

INFRASTRUCTURE
ARVIND

BUILDING PRIDE. BUILDING JOY.

RESULT PRESENTATION Q4 FY16 & FY16

13TH MAY, 2016

KEY DEVELOPMENTS – OPERATIONS

New Sales

- ✓ MIS Sales for Q4 FY16 is **2065 lacs** across projects
- ✓ MIS Sales for FY16 is **7294 lacs** across projects

Project Completion

- ✓ Till date completed and handed over **4** projects measuring total developed area of **2.02 Million sqft** as on 31st March, 2016 (Alcove, Megatrade, Parishkaar & Trade square)

Ongoing Projects

- ✓ Currently, executing **6** projects in Ahmedabad and Bengaluru measuring **11.65 Million sq ft** of developable area (Sporcia, Expansia, Uplands, Citadel, Beyond Five, Megaestate)

Others

- ✓ Promoter and Promoter Group has been allotted 57.50 Lacs Equity Warrants convertible into equity shares
- ✓ Bagged "**Emerging Developer of the Year – India**" award in **ABP News Real Estate Award 2016**
- ✓ Uplands won "**Integrated Township of the Year – India**" award in **ABP News Real Estate Award 2016**

AWARDS & RECOGNITION – TILL DATE

- 8th May, 2015** Won the **“Emerging developer of the year- Residential”** award in **Realty Plus Excellence Awards**
- 8th May, 2015** Uplands won the **“Luxury project of the year”** award in **Realty Plus Excellence Awards**
- 20th Feb, 2016** Bagged **“Emerging Developer of the Year – India”** award in **ABP News Real Estate Award 2016**
- 20th Feb, 2016** Uplands won **“Integrated Township of the Year – India”** award in **ABP News Real Estate Award 2016**
- 11th April, 2016** Uplands has been adjudged as **“Integrated Township of the Year”** award in **The Golden Globe Tigers Award 2016**
- 11th April, 2016** MD & CEO of the Company has been proclaimed as the **“Real Estate Most Enterprising CEO of the Year”** award in **The Golden Globe Tigers Award 2016**



CONSOLIDATED FINANCIALS FY 16

Revenue

- ✓ Revenue of Rs. **11468 lacs** for FY16 as against Rs. **8657 lacs** in FY15
- ✓ Revenue up by **32 %** Yr-on-Yr

EBITDA

- ✓ EBITDA of Rs. **3668 lacs** for FY16 as against Rs. **2520 lacs** in FY15
- ✓ EBITDA up by **46 %** Yr-on-Yr
- ✓ EBITDA margin at **32 %**

PBT

- ✓ PBT of Rs. **2721 lacs** for FY16 as against Rs. **1678 lacs** in FY15
- ✓ PBT up by **62 %** Yr-on-Yr
- ✓ PBT margin at **24 %**

PAT

- ✓ PAT (after minority interest) of Rs. **1721 lacs** for FY16 as against Rs. **1060 lacs** in FY15
- ✓ PAT up by **62 %** Yr-on-Yr
- ✓ PAT margin at **15 %**

CONSOLIDATED FINANCIALS FOR Q4 FY16

Revenue

- ✓ Revenue of Rs. **9095 lacs** during Q4 FY16 as against Rs. **3145 lacs** in Q4 FY15 and **Rs. 564 lacs** in Q3 FY16
- ✓ Revenue up by **189 %** Yr-on-Yr and up by **1513 %** Qtr-on-Qtr

EBITDA

- ✓ EBITDA of Rs. **2982 lacs** during Q4 FY16 as against Rs. **1466 lacs** in Q4 FY15 and **Rs. 262 lacs** in Q3 FY16
- ✓ EBITDA up by **103 %** Yr-on-Yr and up by **1038 %** Qtr-on-Qtr
- ✓ EBITDA margin at **33 %**

