it is the bolder newer avatar and we do not shy away from taking on bold and aggressive bets and that is the reason we have been able to digitally launch two new projects in Q1 when lot of the market was in a shutdown mode.

We have launched Arihant Advika at Vashi, which caters to the high-income group and Arihant 5 Anaika at Taloja, which is in affordable category. Overall, these are 700 plus units launched.

Coming to this sales booking achieved in Q1 FY2022, we have sold about 368 units, which aggregates to 3.07 lakhs square feet of area and in terms of value it is 178.7 Crores compared to 181 Crores in Q4 FY2021. The total collection stood at 93.9 Crores as compared to 112 Crores in Q4 FY2021. In terms of number of units we have been able to maintain the broad momentum in spite of the stamp duty waiver are going away in Q1 and we have been able to deliver good numbers in court restriction timeline and if you see even as compared to Q1 FY2021, the numbers and growth is pretty high.

Taking you through the financial highlights the total revenue stood at 84.66 Crores as against 10 Crores in Q1 FY2021 that is the year-on-year change of about 7 times and as compared to Q4 FY2021, the number stood at 124 Crores, which is down about 30%, but Q4 is historically and cyclically the best quarters for all real estate companies. Q1 is generally a slow quarter for most real estate companies.

Coming to EBITDA, the EBITDA in Q1 stands at 15.9 Crores as compared to 1 Crore in Q1 FY2021 and 20 Crores in Q4 FY2021. The PAT figures stand at 8.29 Crores in Q1 FY2022 as compared to a loss of 7 Crores in Q1 FY2021 and about 13 Crores odd in FY2021 Q4.

There has been a significant jump over Q1 FY2021 figures and even if we compare the numbers from Q1 FY2020, which is the pre-COVID scenario, the number of units has grown from 149 units sold to 368 units sold now. In Q1 FY2020, which is two years back, the area sold was 1.45 lakhs square feet, now we are at 3.07 lakhs square feet and the value sold in Q1 FY2020 was 64 Crores. We are today at 178.7 Crores, so even looking at since Q1 FY2021 was a non-comparable year for us, but compared to two years ago period as well, we have been able to nearly show new sales booking at roughly about 2.7 to 2.8 times, so it has been a fantastic quarter.

EBITDA margin have inched up from 16.77% in Q4 to 18.17% in Q1 FY2022. PAT margin has slightly reduced from 10.84 Crores to 9.8 Crores; however, Q4 had an exceptional item of land sale in Jodhpur. If we take out the effect of the same, the PAT numbers are more or less similar.

Now I will hand over the further presentation to Mr. Ashok Chhajer - Chairman & Managing Director – Arihant Superstructures. Thank you.

Ashok Chhajer:

Good afternoon everybody. Welcome to the Q1 conference call. As Abhishek has narrated that vis-à-vis comparing to the Q1 FY2020 the non-COVID year, prior to the COVID year also we have been almost able to do double and more than double the number of all figures and comparing to the total annual figures of last financial year ending we are almost crossing up with the 50% of the total annual year in the first quarter itself and looking forward we see that the trend is same though the ESOPs from the government has stocked up on the year ending March 2021 that is the stability waiver and etc., in spite of it and in spite of partial lockdown in Mumbai as well as Jodhpur partial lockdown in the month of April and May and June being a full of rain, heavy rains where the transit has been too difficult for people to travel maybe engineering and sales, we still have been managed to do up aggressive approach from the sales as well as engineering

team and got the fabulous numbers and achievements and we see that this trend is going to continue.

In terms of business development we added up with around 2 acre of new purchases in the Q1 until today and that helps out to add up the square feet on periodic and quarterly basis also, so totally data plans in the books of the holding company, Arihant Superstructures Limited, the approval of plans would be submitted in Q2, which is to the tune of around 1.5 million square feet for both the projects and looking forward we are in new acquisition of lands also being talked and we hope that by the end of this financial year as the company has targeted we would like to put up an additional 10 million square feet of more spaces of construction and the projects in the kitty of the company may be on a set light model and purchase model depending upon the middle income group to affordable housing, etc, and seeing this we are open for many new ventures in terms of private equity, in terms of strategic tie-up for increasing the size of the book.

