



ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY

EARNINGS PRESENTATION

Sep 2017 (Q2-FY18)

NSE : ARIHANTSUP
BSE : 506194
BLOOMBERG : ARSU:IN

ASL believes REAL ESTATE is a retail product with a flavour of an Asset Class.

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The data is as of 30th Sep 2017.

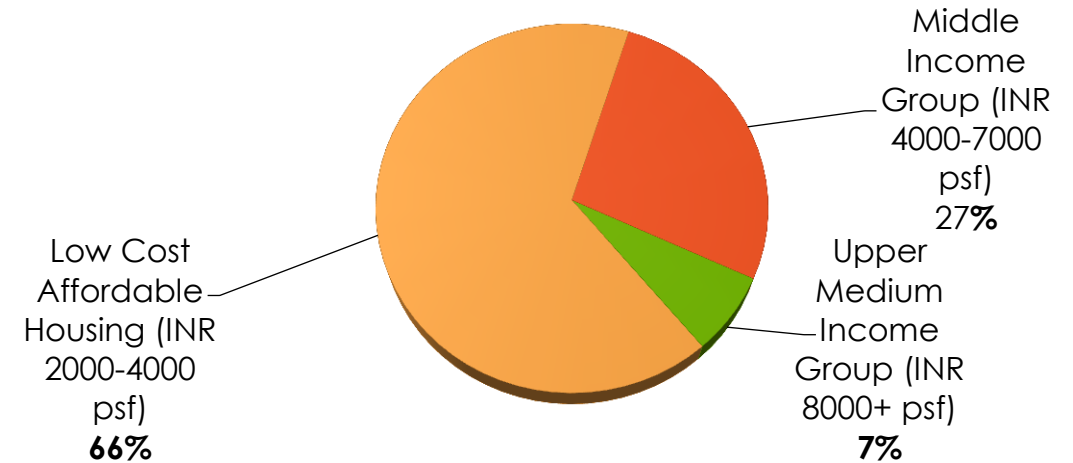
Q2FY18 - Operating Highlights

1. Achieved sales of 166 Flats in Q2FY18.
2. This quarter has been slower in terms of execution, hence the lower revenue recognition.
3. "Arihant Aanchal" triggered the Revenue recognition for the first time this Quarter.
4. Margins were impacted due to increased weightage in revenue recognition in the Quarter of low cost affordable housing project.

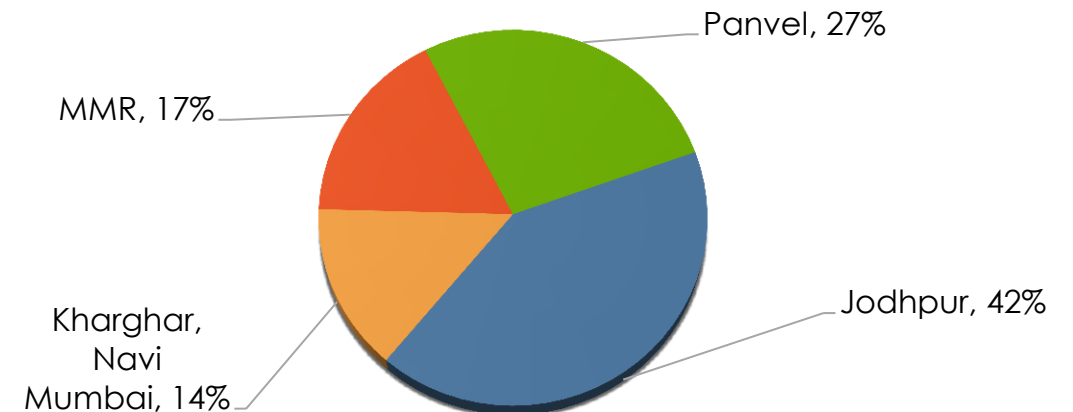
Q2FY18 - Financial Highlights

1. Revenue during Q2 increased by 28% to INR 451.19 mn
2. EBITDA increased by 8% to INR 90.71 mn
3. PAT decreased by 18% to INR 30.33 mn

