



**ARIHANT**  
SUPERSTRUCTURES LTD.  
CONTINUING STABILITY

## **EARNINGS PRESENTATION Q4FY19**

May 2019

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 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.*

*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 31<sup>st</sup> March, 2019*

## Consolidated Financial Highlights for Q4FY19

1. Revenue for Q4FY19 at INR 685.81 Mn as compared to Q3FY19 at INR 794.11 Mn.
2. EBITDA for Q4FY19 at INR 140.47 Mn as compared to Q3FY19 at INR 176.06 Mn.
3. PBT for Q4FY19 at INR 49.60 Mn, as compared to Q3FY19 at INR 84.56 Mn.
4. PAT for Q4FY19 at INR 35.27 Mn, as compared to Q3FY19 at INR 71.39 Mn.

## FY2019 Consolidated Financial Highlights compared to FY2018

1. Revenue increased by 28% from INR 1,892.52 Mn to INR 2,422.08 Mn.
2. EBITDA increased by 48% from INR 384.91 Mn to INR 569.48 Mn.
3. PBT increased from INR 221.45 Mn to INR 227.22 Mn.
4. PAT increased by 25% from INR 146.46 Mn to INR 183.26 Mn.

## Performance Highlights FY2019

### Business Development

- Acquisition of 7 Acres Land at a Prime location in Panvel
- ASL's First Development Management Model Project acquired (3Anaika)
- Land acquisition done and launched Arihant Amber

### New Launches : 372 units amounting to 284,349 sq. ft.

- Launch of Arihant 3Anaika – 264 Units (September, 2018)
- Launch of Arihant Amber – 71 Units (December, 2018)
- Launch of Arihant Aarohi Phase 2 – 38 Units (March 2019)

