



# Investor Presentation

Q3 FY25

*Our efforts of the last few years has resulted in sustained improvement in performance and we are glad to report the highest Quarterly EBITDA of Rs. 43.40 crore, PAT of Rs. 25.45 Crs and the best EBITDA margins of 28.78% till date.*

*Union Budget 2025-26 provided a fillip to the real estate sector by exempting the 2nd self-occupied property from Annual Value thus simplifying tax compliance and offering greater financial flexibility. This amendment will make buying the 2nd home property more attractive benefitting our projects such as World Villas and Town Villas.*

*Navi Mumbai Airport slated to be inaugurated in 2025, the traffic is expected to increase exponentially with 150+ flights from the new airport. The areas on the periphery will progressively become the most sought after location for commercial as well as residential use which can be witnessed by the job creations by the largest business houses like Reliance and Adani venturing into Industrial Parks and Service sector growth.*

*The company's strategies have worked out well especially the last few years as we acquired new projects and 175 acres of additional land in the peripheral areas of the new airport and Atal Setu. The timely investment in these projects and lands has given the company the benefit of low investment cost. The brand positioning of the World Villas has increased our share in Premium Offerings in Mumbai MMR. The Club10 Gymkhana and the 5 Star Hotel will provide annuity stream of revenue in the forthcoming years in line with the changing trend in Leisure, sports as well as the hospitality sector. Our share in premium projects too have been steadily rising. Our GDV is currently at Rs. 12,500 Crs*

## VISION

To nurture the best talent and be a “Built to Last” company

## MISSION

To construct the most efficient spaces for our customers while leaving the least ecological footprint

## POLICY

To share wealth with all the stake holders and contribute to the well-being of society at large

# Snapshot



Largest real estate player in affordable and mid-income housing in MMR region



Balanced portfolio of projects in both luxury and affordable housing.



Projects spread across 12 different micro-markets in MMR and Jodhpur



Highest market share of 11% in Navi Mumbai



12,000+ units in over 62+ projects delivered till date



Area under development grew by 8x and Net worth by 4.7x in last decade



One of the lowest Avg. land acquisition Cost in the industry of < INR 400/Sq.ft



INR 120+ Bn Revenue Potential, 16000+ units, 18.0 million sq. ft.



