

Earnings Presentation Q4 & FY15

ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY



BSE: 506194 | BLOOMBERG: ARSU:IN | WWW.ASL.NET.IN

Safe Harbor

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

Table of Contents

- Performance Review
- Operating Highlights
- Consolidated Financial Summary
- Key Operating Metrics
- Consolidated P & L
- Consolidated Balance Sheet
- Project Details – Ongoing and Upcoming

Performance Review

Consolidated FY15 Review

- Operating revenue was Rs. 1,078.9 mn as compared to Rs. 1,000.6 mn during the corresponding period of previous year, reflecting an increase of 8%.
- Total income was Rs. 1,097.6 mn for FY15 as compared to Rs. 1,010.1 mn in the corresponding period of the previous year, an increase of 9%.
- EBITDA stood at Rs. 265.7 mn as compared to Rs. 210.6 mn during the corresponding period of previous year, an increase of 26%.
- EBITDA Margin was 24.6% for FY15 as against 21.1% in FY14, up 350 bps.
- Net profit stood at Rs. 101.4 mn for FY15 ended March 31, 2015 as compared to Net profit of Rs. 13.1 mn in the corresponding period of the previous year
- Basic EPS stood at Rs. 2.46, increase of 669% over the same period last year.

FY 15 Business Highlights

- **LAUNCHES**

- Arihant Anhsula with 0.45 mn sq. ft of saleable area was launched in Taloja in Oct 2014
- Arihant Aloki, a project with 0.45 mn sq.ft of saleable area was launched in Karjat in Jan 2015

- **SALES**

- Registered total sales for FY 15 was 580 units
- Value of sales in FY 15 surpassed Rs. 1,950 mn

- **NEWS**

- Arihant Amodini, a project located in Taloja received OC in March 2015

- **AWARDS**

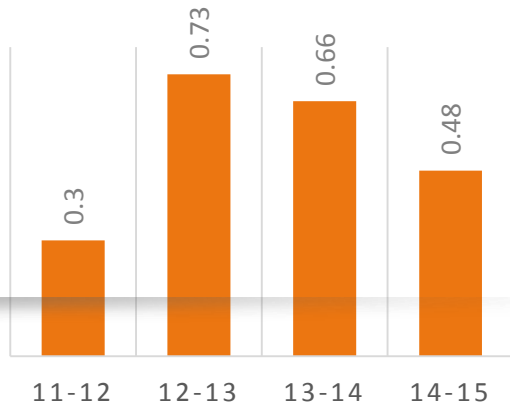
- “India’s Top 100 projects” to Arihant Adita by CRISIL (2014)
- “Mumbai Hot 50 Brands” by Hindustan Times & Paul Writer (2014)
- “Corporate Excellence Award” by Lokmat (2014)

Consolidated Financial Summary

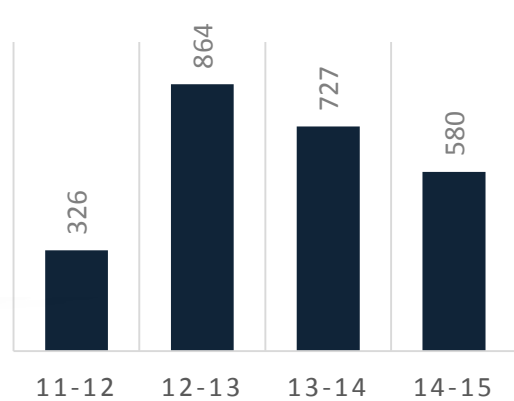
Particulars	Metrics	31-Mar-15	31-Dec-14	QoQ Growth	31-Mar-14	YoY Growth	31-Mar-15	31-Mar-14	YoY Growth
		Q4 FY15	Q3 FY15		Q4 FY14		FY15	FY14	
Revenue	Total Revenue (INR M)	255.6	294.4	-13%	419.9	-39%	1,097.6	1,010.1	9%
	Net Revenue (INR M)	251.2	291.8	-14%	415.1	-39%	1,078.9	1,000.6	8%
Profit	EBITDA (INR M)	(20.3)	99.2	-120%	78.9	-126%	265.7	210.6	26%
	PBT (INR M)	33.1	57.4	-42%	51.0	-35%	190.3	67.7	181%
	PAT (INR M)	16.0	33.3	-52%	21.4	-25%	101.4	13.1	672%
Margin	EBITDA	-8.1%	34.0%		19.0%		24.6%	21.1%	
	PBT	13.0%	19.5%		12.1%		17.3%	6.7%	
	PAT	6.3%	11.3%		5.1%		9.2%	1.3%	
EPS	Basic (Rs.)	0.39	0.81	-52%	0.52	-25%	2.46	0.32	669%
	Diluted (Rs.)	0.39	0.81	-52%	0.52	-25%	2.46	0.32	669%
ShareHolding	Promoters (%)	73.9%	73.9%		73.9%		73.9%	73.9%	
	Public (%)	26.1%	26.1%		26.1%		26.1%	26.1%	

