



CONTINUING STABILITY

**ARIHANT**  
SUPERSTRUCTURES LTD.  
CONTINUING STABILITY

02<sup>nd</sup> November, 2018

**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

Sir/Madam,

**Sub: Earning Presentation of the Financial Results for the Quarter/Half Year ended 30<sup>th</sup> September, 2018:**

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/Half Year ended 30<sup>th</sup> September, 2018.

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

Thanking You

Yours Faithfully

**For Arihant Superstructures Limited**

**Pradeep Mehta**  
Chief Financial Officer



Enclosed: a/a

**L51900MH1983PLC029643**

Arihant Aura, B-Wing, 25<sup>th</sup> Floor, Plot No 13/1,  
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## **EARNINGS PRESENTATION**

September 2018

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> Sept, 2018.*

## Sales Highlights

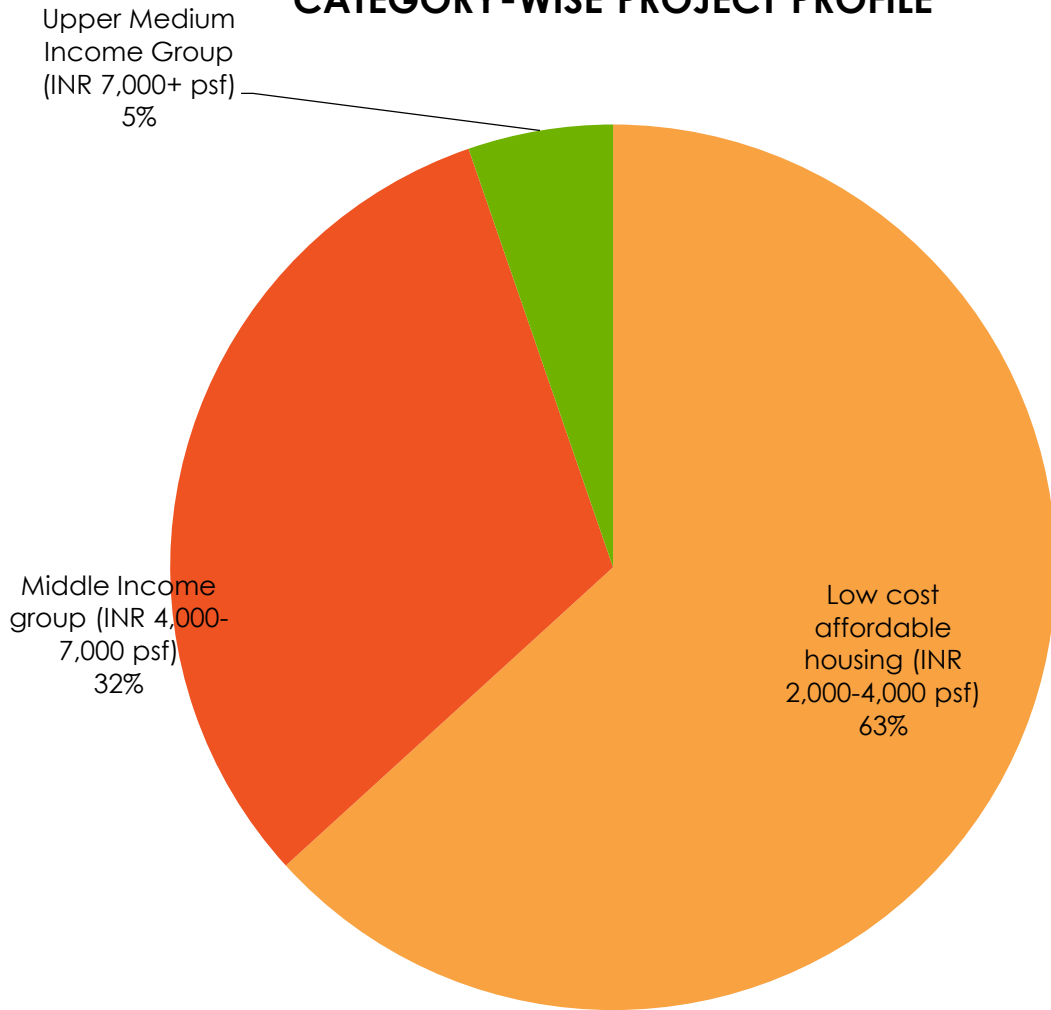
1. Total aggregate area booked for Q2 at 2,14,649 sq. ft. (249 Units) with value of INR 875.1 Mn and for H1 FY19 booked at 3,25,529 sq. ft. (354 Units) with booking value INR 1379.10 Mn.
2. 215 units sold (173,679 sq. ft.). INR 757.2 Mn at **MMR / Navi Mumbai**
3. 34 units sold (40,970 sq. ft.). INR 117.9 Million at **Jodhpur**
4. Launch of Arihant 3Anaika, Sold 130 units (area 94,337 Sq. Ft.) value of INR 40 Mn as on 30<sup>th</sup> September, 2018

