



CONTINUING STABILITY

**ARIHANT**  
SUPERSTRUCTURES LTD.  
CONTINUING STABILITY

**Date: 23<sup>rd</sup> February, 2017**

To  
**Corporate Relationship Department,**  
**BSE Ltd**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort, Mumbai - 400 001

**Scrip Code: 506194 (Arihant Superstructures Limited)**

**Subject: Reference to the Corporate IR presentation February, 2017**

Dear Sir,

This is in furtherance to the Investor presentation details submitted to BSE on 21<sup>st</sup> February, 2017. In furtherance to the same, please find attached a copy of the Updated Investor Presentation for your perusal.

You are requested to inform the Stakeholders at the earliest

Regards

**For, ARIHANT SUPERSTRUCTURES LIMITED**

**MANISH MEHTA**  
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SUPERSTRUCTURES LTD.  
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## **ASL INVESTOR PRESENTATION**

FEB 2017

**ASL believes REAL ESTATE is a retail product  
with a flavour of an asset class.**

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- Largest real estate player in Affordable housing consisting of its 70% portfolio in affordable housing and having projects in hand for next 6 years
  - Impeccable record of planning and execution of projects backed by professional management.
  - Delivered 8000 homes worth 70 Lac SqFt across 50 projects over past 2 decades by the Group
  - Projects in hand of 12000 homes worth 120 Lac SqFt across 15 projects over next 6 years
  - Revenues grew by 21% CAGR in the last 3 years. Operating profits grew 6 times in the same period
  - Comfortable debt equity ratio of 1:1.60
  - Operating in Affordable Housing segment since 2010 which has found its deserved attention
- 
- Quality of construction is achieved by Standard Operation Processes (SOP) even in affordable housing construction of mass scale. This is achieved through higher efficiency, low overheads, adherence to project completion timelines and correct engineering spends.
  - With skill sets and approach coupled with cost efficient procurements and its network, ASL has an edge in its operational areas – Navi Mumbai, MMR and Jodhpur region

## Navi Mumbai

- Navi Mumbai International Airport (NMIA) developer is selected and award to GVK Power & Infra
- 12<sup>th</sup> Jan 2017, MTHL foundation stone laid by Hon. Prime Minister Shri Narendra Modi
- Tenders invited for Navi Mumbai Corporate Park spread on 300 Acre on the lines of BKC-2, adjoining to 180 Acre ready Golf Course and 240 Acre Central Park with Amusement Park in **Kharghar**. This Project will have Growth potential and generate employment opportunity to over 2 Lakh persons
- Expansion of MIDC at Pen, Pali, Khalapur and Mangaon will generate additional Jobs
- Widening of all NH and 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.
- Initiative to make available the Affordable Housing to all @ price ranging from Rs.3000/- psf onwards.
- All of the above is supported by strong Political Will of the present State Government to change the landscape and lifeline of Navi Mumbai
- Government initiative of Rs.1 Lakh Crore spend on Infrastructure Projects.

## Jodhpur

- Jodhpur located in Western Rajasthan is an economic capital of the state
- All 7 Districts viz Pali, Marwar, Barmer, Jaisalmer, Bikaner, Jalore and Nagore look upto Jodhpur as place of migration for Education, Occupation and Employment

## Impact of Demonetisation (Pointers)

- Affordable Housing was temporarily affected as this segment transacts mostly on 100% cheque payments. Residential Luxury segment most impacted
- Customer's wait & watch approach. It ended post Budget as Government recognised Real Estate Housing sector as major contributory to GDP Growth
- 

## Union Budget '17 (Pointers)

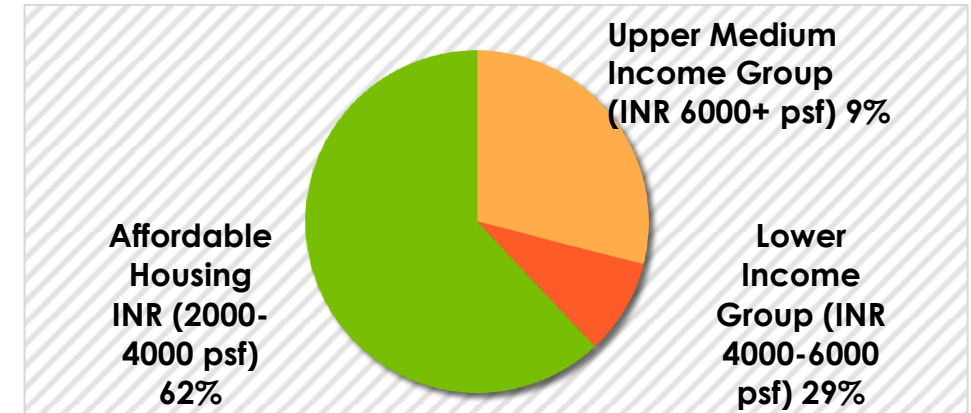
- Infrastructure Status assigned to Affordable Housing Projects
- For affordable housing, 30 sqm and 60 sqm of 'carpet area' instead of 'built-up area' to be considered. (30 sqm within municipal limits and 60 sqm - for rest of country) will qualify for 80IB(A) exemption under Income Tax and Service tax
- Change in base year from 1981 to 2001 as well as reduction of time frame to 2 years for Capital Gains Calculation. Will make Real Estate Investment as an asset class more attractive
- Interest subsidy of 3% for home loan borrowers upto 12 Lakhs
- 1<sup>st</sup> Home Loan exemption increased from 1.5 to 2 Lakhs to each individual Flat buyer.
- Lower lending rates for retail borrowers (Remove) Put Below

## Company Profile

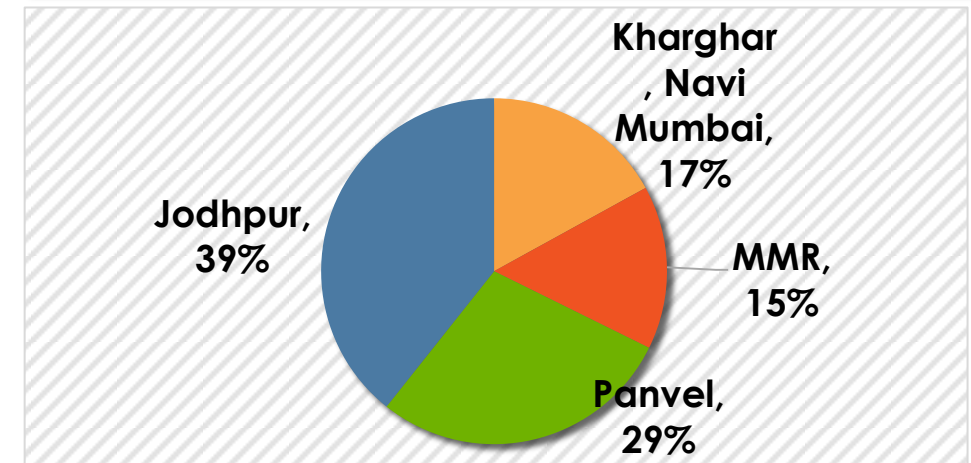
1. A leading real estate company focused on Affordable Luxury Segment
2. Strong execution track record with ~ 7 mn sq feet of projects completed
3. Strong brand recognition in high growth markets of Mumbai and Jodhpur – 50 projects executed
4. Fully paid up land bank for projects to be executed in the next seven years








