



ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY

Earnings Presentation Q3FY20

Feb 2020

NSE : ARIHANTSUP
BSE : 506194
BLOOMBERG : ARSU:IN

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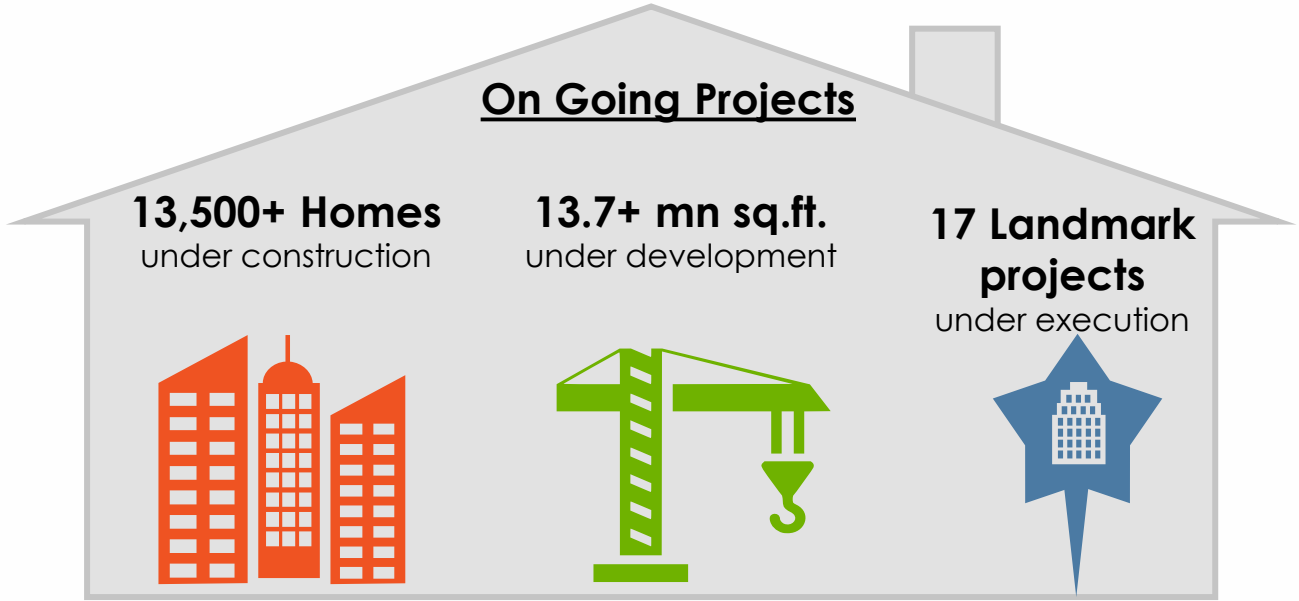
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The data is as of 31st Dec , 2019

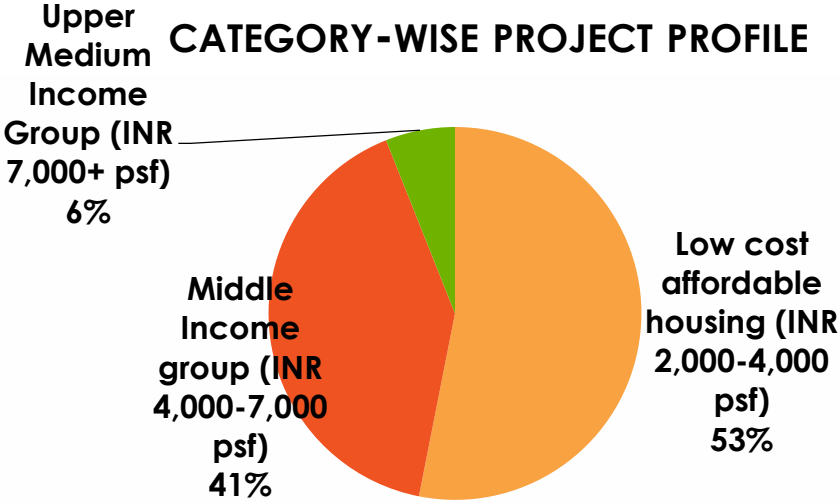
Company Profile

- 1. A leading real estate company focused on Affordable Luxury Segment
- 2. Strong execution track record of project completion
- 3. Strong brand recognition in high growth markets of Navi Mumbai – MMR and Jodhpur
- 4. Fully paid up land bank for projects to be executed in the next ten years

