CONTINUING STABILITY

ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY

19th November, 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 September, 2018.

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

Thanking You

Yours faithfully

For Arihant Superstructures Limited

ARIHANT SUPERSTRUCTURES LTD. NAVI MUMBAI

Govind Rao
Company Secretary & Compliance Officer

ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY

ASL Investor Presentation

Nov 2018

NSE	: ARIHANTSUP
BSE	: 506194
BLOOMBERG	: ARSU IN

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

Cautionary Statement and Disclaimer

The views expressed here may contain information derived from publicly available sources that have not been independently verified.

No representation or warranty is made as to the accuracy, completeness, reasonableness or reliability of this information.

Any forward looking information in this presentation including, without limitation, any tables, charts and/or graphs, has been prepared on the basis of a number of assumptions which may prove to be incorrect.

This presentation should not be relied upon as a recommendation or forecast by Arihant Superstructures Limited and any of their subsidiaries and cannot be relied upon as a guide to future performance.

This presentation contains 'forward-looking statements' – that is, statements related to future, not past, events. In this context, forward-looking statements often address our expected future business and financial performance, and often contain words such as 'expects,' 'anticipates,' 'intends,' 'plans,' 'believes,' 'seeks,' or 'will.'
Forward–looking statements by their nature address matters that are, to different degrees, uncertain. These uncertainties may cause our actual future results to be materially different that those expressed in our forward-looking statements. We do not undertake to update our forward-looking statements. We caution you that reliance on any forward-looking statement involves risk and uncertainties, and that, although we believe that the assumption on which our forward-looking statements are based are reasonable, any of those assumptions could prove to be inaccurate and, as a result, the forward-looking statement based on those assumptions could be materially incorrect.

This presentation is not intended, and does not, constitute or form part of any offer, invitation or the solicitation of an offer to purchase, otherwise acquire, subscribe for, sell or otherwise dispose of, any securities in Arihant Superstructures Limited or any other invitation or inducement to engage in investment activities, nor shall this presentation (or any part of it) nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision.

The data is as of 30th Sept 2018.

TABLE OF CONTENTS	PAGE NUMBERS
CMD's message	4
Introduction to Arihant	5-8
Key Investment Highlights	9
Our Value Creation Journey	10
Projects in pipeline & track record	11-12
De-risked And Scalable Business Model	13
Best Practices	14
The ASL Differentiator	15
Industry Dynamics	16-19
Corporate Social Responsibility – Key Projects	21
Financial Snapshot	22
Project Status	26
Q2 FY19 – Income Statement	32
The Road Ahead – FY20	35
Board of Directors & Management Team	37-38
Awards & Accolades	39-43

CMD's message

Commenting on the real estate sector, **Mr. Ashok Chhajer, CMD of Arihant Superstructures** said,
"The recent developments relating to NBFCs had cast a shadow on real estate with doubts being raised about availability of funds for construction as well as home finance. Arihant has always dealt with quality institutions which ensure that we are adequately funded and sanctioned amounts are disbursed on time. We are glad to inform that we recently got a disbursement of loan of Rs 55 cr from India Real Estate Investment Fund. On the sales front as on 30th Sept, 2018, we achieved sales of 130 units on launch of Arihant 3Anaika at Taloja, Navi Mumbai. This again confirms our belief that irrespective of the market condition, the right product at the right price has it's own unique market. Though the environment continues to be challenging, we believe this will bring the best out of us".
The demand for housing in India continues to be very robust in the Affordable housing segment comprising borrowers in the lower income group and in the economically weaker section. Our portfolio comprises of 63 % houses on low cost affordable housing ranging Rs 2000 to 4000 per sq. ft.
Also 2/3rd of population is below age of 35 years of age; which will continue to boost housing demand.

Navi Mumbai city will get a new 6 lane Coastal Speed connecting Kharghar to Navi Mumbai International Airport. The work is expected to start by year end.
CIDCO will auction 140 hectares of land early next year for the Kharghar Corporate Park. The Corporate Park is expected to have 2 lakhs people working directly and indirectly who in turn would be the prospective homebuyers in locations closer to their workplace.
The MTHL bridge work construction is nearing the 10% mark with geo-technical investigation completed and physical locations of erecting pillars is getting done.

On **Jodhpur** front, Hindustan Petroleum (HPCL) is awarding the licensor agreements to 10 of the 12 vendors it needs for the upcoming Rs 43,130-crore project barmer refinery which will generate employment for over 100,000 people. HPCL has spent almost Rs 6000 crore for various civil work for the project. Cairn Energy is aggressively planning drilling campaign which will require more human resources and housing requirement.

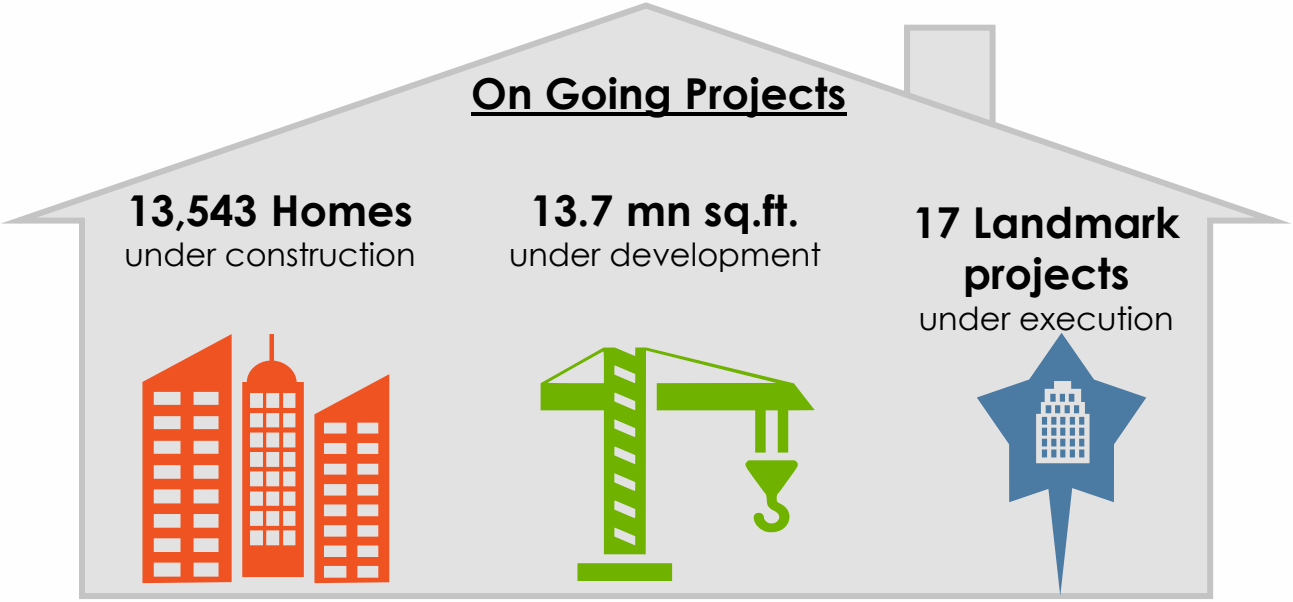
"Arihant" – The Institution

- One of the Largest real estate player in **Affordable Housing since 2009** consisting **63%** 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 8,863+ homes worth 7.5 Mn Sq. ft. across 50 projects over past 2 decades by the Group
- Projects in hand of 13,543 homes translating into ~13.7 Mn Sq. ft. across 17 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.**