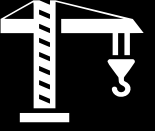



## Category Wise Project Profile



## Area Wise Project Portfolio



Strategically Well-positioned In High Growth Markets	Significant Monetization Yet To Come	Large Land Bank Acquired At Low Cost	Project Funding Secured	Strong Focus On Corporate Governance	Superior Growth Profile
 <ul style="list-style-type: none"><li>• Navi Mumbai – Top 3 hot real estate destinations*</li></ul>  <ul style="list-style-type: none"><li>• Jodhpur – strong migrant inflow from around western Rajasthan</li></ul>	 <ul style="list-style-type: none"><li>• At an inflexion point; strong cash flows from FY18 onwards</li></ul>	 <ul style="list-style-type: none"><li>• Average purchase price of Rs. 250/sq ft</li></ul>	 <ul style="list-style-type: none"><li>• INR 120 crore secured loans</li></ul>  <ul style="list-style-type: none"><li>• Bank loan at 13% P.A</li></ul>	 <ul style="list-style-type: none"><li>• Industry leading disclosure standards</li></ul>	 <ul style="list-style-type: none"><li>• 13 mn sq feet under construction – spread between MMR and Jodhpur</li></ul>  <ul style="list-style-type: none"><li>• Projects showing good traction - 110% increase in sales</li></ul>

Source: CII – JLL; media articles



c.7 Mn Sq Feet Delivered

c.12 mn sq.ft. Saleable

c.2 mn sq feet  
nearly ready

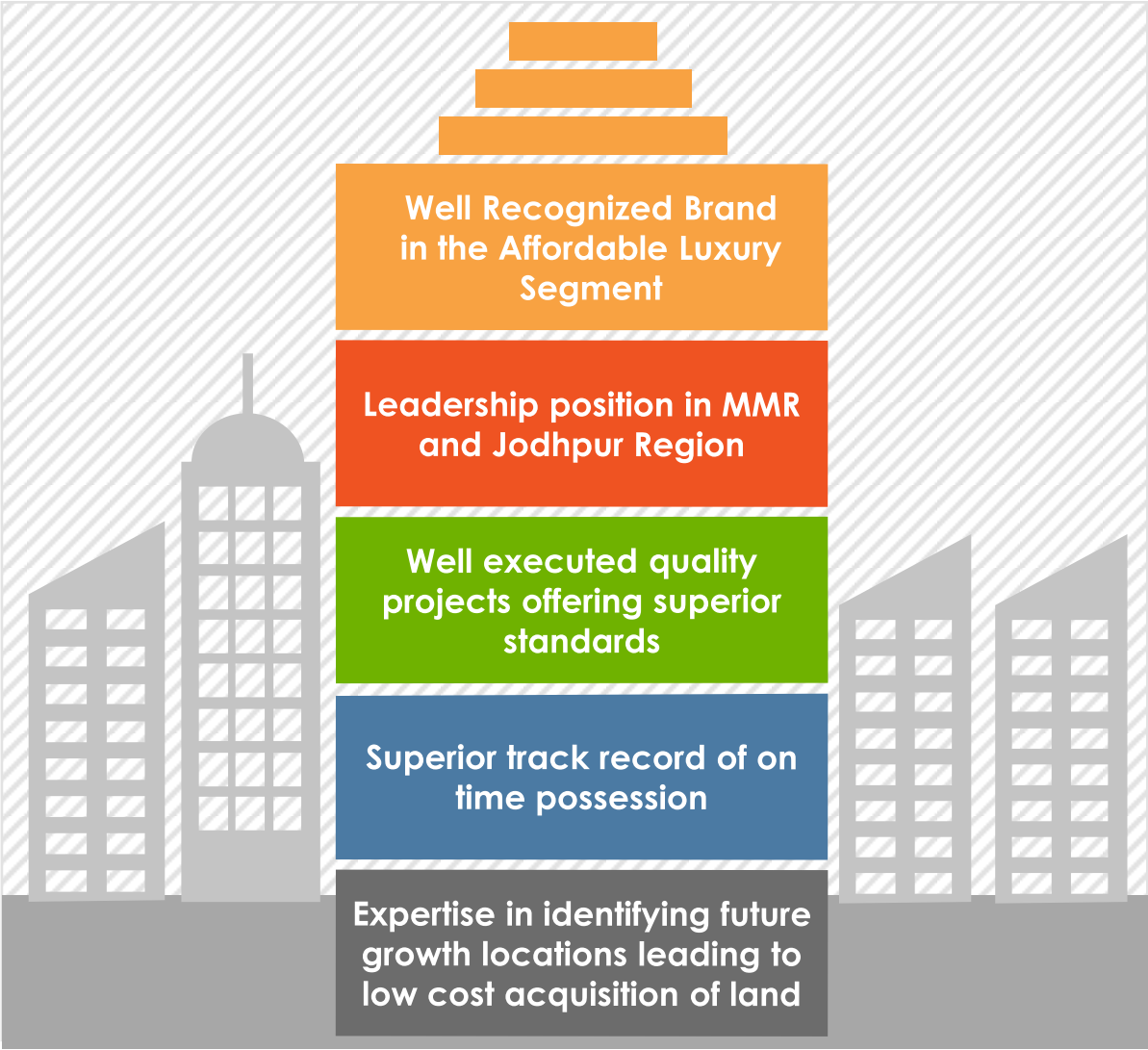
c.5 mn sq feet  
under  
construction

c.4 mn sq feet  
construction yet  
to start

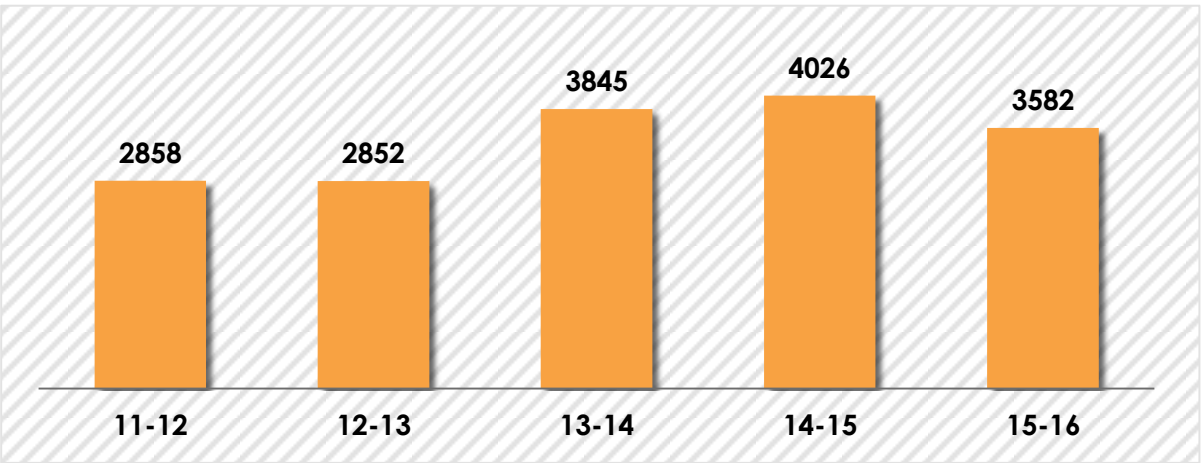
c.1 mn sq feet  
Projects Yet to be  
conceived

