ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY

Date: 27th February, 2017

To
Corporate Relationship Department,
BSE Ltd.
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai - 400 001

Scrip Code: 506194 (Arihant Superstructures Limited)

Subject: Reference to the Corporate IR presentation February, 2017

Dear Sir,

This is in furtherance to the Investor Presentation details submitted to BSE on 23rd February, 2017. In furtherance to the same, please find attached a copy of the updated Investor Presentation for your records.

You are requested to inform the Stakeholders at the earliest.

Regards

For, ARIHANT SUPERSTRUCTURES LIMITED

MANISH MEHTA
CHIEF FINANCIAL OFFICER

ARIHANT
SUPERSTRUCTURES LTD.
CONTINUING STABILITY

ASL INVESTOR PRESENTATION

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“Arihant” – The Institution

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Arihant Focus

Navi Mumbai

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Jodhpur

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Regulatory Update

Impact of Demonetisation (Pointers)

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Union Budget '17 (Pointers)

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Arihant Superstructures Ltd (ASL): At A Glance

Company Profile

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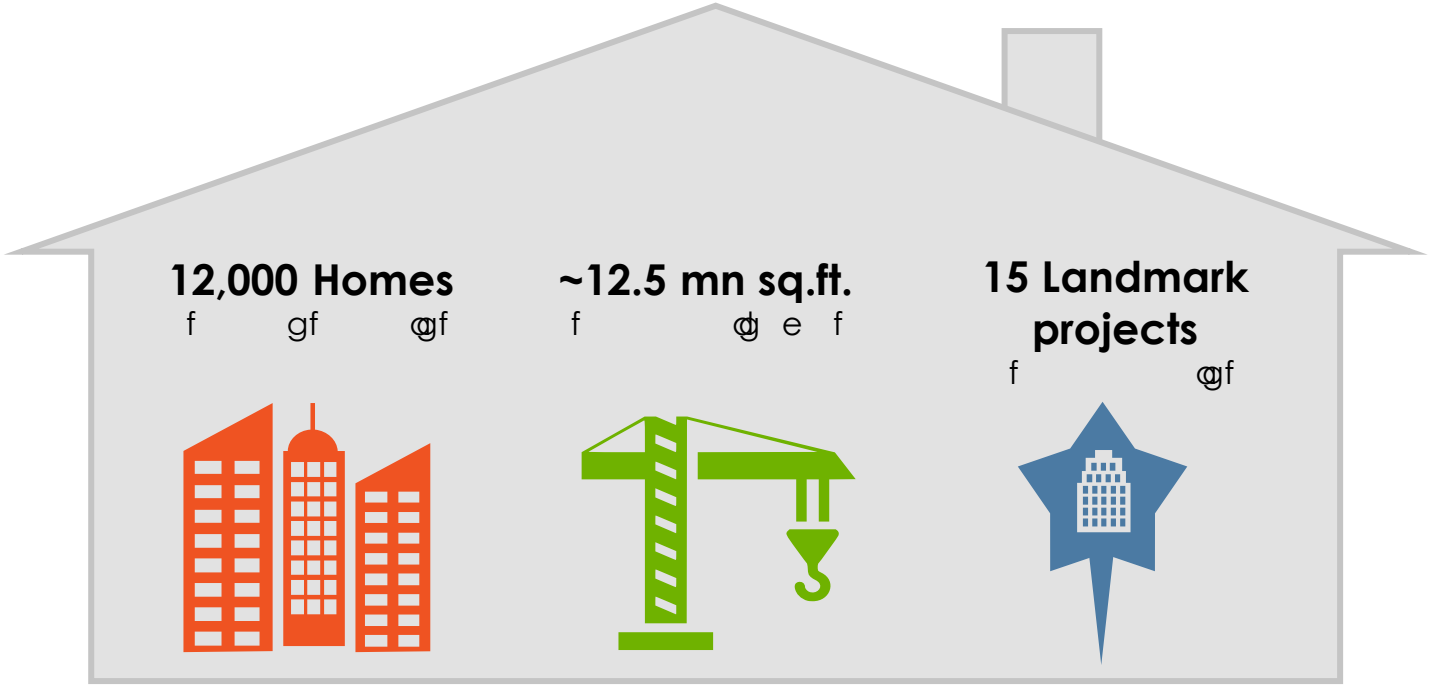

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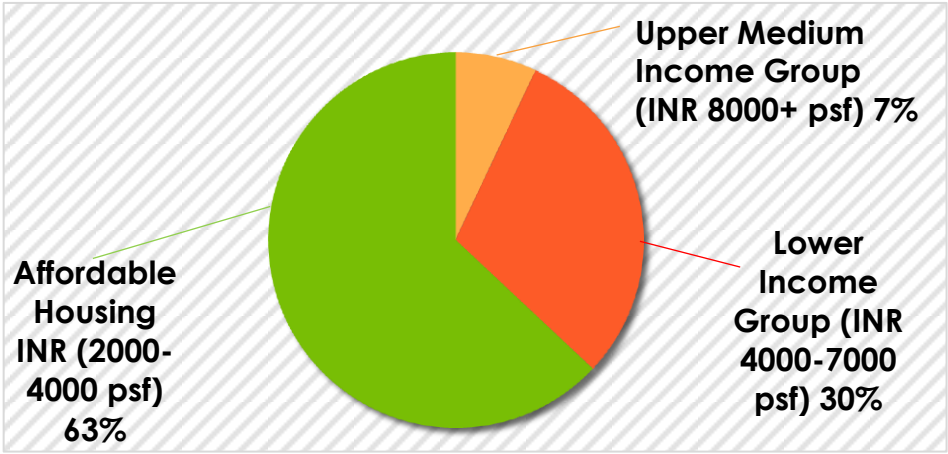
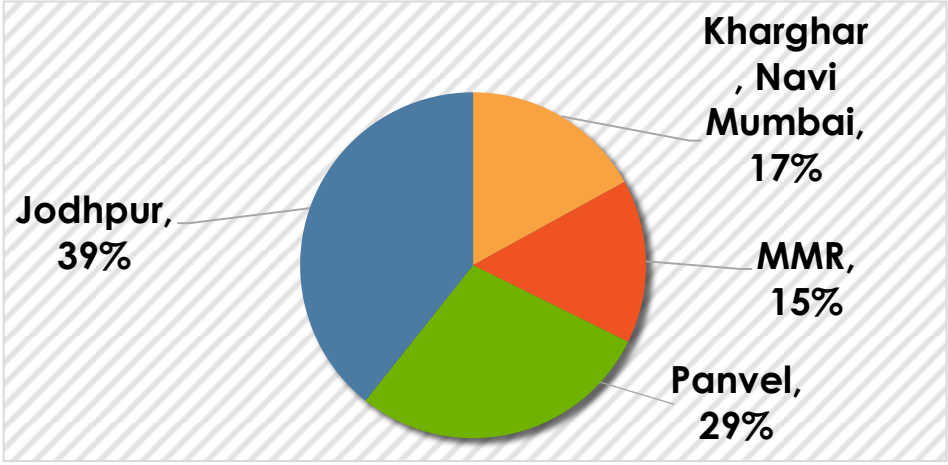
Category Wise Project Profile



