



Date: 21st February, 2016

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

Scrip Code: 506194 (Arihant Superstructures Limited)

Subject: Corporate IR presentation February, 2017

Dear Sir,

With reference to the above captioned subject, please find enclosed herewith the Corporate IR presentation February, 2017.

Regards

For, ARIHANT SUPERSTRUCTURES LIMITED

MANISH MEHTA

CHIEF FINANCIAL OFFICER

Website: www.asl.net.in Email : info@asl.net.in



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
- 12th 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

Regulatory Update



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 up to 12 Lakhs
- 1st Home Loan exemption increased from 1.5 to 2 Lakhs to each individual Flat buyer.

Lower lending rates for retail borrowers (Remove) Put Below

Arihant Superstructures Ltd (ASL): At A Glance

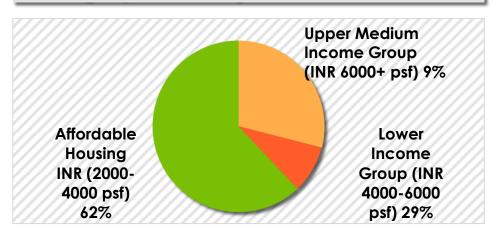


Company Profile

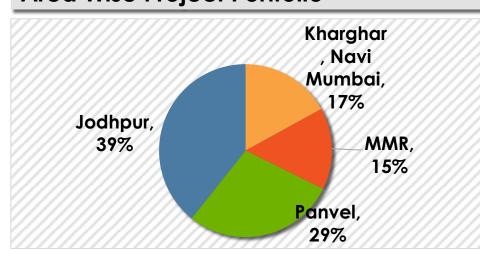
- 1. A leading real estate company focused on Affordable Luxury Segment
- 2. Strong execution track record with ~ 7 mn sq feet of projects completed
- 3. Strong brand recognition in high growth markets of Mumbai and Jodhpur50 projects executed
- 4. Fully paid up land bank for projects to be executed in the next seven years