*Land Acquisition Ongoing; leveraging wide relationship network*

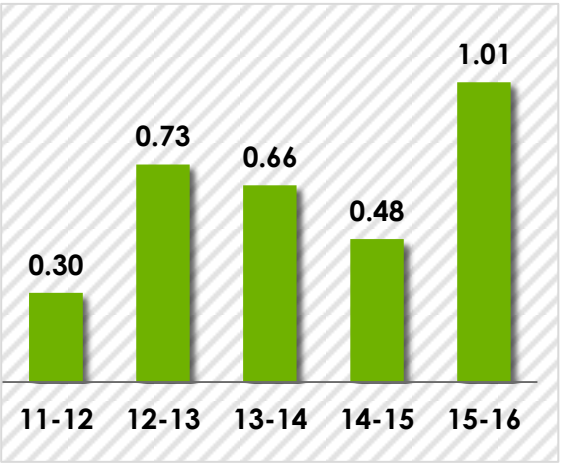
## Key Strengths



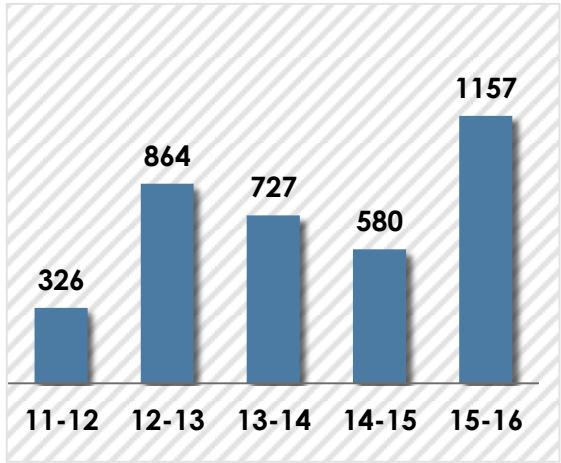
## Average Realizations (Rs per sqft)



## Area Booked(mn sqft)

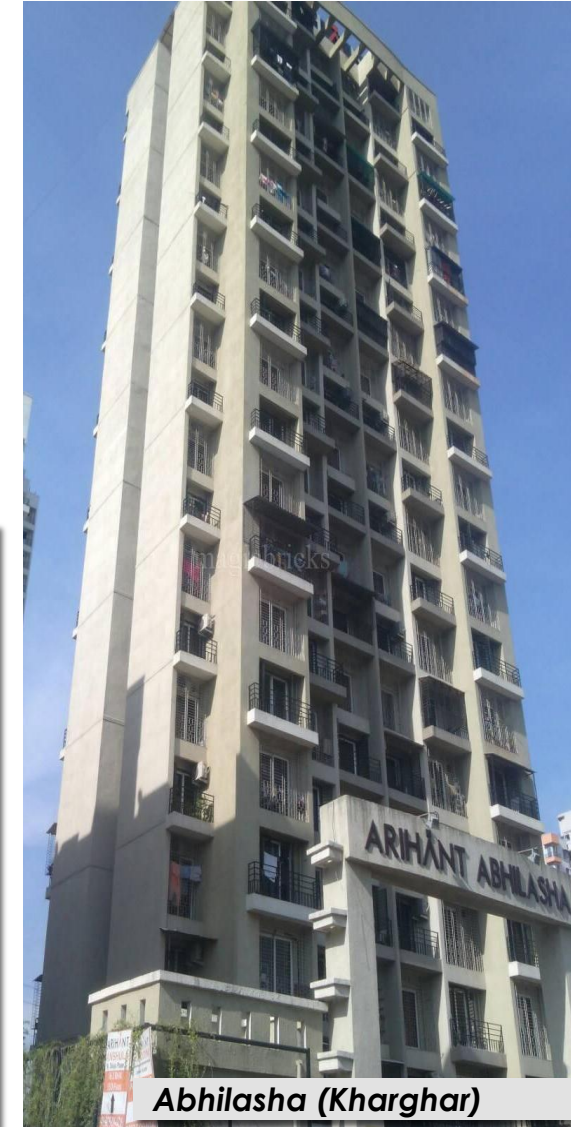


## Units Sold



# Proven Execution Track Record (Some Key Projects)

Location	Projects	Saleable area (sq.ft.)	Units Sold
Airoli	1	32,500	40
Badlapur	2	3,49,125	490
CBD Belapur	2	1,66,000	185
Ghansoli	5	2,61,100	355
Kharghar	7	10,71,494	1012
Koperkhairane	3	1,40,000	228
Nerul	7	1,59,900	215
Panvel	1	4,06,950	501
New Panvel	2	57,500	73
Sanpada	1	1,54,000	133
Thane	1	5,500	28
Vashi	6	2,79,500	265





## Strategic Land Acquisition

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



## Superior cash flow management

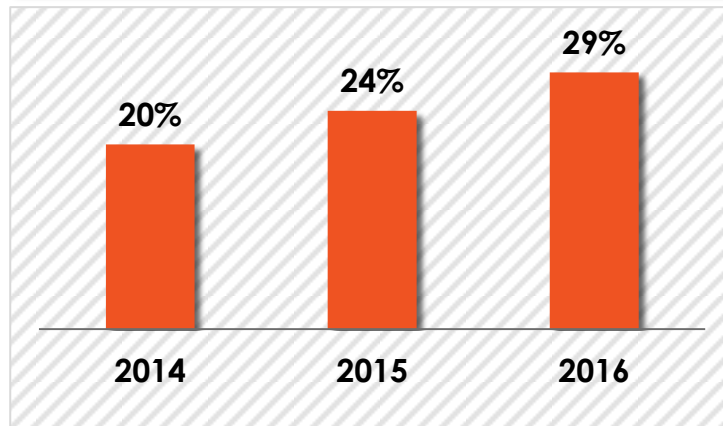
- 15% pre-launch sales target
- 100% sales completed before project completion
- Low inventory model



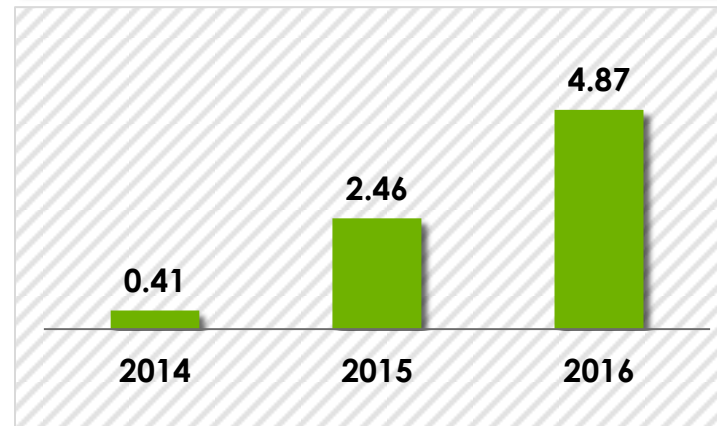
## Strong Risk Management and Internal Audits

