

# Arihant Superstruct.

18 May 2026

**Operator:** Ladies and gentlemen, good day and welcome to the Arihant Superstructures Ltd. Q4 FY26 earnings conference call. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during this conference call, please signal an operator by pressing star then zero on your touchtone phone. Please note that this call is being recorded. I now hand the conference call over to Ms. Kunjal Agarwal. Thank you and over to you.

**Management:** Thank you so much. Hello and good afternoon to everyone. On behalf of Arihant Capital Markets Limited, I thank you all for joining the Q4 FY26 earnings conference call of Arihant Superstructures Ltd. Today from the management we have Mr. Ashok Chhajer, the Chairman and Managing Director, Mr. Parth Chhajer, the Whole-Time Director, and Mr. Udit Kasera, the Chief Financial Officer of the company. Without any further delay, I will hand over the call to the management for their opening remarks. Over to you, sir.

**Management:** Thank you. Good afternoon everyone and thank you for taking time to join the Arihant Superstructures Ltd. conference call to discuss results and business updates for the fourth quarter and financial year 2026. I believe you have had the opportunity to review our financials and investor presentations which have been filed with the exchanges. I now request our CFO, Mr. Udit Kasera, to take you through the financial highlights for the quarter, after which I will share the key operational and business updates.

**Management:** Good afternoon everyone. Let me first start by briefing you on the financial highlights for the quarter under review. The consolidated operating revenue for Q4 FY26 stood at 181 crores, reflecting an increase of 18.5% year-over-year while showing a sequential growth of about 43% compared to Q3 FY26. The EBITDA stood at 30 crores, up 37% year-over-year and about 4% higher than the previous quarter. The EBITDA margin stood at 16.7% and the PAT for the quarter stood at 12 crores with a PAT margin of 6.58%.

For the financial year ended March 31, 2026, the operating revenue stood at 551 crores, representing a growth of about 10.5% year-over-year. The EBITDA was at 127 crores, an increase of 21%, and the EBITDA margin improved to 23% by roughly 200 basis points. The PAT for the company stood at 46 crores with a PAT margin of 8.35%. The net worth of the company as of March 31 stands at 450 crores. With this, I hand over the call to Mr. Parth to talk about the operational highlights.

**Management:** Thank you. Moving on to the key operational highlights for the quarter, the company achieved sales bookings of 395 units equivalent to 3.18 lakh square feet of area amounting to 313 crores in value. The average price per square foot achieved was 7,870 per square foot which, when compared to 7,461 per square foot in the same quarter last year, reflects a year-on-year increase in the average selling price by 5.5%. The average price per unit sold stood at approximately 79 lakhs. Collections for the quarter stood at 169 crores.

For the year ended March 2026, the company achieved sales bookings of 1,155 units equivalent to 12.58 lakh square feet of area amounting to 977 crores in booking value, which is an increase of 10% from the year before. The average price per square foot achieved for the entire financial year stood

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at 7,769 per square foot versus 6,082 per square foot in FY25, reflecting a year-on-year increase of 27% in the average price achieved. The average price for the unit sold stood at 84.62 lakhs for this financial year. Collections for this financial year stood at 539 crores.

A key highlight during the quarter was that we achieved OC for two towers in Arihant Aspire Phase 1, wherein we delivered 657 units which is approximately 7,37,000 square feet of area comprising both towers. With this, FY26 also became a landmark year from the standpoint of project deliveries and execution, wherein the company delivered a total of 1,721 units. This represents a substantial increase over previous years. This sharp improvement in deliveries reflects the strong execution capability the company holds, continued focus on timely completion of projects, and marks the beginning of a larger delivery cycle. Subsequent phases and additional projects are expected to enter delivery stages from FY27 onwards. In this last quarter, we also launched a new tower named Benita in Arihant Aspire at Panvel comprising 3,82,000 square feet of saleable area. This launch further strengthens our presence in the Panvel micromarket where demand continues to remain healthy, supported by improving infrastructure connectivity.

Given current global macro uncertainties and energy-related concerns, the Prime Minister has emphasized the importance of prudent consumption and efficient resource utilization. We at Arihant remain well-prepared to navigate such situations and have historically emerged stronger through challenging cycles. Fortunately for the real estate sector, the customer journey lasts much longer and we recognize revenues over multiple quarters for a specific unit sold during the initial phases of a project. This helps us navigate short-term macro disruptions more effectively while maintaining long-term business stability. In real estate, apart from location, two of the critical success factors are velocity of sales and execution capability. We believe our strong sales traction along with increasing delivery momentum demonstrates our ability to execute efficiently across various cycles.