Category Wise Project Profile

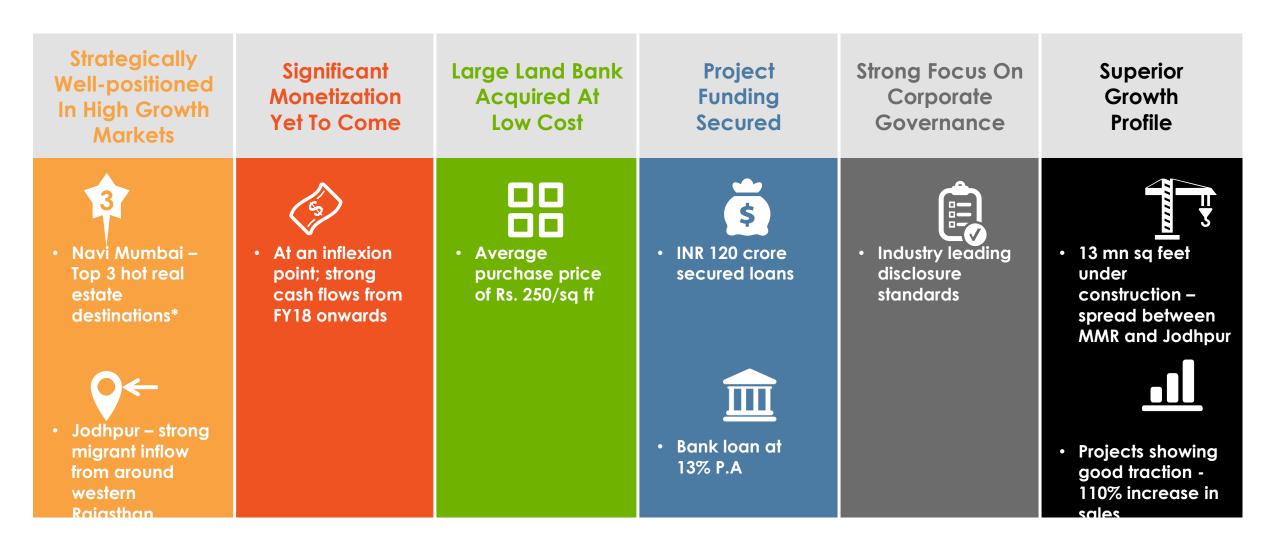


Area Wise Project Portfolio



Key Investment Highlights

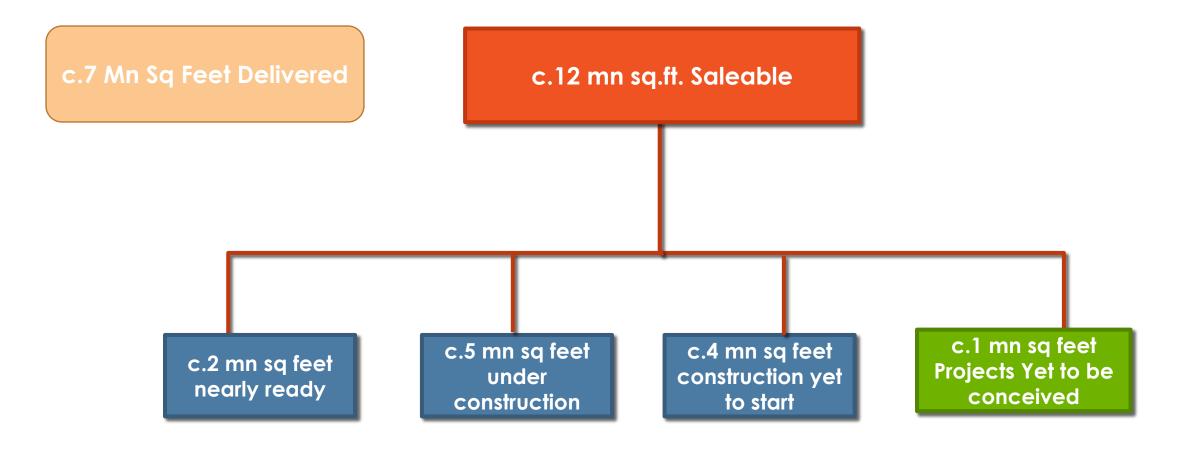




Source: CII – JLL; media articles

Strong Project Pipeline

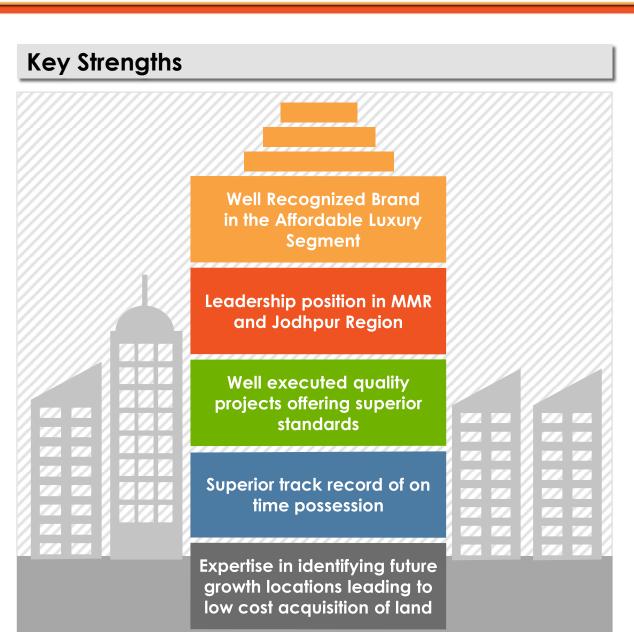




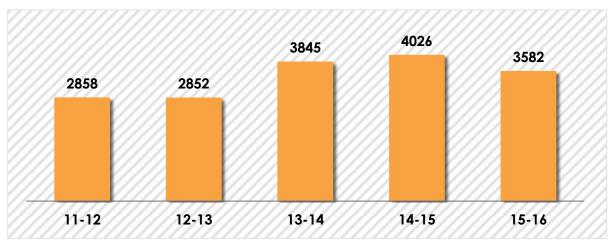
Land Acquisition Ongoing; leveraging wide relationship network

