



ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY

EARNINGS PRESENTATION

December 2016 (Q3-FY17)

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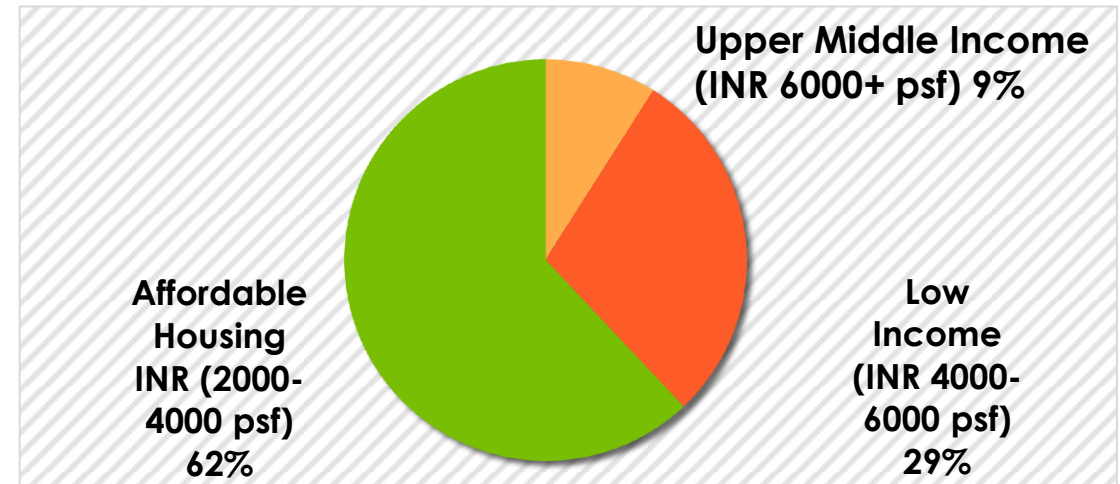
Q3FY17 - Operating Highlights

1. Sold 0.15 mn sq feet in Q3; average realization of INR 3317/- per square feet
2. 39% Jodhpur Portfolio and 61% Navi Mumbai Portfolio
3. Demonetization effect had impact on Sales during Q3. However post Budget, optimism is back and sales have picked up.

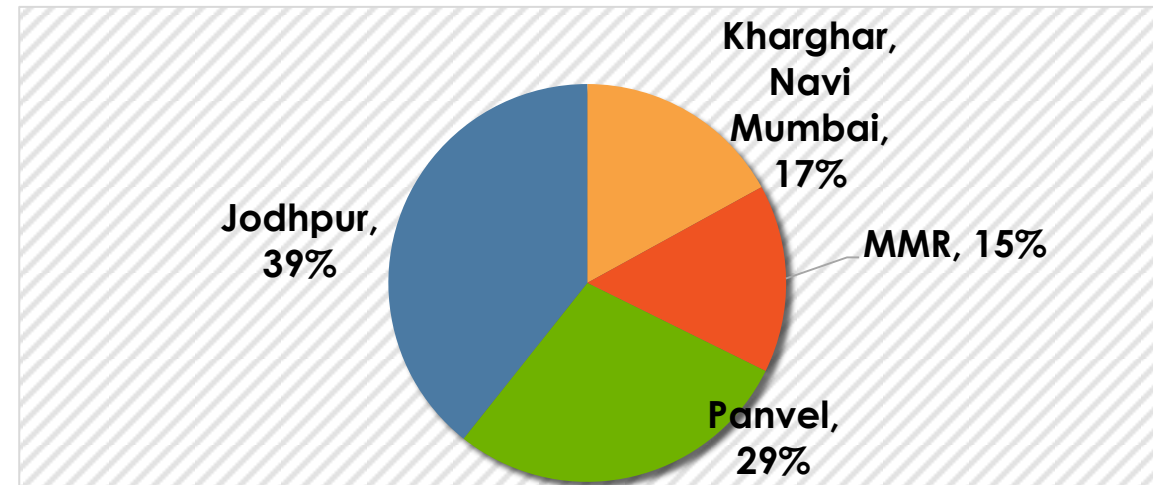
Q3FY17 - Financial Highlights

1. Revenue during Q3 decreased by 3% to INR 369.9 mn
2. EBITDA decreased by 36% to INR 98.6 mn
3. PAT decreased by 46% to INR 49.9 mn
4. 2 Projects triggered revenue recognition which impacted profits due to cost recognition.

