

CONTINUING STABILITY

ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY

7th September, 2018

Corporate Relations Department
BSE Limited
PhirozeJeejeebhoy 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

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 30th June, 2018.

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

Thanking You

Yours faithfully

For Arihant Superstructures Limited

Naval Singh Shekhawat
Company Secretary



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ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY

ASL Investor Presentation

Aug 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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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 30th June 2018.

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Commenting on the results of Q1FY19 Mr. Ashok Chhajjer, CMD of Arihant Superstructures Limited said, The industry environment has been challenging this quarter, however, Arihant continues to deliver consistent performance. We have delivered 221 units at Arihant Aarohi located at Kalyan-Shil Road amounting to 218,645 sq. ft. with Occupancy Certificate. To further strengthen the organization, we have recruited a number of senior talents in Leadership positions. We have engaged with KPMG, as our Internal Auditors to enhance compliance & improve processes.

We have been sanctioned Construction Finance by HDFC Ltd for our Flagship project Arihant Aspire. To accelerate the Business Development, we have acquired 7 acres of land at Palaspe, Panvel and continue to explore more land parcels. On the accounting front, the company has adopted the IND AS 115 from the current quarter.

On the industry side, the sector has become more regulated with policy and legislative changes (RERA and Bankruptcy & Insolvency Act) which should reinforce more confidence of customer in the real estate sector.

According to the Ease of Living Index report released on 13th Aug, 2018 by **Union Housing and Urban Affairs Minister**, Hardeep Singh Puri, **Navi Mumbai** has been **ranked 2nd City India on 'Ease of Living Index'**. The ease of living assessment will boost the housing demand of Navi Mumbai and will benefit Arihant.

Our flagship project at Jodhpur, **Arihant Adita** has received “**Jodhpur's no1 Housing Society Award**” from Red FM. In the Online Voting contest, Jodhpur citizens voted Arihant Adita for the Best Township in Jodhpur on cleanliness and being well maintained.

- 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 8863 homes worth 7.5 Mn Sq. ft. across 50 projects over past 2 decades by the Group
- Projects in hand of **13,208 homes** translating into **~13.5 Mn Sq. ft.** across **16 projects** over next **7 years**
- 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

13,208 Homes
under construction



13.5 mn sq.ft.
under development



16 Landmark projects
under execution

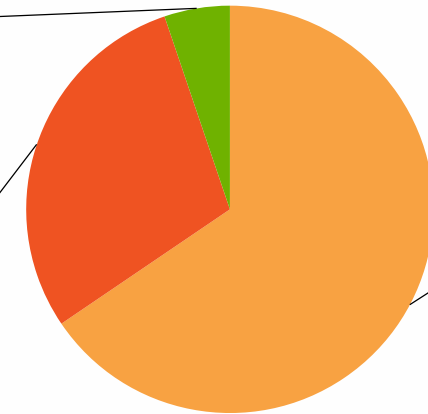


CATEGORY-WISE PROJECT PROFILE

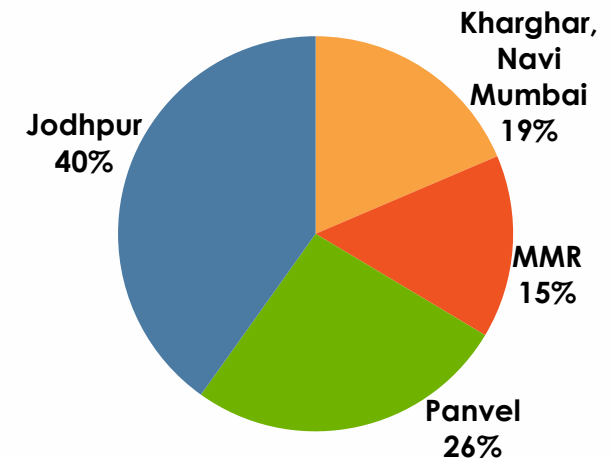
Upper Medium
Income Group
(INR 7,000+ psf)
5%

Middle Income
group (INR
4,000-7,000 psf)
29%

Low cost
affordable
housing (INR
2,000-4,000 psf)
66%



AREA WISE PROJECT PORTFOLIO



Navi Mumbai

- Tenders invited for **Kharghar 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**
- GVK-led consortium, developing the Navi Mumbai International Airport, is in talks with banks to raise around Rs135 billion
- Construction of the MTHL begins with engineers doing soil testing at each location
- 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
- Infrastructure projects using **at least 50% of the FAR/FSI** for dwelling units with carpet area of **not more than 60 sqm** qualify for effective **GST rate @ 8%**

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 future cash flows

Large Land Bank Acquired At Low Cost



- Average purchase price of Rs. 250/sq ft

Project Funding Secured



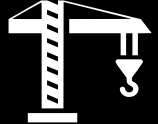
- INR 1.20 Billion secured loans
- 10 out of our 16 projects are self sustainable and we have not taken secured loans