Area Wise Project Portfolio



Key Investment Highlights

Strategically Well-positioned In High Growth Markets

- Navi Mumbai – Top 3 hot real estate destinations*
- Jodhpur – strong migrant inflow from around western Rajasthan

Significant Monetization Yet To Come

- At an inflexion point; strong cash flows from FY18 onwards

Large Land Bank Acquired At Low Cost

- Average purchase price of Rs. 250/sq ft

Project Funding Secured

- INR 120 crore secured loans
- Bank loan at 13% P.A

Strong Focus On Corporate Governance

- Industry leading disclosure standards

Superior Growth Profile

- 12.5 mn sq feet under development – spread between MMR and Jodhpur
- Projects showing good traction - 110% increase in sales

Source: CII – JLL; media articles

Strong Project Pipeline

c.2.5 mn Sq Feet Delivered

c.12.5 mn sq.ft. Saleable

- c.0.4mn sq feet nearly ready
- c.3.6 mn sq feet under construction
- c.7.5 mn sq feet construction yet to start
- c.1 mn sq feet Projects Yet to be conceived

Land Acquisition Ongoing; leveraging wide relationship network

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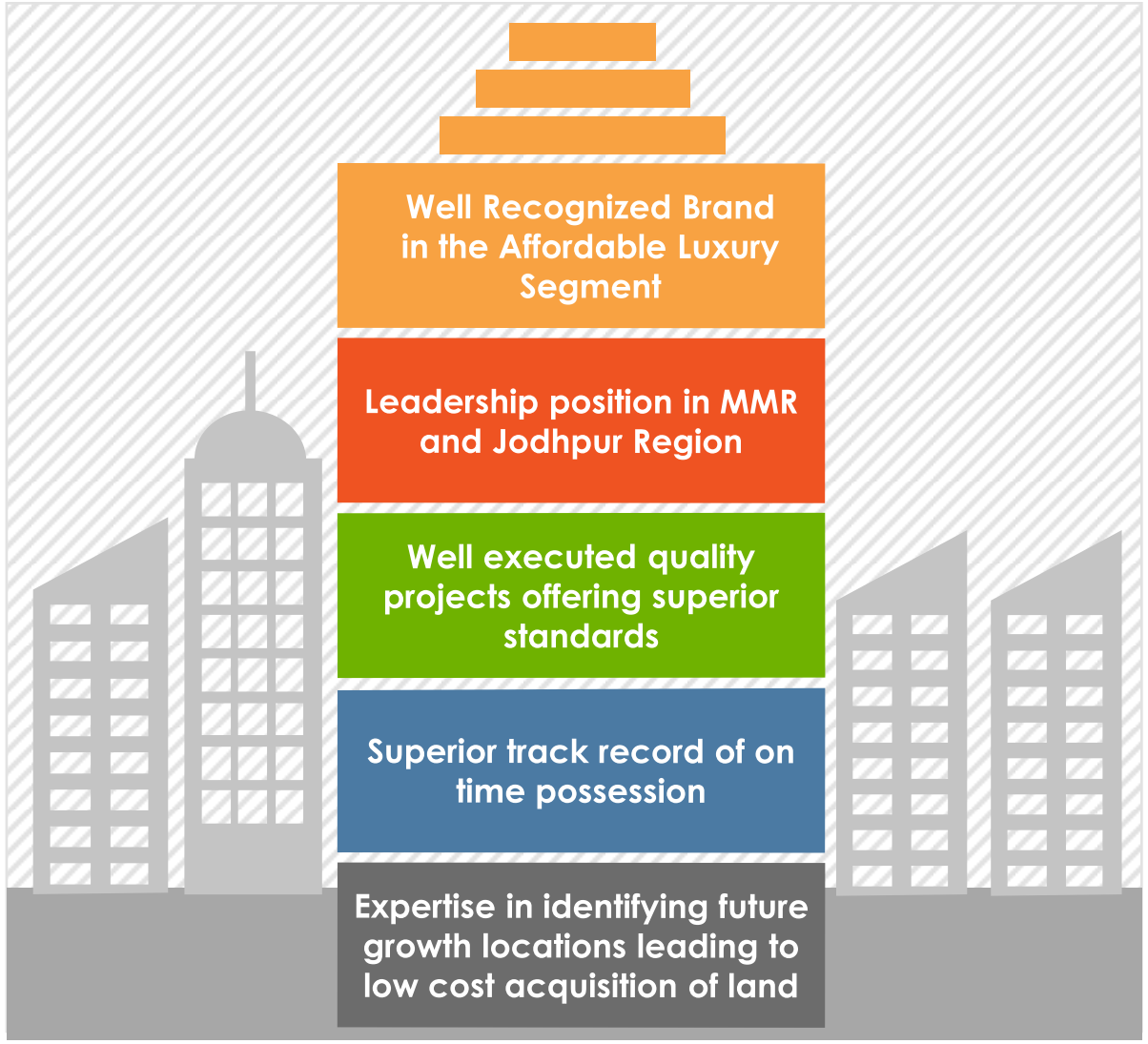
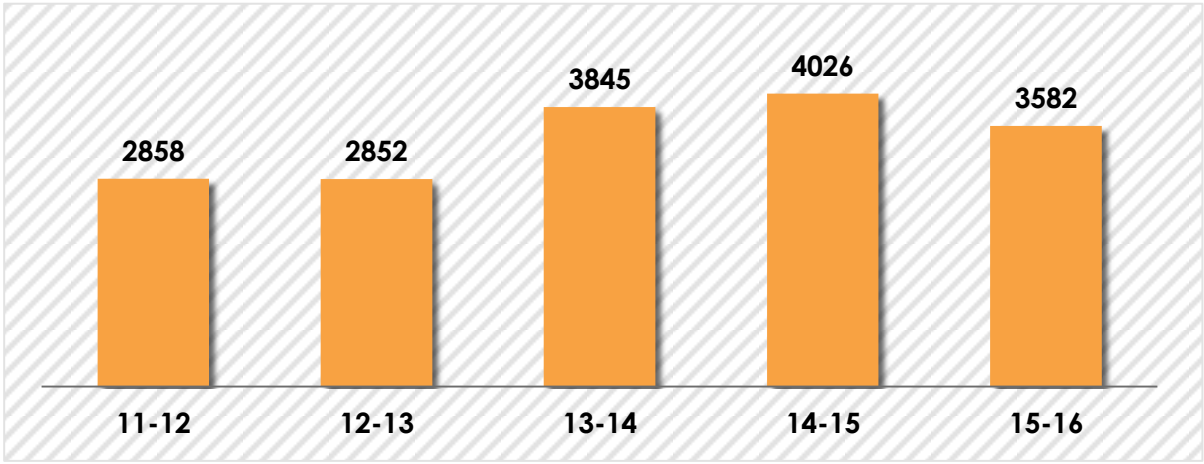
Superior Track Record With Strong Brand Recall