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

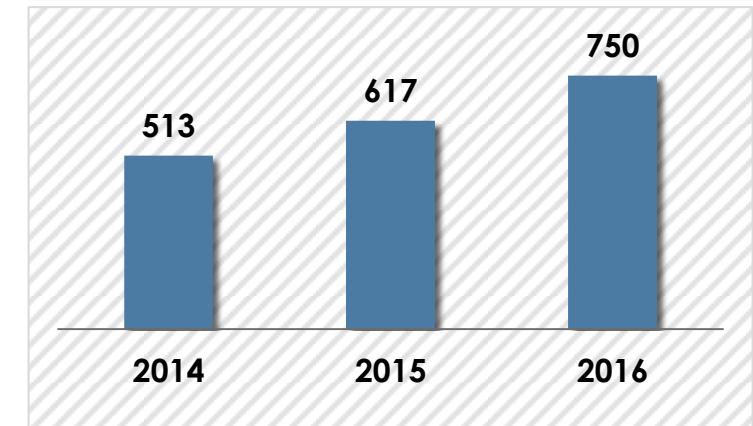
## EBIDTA Margin



## EPS (Rs/Share)



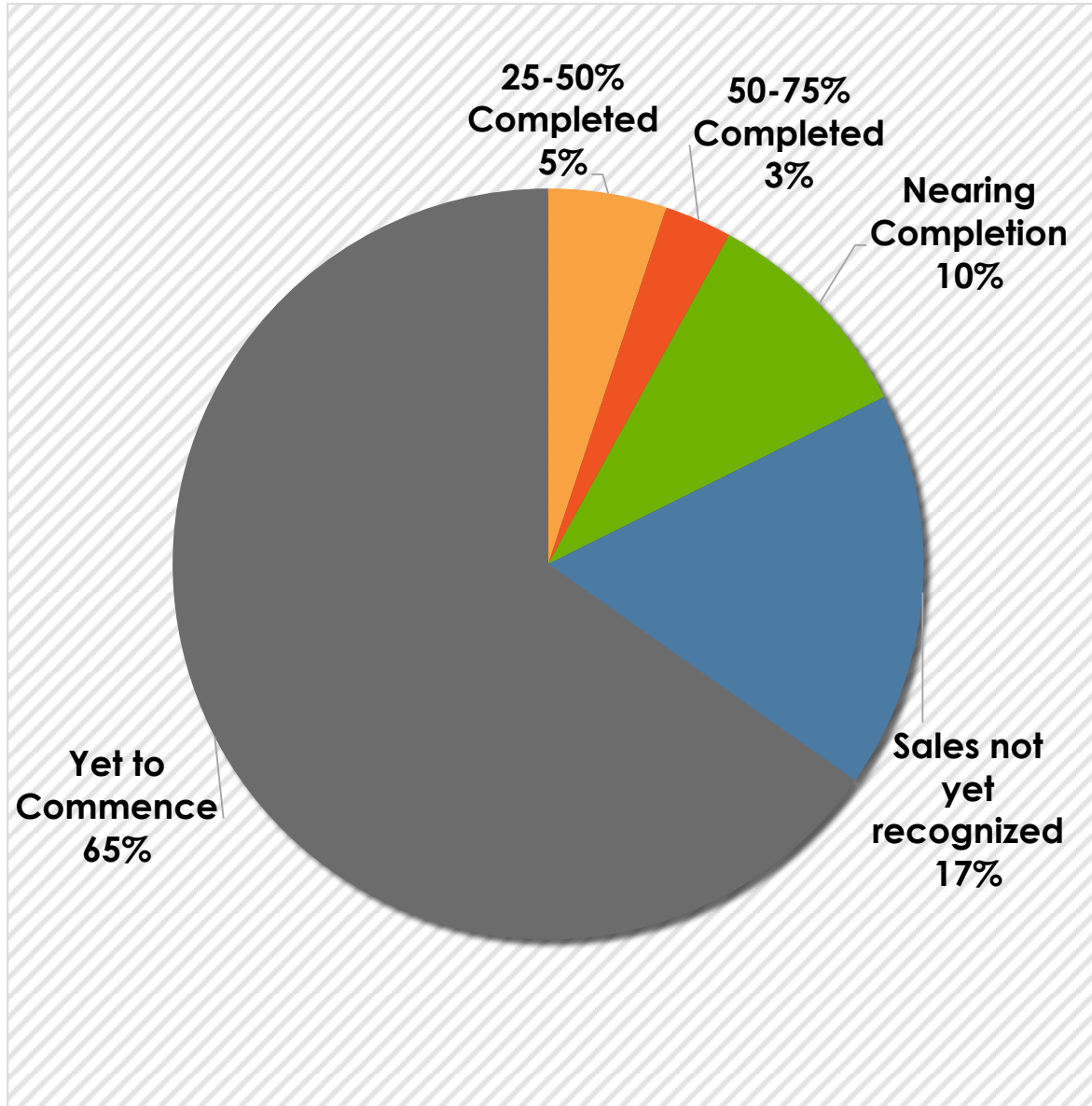
## Net Worth (INR Mn)