3 Year Revenue CAGR 24%



3 year EBITDA CAGR 30%



3 year PAT CAGR 60%



FY24  
ROCE - 18%  
ROE - 21%





30+

**years of  
experience**  
in understanding  
space, design &  
construction

62+

**Projects  
Completed**  
across residential  
and commercial  
segments

11 mn

**Sq ft  
Developed** in  
Micro market of  
MMR and Jodhpur

19

**Ongoing  
Projects**  
In Micro Market  
of MMR and  
Jodhpur

12,000+

**Units  
Handover**  
In Micro Markets  
of MMR and  
Jodhpur

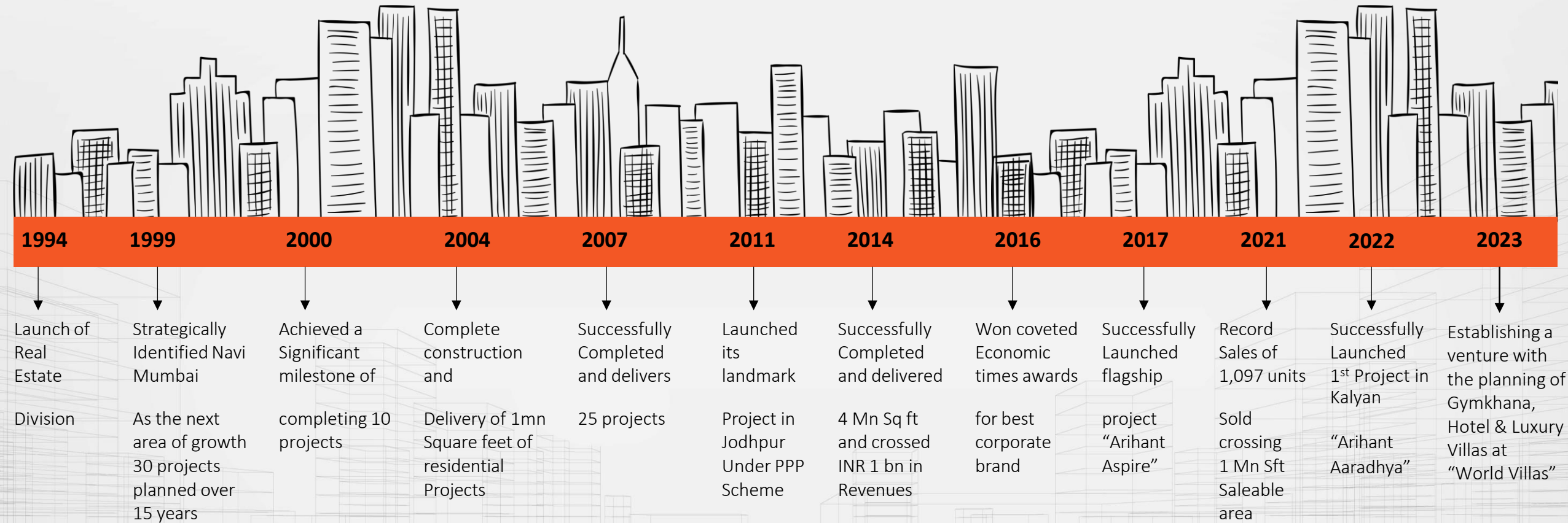




**Avanti Palace  
Tallest Tower in  
Shilphata**



# ARIHANT GROUP – THE JOURNEY

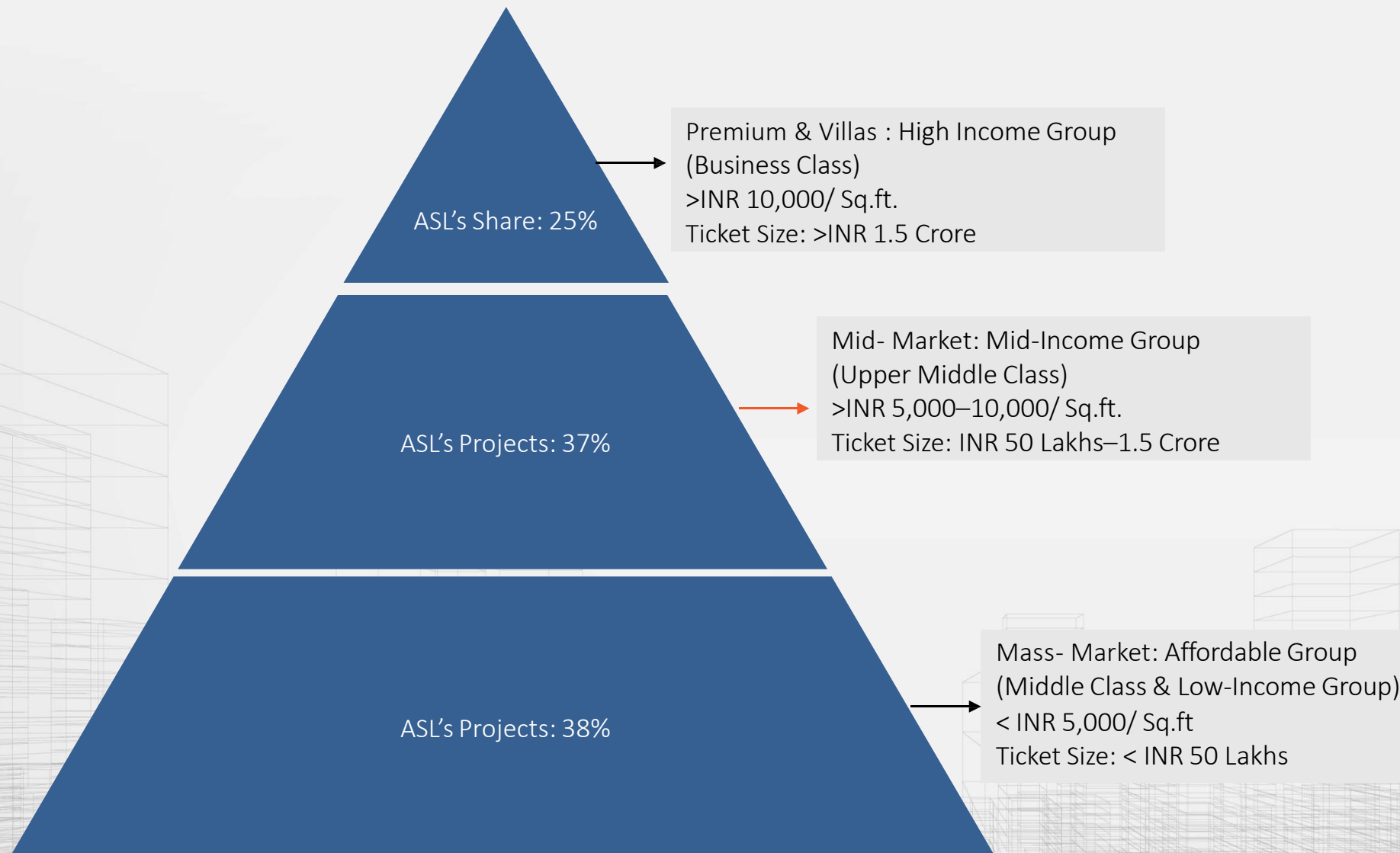


# BUSINESS OVERVIEW

# Project Portfolio Development Strategy

*"Mirroring the Population Matrix"*

ASL's business strategy is to mirror the population matrix and hence the supply of projects is in line with the socio-economic spread of the population



Over the years, ASL have developed capabilities across affordable, mid-income and luxury projects.

The company consciously undertakes projects in the ratio mirroring the demand cycle across income groups with a higher emphasis on the affordable and mid-segment.

Advantages:

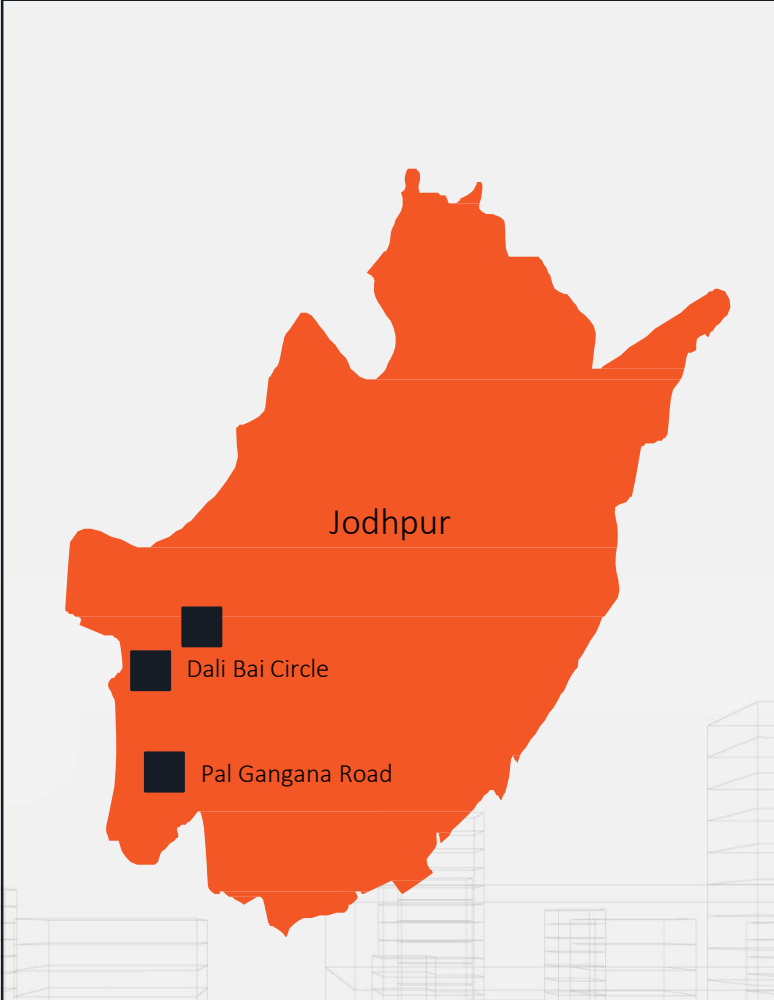
1. De-risking from demand stagnancy during downward real estate cycle
2. Able to quickly scale up during favourable macroeconomic scenario
3. Gaining market share in each category and micro-markets



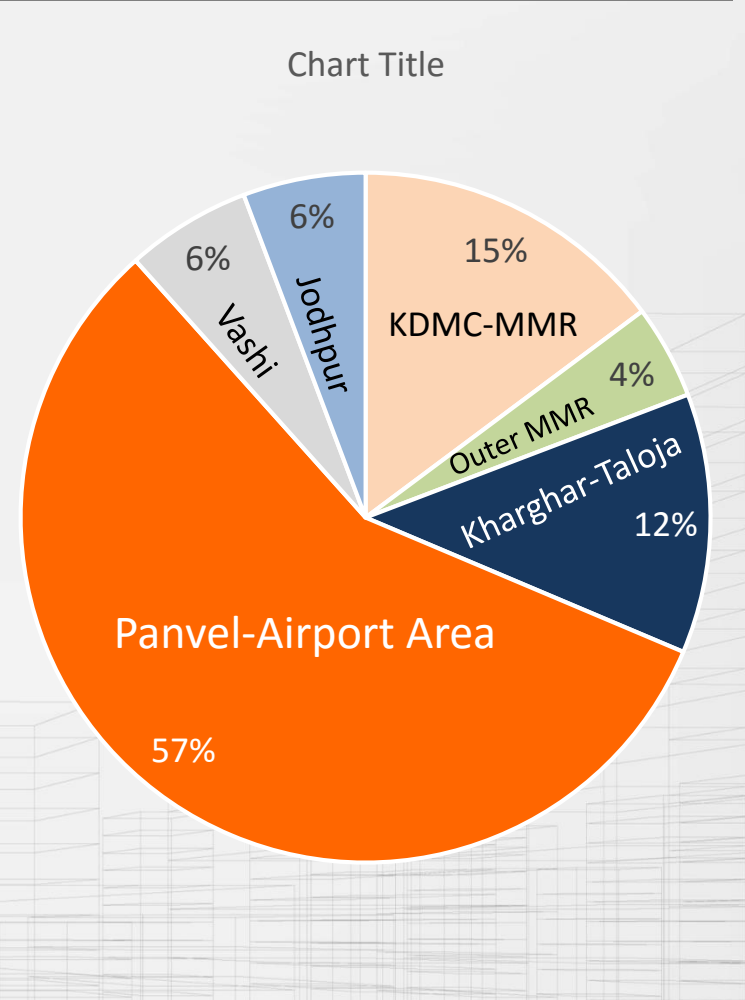
19 Projects (MMR) ~ 12 Micro-markets



3 Projects (Jodhpur)



Portfolio Geographical Revenue Mix (%)