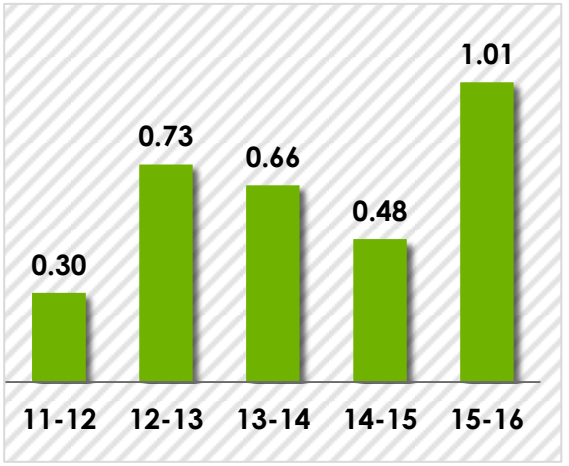
Key Strengths



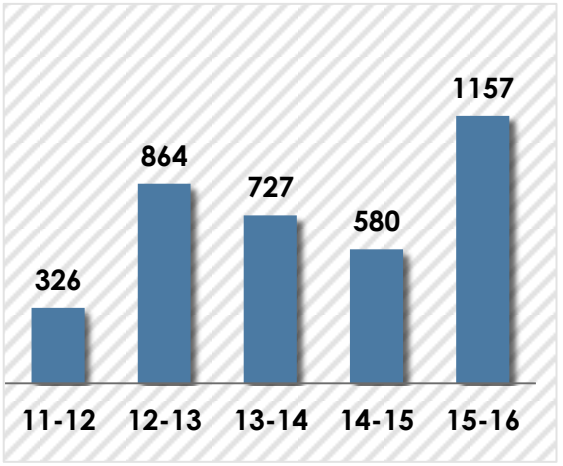
Average Realizations (Rs per sqft)



Area Booked(mn sqft)



Units Sold



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Proven Execution Track Record (Some Key Projects)

Location	Projects	Saleable area (sq.ft.)	Units Sold
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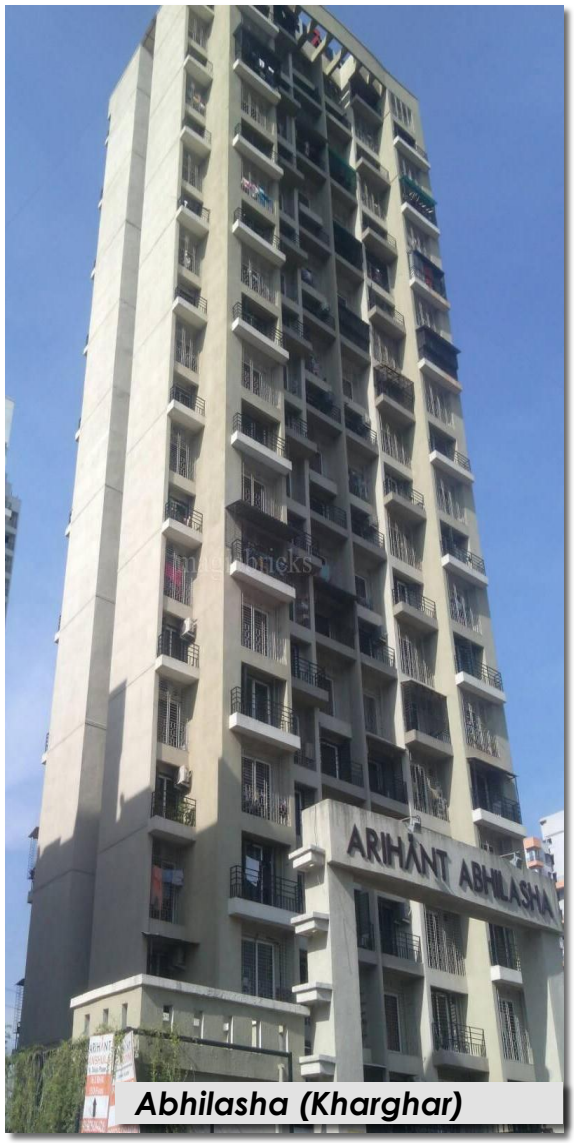