Today with the sales figures, which have been sold the total receivable and not billed to the company is around 300 Crores plus 60 Crores of duty, so Rs.360 Crores is already tied up from the existing clients to flow up in the next one to one-and-half years and so there is a clear visibility of cash flows also for a long period of quantity, which will be added up by the new sales. We are about to have some good few launchers in this quarter and waiting for the wins to perhaps slowdown and see that the effective launching is successful. We are aggressive enough to gear up the books of Arihant Superstructures Limited. I open the conference call for question and answer.

Moderator: Thank you very much. We will now begin the question-and-answer session. Ladies and gentlemen, we will wait for a moment while the question queue assembles. The first question is from the line of Keval Ashar from DSP Investment Managers. Please go ahead.

Keval Ashar: Congratulations Mr. Ashok for good set of performance in Q1 FY2021 as well. Firstly, I wanted some idea on the real estate scenario currently. We have seen that over the past 5 years there have been stagnant prices in real estate, during FY2021 we have seen that prices in real estate have rose up, so we see the upcycle benefit coming for coming few years?

Ashok Chhajer: Yes and if we see the trend in the last quarter what information are available from the analysts and the industry, there is already an increase in price by 5%, to 7% to 10% depending on location and looking forward the trend would continue. It may not be a very speculative manner of working, which happened up in 2008 to 2012, but there would be a good steady increase in sale price of the product also.

- Keval Ashar:** Second thing which I wanted to know is, what is the current ready inventory with us and how much sales are we planning in FY22 number of units?
- Ashok Chhajer:** Today, we have a ready to stock is a ready to move in the inventory of around let us say 100 Crores including both the projects Arihant Arshiya at Khopoli and Arihant Adita at Jodhpur and what we see that on quarterly basis and the annual basis we are completing projects, so the ready inventory would be fortune first augmented also it would keep on moving out and in and would be steady to tune of 100 Crores throughout the years and what the targets have been given to the sales team is a target of around 1500 flats annually and with respect to Q1, we have already achieved that Q1 target of 3 months in spite of the environment not being very much comfortable in terms of people to travel.
- Keval Ashar:** Correct, Sir. secondly, which I wanted to know is we have reduced that debt by 90 Crores estimated by FY2021, so it is currently at around 290 Crores, so how much debt reduction do we plan in FY2022 we do plan?
- Ashok Chhajer:** I think it would be very marginal because business development would be given major priority and for your information out of this 290 Crores, which has not changed from the year ending March 2021 to Q1 ending this year, but out of this around 125 Crores is secured debt and rest of this is unsecured debt by the promoters, which are payable so these leaves the company to a very comfortable position of servicing in terms of cash flow to only 121 Crores or 125 Crores.
- Keval Ashar:** Great. Sir, last thing which I wanted to know is Arihant Advika that is our high-end luxury project at Vashi area so is that ready for sale and maybe the average square feet prices for yearly?
- Ashok Chhajer:** We already have got the plans approved, the RERA registrations done, and the sales have already started off with a good size of campaign and the rates are something around Rs.15000 a square feet and we see that Vashi has a very big demand from the last many years, it is almost around 13 years, the first project has come and we are about to start off the construction and redevelopment project with an asset like model hence the time it starts off the sales figure would contribute to a lot to the total number of figures.
- Keval Ashar:** Correct, so in FY2022 we will be seeing sales in Arihant Advika, right?
- Ashok Chhajer:** Yes, it already has started off. We sold in the prelaunch stage addition amount of it.
- Keval Ashar:** Thank you so much and all the best for the future.