Superior Track Record With Strong Brand Recall

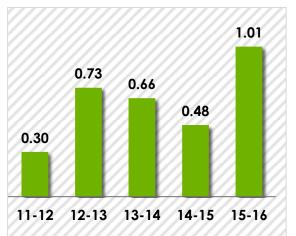




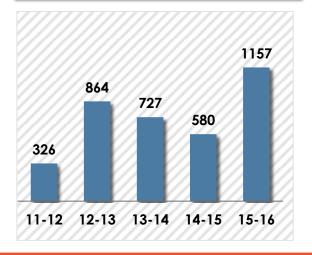
Average Realizations (Rs per sqft)



Area Booked(mn sqft)



Units Sold



Proven Execution Track Record (Some Key Projects)



Location	Location Projects		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









Prudent Financial Management Leading To Superior Shareholder Value







Strategic Land Acquisition

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

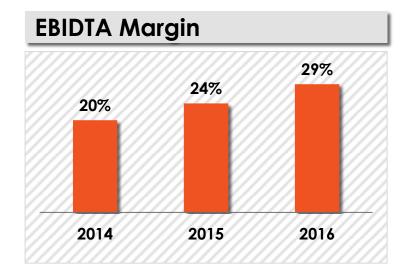


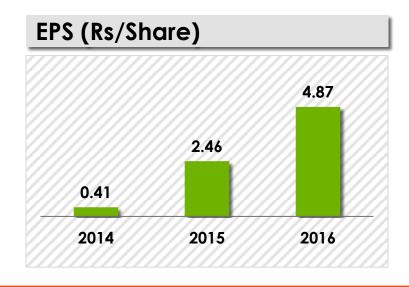
Superior cash flow management

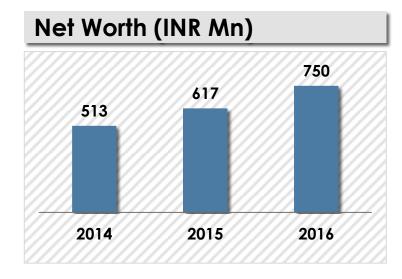
- 15% pre-launch sales target
- 100% sales completed before project completion
- Low inventory model