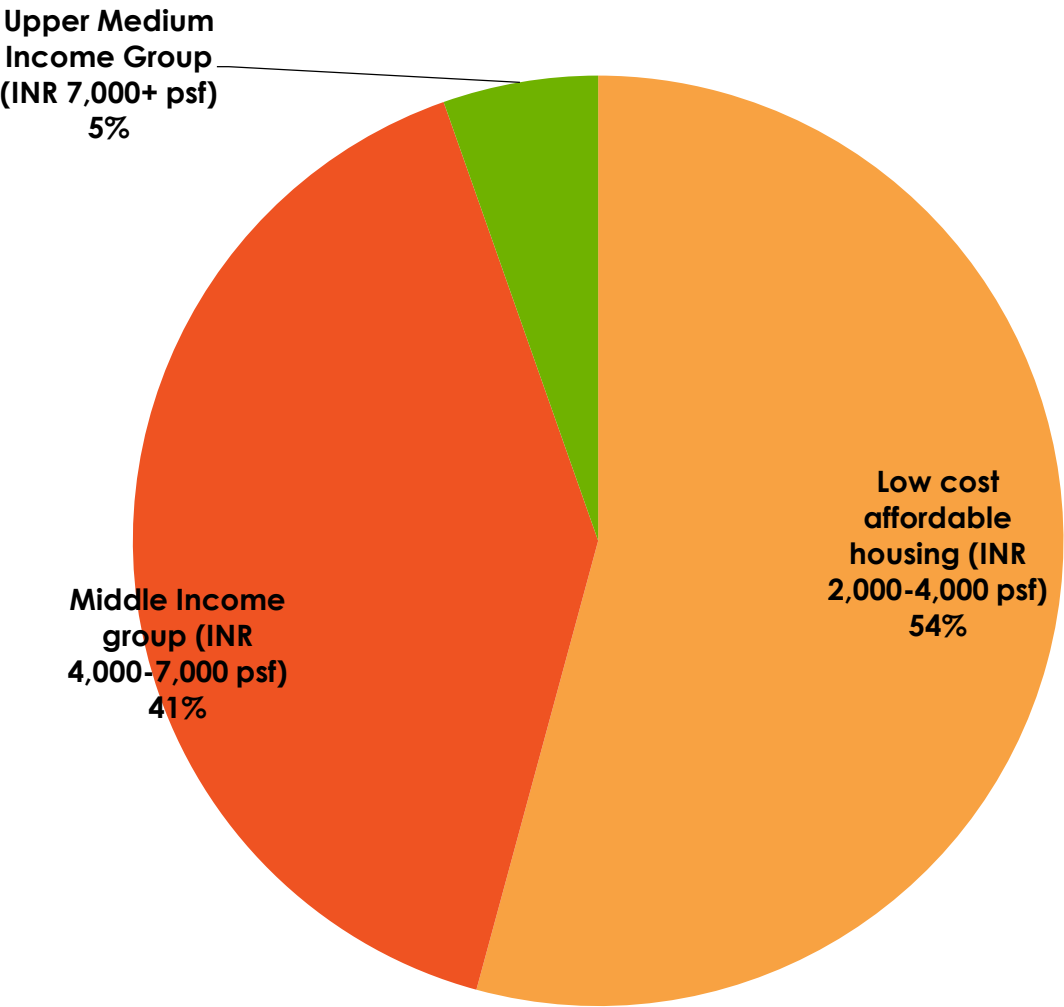
### Sales Highlights

FY 18 - 19	Units Booked	Booking Value (INR Mn)	Area Booked (Sq. Ft.)
Jodhpur	103	374.16	129,193
Mumbai	603	2351.36	503,064
<b>TOTAL</b>	<b>706</b>	<b>2725.52</b>	<b>632,257</b>

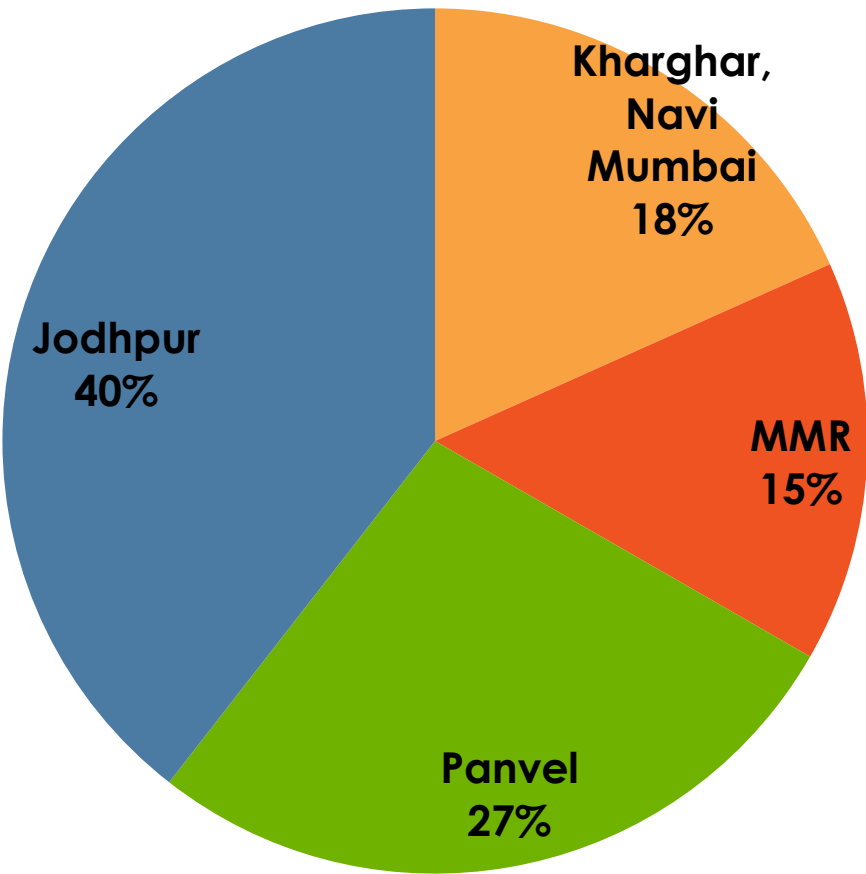
### Total Homes Delivered: 723 units:

- Arihant Aarohi Phase 1: Occupancy Certificate Received (No. of Flats – 223)
- Arihant Anaika Phase 1: Occupancy Certificate Received (No. of Flats – 188)
- Arihant Anshula: Part-Occupancy Certificate Received (No. of Flats – 312)

CATEGORY-WISE PROJECT PROFILE



AREA WISE PROJECT PORTFOLIO



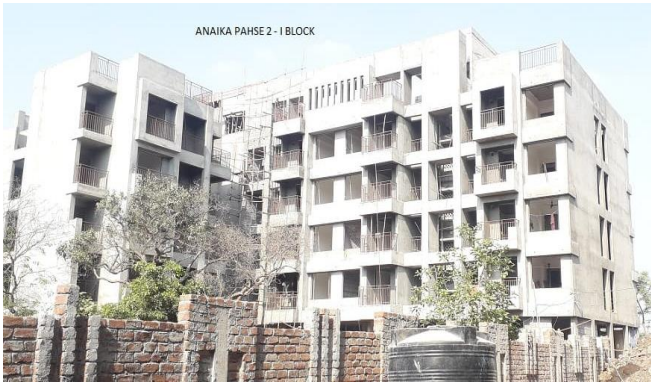


## Project Design



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		

## Current Status



Phase 2, I Wing



Phase 2, Club House



Project Design



Project	Arihant 3 Anaika	Saleable area in sqft	0.18 mn
Project Type	Stilt + 4 storied 1 & 2 BHK apartments 264 Units, Bldgs	Location	Taloja II Near Kharghar



M block



K block



L block



Project Design



Baraz1 - 22<sup>nd</sup> Slab



Current Status

Kaveh - 37<sup>th</sup> Slab



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





Current Status

Clubhouse – 1<sup>st</sup> floor with 3  
basement parking



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		



Project Design



Project	Arihant Aanchal	Saleable area in sqft	2.1 mn
Location	Jodhpur	Phases	five
Project Type	G+7, 2324 Units		

Arihant Anchal  
Benicia (1-7)



Benicia 1 -7

Arihant Anchal  
Della(1-5)



Della 1- 5



# Consolidated Income Statement

Amount in INR Mn except as stated

Particulars	Q4 FY19	Q4 FY18	Y-O-Y Change	Q3 FY19	Q-O-Q Change
Total Revenue	685.81	450.05	<b>52%</b>	794.11	<b>-14%</b>
Total Operating Expenses	545.34	353.29	<b>54%</b>	618.06	<b>-12%</b>
EBITDA	140.47	96.76	<b>45%</b>	176.06	<b>-20%</b>
EBITDA Margin (%)	20.48	21.50	<b>-1.02</b>	22.17	<b>-1.69</b>
Interest	86.22	38.23	<b>125%</b>	86.53	<b>-0.4%</b>
Depreciation	4.66	4.43	<b>5%</b>	4.96	<b>-6%</b>
PBT	49.60	54.09	<b>-8%</b>	84.56	<b>-41%</b>
Tax	14.33	16.44	<b>-13%</b>	13.17	<b>9%</b>
PAT	35.27	37.65	<b>-6%</b>	71.39	<b>-51%</b>
PAT Margin (%)	5.14	8.37	<b>-3.22</b>	8.99	<b>-3.85</b>
Minority Interest	13.72	8.48	<b>62%</b>	14.97	<b>-8%</b>
Attributable PAT	21.55	29.17	<b>-26%</b>	56.42	<b>-62%</b>
EPS (Rs)	0.52	0.71	<b>-26%</b>	1.37	<b>-62%</b>

# Consolidated FY 19 Income Statement

<b>INR Mn</b> <b>(except as stated)</b>	<b>FY19</b>	<b>FY18</b>	<b>Y-O-Y Change</b>
Total Revenue	2422.09	1892.52	28%
Total Expenditure	1852.61	1507.61	23%
EBITDA	569.48	384.91	48%
EBITDA Margin (%)	23.51	20.34	3.17
Interest	323.65	150.10	116%
Depreciation	18.60	13.36	39%
PBT	227.23	221.45	3%
Tax	43.96	74.96	-41%
PAT	183.27	146.49	25%
PAT Margin (%)	7.57	7.74	-0.17
Minority Interest	46.71	20.83	124%
Attributable PAT	136.56	125.66	9%