Strong Focus On Corporate Governance



- Industry leading disclosure standards

Superior Growth Profile



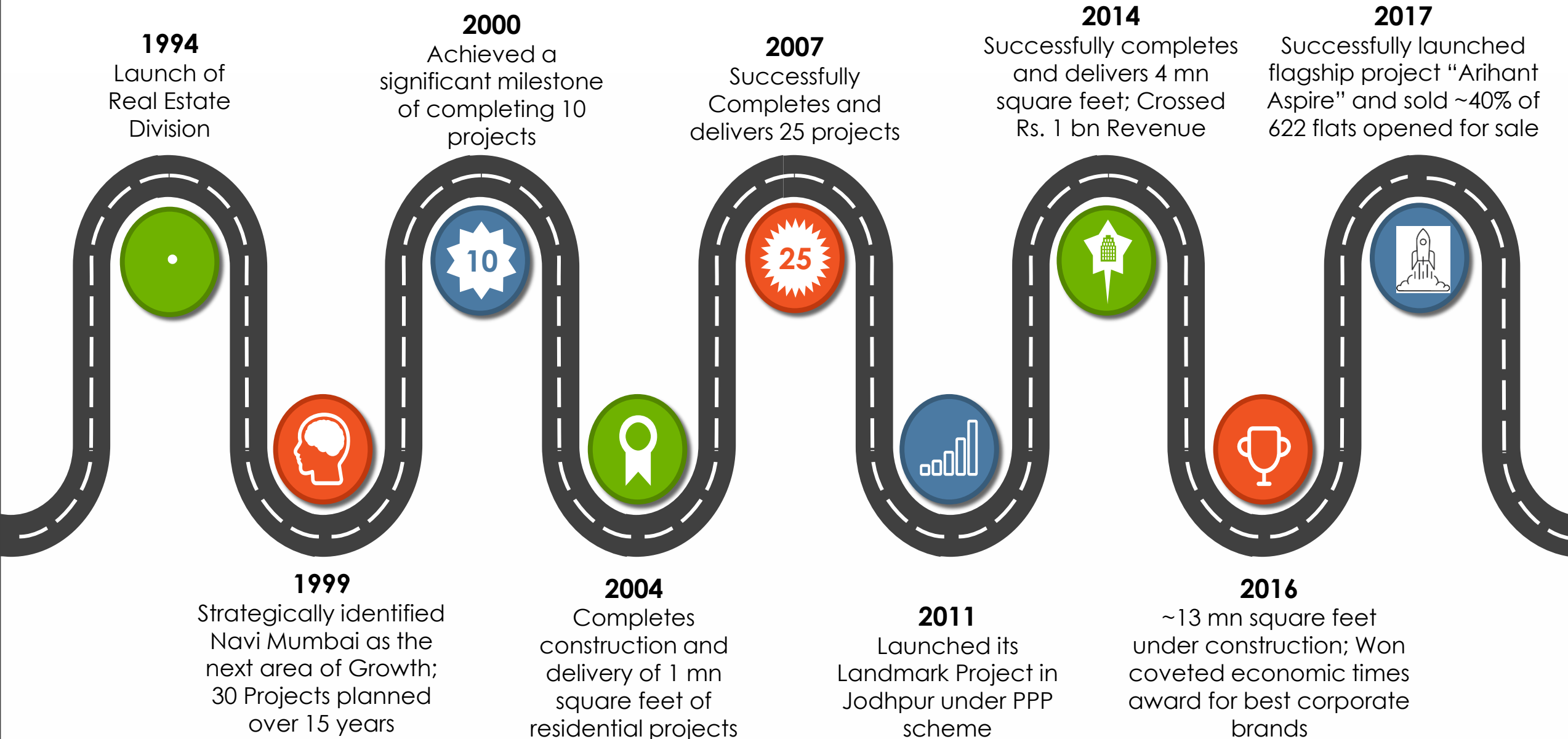
- ~13.5 mn sq feet under development – spread between MMR and Jodhpur

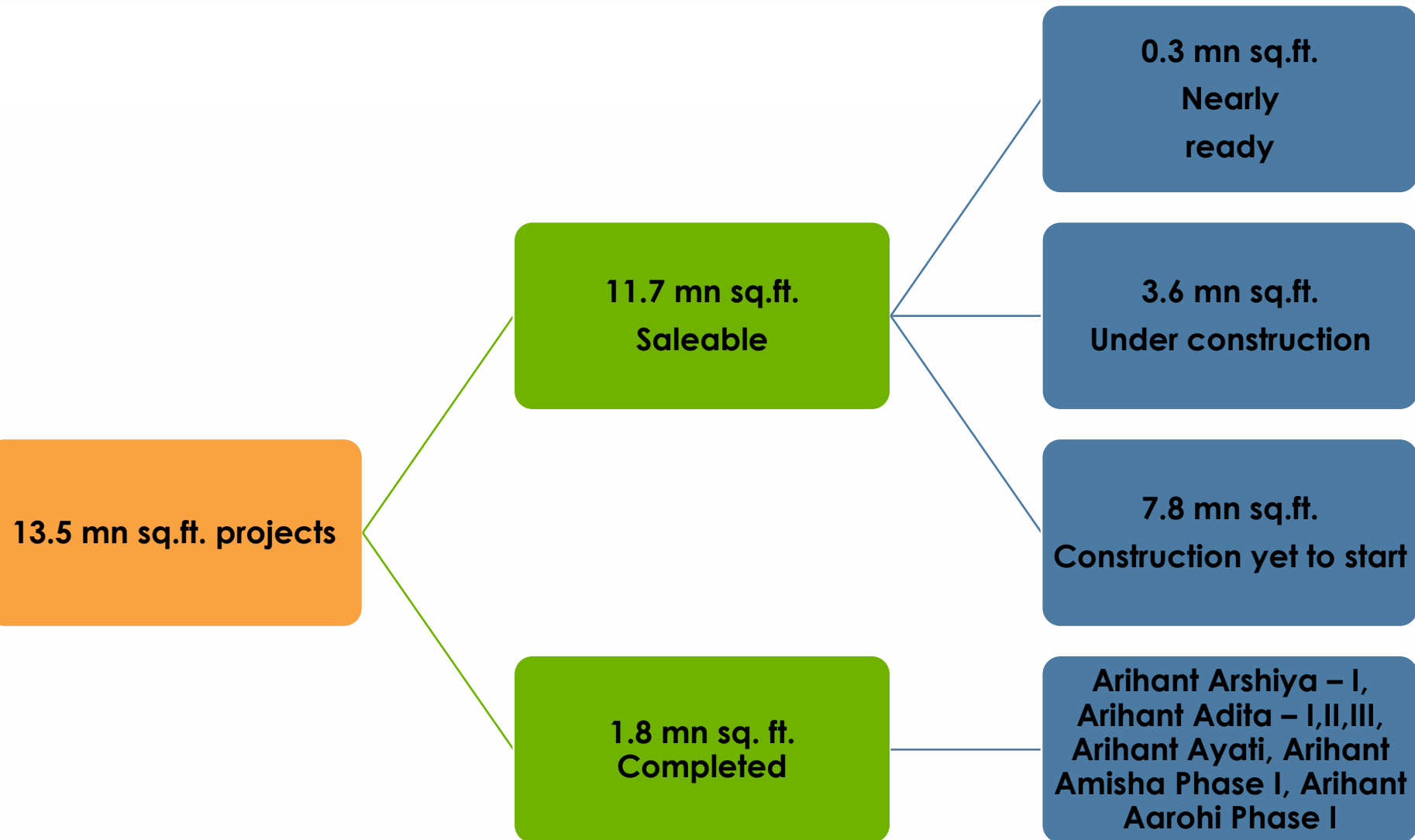


- Projects showing good traction -

Source: CII – JLL; media articles

Our Value Creation Journey





ARIHANT AAROHI - I



ARIHANT ADITA – I, II, III



Actual 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)

Product Strategy

To have products across various stages of construction to serve varied customer needs



Land Acquisition

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



Regulatory Approvals

Projects commence construction only after all approvals are in place



Design and Architecture

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



Execution

8,863 Affordable homes built; 50 projects executed by Group; minimal delays in executed projects