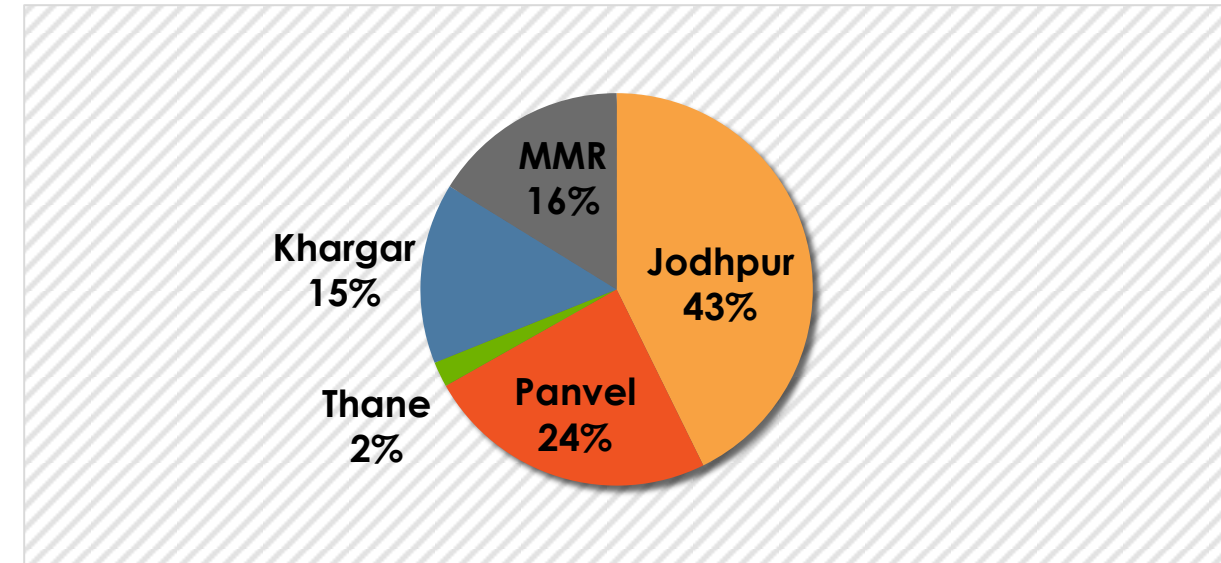
## Projects: Area under development

		Project	Economic Interest	Saleable Area (Sq Ft)	Area Sold (Sq Ft)	% Area Sold	Total Units	Units Sold	% Units Sold	Completion %	Average Rate	Sale Value (in Lacs)	Amount Received (in Lacs)	Balance Sold Value Receivable (in Lacs)
Mumbai	1	Arihant Adishan - I	60%	430,821	161,768	38%	367	146	40%	8%	7,908	12,793	2,604	10,189
		Arihant Adishan - II	60%	544,692	-	0%	356		0%	0%			-	-
	2	Arihant Anshula	60%	509,306	185,075	36%	504	205	41%	29%	4,028	7,454	3,944	3,510
	3	Arihant Anaika - I	60%	201,289	83,898	42%	188	86	46%	21%	4,068	3,413	696	2,717
		Arihant Anaika - II	60%	186,808		0%	160		0%	12%	-		-	-
	4	Arihant Arshiya - I	100%	358,718	268,516	75%	522	402	77%	96%	2,969	7,973	6,478	1,495
		Arihant Arshiya - II	100%	132,099	72,284	55%	228	124	54%	37%	3,044	2,200	1,457	744
		Arihant Arshiya - III	100%	657,541	19,858	3%	825	34	4%	0%	3,064	608	412	197
	5	Arihant Anmol - III	60%	116,108	62,473	54%	126	88	70%	16%	3,390	2,118	1,220	898
	6	Arihant Alok - I	60%	240,040	62,652	26%	245	73	30%	24%	3,321	2,080	868	1,213
		Arihant Alok - II	60%	111,299		0%	75		0%	8%	-		-	-
	7	Arihant Amisha - I	60%	136,780	88,165	64%	176	118	67%	90%	3,287	2,898	2,423	475
		Arihant Amisha - II	60%	283,530		0%	377		0%	0%	-		-	-
	8	Arihant Aarohi - I	100%	210,192	168,535	80%	194	180	93%	85%	4,672	7,874	6,656	1,218
		Arihant Aarohi - II	100%	51,990	7,951	15%	37	6	16%	0%	4,760	379	14	365
	9	Arihant Akanksha	60%	3,030,000	272,789	9%	2600	228	9%	0%	5,475	14,934	2,880	12,054
				<b>7,201,213</b>	<b>1,453,964</b>	<b>20%</b>	<b>6980</b>	<b>1690</b>	<b>24%</b>		<b>4,452</b>	<b>64,725</b>	<b>29,651</b>	<b>35,074</b>
Jodhpur	1	Arihant Adita - I	100%	506,990	456,977	90%	408	366	90%	98%	2,174	9,936	8,981	956
		Arihant Adita - II	100%	181,420	101,970	56%	164	91	55%	69%	2,350	2,396	1,863	533
		Arihant Adita - III	100%	183,775	106,975	58%	164	92	56%	50%	2,567	2,746	1,940	806
		Arihant Adita - IV	100%	133,920	42,780	32%	82	26	32%	17%	2,354	1,007	209	798
		Arihant Adita - V	100%	299,070	10,970	4%	236	9	4%	0%	2,250	247	-	247
	2	Arihant Ashray	100%	39,000	38,350	98%	123	119	97%	0%	2,021	775	62	713
	3	Arihant Aangan	100%	45,600	31,160	68%	120	82	68%	11%	2,127	663	101	562
	4	Arihant Aanchal - I	100%	478,800	374,400	78%	532	418	79%	7%	2,095	7,845	1,037	6,808
		Arihant Aanchal - II	100%	1,612,800	-	0%	1792		0%	0%		-	-	-
	5	Arihant Ayati	100%	208,136	50,600	24%	77	23	30%	58%	4,516	2,285	1,395	890
	6	Arihant Aakarshan	100%	1,680,000		0%	825		0%	0%		-	-	-
				<b>5,369,511</b>	<b>1,214,182</b>	<b>23%</b>	<b>4523</b>	<b>1226</b>	<b>27%</b>		<b>2,298</b>	<b>27,900</b>	<b>15,587</b>	<b>12,313</b>
				<b>12,570,724</b>	<b>2,668,146</b>	<b>21%</b>	<b>11503</b>	<b>2916</b>	<b>25%</b>			<b>92,625</b>	<b>45,239</b>	<b>47,387</b>