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







Future Monetization



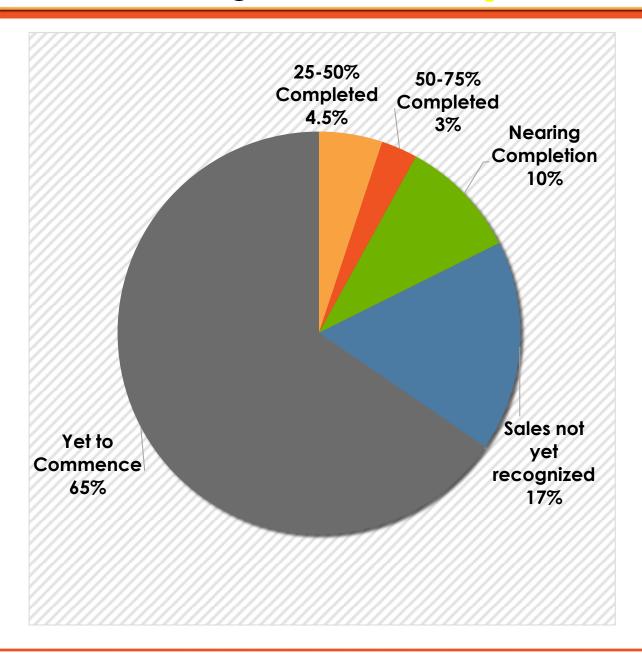


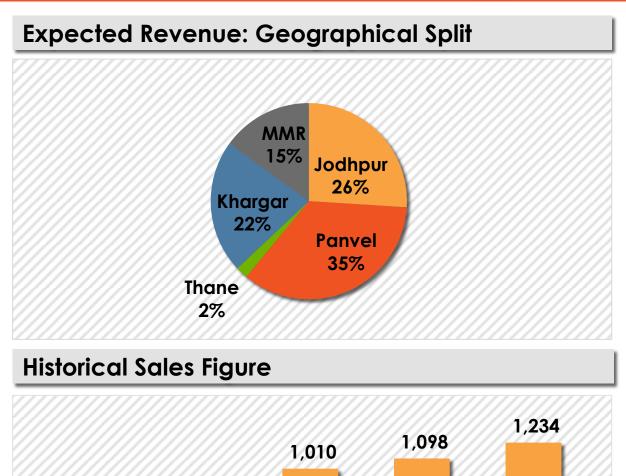
Projects: Area under development

		Project	Economic Interest	Saleable Area (SqFt)	% Area Sold	% Units Sold	Completion %
	1	Aalishan – I	60%	430821	35%	37%	8%
		Aalishan – II	60%	544692	0%	0%	0%
	2	Anshula	60%	509306	35%	40%	29%
	3	Anaika – I	60%	201289	35%	37%	21%
		Anaika – II	60%	186808	0%	0%	12%
	4	Arshiya – I	100%	358718	75%	77%	96%
		Arshiya – II	100%	132099	56%	57%	37%
Mumbai		Arshiya – III	100%	657541			0%
Mumbai	5	Anmol – III	60%	116108	54%	70%	16%
	6	Aloki – I	60%	240040	29%	33%	25%
		Aloki – II	60%	111299	0%	0%	7%
	7	Amisha – I	60%	136780	63%	66%	90%
		Amisha – II	60%	283530	0%	0%	0%
	8	Aarohi – I	100%	210192	64%	72%	85%
		Aarohi – II	100%	51990	68%	105%	0%
	9	Akanksha	60%	3030000	9%	8%	0%
				7201213	19%	23%	
	1	Adita - I	100%	506425	90%	89%	98%
		Adita - II	100%	181420	54%	54%	69%
		Adita - III	100%	183775	57%	56%	50%
		Adita - IV	100%	133885	31%	30%	17%
		Adita - V	100%	299070	4%	4%	0%
Jodhpur	2	Ashray	100%	42250	100%	100%	0%
	3	Aangan	100%	45600	70%	100%	11%
	4	Aanchal - I	100%	453600	80%	79%	7%
		Aanchal - II	100%	1638000	80%	80%	0%
	5	Ayati	100%	208136	24%	30%	53%
	6	Aakarshan	100%	1680000	0%	0%	0%
				5372161	47%	60%	
				12573374	31%	38%	

Potential Recognizable Revenue







FY14

FY15

FY16

716

FY13

689

FY12

The ASL Differentiator





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

De-risked And Scalable Business Model





Company has a unique track record of having zero inventory in completed projects



Land Acquisition

Fully paid up land bank for projects to be executed in the next seven years; Land back acquired at historical cost levels

Sales and Marketing

Strong marketing base with sales through direct and multiple channel partners; construction commences only after 15%-20% sales achieved in pre-launch







Regulatory Approvals

Projects commence construction only after all approvals are in place

Execution

5.000 Affordable homes built: 40 projects executed; minimal delays in executed projects



Design and Architecture

In-house design, engineering & project implementation optimizes quality and timeline; significant cost savings

Best Practices



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

Corporate Social Responsibility – Key Projects





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







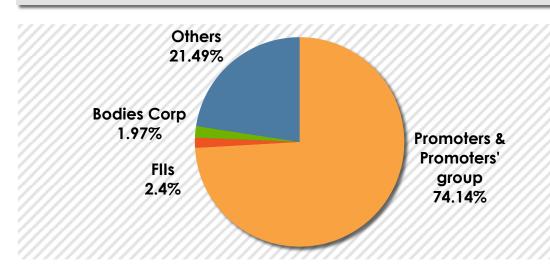
Capital Market Data



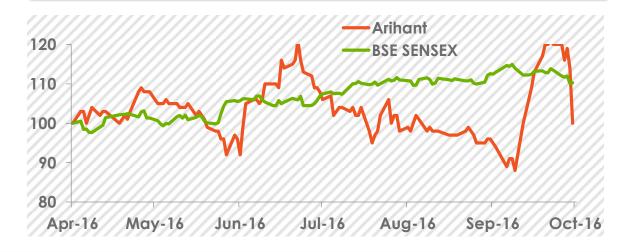
Capital Market Details

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)