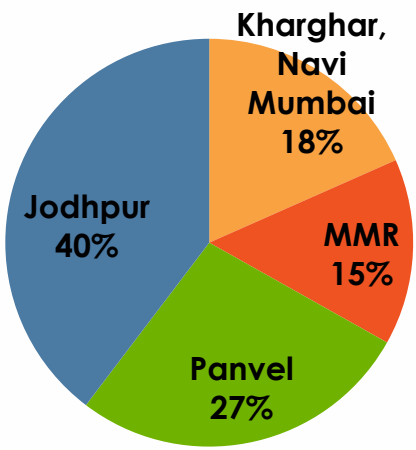
On Going Projects



CATEGORY-WISE PROJECT PROFILE



AREA WISE PROJECT PORTFOLIO



Consolidated Financial Highlights for Q3FY20 Vs. Q3FY19

1. Revenue for Q3FY20 is INR 641.55 Mn. vis-à-vis INR 794.11 Mn. for Q3FY19
2. EBITDA for Q3FY20 is INR 138.79 Mn. vis-à-vis INR 176.05 Mn. Q3FY19
3. PBT for Q3FY20 INR 62.06 Mn. vis-à-vis INR 84.56 Mn. for Q3FY19
4. PAT for Q3FY20 INR 41.03 Mn. vis-à-vis INR 71.39 Mn. for Q3FY19

Consolidated Financial Highlights for Q3FY20 Vs. Q2FY20

1. Revenue for Q3FY20 is INR 641.55 Mn. vis-à-vis INR 531.75 Mn. for Q2FY20
2. EBITDA for Q3FY20 INR 138.79 Mn. vis-à-vis INR 73.30 Mn. for Q2FY20
3. PBT for Q3FY20 INR 62.06 Mn. vis-à-vis INR (12.87) Mn. for Q2FY20
4. PAT for Q3FY20 INR 41.03 Mn. vis-à-vis INR (14.82) Mn. for Q2FY20

Performance Highlights Q3FY20

Sales Highlights

Region	Units	Sale Value (INR) Mn	Area Sold (Sq Ft)
Navi Mumbai - MMR	235	800.10	174,802
Jodhpur	32	93.21	35,655
Total	267	893.31	2,10,457

4 Anaika Launched in Nov, 2019

www.asl.net.in

MAHARERA NO.: P52000022982

ARIHANT
4 ANAIKA
GOLDEN HIT SEQUEL
TALOJA - NEAR METRO STATION

1 BHK **28.28** LAKHS+*
HALF THE RATE OF KHARGHAR

CHILDREN'S PLAY AREA

SWIMMING POOL

GYMNASIUM

PROJECT HIGHLIGHTS
• 1 & 2 BHK Residences • Stilt + 8 storey • Big size Clubhouse



122 flats sold in 7 days



Aloki – OC Received (A1, A4, B1)



Arshiya – OC Received (C1, C2 & D1)



Project Design



Project	Arihant Anaika	Saleable area in sqft	0.4 mn
Location	Taloja Near Kharghar	Phases	two
Project Type	Stilt + 4 storied 1, 2 & 3 BHK apartments 455 Units, 17 Bldgs		

Current Status

Phase 2,G block



Phase 2, H block



Phase 2, I wing



Project Design

Project	Arihant Clan Aalishan	Saleable area in sqft	1.27 mn
Location	Kharghar Annex	Phases	two
Project Type	Big-sized studio, 2, 3 & 4 BHK residences, 955 units 53 Storeyed towers with Persian Architecture	3 Magnificent towers - Zeenat, Baraz & Kaveh	

Baraz1
29th
Slab



Current Status
Kaveh 37th Slab





Project	Arihant Aspire	Saleable area in sqft	3.12 mn
Location	Panvel	Phases	two
Project Type	Stilt +Parking +42 storied, Studio/ 2 BHK 2715 units, 8 buildings		





Project	Arihant 4 Anaika	Saleable area in sqft	0.16 mn
Project Type	Stilt + 8 storied 1 & 2 BHK apartments 258 Units, Bldgs	Location	Taloja II Near Kharghar

Project Design



Current Status

Benicia 4-7



Della 1-5



Project	Arihant Anchal	Saleable area in sqft	2.1 mn
Location	Jodhpur	Phases	five
Project Type	G+7, 2324 Units		