PBT

- ✓ PBT of Rs. **2727 lacs** during Q4 FY16 as against Rs. **1361 lacs** in Q4 FY15 and **Rs. (49) lacs** during Q3 FY16
- ✓ PBT up by **100 %** Yr-on-Yr and up by **5647%** Qtr-on-Qtr
- ✓ PBT margin at **30 %**

PAT

- ✓ PAT (after minority interest) of Rs. **1786 lacs** during Q4 FY16 as against Rs. **877 lacs** in Q4 FY15 and **Rs. (57) lacs** during Q3 FY16
- ✓ PAT up by **104 %** Yr-on-Yr and up by **3214 %** Qtr-on-Qtr
- ✓ PAT margin at **20 %**

FINANCIALS - OTHERS

Collections

- ✓ Total collections of Rs. **2626 lacs** during Q4 FY16
- ✓ Resulted into negative Net Operational cash flow of Rs. **450 lacs**

Unrecognized Revenue

- ✓ Unrecognized revenue from sold units is about Rs. **34400 lacs**

Loan and Debt

- ✓ Consolidated debt as on 31st March-16 is Rs. **9055 lacs**
- ✓ Consolidated D/E ratio stands at **0.63:1**
- ✓ Average cost of debt for FY 16 is **11.00 %**

Others

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Strategic Performance

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FIVE STRATEGIC PILLARS

1. Asset light/ low capex model to optimize ROE

Focus on JD/JV deals

Focus on Residential segment (low CAPEX requirement)

No blocking of funds to create long term land bank

2. Leveraging of Arvind brand

Take advantage of Arvind's Brand equity

Focus on residential segment targeted for end use customer

Expand in mini-metros like Ahmedabad and Bangalore; Explore new markets such as Pune where Arvind brand is more visible

3. Low Financial and Operational Leveraging

Optimum D/E ratio:

- Infuse additional equity based on requirement
- Maintain operational efficiency to ensure lower level of Working Capital requirement

Lean organization structure by out-sourcing non-core functions

Strategic Performance

Financial Performance

Project Performance

FIVE STRATEGIC PILLARS

4. Optimum/ conservative risk profile

Primary focus on end-consumption residential segment

Steady and cautious geographic expansion

Conservative Legal and Technical Due-diligence of projects

Each geographic market to have reasonable critical mass

Restrict land value of project within reasonable limit

5. Innovative/Customer-Centric products, designs & services

Set industry benchmarks in Product Designs and Innovation

Partner with best in class agencies for Architecture, Landscaping , Customer Services and Designs

Leverage technology to provide best in class experience and service to the customers

Strategic Performance

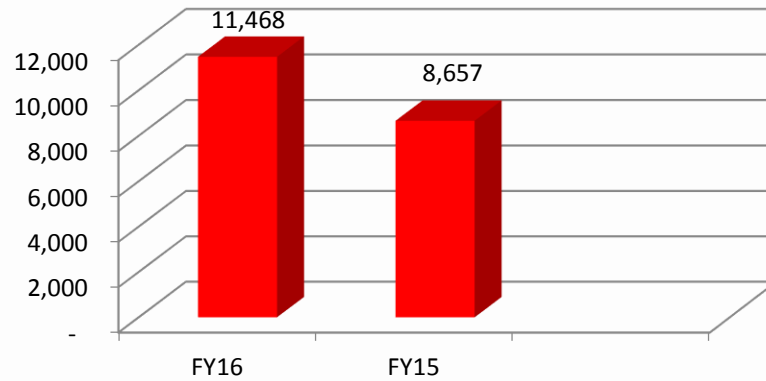
Financial Performance

Project Performance

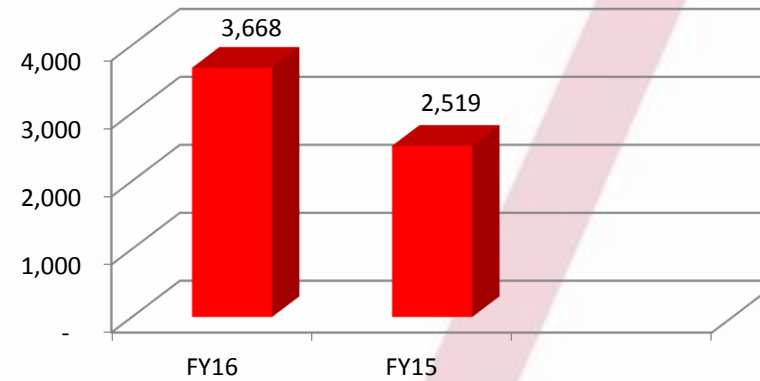
FINANCIAL SNAPSHOT (CONSOLIDATED YEAR)