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Prudent Financial Management Leading To Superior Shareholder Value

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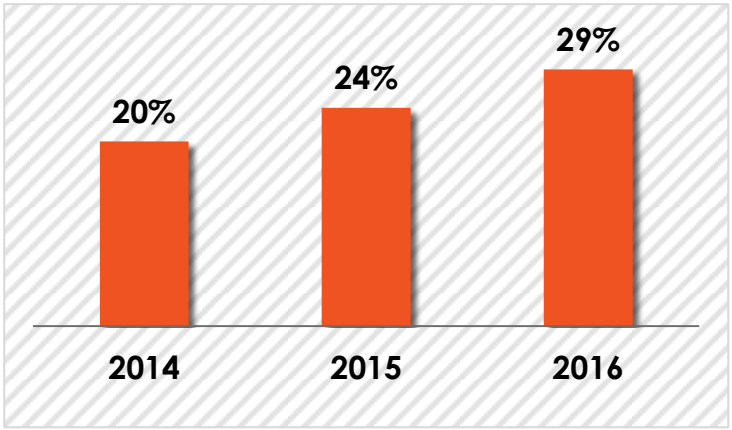
EBIDTA Margin



EPS (Rs/Share)

Future Monetization

H g b 29 Y f g e f

		Project	Economic Interest	Saleable Area (Sq Ft)	Area Sold (Sq Ft)	% Area Sold	Total Units	Units Sold	% Units Sold	Completion %	Average Rate	Sale Value (in Lacs)	Amount Received (in Lacs)	Balance Sold Value Receivable (in Lacs)
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				7,201,213	**1,453,964**	**20%**	**6980**	**1690**	**24%**		**4,452**	**64,725**	**29,651**	**35,074**
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				5,369,511	**1,214,182**	**23%**	**4523**	**1226**	**27%**		**2,298**	**27,900**	**15,587**	**12,313**
				12,570,724	**2,668,146**	**21%**	**11503**	**2916**	**25%**			**92,625**	**45,239**	**47,387**