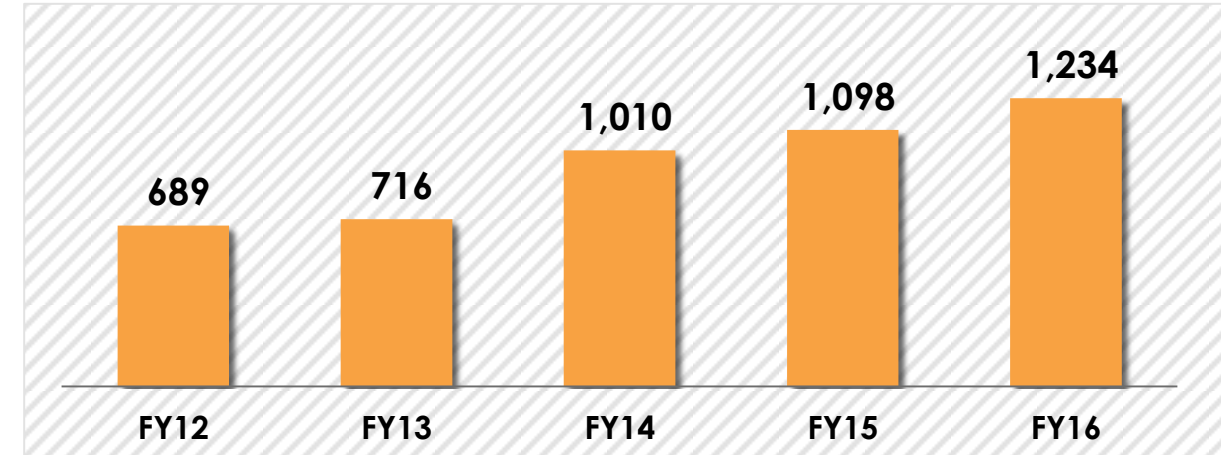




## Expected Revenue: Geographical Split



## Historical Sales Figure





## 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



## Hi 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



**Most Esteemed Ongoing Project of the Year**  
– Navbharat Realty Business Achievers Award 2016



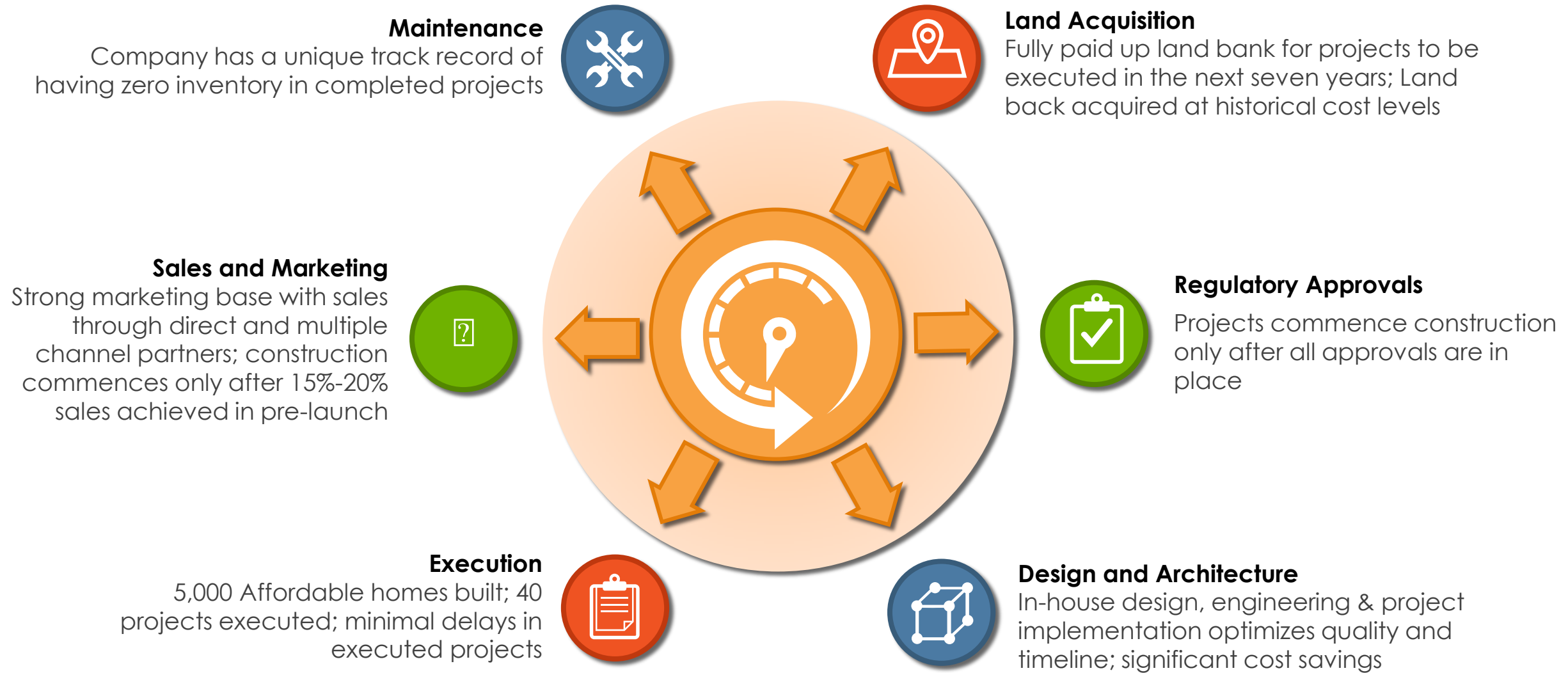
**Best Corporate Brands 2016 – Real Estate**  
- The Economic Times



**Winner of Mumbai Hot 50 Brands**  
- One India and Paul Writer



**Best Business Practices award in Real Estate – 2014**  
- Accommodation Times



## 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  
for education, etc**

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

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

**Participation in  
Government policies  
for sustainable urban  
development**



## 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



## Amphi Theater Construction for College

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



*Panvel School Building*



*Amphitheatre & Dias for Jai Narain University*



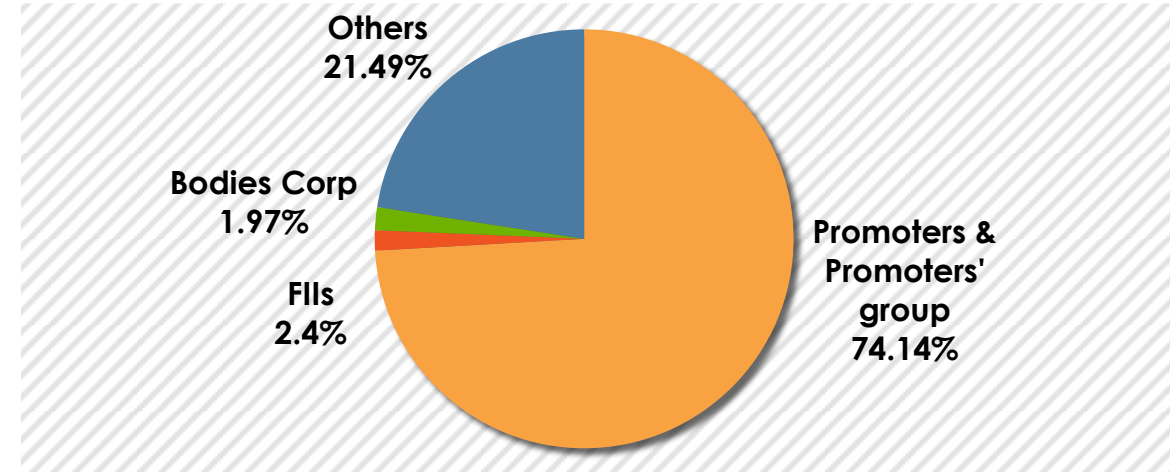
*Village infra development*



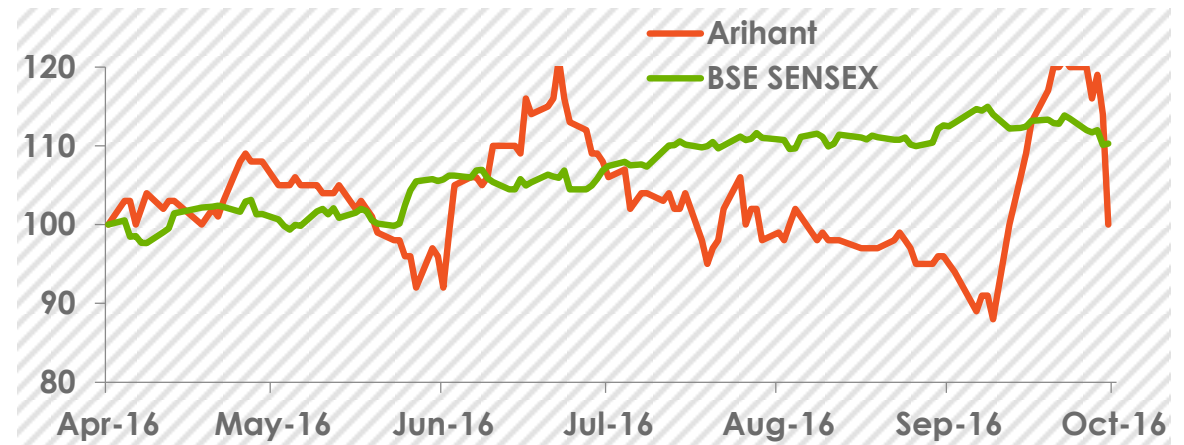
## Capital Market Details

BSE Code	506194
Bloomberg Code	ARSU IN
GICS Sector	Real Estate
Market Cap	INR c. 4,455 Mn
52 Week Hi	INR 121.9
52 Week Low	INR 51.

