

Earnings Presentation Q4 and Full year FY16

ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY



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Performance Review

Consolidated Q4FY16 Review

- Total revenue was Rs. 381.7 mn as compared to Rs. 255.6 mn during the Q4FY15, reflecting an increase of 49%
- Net revenue was Rs.377.3 mn for Q4FY16 as compared to Rs. 251.2 mn in the Q4FY15, an increase of 50%.
- EBITDA stood at Rs. 76.1 mn
- Net profit stood at Rs.34.7 mn for Q4FY16 as compared to Net profit of Rs.1.8 mn in Q4FY15
- Basic EPS stood at Rs. 1.07 against 0.14 in the Q4FY15

Performance Review

Consolidated FY16 Review

- Total revenue was Rs. 1235.3 mn as compared to Rs. 1097.6 mn during the previous year, reflecting an increase of 13%
- Net revenue was Rs. 1223.6 mn for FY16 as compared to Rs. 1078.9 mn in the previous year, an increase of 13%.
- EBITDA stood at Rs.351.9 mn as compared to Rs. 262.5 mn during the previous year, increased by 34%
- EBITDA Margin was 28.8% for FY16 as against 24.3% in FY15
- Net profit stood at Rs. 200.5 mn for FY16 as compared to Net profit of Rs. 110.0 mn in the previous year
- Registered total sales for FY16 was 1157 units, 1.01 mn sqft
- Basic EPS stood at Rs. 4.87 against 2.67 in the previous fiscal

Quarterly Financial Performance

Particulars	Metrics	31-Mar-16	31-Dec-15	QoQ Growth	31-Mar-15	YoY Growth
		Q4FY16	Q3FY16		Q4FY15	
Revenue	Total Revenue (INR M)	381.7	385.1	-1%	255.6	49%
	Net Revenue (INR M)	377.3	382.6	-1%	251.2	50%
Profit	EBITDA (INR M)	76.1	157.6	-52%	(25.1)	-404%
	PBT (INR M)	65.2	146.5	-55%	19.5	235%
	PAT (INR M)	34.7	91.0	-62%	1.8	1802%
Margin	EBITDA	20.2%	41.2%		-10.0%	
	PBT	17.1%	38.0%		7.6%	
	PAT	9.1%	23.6%		0.7%	
EPS	Basic (Rs.)	1.07	2.41	-56%	0.14	664%
	Diluted (Rs.)	1.07	2.41	-56%	0.14	664%

Consolidated Financials

Financial Performance

Particulars	Metrics	31-Mar-16	31-Mar-15	YoY Growth
		FY16	FY15	
Revenue	Total Revenue (INR M)	1,235.3	1,097.6	13%
	Net Revenue (INR M)	1,223.6	1,078.9	13%
Profit	EBITDA (INR M)	351.9	262.5	34%
	PBT (INR M)	304.7	187.2	63%
	PAT (INR M)	200.5	110.0	82%
Margin	EBITDA	28.8%	24.3%	
	PBT	24.7%	17.1%	
	PAT	16.2%	10.0%	
EPS	Basic (Rs.)	4.87	2.67	82%
	Diluted (Rs.)	4.87	2.67	82%

