

Earnings Presentation

Q3/9M FY16

ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY



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Safe Harbor

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Performance Review

Consolidated Q3FY16 Review

- Total revenue was Rs. 385.1 mn as compared to Rs. 236.2 mn during the Q2FY16, reflecting an increase of 63%
- Net revenue was Rs.328.6 mn for Q3FY16 as compared to Rs. 234.8 mn in the Q2FY16, an increase of 63%.
- EBITDA stood at Rs. 157.6 mn as compared to Rs. 63.8 mn during the Q2FY16 , increased by 147%
- EBITDA Margin was 41.2% for Q3FY16 as against 27.2% in Q2FY16
- Net profit stood at Rs. 91.1 for Q3FY16 as compared to Net profit of Rs.32.0 mn in Q2FY16
- Registered total sales for Q3FY16 was 102 units, 79,577 sqft
- Basic EPS stood at Rs. 2.41 against 0.80 in the Q2FY16

Performance Review

Consolidated 9MFY16 Review

- Total revenue was Rs. 853.6 mn as compared to Rs. 842.0 mn during the corresponding period of previous year, reflecting an increase of 1 %
- Net revenue was Rs. 846.4 mn for 9MFY16 as compared to Rs. 827.7 mn in the corresponding period of the previous year, an increase of 2 %.
- EBITDA stood at Rs. 275.8 mn as compared to Rs. 287.6 mn during the corresponding period of previous year, reduced by 4%
- EBITDA Margin was 32.6% for 9MFY16 as against 34.7% in 9MFY15
- Net profit stood at Rs. 156.6 mn for 9MFY16 as compared to Net profit of Rs. 104.4 mn in the corresponding period of the previous year
- Registered total sales for 9MFY16 was 279 units, 245,193 sqft
- Basic EPS stood at Rs. 3.81 against 2.88 in the corresponding period of the previous fiscal

Quarterly Financial Performance

Particulars	Metrics	31-Dec-15	30-Sep-15	QoQ Growth	31-Dec-14	YoY Growth
		Q3FY16	Q2FY16		Q3FY15	
Revenue	Total Revenue (INR M)	385.1	236.2	63%	293.9	31%
	Net Revenue (INR M)	382.6	234.8	63%	291.8	31%
Profit	EBITDA (INR M)	157.6	63.8	147%	100.3	57%
	PBT (INR M)	146.5	52.3	180%	56.9	157%
	PAT (INR M)	91.1	32.0	184%	32.8	178%
Margin	EBITDA	41.2%	27.2%		34.4%	
	PBT	38.0%	22.2%		19.4%	
	PAT	23.6%	13.6%		11.1%	
EPS	Basic (Rs.)	2.41	0.80	201%	0.88	174%
	Diluted (Rs.)	2.41	0.80	201%	0.88	174%

Consolidated Financials

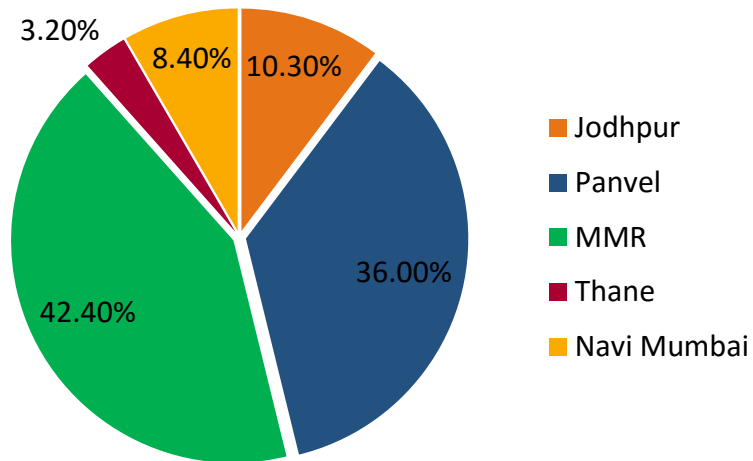
9M Financial Performance

Particulars	Metrics	31-Dec-15	31-Dec-14	YoY Growth
		9MFY16	9MFY15	
Revenue	Total Revenue (INR M)	853.6	842.0	1%
	Net Revenue (INR M)	846.4	827.7	2%
Profit	EBITDA (INR M)	275.8	287.6	-4%
	PBT (INR M)	239.5	167.7	43%
	PAT (INR M)	156.6	104.4	50%
Margin	EBITDA	32.6%	34.7%	
	PBT	28.1%	19.9%	
	PAT	18.3%	12.4%	
EPS	Basic (Rs.)	3.81	2.88	32%
	Diluted (Rs.)	3.81	2.88	32%