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



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

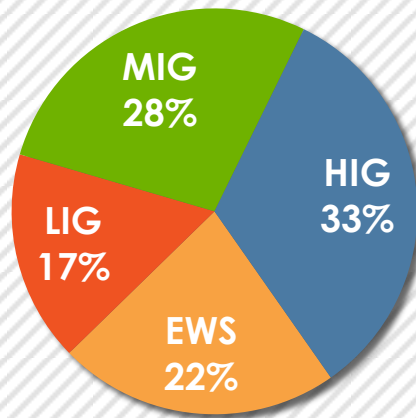
- One India & Paul Writer

- 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

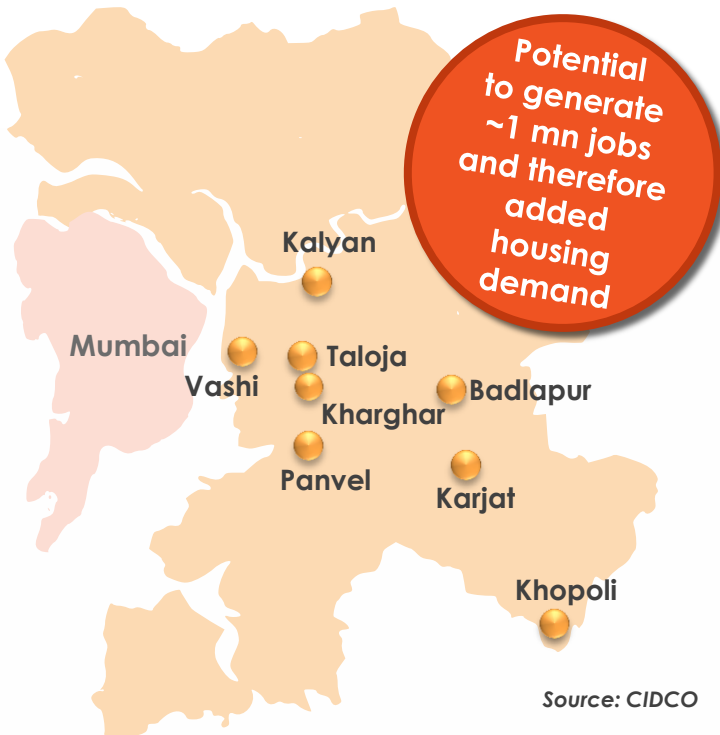
Housing Particulars	Urban (mn units)	Rural (mn units)	Total (mn units)
Current Shortage	19	40	59
Required units by 2022	26 - 29	23 - 25	49 – 54
Total need	45 - 48	63 - 65	107 - 113

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 ~13,000 units in Urban Maharashtra & Rajasthan combined compared to requirement of 7.1 mn units



CIDCO's INR 500bn 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)
- Kharghar 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 / Taloja
- Bidders finalised (L&T, Tata, Daewoo) for MTHL (Mumbai Trans Harbour Link) from Sewri to Nhava Sea
- BKC2 / Kharghar Corporate Park in 200 acres @ Kharghar
- Govt. Urban Development Department allocates INR 120 Billion for 23 NAINA villages
- CIDCO contract INR 1.11 Billion for Navi Mumbai water transport (Foundation Stone by CM, Nov 2016)
- DVK led consortium plans to raise Rs 135 billion for 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?

Mumbai (10 Projects)	Phases	Area	Units
Ongoing	10	3211150	3190
Completed	3	705280	921
Future	8	4139657	4569
Total		8056087	8680



- The **'Ease of Living' index** is an initiative of the **Ministry of Housing and Urban Affairs** to assess the most livable cities all over India and rank them on a 100 point scale.
- The report evaluated 111 cities on a 100-point scale across 78 indicators under four primary parameters which was divided- Institutional, Social, Economic and Physical. Few indicators are

Performance parameters

City	Navi Mumbai	Mumbai
Overall rank	2	3
Governance	1	23
Identity and culture	15	2
Education	2	36
Health	3	23
Safety and security	13	35
Economy and employment	16	63
Housing and inclusiveness	35	6
Public open spaces	13	1
Mixed land use, compactness	25	1
Power supply	74	16
Transport and mobility	4	8
Assured water supply	7	3
Waste water management	8	7
Solid waste management	10	17
Reduced pollution	48	54



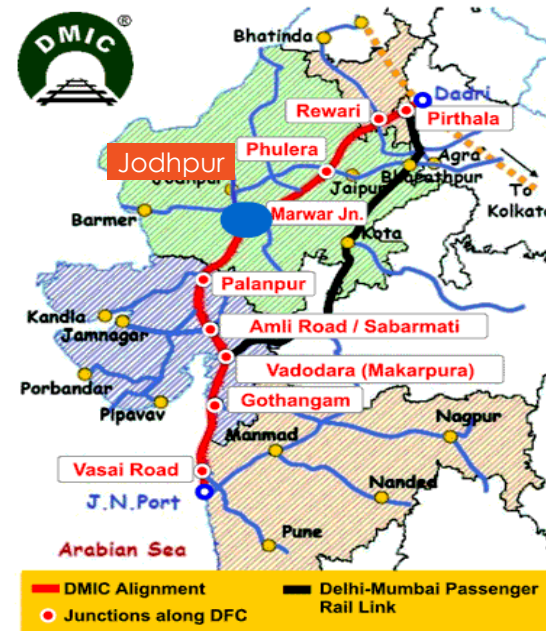
Key Factors

- 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 to finalise 10 licensors for Rajasthan refinery (Sept, 2018) near Jodhpur having investment of INR 431Billion which 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?



Jodhpur (6 Projects)	Phases	Area	Units
Ongoing	3	658320	735
Completed	4	1086314	817
Future	5	3670070	2976
Total		5414704	4528

A Few Cases Reflecting ASL's Business Strategies

Case 1: Arihant Aalishan: Turnaround from a Distressed Asset to a Marquee Project

Land Acquisition



Jan 2016

Approvals



Feb 2016

Project Launched



Mar 2016

Construction Begins



Mar 2016

Current Status



May 2018

Case 2: Arihant Anaika – Phase 2: Deep Dive Study of Market to Ensure High Velocity and Avoid Speculation

