



**ARIHANT**  
SUPERSTRUCTURES LTD.  
CONTINUING STABILITY

## **EARNINGS PRESENTATION**

December 2017 (Q3-FY18)

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 31<sup>st</sup> Dec 2017.*

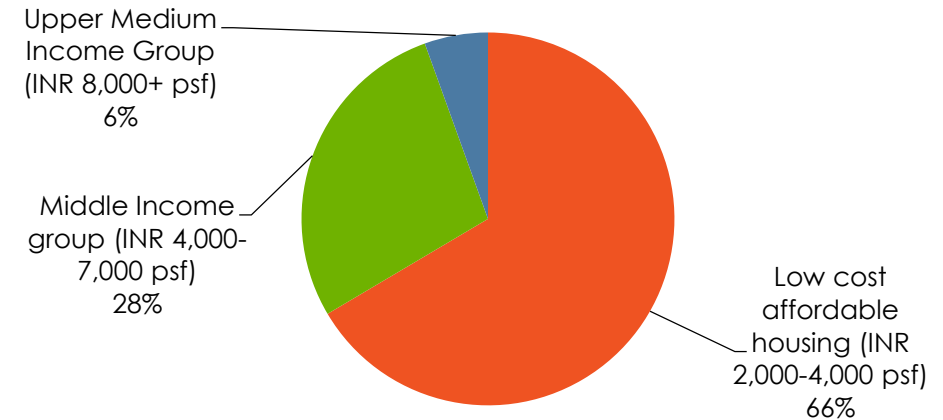
## Q3FY18 - Operating Highlights

1. Achieved sales of 283 flats in Q3FY18
2. Launched our flagship project – Arihant Aspire to an encouraging response despite subdued market
3. Higher revenues from low-ticket size projects and expenses towards new sales impacted margins in the quarter
4. More sales events lined up in Q4FY18

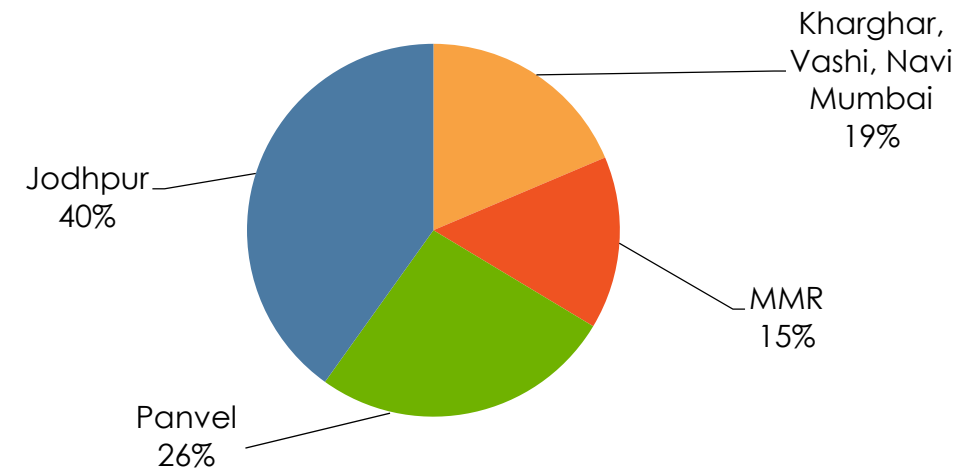
## Q3FY18 - Financial Highlights

1. Revenue during Q3 increased by 10% to INR 410 mn
2. EBITDA decreased by 17% to INR 84 mn
3. PAT decreased by 43% to INR 29 mn

## CATEGORY-WISE PROJECT PROFILE



## AREA WISE PROJECT PORTFOLIO





## PROJECT DESIGN



## ACTUAL SITE PIC (FEBRUARY 2018)





## ARIHANT ANAIKA (FEBRUARY 2018)



## ARIHANT ARSHIYA (FEBRUARY 2018)





## ARIHANT AANCHAL (FEBRUARY 2018)



## ARIHANT AANGAN (FEBRUARY 2018)



INR Mn (except as stated)	Q3 FY18	Q3FY17	Y-O-Y Change	Q2 FY18	Q-O-Q Change
Total Revenue	410.48	372.36	<b>10%</b>	451.19	-9%
Total Expenditure	326.42	271.29	<b>20%</b>	360.48	-9%
EBITDA	84.07	101.07	<b>-17%</b>	90.71	-7%
EBITDA Margin (%)	20.5%	27.1%	<b>-666 bps</b>	20.1%	-40 bps
Interest	36.58	29.64	<b>23%</b>	36.53	0.1%
Depreciation	2.75	2.58	<b>7%</b>	3.13	-12%
PBT	44.74	68.85	<b>-35%</b>	51.05	-12%
Tax	18.08	17.50	<b>3%</b>	18.43	-2%
PAT	26.65	51.35	<b>-48%</b>	32.61	-18%
PAT Margin (%)	6.5%	13.8%	<b>-730 bps</b>	7.2%	-10%
Minority Interest	-1.87	1.41	<b>-232%</b>	2.29	-182%
Attributable PAT	28.52	49.94	<b>-43%</b>	30.33	-6%
EPS (Rs)	0.69	1.21	<b>-43%</b>	0.74	-7%

Particulars	FY 16	FY 17	Y-O-Y Change
<b>Total Revenue</b>	<b>1238</b>	<b>1862</b>	<b>50%</b>
<b>Total Expenses</b>	<b>876</b>	<b>1219</b>	<b>39%</b>
<b>EBITDA</b>	<b>362</b>	<b>643</b>	<b>78%</b>
<b>EBITDA Margin (%)</b>	<b>29%</b>	<b>35%</b>	<b>18%</b>
Depreciation	11	10	-9%
Interest & Finance Charges	36	101	181%
<b>PBT</b>	<b>315</b>	<b>532</b>	<b>69%</b>
Total Taxes	104	173	66%
<b>PAT (Before Minority)</b>	<b>211</b>	<b>359</b>	<b>70%</b>
Share of Minority	-20	-32	60%
<b>Net Profit (Attributable)</b>	<b>191</b>	<b>327</b>	<b>71%</b>
<b>Net Profit Margin</b>	<b>15%</b>	<b>18%</b>	<b>14%</b>
<b>EPS (Basic)</b>	<b>4.63</b>	<b>7.94</b>	<b>71%</b>



Company (INR Mn)	Net Worth	PAT
Arihant Superstructures Limited	1,217.17	35.52
Arihant Vatika Realty Private Limited	135.26	-5.42
Arihant Abode Limited	1.56	0.03
Arihant Gruhnirman Private Limited	-1.70	-0.01
Arihant Aashiyana Private Limited	88.01	0.73
	<b>1440.30</b>	<b>30.84</b>

Net Worth : As per Standalone Balance Sheet of each Company.

*For further Information please contact*

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