# Ongoing Residential Projects

~6.49 Mn Sq.ft. Project Portfolio

Projects	Location	Economic Interest of ASL (%)	Total units (Nos)	Units Booked (Nos)	Total Saleable Area (Sqft)	Area Booked (Sqft)	Sale value of booked area (INR Mn)	Amount Received (INR Mn)	Value of Unsold Inventory (INR Mn)	Total Estimated Receiveable (INR Mn)	Revenue Recognized (INR Mn)	Estimated Balance Cost to Complete (INR Mn)	Project Completion Status (%)
Aspire Ph 1	Panvel	60%	1,210	1,038	1,212,911	1,029,466	6,541	5,723	1,376	2,194	6,035	570	89%
Aspire Ph 2&3	Panvel	60%	692	503	653,835	479,285	3,338	1,313	1,309	3,333	-	2,512	4.0%
Avanti Ph 1 & 2	Panvel	100%	690	250	508,000	201,374	1,289	60	1,963	3,192	-	1,780	1.0%
World Villas Ph 1	Chowk	100%	175	40	376,740	86,112	847	232	4,050	4,665	-	3,060	2.0%
Aaradhya Ph 1	Kalyan	100%	440	294	302,524	205,488	1,002	811	485	676	859	180	72%
Aaradhya Ph2&3	Kalyan	100%	412	73	334,744	56,739	277	115	1,390	1,552	54	703	10%
Aalishan Ph 1&2	Kharghar	60%	811	570	999,447	694,392	5,456	4,699	2,532	3,290	4,045	1,573	68%
5Anaika	Taloja	60%	433	331	362,672	265,772	1,225	1,126	446	544	867	249	71%
Amisha Ph 3	Taloja	60%	166	36	107,856	25,140	97	30	331	398	11	273	25%
Adarsh Ph 1	Taloja	100%	778	158	539,890	115,703	609	128	2,248	2,730	-	1,840	1%
Advika	Vashi	60%	327	61	492,860	96,205	1,315	829	6,128	6,614	571	2,055	46%
ADITA PH-5	Jodhpur	100%	72	0	86,640	-	-	-	347	347	-	216	5%
Aloki Ph 3&4	Karjat	60%	248	170	161,149	111,117	395	352	180	224	270	132	71%
Anmol Ph 3	Badlapur	60%	119	85	84,938	63,432	228	206	77	99	205	13	93%
Aayan Ph 1	Titwala	100%	230	32	158,247	19,440	84	55	583	612	38	165	53%
Arshiya PH-4	Khopoli	100%	138	12	111,888	9,936	32	7	357	382	2	218	17%
<b>Total</b>			<b>6,941</b>	<b>3,653</b>	<b>6,494,341</b>	<b>3,459,601</b>	<b>22,735</b>	<b>15,686</b>	<b>23,802</b>	<b>30,852</b>	<b>12,957</b>	<b>15,541</b>	

Note: Area potential is as per management estimates subject to plan approvals from regulatory authorities

Above figures are based on Management Estimates which are subject to change



# Forthcoming Residential Projects

~ 11.7 Mn Sq.ft. of Forthcoming Project Portfolio

MMR projects						
Category	MMR Projects	Location	Total Units (No.)	Total Saleable Area (Sq.ft)	Economic Interest of ASL	Revenue Potential (INR Mn)
Premium	World Villas	Chowk	215	623,260	100%	7,335
	Town Villas	Chowk	1,500	3,000,000	100%	25,000
Mid-Income	TBD	Panvel	1,000	1,000,000	60%	8,500
	Aspire	Panvel	1,648	1,568,960	60%	12,550
	Avanti	Shilphata	780	892,000	100%	5,908
	Amisha	Taloja	274	220,514	60%	882
Affordable	Arshiya	Khopoli	1,135	856,669	100%	3,000
	Aayan	Titwala	618	378,243	100%	1,512
	Aaradhya	Kalyan Annexe	770	606,978	100%	3,000
	Anmol	Badlapur	261	198,806	60%	800
	Aloki	Karjat	198	152,769	60%	555
	Anaika 7	Taloja	549	373,132	100%	2,250
Total			8,948	9,871,331		71,292

Jodhpur Projects						
Category	Jodhpur Projects	Location	Total units (No.)	Total Saleable Area (Sq.ft)	Economic Interest of ASL	Rev. Potential
Affordable	Anchal	Dal Bai Circle	1,848	17,38,800	100%	6,000
	Ashray	Dal Bai Circle	162	91,653	100%	300
Total			2,010	1,830,453		6,300

Note: Area potential is as per management estimates subject to plan approvals from regulatory authorities. Above figures are based on Management Estimates which are subject to change

# Residential Projects - Ongoing

## ARIHANT 5 ANAIKA



Revenue Potential	INR 1,700 Mn
Total Units	433
Total Saleable Area	3.63 lakh Sq.ft.
Completion Status	71%

## ARIHANT ADVIKA



Revenue Potential	INR 7,000 Mn
Total Units	327
Total Saleable Area	4.93 lakh Sq.ft.
Completion Status	46%

## ARIHANT AARADHYA



Revenue Potential	INR 1,500 Mn
Total Units	440
Total Saleable Area	3.02 lakh Sq.ft.
Completion Status	Phase 1 – 86.20% Phase 2 & 3 – 10%

## ARIHANT CLAN AALISHAN



Revenue Potential	INR 8,000 Mn
Total Units	811
Total Saleable Area	9.99 lakh Sq.ft.
Completion Status	Phase 1 – 86.15% & Phase 2 – 51.98%

\* Elevation image is an Artist's impressions for representational purposes only



# Residential Projects - Ongoing

## ARIHANT ALOKI



Revenue Potential	INR 1000 Mn
Total Units	392
Total Saleable Area	2.49 lakh Sq.ft.
Completion Status	Phase 3 - 69.4% Phase 4 - 70.7% Phase 5- 8%

## ARIHANT AAYAN



Revenue Potential	INR 1,500 Mn
Total Units	230
Total Saleable Area	1.58 lakh Sq.ft.
Completion Status	53%

## ARIHANT ANCHAL



Revenue Potential	INR 1,180 Mn
Total Units	532
Total Saleable Area	4.78 lakh Sq.ft.
Completion Status	Completed

## ARIHANT ADITA



Revenue Potential	INR 3000 Mn
Total Units	889
Total Saleable Area	1.30 lakh Sq.ft.
Completion Status	Phase - 1,2,3,4 - 100% & Phase 5 – 10%

\* Elevation image is an Artist's impressions for representational purposes only



# Residential Projects - Ongoing

## ARIHANT AMISHA



Revenue Potential	INR 1200 Mn
Total Units	476
Total Saleable Area	3.18 lakh Sq.ft.
Completion Status	Phase 1 – 100%, Phase 2 - 100% & Phase 3 -25%