Industry Dynamics

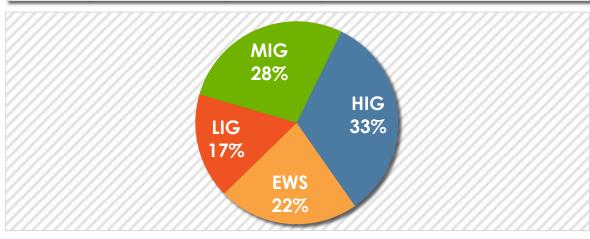


- ☐ Retail /Consumer is the biggest Wealth Creating sector
- ☐ ASL believes REAL ESTATE is a retail product with a flavour of an asset class.

Opportunity of Vision – Housing for all by 2022

- The Central Government has a stated vision to provide housing for all citizens of the country by 2022
- Currently housing shortage is 60 mn units. Estimated demand is 110 mn units by 2022
- 70 percent of the urban housing need is in the affordable segment
- 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

Business Region In Focus - MMR





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

	Populati	Growth		
	2008 2025		CAGR	
MMR	22	34	2.6%	
Greater Mumbai	14	17	1.1%	
Rommr	8	17	4.5%	

	Househo	Households in mn		
Income Level	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	

Source: Housing Policy in MMR Region by Bombay First

Source: Concept Plan for MMR - Deloitte

- 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

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

Business Region In Focus - Jodhpur







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



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





Equity and Liabilities	FY12	FY13	FY14	FY15	FY16
Share Capital	274	412	412	412	412
Reserve and Surplus	122	110	101	206	339
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
Total Liabilities	1608	2634	3244	3947	4727
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
Total Assets	1608	2634	3244	3947	4727

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
Total	1156.83	34.51

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

- 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
- 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
- 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%

Our Value Creation Journey





2000

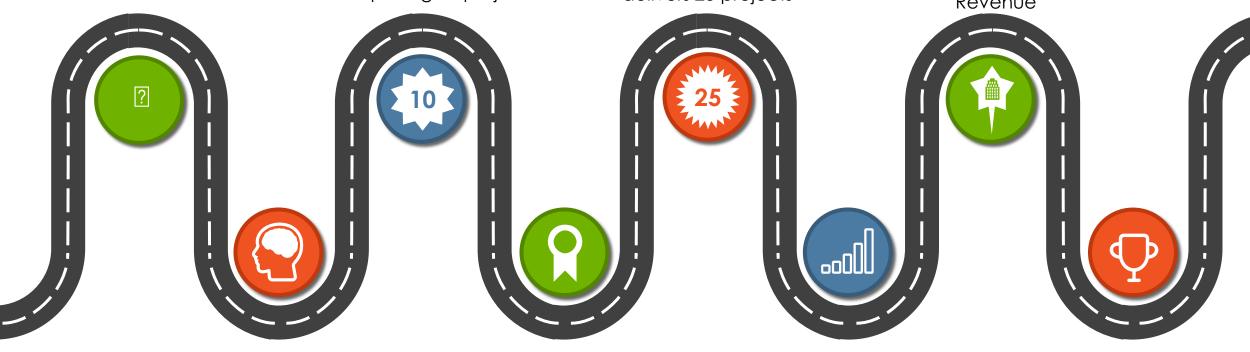
Achieved a significant milestone of completing 10 projects

2007

Successfully Completes and delivers 25 projects

2014

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



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

Board Of Directors



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

Key Management Personnel



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









Häagen-Dazs

(tz)Cash

pepperfry

भारतीय स्टेट वैंक State Bank of India

STATE BANK OF INDIA

WESTSIDE.

HAAGEN-DAZS

ITZ CASH CARD

PEPPERFRY

WESTSIDE

2014

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

Thank you

For details please contact

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