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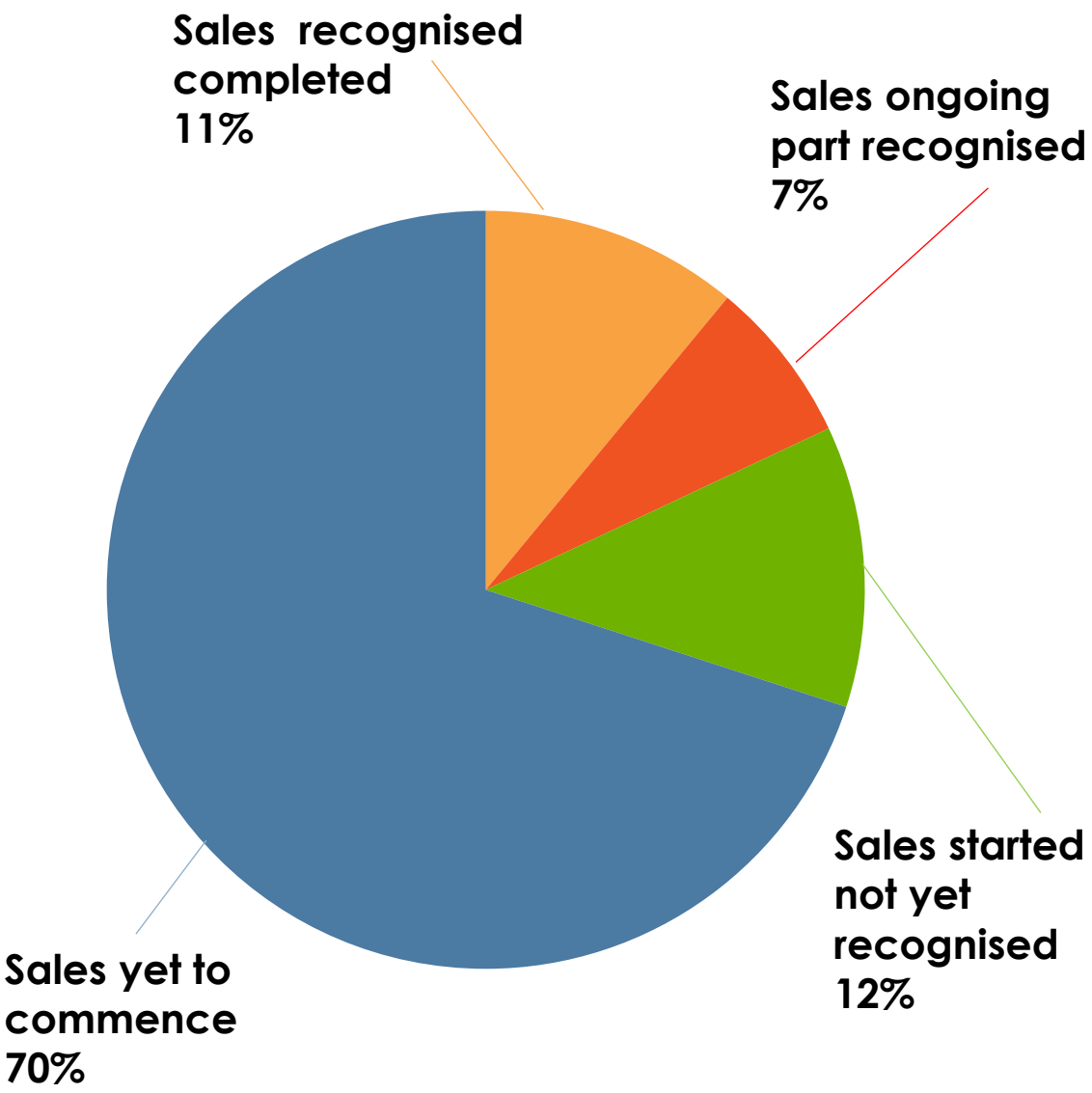
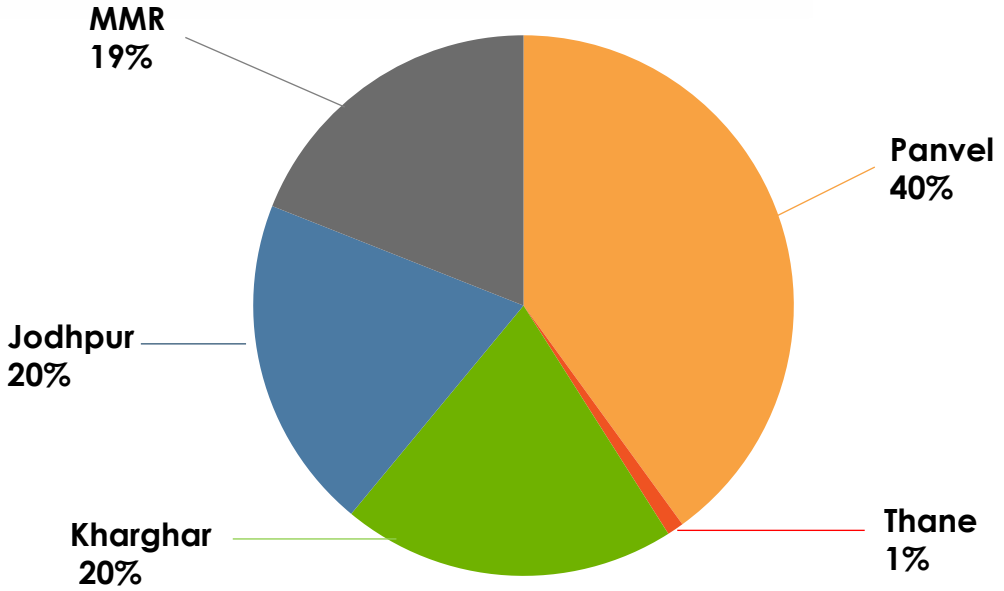
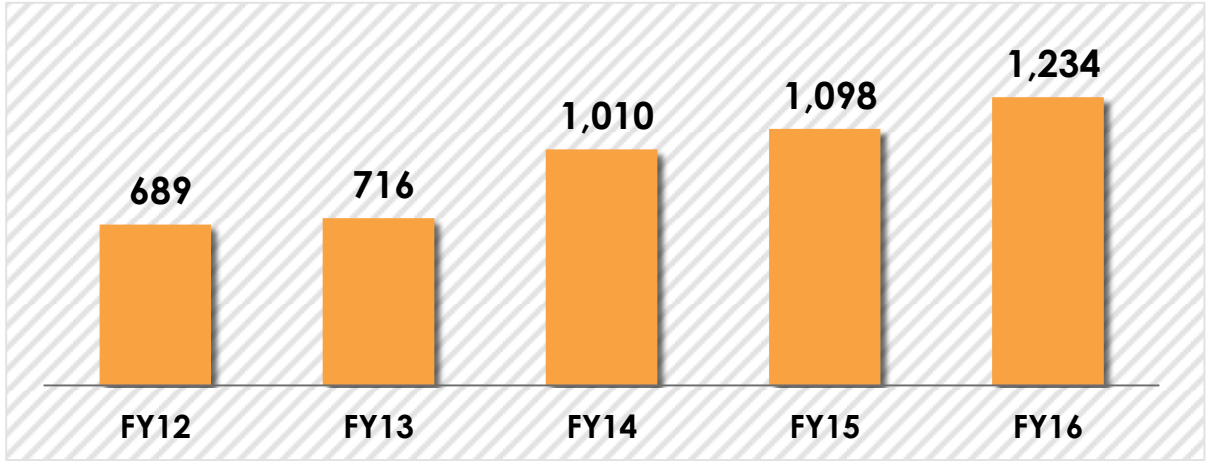
Potential Recognizable Revenue



Expected Revenue: Geographical Split



Historical Sales Revenue Recognised Figure (Rs in millions)



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The ASL Differentiator

Customer Centric Approach

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Superior Design with World-Class Facilities

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Strong Focus on Buyers' Profile

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Awards

Most Esteemed Ongoing Project of the Year
– Navbharat Realty Business Achievers Award 2016