## ARIHANT ARSHIYA



Revenue Potential	INR 3,000 Mn
Total Units	979
Total Saleable Area	8.62 lakh Sq.ft.
Completion Status	Phase 1,2, 3 - 100% & Phase 4 - 17%

## ARIHANT ASPIRE



Revenue Potential	INR 10,000 Mn
Total Units	1902
Total Saleable Area	18.67 lakh Sq.ft.
Completion Status	Phase 1-93.3%, Phase 2-7.6% & Phase 3 -0.10%

## ARIHANT ANMOL



Revenue Potential	INR 310 Mn
Total Units	791
Total Saleable Area	5.83 lakh Sq.ft.
Completion Status	Phase 1,2,3 – 100% & Phase 3 (D Block)-92.8%

\* Elevation image is an Artist's impressions for representational purposes only



# Company Overview

- Established in 1994, Arihant Superstructures Ltd. (ASL) is one of the **largest real estate** players in affordable and mid-income housing segment in the MMR region.
- Headquartered out of Navi Mumbai, Maharashtra, the company has a **dominant presence in high growth** micro-markets of Mumbai MMR; namely Vashi, Panvel, Thane, Kharghar, Kalyan, Shilphata, Chowk, Taloja, Karjat, Khopoli, Badlapur, Titwala and also in Jodhpur, Rajasthan.
- Arihant has also recently ventured into **premium luxury** real estate segment to develop Villa projects, a hotel and a sports gymkhana on **88 acres** of prime land at Chowk off the old Mumbai-Pune highway.
- With other projects like Arihant Advika, Arihant Aalishan & Arihant Ayati in the premium segment, the company has a **best blend of projects** in both luxury and affordable housing.
- The company has established a powerful brand name for itself in all regions of its presence and has the **large market share** in almost all the regions it operates in.
- The company operates under a uniquely designed portfolio of development projects to cater to all sections of society, calling it “Mirroring the population-matrix”, which helps in **de-risking the company** from demand stagnancy during any industry cycles.
- It has completely integrated **in-house capabilities** of land acquisition & procurement, liaison, design & engineering, EPC and marketing & sales.
- The company enters into JD, JV, DM arrangements in the mid-income segment to remain Asset-Light with close to 19% of Ongoing development area are on an **asset-light model**.
- Over the years, ASL has carved a niche for itself as an industry benchmark for quality, customer focus, robust engineering, uncompromising business ethics, and **strong capability** to carry-out end-to-end operations of any project.

## Q3-FY25 Highlights

**551**  
Units Sold

**4.74 lakhs Sq.ft**  
Area Sold

**1,291 Mn**  
INR Collection

**2,656 Mn**  
INR Value of Sales

## *Arihant World Villas (390 Villas for Sale) , Chowk, Panvel, 1.0 mn sq.ft. Club 10 Gymkhana (Membership Annuity Business) 5-Star Hotel (Hospitality Annuity Business)*

- Arihant Superstructures Ltd. announces its premium luxury product categorized as platinum series Arihant World Villas through an outright purchase of ~ 88 acres of land at Chowk, which is at a prime location surrounded by nature all around, off the old Mumbai-Pune highway and a 30-minute drive from the upcoming Navi Mumbai international airport and 60 to 75 minute drive from South Mumbai.
- The development potential of the same is expected to be around 1.0 mn Sq. ft. area, with Gross Development Value (GDV) of INR 12 bn+, starting with development of 390 villas
- Along with this, ASL is planning to develop a 221 key Hotel on 9 acres along with a sports club & gymkhana on 10.5 acres. The gymkhana would have a revenue stream of membership fees with additional revenues from sale of food, drinks, entertainment & sports venue sales, while the Hotel would be ideal for wedding destination events & corporate events apart from rooms on rent.
- The Hotel land is transferred to a Wholly-owned subsidiary, 'Dwellcons Pvt Ltd'
- Both these would require an investment of INR 3 Bn and will generate annuity income, and also strengthen the balance sheet with asset creation of IRR of 15% p.a.



# Arihant World Villas - Master Layout



## WORLD VILLAS

ADDRESS FOR GENERATIONS

76 Acres | 10 Curated Experiences  
1 Immersive World

- 1 51 Acre Villa Community
- 2 10 Acre Club Gymkhana
- 3 10 Acre 5-Star Tranquil Resort & Spa
- 4 6 Acre Mango Tree Woodland
- 5 1 KM Riverside Promenade
- 6 1 Acre Outlet Mall (Commercial)



Artist's Impression



A blurred background image featuring a person in a suit holding a smartphone, a calculator, a magnifying glass over a line graph, stacks of coins, and a small model house, all symbolizing financial analysis and investment.