Change in Design



Nov 2017

Approvals



Dec 2017

Phase Launched



Jan 2018

Construction Begins



Feb 2018

Current Status



May 2018



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



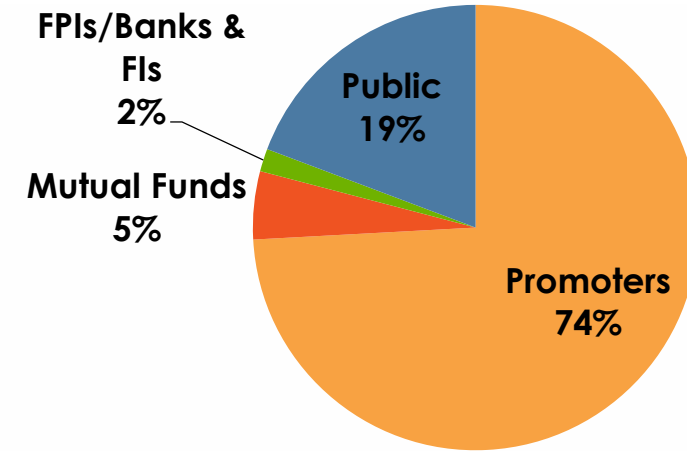
Village infra development

FINANCIAL SNAPSHOT

Capital Market Details

BSE Scrip Code	506194
NSE Trading Symbol	ARIHANTSUP
Bloomberg Code	ARSU IN
GICS Sector	Real Estate
Market Cap as on 30 th June, 2018	INR 3,027 Mn
52 Week High	INR 211
52 Week Low	INR 72

Shareholding Pattern



Comparative Stock Price Performance - BSE

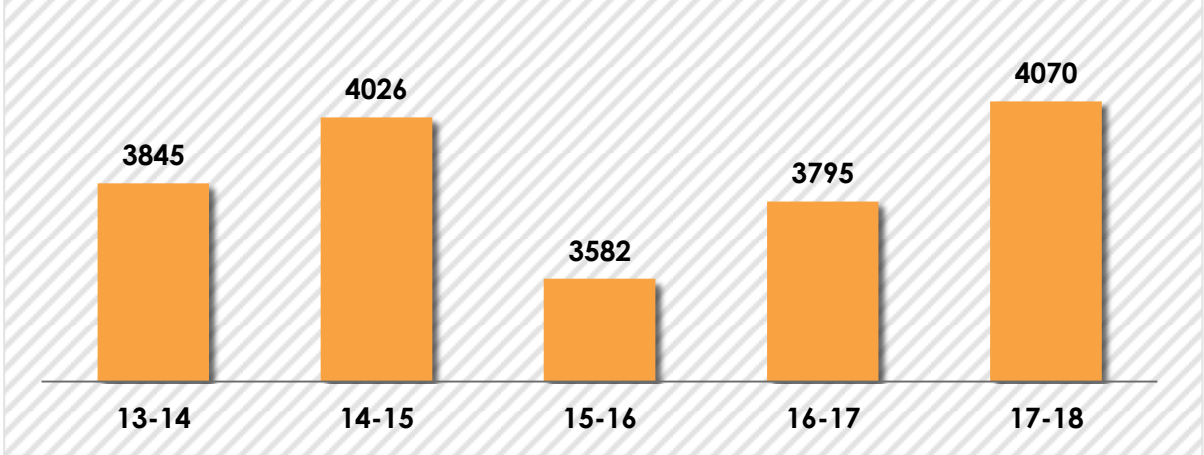


Superior Track Record With Strong Brand Recall

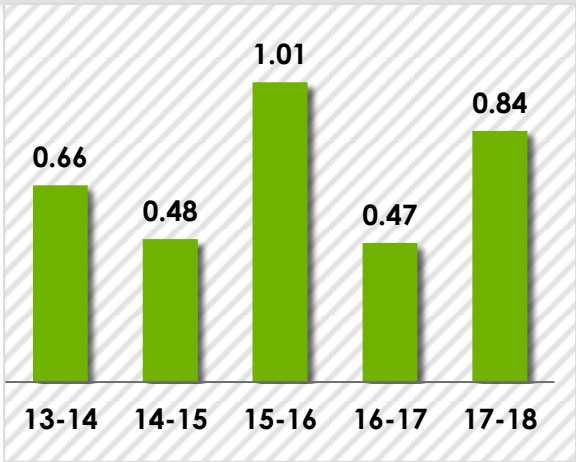
Key Strengths



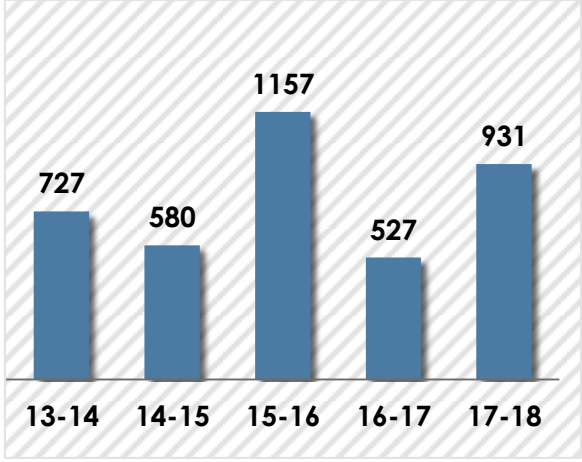
Average Realizations (INR per sq.ft.)



Area Booked (mn sq.ft)



Units Sold



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

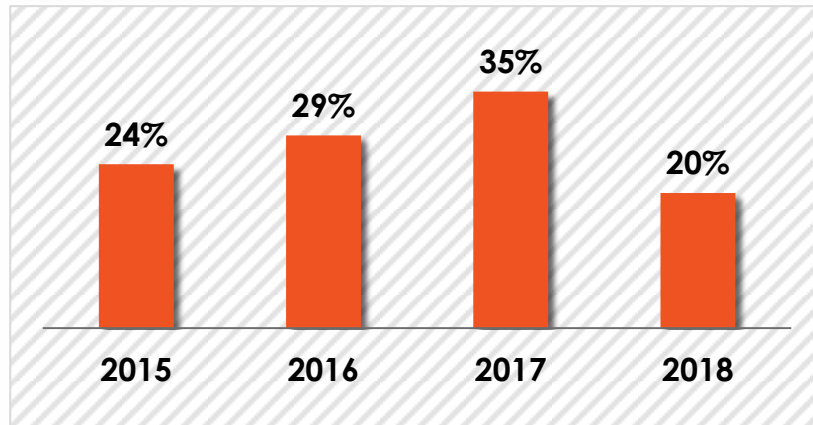
- 15% pre-launch sales target
- 100% sales completed before project completion
- Low inventory model