I am glad to share that our gross development value has now increased to approximately 14,000 crores from around 12,000 crores last year, despite higher execution and deliveries in FY26. This increase has been supported by improved realizations across ongoing projects and the strong infrastructure-led transformation underway in Navi Mumbai. Navi Mumbai International Airport has now been operational for more than 6 months and is handling close to 150-plus flights daily. We are witnessing a gradual shift of corporates and their ecosystems towards Navi Mumbai, which is positively impacting residential demand across several key micromarkets where we have a strong presence.

On the premium housing side, World Villas continues to remain a strategically important project for us. The integrated development comprising villas, a hotel, and a gymkhana is expected to create long-term annuity income streams for the company in the coming years. As of March 2026, the unsold inventory stood at 71 units which has a book value of 14 crores, reflecting healthy absorption across our portfolio. Going ahead, we remain confident that Navi Mumbai is entering a long-term structural growth cycle supported by large infrastructure development, improving connectivity, and rising economic activity. With our diversified portfolio, strong land bank, and disciplined execution capabilities, we believe we are well-positioned to benefit from these opportunities and create sustainable long-term value for all stakeholders. With this, I now open the floor for questions and answers. Thank you.

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**Operator:** Thank you. We will now begin the question and answer session. The first question comes from the line of Anisha Agarwal, an individual investor. Please go ahead.

**Anisha Agarwal – Individual Investor:** Thank you for the opportunity. I have a few questions. Between Q3 and Q4 FY26, the total saleable area of World Villas Phase 1 alone jumped from 4.14 lakh square feet to 10 lakh square feet, which is a quite a large increase. Meanwhile, units only moved from 176 to 180. Similarly, the Town Villas saleable area nearly doubled from 30 lakhs to 58 lakhs. The Q3 highlights mentioned signing a 3.5-acre joint venture at Chowk Navi Mumbai, taking the township to 96.5 acres. Is this entire area increase attributable to that single 3.5-acre area addition? If so, the per-acre FSI implied seems extraordinarily high. Can management reconcile this number and confirm whether there was any additional regulatory approval or plan revision?

**Management:** To make it easier to understand for our investors and shareholders, we converted the RERA carpet area which was existing in the World Villa and Town Villa project to saleable area. This ensures the parameters for judging costs and sales for any project can be compared more comfortably and easily. This is why the increment in area is being witnessed. Apart from that, there is obviously some design change in the villas. Some increase in the carpet areas for various villas has happened, which has also led to the increase in area, but the majority of the increment is due to the conversion from carpet area to saleable area. This makes it easy for an investor to monitor and compare costs with other ongoing projects on the same basis.

**Anisha Agarwal – Individual Investor:** Okay, sir. Are you considering any equity raising for World Villa capex of 3.5 billion, or will this be entirely debt-funded?

**Management:** This is majorly going to happen through internal accruals from the project and debt. We are not considering any specific equity raise for the World Villa project.

**Anisha Agarwal – Individual Investor:** Due to rupee weakness and supply chain disruptions, what percentage of your construction material costs are import-linked and have you hedged against currency depreciation?

**Management:** Obviously, the geopolitical situation right now is not great and is impacting costs and the manufacturing sector in a big way. We see that costs could change anywhere between 3–5% for a company like ours in the long term. We will have to wait and watch how much exactly the increment is, but as of the current commodity prices, they have increased from what they were 3 months ago.

**Anisha Agarwal – Individual Investor:** With recent speeches, do you see any risk of demand softening among NRI buyers who are a key segment for premium projects like World Villa?

**Management:** We have seen increments in inquiries for premium projects across our portfolio from NRI buyers. There has been an increase and there have been some conversions as well. Interest levels have gone up for the NRI buyer segment over the last 2.5 months.

**Anisha Agarwal – Individual Investor:** So there is no risk after the appeal to reduce consumption?

**Management:** That is an appeal to the entire public at large in the country. However, business cannot stop. There is a higher cost which we will have to bear to the tune of 3–5% compared to

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what we expected, and we will be able to recover that by increasing the selling price for the balance units. There is no risk to the company as such.