# Q3 FY25 FINANCIAL OVERVIEW



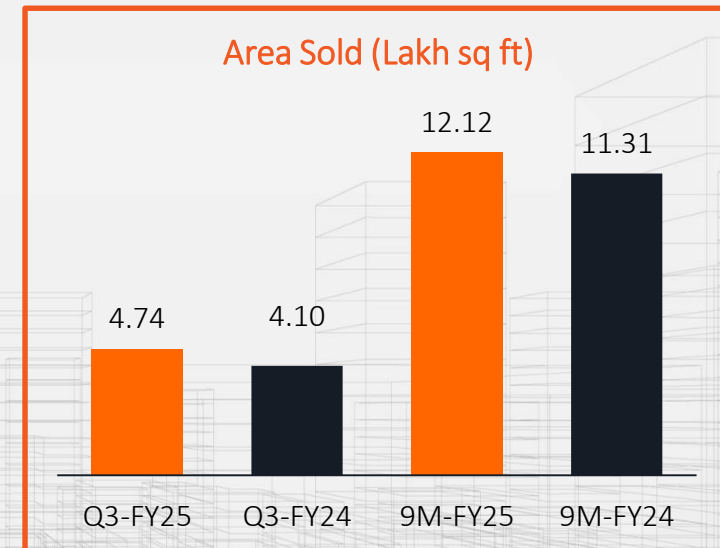
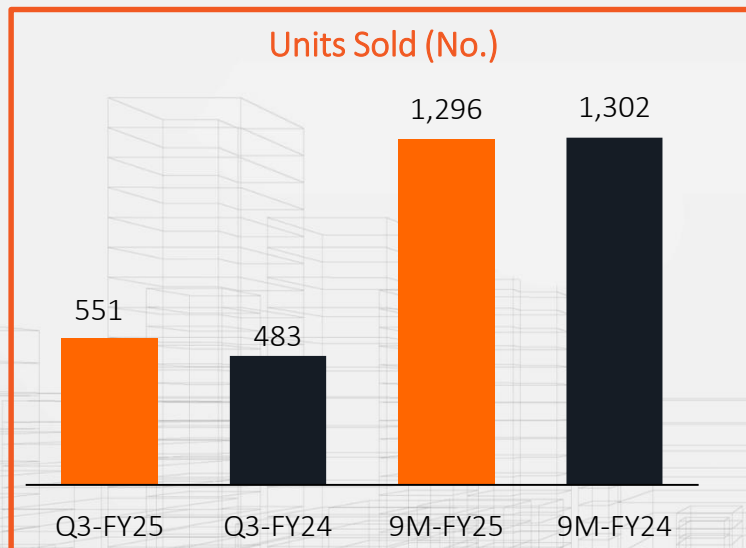
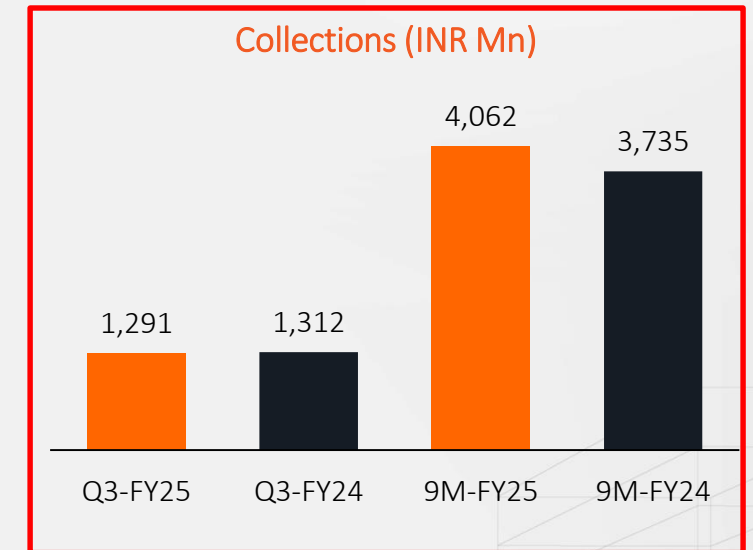
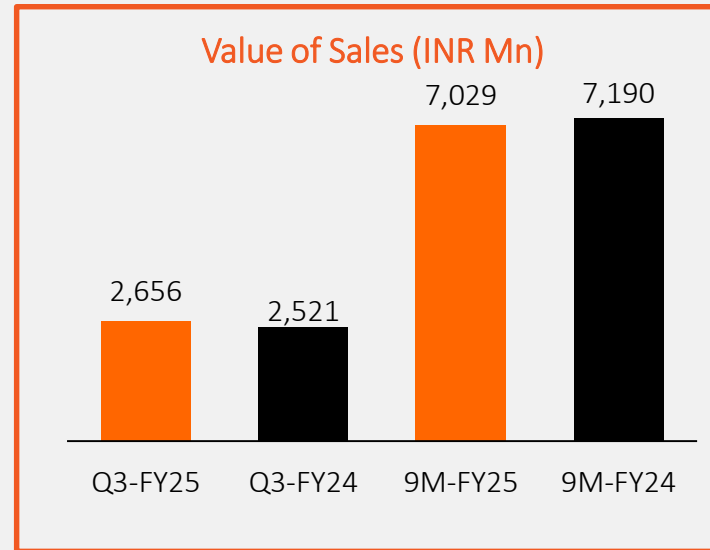
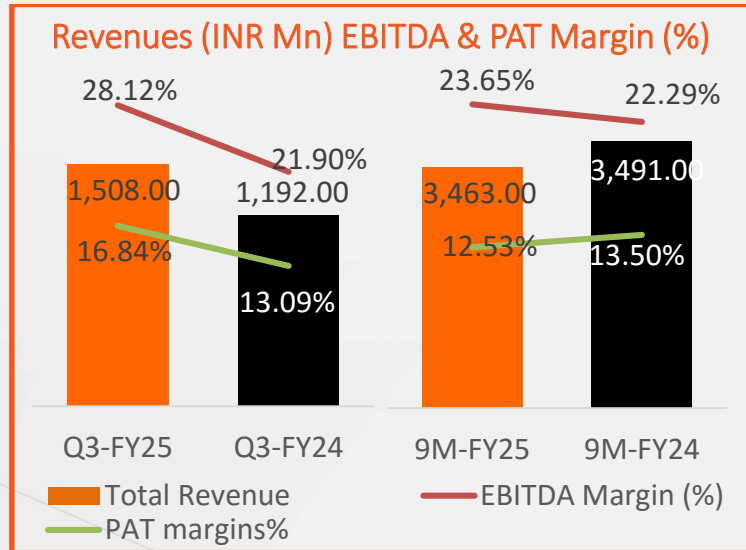
## Q3-FY25 Financial Highlights:

INR 1,508 Mn Total Revenues	INR 433 Mn EBITDA	28.8% EBITDA Margin
INR 254 Mn PAT	16.9% PAT Margin	INR 5.08 EPS

## Q3-FY25 Operational Highlights:

- The collections of INR 1,291 millions was received. Area of 4.75 lakhs square feet area was sold comprising of 551 units in the third quarter of FY25
- Acquired additional 23 acres of land at Chowk Manivali aggregating to total 76 Acres having GDV potential of INR 25 Billion
- Acquired additional 11 acres adjoining to World Villas to expand the Residential Villas
- Received Part OC for Arihant Clan Aalishan Phase 1 at Kharghar & Arihant AaroHi at Shilphata

# Key Quarterly Performance Indicators





# Quarterly Financial Performance

Particulars (INR Mn)	Q3-FY25	Q2-FY25	Q-o-Q	9M FY25	9M FY24	Y-o-Y
Total Operating Income	1,508	1,118	34.9%	3,463	3,491	(0.8)%
Total Operating Expenses	1,084	829	30.8%	2644	2713	(2.5)%
EBITDA	424	289	46.7%	819	778	5.3%
<i>EBITDA Margins (%)</i>	<i>28.1%</i>	<i>25.9%</i>	<i>227 bps</i>	<i>23.7%</i>	<i>22.3%</i>	<i>136 bps</i>
Other Income	9	12	(25.0)%	26	4	NA
Depreciation	6	6	NA	17	17	NA
Interest	94	94	NA	267	195	36.9%
Profit Before Tax	333	201	65.7%	561	570	(1.6)%
Tax	79	41	92.7%	127	97	30.9%
Profit After tax	254	160	58.8%	434	473	(8.2)%
<i>PAT Margins (%)</i>	<i>16.9%</i>	<i>14.3%</i>	<i>253 bps</i>	<i>12.5%</i>	<i>13.5%</i>	<i>(102) Bps</i>
Basic EPS (INR)	5.08	2.75	84.7%	8.13	8.68	(6.3)%

# CORPORATE OVERVIEW



# Competitive Advantages

**Trusted Brand**  
And Established brand built based on customer focus, environment sustainability, and high quality.



**Experienced and qualified Promoters and senior management team** constructing & building the Company.



**In-House & Integrated Capabilities**  
Retain the best talent and doubled employee strength over last 5 years.



**Constructing Strategy**  
In-house design, engineering, project implementation optimizes quality & timeline.



**Asset- Light Model**  
16% of ongoing projects area is based on an asset-light model.



**Consistent Growth**  
5 years CAGR: Revenue- 16%, EBITDA-15%; PAT-30%  
Net worth grew by 4x and area under development grew by 8x in last decade.