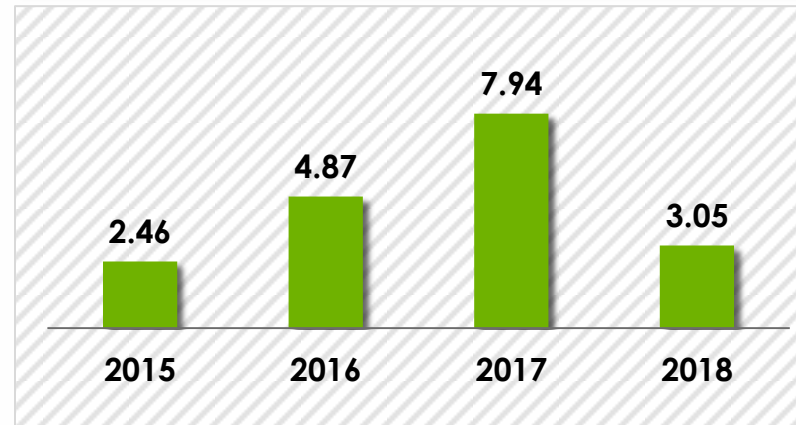
Strong Risk Management and Internal Audits

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

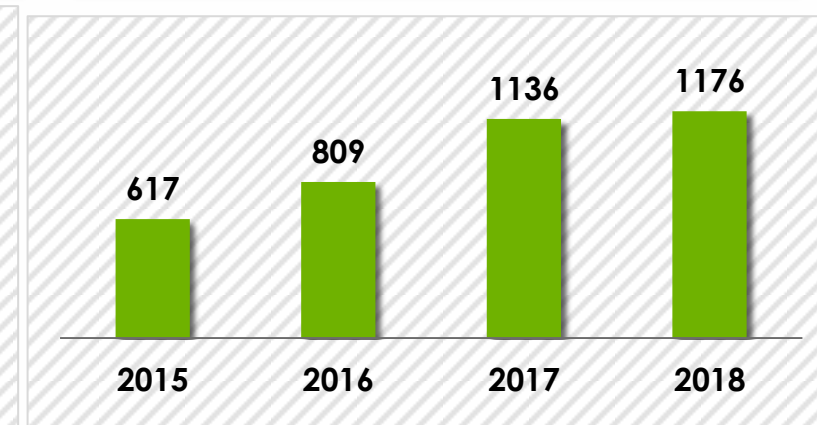
EBIDTA Margin



EPS (Rs/Share)

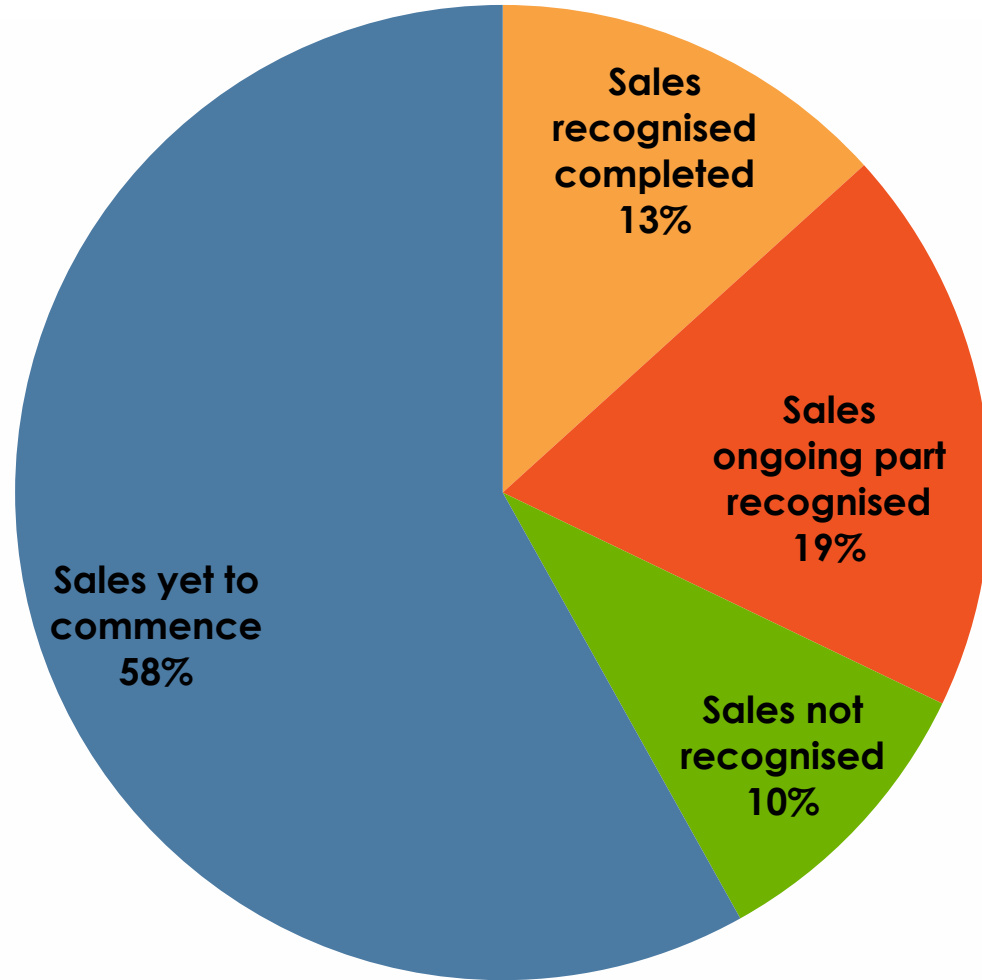


Net Worth (INR Mn)