## Consolidated Financial Highlights

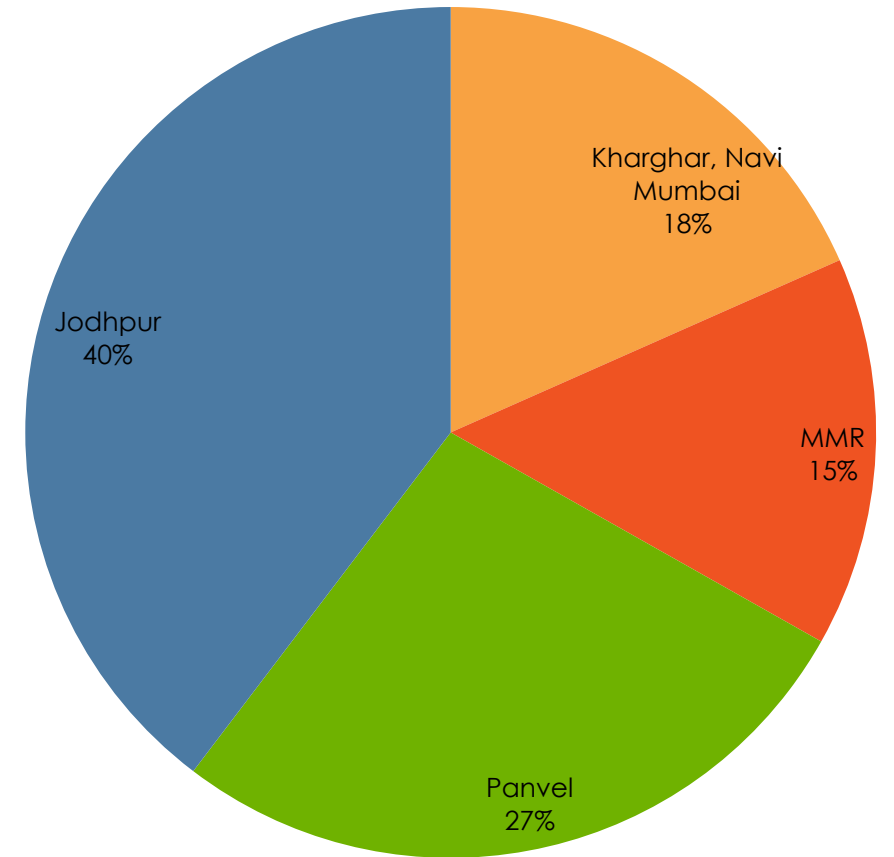
1. Revenue for Q2FY19 recorded INR 495 Mn and for H1FY19 INR 929 Mn.
2. EBITDA for Q2FY19 at INR 99.8 Mn and for H1FY19 at INR 252.9 Mn.
3. PBT for Q2FY19 at INR 28.50 Mn and for H1FY19 INR 9.31 Mn.
4. PAT for Q2FY19 at INR 12.60 Mn and for H1FY19 at 40.2 Mn.



## CATEGORY-WISE PROJECT PROFILE



## AREA WISE PROJECT PORTFOLIO





## Launch of 3Anaika

Total units launched: 264 units

Total units sold: 130 units

Total area sold: 94,337 sq. ft.