Category Wise Project Profile



Area Wise Project Portfolio



| | Project | Location | Total Area with Common Area | Area Sold (SqFt) | % Area Sold | Total Units | Units Sold | % Units Sold | Project Completion % | Average Rate | Sale Value (in Mn) | Amount Received (in Mn) | Balance Sold Value Receivable (in MN) | |
|-----------------------|---------------------------|------------------|-----------------------------|------------------|-------------|-------------|------------|--------------|----------------------|--------------|--------------------|-------------------------|---------------------------------------|-------|
| Mumbai | COMPLETED PROJECTS | | | | | | | | | | | | | |
| | Arihant Arshiya - I | Khopoli | 358,718 | 262,452 | 73% | 522 | 388 | 74% | 100% | 3,002 | 788 | 704 | 84 | |
| | ONGOING PROJECTS | | | | | | | | | | | | | |
| | Arihant Aalishan - I | Kharghar | 457,525 | 162,508 | 36% | 391 | 148 | 38% | 9% | 7,766 | 1,262 | 397 | 865 | |
| | Arihant Anshula | Taloja (Nr Kharg | 509,483 | 214,947 | 42% | 504 | 238 | 47% | 54% | 4,016 | 863 | 659 | 204 | |
| | Arihant Anaika - I | Taloja (Nr Kharg | 201,289 | 138,942 | 69% | 188 | 135 | 72% | 61% | 4,031 | 560 | 448 | 112 | |
| | Arihant Arshiya - II | Khopoli | 148,052 | 89,697 | 61% | 251 | 156 | 62% | 73% | 3,073 | 276 | 208 | 67 | |
| | Arihant Arshiya - III | Khopoli | 61,530 | 7,150 | 12% | 67 | 9 | 13% | 18% | 3,468 | 25 | 3 | 22 | |
| | Arihant Anmol - III | Badlapur | 116,156 | 83,224 | 72% | 149 | 111 | 74% | 22% | 3,363 | 280 | 158 | 122 | |
| | Arihant Aloki - I | Karjat | 109,884 | 46,062 | 42% | 113 | 50 | 44% | 74% | 3,305 | 152 | 114 | 38 | |
| | Arihant Aloki - II | Karjat | 82,727 | 13,222 | 16% | 90 | 18 | 20% | 10% | 3,409 | 45 | 19 | 26 | |
| | Arihant Amisha - I | Taloja | 134,960 | 90,895 | 67% | 176 | 121 | 69% | 96% | 3,276 | 298 | 258 | 40 | |
| | Arihant Aarohi - I | Thane Shil Road | 218,645 | 167,835 | 77% | 223 | 168 | 75% | 93% | 4,843 | 813 | 757 | 56 | |
| | Total | | | 2,040,251 | 1,014,482 | 50% | 2,152 | 1,154 | 54% | | 4,508 | 4,574 | 3,022 | 1,552 |
| | FUTURE PROJECTS | | | | | | | | | | | | | |
| | Arihant Aalishan - II | Kharghar | 512,855 | - | 0% | 336 | - | 0% | 0% | - | - | - | - | |
| | Arihant Anaika - II | Taloja (Nr Kharg | 186,808 | - | 0% | 160 | - | 0% | 0% | - | - | - | - | |
| | Arihant Arshiya - IV | Khopoli | 908,342 | - | 0% | 1,608 | - | 0% | 0% | - | - | - | - | |
| | Arihant Aloki - III | Karjat | 159,446 | - | 0% | 118 | - | 0% | 0% | - | - | - | - | |
| | Arihant Amisha - II | Taloja | 283,530 | - | 0% | 377 | - | 0% | 0% | - | - | - | - | |
| Arihant Aarohi - II | Thane Shil Road | 51,990 | 7,951 | 15% | 37 | 31 | 84% | 0% | 4,760 | 38 | 7 | 31 | | |
| Arihant Aspire | Panvel | 3,126,340 | 210,575 | 7% | 2,715 | 188 | 7% | 0% | 5,421 | 1,142 | 211 | 931 | | |
| Jodhpur | COMPLETED PROJECTS | | | | | | | | | | | | | |
| | Arihant Adita - I | Jodhpur | 506,941 | 459,953 | 91% | 408 | 369 | 90% | 100% | 2,255 | 1,037 | 948 | 89 | |
| | ONGOING PROJECTS | | | | | | | | | | | | | |
| | Arihant Adita - II | Jodhpur | 181,515 | 94,460 | 52% | 164 | 85 | 52% | 93% | 2,572 | 243 | 202 | 41 | |
| | Arihant Adita - III | Jodhpur | 187,875 | 115,220 | 61% | 165 | 103 | 62% | 92% | 2,648 | 305 | 246 | 59 | |
| | Arihant Adita - IV | Jodhpur | 133,920 | 36,230 | 27% | 82 | 22 | 27% | 18% | 2,672 | 97 | 21 | 76 | |
| | Arihant Aangan | Jodhpur | 45,600 | 28,880 | 63% | 121 | 77 | 64% | 33% | 2,102 | 61 | 27 | 34 | |
| | Arihant Aanchal - I | Jodhpur | 478,800 | 348,300 | 73% | 532 | 387 | 73% | 26% | 2,123 | 739 | 269 | 470 | |
| | Arihant Ayati | Jodhpur | 210,421 | 86,354 | 41% | 81 | 31 | 38% | 86% | 3,859 | 333 | 290 | 44 | |
| | Total | | | 1,745,072 | 1,169,397 | 67% | 1,553 | 1,074 | 69% | | 2,407 | 2,815 | 2,003 | 813 |
| | FUTURE PROJECTS | | | | | | | | | | | | | |
| | Arihant Adita - V | Jodhpur | 299,070 | 10,970 | 4% | 236 | 9 | 4% | 0% | 2,250 | 25 | 1 | 24 | |
| Arihant Ashray | Jodhpur | 39,000 | 38,350 | 98% | 123 | 121 | 98% | 0% | 2,021 | 78 | 5 | 72 | | |
| Arihant Aanchal - II | Jodhpur | 226,800 | 146,700 | 65% | 252 | 163 | 65% | 0% | 2,278 | 334 | 11 | 323 | | |
| Arihant Aanchal - III | Jodhpur | 1,436,400 | - | 0% | 1,540 | - | 0% | 0% | - | - | - | - | | |
| Arihant Aakarshan | Jodhpur | 1,668,800 | - | 0% | 825 | - | 0% | 0% | - | - | - | - | | |
| GRAND TOTAL | | | 13,043,422 | 2,860,877 | 22% | 12,554 | 3,128 | 25% | | | 9,793 | 5,962 | 3,830 | |

