



CONTINUING STABILITY

ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY

7th March, 2018

Corporate Relations Department	Listing Compliance Department
BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001	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: Investors Presentation:

With reference to the captioned subject and Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find the attached Investors Presentation for the Quarter ended 31st December, 2017.

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



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ARIHANT
SUPERSTRUCTURES LTD.
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ASL Investor Presentation

Mar 2018

NSE : ARIHANTSUP
BSE : 506194
BLOOMBERG : ARSU IN

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

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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.

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The data is as of 31st Dec 2017.

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Commenting on the results Mr. Ashok Chhajjer, CMD of Arihant Superstructures Limited said,

“We are progressing towards acquisition of new lands and projects in MMR region. From previous budget till this budget when real estate companies were finding difficulties in selling projects, we successfully did 5 mega sales events at Navi Mumbai - MMR region and Jodhpur region – resulting in 700 flat sales over and above regular sales. The launches were Arihant Anaika I, Arihant Arshiya, Arihant Aspire, Arihant Aanchal and Arihant Anaika II – riding high on the flavor for affordable housing at low cost. The ticket prices ranged from Rs 25 lakhs to Rs 50 Lakhs (around 80%) and above Rs 75 Lakhs (20%). This proves the strong position of brand Arihant Superstructures Ltd. & deep root penetration in marketing on the grounds of trust, reliability and quality.

We have lined up more such sales events in the Q4 of this fiscal.

FY17 was a bad year for the sector due to demonetization and with the customer cycle of 6-9 months for cash-flows to come in, it affected FY18 as well. With management opening sale of 1,400 flats in MMR across all projects and 500 flats in Jodhpur; where construction is on-going; the company will meet its aspiration to maintain healthy sales momentum.

The margins were low due to the higher share of very low ticket size projects in Q3 whereas the expenses towards new sales had effect on the balance sheet of FY18.

The Secured debt as on 1st April, 2017 was of Rs. 127 Crore. And as on 30th January, 2018 it stands to be Rs. 99 Crore. With this repayment program the risk of the Company has reduced to an extent.

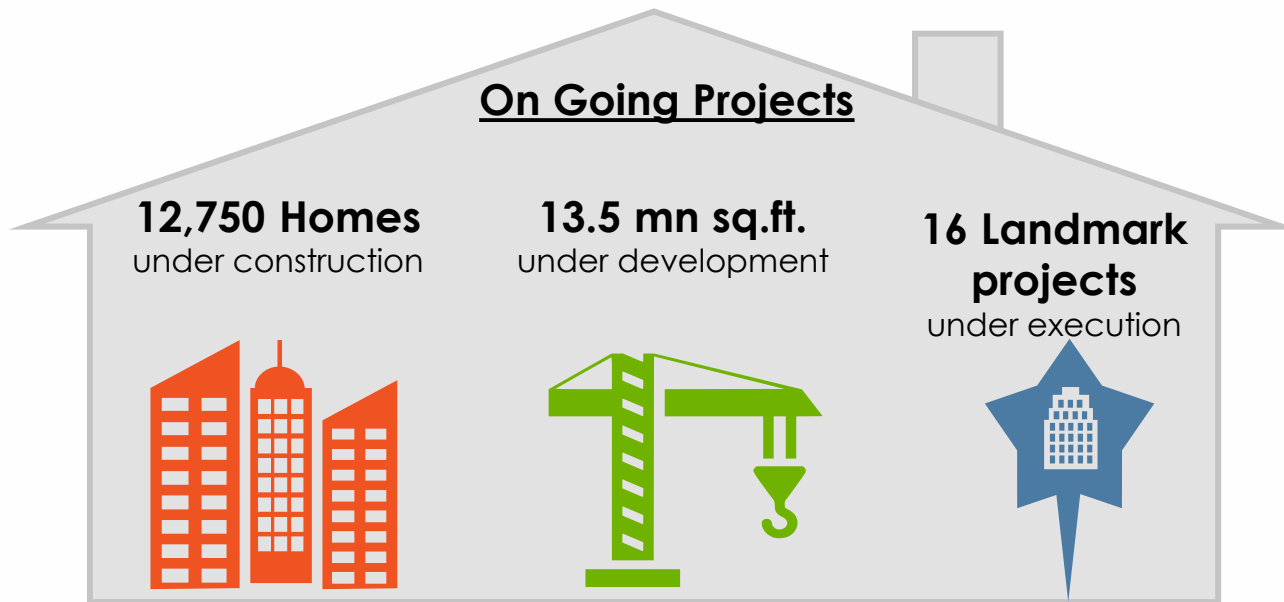
Out of 13 mn sq.ft. the ongoing construction on 6 mn sq.ft. will result in positive cash flows in the next Financial Year.”

- One of the Largest real estate player in **Affordable Housing since 2009** consisting **66%** of its **portfolio** in affordable housing and having projects in hand for **next 7 years**
- ASL has an edge in its operational areas – Navi Mumbai, MMR and Jodhpur regions
- Delivered **8,000** homes worth **7 Mn Sq. ft.** across 50 projects over past 2 decades by the Group
- Projects in hand of 12,750 homes worth ~13.5 Mn Sq. ft. across 16 projects over next 7 years
- Revenues grew by 21% CAGR in the last 5 years. Operating profits grew 6x in the same period
- Quality of construction is achieved by **Standard Operation Processes (SOPs)**, Low overheads, Optimum construction cost and timely completion.
- Impeccable record of planning and execution of projects backed by **Professional Management.**

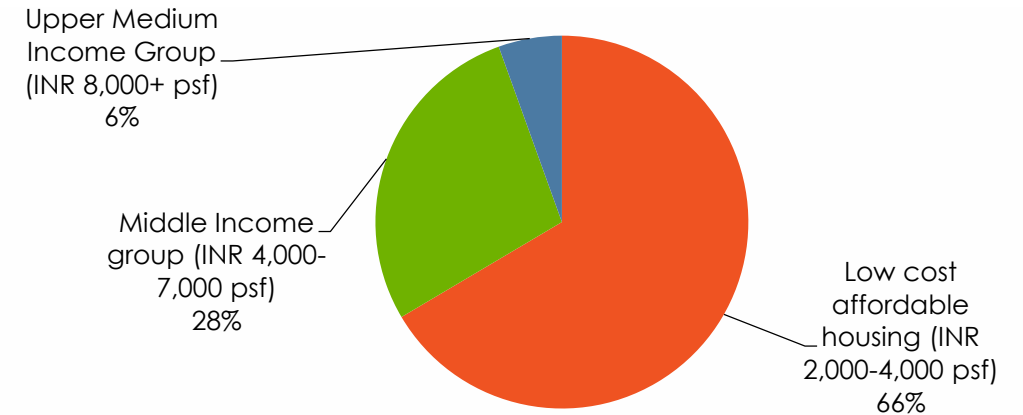
Company Profile

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 Mumbai and Jodhpur
4. Fully paid up land bank for projects to be executed in the next seven years

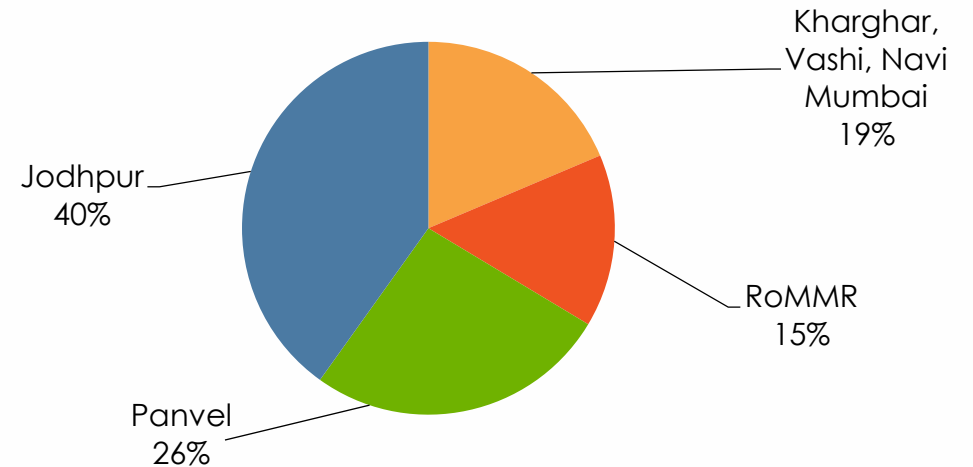
On Going Projects



CATEGORY-WISE PROJECT PROFILE



AREA WISE PROJECT PORTFOLIO



Navi Mumbai

- Tenders invited for **Navi Mumbai Corporate Park** spread on 200 Acre on the lines of BKC-2, adjoining to 180 Acre ready Golf Course and 240 Acre Central Park with Amusement Park in Kharghar.
Potential to generate ~200,000 employment
- In February 2018, **Hon. Prime Minister Shri Narendra Modi** laid the foundation stone for the Navi Mumbai International Airport
- Jan 2017, MTHL foundation stone laid by **Hon. Prime Minister Shri Narendra Modi**
- Expansion of MIDC at Pen, Pali, Khalapur and Mangaon will generate additional Jobs
- Widening of all NH & road network of ~400 Kms
- 3 Special Planning Authorities viz. Panvel Municipal Corporation (PMC), Naina & MSRDC will make the adjoining 640 sq. kms a **New City**.
- Strong **Political Will** of the incumbent State Government to change the landscape & lifeline of Navi Mumbai
- Government initiative of **Rs.1 Trillion spend on Infrastructure Projects**