# Project Status - MUMBAI

	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	ATS* Value (in Mn)	Amount Received (in Mn)	Bal ATS Receivable (in MN)
MUMBAI - MMR	COMPLETED PROJECTS														
	Arihant Arshiya - I	Khopoli	358,718	282,772	79%	522	418	104	80%	100%	3,084	247	872	802	70
	Arihant Aarohi - I	Thane Shil Road	211,602	201,176	95%	223	215	8	96%	100%	4,925	52	991	956	35
	Arihant Amisha - I	Taloja	134,960	122,220	91%	176	162	14	92%	100%	3,404	45	416	379	37
	Arihant Anaika - I	Taloja (Nr Kharghar)	201,289	155,387	77%	188	148	40	79%	100%	4,053	184	630	578	52
	ONGOING PROJECTS														
	Arihant Anshula	Taloja (Nr Kharghar)	513,110	287,013	56%	510	308	202	60%	91%	4,014	904	1,152	991	161
	Arihant Anaika - II	Taloja (Nr Kharghar)	201,016	190,329	95%	267	254	13	95%	45%	4,078	43	776	570	206
	Arihant Arshiya - II	Khopoli	148,052	101,653	69%	251	174	77	69%	97%	3,140	151	319	262	57
	Arihant Arshiya - III	Khopoli	61,530	20,520	33%	67	24	43	36%	79%	3,492	133	72	24	47
	Arihant Anmol - III	Badlapur	193,861	107,057	55%	238	140	98	59%	56%	3,372	286	361	298	63
	Arihant Amber	Taloja (Nr Kharghar)	50,073	28,734	57%	71	44	27	62%	9%	3,995	85	115	29	86
	Arihant Aarohi - II	Thane Shil Road	53,751	13,087	24%	38	10	28	26%	0%	4,812	196	63	9	54
	Arihant Aspire - I	Panvel	1,245,783	314,928	25%	1,083	296	787	27%	15%	5,492	6,516	1,729	477	1,252
	ONGOING PROJECTS - JV														
	Arihant Aalishan - I	Kharghar	458,608	187,241	41%	389	165	224	42%	21%	7,866	2,252	1,473	613	860
	Arihant Aloki - I	Karjat	109,884	57,640	52%	113	61	52	54%	94%	3,357	162	194	160	34
	Arihant Aloki - II	Karjat	82,727	18,839	23%	90	26	64	29%	10%	3,333	198	63	18	45
	Arihant Aloki - III	Karjat	160,886	-	0%	225	-	225	0%	0%	3,300	531	-	-	-
	ONGOING PROJECTS - DEVELOPMENT MANAGEMENT MODEL														
	Arihant 3Anaika	Taloja (Nr Kharghar)	182,286	144,910	79%	264	205	59	78%	15%	4,317	161	633	194	439
	Subtotal MUMBAI		4,368,136	2,233,506		4,715	2,650	2,065	56%		4,414	12,147	9,858	6,361	3,498
	FUTURE PROJECTS														
	Arihant Arshiya - IV	Khopoli	908,342	-	0%	1,608	-	1,608	0%	0%	-	-	-	-	-
	Arihant Aspire - II	Panvel	1,177,812	-	0%	1,111	-	1,111	0%	0%	-	-	-	-	-
	Arihant Aspire - III	Panvel	729,274	-	0%	982	-	982	0%	0%	-	-	-	-	-
	Arihant Amisha - II	Taloja	266,000	-	0%	377	-	377	0%	0%	-	-	-	-	-
	Arihant Anamika	Vashi	360,464	-	0%	-	-	-	0%	0%	-	-	-	-	-
	FUTURE PROJECTS - JV/DM														
	Arihant Aalishan - II	Kharghar	512,855	-	0%	336	-	336	0%	0%	-	-	-	-	-
	Arihant Aloki - IV	Karjat	39,967	-	0%	-	-	-	0%	0%	-	-	-	-	-
	Grand Total MUMBAI		8,362,850	2,233,506											