Key Operating Metrics - Annual

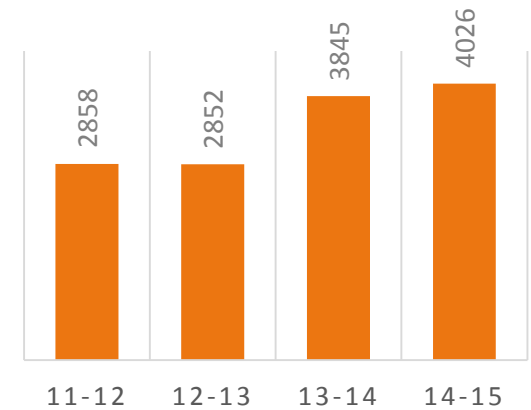
Area Booked(mn sqf)



Units Sold



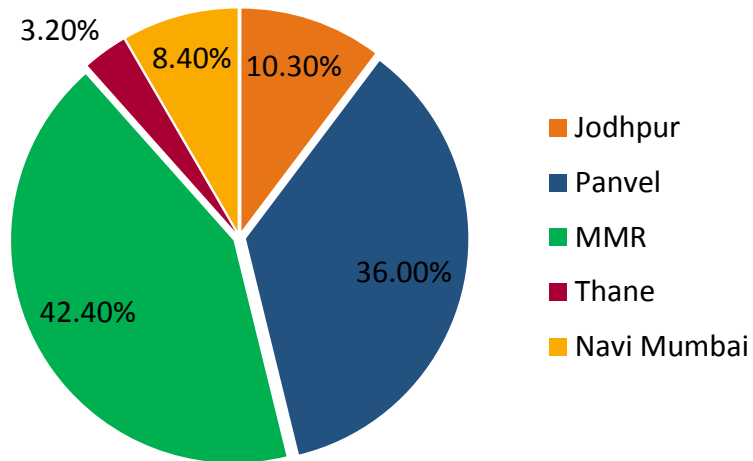
Average Realizations(Rs per sqf)



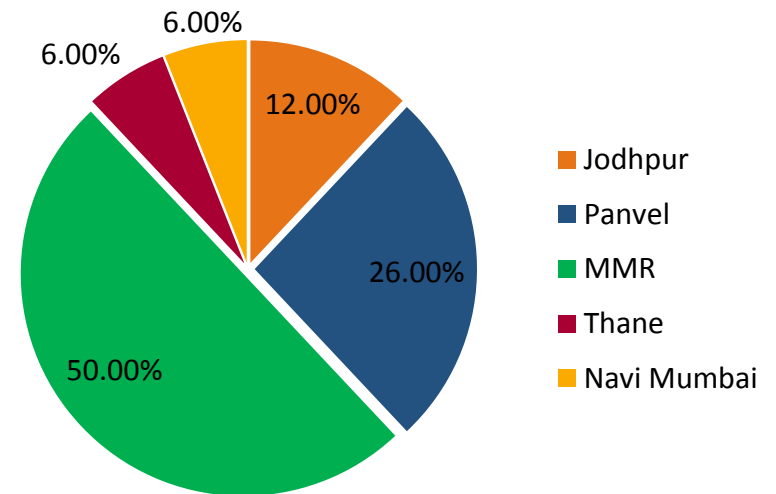
Strong operating metrics with steady performance and average realizations on a growth path