Jodhpur

- Jodhpur located in Western Rajasthan is an **economic capital** of the Rajasthan state
- All 7 Districts viz Pali, Marwar, Barmer, Jaisalmer, Bikaner, Jalore and Nagore look upto Jodhpur as place of **inward migration** for Education, Occupation and Employment
- **Rs. 431 bn HPCL Refinery** resumes work; estimated to generate **employment** over 100,000 jobs
- 37 acres adds to Jodhpur **Airport expansion**; would ease travel and increase business

Benefits to MIG Flat Buyers by Government

- **Interest subsidy** upto Rs 267,000 on purchase of house for a family having income upto Rs 1.8 Mn per year
- No processing fee
- Change in base year from 1981 to 2001 as well as reduction of time frame to **2 years for Capital Gains benefit** will make Real Estate Investment as an asset class more attractive
- **Low interest** rates on home loans

Benefits to Real Estate Developers

- Availability of low cost funds due to **Infrastructure Status** which will ensure easier access to institutional credit and help in reducing developers' cost of borrowing.
- Reduction of cost of capital through availability of foreign funds
- FDI and Equity Investment is likely to grow due to award of Infrastructure status
- **100 % Tax exemption for all earnings from qualified affordable housing projects :**
 - Approved by competent Authority after 1st Jun, 2016 but on or before 31st Mar, 2019
 - Completed within a period of 5 Years from Approval Date
 - Carpet Area of 30 Sq Mtr for 4 Major Metros viz Chennai, Delhi, Kolkata & Mumbai and 60 Sq Mtrs for all other areas

Key Investment Highlights

Strategically Well-positioned In High Growth Markets



- Navi Mumbai – Top 3 hot real estate destinations*



- Jodhpur – strong migrant inflow from around western Rajasthan

Significant Monetization Yet To Come



- At an inflexion point; strong cash flows from FY19 onwards

Large Land Bank Acquired At Low Cost



- Average purchase price of Rs. 250/sq ft

Project Funding Secured



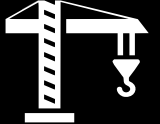
- INR 1 Billion secured loans
- 11 out of our 16 projects are self sustainable and we have not taken secured loans for them

Strong Focus On Corporate Governance



- Industry leading disclosure standards

Superior Growth Profile



- ~13.5 mn sq feet under development – spread between MMR and Jodhpur



- Projects showing good traction -

Source: CII – JLL; media articles

Our Value Creation Journey

1994

Launch of Real Estate Division



2000

Achieved a significant milestone of completing 10 projects



2007

Successfully Completes and delivers 25 projects



2014

Successfully completes and delivers 4 mn square feet; Crossed Rs. 1 bn Revenue



2017

Successfully launched flagship project "Arihant Aspire" and sold ~40% of 650 flats opened for sale



1999

Strategically identified Navi Mumbai as the next area of Growth; 30 Projects planned over 15 years



2004

Completes construction and delivery of 1 mn square feet of residential projects



2011

Launched its Landmark Project in Jodhpur under PPP scheme



2016

~13 mn square feet under construction; Won coveted economic times award for best corporate brands



13.5 mn sq.ft.
projects

12.1 mn sq.ft.
Saleable

1.4 mn sq. ft.
Completed

1.8 mn sq.ft.
Nearly
ready

2.1 mn sq.ft.
Under construction

8.1 mn sq.ft.
Construction yet to
start

Arihant Arshiya - I
Arihant Adita - I,II,III
Arihant Ayati

ARIHANT ARSHIYA - I



Real Photo

ARIHANT ADITA - I



Real Photo

Land Acquisition Ongoing; Leveraging wide relationship network / JDA

Proven Track Record (Some Key Group Projects)

Location	Projects	Saleable area (sq.ft.)	Units Sold
Airoli	1	32,500	40
Badlapur	2	349,125	490
CBD Belapur	2	166,000	185
Ghansoli	5	261,100	355
Kharghar	7	1,071,494	1012
Koperkhairane	3	140,000	228
Nerul	7	159,900	215
Panvel	1	406,950	501
New Panvel	2	57,500	73
Sanpada	1	154,000	133
Thane	1	5,500	28
Vashi	6	279,500	265



Akriti (Badlapur)



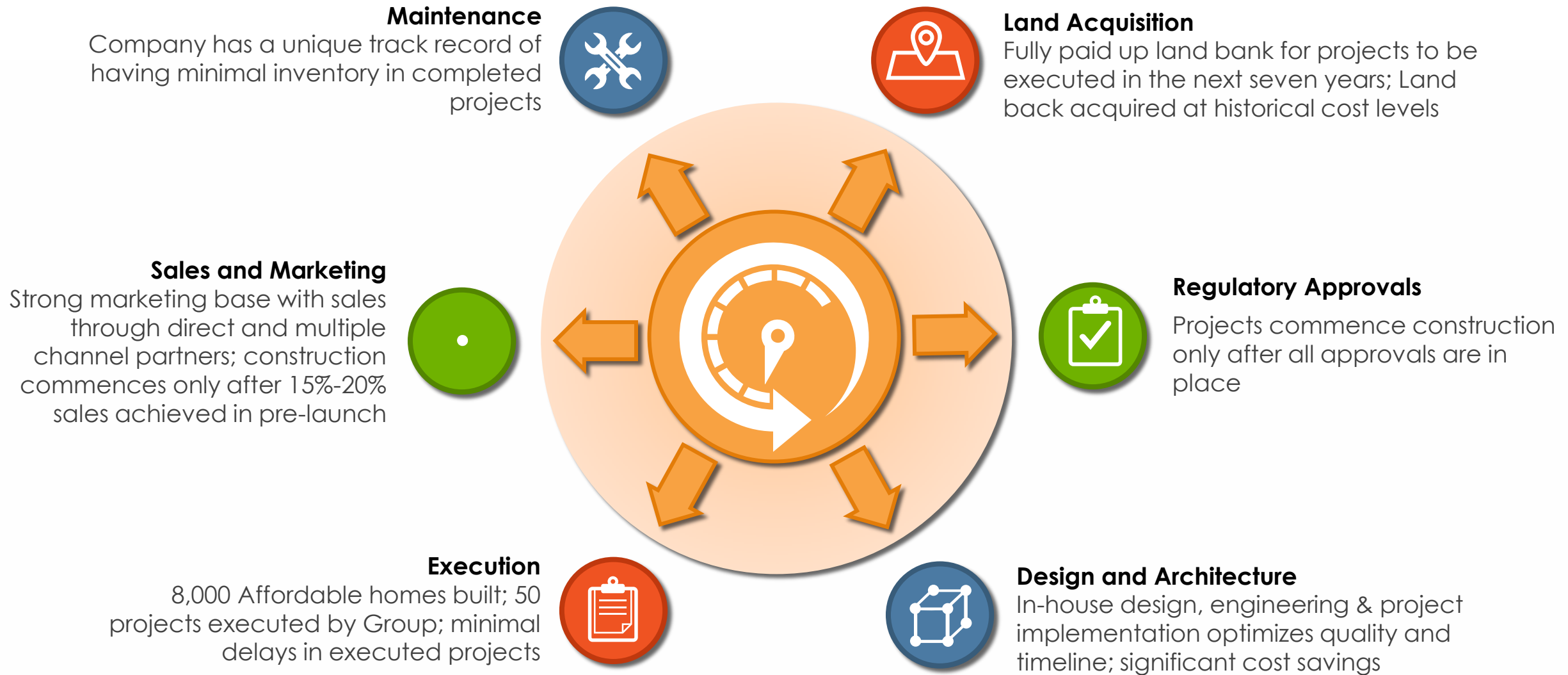
Aksh (Badlapur)



Arham (Panvel)



Abhilasha (Kharghar)



For Customer

**No lock-in
period**

**No transfer
charges**

**No
Escalation
Cost**

**Full cheque
payment**

For Sustainable Development

**Social Development
by supporting Rural
infrastructure, School
etc**

**Water Preservation
by Rain water
harvesting & STP and
Energy Conservation
measures**

**Economic
Development by
working with SME
vendors & employing
local people**

**Participation in
Government policy
formulation for
sustainable urban
development**



Customer Centric Approach

- The Company follows a customer centric approach in the entire lifecycle of the project
- Some of the customer-centric policies that the Company adopts is
 - No lock in period for buyers
 - No transfer charges on re-sale of property