- Moderator:** Thank you. The next question is from the line of Tirath Muchhala from Elusividya Advisory. Please go ahead.
- Tirath Muchhala:** Sir, thanks for taking my question. I wanted to know about Arihant Advika, if you could just tell us more about the kind of margin or higher profile and how did you come across this redevelopment opportunity?
- Ashok Chhajjer:** IRR would always be very high because the initial land payment is not there and equivalent land payment happens throughout the cycle of the project, which is in the model of fence and deposits has been paid so IRR to the investment would be quite good at the very high. In terms of margin to the sale price, we look forward for an average of 15% to 16%, 18%, 20% of market average margins of the selling prices.
- Tirath Muchhala:** The old developer has repaid the premium or the duties that need to be paid or how is the structuring of the deal?
- Ashok Chhajjer:** Can you please come again?
- Tirath Muchhala:** I wanted to know how the deal was structured, is it completely owned by us now Advika?
- Ashok Chhajjer:** Yes, this is a redevelopment project, which the company entered up into development agreement with the people in the year 2013, it took a reasonable time for the notification and the approvals to come, though investment was very paltry and hence the token investment has yielded to a greater opportunity and it is 100% owned by the Arihant Ashiyana Private Limited, subsidiary of the company and so it is not done any external equity sharing at the project level.
- Tirath Muchhala:** I wanted to know I see some ads of Arihant Aleenta, but I have not seen it in the presentation, so is that part of the pipeline or is it a promoter building?
- Ashok Chhajjer:** That project was taken in the year of 2009 prior to this listed company coming into place and hence as the strategy had been there in the year 2009-2010 when the company was Rs.25 lakhs paid up capital company with no assets and liabilities and none of the projects were brought in by valuation method to the company's kitty, it was in the form of equity and debt where in the year 2010 onwards the funds were utilized for the acquiring of almost 13 million square feet of project all around in Jodhpur as well as in Mumbai, hence this forms to be the project prior to the company coming and hence it happens to be in a partnership firm of the promoters level
- Tirath Muchhala:** Though the listed company, we do not have any stake in this?

Ashok Chhajer: In terms of Project Management Consultancy and in terms of Project Administration the holding company is getting fees from this company and hence the management would be done for execution of the project at agreement level by Arihant Superstructures Limited wherein fees would be paid by the Arihant Company to the holding company.

Tirath Muchhala: Thank you so much.

Moderator: Thank you. The next question is from the line of Vaibhav Kacholia from VK capital. Please go ahead.

Vaibhav Kacholia: Thanks for the opportunity. I wanted to know at the end of Q4, we had something like 3500 apartments in pipeline plus what you are planning to launch, so what would that number be now?

Ashok Chhajer: Now, the total size of the company with the existing project where the approvals are in place is to the tune of 5500 out of which 3500 is the number where the construction was ongoing. What was added up to these numbers is the two new launchers, which happened in the month of April 2021 that is Arihant Advika bringing in 350 units and Arihant 5 Anaika bringing in the same size of 300 units to the total size of a starter of projects, so that were already accounted for 5500 numbers and the 3500 number where the projects are under shelf and open for engineering as well as sale today is to a tune of 4100.

Vaibhav Kacholia: This was not anticipated earlier. So what I could make out from the Q4 conference call was that 3500 was including ongoing plus what you are planning to launch in FY2022?

Abhishek Shukla: Thank you, Vaibhav for the question. What has happened with the new UDCPR coming in, there has been some FSI increase in a couple of projects, so that is where some of the additional units are coming in and as compared to Q4 presentation, looking at the current environment, we are envisaging further launches as well, so if you see in the current presentations that we have uploaded on the exchanges you will see that the new launches have now gone up to about 2900 units and added to that was 1200 units odd from the ongoing inventory, so that takes it to about 4100 to 4200.

Vaibhav Kacholia: This is as of Q1 end 4100 to 4200?

Abhishek Shukla: Yes.

Vaibhav Kacholia: That is a target. Can we look to increase the sales velocity further and what could be the challenges for us to sell more out of this 4100 whatever plus and some new projects also

get added in the future, so how do we increase the velocity 1500 is what you said, so how does it become 2000 or 2500 this year or next year or whenever?