Break-up of Area Booked

FY 15



Q4 FY 15



Consolidated P&L

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Mar-15	31-Dec-14	31-Mar-14		31-Mar-15	31-Mar-14		
		Q4 FY15	Q3 FY15	QoQ Growth	Q4 FY14	YoY Growth	FY15	FY14	YoY Growth
	Net Sales / Income from Operation								
1	Income	251.2	291.8	-14%	415.1	-39%	1,078.9	1,000.6	8%
2	Expenditure								
(a)	Cost of material consumed	392.9	247.3	59%	413.5	-5%	1,207.9	1,128.2	7%
(b)	Purchases of stock-in-trade	-	-		-		-	-	
(c)	Changes in inventories of finished goods, WIP and stock-in-trade	(161.5)	(93.0)	74%	(107.8)	50%	(542.7)	(461.4)	18%
(d)	Employee benefits expense	15.6	16.3	-4%	15.3	2%	64.8	57.6	12%
(e)	Depreciation and amortization expense	2.9	2.9	1%	1.5	96%	11.1	5.5	101%
(f)	Other expenses	28.9	24.5	18%	20.0	44%	101.9	75.1	36%
	Total Expenditure	278.8	198.1	41%	342.5	-19%	843.0	805.0	5%
	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	(27.6)	93.8	-129%	72.6	-138%	235.9	195.7	21%
4	Other Income	4.4	2.6	68%	4.8	-9%	18.7	9.4	98%
5	Profit before Interest and Exceptional Items (3+4)	(23.2)	96.4	-124%	77.4	-130%	254.6	205.1	24%
6	Interest	(56.4)	39.0		26.4		64.3	137.4	
7	Profit after Interest but before Exceptional Items (5-6)	33.1	57.4	-42%	51.0	-35%	190.3	67.7	181%
8	Exceptional Items	-	-		-		-	-	
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	33.1	57.4	-42%	51.0	-35%	190.3	67.7	181%
10	Tax Expenses	13.4	20.8	-35%	23.4	-43%	76.7	40.5	89%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	19.7	36.7	-46%	27.7	-29%	113.6	27.2	317%
12	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
13	Net Profit(+)/ Loss (-) for the Period (11-12)	19.7	36.7	-46%	27.7	-29%	113.6	27.2	317%
14	Share of profit(loss) of associates	-	-		-		-	-	
15	Minority interest	3.7	3.3		6.2		12.2	14.1	
16	Net Profit/(Loss) after taxes, minority interest and share of profit/(loss) of associates (13+14-15)	16.0	33.3	-52%	21.4	-25%	101.4	13.1	672%
17	Paid-up Equity Share Capital of Rs10/- each	411.6	411.6		411.6		411.6	411.6	0%
18	Reserves Excluding Revaluation Reserve						119.6	118.5	
19	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items (not annualized)	0.39	0.81	-52%	0.52	-25%	2.46	0.32	669%
(b)	Basic and diluted EPS after Extraordinary items (not annualized)	0.39	0.81	-52%	0.52	-25%	2.46	0.32	669%