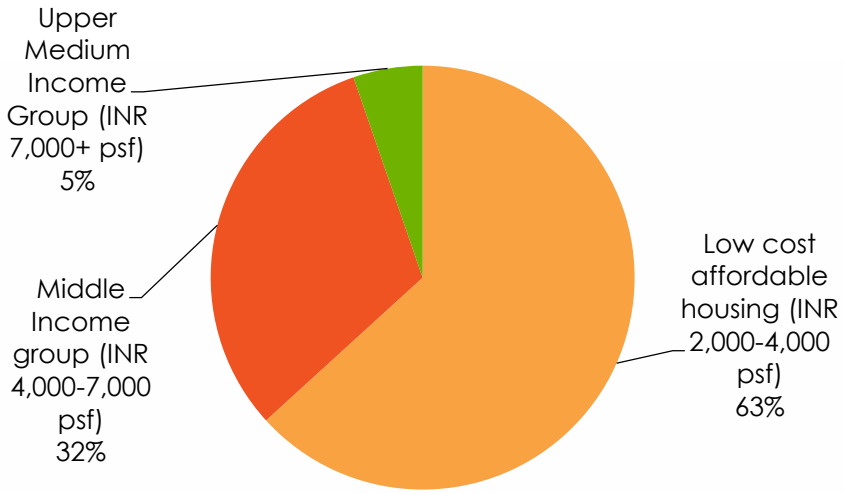
Arihant Superstructures Ltd (ASL): At A Glance

Company Profile

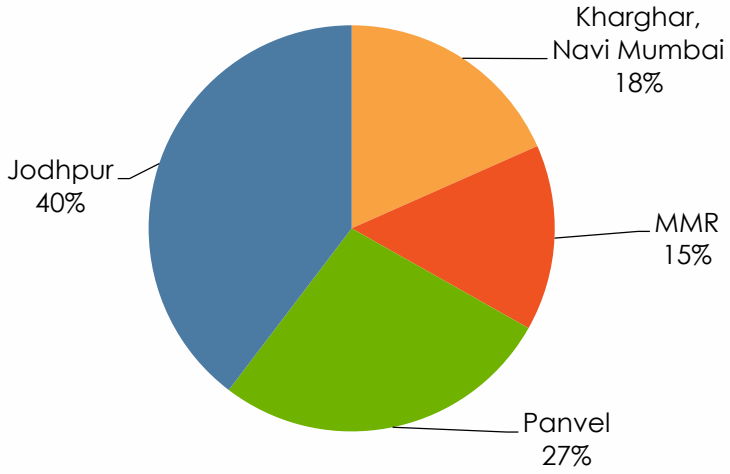
1. A leading real estate company focused on Affordable & Luxury Segment
2. Strong execution track record of project completion
3. Strong brand recognition in high growth markets of Mumbai and Jodhpur
4. Fully paid up land bank for projects to be executed in the next seven years



CATEGORY-WISE PROJECT PROFILE



AREA WISE PROJECT PORTFOLIO



Arihant Focus on housing sector demand

Navi Mumbai

- **Kharghar Corporate Park -** Auction of plots for in 2019 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**. Potential to generate ~200,000 employment and housing demand**
- 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.
- 3rd Vashi bridge connecting Navi Mumbai and Mumbai tender awarded to L &T – improving connectivity
- Coastal Speed corridor connecting Kharghar to NMIA to come up in 2 years time frame 2021.
- 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

Real Estate (Housing) – Infrastructure Status assigned to Affordable Housing Projects

ARIHANT SUPERSTRUCTURES LTD. CONTINUING STABILITY

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

ARIHANT SUPERSTRUCTURES LTD. CONTINUING STABILITY

Strategically Well-positioned In High Growth Markets

- Navi Mumbai – 2nd Best Place in terms of ease of living Index in India rated recently
- Top 3 Growth Centres in India
- 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 1.29 Billion secured loans
- 12 out of our 17 projects are self sustainable and we have not taken secured loans

Strong Focus On Corporate Governance

- Industry leading disclosure standards

Superior Growth Profile

- ~13.7 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

1999
Strategically identified Navi Mumbai as the next area of Growth; 30 Projects planned over 15 years

2000
Achieved a significant milestone of completing 10 projects

2004
Completes construction and delivery of 1 mn square feet of residential projects

2007
Successfully Completes and delivers 25 projects

2011
Launched its Landmark Project in Jodhpur under PPP scheme

2014
Successfully completes and delivers 4 mn square feet; Crossed Rs. 1 bn Revenue

2016
~13 mn square feet under construction; Won coveted economic times award for best corporate brands

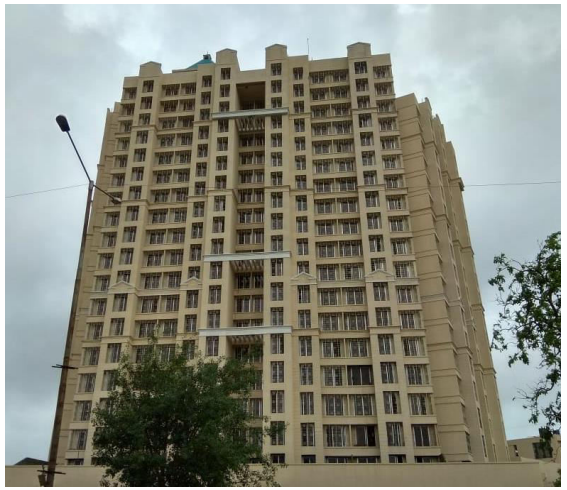
2017
Successfully launched flagship project "Arihant Aspire" and sold ~40% of 622 flats opened for sale

Strong Project Pipeline

13.71 mn sq.ft. projects

- **11.9 mn sq.ft. Saleable**
  - **2.1 mn sq.ft. Nearly ready**
  - **2.0 mn sq.ft. Under construction**
  - **7.8 mn sq.ft. Construction yet to start**
- **1.8 mn sq. ft. Completed**
  - **Arihant Arshiya – I, Arihant Adita – I,II,III, Arihant Ayati, Arihant Amisha Phase I, Arihant Aarohi Phase I**

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)