Ashok Chhajer: We see that we would be achieving around 1500 flat sale and the rest would follow up because generally the real estate project are of good size and it does not get sold out at the start of the project day and over the period cycle of the project, the project gets sold out as well as the new projects get added on, so we do not find any challenges, we are pretty confident of getting the sales number of 1500 for this year, which means almost 50% CAGR to the last financial year ending 2021.

Vaibhav Kacholia: Right and this year, the average value for the apartment will be higher, what range will it be like 50 lakhs?

Ashok Chhajer: The average always depends upon what type of project is getting launched, so by and large I think it would be the same figures of 4500 and around because the company owns the project right from 25 lakhs onwards till to the tune of 1.5 Crores, so the new projects which are going to come around affordable housing that is in Amisha where RERA has been released yesterday only and the project is scheduled to launch up in the first week of August or when we see the rains have dropped down and that is with the capex of 23 lakhs for one bed room, hall, kitchen and around 34 lakhs to 35 lakhs for the 2BHK, so what is more important for the company which is where 85% is in the affordable housing is the margins and the IRR rather than the average ticket price of the project of these flat sold, for your answer it will be exactly the same what was in the last financial year.

Vaibhav Kacholia: We got that and thank you so much, Sir. Sir one more question like over the next 3 or 5 years, how do we scale up the company like we have been performing fabulously, so how do we scale up the company too much larger sales like what can be our aspirational targets in terms of sale can we reach 4000 to 5000 apartments and stuff like that like other builders have been doing huge numbers as well, so where can be hope in the next three years?

Ashok Chhajer: Given the existing capital, I think we can move out with a very nice CAGR of 50% and are given the equity infusion or the capital in the hands of the company, the results can be even 3x, 4x also because the strategies which we adopt has been already visualized by the markets and the analysts how we take care of in the bad times of 2018-2019 also that is due to the experience of 1996 downfall by the main promoter group and the management committee, the downfall in the time of 2005 and we know that we can sail through even this time also, so given the capital I think we can easily go to 4x with the number of size of projects be increased, but with the existing cash flows and existing size of the capital, which we have I think we will be able to do about 50% CAGR. Capital will be required

to get into far bit of that size. The Business Development Department is almost ready for it and it is held for the first, this rain, nature and kind on the table that we engaged, but as told we generally do not work in the oversize of project to the capacity which we have and leaving out ourselves into a position where the existing projects are also just balanced so the first priority is to see that nothing goes wrong in terms of implementation of the existing projects and they are implemented first, the funds are being allocated to them and marginal excess cash flows are utilized for the new project acquisition, so the capital would be required for this type of numbers were we can talk about and 4x size of the company also.

Vaibhav Kacholia: Understood perfectly, Sir. Sir, in terms of business development or sale of apartments, are we facing any competition like Godrej had bid for that Navi Mumbai SIDCO Project so had we also bid for that and in general are there competition in business development and in apartment sales?

Ashok Chhajer: Navi Mumbai is a big market and it is a growing market, so more number of players make more better market like what you talked about the LLK. Navi Bazaar owns up almost all, but still there has been competition in successful markets. Navi Mumbai and Jodhpur where we talk about it is a successful market and more the number of players of organized developer come and the consolidation happens with the other developers, we are in a better position and we are confident that when we talk about numbers with Godrej also, we have higher numbers than them in the region of operations of Navi Mumbai.

Vaibhav Kacholia: Right, understood. Thank you so much.

Moderator: Thank you. The next question is from the line of Nilesh from Ether Design. Please go ahead.

Nilesh: Thank you so much for excellent numbers. It has just been yesterday we had yearly revenue call, 3 months is a very short time for real estate to actual. Ashok Ji the sales that have happened, what is the payment schemes that the customers are going to encouraged, are they going to the construction mix there or is there subvention schemes still in places or how, can you just throw some light?