Consolidated Balance Sheet

Balance Sheet for the Year ended (All figures in INR Million)	31-Mar-15	31-Mar-14
	FY 15	FY 14
Shareholders' funds		
(a) Share capital	411.6	411.6
(b) Reserves and surplus	205.6	119.6
	617.2	531.2
Minority Interest	26.9	14.6
Non-current liabilities		
(a) Long term Borrowing	990.9	290.6
(b) Deferred tax liabilities (Net)	2.1	2.9
	993.0	293.5
Current Liabilities		
(a) Short-term borrowing	469.1	994.9
(b) Trade payable	83.5	98.6
(c) Other current liabilities	1,624.9	1,100.7
(d) Short-term provisions	132.5	74.2
	2,310.0	2,268.4
TOTAL	3,947.0	3,107.7
ASSETS		
Non-Current Assets		
(a) Fixed assets		
Tangible assets	52.6	52.9
Intangible assets	0.7	1.2
(b) Deferred tax assets (Net)	-	-
(c) Non-current investment	10.1	54.6
(d) Long-term loans and advances	122.1	109.6
	185.4	218.4
Current assets		
(a) Current investment	0.3	0.7
(b) Inventories	1,844.6	1,302.0
(c) Trade receivables	65.9	32.4
(d) Cash and cash equipments	30.8	54.8
(e) Short-term loans and advances	304.0	232.8
(f) Other current assets	1,515.9	1,266.8
	3,761.7	2,889.3
TOTAL	3,947.1	3,107.7

Reserves and PAT- Entity wise

In Mn

Particulars	Total Reserves	Profit After Tax (PAT)	Net worth
Arihant Superstructures Ltd.	328.19	97.18	739.74
Arihant Vatika Realty Pvt. Ltd.	65.91	30.09	66.01
Arihant Abode Ltd.	0.65	0.53	1.15
Arihant Gruhnirman Pvt. Ltd.	-1.64	-0.02	-1.54
Arihant Aashiyana Pvt. Ltd.	-14.62	-14.28	-14.52
Adeshwar Realty Pvt. Ltd.	51.21	34.20	51.31
Total	429.71	147.69	842.15

Project Details- Ongoing and Upcoming

Projects	Location	Economic Interest	Saleable area (mnsf)	No. of units**	Units Sold **	Percentage Completed**
Arihant Arshiya I	Khopoli	100%	0.457	518	471	60.07
Arihant Arshiya II	Khopoli	100%	0.858	1,078	-	-
Arihant Aloki	Karjat	60%	0.450	408	59	4.6
Arihant Anmol I	Badlapur	60%	0.318	435	312	74.53
Arihant Anmol II	Badlapur	60%	0.158	165	113	55.57
Arihant Amodini	Taloja	100%	0.135	126	122	100
Arihant Anshula	Taloja	60%	0.447	488	46	9.7
Arihant Amisha I	Panvel	60%	0.135	200	116	26.13
Arihant Amisha II	Panvel	60%	0.242	355	-	-
Arihant Anaika	Panvel	60%	0.320	316	-	-
Arihant Akanksha	Panvel	60%	2.746	2,056	258	-
Arihant Aarohi	Thane	100%	0.196	194	140	52.06
Arihant Adita I	Jodhpur	100%	0.507	408	334	65.66
Arihant Adita II	Jodhpur	100%	0.183	164	102	42.39
Arihant Adita III	Jodhpur	100%	0.187	168	79	24.53
Arihant Adita IV	Jodhpur	100%	0.435	336	-	-
Arihant Agrima	Jodhpur	100%	3.500	3,500	20	-
Arihant Ayati	Jodhpur	100%	0.210	90	19	24.3



For details please contact

Umesh Jhavar

Vice President – Strategy and IR

 +91 22 4111 3333

 umesh.j@asl.net.in

Diwakar Pingle

Christensen IR

 +91 22 6452 2086

 dpingle@christensenir.com

Arihant Corporate Office:

302, Persepolis Building, Sector 17, Plot No 74, Vashi, Navi Mumbai - 400 703

© 2015 Arihant Superstructures Limited., All Rights Reserved.

Arihant Superstructures Limited Logo and “Continuing Stability” are trademarks of Arihant Superstructures Limited., In addition to Company data, data from market research agencies, Stock Exchanges and industry publications has been used for this presentation. This material was used during an oral presentation; it is not a complete record of the discussion. This work may not be used, sold, transferred, adapted, abridged, copied or reproduced in whole or in part in any manner or form or in any media without the prior written consent. All product names and company names and logos mentioned herein are the trademarks or registered trademarks of their respective owners.