Total value sold: INR 39.93 Crores



## Arihant Amber Approval Received

New acquisition of an 80 IBA Project





## Project Design



<b>Project</b>	Arihant Anaika	<b>Saleable area in sqft</b>	0.5 mn
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<b>Location</b>	Taloja Near Kharghar	<b>Phases</b>	three
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<b>Project Type</b>	Stilt + 4 storied & Stilt + 6 storied 1, 2 & 3 BHK apartments 719 Units, 21 Bldgs
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Arihant Superstructures Limited

## Current Status

### I Wing



### D & H Wing





Project Design



Current Status



28<sup>th</sup> Slab  
Kaveh



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



## Hortensia & Iliana



## Clubhouse



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



## Project Design



## Current Status



<b>Project</b>	Arihant Anchal	<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		





Iconic Township Award by Radio City for Aspire project



IGBC PreCertified Platinum Rating for Aspire project

# Consolidated Income Statement

Amount in INR Mn except as stated

Particulars	Q2 FY19	Q2 FY18	Y-O-Y Change	Q1 FY19	Q-O-Q Change
Total Revenue	503.33	451.13	12%	438.19	15%
Total expenses	403.54	360.34	12%	285.03	42%
EBITDA	99.79	90.80	10%	153.16	-35%
EBITDA Margin (%)	19.83%	20.13%	-1%	34.95%	-43%
Interest	66.81	36.53	83%	84.09	-20.5%
Depreciation	4.45	3.13	42%	4.53	-2%
PBT	28.53	51.14	-44%	64.53	-56%
Tax	7.51	18.27	-59%	8.95	-16%
PAT	21.02	32.86	-36%	55.58	-62%
PAT Margin (%)	4.18%	7.28%	-43%	12.68%	-67%
Minority Interest	8.43	2.29	269%	15.44	-45%
Attributable PAT	12.59	30.58	-59%	40.14	-69%
EPS (Rs)	0.31	0.74	-59%	0.98	-69%