High Level of Standardization

- High level of standardization with superior technology such as “cast-in-place”
- Design to value approach leading to significant cost savings
- Centralized and efficient procurement



Superior Design with World-Class Facilities

- The Company focuses on providing superior infrastructure and facilities to customers
- Have pioneered concepts like Fire Escape Chute in its projects
- High focus on overall design and aesthetics - implemented concepts like ‘design-to-value’



Strong Focus on Buyers' Profile

- Focused on Mid Income Segment
- Non-Investor Profile and end-use customer

Awards



Excellence in Quality Construction

– 94.3 MY FM Jodhpur
Excellence Award 2017



Most Esteemed Ongoing Project of the Year

– Navbharat Realty Business Achievers Award 2016



Best Corporate Brands 2016 – Real Estate

- The Economic Times



Winner of Mumbai Hot 50 Brands

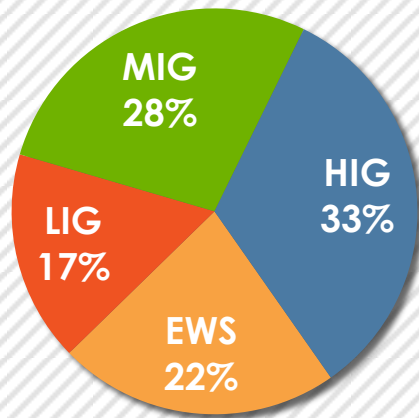
- One India & Paul Writer

- Retail / Consumer is the biggest Wealth Creating sector
- ASL believes REAL ESTATE is a retail product with a flavour of an asset class.

Opportunity of Vision – Housing for all by 2022

- 1 The Central Government has a stated vision to provide housing for all citizens of the country by 2022
- 2 Currently housing shortage is 60 mn units. Estimated demand is 110 mn units by 2022
- 3 70 percent of the urban housing need is in the affordable segment
- 4 USD 2 trillion investment is possibly required to achieve the vision

Industry Investment pattern by 2022 US\$ 2.3 tn



All India Demand Pattern

Housing Particulars	Urban (mn units)	Rural (mn units)	Total (mn units)
Current Shortage	19	40	59
Required units by 2022	26 - 29	23 - 25	49 - 54
Total need	45 - 48	63 - 65	107 - 113

Required units by 2022 – Maharashtra & Rajasthan

Particulars	Urban (mn units)	Rural (mn units)	Total (mn units)
Maharashtra	5.0	5.5	10.5
Rajasthan	2.1	4.5	6.6
Total need in 2 states	7.1	10.0	17.1

Source: Decoding Housing for all by 2022 – KPMG - NAREDCO

- Almost 16% of the total urban housing units required by 2022 from the states of Maharashtra & Rajasthan alone
- Arihant currently developing over ~12,500 units in Urban Maharashtra & Rajasthan combined compared to requirement of 7.1 mn units



CIDCO's INR 500b Investment Plan

- Navi Mumbai International Airport(70b)
- JNPT Expansion(80b)
- NAINA Pilot Project(40b)
- National Highway Expansion(30b)
- CIDCO's Railway & METRO Projects(131b)
- CIDCO's Infra Development Projects(74b)
- Navi Mumbai Corporate Park
- **Projected Job Creation of ~ 1mn jobs**

Key Factors

	Population (mn)		Growth
	2008	2025	CAGR
MMR	22	34	2.6%
Greater Mumbai	14	17	1.1%
RoMMR	8	17	4.5%

Source: Housing Policy in MMR Region by Bombay First

- Population growth in RoMMR is expected to be at a CAGR of 4.5%
- Household Income in the 0.2 Mn–0.5 Mn and 0.5 Mn – 1.0 Mn expected to rise fastest indicating need for affordable houses

Source: Concept Plan for MMR - Deloitte

Income Level	Households in mn		Growth
	2010	2020	2032
0.09 Mn – 0.2 Mn	2.53	1.61	0.51
0.2 Mn – 0.5 Mn	2.79	4.35	6.22
0.5 Mn – 1 Mn	0.12	1.34	2.8

Growth Drivers

- Metro line in Navi Mumbai from CBD Belapur via Kharghar to Pendhar / Talaja
- Bidders finalised (L&T, Tata, Daewoo) for MTHL (Mumbai Trans Harbour Link) from Sewri to Nhava Sea
- BKC2 / Navi Mumbai Corporate Park in 200 acres @ Kharghar
- Govt. Urban Development Department allocates INR 120 Billion for 23 NAINA villages
- CIDCO awards contract INR 1.11 Billion for Navi Mumbai water transport (Foundation Stone by CM, Nov 2016)
- In February 2018, Hon. Prime Minister Shri Narendra Modi laid the foundation stone for the Navi Mumbai International Airport
- NAINA, 600 sq. km New Township by CIDCO
- Additional metro corridor between Mankhurd and Ghatkopar proposed to go up to Panvel via NMIA
- DMIC - Dedicated freight corridor (DFC) between Delhi & Mumbai (originating from JNPT) NAINA & KNT
- Alibaug-Virar Multi Modal Corridor

Source: CIDCO news & IDP for NAINA by CIDCO, Aug 2014

What We Have?

10 Ongoing Projects

~ 8.1 mn saleable area

~ 8,221 units



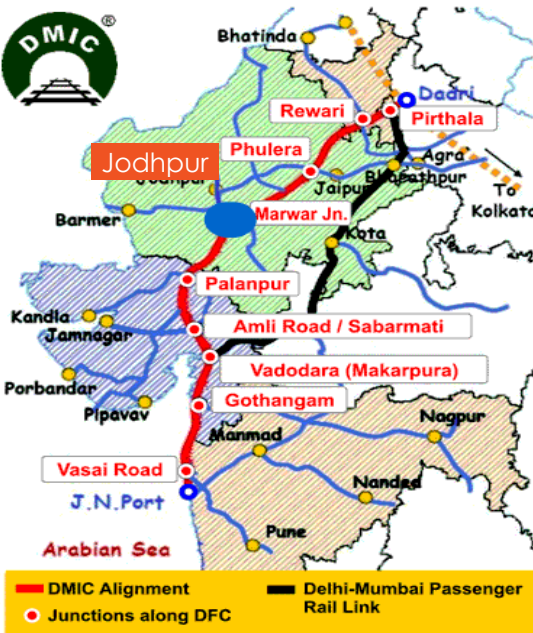
Key Factors

- 2nd largest 'Metropolitan City' of Rajasthan
- Industrial cluster and export hub of Gaur Gum, Textiles, SS utensils, Stone processing, Handicrafts & Solid Wooden Furniture,
- Population base of 1.29 mn (source census, Wikipedia)
- Tourism boom: This 'Sun city' and 'Blue City' has topped the Lonely Planet's list of 'Most Extraordinary Places to Stay in 2014'
- Education hub: IIT, ICAI , AIIMS, NIFT, IIHT, FDDI, NLU , JNVU ,SN Medical College and MBM Engineering College

Growth Drivers

- IT and ITeS companies looking at Tier II cities are making Jodhpur as a hub
- HPCL refinery near Jodhpur with investment of INR 431 Billion will generate employment for over 100,000 people
- Study conducted by NCAER, Barmer refinery will generate revenues of nearly INR 4 Trillion in 15 years
- On DMIC lines, development of New Civil Airport and Integrated Multi-Modal Logistics Hub in Jodhpur
- Mass Rapid Transit System (MRTS) in Jodhpur and Pali
- One of Mega Leather Cluster at an investment of INR 1.25 Billion will be in Jodhpur

What We Have?