Consolidated Income Statement

Amount in INR Mn except as stated

Particulars	Q3FY20	Q3FY19	Q2FY20
Total Revenue	641.55	794.11	531.75
Total Operating Expenses	502.76	618.06	458.47
EBITDA	138.79	176.05	73.28
EBITDA Margin (%)	21.63	22.17	13.78
Interest	71.84	86.53	81.21
Depreciation	4.89	4.96	4.94
PBT	62.06	84.56	-12.89
Tax	21.03	13.17	1.95
PAT	41.03	71.39	-14.84
PAT Margin (%)	6.40	8.99	-2.79
Minority Interest	23.78	15.83	4.09
Attributable PAT	17.25	55.56	-18.94

Consolidated FY19 Income Statement

INR Mn (except as stated)	FY19	FY18	Y-O-Y Change
Total Revenue	2422.09	1892.52	28%
Total Expenditure	1852.61	1507.61	23%
EBITDA	569.48	384.91	48%
EBITDA Margin (%)	23.51	20.34	3.17
Interest	323.65	150.10	116%
Depreciation	18.60	13.36	39%
PBT	227.23	221.45	3%
Tax	43.96	74.96	-41%
PAT	183.27	146.49	25%
PAT Margin (%)	7.57	7.74	-0.17
Minority Interest	46.71	20.83	124%
Attributable PAT	136.56	125.66	9%

Project Status – MUMBAI

	Project	Location	Total Area with Common Area	Area Sold (SqFt)	% Area Sold	Total Units	Units Sold	Units Unsold	% Units Sold	Project Completion %	Average Rate	Estimated Value of Unsold Area (in Mn)	ATS* Value (in Mn)	Amount Received (in Mn)	Bal ATS Receivable (in MN)
MUMBAI - MMR	COMPLETED PROJECTS														
	Arihant Arshiya - I	Khopoli	358,718	286,999	80%	522	423	99	81%	100%	3,082	233	885	826	58
	Arihant Arshiya - II	Khopoli	145,226	109,299	75%	251	186	65	74%	100%	3,164	119	346	308	38
	Arihant Aarohi - I	Thane Shil Road	211,602	210,511	99%	223	222	1	100%	100%	4,978	5	1,048	1,009	39
	Arihant Anshula	Taloja (Nr Kharghar)	513,110	362,350	71%	510	375	135	74%	100%	4,087	618	1,481	1,412	69
	Arihant Amisha - I	Taloja	134,960	125,860	93%	176	166	10	94%	100%	3,411	32	429	409	20
	Arihant Anaika - I	Taloja (Nr Kharghar)	201,289	189,359	94%	188	179	9	95%	100%	4,121	49	780	710	70
	Arihant Alok - I	Karjat	109,884	70,725	64%	113	73	40	65%	100%	3,327	129	235	189	46
	ONGOING PROJECTS														
	Arihant Anaika - II	Taloja (Nr Kharghar)	201,016	197,736	98%	267	264	3	99%	70%	4,095	13	810	690	119
	Arihant Arshiya - III	Khopoli	62,520	36,370	58%	68	40	28	59%	87%	3,256	92	118	74	44
	Arihant Anmol - III	Badlapur	193,861	148,272	76%	238	187	51	79%	78%	3,359	155	498	418	80
	Arihant Amber	Taloja (Nr Kharghar)	47,124	38,508	82%	71	58	13	82%	22%	4,031	35	155	86	69
	Arihant Aarohi - II	Thane Shil Road	53,751	13,087	24%	38	10	28	26%	13%	4,812	196	63	9	54
	Arihant 4Anaika	Taloja (Nr Kharghar)	165,662	104,998	63%	258	159	99	62%	0%	4,720	286	496	38	457
	Arihant Aspire - I	Panvel	1,245,783	322,933	26%	1,083	305	778	28%	20%	5,531	6,460	1,786	614	1,172
	ONGOING PROJECTS - JV														
	Arihant Aalishan - I	Kharghar	458,608	230,586	50%	389	200	189	51%	25%	7,866	1,893	1,814	828	986
	Arihant Alok - II	Karjat	32,041	18,514	58%	45	26	19	58%	29%	3,350	45	62	24	38
	Subtotal MUMBAI		4,135,155	2,466,107		4,440	2,873	1,567			4,463	10,360	11,006	7,645	3,361
	FUTURE PROJECTS														
	Arihant Arshiya - IV	Khopoli	908,342	-	-	-	-	-	-	-	-	-	-	-	-
	Arihant Aspire - II	Panvel	1,177,812	-	-	-	-	-	-	-	-	-	-	-	-
	Arihant Aspire - III	Panvel	729,274	-	-	-	-	-	-	-	-	-	-	-	-
	Arihant Amisha - II	Taloja	266,000	-	-	-	-	-	-	-	-	-	-	-	-
	Arihant Anamika	Vashi	360,464	-	-	-	-	-	-	-	-	-	-	-	-
	Arihant Alok - III	Karjat	119,471	-	-	-	-	-	-	-	-	-	-	-	-
	FUTURE PROJECTS - JV/DM														
	Arihant Aalishan - II	Kharghar	512,855	-	-	-	-	-	-	-	-	-	-	-	-
	Arihant Alok - (Remaining Phase)	Karjat	136,337	-	-	-	-	-	-	-	-	-	-	-	-
	Grand Total MUMBAI		8,345,710	2,466,107	0	4,440	2,873	1,567	0	0	4,463	10,360	11,006	7,645	3,361