## Shareholding Pattern



## Stock Price Performance (re-based to 100)

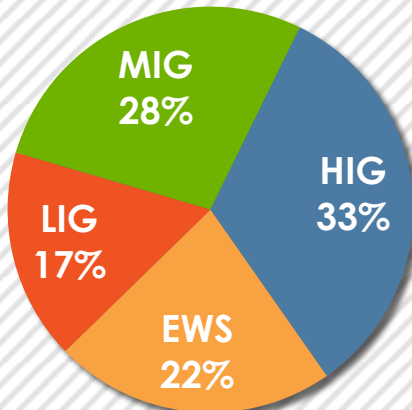


- Retail /Consumer is the biggest Wealth Creating sector
- ASL believes REAL ESTATE is a retail product with a flavour of an asset class.

## 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

Particulars	Urban (mn units)	Rural (mn units)	Total (mn units)
Current Housing 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 12,000 units in Urban Maharashtra & Rajasthan compared to requirement of 7.1 mn units



Source: CIDCO

## 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)
- **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 200k–500k and 500k – 1000k expected to rise fastest indicating need for affordable houses

Source: Concept Plan for MMR - Deloitte

Income Level	Households in mn		Growth
	2010	2020	2032
90 k – 200 k	2.53	1.61	0.51
200 k – 500 k	2.79	4.35	6.22
500 k – 1000 k	0.12	1.34	2.8

## Growth Drivers

- Metro line in Navi Mumbai from CBD Belapur via Kharghar to Pendhar / Taloja ( Dec 2017)
- MTHL (Mumbai Trans Harbour Link) from Sewri to Nhava Sea (Foundation Stone laid by PM, Dec 2016)
- BKC2 / Navi Mumbai Corporate Park in 200 acres @ Kharghar
- Govt. Urban Development Department allocates Rs 12,000 cr. for 23 NAINA villages
- CIDCO awards contract Rs 111 cr. for Navi Mumbai water transport (Foundation Stone by CM, Nov 2016)
- Navi Mumbai International Airport (NMIA)
- 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?

9 Ongoing Projects

7.62 mn saleable area

Over 7000 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

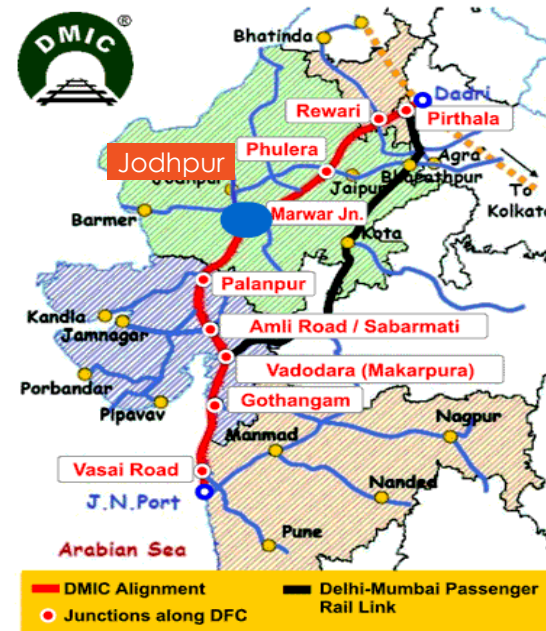
- IT and ITeS companies looking at Tier II cities are making Jodhpur as a hub
- HPCL refinery near Jodhpur with investment of Rs 37,230 Crores will generate employment for over 1 lakh people
- Study conducted by NCAER, Barmer refinery will generate revenues of nearly Rs 4 lakh crore in 15 years
- On 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 Rs 125 cr will be in Jodhpur

## What We Have?

6 Ongoing Projects

5.37 mn saleable area

Over 4500 units



# Income Statement

In INR mn

Particulars	FY 12	FY 13	FY 14	FY 15	FY 16
Total Income	689	716	1,005	1,098	1,235
Cost of materials consumed	661	845	1,128	1,208	1,152
Purchase of Stock in Trade	5	48	-	-	-
Changes in inventories	-229	-392	-461	-543	-481
Employee benefits expense	18	32	61	65	77
Other Expenses	64	86	71	102	135
Total Expenses	519	619	799	832	883
EBITDA	170	97	206	266	352
EBITDA Margin	26%	14%	20%	24%	29%
Depreciation	3	4	6	11	11
Interest & Finance Charges	48	100	142	64	36
PBT	119	-5	57	190	305
Total Taxes	38	24	40	77	104
Net Profit (Before Minority)	80	-29	17	113	201
Share of Minority	-	-	-14	-12	-20
Net Profit (Attributable)	80	-29	3	101	181
Net Profit Margin	12%	-4%	-	9%	15%
EPS (Basic)	2.9	-0.7	0.4	2.5	4.9



# Balance Sheet

In INR mn

Equity and Liabilities	FY12	FY13	FY14	FY15	FY16
Share Capital	274	412	412	412	412
<b>Reserve and Surplus</b>	<b>122</b>	<b>110</b>	<b>101</b>	<b>206</b>	<b>339</b>
Net worth	396	522	513	617	750
Minority Share	-	1	15	27	47
Long Term Borrowings	3	827	403	971	1778
Short Term Borrowings	719	400	1065	489	327
Advance from Customers	223	607	1069	1563	1479
Other Liabilities	207	201	98	196	192
Trade Payables	60	76	81	84	154
<b>Total Liabilities</b>	<b>1608</b>	<b>2634</b>	<b>3244</b>	<b>3947</b>	<b>4727</b>
Assets	FY12	FY13	FY14	FY15	FY16
Fixed Assets	26	88	278	53	48
Non - Current Investment	-	-	55	10	50
Long Term Loans & Advances	30	54	32	122	272
Current Investment	20	1	1	-	2
Inventories (WIP)	442	831	1274	1716	2230
Inventories (Finished Goods)	4	9	22	127	91
Trade Receivables	70	79	32	66	93
Cash and Cash Equivalents	212	55	55	31	46
Short Term Loans & Advances	163	190	218	295	185
Land	635	1327	1264	1524	1685
Other Assets	6	-	13	3	25
<b>Total Assets</b>	<b>1608</b>	<b>2634</b>	<b>3244</b>	<b>3947</b>	<b>4727</b>

# Entity Wise Net Worth & PAT

Particulars (INR MN)	Net Worth	Profit After Tax (PAT)
Arihant Superstructures Limited	1007.54	31.02
Arihant Vatika Realty Private Limited	104.87	2.43
Arihant Abode Limited	1.26	0.03
Arihant Gruhnirman Private Limited	-1.56	-0.02
Arihant Aashiyana Private Limited	44.72	1.05
<b>Total</b>	<b>1156.83</b>	<b>34.51</b>

Notes:

Net Worth as in Balance sheet separately of each entity.

PAT is only for the Q3 FY17.