6 Ongoing Projects

5.4 mn saleable area

Over 4,500 units



Contributing to the construction of school building, Jodhpur

- Construction of school building to replace open classrooms
- The building would have basic infrastructure such as 10 classrooms and multi-purpose hall



Village Infrastructure Development, Navi Mumbai

- Infrastructure development near Panvel to address water shortage
- Road widening for village near Taloja



Amphitheatre Construction for College

- Construction of a new Dias and Amphitheatre for students' extra curricular activities



Panvel School Building



Amphitheatre & Dias for Jai Narain University



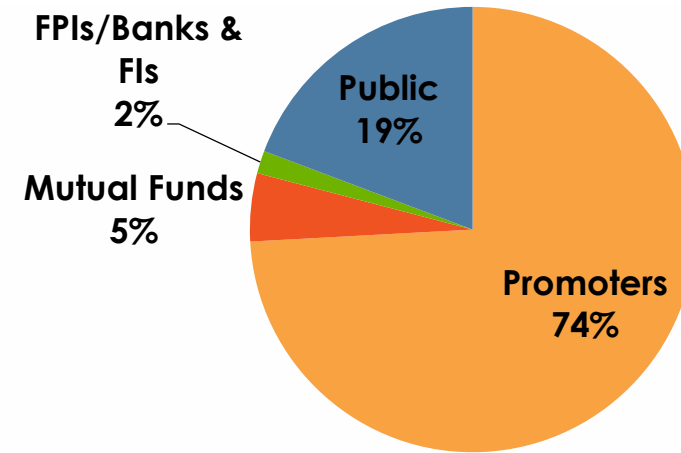
Village infra development

FINANCIAL SNAPSHOT

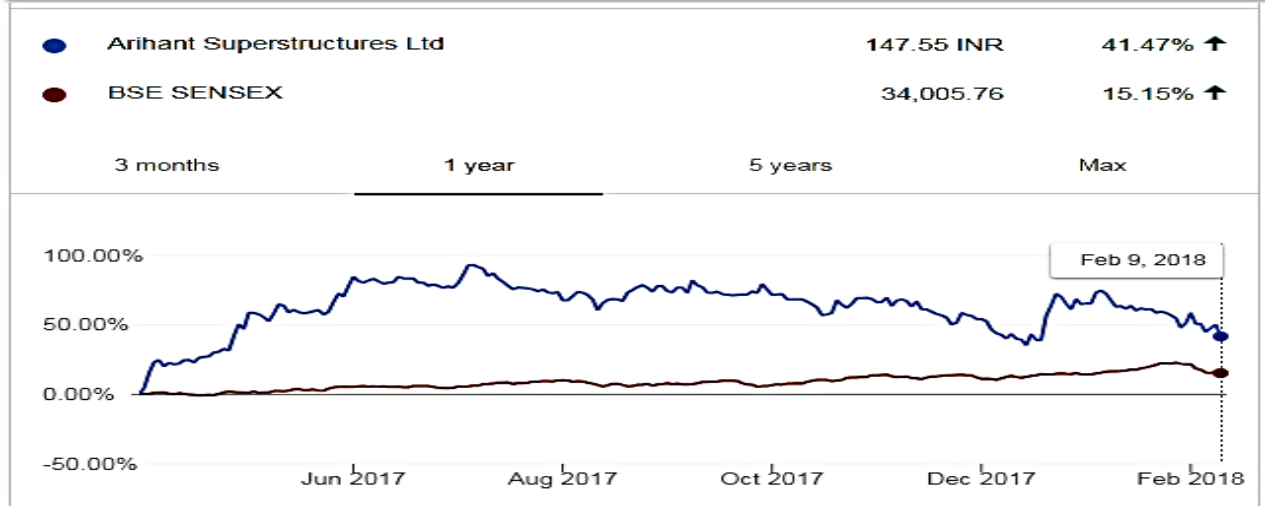
Capital Market Details

BSE Scrip Code	506194
NSE Trading Symbol	ARIHANTSUP
Bloomberg Code	ARSU IN
GICS Sector	Real Estate
Market Cap	INR 6,137 Mn
52 Week High	INR 211
52 Week Low	INR 100

Shareholding Pattern

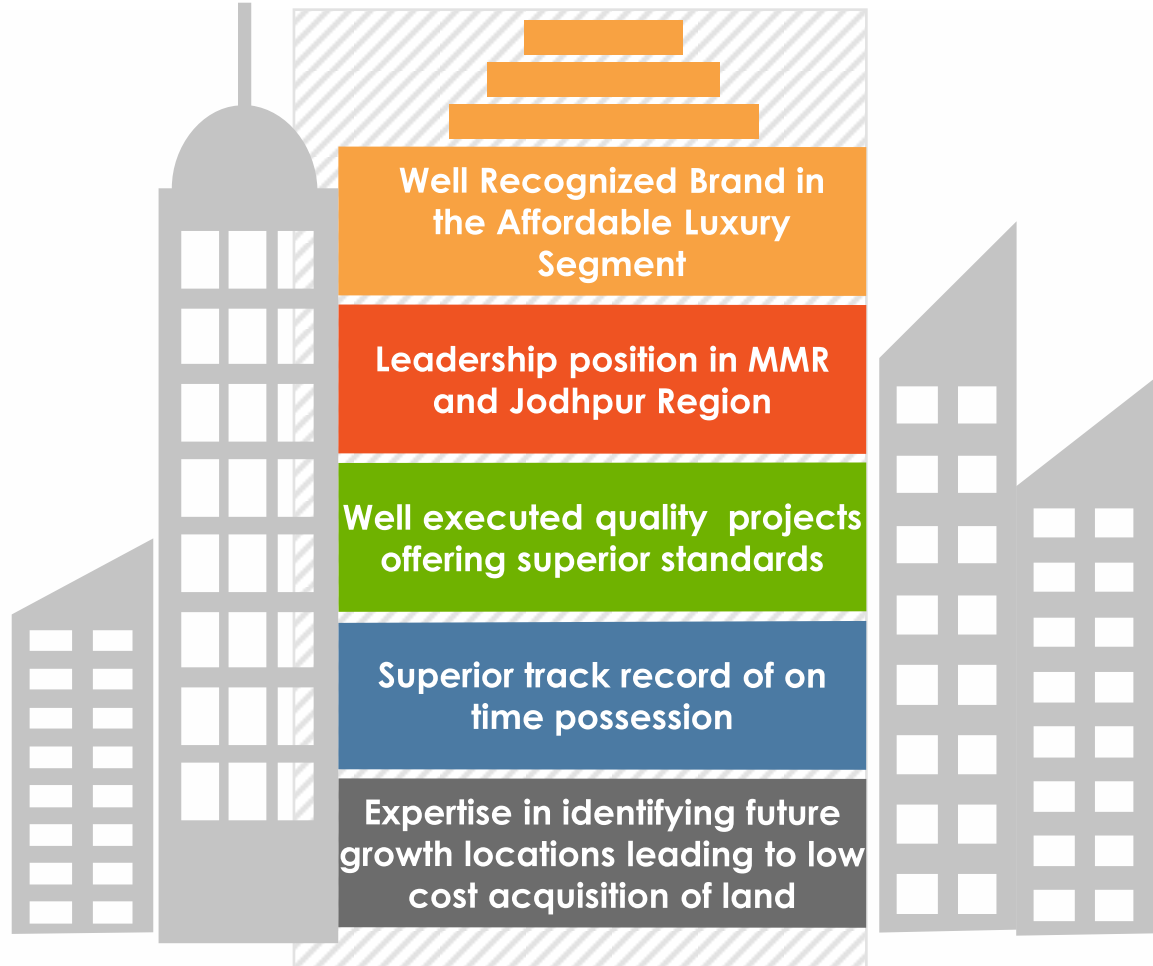


Comparative Stock Price Performance - BSE



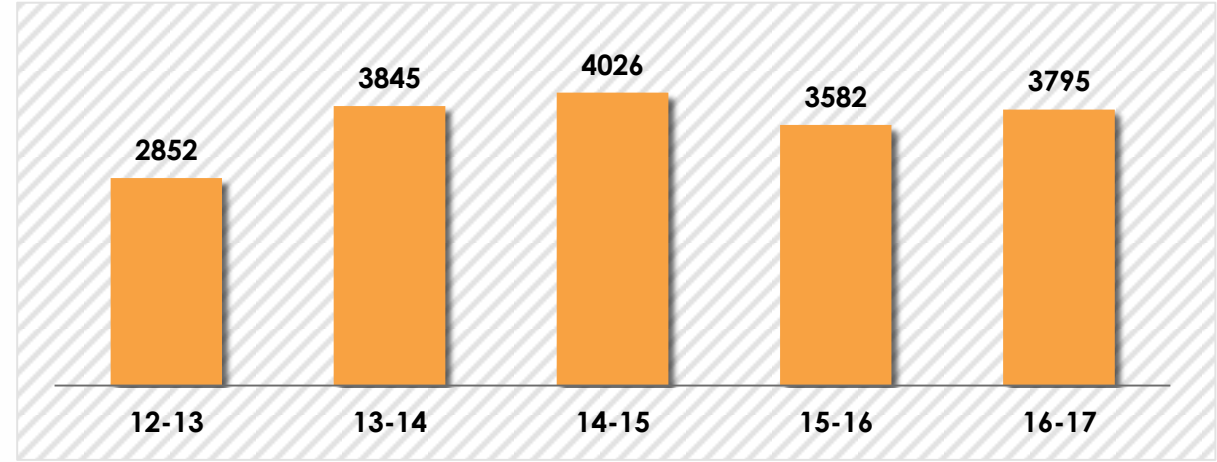
Superior Track Record With Strong Brand Recall