\*ATS = Agreement to Sale

# Project Status - JODHPUR

	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	ATS* Value (in Mn)	Amount Received (in Mn)	Bal ATS Receivable (in MN)
JODHPUR	COMPLETED PROJECTS														
	Arihant Adita - I	Jodhpur	506,941	483,963	95%	408	386	22	95%	100%	2,331	69	1,128	1,061	67
	Arihant Adita - II	Jodhpur	180,330	117,295	65%	164	107	57	65%	100%	2,664	189	312	269	44
	Arihant Adita - III	Jodhpur	187,875	148,885	79%	165	132	33	80%	100%	2,703	117	402	365	37
	Arihant Ayati	Jodhpur	211,168	109,352	52%	80	40	40	50%	100%	4,160	428	455	420	35
	ONGOING PROJECTS														
	Arihant Adita - IV	Jodhpur	133,920	39,470	29%	82	24	58	29%	29%	2,719	283	107	21	86
	Arihant Aangan	Jodhpur	45,600	31,920	70%	121	85	36	70%	55%	2,196	30	70	47	23
	Arihant Aanchal - I	Jodhpur	478,800	321,300	67%	532	357	175	67%	39%	2,145	362	689	457	232
	Subtotal JODHPUR		1,744,634	1,252,185		1,552	1,131	421	73%		2,527	1,478	3,164	2,640	525
	FUTURE PROJECTS														
	Arihant Adita - V	Jodhpur	299,070	10,970	4%	236	9	227	4%	0%	2,250	648	25	1	24
	Arihant Ashray	Jodhpur	39,000	-	0%	123	-	123	0%	0%	-	-	-	-	-
	Arihant Aanchal - II	Jodhpur	226,800	31,500	14%	252	35	217	14%	2%	2,293	449	72	12	60
	Arihant Aanchal - III	Jodhpur	1,436,400	-	0%	1,540	-	1,540	0%	0%	-	-	-	-	-
	Arihant Aakarshan	Jodhpur	1,668,800	-	0%	825	-	825	0%	0%	-	-	-	-	-
	GRAND TOTAL JODHPUR		5,414,704	1,294,655											
	GRAND TOTAL MUMBAI + JODHPUR		13,777,554	3,528,161		6,755	3,825	2,486				14,723	13,119	9,013	4,106

\*ATS = Agreement to Sale



# Net Worth & PAT for the Quarter ended 31<sup>st</sup> March, 2019

Company (INR Mn)	Net Worth	PAT
Arihant Superstructures Limited	1139.34	3.18
Arihant Vatika Realty Private Limited	231.08	35.18
Arihant Abode Limited	1.78	(2.87)
Arihant Gruhnirman Private Limited	(1.74)	(0.04)
Arihant Aashiyana Private Limited	132.15	2.02
	<b>1502.61</b>	<b>37.47</b>

Figures per Standalone Balance Sheet of each Company

Entity	Holding	Entity Debt (INR mn)	Liability of ASL (INR mn)*
ASL	100%	831.27	831.27
Vatika	60%	173.76	104.26
Aashiyana	60%	956.35	571.63
Abode	60%	1,807.04	1,078.36
Gruhnirman	60%	130.01	13.61
		<b>3,898.43</b>	<b>2,599.14</b>

\* 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: 2.28



- “Real Estate Leadership” Award, by Hurun Report India 2019
- “ET Business Icon Award”, Trusted Brand in Real Estate, by Economic Times, 2019
- “Affordable Housing Project of the Year award” 2018 award by MCHI-CREDAI
- “Affordable Low Cost Quality Housing” 2018 award by Economic Times



## Project Recognition

- Iconic Award by Radio City for Arihant Aspire, Sept 2018
- IGBC PreCertified Platinum Rating for Aspire project, July 2018



*For further Information please contact*

**Pradeep Mehta**

**CFO**

Tel: +91 22 6249 3333

Email: [pradeep.mehta@asl.net.in](mailto:pradeep.mehta@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