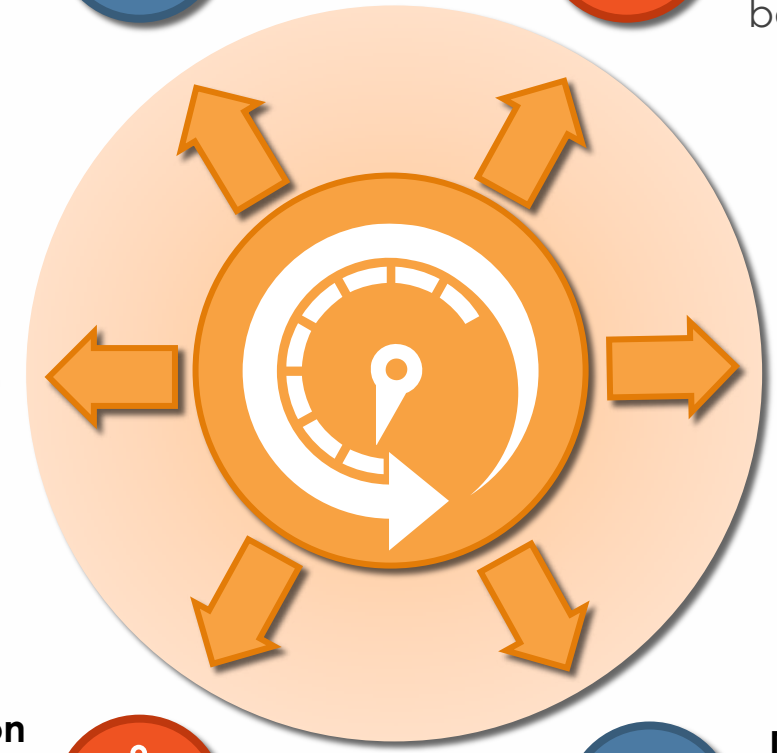
Arham (Panvel)

Abhilasha (Kharghar)

De-risked And Scalable Business Model

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 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

Development Model
Adopted DM model to de-risk the business

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

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

Best Practices

ARIHANT SUPERSTRUCTURES LTD. CONTINUING STABILITY

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

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

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

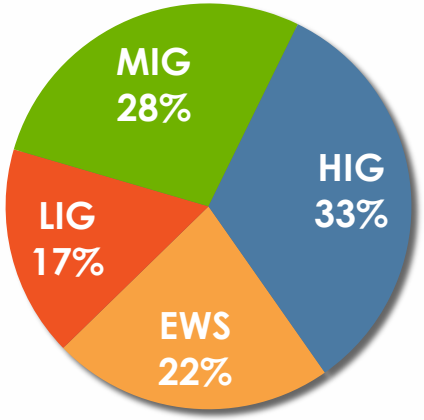
Industry Dynamics

- Retail / Consumer is the biggest Wealth Creating sectors
- 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

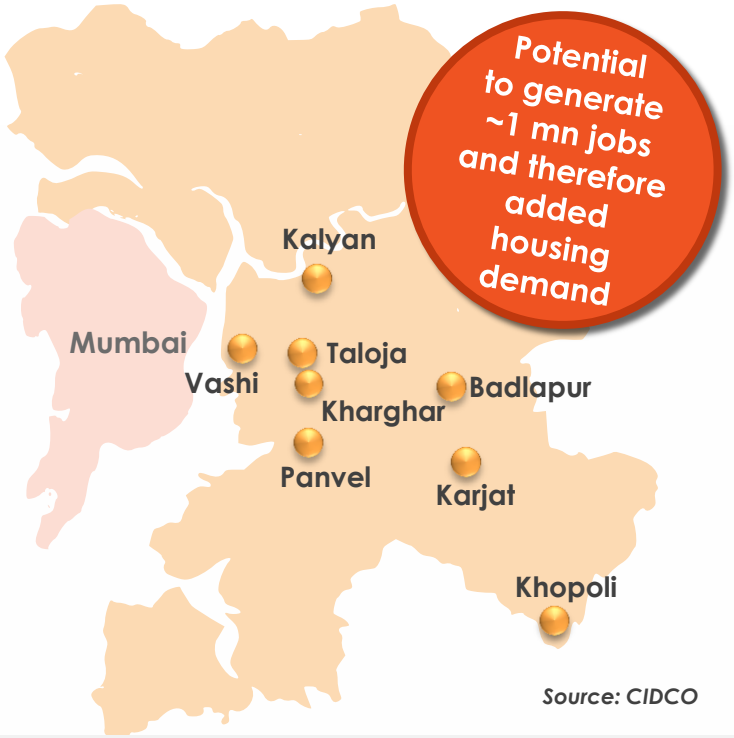
Required units by 2022 – Maharashtra & Rajasthan

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

Business Region In Focus - MMR



Source: CIDCO

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

	Households in mn		Growth
Income Level	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

Source: Concept Plan for MMR - Deloitte

- 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

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 300 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, Sept, 2017

What We Have?

Mumbai (11 Projects)	Phases	Area	Units
Ongoing	12	3441649	3525
Completed	3	705280	921
Future	8	4139657	4569
Total		8286586	9015

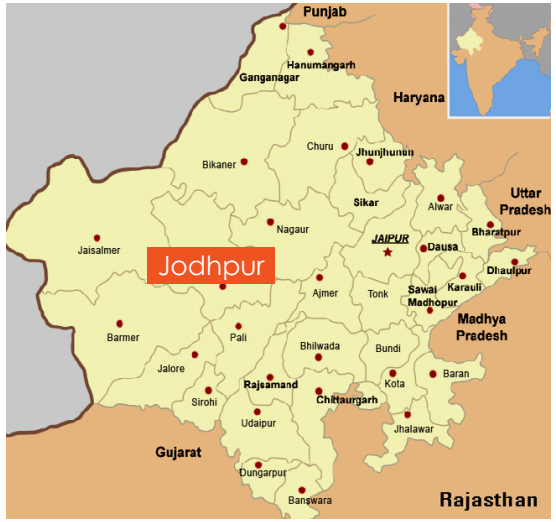
Navi Mumbai 2nd in List Of Best Cities To Live In India

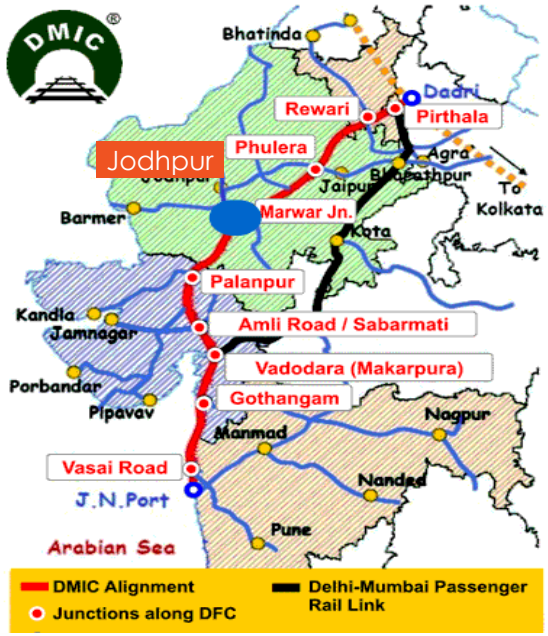
- The **'Ease of Living' index** is an initiative of the **Ministry of Housing and Urban Affairs** to assess the most livable cities all over India and rank them on a 100 point scale.
- The report evaluated 111 cities on a 100-point scale across 78 indicators under four primary parameters which was divided-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