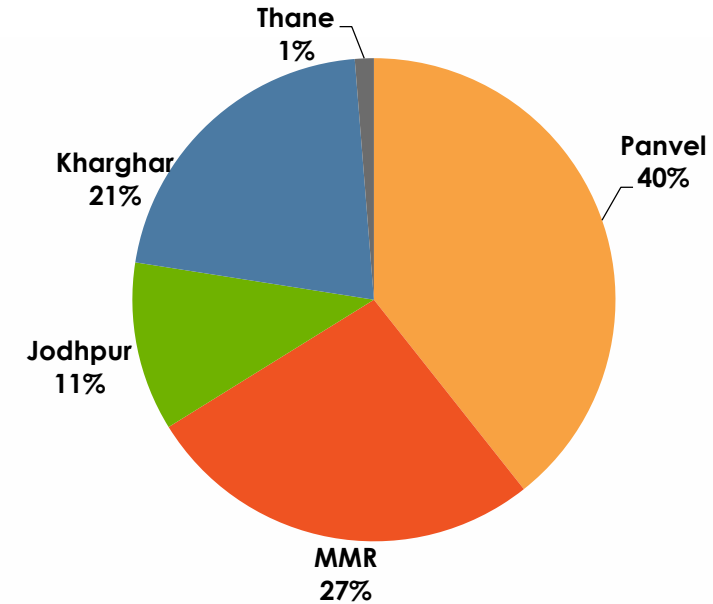


Project Status

	Project	Location	Total Area with Common Area	Area Sold (SqFt)	% Area Sold	Total Units	Units Sold	Units Unsold	% Units Sold	Project Completion %	Average Rate	Estimated Valu of Unsold Area	Sale Value (in Mn)	Amount Received (in Mn)	Bal Sold Value Receivable (in MN)
Mumbai	COMPLETED PROJECTS														
	Arihant Arshiya - I	Khopoli	358,718	293,334	82%	522	428	94	82%	100%	3,059	212	897	773	124
	Arihant Aarohi - I	Thane Shil Road	211,602	185,714	88%	223	201	22	90%	100%	4,931	129	916	866	50
	Arihant Amisha - I	Taloja	134,960	114,345	85%	176	153	23	87%	100%	3,360	73	384	293	91
	ONGOING PROJECTS														
	Arihant Aalishan - I	Kharghar	457,525	170,985	37%	389	154	235	40%	18%	7,844	2,378	1,341	473	868
	Arihant Anshula	Taloja (Nr Kharghar)	509,483	240,333	47%	504	263	241	52%	75%	3,993	1,077	960	785	175
	Arihant Anaika - I	Taloja (Nr Kharghar)	201,289	150,437	75%	188	144	44	77%	74%	4,043	203	608	526	82
	Arihant Anaika - II	Taloja (Nr Kharghar)	201,016	191,640	95%	267	255	12	96%	12%	4,054	38	777	197	580
	Arihant Arshiya - II	Khopoli	148,052	95,261	64%	251	165	86	65%	89%	3,152	172	300	237	61
	Arihant Arshiya - III	Khopoli	61,530	10,230	17%	67	13	54	19%	47%	3,793	167	39	19	20
	Arihant Anmol - III	Badlapur	193,861	103,697	53%	238	136	102	57%	34%	3,368	298	349	269	349
	Arihant Aloki - I	Karjat	109,884	48,906	45%	113	53	60	47%	86%	3,356	189	164	125	39
	Arihant Aloki - II	Karjat	82,727	25,467	31%	90	32	58	36%	10%	3,301	178	84	21	63
	Arihant Aspire - I	Panvel	1,245,783	295,174	24%	1,083	275	808	25%	9%	5,523	6,769	1,652	371	1,391
	Total		3,968,420	1,933,474	49%	4,148	2,303	1,845	56%		4,401	12,102	8,509	4,963	3,924
	FUTURE PROJECTS														
	Arihant Aalishan - II	Kharghar	512,855	-	0%	336	-	336	0%	0%	-	4,257	-	-	-
	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 Aloki - III	Karjat	159,446	-	0%	118	-	118	0%	0%	-	494	-	-	-
	Arihant Amisha - II	Taloja	266,000	-	0%	377	-	377	0%	0%	-	-	-	-	-
	Arihant Anamika	Vashi	360,464	-	0%	-	-	-	0%	0%	-	-	-	-	-
Jodhpur	Arihant Aarohi - II	Thane Shil Road	51,990	7,951	15%	37	31	6	84%	0%	4,760	220	38	7	31
	COMPLETED PROJECTS														
	Arihant Adita - I	Jodhpur	506,941	470,658	93%	408	376	32	92%	100%	2,292	109	1,079	986	93
	Arihant Adita - II	Jodhpur	180,330	101,810	56%	164	93	71	57%	100%	2,589	236	264	233	31
	Arihant Adita - III	Jodhpur	187,875	132,910	71%	165	119	46	72%	100%	2,651	165	352	306	46
	Arihant Ayati	Jodhpur	211,168	105,037	50%	80	38	42	48%	100%	4,133	425	434	370	65
	ONGOING PROJECTS														
	Arihant Adita - IV	Jodhpur	133,920	37,850	28%	82	23	59	28%	18%	2,703	288	102	21	82
	Arihant Aangan	Jodhpur	45,600	34,200	75%	121	93	28	77%	48%	2,197	24	75	38	37
	Arihant Aanchal - I	Jodhpur	478,800	296,100	62%	532	329	203	62%	32%	2,118	420	627	403	224
	Total		1,744,634	1,178,565	68%	1,552	1,071	481	69%		2,489	1,666	2,934	2,357	577
	FUTURE PROJECTS														
	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	44%	0%	2,286	404	118	25	204
	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%	-	5,674	-	-	-
	GRAND TOTAL		13,470,791	3,174,309		13,208	3,578	9,630				30,853	11,586	7,345	4,729



Expected Revenue: Geographical Split



Revenue Recognition Method

Revenue has been recognized as per IND AS 115 'Revenue from Contracts with Customers' on fulfillment of the following conditions :

- 10% of the construction and development of the project / phase of project is completed; and
- 10% of the agreement consideration have been realized against such sales.

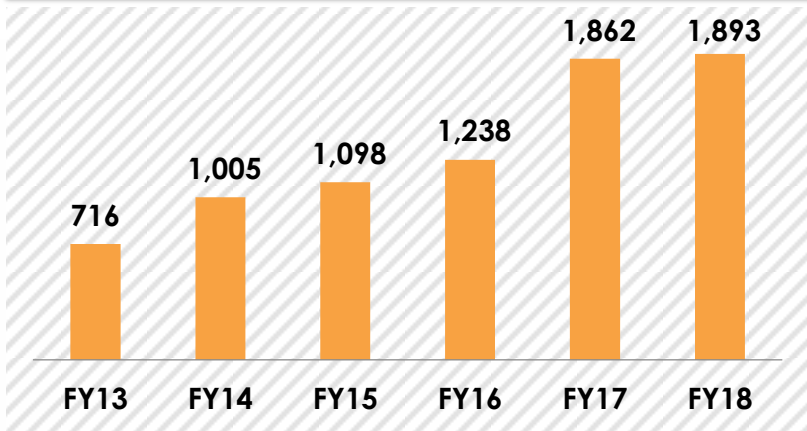
Income Statement – INR Mn

Particulars	FY 14	FY 15	FY 16	FY 17	FY18
Total Revenue	1,005	1,098	1,238	1,862	1,893
Cost of materials consumed	1,128	1,208	1,144	2,074	1,285
Changes in inventories	-461	-543	-480	-1130	-161
Employee benefits expense	61	65	79	85	127
Other Expenses	71	102	133	190	256
Total Expenses	799	832	876	1219	1508
EBITDA	206	266	362	643	385
EBITDA Margin	20%	24%	29%	35%	20%
Depreciation	6	11	11	10	13
Interest & Finance Charges	142	64	37	101	150
PBT	58	191	314	532	222
Total Taxes	40	77	104	173	75
PAT (Before Minority)	17	113	210	359	147
Share of Minority	-14	-12	-20	-32	-21
Net Profit (Attributable)	3	101	190	327	126
Net Profit Margin	0%	9%	15%	18%	7%
EPS (Basic)	0.4	2.5	4.63	7.94	3.05