Best Corporate Brands 2016 – Real Estate
- The Economic Times

Winner of Mumbai Hot 50 Brands
- One India and Paul Writer

Best Business Practices award in Real Estate – 2014
- Accommodation Times

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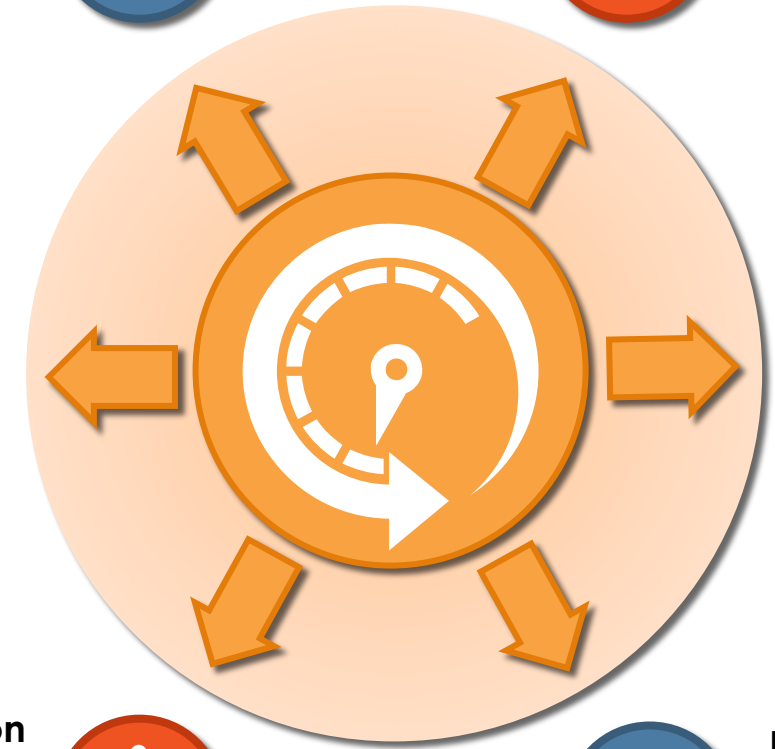
De-risked And Scalable Business Model



Maintenance

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Land Acquisition

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Sales and Marketing

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Regulatory Approvals

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Design and Architecture

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Best Practices

For Customer

- No lock-in period
- No transfer charges
- No Escalation Cost
- Full cheque payment

For Sustainable Development

- Social Development by supporting Rural infrastructure, School for education, etc
- Water Preservation by Rain water harvesting & STP and Energy Conservation measures
- Economic Development by working with SME vendors & employing people
- Participation in Government policies for sustainable urban development

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Corporate Social Responsibility – Key Projects

Contributing to the construction of school building, Jodhpur

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Village Infrastructure Development, Navi Mumbai

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Amphi Theater Construction for College

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Panvel School Building

Amphitheatre & Dias for Jai Narain University

Village infra development

Capital Market Data

Capital Market Details

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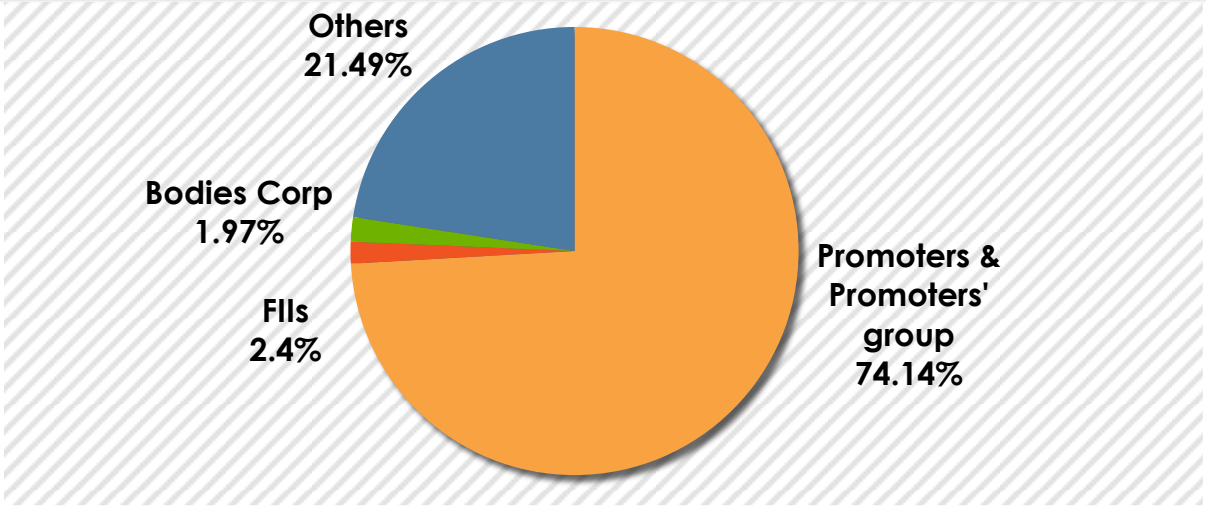
Shareholding Pattern



Comparative Stock Price Performance

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Industry Dynamics

- Retail /Consumer is the biggest Wealth Creating sector
- ASL believes REAL ESTATE is a retail product with a flavour of an asset class.

Opportunity of Vision – Housing for all by 2022

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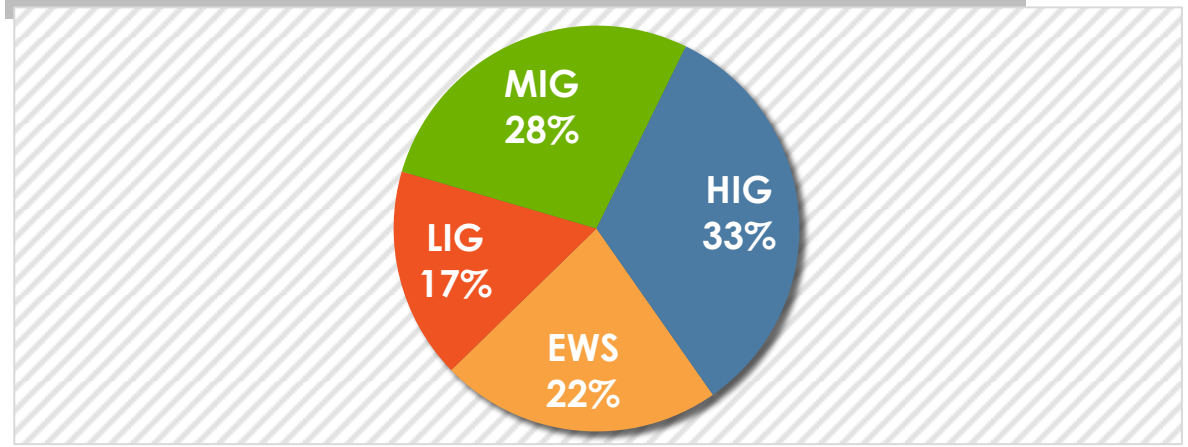
Industry Investment pattern by 2022 US$ 2.3 tn