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 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 → Approvals → Project Launched → Construction Begins → Current Status

Jan 2016

Feb 2016

Mar 2016

Mar 2016

Oct 2018

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

Change in Design → Approvals → Phase Launched → Sales → Current Status

Nov 2017

Dec 2017

Jan 2018

May 2018

Oct 2018

Corporate Social Responsibility – Key Projects

ARIHANT SUPERSTRUCTURES LTD. CONTINUING STABILITY

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

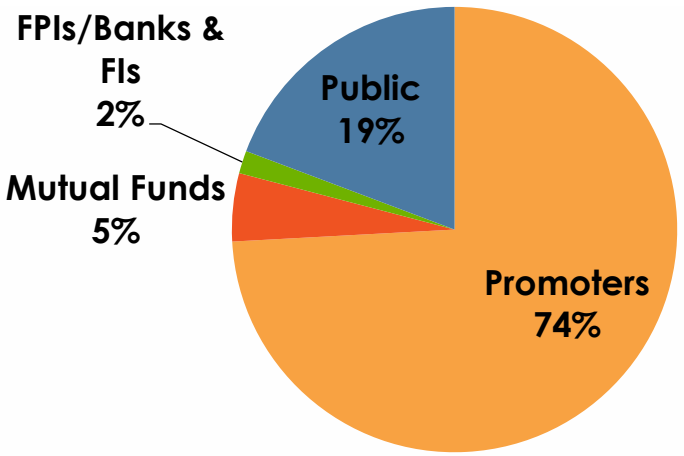
FINANCIAL SNAPSHOT

Capital Market Data

Capital Market Details

BSE Scrip Code	506194
NSE Trading Symbol	ARIHANTSUP
Bloomberg Code	ARSU IN
GICS Sector	Real Estate
Market Cap as on 30th September, 2018	INR 2,479 Mn
52 Week High	INR 183
52 Week Low	INR 60

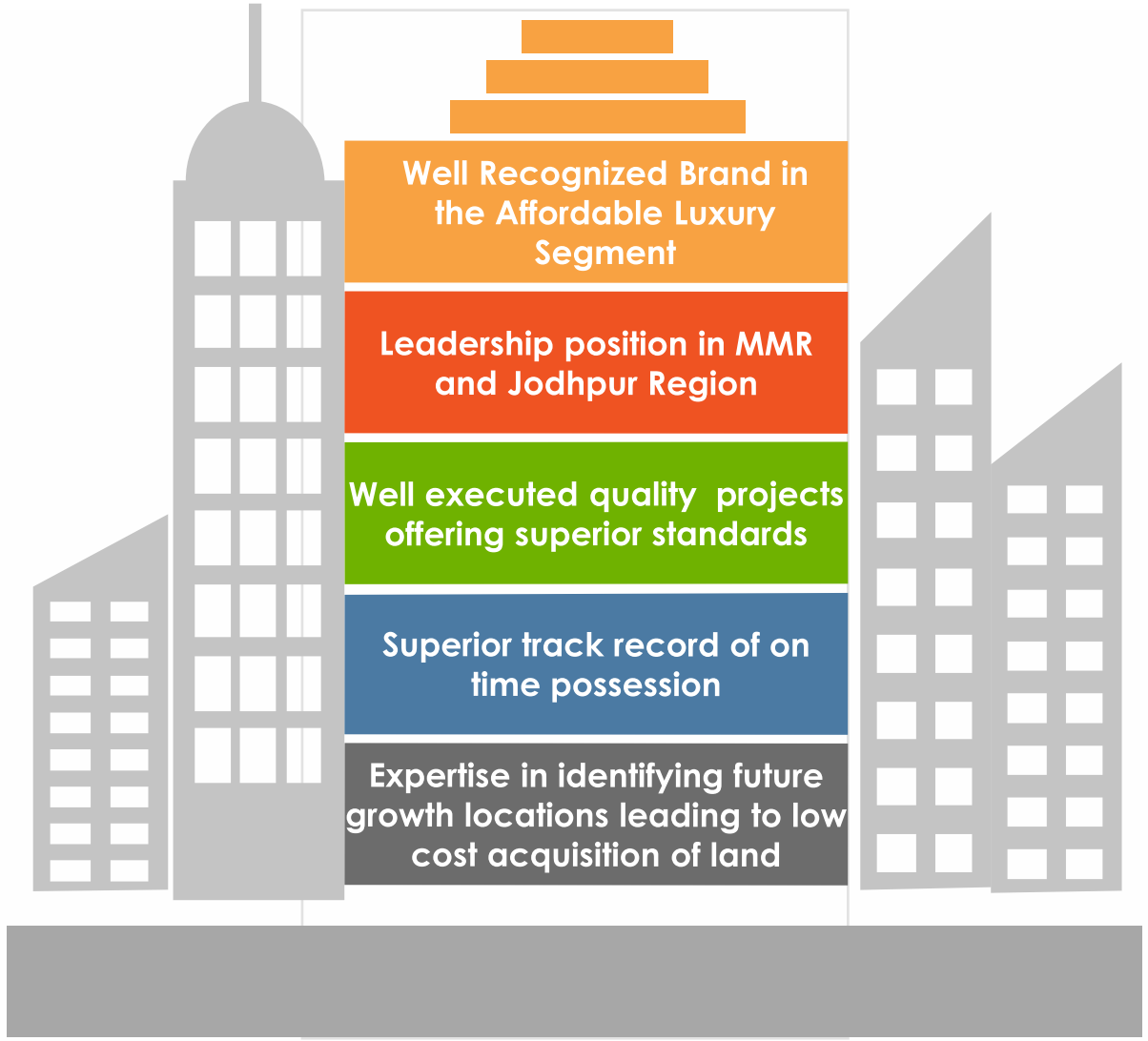
Shareholding Pattern



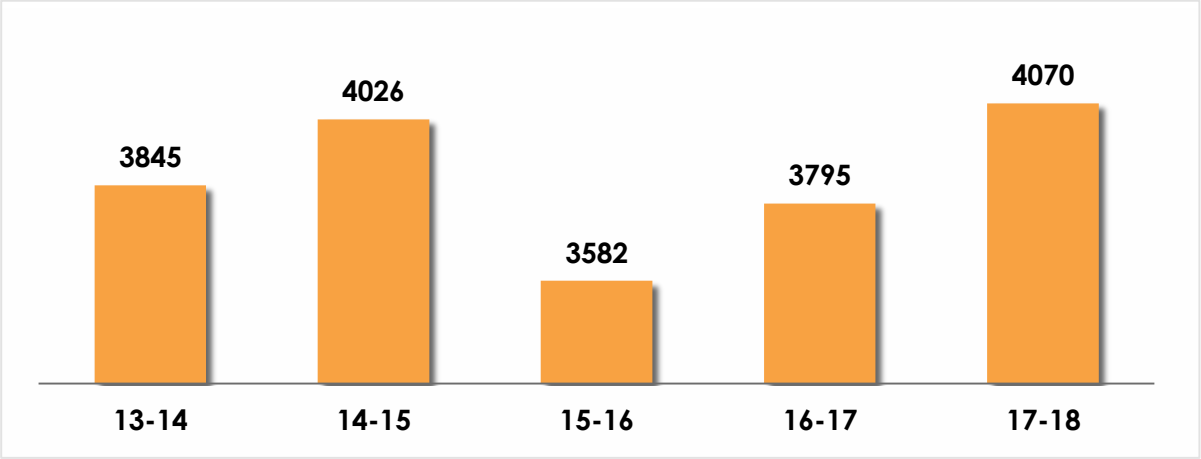
Comparative Stock Price Performance - BSE