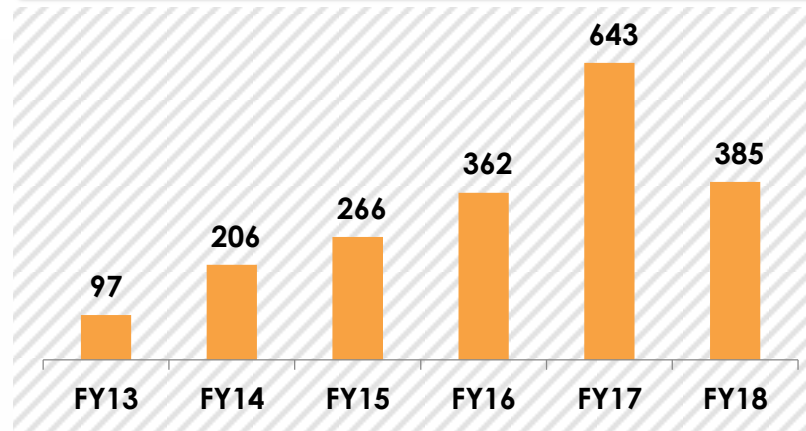
Balance Sheet – INR Mn

Equity and Liabilities	FY14	FY15	FY16	FY17	FY18
Share Capital	412	412	412	412	412
Reserve and Surplus	101	206	397	724	764
Net worth	513	617	809	1136	1176
Minority Share	15	27	47	79	98
Long Term Borrowings	403	971	1778	2013	1745
Short Term Borrowings	1065	489	327	545	1022
Advance from	1069	1563	1485	1590	1880
Other Liabilities	98	196	320	487	356
Trade Payables	81	84	154	244	371
Total Liabilities	3244	3947	4920	6094	6648
Assets	FY14	FY15	FY16	FY17	FY18
Fixed Assets	278	53	48	41	98
Non - Current	55	10	50	91	176
Long Term Loans &	32	122	272	323	74
Current Investment	1	-	2	2	2
Inventories (WIP)	1274	1716	2230	3115	3382
Inventories (Finished	22	127	91	337	230
Trade Receivables	32	66	95	335	387
Cash and Cash	55	31	46	90	123
Short Term Loans &					
Advances	218	295	305	364	499
Land	1264	1524	1742	1366	1567
Other Assets	13	3	39	31	110
Total Assets	3244	3947	4920	6094	6648

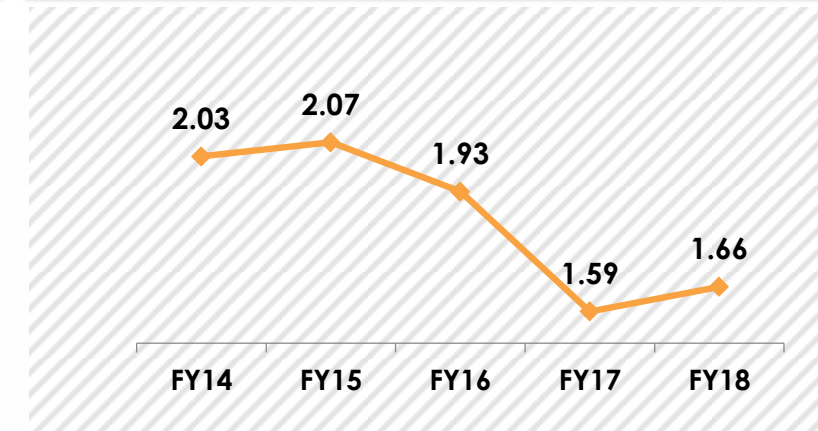
Total Revenues (Rs Mn)



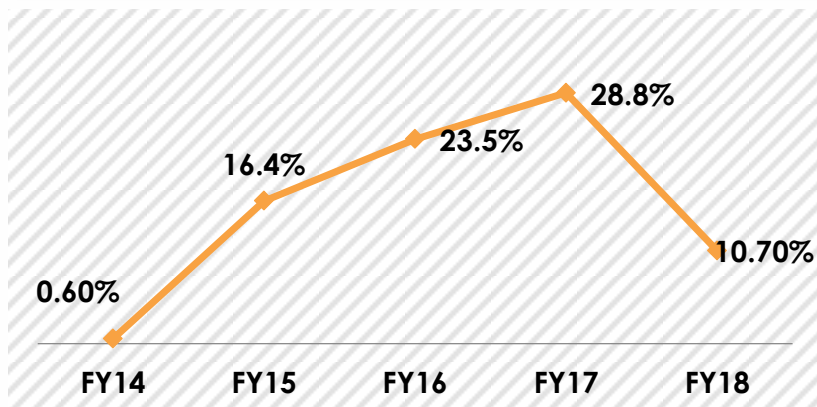
EBITDA (Rs Mn)



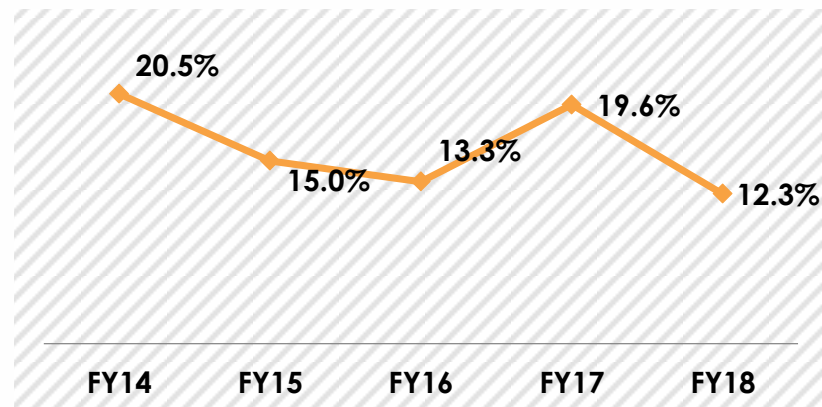
Net Debt/Equity (x)