| INR Mn (except as stated) | Q2 FY18 | Q2FY17 | Y-O-Y Change | Q1 FY18 | Q-O-Q Change |
|------------------------------|---------|--------|-----------------|---------|-----------------|
| Total Revenue | 451.19 | 351.26 | 28% | 580.91 | -22% |
| Total Expenditure | 360.48 | 267.33 | 35% | 468.02 | -23% |
| EBITDA | 90.71 | 83.93 | 8% | 112.89 | -20% |
| EBITDA Margin (%) | 20.11% | 23.89% | -378 bps | 19.43% | 3% |
| Interest | 36.53 | 16.02 | 128% | 38.28 | -5% |
| Depreciation | 3.13 | 2.57 | 22% | 3.05 | 3% |
| PBT | 51.05 | 65.34 | -22% | 71.57 | -29% |
| Tax | 18.43 | 22.53 | -18% | 22.01 | -16% |
| PAT | 32.61 | 42.81 | -24% | 49.56 | -34% |
| PAT Margin (%) | 7.23% | 12.19% | -496 bps | 8.53% | -15% |
| Minority Interest | 2.29 | 5.87 | -61% | 10.56 | -78% |
| Attributable PAT | 30.33 | 36.94 | -18% | 39.00 | -22% |
| EPS | 0.74 | 0.90 | -18% | 0.95 | -22% |
| | | | | | |



| Particulars | FY 16 | FY 17 | Y-O-Y Change |
|----------------------------------|-------------|-------------|--------------|
| Total Revenue | 1238 | 1862 | 50% |
| Total Expenses | 876 | 1219 | 39% |
| EBITDA | 362 | 643 | 78% |
| EBITDA Margin (%) | 29% | 35% | 18% |
| Depreciation | 11 | 10 | -9% |
| Interest & Finance Charges | 37 | 101 | 173% |
| PBT | 314 | 532 | 69% |
| Total Taxes | 104 | 173 | 66% |
| PAT (Before Minority) | 210 | 359 | 71% |
| Share of Minority | -20 | -32 | 60% |
| Net Profit (Attributable) | 190 | 327 | 72% |
| Net Profit Margin | 15% | 18% | 14% |
| EPS (Basic) | 4.63 | 7.94 | 71% |



| Company (INR Mn) | Net Worth | PAT |
|---------------------------------------|----------------|--------------|
| Arihant Superstructures Limited | 1181.65 | 28.73 |
| Arihant Vatika Realty Private Limited | 140.68 | 4.72 |
| Arihant Abode Limited | 1.53 | 0.16 |
| Arihant Gruhnirman Private Limited | -1.69 | -0.01 |
| Arihant Aashiyana Private Limited | 87.29 | 0.84 |
| | | |
| | 1409.45 | 34.43 |

Net Worth : As per Standalone Balance Sheet of each Company. PAT is only for FY17.



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