

### Business Overview

- The group was established in 1994 and has an impeccable track record of building real estate projects
- Promoted by Mr. Ashok Chhajer, who is recently awarded "Real Estate Leader of year 2015-16" by ACEF Property Awards
- Dominant presence in high growth regions like Mumbai MMR (Badlapur, Shil Road, Taloja – Navi Mumbai, Panvel, Karjat, Khopoli and Kharghar Annex) and Jodhpur
- Arihant has completely integrated in-house capabilities of Land Acquisition & Procurement, Liaison, Design & Engineering, EPC and Marketing & Sales
- Winner of prestigious awards and accolades including:
  - "Best Corporate Brands-2016 by The Economic Times (2015)
  - "Best Business Practices in Real Estate Award" for 2014 by Accommodation Times (2015)
  - "Mumbai Hot 50 Brands" by Hindustan Times & Paul W (2014 & 2015)
  - "India's Top 100 projects" to Arihant Adita by CRISIL (2014)
  - "Corporate Excellence Award" by Lokmat (2014)

### Stock Profile

Issued Shares (mn)	41.2
Share Price*(Rs)	~75.0
Market Cap* (mn)	~3,080
52-week Range(Rs)	97.0 – 25.6

\*Share price and market cap (BSE) as on August 19<sup>th</sup>, 2016

#### Group History

**5,000**  
affordable homes built

**4 mn**  
square feet  
constructed

**40**  
projects executed

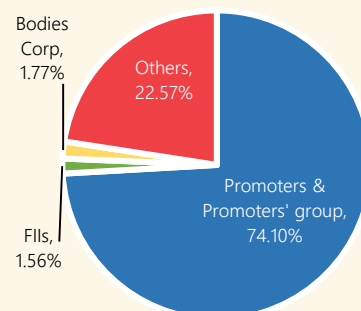
#### Projects in Hand

**12,000**  
homes under  
construction

**~13 mn**  
square feet  
under development

**16**  
landmark projects  
under execution

#### Shareholding Pattern

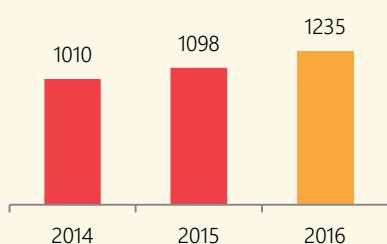


As on 30<sup>th</sup> June 2016

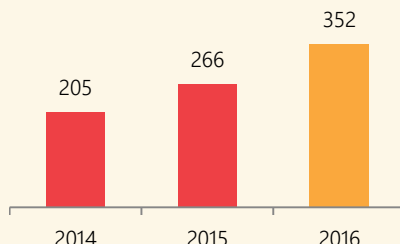
### Key Financial Indicators

All figures in INR mn

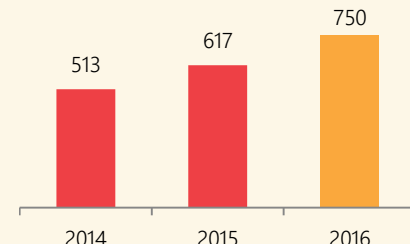
#### Total Income



#### EBITDA



#### Net Worth

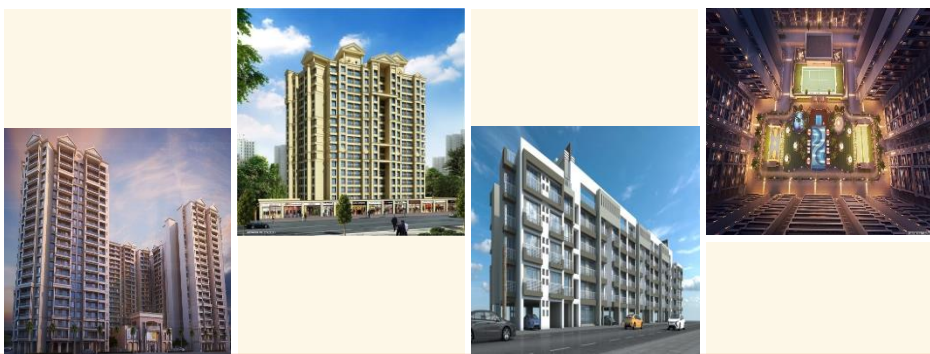


#### Q1 FY 17 Update

- Total revenue was Rs. 310.0 mn as compared to Rs. 232.4 mn during the Q1FY16, reflecting an increase of 33.41%
- Net revenue was Rs. 307.4 mn for Q1FY17 as compared to Rs. 228.9 mn in the Q1FY16, an increase of 34%.
- EBITDA stood at Rs. 74.9 mn, translating to margins of 24.4%
- Net profit stood at Rs.31.1 mn for Q1FY17 as compared to Net profit of Rs.22.0 mn in Q1FY16, a growth of 35.34%
- Achieved sales of 172 units having saleable area of 168,142 Square feet, average realization of Rs. 3,985 per square feet

## Investor Factsheet

# Q1FY17



### Investment Rationale

- Strong Mumbai MMR and Jodhpur based play with a pipeline of well-located projects. 12,000 homes currently under development