Key Strengths

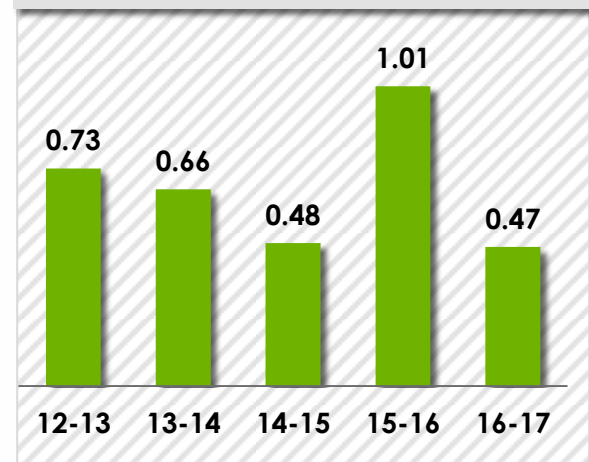


9 Months FY18
810 Flats sold across all projects

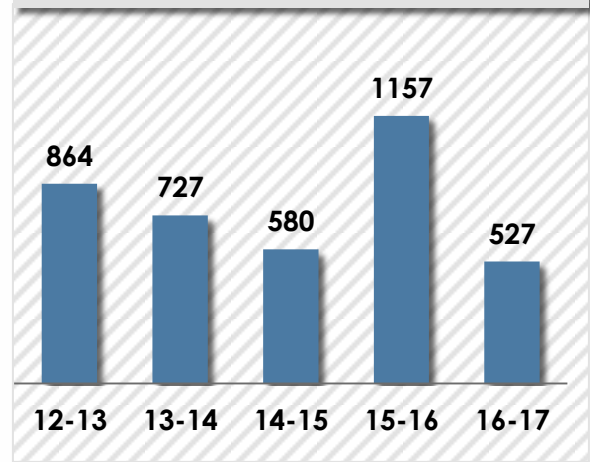
Average Realizations (INR per sq.ft.)



Area Booked (mn sq.ft)



Units Sold





Strategic Land Acquisition

- Land acquired at historical prices
- Honest and credible dealing with land owners making Arihant a preferred buyer



Superior cash flow management

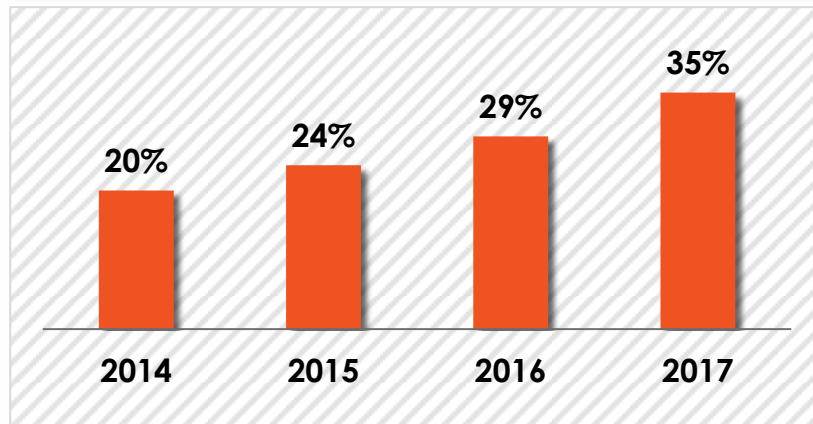
- 15% pre-launch sales target
- 100% sales completed before project completion
- Low inventory model



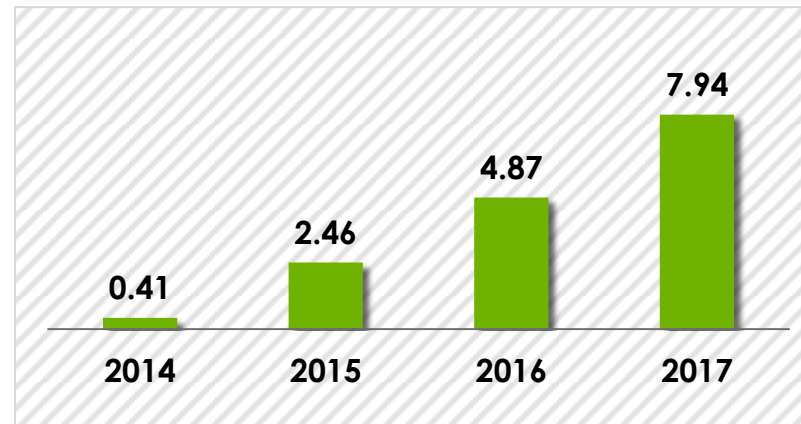
Strong Risk Management and Internal Audits

- Strong and independent board with industry experts
- Strong internal audit

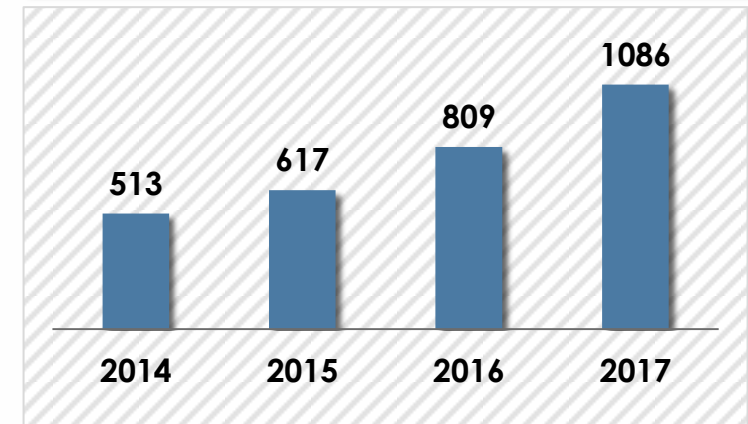
EBIDTA Margin



EPS (Rs/Share)

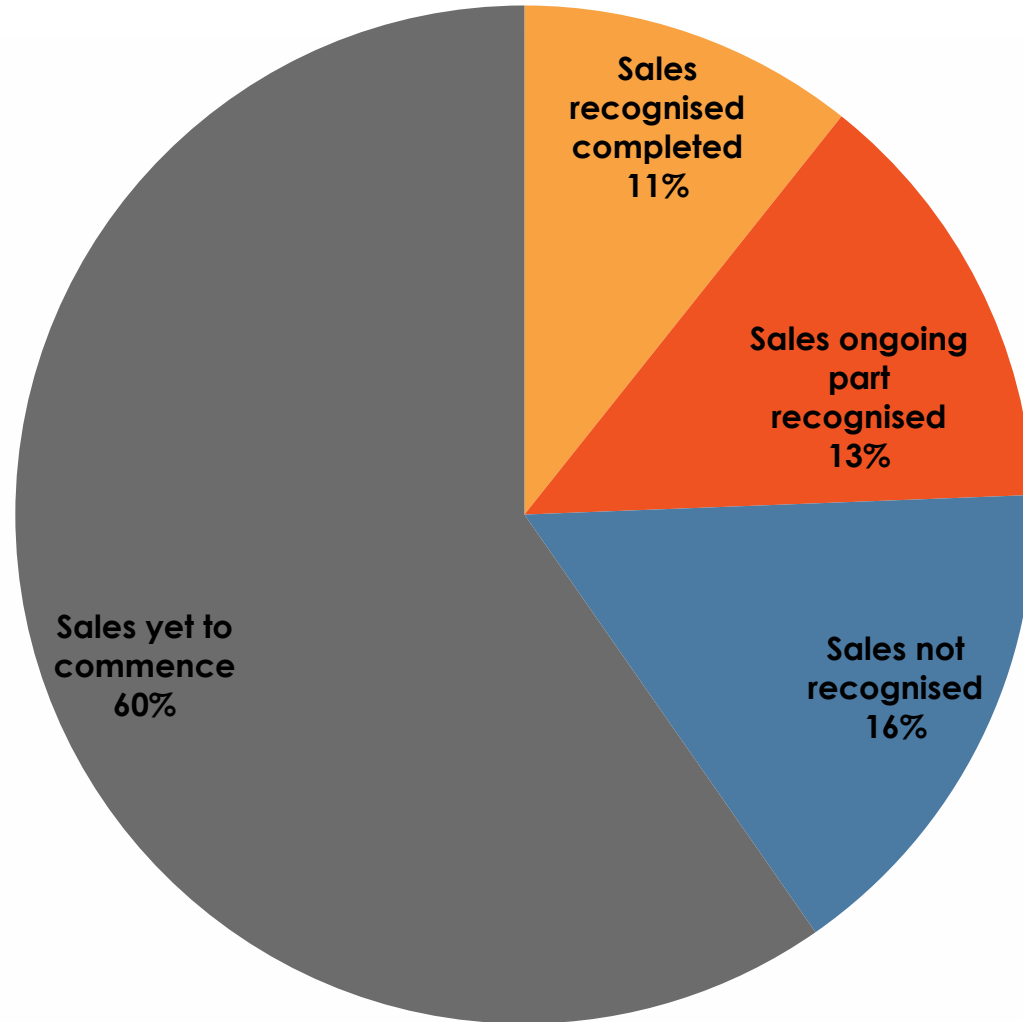


Net Worth (INR Mn)