# Project Status



	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	Sale Value (in Mn)	Amount Received (in Mn)	Bal Sold Value Receivable (in MN)	
MUMBAI - MMR	<b>COMPLETED PROJECTS</b>															
	Arihant Arshiya - I	Khopoli	358,718	276,611	77%	522	409	113	78%	100%	3,074	267	850	783	67	
	Arihant Aarohi - I	Thane Shil Road	211,602	190,622	90%	223	201	22	92%	100%	4,900	105	934	909	24	
	Arihant Amisha - I	Taloja	134,960	121,940	90%	176	161	15	91%	100%	3,370	73	411	339	71	
	<b>ONGOING PROJECTS</b>															
	Arihant Anshula	Taloja (Nr Kharghar)	509,483	249,073	49%	504	271	233	54%	80%	3,993	1,042	995	817	177	
	Arihant Anaika - I	Taloja (Nr Kharghar)	201,289	150,437	75%	188	144	44	77%	78%	4,043	203	608	546	63	
	Arihant Anaika - II	Taloja (Nr Kharghar)	201,016	187,661	93%	267	251	16	94%	24%	4,075	53	765	327	437	
	Arihant Arshiya - II	Khopoli	148,052	95,261	64%	251	165	86	66%	89%	3,121	172	297	250	61	
	Arihant Arshiya - III	Khopoli	61,530	10,230	17%	67	13	54	19%	63%	3,793	167	39	19	20	
	Arihant Anmol - III	Badlapur	193,861	105,377	54%	238	138	100	58%	43%	3,370	292	355	269	70	
	Arihant Amber	Taloja (Nr Kharghar)	47,130	-	0%	71	-	71	0%	0%	-	-	-	-	-	
	Arihant Aspire - I	Panvel	1,245,783	295,174	24%	1,083	275	808	25%	10%	5,538	6,769	1,652	371	1,222	
	<b>ONGOING PROJECTS - JV</b>															
	Arihant Aalishan - I	Kharghar	458,608	174,123	38%	389	156	233	40%	18%	7,854	2,361	1,368	507	861	
	Arihant Aloki - I	Karjat	109,884	48,906	45%	113	53	60	47%	90%	3,356	189	164	128	37	
	Arihant Aloki - II	Karjat	82,727	25,467	31%	90	32	58	36%	10%	3,301	178	84	22	62	
	<b>ONGOING PROJECTS - DEVELOPMENT MANAGEMENT MODEL</b>															
	Arihant 3Anaika	Taloja (Nr Kharghar)	182,286	94,337	52%	264	130	134	49%	0%	4,233	372.26	399	51	348	
	<b>Total</b>		<b>4,198,919</b>	<b>2,033,170</b>	<b>48%</b>	<b>4,483</b>	<b>2,430</b>	<b>2,053</b>	<b>54%</b>		<b>4,406</b>	<b>12,463</b>	<b>8,959</b>	<b>5,346</b>	<b>3,551</b>	
	<b>FUTURE PROJECTS</b>															
	Arihant Arshiya - IV	Khopoli	908,342	-	0%	1,608	-	1,608	0%	0%	-	2,952	-	-	-	
	Arihant Aspire - II	Panvel	1,165,450	-	0%	1,111	-	1,111	0%	0%	-	-	-	-	-	
	Arihant Aspire - III	Panvel	715,110	-	0%	982	-	982	0%	0%	-	-	-	-	-	
	Arihant Amisha - II	Taloja	266,000	-	0%	377	-	377	0%	0%	-	-	-	-	-	
	Arihant Anamika	Vashi	360,464	-	0%	-	-	-	0%	0%	-	-	-	-	-	
	Arihant Aarohi - II	Thane Shil Road	51,990	7,951	15%	37	31	6	84%	0%	4,760	220	38	7	31	
<b>FUTURE PROJECTS - JV/DM</b>																
Arihant Aalishan - II	Kharghar	512,855	-	0%	336	-	336	0%	0%	-	4,257	-	-	-		
Arihant Aloki - III	Karjat	159,446	-	0%	118	-	118	0%	0%	-	494	-	-	-		
JODHPUR	<b>COMPLETED PROJECTS</b>															
	Arihant Adita - I	Jodhpur	506,941	475,443	94%	408	380	28	93%	100%	2,305	94	1,096	1,026	70	
	Arihant Adita - II	Jodhpur	180,330	106,245	59%	164	97	67	59%	100%	2,615	222	278	242	36	
	Arihant Adita - III	Jodhpur	187,875	138,360	74%	165	124	41	75%	100%	2,685	149	371	332	40	
	Arihant Ayati	Jodhpur	211,168	109,387	52%	80	38	42	48%	100%	4,196	407	459	397	62	
	<b>ONGOING PROJECTS</b>															
	Arihant Adita - IV	Jodhpur	133,920	37,850	28%	82	23	59	28%	19%	2,703	288	102	20	82	
	Arihant Aangan	Jodhpur	45,600	33,440	73%	121	89	32	74%	49%	2,199	26	74	45	28	
	Arihant Aanchal - I	Jodhpur	478,800	294,300	61%	532	332	200	62%	35%	2,119	424	624	411	213	
	<b>Total</b>		<b>1,744,634</b>	<b>1,195,025</b>	<b>68%</b>	<b>1,552</b>	<b>1,083</b>	<b>469</b>	<b>70%</b>		<b>2,514</b>	<b>1,611</b>	<b>3,004</b>	<b>2,472</b>	<b>531</b>	
	<b>FUTURE PROJECTS</b>															
	Arihant Adita - V	Jodhpur	299,070	10,970	4%	236	9	227	4%	0%	2,250	-	25	1	24	
	Arihant Ashray	Jodhpur	39,000	-	0%	123	-	123	0%	0%	-	-	-	-	-	
Arihant Aanchal - II	Jodhpur	226,800	51,300	23%	252	195	57	23%	0%	2,294	404	118	24	95		
Arihant Aanchal - III	Jodhpur	1,436,400	-	0%	1,540	-	1,540	0%	0%	-	3,304	-	-	-		
Arihant Aakarshan	Jodhpur	1,668,800	-	0%	825	-	825	0%	0%	-	-	-	-	-		
<b>GRAND TOTAL</b>		<b>13,701,290</b>	<b>3,290,465</b>		<b>13,543</b>	<b>3,717</b>	<b>9,826</b>				<b>25,484</b>	<b>12,105</b>	<b>7,843</b>	<b>4,202</b>		

# Net Worth & PAT for the Quarter ended 30<sup>th</sup> September 2018



Company (INR Mn)	Net Worth	PAT
Arihant Superstructures Limited	1154.87	2.80
Arihant Vatika Realty Private Limited	162.37	4.42
Arihant Abode Limited	1.59	0.02
Arihant Gruhnirman Private Limited	(1.68)	(0.11)
Arihant Aashiyana Private Limited	127.12	16.68
	<b>1444.27</b>	<b>23.81</b>

Figures per Standalone Balance Sheet of each Company



Entity	Holding	Entity Debt (INR mn)	Liability of ASL (INR mn)*
ASL	100%	822.02	822.02
Vatika	60%	262.41	157.45
Aashiyana	60%	869.53	504.98
Abode	60%	1531.60	909.01
Gruhnirman	60%	125.93	13.5
		<b>3611.49</b>	<b>2406.96</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: 2.08

\* After netting off Intercompany Loan



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