Project Status - JODHPUR

	Project	Location	Total Area with Common Area	Area Sold (SqFt)	% Area Sold	Total Units	Units Sold	Units Unsold	% Units Sold	Project Completion %	Average Rate	Estimated Value of Unsold Area	ATS* Value (in Mn)	Amount Received (in Mn)	Bal ATS Receivable (in MN)
	COMPLETED PROJECTS														
	Arihant Adita - I	Jodhpur	506,941	487,023	96%	408	389	19	95%	100%	2,338	60	1,138	1,091	47
	Arihant Adita - II	Jodhpur	180,330	132,580	74%	164	121	43	74%	100%	2,691	143	357	327	30
	Arihant Adita - III	Jodhpur	187,875	166,310	89%	165	146	19	88%	100%	2,734	65	455	422	33
	Arihant Ayati	Jodhpur	211,168	123,149	58%	80	45	35	56%	100%	4,134	370	509	464	45
	ONGOING PROJECTS														
	Arihant Adita - IV	Jodhpur	144,975	38,395	26%	82	23	59	28%	32%	2,644	320	101	23	79
	Arihant Aangan	Jodhpur	45,600	42,678	94%	120	83	37	69%	76%	1,645	6	70	62	8
	Arihant Aanchal - I	Jodhpur	478,800	334,800	70%	532	372	160	70%	47%	2,176	374	729	516	212
	Subtotal JODHPUR		1,755,689	1,324,935		1,551	1,179	372	76%		2,536	1,338	3,360	2,905	454
	FUTURE PROJECTS														
	Arihant Adita - V	Jodhpur	299,070	10,970	4%	236	9	227	4%	0%	2,250	720	25	1	24
	Arihant Ashray	Jodhpur	39,000	-	0%	123	-	123	0%	0%	-	-	-	-	-
	Arihant Aanchal - II	Jodhpur	226,800	21,600	10%	252	24	228	10%	2%	2,300	534	50	7	43
	Arihant Aanchal - III	Jodhpur	1,436,400	-	0%	1,540	-	1,540	0%	0%	-	-	-	-	-
	Arihant Aakarshan	Jodhpur	1,668,800	-	0%	825	-	825	0%	0%	-	-	-	-	-
	GRAND TOTAL JODHPUR		5,425,759	1,357,505	0	4,527	1,212	3,315	1	0	7,086	2,592	3,434	2,913	521
	GRAND TOTAL MUMBAI + JODHPUR		13,771,469	3,823,612		6,479	4,085	1,939				12,952	14,440	10,558	3,882

*ATS = Agreement to Sale

Net Worth & PAT for the Quarter ended 31st Dec, 2019

Company (INR Mn)	Net Worth	PAT
Arihant Superstructures Limited	1122.07	6.75
Arihant Vatika Realty Private Limited	317.81	58.20
Arihant Abode Limited	(30.98)	(23.59)
Arihant Gruhnirman Private Limited	(1.84)	(0.02)
Arihant Aashiyana Private Limited	143.19	1.26
	1550.25	42.60

Figures per Standalone Balance Sheet of each Company

Entity	Holding	Entity Debt (INR mn)	Liability of ASL (INR mn)*
ASL	100%	972	972
Vatika	60%	98	55
Aashiyana	60%	723	431
Abode	60%	2070	1235
Gruhnirman	60%	140	16
		4004	2708

* After netting off Intercompany Loan

- The company accounts for & have adopted the method of liabilities V/s Shareholding percentage. The debt on holding company is 100% liability of ASL. The debt on subsidiary company is worked out to the extent of ASL share holding of 60%.
- Effective Debt-to-Equity ratio: 2.22

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