



ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY

EARNINGS PRESENTATION

Q1 FY19

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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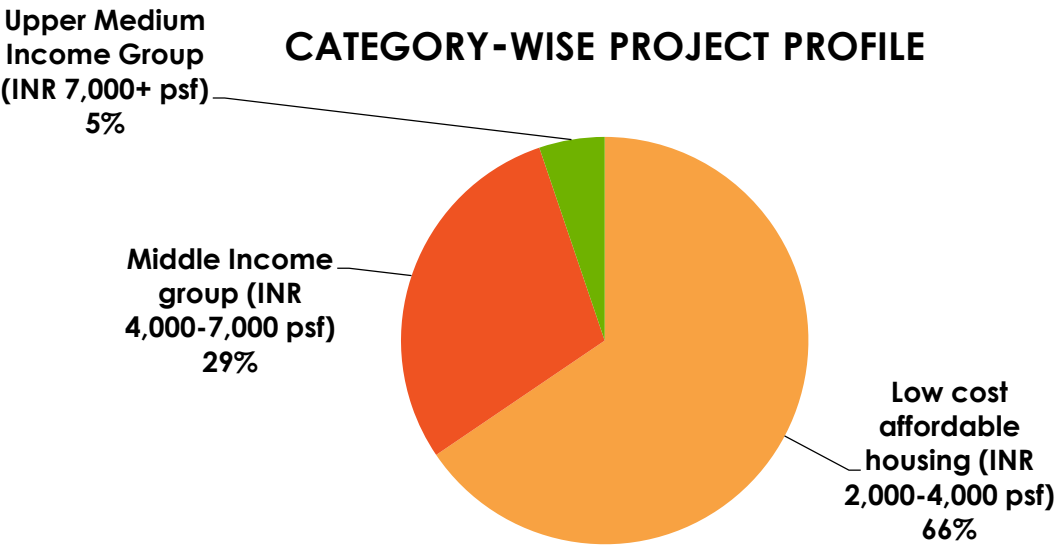
The data is as of 30th June, 2018.

Q1FY19 - Operating Highlights

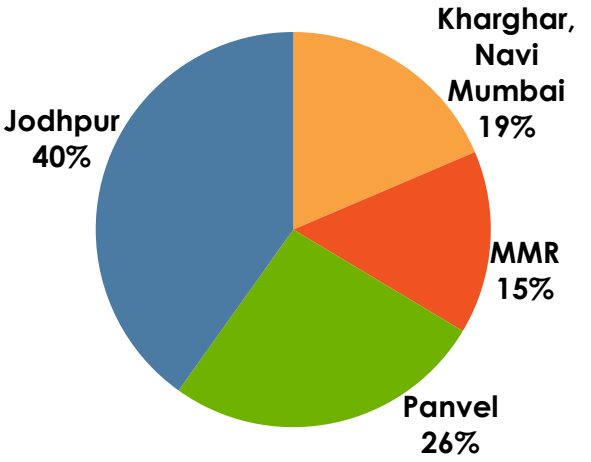
- 1. Total 120 units sold amounting to INR 550.70 Million
- 2. MMR / Navi Mumbai: 94 units sold (85,859 sq. ft.)
- 3. Jodhpur: 26 units sold (33,498 sq. ft.)
- 4. 221 Units Delivered with Occupancy Certificate at Arihant Aarohi

Q1FY19 - Financial Highlights - YOY

- 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



AREA WISE PROJECT PORTFOLIO



Senior Level Recruitment

COO - Mr. Jitendra Mehta

CPO – Mr. Samir Dhar

CSO – Mr. Sarabjeet Kukreja

Corporate Governance

Appointment of **KPMG** as our Internal Auditor

Land Acquisition

7 Acres of full paid up land at Palaspe, Panvel

Borrowing

Quality Borrowing of INR 2.5 bn sanctioned from HDFC Ltd for Arihant Aspire Phase – I as construction finance for 5 years

Office Space

Larger Office Space for team expansion

New Launches

FY19 ~ 6 new Phase launches planned

Price Hike

Consistent Increase of INR 30 psf per month in Q1FY19

Project Design



Current Status



Project	Arihant Anaika	Saleable area in sqft	0.4 mn
Location	Taloja Near Kharghar	Phases	two
Project Type	Stilt + 4 storied 1, 2 & 3 BHK apartments 455 Units, 17 Bldgs		

Project Design



Project	Arihant Clan Aalishan	Total Saleable area in sqft	1.27 mn
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Location	Kharghar Annex	Phases	two
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Project Type	Big-sized studio, 2, 3 & 4 BHK residences, 955 units 53 Storeyed towers with Persian Architecture 3 Magnificent towers - Zeenat, Baraz & Kaveh
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Project Design



Hortensia & Iliana



Clubhouse



Project	Arihant Aspire	Saleable area in sqft	3.12 mn
Location	Panvel	Phases	three
Project Type	Stilt +Parking +42 storied, Studio/ 2 BHK 2715 units, 8 buildings		



- 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

Consolidated Income Statement : Q1FY19

INR Mn (except as stated)	Q1 FY19	Q1 FY18	Y-O-Y Change	Q4 FY18	Q-O-Q Change
Total Revenue	439.40	580.91	-24%	446.06	-1%
Total expenses	251.40	468.02	-46%	349.30	-28%
EBITDA	187.99	112.89	67%	96.76	94%
EBITDA Margin (%)	42.78%	19.43%	120%	21.69%	97%
Interest	118.92	38.28	211%	38.23	211%
Depreciation	4.53	3.05	49%	4.43	2%
PBT	64.54	71.57	-10%	54.10	19%
Tax	8.95	22.01	-59%	16.44	-46%
PAT	55.59	49.56	12%	37.65	48%
PAT Margin (%)	12.65%	8.53%	48%	8.44%	50%
Minority Interest	15.44	11.93	29%	8.48	82%
Attributable PAT	40.15	37.63	7%	29.17	38%
EPS (Rs)	0.98	0.91	7%	0.71	38%

Note: Interest includes the one-time processing fee for loan sanction

Project Status

	Project	Location	Total Area with Common Area	Area Sold (SqFt)	% Area Sold	Total Units	Units Sold	Unsold Units	% Units Sold	Project Completion %	Average Rate	Estimated value of Unsold Area	Sale Value (in Mn)	Amount Received (in Mn)	Balance Sold Value Receivable (in MN)
Mumbai	READY POSSESSION 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	66%	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		56%		4,401	12,102	8,510	4,962	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%	-	-	-	-	-
	Arihant Aarohi - II	Thane Shil Road	51,990	7,951	15%	37	31	6	84%	0%	4,760	220	38	7	31
Jodhpur	READY POSSESSION 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	1,102	5,019	71%		2,489	9,589	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	77%	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	24%	13,208	3,578	2,772	27%			9,382	11,586	7,345	4,728

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

Entity	Holding	Entity Debt (INR mn)	Liability of ASL (INR mn)
ASL	100%	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 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: 1.95

For further Information please contact

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