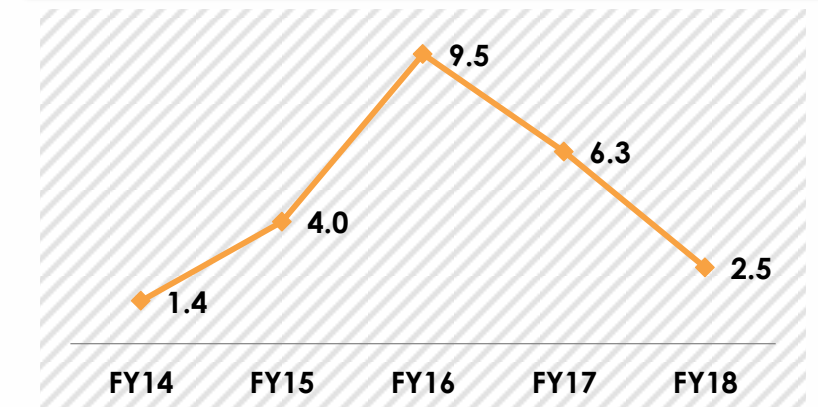
Return on Equity (%)



Return on Capital Employed (%)



Interest coverage ratio (x)



Company (INR Mn)	Net Worth	PAT
Arihant Superstructures Limited	1152.08	12.13
Arihant Vatika Realty Private Limited	157.95	18.46
Arihant Abode Limited	1.57	0.07
Arihant Gruhnirman Private Limited	(1.57)	0.09
Arihant Aashiyana Private Limited	110.44	20.07
	1420.46	50.81

Net Worth : As per Standalone Balance Sheet of each Company

Q1-FY19 - Income Statement

Q1FY19 - Operating Highlights

1. Total 120 units sold amounting to INR 550.70 Million
2. MMR / Navi Mumbai: 94 units sold (85,859 sq. ft.)
3. Jodhpur: 26 units sold (33,498 sq. ft.)
4. 221 Units Delivered with Occupancy Certificate at Arihant Aarohi

Q1FY19 - Financial Highlights

1. Total Revenue recorded INR 439 Mn
2. EBITDA increased by 67% to INR 188 Mn
3. Attributable PAT up by 7% to INR 40 Mn

INR Mn (except as stated)	Q1 FY19	Q1 FY18	Q4 FY18
Total Revenue	439.40	580.91	446.06
Total expenses	251.40	468.02	349.30
EBITDA	187.99	112.89	96.76
EBITDA Margin (%)	42.78%	19.43%	21.69%
Interest	118.92	38.28	38.23
Depreciation	4.53	3.05	4.43
PBT	64.54	71.57	54.10
Tax	8.95	22.01	16.44
PAT	55.59	49.56	37.65
PAT Margin (%)	12.65%	8.53%	8.44%
Minority Interest	15.44	11.93	8.48
Attributable PAT	40.15	37.63	29.17
EPS (Rs)	0.98	0.91	0.71

INR Mn (except as stated)	FY18	FY17
Revenue	1892.52	1862.46
Total Expenditure	1507.62	1218.94
EBITDA	384.90	643.52
EBITDA Margin (%)	20.3%	34.6%
Interest	150.10	101.22
Depreciation	13.36	10.20
PBT	221.44	532.10
Tax	74.96	172.93
PAT	146.48	359.16
PAT Margin (%)	7.7%	19.3%
Minority Interest	20.83	32.36
Attributable PAT	125.66	326.81
EPS	3.05	7.94

FY18 - Operating Highlights

1. Total units launched – 1,293 units equivalent to 1,279,051sq. ft.
2. Launch of Flagship Project, Arihant Aspire – Phase 1 (622 units) (November, 2017)
3. Total Net Sales: 931 units amounting to INR 3.43 bn.
4. MMR/Navi Mumbai : 717 units sold (613,343 sq. ft.)
5. Jodhpur : 214 units sold (229,223 sq. ft.)
6. Total homes delivered: 863 units (Navi Mumbai – MMR 698 units equivalent to 511,800 sq. ft.; Jodhpur 165 units equivalent to 242,529 sq. ft.)

FY18 - Operating Highlights

1. Revenue increased to INR 1,893 mn
2. EBITDA decreased to INR 385 mn
3. PAT decreased to INR 146.48 mn from INR 359.16 mn

Holding Company Debt Liability as on Q1FY19

Entity	ASL Holding	Entity Debt (INR mn)	Liability of ASL (INR mn)
ASL		807.09	807.09
Vatika	60%	282.85	169.71
Aashiyana	60%	802.65	481.59
Abode	60%	1,205.97	723.58
Gruhnirman	60%	124.07	74.44
		3,222.63	2,256.41

- 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: 1.95

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 overheads

Low cost of finance

Controlled timeline of project completion

FUTURE PLANS

To infuse funds for land purchase to take current developable area from 13.5 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 Chhajer,
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

Virendra Mittal,
Independent Director

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

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

Sarabjeet Kukreja CSO

- MBA with 14+ years of hands-on experience in the Real Estate and Insurance
- Worked with Proptiger and Bajaj Life Insurance. He is responsible for sales for MMR – Navi Mumbai & Jodhpur at Arihant

Jitendra Mehta COO

- CA, LLB with 3 decades of experience in Operations, Corporate and tax audit in sectors like Real Estate, Textiles, etc
- At Arihant, he is responsible for Business Development & land portfolio, Recoveries, Legal & HR function

Samir Dhar, CPO

- Chartered Civil Engineer, having 50 years experience in Real Estate, Mall and Industrial Development.
- Worked with Anshal Gr, Sheth Gr, Runwal Gr. At Arihant, responsible for all technical support, progress etc for various projects.

Umesh Jhavar, VP - Strategy and IR

- MBA, BSc.(Tech) UDCT and over 22 years of industry experience in Business Strategy, Planning, Sales & Business Development
- Heads investor relations, corporate planning and business strategy

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

Dainik Bhaskar (94.3 MYFM) – Award for Excellence in Quality Construction



Award for Excellence in Quality Construction – D B corp ltd.(Dainik Bhaskar) organised by 94.3 MY FM, Jodhpur Excellence Award 2017

Affordable Low Cost Quality Housing - 2018



Award for Quality construction affordable housing – Recognition by The Economic Times at the ET Realty award, 2018



The MCHI CREDAI in their prestigious GOLDEN PILLAR award 2018 has given **Affordable Housing Project of the Year** award to Arihant Superstructures Ltd (ASL)



- In their drive to promote cleanliness in Jodhpur city, RED FM 93.5 had organized a contest among the societies in Jodhpur.
- In the Online Voting contest, citizens were asked to vote for the Best Township in Jodhpur on cleanliness and being well maintained.
- Arihant Adita, a gated community had won by huge margins, accounting for around 70% of total votes

Thank you !!

For further Information please contact

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VP – Strategy & IR

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