**Operator:** Thank you. The next question comes from the line of Rajkumar, an individual investor. Please go ahead.

**Rajkumar – Individual Investor:** Thank you for the opportunity. Last quarter you mentioned improvement in footfall for World Villa, but this quarter only four villas were sold. Is there any risk or what is the broader demand scenario?

**Management:** The improvement in villa walk-ins has been encouraging for us, but sometimes decisions do not happen immediately. People take more time in a segment like this to decide and finalize. The turnaround time for any transaction is anywhere between 75–120 days in such a product. This will reflect in the coming quarters.

**Rajkumar – Individual Investor:** What are the expectations for the next quarter regarding profitability?

**Management:** I will not be able to highlight project-level expectations. It is not possible to give you an exact count on what we can expect, but we are looking at doing good numbers in this financial year. The project is progressing well; we are constructing around 112 odd villas as of now. The development will obviously add to the value of the units and I think we will be able to realize a lot more in this financial year.

**Rajkumar – Individual Investor:** Can you give a margin break for the premium, mid-income, and affordable segments?

**Management:** As a company, whenever we look at taking on a project, we expect an EBITDA margin of 33% across all segments and PAT margins to the tune of 24%. Some projects will obviously give us more margins, like World Villa and Town Villa, where our land cost is much lower. That will give us better margins to the tune of EBITDA margins being at 45–47% in those two projects. This is specifically because of the lower land cost and the early mover advantage the company took over the last 2.5 to 3 years. This was timed very well because the MTHL, Atal Setu, and the airport have been inaugurated in the last 1 to 1.5 years. We have that advantage and it will reflect in the company's balance sheet over the next 4 to 5 years.

**Operator:** Thank you. The next question comes from the line of Aditya Banerji, an individual investor. Please go ahead.

**Aditya Banerji – Individual Investor:** The PAT declined 15.9% year-over-year despite revenue growing 10.5%. Interest cost jumped 65% to 67.7 crores. What is the plan to deleverage, and when do you expect the net debt-to-equity to improve from the current 1.81 times?

**Management:** We have debt across multiple projects. Debt is required at the initial stage of a project and as the project advances, the debt gets repaid. Right now, apart from construction finance loans for the residential business, we are also developing annuity assets which will require debt, and some of that will be at a long-term stage going forward. Our goal is to reduce the debt which stands at approximately 451 crores today—specifically 453 crores of secured debt. We plan

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to reduce that in some ongoing projects, but it will add on in the annuity asset projects. It could increase by another 50 crores from here on.

To give you an example, our Arihant Aspire loan from Tata Capital had an outstanding amount of around 82 crores at the end of September, and at the end of March we are at 40 crores. In this ongoing financial year, FY27, we will be repaying the entire debt. As the project advanced toward a nearing completion stage, we were able to repay the debt through sales and internal accruals. A similar case will happen in other ongoing projects like Arihant Adrika at Vashi and World Villas. Those debts will also be paid off as the projects advance.

**Aditya Banerji – Individual Investor:** The operating cash flow has been negative for four consecutive years. At what point does the company expect to turn free cash flow positive?

**Management:** From next financial year onwards, we should turn free cash flow positive. Over the last 2 or 3 years, we raised money to finish our projects in time, which is reflected in the deliveries we have done in FY26. This will continue and increase in FY27 as well. I think in 2 years we will be cash flow positive from now on.

**Aditya Banerji – Individual Investor:** Units sold fell 26% year-over-year even as pre-sales value grew. This suggests a significant shift toward higher-ticket products. Is this intentional and how does it affect your affordable housing position?

**Management:** We have all segments available, but last year we saw better performance from the mid-income and luxury housing segments. Things are changing, yet affordable housing is still contributing at large with respect to the number of transactions. However, the company's focus is now also increasing in the mid-income and luxury housing segments. We are quite happy with the change and we expect to continue this momentum going forward.

**Aditya Banerji – Individual Investor:** You delivered 1,721 units in FY26, which is five times year-over-year. Could you give some guidance on delivery volumes for FY27 and FY28 by project?