**Diversified Offerings**  
Broad-based pricing to offer wide ranging choices to the prospective customers.



**Strong Relationships**  
built with partners, communities, suppliers and, most importantly, customers.



**Experience helps in**  
Pre-empting the market pulse and timely completion of projects.



**Low Cost Acquisition**  
Avg. acquisition cost on saleable area is one of the lowest in the industry;< INR 400/Sq. Ft.



**Established track record of generating free cash flow and efficient deployment in value accretive project portfolio with efficient debt management.**



# Board of Directors

## Executive Directors

### **Ashok Chhajer** **Chairman & Managing Director**

- Over 3 decades in the real estate business
- Prior experience ranging from textile, oil refinery to real estate sector
- At Arihant, he oversees corporate strategy, project design and land acquisition functions
- Works relentlessly towards, transparency, corporate governance and stakeholder management

### **Nimish Shah** **Whole-Time Director**

- A civil engineer with over 19 years experience in construction and related activities
- Actively involved in all the nuances of engineering including Planning and Execution, project estimation, contracts and site organization of projects
- Earlier a government registered contractor in Maharashtra and was also associated with several entities in real estate sector

### **Parth Chhajer** **Whole-Time Director**

- Worked briefly with the leading capital markets group CLSA in its India Equity Research Team before joining ASL in 2018
- Responsible for product development, marketing & sales strategy and actively involved in finance function
- He is a Bachelor of Science (Economics) from Pennsylvania State University, USA.

## Independent Directors

### **Mr. Pramod Deshpande** **Independent Director**

- Worked for over 35 years from 1984 in Semi Govt., Corporation of Govt Maharashtra in MIDC.
- During the tenure serve in various department of MIDC like Architecture & Planning,
- SEZ, DMICDC & other departments and retired from MIDC as Associate Architect as Class I officer IN December 2016.

### **Mrs. Namrata Thakker** **Woman Independent Director**

- Worked for over 25 Years with 40 different industries and Founder of Entrepreneur Excel
- She has been a Co-founder to companies like CapSavvy, Happy Soul & Cap70 Angels
- She focuses on mentorship and giving back to society & environment in every possible way

### **Mr. Sridhar Ramachandran** **Independent Director**

- A qualified Chartered Accountant, Cost Accountant, CPA from Colorado state, USA,
- A Management Strategy Specialist and comes with over 35 years of experience in general and financial management of companies across Asia and Africa
- Has worked with care Alpen Capital, Cadila Pharma, Brescon Corporate Advisors, etc.



# Key Management Personnel

## Mr. Dhiraj Jopat – Chief Financial Officer

- Qualified professional with over 29 years of experience.
- He is a Chartered Accountant, Cost and Management Accountant, Company Secretary and an Advanced Management Graduate from IIM, Bangalore.
- He has special insight on IBC, Valuation of Financial Assets and Securities as being qualified from Insolvency & Bankruptcy Board of India, New Delhi

## Mr. Bhavik Chhajer - Head Business Operations & HR

- He is a Bachelor of Science (Business) from Indiana State University, USA
- Has been responsible for construction activities along with efficient material procurement. Additionally he oversees Human Resource department.
- He joined ASL group in 2020 before which he has worked with organizations like HDFC Red and Jones Lang LaSalle in developing solutions in real estate sector

## Mr. Manoj Dhondge – Company Secretary

- Post Qualified Experience with over 7 Years
- Responsible for All Compliance related Matters
- Has worked with CARE Analytics and Advisory Private Limited, Mruga Corporate Services Limited, Dholakia & Associates

## Mr. Kapil Sengar -EVP Sales

- 18 Years of experience in sales across industries such as Real Estate, Finance & Insurance
- Prior to joining ASL, Kapil has worked with reputed brands like Reliance, Kotak Mahindra, HSBC and Adhiraj Constructions
- Kapil has an MBA from DAVV, Indore

## Mrs. Teji Ghosh - VP Marketing

- Responsible for long term client engagement and relationships with all media agencies
- Has worked with a leading media agency for more than 15 years and handled accounts in Real estate, PSU Banking, Clothing brand and Retail Brands, Child Development, Higher Education, Finance, etc.

## Mr. Ashish Shastri – GM HR

- Professional in personnel management from Tata Institute of Social Science (TISS), Postgraduate in Philosophy and Masters in Marketing Management.
- Has over 32 years of experience with Bennett Coleman, Raymond & Mukand, last held position as Chief- Human Resources with Mukand Ltd
- He brings along rich and diversified experience in all facets of human resources functions

# Awards and Recognition

2017-2020



Zee Business Award –  
Developer of the  
Year( Affordable Housing)



Affordable Housing Project  
of the Year for Arihant  
Arshiya by CREDAI MCHI



Award for Quality  
construction in affordable  
housing by The Economic  
Times, ET Realty award



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

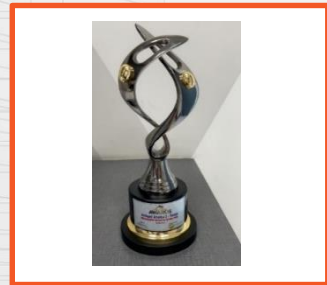


IGBC Pre-certified  
Platinum Rating for  
Aspire project



IGBC Pre-certified  
Platinum Rating  
for Aspire project

2021-2022



Business Excellence Award by  
Adsync and Zee Business for  
Affordable Housing Project of  
the Year

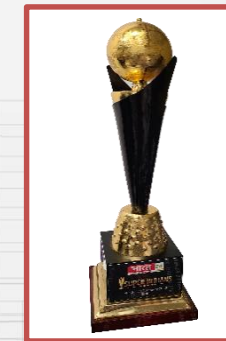


Best Developer for Green  
Buildings by CIA World



Industry's No. 1 –Promoter  
Presented By Herald Global  
Real Estate Development

2023



Excellence in Modern-  
Edge Technology by  
Bharat24





### Environment

- Most of ASL's developments have sewage treatment plants, rainwater harvesting, solar power & heating as well as a green cover.
- Use of Aerated Autoclave blocks having lower embodied energy and much higher insulation value.
- Energy efficient lighting and use of low VOC paints & adhesives.
- The company's flagship project Arihant Aspire has been pre-certified in the 'Platinum' category by IGBC.



### Social

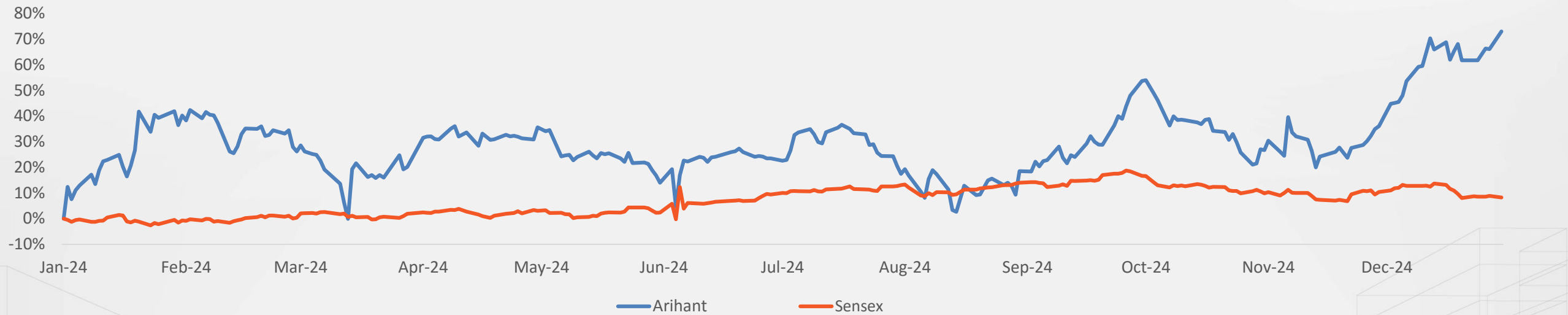
- Besides executing projects responsibly, we have invested in education, environment sustainability, economic empowerment, rural development, health care and sanitation.
- Social development by supporting Rural development projects, rural infrastructure and livelihood enhancement projects
- Disaster management, including relief, rehabilitation and reconstruction activities
- Promoting education, including special education and employment enhancing vocation skills