Ashok Chhajer: No, we do a simple sale on stage wise completion manner payments, so we do not have any subvention schemes going on where the company has contingent liability to pay the interest for the flat being booked. So we just go ahead and real estate has been all these years plain vanilla about selling and taking the payments as per construction linked flat.

- Nilesh:** And these two projects which have been launched, they are expected for delivery by what date?
- Ashok Chhajer:** Can I hear you more clearly?
- Nilesh:** The projects which have been launched, the Advika and the Taloja project, they are slated for completion of what date, by which quarter or which year?
- Ashok Chhajer:** This would be completed within the range of 4 year plan, we have plans that it would be a 4 year plan, but for the compliance to be done and for the safety and for giving the company, we always in RERA a very extended date.
- Nilesh:** So, the 360 Crores that you said which is to be billable or yet to be received in the next one-and-a-half years, is a part on these two projects or part on other projects also?
- Ashok Chhajer:** This is flow from all the projects.
- Nilesh:** From all the projects?
- Ashok Chhajer:** It is not only for two projects because the larger projects Arihant Aalishan which is ongoing, Arihant Aspire is almost 3 million square feet which is ongoing that is around 1.5 million at Arihant Arshiya, that is again around 1.5 million in Jodhpur at Arihant Anchal, so the size of the projects are in two categories that is a) 50% of the size of 1.5 million to 2 million and 50% are faster cycle projects of less than 0.5 million square feet.
- Nilesh:** From a cash flow perspective what kind of credits do we enjoy from our material suppliers?
- Ashok Chhajer:** Our time cycle is around 30 days for the vendors.
- Nilesh:** Even for the labor contractors?
- Ashok Chhajer:** Everybody.
- Nilesh:** You also said that around 100 Crores is our ready to move inventory that we hold, I remember there are some taxation issues or rentals being charged by IT department or something like that, so do we have provisions for those and are we actually paying some tax for holding completed inventory?

Ashok Chhajer: Yes, we have accounted it for, but we are not playing it for and hence whenever it comes in terms of assessment we would take care of it.

Nilesh: There was also an item on the conveyance deed which has been by de facto out of society, so does it have any impact on us or when we are gaining on some accounts by the deed, UDPC are not giving more, are we also losing on some account because of conveyance directly?

Ashok Chhajer: We have the status of completing the projects and handing over societies within the time throughout the ages of almost two and a half decades so we keep on support, we do not sell services, we do not sell maintenance liabilities etc., we do support to them in terms of managing it by the initial days till the people are able to come to the society and an average of 12 months we hand it over the accounts to them so we do not gain anything from it, we do not pay anything from our pocket and in items of FSI we know that we do not want to payout, as a strategy we do not want to add on more flows and MRC license, we generally try to finish it off, you know that lands are available, opportunities are more available rather than looking the customers another one more year.

Nilesh: From a profitability perspective so if I understand correctly you are also on the line that EBITDA of 20% should be consistent and it could be possible for us to maintain that going forward right for a foreseeable future, do you want to repeat the question? I am saying from profitability perspective in 20% EBITDA something I think I understand correctly you are also targeting that foreseeable future, considering this to be intact or insured?

Ashok Chhajer: The EBITDA margins would remain the same and we try to inch it up to another 10% to the existing 17%, 18% if your question is what the EBITDA margins would be, you can add on to it to around 20%, it is a wide range, in the area of 20% to 22%.

Nilesh: The increases in overall margins, are there any forward or backward integration like Sobha's of the world, they have integrated forward or any backward integration of manufacturing of those raise or lows of that sort, so is there something?