**Management:** Project-wise is difficult, but we are expecting a large number this financial year as well with respect to deliveries. It will go upwards of 1,000 units very easily. Some of the projects lined up include Arihant Alishan at Kharghar Phase 2, Arihant Aspire Delta Tower, and Arihant Adrika at Vashi. These will contribute significantly to the deliveries for the ongoing FY27. We will also be expecting project deliveries for Arihant Anika 5 and Arihant Aradhya. All in all, it looks very positive with respect to the lineup of completions. The ready stock nearing possession will see great movement and that will give good cash flows to the company.

**Aditya Banerji – Individual Investor:** With gross debt at 873 crores and unsecured loans of 361 crores, what is the cost differential between secured and unsecured borrowings, and what is the repayment schedule for unsecured debt?

**Management:** The unsecured debt has a blended average interest rate of 13–13.5%, and secured debt is averaged at around 12.5%. **The blended cost to the company is around 12.75% for the cost of debt.** Regarding repayment, the unsecured loan is from the promoters and is payable when able. As projects near completion, we should be able to repay those loans, but the priority goes to the

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secured loan lenders.

**Operator:** Thank you. The next question comes from the line of Vishal B, an individual investor. Please go ahead.

**Vishal B – Individual Investor:** Units sold have declined from 1,500 to around 1,155 and area sold has fallen from 14.61 to 12.58 lakh square feet, yet the value of sales increased from 887 to 977 crores. What was the average realization in the quarter and for the entire year, and what trends do you see?

**Management:** Last year the average realization per square foot stood at 6,082, and for this financial year it stood at 7,769 per square foot. We have seen a 27% increase in the average realization, which is majorly due to more sales coming from the premium and mid-income category of products.

**Vishal B – Individual Investor:** What is the target for FY27 pre-sales?

**Management:** We expect to grow at a 25–30% CAGR.

**Operator:** Thank you. The next question comes from the line of Roshni, an individual investor. Please go ahead.

**Roshni – Individual Investor:** My question is regarding World Villa. Phase 1 is only 23% complete with 55 units booked out of 180. What is the sales velocity target and completion timeline?

**Management:** This financial year we expect sales of around 65–70 more units. The completion timeline for the entire project looks like it will go to 2030. For Phase 1, the completion target is October 2027.

**Roshni – Individual Investor:** The 5-star hotel in Panvel and the 4-star in Khopoli represent new business models. What is the expected capex timeline and when do you anticipate first revenue?

**Management:** For the hotel we are developing at Panvel Chowk inside the World Villa project, we should finalize our brand by this first quarter and work has already started. We have completed the excavation and expect to start triggering the first revenues three to 3.5 years from now. The new hotel at Khopoli was finalized very recently and is in the approval stage. That will involve an investment of around 60 crores in total. Since it is a smaller-scale development, that will also take about 3 years from now.

**Roshni – Individual Investor:** The GDV has grown to 14,000 crores. Can you break down how much came from price appreciation versus new project additions?

**Management:** Last year, new land was purchased only for the Town Villa project. At the end of March 2025, we were at around 78 acres and we added another 20 odd acres in this financial year. The major increase in GDV from 12,500 to 14,000 crores has come from across all projects. Due to the airport and infrastructure development, we have projected better prices and are already realizing higher prices compared to what was projected a year ago.

**Roshni – Individual Investor:** Could you discuss the project pipeline for FY27?

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**Management:** A lot of ongoing projects are underway. New launches are expected in Arihant Aspire, where we should open one more tower, as well as Arihant Avantika at Shilphata. By Q4, we should expect Town Villas to launch as well. These are three new projects we expect to start this financial year.

**Operator:** Thank you. The next question comes from the line of Amish Kanani with Knownwise Investment Managers. Please go ahead.

**Amish Kanani – Knownwise Investment Managers:** Congratulations on a good Q4. There was a low margin in Q4 despite growth; the EBITDA margin came down to 16.7%. Was there anything specific affecting the margin in Q4? Given the improving premium mix, should we assume annual margins will improve from here?

**Management:** In Q4, we started recognition for the World Villa project. The margin decline was due to interest costs and the fact that when a project is recognized for the first time, all pre-operating expenses are recognized with it. A heavy load of marketing expenses that we had incurred also participated in the costs for this quarter. Going forward, we expect margins will improve because that old backlog of pre-operating and marketing expenses has already hit the P&L. New sales and construction progress will help us realize higher margins. While PAT margins reduced due to higher interest costs, we expect EBITDA margins to increase to the 25–27% range in FY27 as new projects contribute significantly.