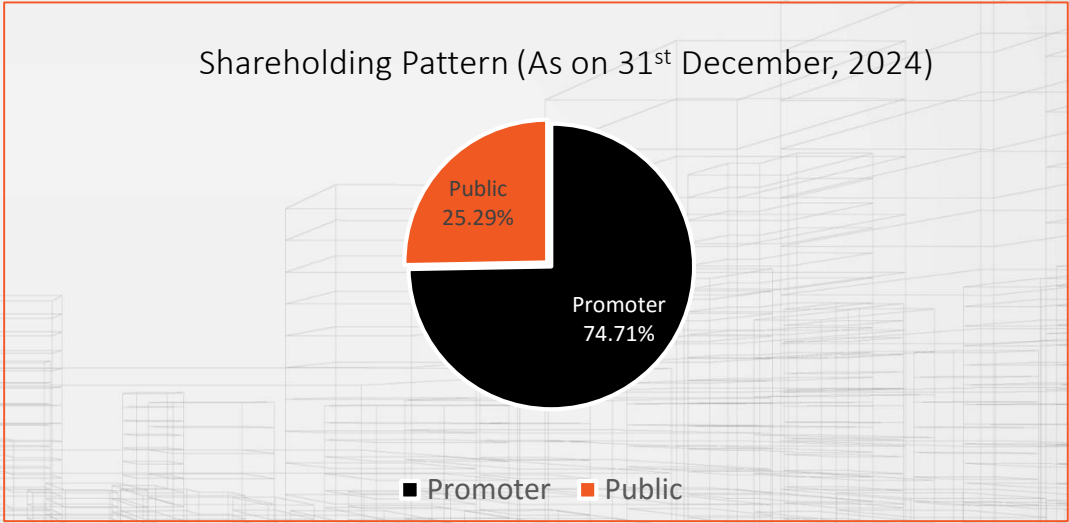
### Governance

- The Board inculcates culture of accountability, transparency, and integrity
- The Company has adopted governance framework in accordance with the applicable SEBI Regulations

Stock Market Performance (As on 31<sup>st</sup> December, 2024)



Price Data (As on 31 <sup>st</sup> December, 2024)	
Face Value (INR)	10.0
Market Price (INR)	468.1
52 Week H/L (INR)	502.0/254.9
Market Cap (INR Mn)	19,267.0
Equity Shares Outstanding (Mn)	41.2
1 Year Avg. Trading Volume ('000)	98.4





# HISTORICAL FINANCIAL OVERVIEW

# Debt Pattern

Particulars	As on 31st Dec, 2024 (INR Mn)
Gross Debt	6,661
Less: Cash and Cash equivalents	123
Less: Investments / Deposits	310
Net Debt	6,228
Unsecured Loans & Others	2,817
Adjusted Net Debt	3,411
Net worth	3,655
Adj. Secured Net Debt / Equity	0.93

## Note:

- The Net debt serviceable (Institutions/Bank) is approx. INR 3.4 Billion availed from HDFC Bank, SBI, ICICI Ventures, Tata Capital, STCI & Bajaj
- The unsecured debt of INR 2.8 Billion is payable when enable and accrued to the lenders by giving more liquidity to the company for growth.

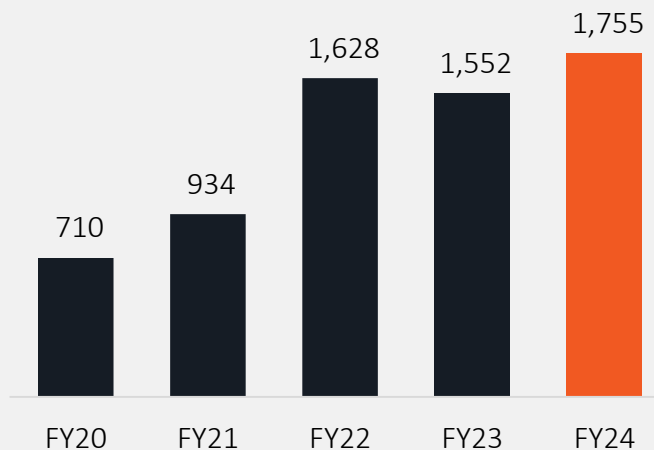


# Historical Performance Indicators

Value of Sales (INR Mn)



Units Sold (No.)



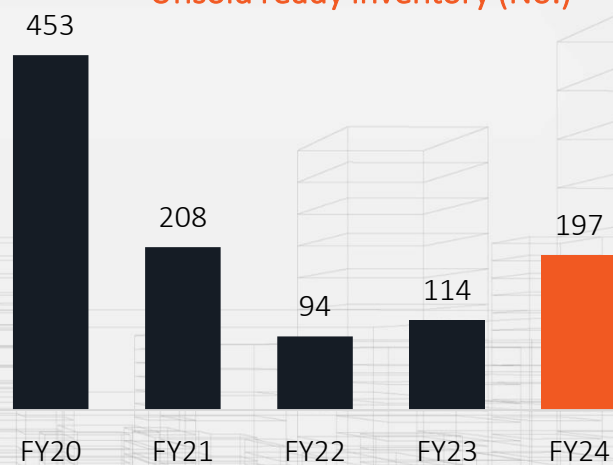
Area Sold (Lakh sq ft)



Collections (INR Mn)



Unsold ready inventory (No.)

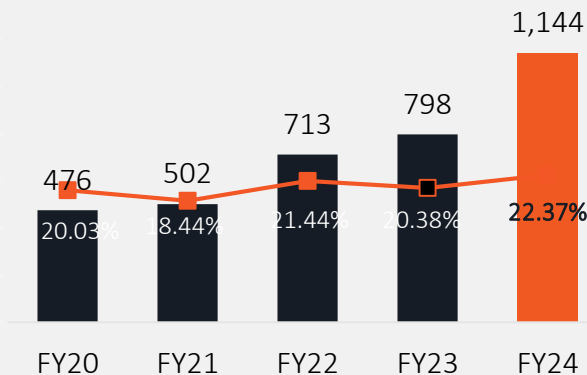


# Historical Financial Performance

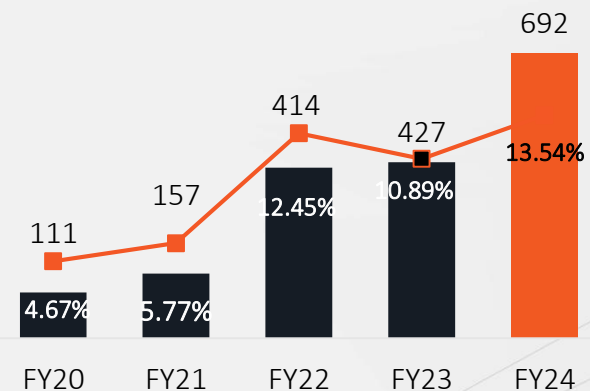
Total Revenue (INR Mn)