# Q3-FY17 - Income Statement

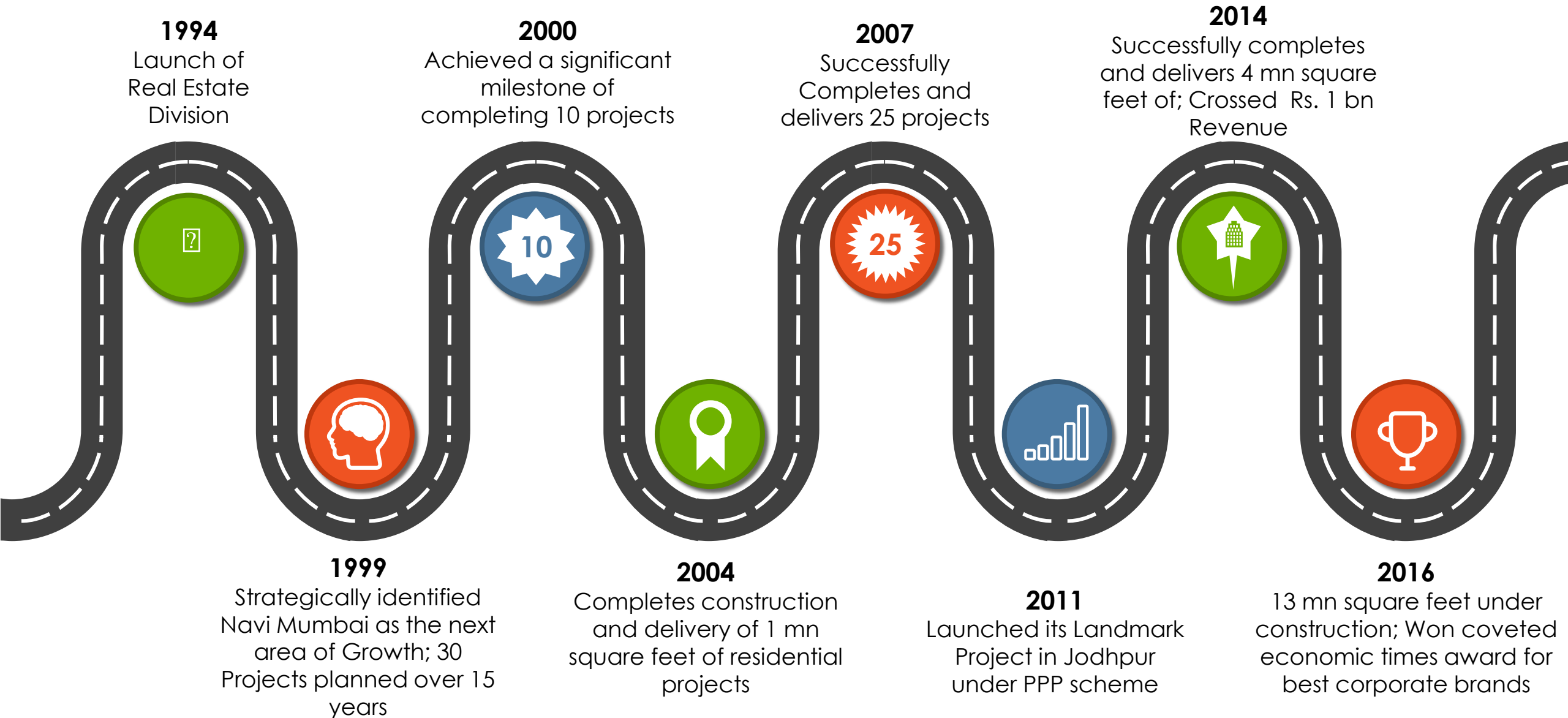
## Q3FY17 - Operating Highlights

1. Sold 0.15 mn sq feet in Q3; average realization of INR 3317/- per square feet
2. 39% Jodhpur Portfolio and 61% Navi Mumbai Portfolio
3. Demonetization effect had impact on Sales during Q3. However post Budget, optimism is back and sales have picked up in affordable Housing

## Q3FY17 - Financial Highlights

1. Revenue during Q3 decreased by 3% to INR 369.9 mn
2. EBITDA decreased by 36% to INR 98.6 mn
3. PAT decreased by 46% to INR 49.9 mn
4. 2 Projects triggered revenue recognition which impacted profits due to cost recognition

INR Mn (except as stated)	Q3 FY17	Q3FY16	Y-O-Y Change %	Q2 FY17	Q-O-Q Change %
Revenue	369.9	382.6	-3.3%	348.3	6%
Total Expenditure	271.3	227.5	19.3%	267.3	1%
EBITDA	98.6	155.1	-36.4%	81.0	22%
EBITDA Margin (%)	26.6%	40.5%	-34.2%	23.25%	15%
Interest	29.6	8.9	232.6%	16.0	85%
Depreciation	2.6	2.6	0.0%	2.6	0%
Other Income	2.4	3.9	-38.5%	2.9	-17%
PBT	68.8	147.5	-53.4%	65.3	5%
Tax	17.5	47.3	-63.0%	22.5	-22%
PAT	51.3	100.2	-48.8%	42.8	20%
PAT Margin (%)	13.9%	26.2%	-47.0%	12.3%	13%
Minority Interest	1.4	8.1	-82.7%	5.9	-76%
Attributable PAT	49.9	92.1	-45.8%	36.9	35%
EPS	1.21	2.24	-46.0%	0.9	34%



## **ASHOK CHHAJER**

### ***Promoter and 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 years enriched 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 worked with CIDCO as Joint Managing Director.

## **DINESH CHANDRA BABEL**

### ***Independent Director***

- A Chartered Accountant retired as President - Finance & Commercial at Ispat Industries Ltd and earlier associated with companies like Birla Corp, Jai Prakash Industries, and JK corp.

## **VIRENDRA MITAL**

### ***Independent Director***

- IIT Alumnus and a fellow chartered engineer
- Vast experience in construction, real estate, power plants, mining and highway projects
- An ex government employee with Rajasthan

## **MRS. KAMINI SHROFF**

### ***Independent Director***

- A law graduate with vast experience across legal framework and specialization in Corporate Law.
- Worked earlier with ICICI group. Currently running an Independent Legal consultant in the area of Corporate Law/real estate



## **AKSHAY AGARWAL**

### **Director - Procurement**

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

## **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

## **MANISH MEHTA**

### **CFO**

- 30 years work experience in Real Estate, Media, and Capital Markets & Investment Banking with Naman group, Reliance Petroleum, etc
- At Arihant he is responsible for Corporate Finance Management, Internal Controls & Budgeting & Forecasting

## **PANKAJ BORELE**

### **Ex VP - Sales**

- M.M.S & B. E. Mechanical with 13+ years of hands-on experience in the Real Estate, Telecom and IT domain
- Has worked with Indiabulls Distribution Services is responsible for direct sales and channel sales at Arihant

## **UMESH JHAWAR**

### **VP - Strategy and IR**

- An MBA, with BSc.(Tech)UDCT and over 20 years of industry experience in business strategy, planning and business expansion
- At Arihant heads investor relations, corporate planning and business strategy.

## **VIJAY DESAI**

### **Technical Head**

- A civil engineer with over 25 years' experience in project planning and execution
- At Arihant, he drives the complete project management

## **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 KISHORE SINGH**

### **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



2015

 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
 TAXI FABRIC	 TATA CONSULTANCY	 TATA HOUSING	 TATA HOUSING	 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**



2014

# Thank you

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