- Fully paid up land bank for projects to be executed in the next seven years
- Execution capability of developing quality projects in affordable housing space. 4 mn sq. ft. of homes delivered by the group
- Land cost as percentage to realization is less than 10% for most projects executed till date
- Strong brand recall for prestigious and premium quality developments in the Navi Mumbai region
- Eminent board of directors supported by a strong management team adhering to strict corporate governance norms

### Progress of Projects in hand (Q1 FY17)

Projects	Location	Economic Interest	Saleable area	No. of units	Units Sold	Percentage
Arihant Arshiya I	Khopoli	100%	0.35	522	399	91.4%
Arihant Arshiya II	Khopoli	100%	0.96	1,074	154	5.0%
Arihant Alok	Karjat	60%	0.45	408	82	18.0%
Arihant Anmol I	Badlapur	60%	0.24	336	349	92.7%
Arihant Anmol II	Badlapur	60%	0.16	96	92	91.8%
Arihant Anmol III	Badlapur	60%	0.17	168	52	7.0%
Arihant Anshula I	Taloja	60%	0.15	159	136	40.3%
Arihant Anshula II	Taloja	60%	0.30	329	-	-
Arihant Amisha I	Panvel	60%	0.18	224	112	71.2%
Arihant Amisha II	Panvel	60%	0.21	331	-	-
Arihant Anaika	Panvel	60%	0.36	348	26	8.0%
Arihant Akanksha	Panvel	60%	2.75	2,056	277	-
Arihant Aarohi	Thane	100%	0.24	200	111	65.7%
Arihant Aalishan I	Kharghar(A)	60%	0.58	522	208	4.0%
Arihant Aalishan II	Kharghar(A)	60%	0.72	493	-	-
Arihant Adita I	Jodhpur	100%	0.50	404	317	94.0%
Arihant Adita II	Jodhpur	100%	0.18	164	62	60.4%
Arihant Adita III	Jodhpur	100%	0.19	165	73	42.2%
Arihant Adita (remaining)	Jodhpur	100%	0.44	336	123	0.0%
Arihant Agrima	Jodhpur	100%	0.30	40	24	90.0%
Arihant Ayati	Jodhpur	100%	0.21	77	20	29.8%
Arihant Ashray	Jodhpur	100%	0.05	130	120	-
Arihant Aangan	Jodhpur	100%	0.05	120	67	-
Arihant Aanchal	Jodhpur	100%	2.10	2,324	463	-
Akarshan	Jodhpur	100%	1.68	800	20	-

### For More details Please contact

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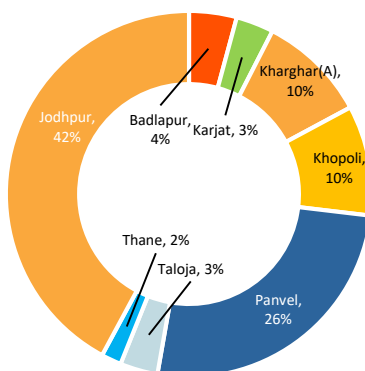
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**Safe Harbor:** Certain statements in this document that are not historical facts, are forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, industry risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. The Company will not be responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

### Area Wise Project Portfolio



### Category Wise Project Portfolio