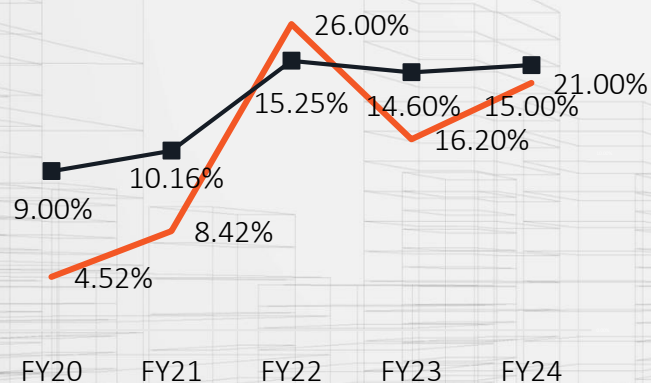
EBITDA (INR Mn) and EBITDA Margins (%)



PAT (INR Mn) and PAT Margins (%)



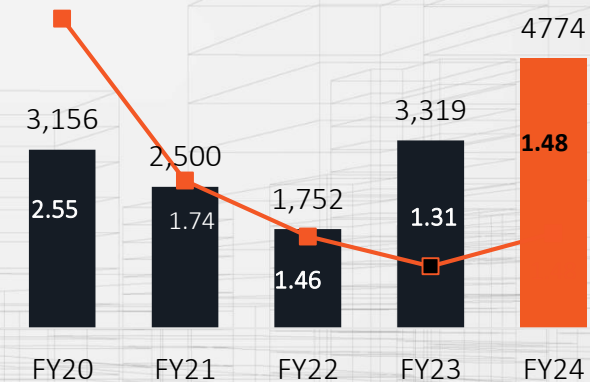
ROE & ROCE (%)



Networth (INR Mn)



Total Debt (INR Mn) & Net Debt/Equity(x)





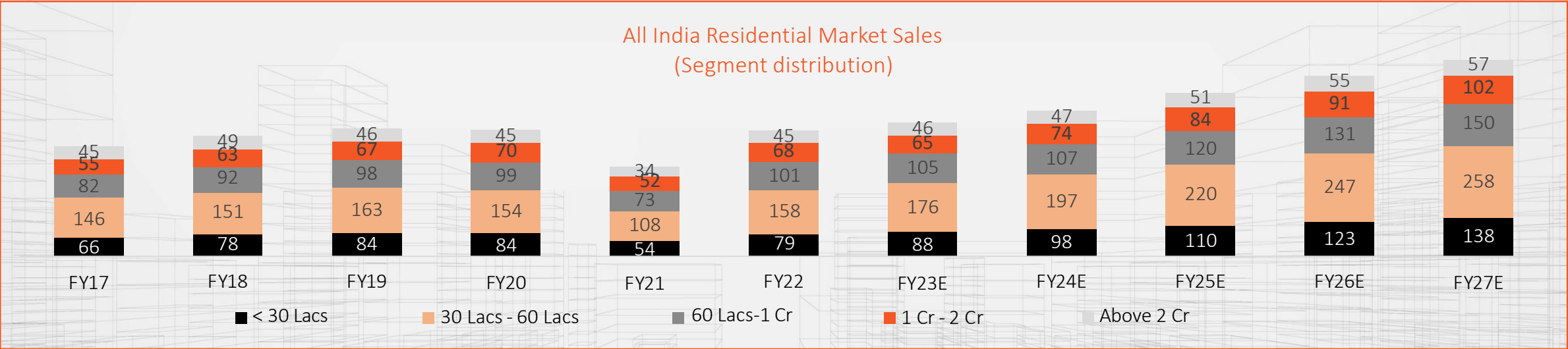
# INDUSTRY OVERVIEW

# Real Estate Scenario- India

- India’s residential real estate market hit a 12-year high in sales, with 350,612 units sold in 2024, marking a 7% YoY growth.
- Demand for premium housing surged, with homes priced above INR 10 million making up 46% of total sales, and the INR 20-50 million segment growing 62% YoY.
- New housing supply increased by 6% YoY, reaching 372,936 units, with developers focusing on premium and luxury projects.
- Property prices rose across all major cities, with Bengaluru leading at 12% YoY growth, followed by Mumbai at 5% and NCR at 6%. Unsold inventory increased but remains well-managed, with quarters-to-sell (QTS) improving to 5.8 quarters, indicating strong market absorption.
- Government policies, infrastructure development, and steady economic growth continue to drive positive momentum in the housing sector.

Sales of Residential Flats (in units)		
City	Total housing units	
	2023	2024
Delhi-NCR	60,002	57,654
Mumbai	86,871	96,187
Pune	49,266	52,346
Bengaluru	54,046	55,362
Kolkata	14,999	17,389
Hyderabad	32,880	36,974
Chennai	14,920	16,238

Source : Knight Frank





# Residential Housing Scenario- MMR

- The Mumbai Metropolitan Region (MMR) saw record-high residential sales, with 136,129 units sold in 2024, marking a strong 10% YoY growth.
- Luxury housing demand surged, with homes priced above INR 10 million making up 48% of total sales, reflecting a clear shift toward premium living.
- New launches in MMR increased by 12% YoY, ensuring a steady supply of quality housing, particularly in the high-end and luxury segments.
- Price appreciation remained steady, with MMR's average residential prices rising by 5% YoY, supported by robust demand and infrastructure growth.
- Inventory levels increased but remained manageable, with a declining quarters-to-sell (QTS) metric indicating strong absorption rates.
- Government incentives, improved connectivity, and upcoming infrastructure projects like the metro expansions continue to boost real estate growth in MMR.

Residential Sales by ticket size (%)							
Category	Cost Segment (INR)	H1 CY22	H2 CY22	H1 CY23	H2 CY23	H1 CY24	H2 CY24
Affordable	< 5 Million	40%	35%	32%	44%	44%	42%
Mid Income	5 – 10 Million	35%	37%	38%	25%	24%	24%
High-Income	> 10 Million	25%	28%	30%	31%	31%	34%

Sales, launches and inventory		
MMR	March 22	March 23
Launch (mn sq ft)	19.8	7.4
Sales (mn sq ft)	12.0	13.6
Inventory (mn sq ft)	274	256
Prices (Rs/sq ft)	10,800	12,496

# Disclaimer

Arihant Superstructures Ltd.

*No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Arihant Superstructures Ltd., (the "Company" or "ASL") together with its Subsidiaries (collectively, the "Arihant Group") which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.*

*Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements, 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. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments. The viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements and management estimates.*

*This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from. Moreover, both express or implied representation or warranty is made as to, and no reliance should be placed on, the accuracy, completeness, reasonableness or reliability of this information. None of the directors, promoters or employees of the Arihant Group or any of its affiliates, advisors or representatives accepts any responsibility or liability regarding the accuracy or validity of the information provided herein or any loss or damage suffered by anyone due to perusal of this document.*

*This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.*

## Valorem Advisors Disclaimer:

*Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.*

*Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.*



Mr. Anuj Sonpal  
Valorem Advisors  
Tel: +91-22-4903 9500  
Email: [arihant@valoremadvisors.com](mailto:arihant@valoremadvisors.com)

Mr. Dhiraj Jopat  
CFO – Arihant Superstructures  
Tel: +91-22-6249 3333  
Email: [cfo@asl.net.in](mailto:cfo@asl.net.in)



Thank You