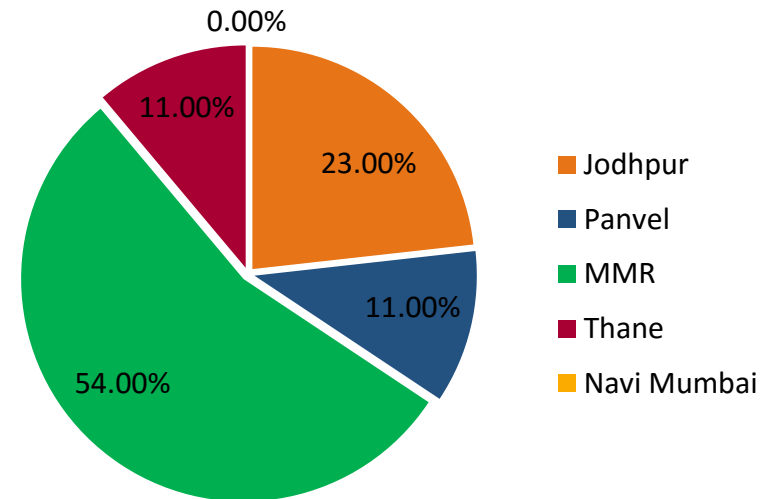
Consolidated Financials

Break-up of Area Booked

FY 15



9M FY 16



Consolidated P&L Statement

Sr No.	Consolidated Unaudited Financial Statements for the Quarter ended figures in INR Million except EPS)	31-Dec-15			30-Sep-15			31-Dec-14		
		All	Q3FY16	Q2FY16	QoQ Growth	Q3FY15	YoY Growth	9MFY16	9MFY15	YoY Growth
	Net Sales / Income from Operation									
1	Income		382.6	234.8	63%	291.8	31%	846.4	827.7	2%
2	Expenditure									
(a)	Cost of material consumed		328.1	213.7	54%	247.3	33%	731.3	815.0	-10%
(b)	Purchases of stock-in-trade		5.5	(3.3)		(0.1)		31.8	5.5	
(c)	Changes in inventories of finished goods, WIP and stock-in-trade		(153.2)	(80.0)	92%	(94.4)	62%	(314.4)	(388.2)	-19%
(d)	Employee benefits expense		22.4	18.6	21%	16.3	37%	57.6	49.1	17%
(e)	Depreciation and amortization expense		2.6	2.7	-3%	2.9	-10%	8.0	8.2	-3%
(f)	Other expenses		24.7	23.5	5%	24.5	1%	71.3	73.0	-2%
	Total Expenditure		230.1	175.1	31%	196.5	17%	585.8	562.6	4%
	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)		152.5	59.8	155%	95.3	60%	260.6	265.1	-2%
4	Other Income		2.4	1.3	85%	2.1	17%	7.2	14.3	-50%
5	Profit before Interest and Exceptional Items (3+4)		155.0	61.1	154%	97.4	59%	267.8	279.4	-4%
6	Interest		8.5	8.7		40.5		28.4	111.7	
7	Profit after Interest but before Exceptional Items (5-6)		146.5	52.3	180%	56.9	157%	239.5	167.7	43%
8	Exceptional Items									
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)		146.5	52.3	180%	56.9	157%	239.5	167.7	43%
10	Tax Expenses		47.3	19.6	142%	20.8	128%	82.8	63.3	31%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)		99.1	32.7	203%	36.1	175%	156.6	104.4	50%
12	Extraordinary Items (net of tax expense Rs.)		-							
13	Net Profit(+)/ Loss (-) for the Period (11-12)		99.1	32.7	203%	36.1	175%	156.6	104.4	50%
14	Share of profit(loss) of associates									
15	Minority interest		8.1	0.7		3.3		10.5	8.5	
16	Net Profit/(Loss) after taxes, minority interest and share of profit/(loss) of associates (13+14-15)		91.1	32.0	184%	32.8	178%	146.1	95.8	52%

Reserves and PAT- Entity wise

In Mn

Particulars	Total Reserves	Profit After Tax (PAT)
Arihant Superstructures Ltd.	465.4	70.1
Arihant Vatika Realty Pvt. Ltd.	92.2	20.1
Arihant Abode Ltd.	0.69	0
Arihant Gruhnirman Pvt. Ltd.	(1.6)	0.1
Arihant Aashiyana Pvt. Ltd.	(3.5)	7.4
Adeshwar Realty Pvt. Ltd.	63.3	7.9
Total	616.5	105.6

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	363	77.68%
Arihant Arshiya (remaining)	Khopoli	100%	0.964	1,074	154	2.00%
Arihant Aloki	Karjat	60%	0.450	408	73	15.00%
Arihant Anmol I	Badlapur	60%	0.241	336	324	83.59%
Arihant Anmol II	Badlapur	60%	0.063	96	85	73.76%
Arihant Anmol III	Badlapur	60%	0.172	168	52	4.00%
Arihant Amodini	Taloja	100%	0.135	126	126	100.00%
Arihant Anshula	Taloja	60%	0.447	488	68	17.00%
Arihant Amisha I	Panvel	60%	0.178	224	110	38.00%
Arihant Amisha II	Panvel	60%	0.205	331	-	-
Arihant Anaika	Panvel	60%	0.364	348	24	6.00%
Arihant Akanksha	Panvel	60%	2.746	2,056	274	-
Arihant Aarohi	Thane	100%	0.240	200	95	56.83%
Arihant Adita I	Jodhpur	100%	0.503	404	306	86.62%
Arihant Adita II	Jodhpur	100%	0.183	164	62	56.76%
Arihant Adita III	Jodhpur	100%	0.187	165	73	35.06%
Arihant Adita (remaining)	Jodhpur	100%	0.435	336	123	-
Arihant Agrima	Jodhpur	100%	1.600	825	24	-
Arihant Ayati	Jodhpur	100%	0.210	77	20	24.78%
Arihant Ashray	Jodhpur	100%	0.050	130	0	-
Arihant Aangan	Jodhpur	100%	0.048	120	0	-
Arihant Aanchal	Jodhpur	100%	2.100	2324	0	-



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