Category Wise Project Profile



Area Wise Project Portfolio





Impact of Demonetisation (Pointers)

- Residential Luxury segment most impacted though Affordable Housing was temporarily affected as this segment transacts mostly on 100% cheque payments
- Promotion to payments through Digital Medium
- Customer's wait & watch approach
- Lower lending rates for retail borrowers

Union Budget '17 (Pointers)

- Infrastructure Status assigned to Affordable Housing Projects
- Interest subvention of 3% for home loan borrowers upto 12 Lakhs
- For affordable housing, 30 sqm and 60 sqm of 'carpet area' instead of 'built-up area' to be considered. (30 sqm within municipal limits and 60 sqm - for rest of country)
- Change in base year from 1981 to 2001 as well as reduction of time frame to 2 years for Capital Gains Calculation

Mumbai Projects: Area under development

Projects	Economic Interest	Saleable area (mn sf)	Units Sold (%)	Completion Level
Kharghar				
Arihant Aalishan	60%	0.98	41%	5%
Arihant Anshula I	60%	0.15	44%	72%
Arihant Anshula II	60%	0.30	-	40%
Arihant Anaika	60%	0.38	41%	60%
MMR				
Arihant Arshiya II	100%	0.79	48%	42%
Arihant Anmol III	60%	0.11	89%	80%
Arihant Aloki	60%	0.45	21%	50%
Arihant Amisha II	60%	0.29	-	95%
Thane				
Arihant Aarohi - II	100%	0.04	75%	85%
Panvel				
Arihant Akanksha	60%	3.1	30%	0%

Jodhpur Projects: Area under development

Projects	Economic Interest	Saleable area (mn sf)	Units Sold (%)	Completion Level
Arihant Adita IV	100%	0.134	50%	47%
Arihant Adita V	100%	0.298	50%	47%
Arihant Ashray	100%	0.04	100%	-
Arihant Aangan	100%	0.05	70%	70%
Arihant Aanchal	100%	2.09	84%	38%
Arihant Akarshan	100%	1.68	3%	-

INR Mn (except as stated)	Q3 FY17	Q3FY16	Y-O-Y Change %	Q2 FY17	Q-O-Q Change %
Revenue	369.9	382.6	-3.3%	348.3	6%
Total Expenditure	271.3	227.5	19.3%	267.3	1%
EBITDA	98.6	155.1	-36.4%	81.0	22%
EBITDA Margin (%)	26.6%	40.5%	-34.2%	23.25%	15%
Interest	29.6	8.9	232.6%	16.0	85%
Depreciation	2.6	2.6	0.0%	2.6	0%
Other Income	2.4	3.9	-38.5%	2.9	-17%
PBT	68.8	147.5	-53.4%	65.3	5%
Tax	17.5	47.3	-63.0%	22.5	-22%
PAT	51.3	100.2	-48.8%	42.8	20%
PAT Margin (%)	13.9%	26.2%	-47.0%	12.3%	13%
Minority Interest	1.4	8.1	-82.7%	5.9	-76%
Attributable PAT	49.9	92.1	-45.8%	36.9	35%
EPS	1.21	2.24	-46.0%	0.9	34%



INR Mn (Except as stated)	9M-FY17	9M-FY16	Y-o-Y Change %
Revenue	1025.7	846.3	21.2%
Total Expenditure	773.7	577.8	33.9%
EBITDA	252.0	268.5	-6.1%
EBITDA Margin (%)	24.57%	31.73%	-22.6%
Interest	60.9	28.8	111.5%
Depreciation	7.6	8.0	-5.0%
Other Income	9.2	8.9	3.4%
PBT	192.7	240.6	-19.9%
Tax	60.1	82.8	-27.4%
PAT	132.6	157.8	-16.0%
PAT Margin (%)	12.93%	18.65%	-30.7%
Minority Interest	13.7	10.5	30.5%
Attributable PAT	118.9	147.3	-19.3%
EPS	2.89	3.58	-19.3%



Company	Net Worth INR Mn	Profit After Tax (PAT) INR Mn
Arihant Superstructures Limited	1007.54	31.02
Arihant Vatika Realty Private Limited	104.87	2.43
Arihant Abode Limited	1.26	0.03
Arihant Gruhnirman Private Limited	-1.56	-0.02
Arihant Aashiyana Private Limited	44.72	1.05
Total	1156.83	34.51



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