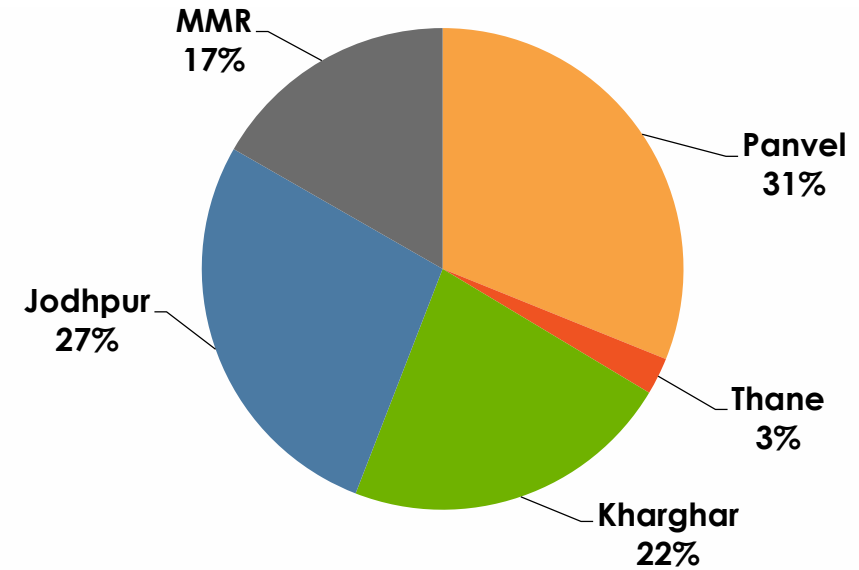


PROJECT STATUS

	Project	Location	Total Area with Common Area	Area Sold (SqFt)	% Area Sold	Total Units	Units Sold	% Units Sold	Project Completion %	Average Rate	Sale Value (in Mn)	Amount Received (in Mn)	Balance Sold Value Receivable (in MN)
Mumbai	COMPLETED PROJECTS												
	Arihant Arshiya - I	Khopoli	358,718	284,490	79%	522	415	80%	100%	3,033	863	731	131
	ONGOING PROJECTS												
	Arihant Aalishan - I	Kharghar	457,525	164,823	36%	391	151	39%	12%	7,821	1,289	415	874
	Arihant Anshula	Taloja (Nr Kharghar)	509,483	231,233	45%	504	255	51%	57%	3,997	924	740	184
	Arihant Anaika - I	Taloja (Nr Kharghar)	201,289	143,242	71%	188	138	73%	66%	4,030	577	490	87
	Arihant Arshiya - II	Khopoli	148,052	90,147	61%	251	157	63%	78%	3,077	277	223	54
	Arihant Arshiya - III	Khopoli	61,530	8,830	14%	67	11	16%	25%	3,559	31	13	18
	Arihant Anmol - III	Badlapur	193,861	88,068	45%	238	117	49%	18%	3,358	296	189	107
	Arihant Aloki - I	Karjat	109,884	48,913	45%	113	53	47%	76%	3,324	163	114	48
	Arihant Aloki - II	Karjat	82,727	13,222	16%	90	18	20%	10%	3,409	45	20	25
	Arihant Amisha - I	Taloja	134,960	92,715	69%	176	123	70%	98%	3,273	303	258	46
	Arihant Aarohi - I	Thane Shil Road	218,645	180,475	83%	223	198	89%	95%	4,885	882	815	66
	Arihant Aspire-I	Panvel	1,219,254	275,280	23%	622	252	41%	0%	5,195	1,430	256	1,175
	Total		3,695,928	1,621,438	44%	3,385	1,888	56%		4,367	7,081	4,265	2,817
	FUTURE PROJECTS												
	Arihant Aalishan - II	Kharghar	512,855	-	0%	336	-	0%	0%	-	-	-	-
	Arihant Anaika - II	Taloja (Nr Kharghar)	201,016	-	0%	267	-	0%	0%	-	-	-	-
	Arihant Arshiya - IV	Khopoli	908,342	-	0%	1,608	-	0%	0%	-	-	-	-
	Arihant Aloki - III	Karjat	159,446	-	0%	118	-	0%	0%	-	-	-	-
Arihant Amisha - II	Taloja	283,530	-	0%	377	-	0%	0%	-	-	-	-	
Arihant Aarohi - II	Thane Shil Road	51,990	7,951	15%	37	31	84%	0%	4,760	38	7	31	
Arihant Aspire-II	Panvel	1,177,812	-	0%	1,111	-	0%	0%	-	-	-	-	
Arihant Aspire-III	Panvel	729,274	-	0%	982	-	0%	0%	-	-	-	-	
Arihant Anamika	Vashi	360,464	-	-	-	-	-	-	0%	-	-	-	
Jodhpur	COMPLETED PROJECTS												
	Arihant Adita - I	Jodhpur	506,941	469,388	93%	408	376	92%	100%	2,273	1,067	985	82
	Arihant Adita - II	Jodhpur	180,330	94,365	52%	164	86	52%	100%	2,553	241	205	36
	Arihant Adita - III	Jodhpur	187,875	123,000	65%	165	103	62%	100%	2,667	328	271	57
	Arihant Ayati	Jodhpur	210,421	88,529	42%	81	32	40%	100%	3,866	342	319	23
	ONGOING PROJECTS												
	Arihant Adita - IV	Jodhpur	133,920	36,230	27%	82	22	27%	18%	2,672	97	21	76
	Arihant Aangan	Jodhpur	45,600	30,020	66%	121	80	66%	38%	2,165	65	30	35
	Arihant Aanchal - I	Jodhpur	478,800	350,100	73%	532	389	73%	29%	2,126	744	335	409
	Total		1,743,887	1,191,632	68%	1,553	1,088	70%		2,420	2,884	2,167	717
	FUTURE PROJECTS												
	Arihant Adita - V	Jodhpur	299,070	10,970	4%	236	9	4%	0%	2,250	25	1	24
	Arihant Ashray	Jodhpur	39,000	38,350	98%	123	121	98%	0%	2,021	78	5	72
	Arihant Aanchal - II	Jodhpur	226,800	123,300	54%	252	137	54%	0%	2,284	282	20	262
Arihant Aanchal - III	Jodhpur	1,436,400	-	0%	1,540	-	0%	0%	-	-	-	-	
Arihant Aakarshan	Jodhpur	1,668,800	-	0%	825	-	0%	0%	-	-	-	-	
GRAND TOTAL		13,494,614	2,993,641	22%	12,750	3,274	26%			10,387	6,464	3,923	



Expected Revenue: Geographical Split



Revenue Recognition Method

- As per ICAI Guidelines, revenue is recognised only upon :
 - 25% of the construction and development of the project/phase of project is completed; and
 - 25% of the Saleable area of the project/phase of project has been sold and
 - 10% of the agreement consideration have been realised against such sales.

Income Statement

In INR Mn



Particulars	FY 13	FY 14	FY 15	FY 16	FY 17
Total Revenue	716	1,005	1,098	1,238	1,862
Cost of materials consumed	845	1,128	1,208	1,144	2,074
Purchase of Stock in Trade	48	-	-	-	
Changes in inventories	-392	-461	-543	-480	-1130
Employee benefits expense	32	61	65	79	85
Other Expenses	86	71	102	133	190
Total Expenses	619	799	832	876	1219
EBITDA	97	206	266	362	643
EBITDA Margin	14%	20%	24%	29%	35%
Depreciation	4	6	11	11	10
Interest & Finance Charges	100	142	64	37	101
PBT	-7	58	191	314	532
Total Taxes	24	40	77	104	173
PAT (Before Minority)	-29	17	113	210	359
Share of Minority		-14	-12	-20	-32
Net Profit (Attributable)	-29	3	101	190	327
Net Profit Margin	-4%	0%	9%	15%	18%
EPS (Basic)	-0.7	0.4	2.5	4.63	7.94