Consolidated Financials

Consolidated P&L Statement

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Million except EPS)	31-Mar-16	31-Dec-15		31-Mar-15		31-Mar-16	31-Mar-15	
		Q4FY16	Q3FY16	QoQ Growth	Q4FY15	YoY Growth	FY16	FY15	YoY Growth
	Net Sales / Income from Operation								
1	Income	377.3	382.6	-1%	251.2	50%	1,223.6	1,078.9	13%
2	Expenditure								
(a)	Cost of material consumed	420.4	328.1	28%	392.4	7%	1,151.7	1,207.4	-5%
(b)	Purchases of stock-in-trade								
(c)	Changes in inventories of finished goods, WIP and stock-in-trade	(198.0)	(147.7)	34%	(156.3)	27%	(480.5)	(539.0)	-11%
(d)	Employee benefits expense	19.7	22.4	-12%	15.7	25%	77.5	64.8	20%
(e)	Depreciation and amortization expense	2.8	2.6	7%	2.9	-4%	10.8	11.1	-3%
(f)	Other expenses	63.5	24.7	157%	28.9	120%	134.7	101.9	32%
	Total Expenditure	308.4	230.1	34%	283.5	9%	894.2	846.2	6%
	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	68.9	152.5	-55%	(32.3)	-313%	329.5	232.7	42%
3	Other Income	4.4	2.4	82%	4.4	1%	11.6	18.7	-38%
4	Profit before Interest and Exceptional Items (3+4)	73.3	155.0	-53%	(28.0)	-362%	341.1	251.4	36%
5	Interest	8.1	8.5		(47.4)		36.4	64.3	
6	Profit after Interest but before Exceptional Items (5-6)	65.2	146.5	-55%	19.5	235%	304.7	187.2	63%
7	Exceptional Items								
8	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	65.2	146.5	-55%	19.5	235%	304.7	187.2	63%
9	Tax Expenses	21.3	47.3	-55%	13.9	54%	104.1	77.2	35%
10	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	43.9	99.1	-56%	5.6	683%	200.5	110.0	82%
11	Extraordinary Items (net of tax expense Rs.)	-	-		-				
12	Net Profit(+)/ Loss (-) for the Period (11-12)	43.9	99.1	-56%	5.6	683%	200.5	110.0	82%
13	Share of profit(loss) of associates	(0.1)	(0.1)		(0.1)		(0.1)	(0.1)	
14	Minority interest	9.2	8.1		3.7		19.7	12.2	
15	Net Profit/(Loss) after taxes, minority interest and share of profit/(loss) of associates (13+14-15)	34.7	91.0	-62%	1.8	1802%	180.8	97.7	85%

Reserves and PAT- Entity wise

In Mn

Particulars	Total Reserves	Profit After Tax (PAT)
Arihant Superstructures Ltd.	847.04	151.87
Arihant Vatika Realty Pvt. Ltd.	100.89	34.88
Arihant Abode Ltd.	1.19	0.04
Arihant Gruhnirman Pvt. Ltd.	-1.51	0.03
Arihant Aashiyana Pvt. Ltd.	14.39	28.91
Adeshwar Realty Pvt. Ltd.	70.69	19.38
Total	1032.70	235.12

Project Details- Ongoing and Upcoming

Projects	Location	Economic Interest	Saleable area (mnsf)	No. of units	Units Sold	Percentage Completed
Arihant Arshiya I	Khopoli	100%	0.351	522	379	85.77%
Arihant Arshiya II	Khopoli	100%	0.964	1,074	154	2.00%
Arihant Aloki	Karjat	60%	0.450	408	77	16.00%
Arihant Anmol I	Badlapur	60%	0.241	336	332	88.08%
Arihant Anmol II	Badlapur	60%	0.063	96	91	85.82%
Arihant Anmol III	Badlapur	60%	0.172	168	52	5.00%
Arihant Anshula	Taloja	60%	0.447	488	99	32.17%
Arihant Amisha I	Panvel	60%	0.178	224	111	59.59%
Arihant Amisha II	Panvel	60%	0.205	331	-	-
Arihant Anaika	Panvel	60%	0.364	348	26	6.00%
Arihant Akanksha	Panvel	60%	2.746	2,056	276	-
Arihant Aarohi	Thane	100%	0.240	200	108	59.58%
Arihant Aalishan	Kharghar(A)	60%	1.300	1015	190	

Project Details- Ongoing and Upcoming

Projects	Location	Economic Interest	Saleable area (mnsf)	No. of units	Units Sold	Percentage Completed
Arihant Adita I	Jodhpur	100%	0.503	404	306	89.31%
Arihant Adita II	Jodhpur	100%	0.183	164	62	58.07%
Arihant Adita III	Jodhpur	100%	0.187	165	73	39.87%
Arihant Adita (remaining)	Jodhpur	100%	0.435	336	123	-
Arihant Agrima	Jodhpur	100%	0.300	40	24	-
Arihant Ayati	Jodhpur	100%	0.210	77	20	27.32%
Arihant Ashray	Jodhpur	100%	0.050	130	120	-
Arihant Aangan	Jodhpur	100%	0.048	120	45	-
Arihant Aanchal	Jodhpur	100%	2.100	2324	451	-



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