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All India Demand Pattern

Particulars	Urban (mn units)	Rural (mn units)	Total (mn units)
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Required units by 2022 – Maharashtra & Rajasthan

Particulars	Urban (mn units)	Rural (mn units)	Total (mn units)
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Source: Decoding Housing for all by 2022 – KPMG - NAREDCO

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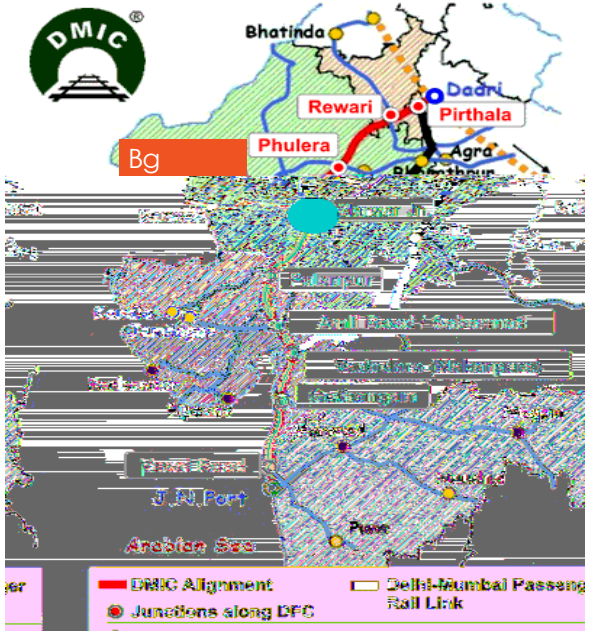
Business Region In Focus - Jodhpur



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Key Factors

- f dY E g gdaYf ; a g JYbY Yf
- A dYd d Yf g g Y e L ad KK f ad K gf g di @Yf a Y Kgda Ogg f fa
- Hg dY agf Y g)&1 e f g f Oaa dY!
- Lg ae gge 2L a K f a Yf :d ; a Y g Dgf d HdYf da g E g Yg diY HdY g K Y di ( ),
- Y agf 2AA A 9 A 9 AE K F AL A@L AF DM BF NM KF E a Yd; gdd Yf E : E f di di ; gdd

Growth Drivers

- A Yf A K ge Yf a dggdi Y La A aa Y e Ydi Bg Y Y
- @H; D di f Y Bg a di e f g J +/ +(; g ad f Y e dg e f g g) dYc g d
- K gf F; 9 J : Y e di ad f Y f g f Y d J , dYc g di)- Y
- Gf E A di dg e f g F ; aa9 a g Yf A Y E dSE g YdDg a a @ di Bg
- E Y JY a L Yf aK e E JLK! di Bg Yf HYda
- Gf g E Y D Y ; d Y Yf di e f g J) - ad di Bg

What We Have?

6 Ongoing Projects

5.37 mn saleable area

Over 4500 units

)

Income Statement

In INR mn

Particulars	FY 12	FY 13	FY 14	FY 15	FY 16
Lg YdA ge	.01	/).	) ((-	) (10	) +-
; g g eY dYd gf e	. .)	0, -	)) 0	) (0	))-
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; Yf di di f g a	% 1	%1	%.)	%, +	%0)
e dg f a f	)0	+	.)	. -	//
G f	.,	0.	/)	)(	)+-
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dY gf	+	,	.	))	))
A diYf ; Y	, 0	)((	),	.,	+.
H:L	))1	%	-/	)1(	+(-
Lg YdLY	+0	,	, (	//	)(,
F Hg a : g E dig a !	0(	%1	)/	))+	( )
K Y g E dig a	%	%	%,	%	%(
F Hg a 9 a Y d!	0(	%1	+	)( )	)0)
F HgaE Y di	)	%	%	1	)-
HK :Y a!	&	%&	(&	&	, &

(ASL)

Balance Sheet

In INR mn

a Yf DdY odda	)	)+	),	)-	).
K Y ; Y aYd	/,	,)	,)	,)	,)
Reserve and Surplus	**122**	**110**	**101**	**206**	**339**
F g	+1.	-	-)+	.)/	/-(
E dga K Y	%	)	)-	/	,/
Dgf L e:g g d	+	0 /	,(+	1/)	)//0
K g L e:g g d	/)1	,((	)(.-	,01	+ /
9 Yf ge ; ge	+	.(/	)(.1	)-.+	),/1
G DdY odda	(/	( )	10	)1.	)1
L Y HY Y d	.(	/.	0)	0,	)-,
Total Liabilities	**1608**	**2634**	**3244**	**3947**	**4727**
9	)	)+	),	)-	).
a 9	.	00	/0	-+	,0
Fgf %; f A e f	%	%	--	)(	-(
Dgf L e DgYf 9 Yf	+(	-,	+	)	/
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A f g a d a gg !	,	1		) /	1)
L Y J aY d	/(	/1	+	..	1+
; Y Yf ; Y aYdf	)	--	--	+)	,.
K g L e DgYf 9 Yf	).+	)1(	)0	1-	)0-
DYf	.+-	)+ /	) .,	)- ,	).0-
G 9	.	%	)+	+	-
Total Assets	**1608**	**2634**	**3244**	**3947**	**4727**

(ASL)

Entity Wise Net Worth & PAT

Particulars (INR MN)	Net Worth	Profit After Tax (PAT)
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**

Fg 2
F Og Y di : YdYf Y Y dg Y fa &
H9 L agfd g I +)/&

(ASL)