Balance Sheet

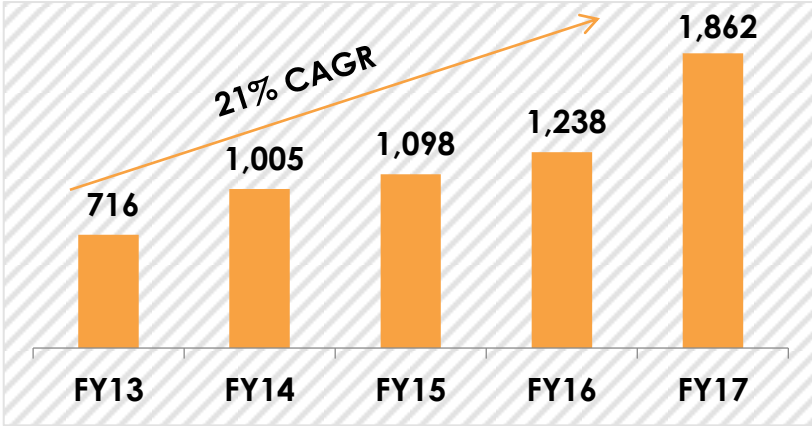
In INR Mn



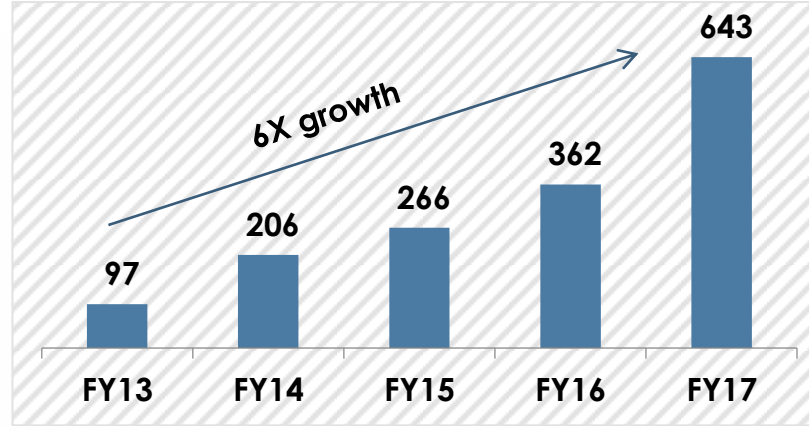
Equity and Liabilities	FY13	FY14	FY15	FY16	FY17
Share Capital	412	412	412	412	412
Reserve and Surplus	110	101	206	397	724
Net worth	522	513	617	809	1136
Minority Share	1	15	27	47	79
Long Term Borrowings	827	403	971	1778	2013
Short Term Borrowings	400	1065	489	327	545
Advance from Customers	607	1069	1563	1485	1590
Other Liabilities	201	98	196	320	487
Trade Payables	76	81	84	154	244
Total Liabilities	2634	3244	3947	4920	6094
Assets	FY13	FY14	FY15	FY16	FY17
Fixed Assets	88	278	53	48	41
Non - Current Investment	-	55	10	50	91
Long Term Loans & Adv.	54	32	122	272	323
Current Investment	1	1	-	2	2
Inventories (WIP)	831	1274	1716	2230	3115
Inventories (Finished	9	22	127	91	337
Trade Receivables	79	32	66	95	335
Cash and Cash Equiv.	55	55	31	46	90
Short Term Loans & Adv.	190	218	295	305	364
Land	1327	1264	1524	1742	1366
Other Assets	0	13	3	39	31
Total Assets	2634	3244	3947	4920	6094

Consistent delivery of strong financial performance

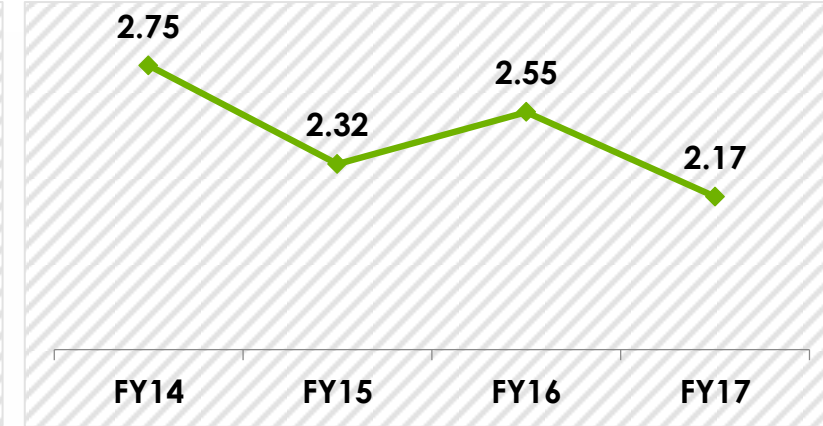
Total Revenues (Rs Mn)



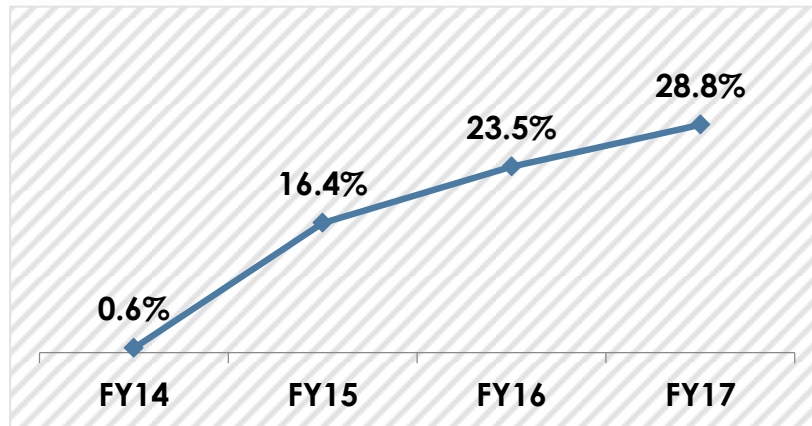
EBITDA (Rs Mn)



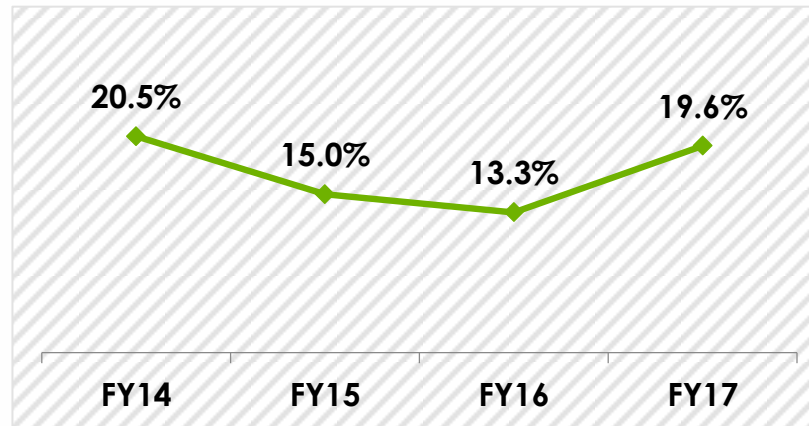
Net Debt/Equity (x)



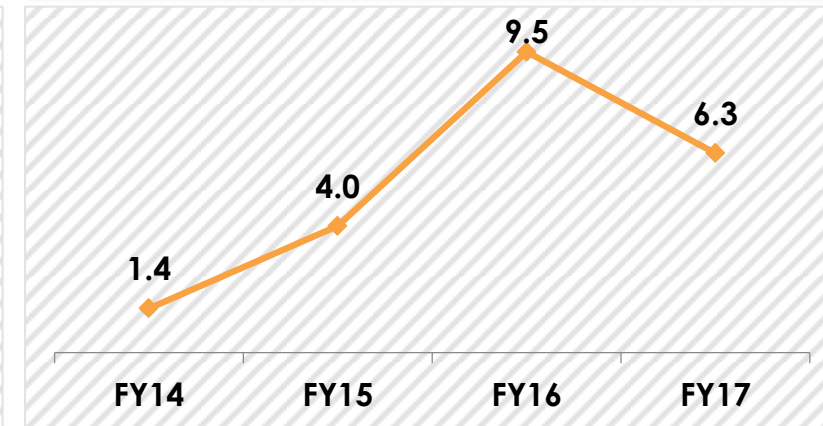
Return on Equity (%)



Return on Capital Employed (%)



Interest coverage ratio (x)



Net Worth & PAT (By Company) As at 31st December, 2017

In INR Mn



Company	Net Worth	PAT
Arihant Superstructures Limited	1217.17	35.52
Arihant Vatika Realty Private Limited	135.26	-5.42
Arihant Abode Limited	1.56	0.03
Arihant Gruhnirman Private Limited	-1.70	-0.01
Arihant Aashiyana Private Limited	88.01	0.73
	1440.30	30.84

Net Worth : As per Standalone Balance Sheet of each Company.