Ashok Chhajer: In terms of increasing margin we do not have that strategy. We price it out in the year 2012 where subsidiary was formed, Arihant Technoinfra Private Limited wherein the A, C block units was manufacturing in it was put up in the state of Rajasthan which was the only unit in the state of Rajasthan, so it was a monopoly product somehow the real estate got not to fair good upward trend cycle, the construction would be dropped out, the unit went into big losses and Arihant Superstructures was holding 60% of the stake in that particular entity and from the promoter side we offered out the exit to the company from

the offers as well as the entity and that took a buyout of 60% shareholding from the holding company to our personal kitty and the company was protected from the losses coming to the balance sheet of the company it was almost to a tune of something around Rs.35 Crores to Rs.40 Crores.

Nilesh: Last question when do you think we are ready or we would want to raise capital again now? There is an approval which is there so when do you see that coming to the markets?

Ashok Chhajer: We are approaching markets from this day Q1 ending itself and we see that we are open for it by any given time whenever the investor is fairly interested so that is the only way where growth of the company would happen and wherein the promoter holding would get reduced from 74%, if there is a delusion of 20% from 74% down to 60% and then the debt of the promoters can be converted again into equity at that same price what the investor is coming in and this is how the numbers of the balance sheet of the company would change to a larger extent, how the ratios would change, how the advantage would go to each and every shareholder and the minority shareholders also. So that is the strategy that is the plan that given the capital, business development would be spiraled up, given the capital the equity holding of the promoters will get reduced and consequently the debt of the promoters can be converted into equity at the same price of Orion coming in as well. Major reduction would happen is where the company is real worth and real the numbers would be there as initially at the conference call of today we had told in the year 2009 it was by the way of rights and reverse merger the company was taken after that rights were issued from 25 lakhs to 40 lakhs to the capital company where 75% is held by me so it is only 10 Crores of public raising where the company has started off and the management has been able to build the company from Rs.10 Crores of investment from the public to a size of company with 7000 Crores of book and with 150 Crores of net worth so this tells the strength given the, if we had the capital, which is yours, then we can easily increase this to 4x. So when we compare peer companies it is like Arihant has not raised from the markets largely and this is a real good time for an investor to come in fairly. As more and more business development happens, the value of the company would change and greater opportunities would be there going forward and leaving behind the opportunity, which would have been left out in the past when the investment was happened.

Nilesh: Of course that has been a very great morale for us, us going forward, but from the promoter perspective how much minimum, majority of stake you would want to ensure can you see that we will not go below X percentage as a promoter holding?

Ashok Chhajer: Exactly, I cannot figure out today, but by and large what we see is that what the investor wants to put in would decide upon the reduction or dilution percentage would be decided

to from there onwards. As a wish list from my promoter, my personal shareholding I would wish to dilute it from the top to bottom by 20%.

Nilesh: Thank you. We really want you to be at the helm of every respectable industry to continue the dream run. Thank you so much. Thank you for taking the questions.

Moderator: Thank you. The next question is from the line of Apoorva Mehta an Individual Investor. Please go ahead.

Apoorva Mehta: Good afternoon. Congratulations for the good set of numbers. Sir, I have few questions, my first question is what is land bank we have currently?

Ashok Chhajjer: We have around in terms of buildable 9.5 million, which can be to a tune around 50 acres.

Apoorva Mehta: My second question is, as the marketing is proving do you see rising land cost?

Ashok Chhajjer: Wherever there is a momentum all the verticals try to get the best of it, undoubtedly there will be a rise in land cost also compared to the previous years or previous stages.

Apoorva Mehta: So, does it have impact on our land acquisitions?

Ashok Chhajjer: Whenever you have the money, you need to purchase it, at that point what rate it is, you get it at that rate.

Apoorva Mehta: Thank you, Sir.

Moderator: Thank you. As there are no further questions, I would now like to hand the conference over to Mr. Vastupal Shah from Kirin Advisors for closing comments.

Vastupal Shah: Thank you everyone for joining the conference call of Arihant Superstructures Limited. If you have any queries you can write Vastupal@kirinadvisors.com. Once more many thanks for joining the conference call. Thank you.

Moderator: Thank you. On behalf of Kirin Advisors that concludes this conference. Thank you for joining us. You may now disconnect your lines.