Superior Track Record With Strong Brand Recall

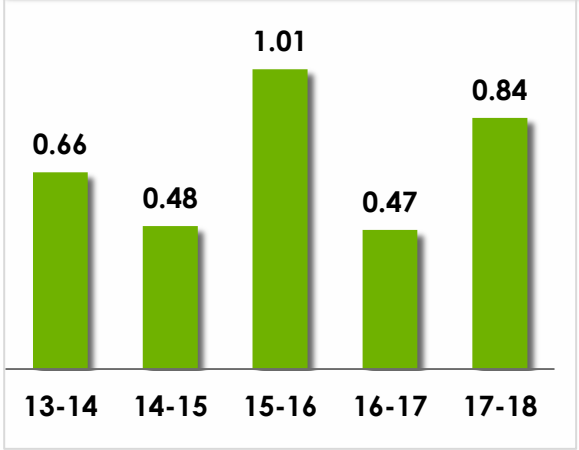
Key Strengths



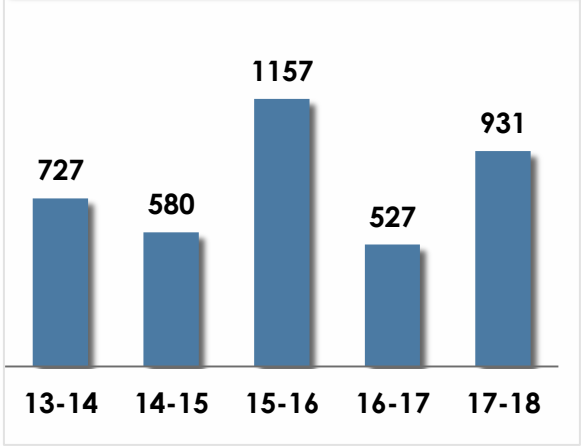
Average Realizations (INR per sq.ft.)



Area Booked (mn sq.ft)



Units Sold



Prudent Financial Management Leading To Superior Shareholder Value

ARIHANT SUPERSTRUCTURES LTD. CONTINUING STABILITY

Strategic Land Acquisition

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

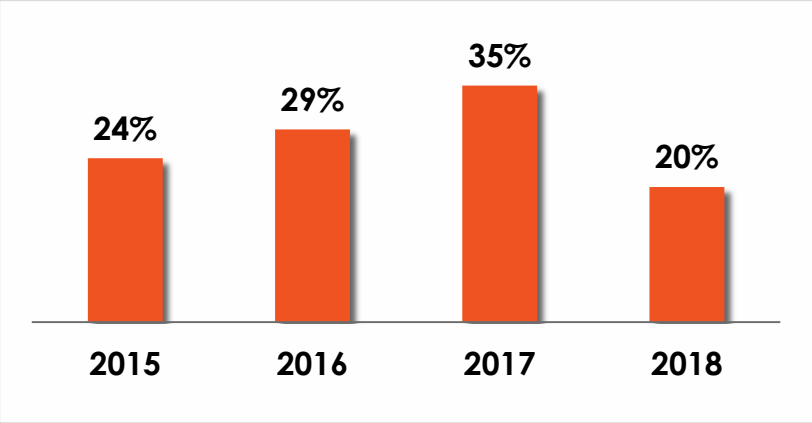
Superior cash flow management

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

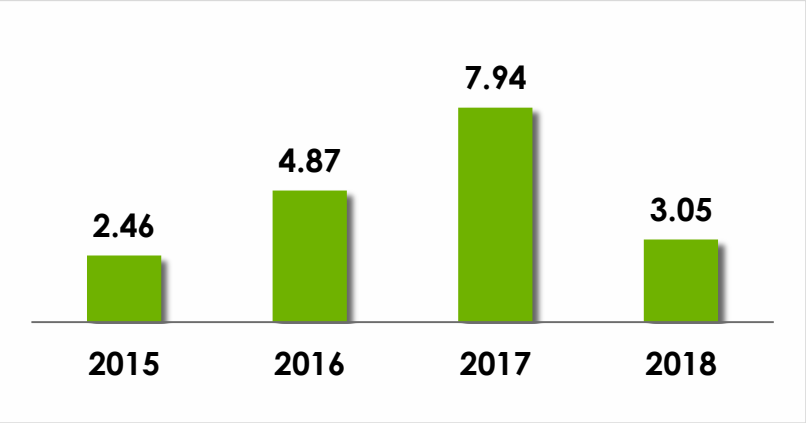
Strong Risk Management and Internal Audits

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

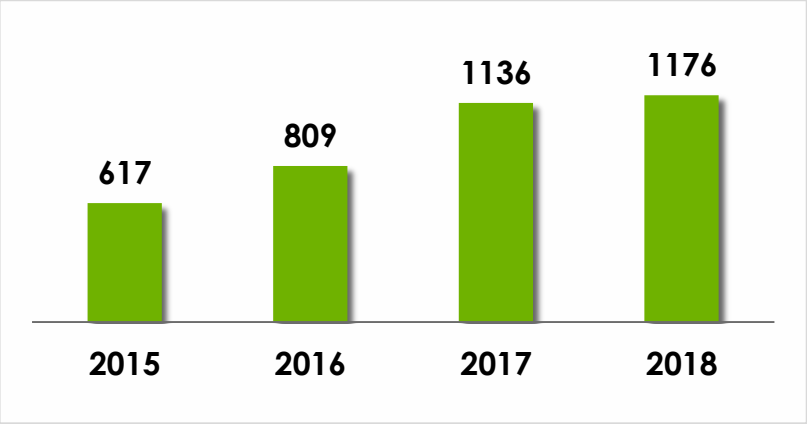
EBIDTA Margin



EPS (Rs/Share)