Q3FY18 - Operating Highlights

1. Achieved sales of 283 flats in Q3FY18
2. Launched our flagship project – Arihant Aspire to an encouraging response despite subdued market
3. Higher revenues from low-ticket size projects & expenses towards new sales impacted margins in the quarter
4. More sales events lined up in Q4FY18

Q3FY18 - Financial Highlights

1. Revenue during Q3 increased by 10% to INR 410 mn over Q3FY17
2. EBITDA decreased by 17% to INR 84 mn over Q3FY17
3. PAT decreased by 43% to INR 29 mn over Q3FY17

INR Mn (except as stated)	Q3 FY18	Q3 FY17	Q2 FY18	FY17
Revenue	410.48	372.36	451.19	1862.46
Total Expenditure	326.42	271.30	360.48	1218.94
EBITDA	84.07	101.06	90.71	643.5
EBITDA Margin (%)	20.5%	27.1%	20.1%	34.6%
Interest	36.58	29.64	36.53	101.22
Depreciation	2.75	2.58	3.13	10.20
PBT	44.74	68.85	51.05	532.10
Tax	18.08	17.50	18.43	172.93
PAT	26.65	51.35	32.62	359.17
PAT Margin (%)	6.5%	13.8%	7.2%	19.3%
Minority Interest	-1.87	1.41	2.29	32.36
Attributable PAT	28.52	49.93	30.33	326.81
EPS	0.69	1.21	0.74	7.94

9M-FY18 - Income Statement

INR Mn (except as stated)	9M FY18	9M FY17	FY17
Revenue	1442.53	1034.90	1862.46
Total Expenditure	1155.13	773.71	1218.94
EBITDA	287.39	261.19	643.52
EBITDA Margin (%)	19.9%	25.2%	34.6%
Interest	111.11	60.91	101.22
Depreciation	8.93	7.59	10.20
PBT	167.35	192.69	532.10
Tax	58.41	60.08	172.93
PAT	108.95	132.61	359.16
PAT Margin (%)	7.6%	12.8%	19.3%
Minority Interest	12.35	13.75	32.36
Attributable PAT	96.60	118.87	326.81
EPS	2.35	2.89	7.94

9MFY18 - Operating Highlights

1. Launched our flagship project – Arihant Aspire in Q3FY18 to an encouraging response despite subdued market
2. Launched Affordable Housing Project Arihant Aanchal at Jodhpur in May 17. Witnessed encouraging response with 225+ Unit sales in 15 days
3. “Arihant Aanchal” triggered Revenue recognition for the first time in Q2FY18
4. More sales events lined up in Q4FY18

9MFY18 - Operating Highlights

1. Revenue increased by 39% to INR 1,443 mn
2. EBITDA increased by 10% to INR 287 mn
3. PAT decreased by 19% to INR 97 mn

REVENUE DRIVERS

Fast tracking of Navi Mumbai airport to boost demand from home buyers

To add more projects in the affordable housing segment

Mega sales events planned for bulk sales throughout the year

MARGIN DRIVERS

Efficiency in low cost land purchase

Low cost overheads

Low cost of finance

Controlled timeline of project completion

FUTURE PLANS

To infuse Rs 300 crore for land purchase to take current developable area from 13 mn sq. ft. to 25 mn sq. ft.

Exploring fund raising via equity/debt or PE funding routes

Open for all types of asset-light models which will add to both revenues and profitability

Ashok Chhajjer, Promoter, CMD

- Over 2 decades experience in the real estate business
- Prior experience ranging from textile, oil refinery to real estate financing
- At Arihant, he oversees corporate strategy, project design and land acquisition functions

Nimish Shah, Whole-Time Director

- A civil engineer with over 17 yrs experience in construction
- Earlier association with Hiranandani group and Soham Group, Thane
- Responsible for Planning and Execution, project estimation, Infrastructure and site organization of projects

Vinayak Nalavde, Independent Director

- Over 25 years experience with various government departments
- Earlier associated with CIDCO as Joint Managing Director

Dinesh Chandra Babel, Independent Director

- A Chartered Accountant retired as President - Finance & Commercial at Ispat Industries Ltd
- Earlier associated with companies like Birla Corp, Jaiprakash Industries, and JK Corp

Vijayalakshmi Iyer, Independent Woman Director

- Nearly 4 decades experience in the financial services industry
- Former Chairperson and Managing Director of Bank Of India
- Member (Finance and Investment s) of IRDAI

Raj Narain Bharadwaj, Independent Director

- Over 38 years of experience in economics, banking, finance and portfolio management
- Former Chairman and Managing Director of Life Insurance Corporation of India
- Also a former Member of the Securities Appellate Tribunal

Akshay Agarwal, Director - Procurement

- Dual specialization in Marketing and Logistics from Ohio State University, Columbus USA
- At Arihant, he is involved in purchase & procurement

Piyush Dosi, Director - Jodhpur

- A civil engineer with over 20 years' experience in project planning and execution
- At Arihant, he drives the project execution at the Jodhpur region

Pradeep Mehta, CFO

- A CA with over 22 years experience in cement, steel and Oil & Gas sectors in leading companies like Grasim, Essar and JSPL
- Responsible for Corporate Finance, Internal Controls, Budgeting & Forecasting

Pankaj Borele, VP - Sales

- MMS & BE (Mech) with 13+ years of hands-on experience in the Real Estate, Telecom and IT
- Worked with Indiabulls Distribution Services is responsible for direct sales & Channel sales at Arihant

Umesh Jhavar, VP - Strategy and IR

- An MBA, with BSc.(Tech)UDCT and over 21 years of industry experience in business strategy, planning & business development
- Heads investor relations, corporate planning and business strategy

Kanta Sunil Kumar Head - HR

- A graduate with 13 years of industry experience
- At Arihant, she is responsible for all HR activities and for branding & positioning of projects

Ajay Purohit, Head - Civil- Jodhpur

- Experience of 15 years in field of construction both industrial and residential civil works
- At Arihant, he is the head of civil affairs in the Jodhpur region

Naval Singh Shekhawat, Company Secretary

- A Company Secretary with experience in corporate affairs and legal framework
- Specialization in corporate law, investor grievance handling, corporate governance and statutory affairs.

Mumbai Hot 50 Brands (2 Times) - 2015 and 2014

 ASIAN PAINTS	 AUDI INDIA	 ASL	 AXIS BANK	 BERGGRUEN HOTELS	 BHARTI AXA	 BOOKMYSHOW	 BURGER KING
 CADBURY DAIRY MILK	 CELIO	 CIPLA	 COLORPLUS	 CROMA RETAIL	 EUREKA FORBES	 GODREJ PROPERTIES	 HAAGEN-DAZS
 HDFC LIFE	 HEADPHONE ZONE	 HOUSING.COM	 ICICI BANK	 IDBI FEDERAL	 IDEA CELLULAR	 IIFL	 ITZ CASH CARD
 KOTAK MAHINDRA BANK	 LIC	 LOVABLE	 MAHINDRA HOLIDAYS	 MUMBAI INDIANS	 OBEROI REALTY	 PARK AVENUE	 PEPPERFRY
 PHOENIX MARKETCITY	 PIDILITE INDUSTRIES	 QUICK HEAL	 SAFFRONART	 SHAADI.COM	 SHOPPERS STOP	 SKODA	 STATE BANK OF INDIA
 TABCAB	 TATA CONSULTANCY	 TATA HOUSING	 TAXI FABRIC	 THATSPERSONAL.COM	 THOMAS COOK	 VIBGYOR HIGH	 WESTSIDE
 FAASOS	 YES BANK						

Arihant Superstructures Ltd. bags the most prestigious Mumbai's Hot 50 Brands Award for consecutive 2years, 2014 & 2015 presented by One India & Paul Writer
Thanks for the support



NDTV awards Aриhant as the best developer in affordable category for budget housing in metro cities, 2016.



- Promoter and CREDAI agree with regard to the following Terms and Conditions:-
- Promoter shall obtain all the requisite Approvals / Permissions / Clearances from State Govt. / Local Authority for implementing the housing projects.
 - CREDAI will monitor each and every project of the members undertaken and the concerned member will submit quarterly progress report to CREDAI as per prescribed format.
 - CREDAI will submit quarterly progress reports collected and compiled from Members to Ministry of Housing and Urban Poverty Alleviation, Government of India (MoHUPA).
 - CREDAI further undertakes to cover the project as per terms and conditions of eligibility set by Banks and Financial Institutions with regards to the following:
 - Exclusive Relationship Manager for each Affordable Housing Project.
 - Preferential treatment for processing of proposals in respect of MOU of Affordable Housing Projects being done today.
 - Specialized/Dedicated Team for Construction/Buyer Finance.
 - Concessional interest/Rate and Processing Fees to the extent possible for MOU of Affordable Housing Projects being done today.
 - CREDAI shall advise (without prejudice, without any binding) the concerned State Governments to accord approval/clearance/permissions to Housing projects undertaken under this MOU on priority basis.

IN WITNESS WHEREOF: The Parties hereto through their duly authorized representatives have signed this MOU on the date and year mentioned herein above.

For and on behalf of M/S. ARIHANT SUPERSTRUCTURES LTD. Authorized signatory (Jayaj Shah) President, CREDAI info@credai.org

For and on behalf of CREDAI

Name :
Email :

Under "Housing for All by 2022" - initiative by GoI & CREDAI, 3 of Aриhant's projects (Aanchal, Aangan & Akanksha) were selected for Affordable Housing.

Thank you !!

For further Information please contact

Umesh Jhawar

VP – Strategy & IR

Tel: +91 22 6249 3333

Email: umesh.j@asl.net.in

Corporate Office: Arihant Aura, Floor No. 25, B wing, Plot no 13/1, TTC Industrial Area, Thane Belapur Road, Turbhe, Navi Mumbai – 400705, Maharashtra