Q3-FY17 - Income Statement

Q3FY17 - Operating Highlights

)& Kgd (&)- e f d I +3Y Y YdaY gf g A J
++)/'% Y
& +1 Bg Hg gdg Yf .) F Y dE e YdHg gdg
+& e gf aY gf Y ce Y gf KYd d I +&
@g g : g ce ae a Y cYf Yd Y
a c d Y g Y d @g d

Q3FY17 - Financial Highlights

)& J f d I + Y + g A J +.1& e f
& : A 9 Y +. g A J 10& e f
+& H9 L Y ,. g A J ,1& e f
,& H gb a f g f agf a ce Y
g a g g g f agf

INR Mn (except as stated)	Q3 FY17	Q3FY16	Q2 FY17	9M-FY17
J f	+.1&	+0 &	+,0&	)(-&
Lg Yd f a	/)&	/&	./&	//+&
: A 9	10&	)--&	0)&	- &
: A 9 E Y d !	.&	,(&	+&-	,&/
A	1&	0&	).&	.(&
Y gf	&	&	&	/&
G A ge	&	+&	&	1&
H: L	.0&	),/&	.-&	)1 &
LY	)/&	,/&	&	.(&
H9 L	-)&	)((&	, &	)+ &
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HK	)&)	&,	(&	&1

(ASL)

Our Value Creation Journey

1994

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J Yd Y
aaagf

1999

K Y a Yd a f aa
F Y dE e YaY f
Y Y g g 3+(
H gb dYf f g)-
Y

2000

9 a Y a f aa Yf
e ad gf g
ge d d)(gb

2004

; ge d gf agf
Yf da g) e f
Y g a f dYd
gb

2007

K dd
; ge d Yf
da - gb

2011

DY f a DYf e Y c
H gb d Bg
f HHH e

2014

K dd ge d
Yf da , e f Y
g 3; g J &) f
J f

2016

)+ e f Y f
gf agf 3O gf g
gf ge a ae Y Y g
g g Y Yf

(ASL)

Board Of Directors

ASHOK CHHAJER

Promoter and CMD

G Y a f d Y d Y d

H g a f Y f d ge d g d d g Y d Y d Y f d

9 9 a Y f g g g Y Y g b a f Y f d Y f Y a a g f f g f

NIMISH SHAH

Whole Time Director

- 9 a d f d a g)/ Y f a a f d g f g f
- Y d Y g d Y g f a @ a Y f Y f Y f a g Y f K g Y e g L Y f
- J g f a d g H d Y f f d Y f g f g b e Y g f A Y Y f a g Y f a Y g f g g b

VINAYAK NALAVDE

Independent Director

- G - Y a f a Y g g f e f Y e f
- Y d g c a ; A ; G Y B g d E Y f Y d a g &

DINESH CHANDRA BABEL

Independent Director

- 9 ; Y 9 g f Y f a Y H a f % d Y f ; g e e d Y d Y A Y A a D Y f Y d Y g d Y a g e Y f a d c : a d Y ; g B Y d H Y c Y A a Y f B C g &

VIRENDRA MITAL

Independent Director

- A A 9 d e f Y f Y d g Y f d
- N Y a f d g f g f Y d Y g d Y f e d d Y f a Y g b
- 9 f g f e f e d g a J Y b Y Y f

MRS. KAMINI SHROFF

Independent Director

- 9 d Y Y Y a Y a f Y g d Y d Y e g c Y f d Y d Y g f d ; g g Y D Y &
- O g c Y d a a A A A g & ; f d f f d Y f A f f D Y d g f d Y f d Y Y g ; g g Y D Y ' Y d Y

Key Management Personnel

AKSHAY AGARWAL

Director - Procurement

- Yd dYdaY ogf di E Y c di Yf Dg a a ge G ogK Y Mfa a ; gde MK9
- 9 9 aYf adi gd di Yd eY c di Yf ogf

PIYUSH DOSI

Director (Jodhpur)

- 9 aodl f di a g (Y af di gb dYf f di Yf ogf
- 9 9 aYf a gb ogf Y Bg ogf

MANISH MEHTA

CFO

- +(Y g c af di J Yd Y E dY Yf ; Y aYdE Y c Af e f : Yf odi a F Ye Yf g J dYf H gd e
- 9 9 aYf a gf ad g ; g gY diYf E Yf Y e f Af fYd gf gd : di g Y di

PANKAJ BORELE

Ex VP - Sales

- E &K :& &E Yf aYd a)+ Y g Yf %gf af di J Yd Y L d ge Yf Af ge Ydi
- @Y g c a Af dY odl a a ogf K a a gf ad g a Yd Yf Yf f dYd Y 9 aYf

UMESH JHAWAR

VP - Strategy and IR

- 9f E :9 a :K &L !M ; L Yf g (Y g di af di di Y dYf f di Yf di Yf ogf
- 9 9 aYf Y di g dY ogf g g Y dYf f di Yf di Y &

VIJAY DESAI

Technical Head

- 9 aodl f di a g - Y af di gb dYf f di Yf ogf
- 9 9 aYf a ge d gb e Yf Y e f

AJAY PUROHIT

Head (Civil-Jodhpur)

- af g)- Y di ad g gf ogf g di dYdYf a f dYd aodl g c
- 9 9 aYf a Y g aodl Y Ya di Bg ogf

NAVAL KISHORE SINGH

Company Secretary

- 9 ge Yf Y a af di g g Y Y Ya Yf d Yd Ye g c
- K dYdaY ogf di g g Y dY di g a Yf Yf odi g g Y g f Yf Yf Y g Y Ya &

(ASL)

Mumbai Hot 50 Brands (2 Times) - 2015 and 2014

Arihant Superstructures Ltd. bags the most prestigious Mumbai's Hot 50 Brands Award for consecutive 2years, 2014 & 2015 presented by One India & Paul Writer

Thanks for the support

L Yf c g

For details please contact

Umesh Jhawar
Vice President – Strategy and IR
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Arihant Corporate Office:
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