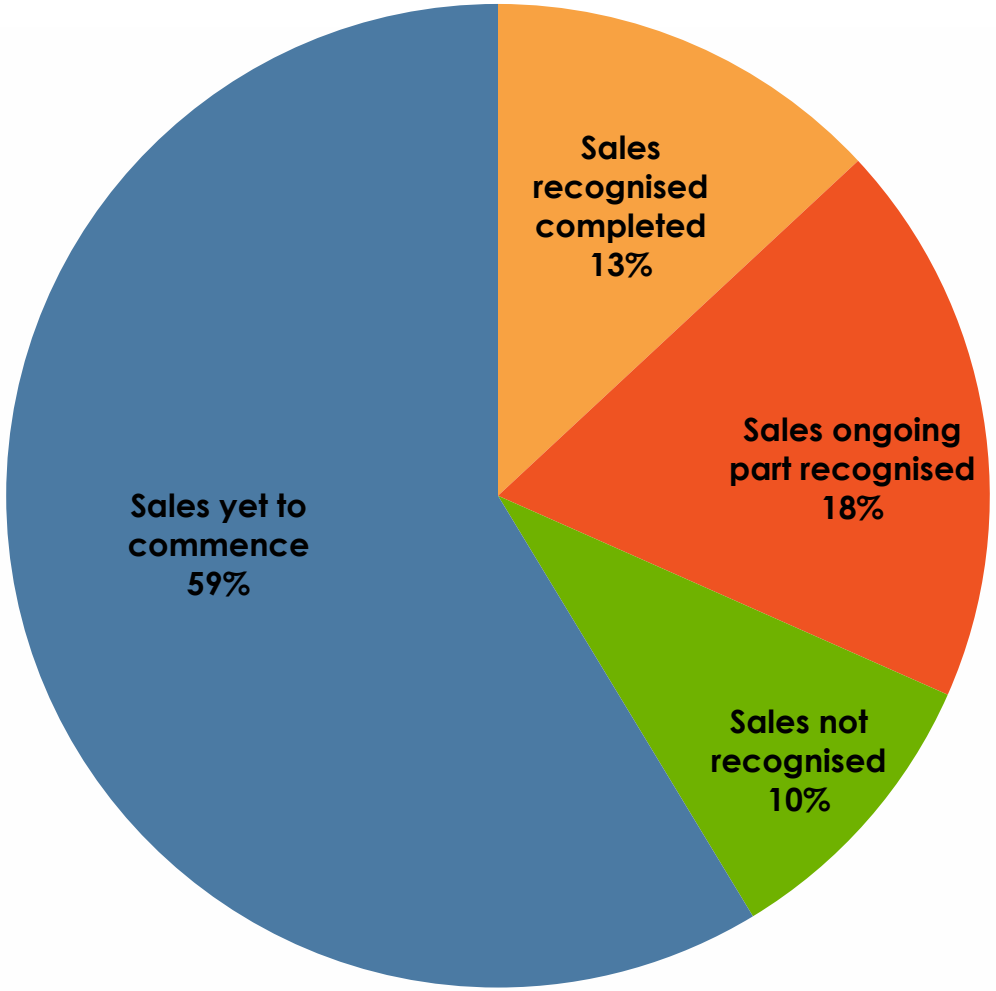
Net Worth (INR Mn)



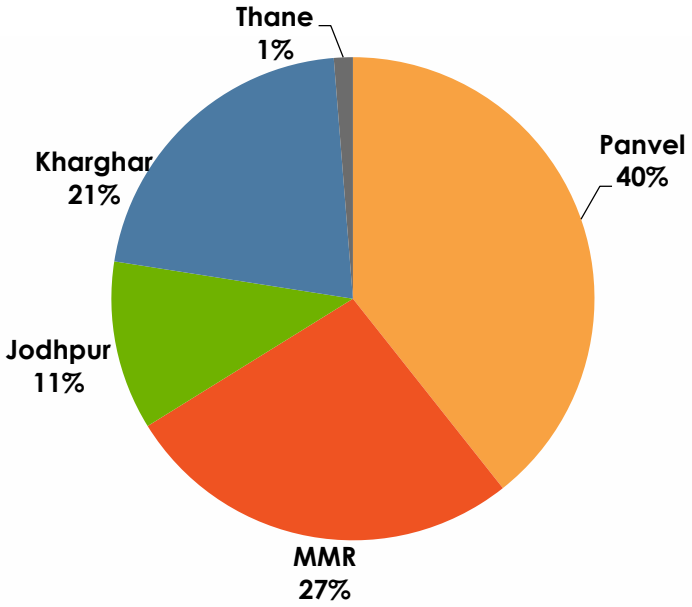
Project Status

	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 Value of Unsold Area	Sale Value (in Mn)	Amount Received (in Mn)	Bal Sold Value Receivable (in MN)
MUMBAI - MMR	COMPLETED PROJECTS														
	Arihant Arshiya - I	Khopoli	358,718	276,611	77%	522	409	113	78%	100%	3,074	267	850	783	67
	Arihant Aarohi - I	Thane Shil Road	211,602	190,622	90%	223	201	22	92%	100%	4,900	105	934	909	24
	Arihant Amisha - I	Taloja	134,960	121,940	90%	176	161	15	91%	100%	3,370	73	411	339	71
	ONGOING PROJECTS														
	Arihant Anshula	Taloja (Nr Kharghar)	509,483	249,073	49%	504	271	233	54%	80%	3,993	1,042	995	817	177
	Arihant Anaika - I	Taloja (Nr Kharghar)	201,289	150,437	75%	188	144	44	77%	78%	4,043	203	608	546	63
	Arihant Anaika - II	Taloja (Nr Kharghar)	201,016	187,661	93%	267	251	16	94%	24%	4,075	53	765	327	437
	Arihant Arshiya - II	Khopoli	148,052	95,261	64%	251	165	86	66%	89%	3,121	172	297	250	61
	Arihant Arshiya - III	Khopoli	61,530	10,230	17%	67	13	54	19%	63%	3,793	167	39	19	20
	Arihant Anmol - III	Badlapur	193,861	105,377	54%	238	138	100	58%	43%	3,370	292	355	269	70
	Arihant Amber	Taloja (Nr Kharghar)	47,130	-	0%	71	-	71	0%	0%	-	-	-	-	-
	Arihant Aspire - I	Panvel	1,245,783	295,174	24%	1,083	275	808	25%	10%	5,538	6,769	1,652	371	1,222
	ONGOING PROJECTS - JV														
	Arihant Aalishan - I	Kharghar	458,608	174,123	38%	389	156	233	40%	18%	7,854	2,361	1,368	507	861
	Arihant Aloki - I	Karjat	109,884	48,906	45%	113	53	60	47%	90%	3,356	189	164	128	37
	Arihant Aloki - II	Karjat	82,727	25,467	31%	90	32	58	36%	10%	3,301	178	84	22	62
	ONGOING PROJECTS - DEVELOPMENT MANAGEMENT MODEL														
	Arihant 3Anaika	Taloja (Nr Kharghar)	182,286	94,337	52%	264	130	134	49%	0%	4,233	372	399	51	348
	Total		4,198,919	2,033,170	48%	4,483	2,430	2,053	54%		4,406	12,463	8,959	5,346	3,551
	FUTURE PROJECTS														
	Arihant Arshiya - IV	Khopoli	908,342	-	0%	1,608	-	1,608	0%	0%	-	2,952	-	-	-
	Arihant Aspire - II	Panvel	1,165,450	-	0%	1,111	-	1,111	0%	0%	-	-	-	-	-
	Arihant Aspire - III	Panvel	715,110	-	0%	982	-	982	0%	0%	-	-	-	-	-
	Arihant Amisha - II	Taloja	266,000	-	0%	377	-	377	0%	0%	-	-	-	-	-
	Arihant Anamika	Vashi	360,464	-	0%	-	-	-	0%	0%	-	-	-	-	-
	Arihant Aarohi - II	Thane Shil Road	51,990	7,951	15%	37	31	6	84%	0%	4,760	220	38	7	31
	FUTURE PROJECTS - JV/DM														
	Arihant Aalishan - II	Kharghar	512,855	-	0%	336	-	336	0%	0%	-	4,257	-	-	-
	Arihant Aloki - III	Karjat	159,446	-	0%	118	-	118	0%	0%	-	494	-	-	-
JODHPUR	COMPLETED PROJECTS														
	Arihant Adita - I	Jodhpur	506,941	475,443	94%	408	380	28	93%	100%	2,305	94	1,096	1,026	70
	Arihant Adita - II	Jodhpur	180,330	106,245	59%	164	97	67	59%	100%	2,615	222	278	242	36
	Arihant Adita - III	Jodhpur	187,875	138,360	74%	165	124	41	75%	100%	2,685	149	371	332	40
	Arihant Ayati	Jodhpur	211,168	109,387	52%	80	38	42	48%	100%	4,196	407	459	397	62
	ONGOING PROJECTS														
	Arihant Adita - IV	Jodhpur	133,920	37,850	28%	82	23	59	28%	19%	2,703	288	102	20	82
	Arihant Aangan	Jodhpur	45,600	33,440	73%	121	89	32	74%	49%	2,199	26	74	45	28
	Arihant Aanchal - I	Jodhpur	478,800	294,300	61%	532	332	200	62%	35%	2,119	424	624	411	213
	Total		1,744,634	1,195,025	68%	1,552	1,083	469	70%		2,514	1,611	3,004	2,472	531
	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	23%	0%	2,294	404	118	24	95
	Arihant Aanchal - III	Jodhpur	1,436,400	-	0%	1,540	-	1,540	0%	0%	-	3,304	-	-	-
	Arihant Aakarshan	Jodhpur	1,668,800	-	0%	825	-	825	0%	0%	-	5,674	-	-	-
	GRAND TOTAL		13,701,290	3,290,465		13,543	3,717	9,826				31,158	12,105	7,843	4,202