**Amish Kanani – Knownwise Investment Managers:** Our pre-sales have reached the 1,000 crore mark and collections are stable at 540 crores, but revenue is stuck in the 500–550 crore range. When can we expect revenue to jump to the 1,000 crore level based on execution?

**Management:** We follow the percentage completion method, recognizing revenues proportionately as projects progress. As I mentioned, we expect many deliveries this year from multiple projects lined up for possession. Projects like Arihant Alishan at Kharghar, Arihant Aspire at Panvel, and Arihant Adrika at Vashi will contribute significantly. Because of this, we expect to move from the 500–5 components to a top line of around 700-plus crores this year.

**Amish Kanani – Knownwise Investment Managers:** Regarding World Villa, Phase 1 hasn't picked up as much as expected given the airport traction. Will you launch Phase 2 only after more traction in Phase 1?

**Management:** While focusing on velocity, we are very conscious of earning the right margin. We do not want to just lower prices for the sake of velocity. Our focus is to make this project a standout, and with respect to design, nothing competes with it in the vicinity. We want to earn a good amount of money from this project. We have increased the selling price since launch, which is why velocity slowed recently, but customers now understand they have to pay for this level of property. We will see the reflection of that in this financial year.

**Amish Kanani – Knownwise Investment Managers:** What level of price increases have you taken for the villas?

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**Management:** Price increases for World Villas have been almost 1 crore plus at realization levels from where we started. Since we have multiple configurations and options like elevators, pools, or custom finishes, the pricing varies. But overall, we increased the price by 1 crore from the launch period. Across the sector, prices have increased due to infrastructure development in this part of the city. We are bound to increase prices for the balance inventory in all projects because we cannot lose on margins. Demand remains strong across multiple housing segments and there is enough population healthy enough to help the company and the economy pass through this phase.

**Amish Kanani – Knownwise Investment Managers:** Regarding capex for World Villa, including the hotel and gymkhana, what is the target for this year?

**Management:** Debt will be taken for the gymkhana and hotel development. In this financial year, we should do a capex of around 75 crores for those two assets. Simultaneously, debt is being repaid in projects nearing completion like Arihant Adrika and Arihant Aspire. Overall, debt could increase by another 50 crores. We intend to spend around 400-plus crores in total construction capex across all projects this financial year.

**Operator:** Thank you. The next question comes from the line of Raj Shah, an individual investor. Please go ahead.

**Raj Shah – Individual Investor:** What is the GDV of the recent phase of Arihant Aspire and how much of the booking has been completed?

**Management:** We launched Phase 4, which is the Venice tower. That is 3,82,000 square feet of total developable area. The capex for that particular tower will be around 190 crores.

**Raj Shah – Individual Investor:** Are you witnessing any changes in customer behavior due to geopolitical uncertainties or delays in bookings? How are you managing rising construction costs?

**Management:** We are not seeing any stoppage in decisions. Some customers may require more time, but transactions are continuing at similar levels as before. Regarding construction costs, units already sold will remain at those prices, but we will recover the incremental construction costs from the sale of balance units. It is nothing to worry about. We are doing very well in projects that have either seen deliveries or are nearing delivery. Things are moving very well, and while people must be patient, there could be positive surprises in the Indian economy.

**Operator:** Thank you. The next question from the line of Tanya Arora, an individual investor. Please go ahead.

**Tanya Arora – Individual Investor:** What is the status of finalizing the 5-star hotel under the World Villa project and have we identified a brand?

**Management:** We are in the final stages. By the end of this quarter, we should be able to announce the name we have finalized.

**Tanya Arora – Individual Investor:** Could you give an update on Gymkhana memberships and pricing?

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**Management:** We have done 800-plus memberships. I will have my sales team get back to you on pricing, as we should not mix those sales details with the financial developments being discussed here.

**Operator:** Thank you. There are no further questions. I would like to hand the conference over to management for closing remarks.

**Management:** Thank you everyone for joining today's earnings call. We hope we were able to address all your queries. If you have further questions or need additional information, please reach out to our Investor Relations team at Valorem Advisors or connect with our finance team. We also thank Arihant Capital for hosting this call for us. Thank you very much.

**Operator:** Thank you. On behalf of Arihant Superstructures Ltd., that concludes this conference. Thank you for joining us and you may now disconnect your lines.

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