Potential Recognizable Revenue



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) (Rs)	**0.4**	**2.5**	**4.63**	**7.94**	**3.05**

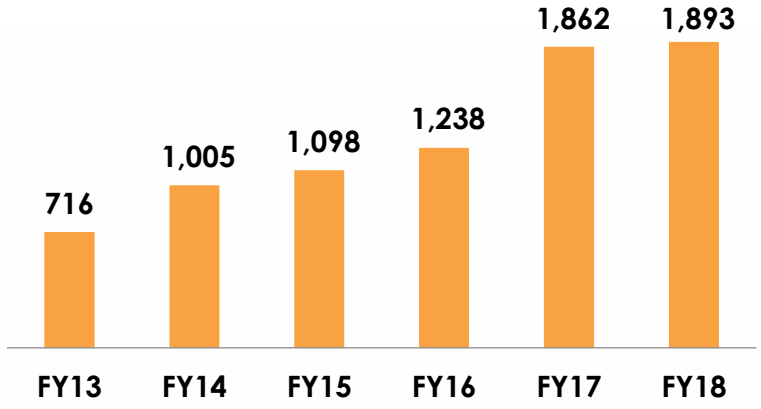
Balance Sheet – INR Mn

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**

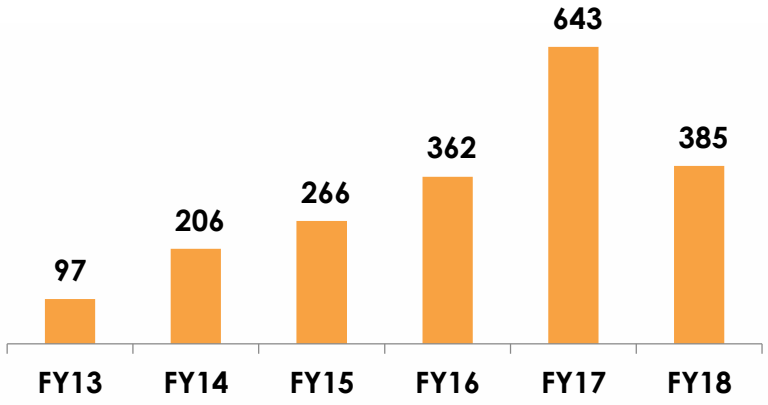
Assets	FY14	FY15	FY16	FY17	FY18
Fixed Assets	278	53	48	41	98
Non - Current	55	10	50	91	176
Long Term Loans &	32	122	272	323	74
Current Investment	1	-	2	2	2
Inventories (WIP)	1274	1716	2230	3115	3382
Inventories (Finished	22	127	91	337	230
Trade Receivables	32	66	95	335	387
Cash and Cash	55	31	46	90	123
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**

Financial Performance

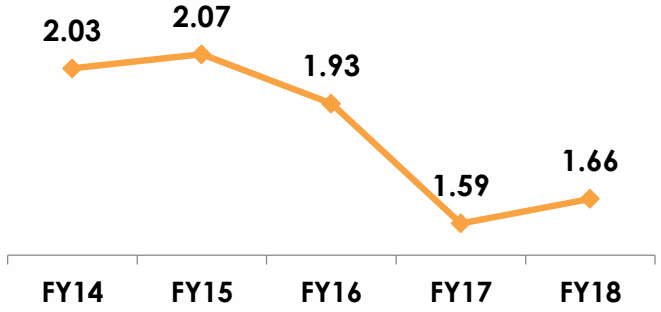
Total Revenues (Rs Mn)



EBITDA (Rs Mn)

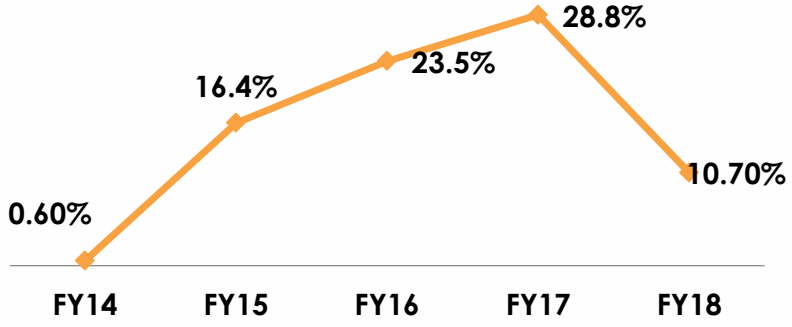


Net Debt/Equity (x)*

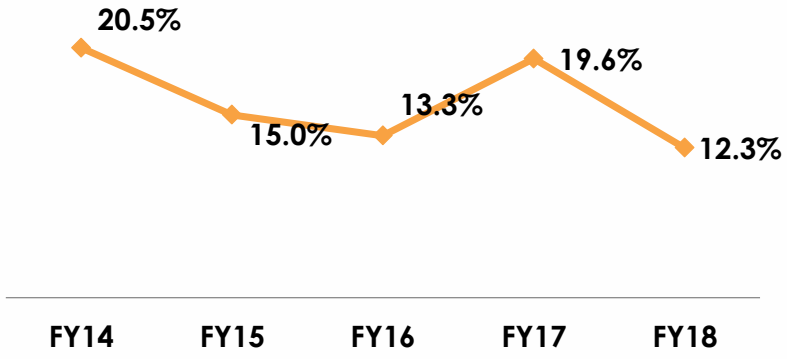


**The debt on holding company is 100% liability of ASL. The debt on subsidiary company is worked out to the extent of ASL share holding of 60%.*

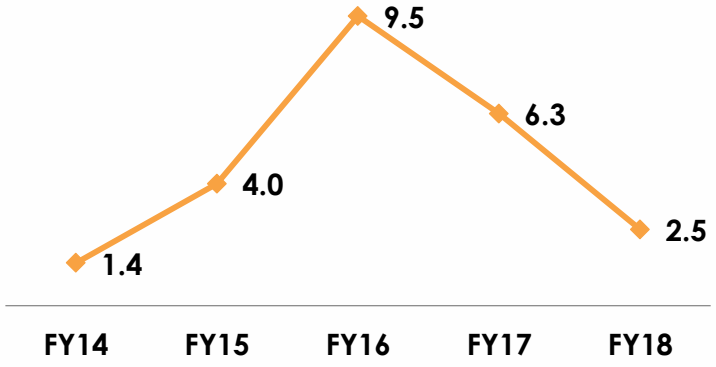
Return on Equity (%)



Return on Capital Employed (%)



Interest coverage ratio (x)



Net Worth & PAT for the Quarter ended 30th September 2018

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

Figures per Standalone Balance Sheet of each Company

Q2-FY19 - Overview

Sales Overview

1. Total Saleable area booked for Q2 at 2,14,649 sq. ft. (249 Units) with value of INR 875.1 Mn and for H1 FY19 booked at 3,25,529 sq. ft. (354 Units) with booking value INR 1379.10 Mn.
2. 215 units sold (173,679 sq. ft.). INR 757.2 Mn at **MMR / Navi Mumbai**
3. 34 units sold (40,970 sq. ft.). INR 117.9 Mn at **Jodhpur**
4. Launch of Arihant 3Anaika, Sold 130 units (area 94,337 Sq. Ft.) value of INR 399.9 Mn as on 30th September, 2018

Consolidated Financial Overview

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

Q2-FY19 - Income Statement

ARIHANT SUPERSTRUCTURES LTD. CONTINUING STABILITY

Amount in INR Mn except as stated

Particulars	Q2 FY19	Q2 FY18	Q1 FY19
Total Revenue	503.33	451.13	438.19
Total expenses	403.54	360.34	285.03
EBITDA	99.79	90.80	153.16
EBITDA Margin (%)	19.83%	20.13%	34.95%
Interest	66.81	36.53	84.09
Depreciation	4.45	3.13	4.53
PBT	28.53	51.14	64.53
Tax	7.51	18.27	8.95
PAT	21.02	32.86	55.58
PAT Margin (%)	4.18%	7.28%	12.68%
Minority Interest	8.43	2.29	15.44
Attributable PAT	12.59	30.58	40.14
EPS (Rs)	0.31	0.74	0.98

FY18 - Income Statement

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 (Rs)	3.05	7.94

FY18 - Operating Overview

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 Overview

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

The Road Ahead – FY19

REVENUE DRIVERS

- Fast tracking of Navi Mumbai airport to boost demand from home buyers
- To add more projects in the affordable housing segment.
- DM model to drive revenue.
- 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 13.7 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

Holding Company Debt Liability

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

** After netting off Intercompany Loan*

- **The company accounts for & have adopted the method of liabilities V/s Shareholding percentage. The debt on holding company is 100% liability of ASL. The debt on subsidiary company is worked out to the extent of ASL share holding of 60%.**
- **Effective Debt-to-Equity ratio: 2.08**

Board Of Directors

Ashok Chhajer,
Promoter, CMD

- Over 4 decades experience includes 2 decades 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

Experienced and dedicated management team

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

Ajay Purohit
Head - Civil

- Experience of 18 years in field of construction both industrial and residential civil works
- At Arihant, he is the head of civil affairs in the Jodhpur region

Umesh Jhawar,
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

Govind Rao,
Company Secretary

- A Company Secretary with experience in corporate affairs and legal framework
- Specialization in corporate law, corporate governance and SEBI related matters .

Arihant Aspire – Iconic Award & Platinum IGBC Certificate

Iconic Award by Radio City for Arihant Aspire, Sept 2018

IGBC

CII
Confederation of Indian Industry

Indian Green Building Council (IGBC)

hereby precertifies

ARIHANT ASPIRE

BY ARIHANT ABODE LTD., NAVI MUMBAI

(IGBC Registration No: GH 17 0343)

The project has demonstrated intent to design and build high performance building in accordance with

IGBC Green Homes Rating System

Precertified Platinum

July 2018

(Precertification is valid for 3 years, renewed based on six monthly progress updates till certification)

Sharukh Mistry	Dr Prem C Jain	S Raghupathy	K S Venkatagiri
Chair, IGBC Green Homes	Chairman, IGBC	Deputy Director General, CII	Executive Director, CII-Godrej GBC

IGBC PreCertified Platinum Rating for Aspire project, July 2018

Awards and accolades

2015

Best Business Practice Award in 2015 for 2014

Winner of Mumbai Hot 50 Brands by One India and Paul Writer

2016

Best Corporate Brands 2016- Real Estate by the Economic Times

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

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

2011

Best Developer in affordable housing

2012

Power Brands Entrepreneur of the year

Public Award Popular choice Developer - MCHI

2013

Inspiration leaders of new India 2013, Power Brand Glam,

2014

Arihant Adita 'India's Top 100 projects' by CRISIL

Mumbai Hot 50 Brands by HT

Corporate Excellence award

Best Business Practices award in Real Estate- 2014 by Accommodation Times

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

ARIHANT SUPERSTRUCTURES LTD. CONTINUING STABILITY

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

Recent Jodhpur Awards

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*

Arihant Adita – Jodhpur's no1 Housing Society Award, Red FM

- 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, for the Best Township in Jodhpur, Arihant Adita, won by huge margins, accounting for around 70% of total votes

MMR – Navi Mumbai Awards, 2018

Affordable Housing Project of the Year – 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)

Affordable Low Cost Quality Housing - 2018

Certificate of Excellence

THE ECONOMIC TIMES
REALTY
CONVENTION
MUMBAI • HYDERABAD • NEW DELHI

April 25, 2018 | Mumbai

Recognizes
Arihant Superstructures
For Affordable Low Cost Quality Housing

Deepak Lamba
President - Times Strategic Solutions Limited
CEO - World Wide Media

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

Thank you !!

For further Information please contact

Pradeep Mehta
CFO
Tel: +91 22 6249 3333
Email: cfo@asl.net.in

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

ARIHANT SUPERSTRUCTURES LTD.
CONTINUING STABILITY