Rs. in lacs

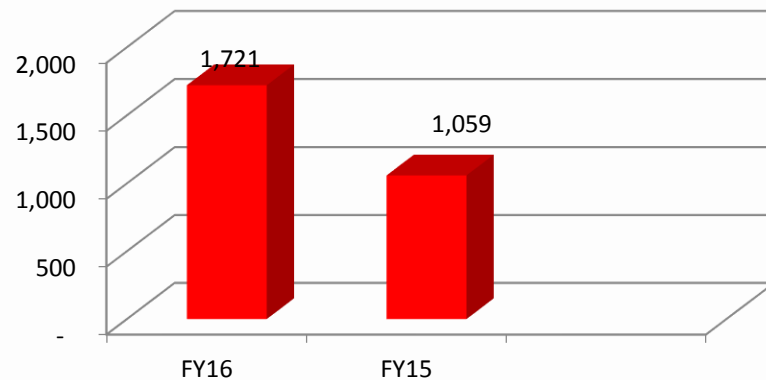
Turnover



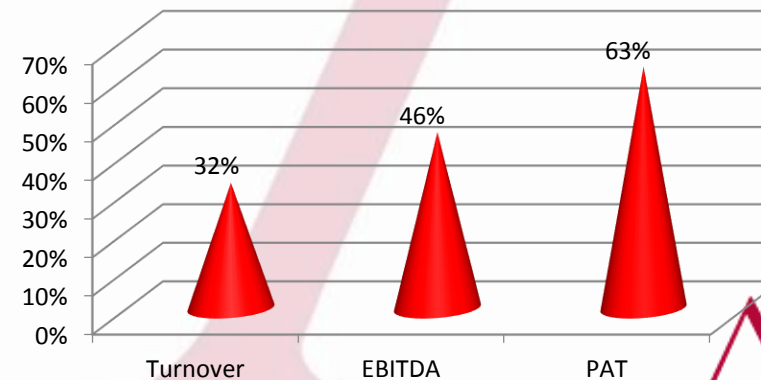
EBITDA



PAT



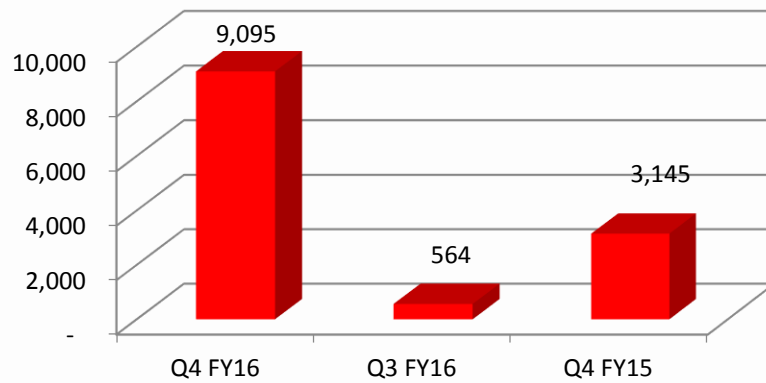
YoY Growth %



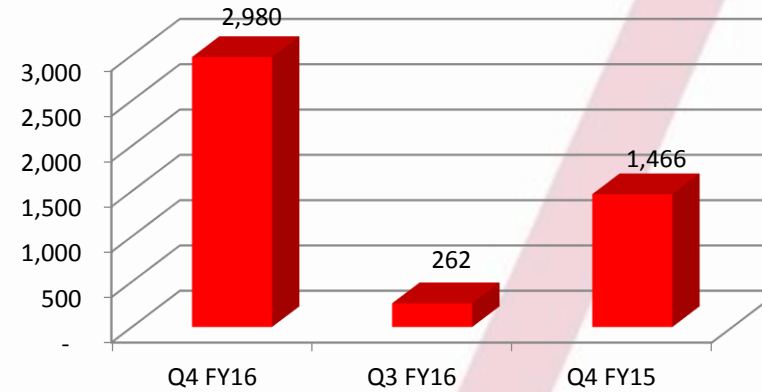
FINANCIAL SNAPSHOT (CONSOLIDATED QUARTER)

Rs. in lacs

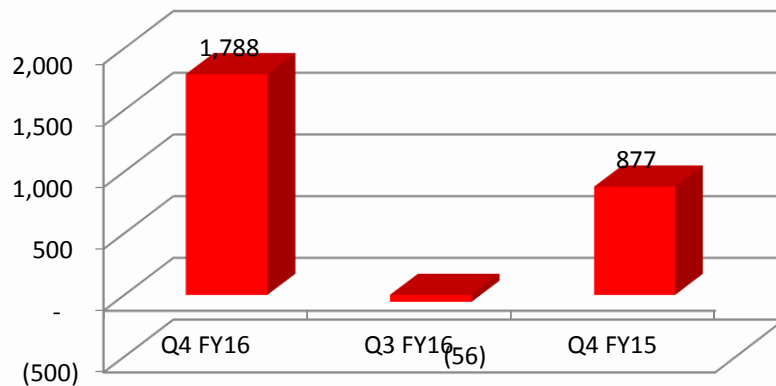
Turnover



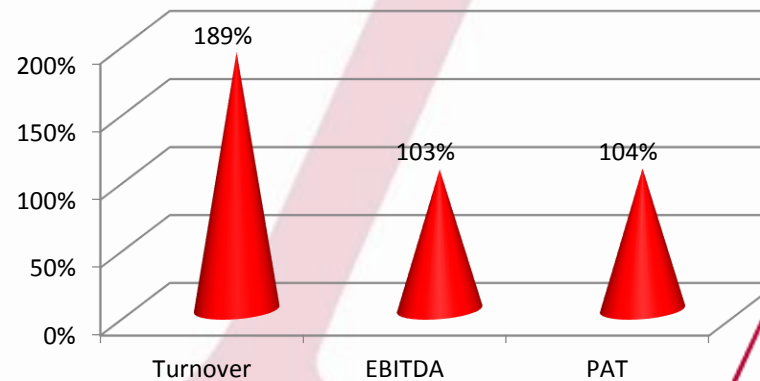
EBITDA



PAT



YoY Growth %



Strategic Performance

Financial Performance

Project Performance

BALANCE SHEET – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	As on 31.03.2016	As on 31.03.2015
Shareholders' Fund	14,349	12,581
Non-Current Liabilities	5,183	2,314
Current Liabilities	15,932	11,290
Total Equity and Liabilities	35,464	26,185
Non-Current Assets	5,421	4,599
Current Assets	30,043	21,586
Total Assets	35,464	26,185

Strategic Performance

Financial Performance

Project Performance

LIABILITIES – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	As on 31.03.2016	As on 31.03.2015
Long term Borrowings	4,297	2,273
Deferred Tax Liabilities	31	0
Other Long term Liabilities	8	8
Long-term Provisions	44	33
Total Non-Current Liabilities	4,380	2,314
Short-term Borrowings	745	783
Trade Payables	7,156	6,768
Other Current Liabilities		
<i>Advances from Customers</i>	3,279	2,241
<i>Others</i>	4,506	1,435
Short-term Provisions	246	63
Total Current Liabilities	15,932	11,290

Strategic Performance

Financial Performance

Project Performance

ASSET – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	As on 31.03.2016	As on 31.03.2015
Fixed Assets	959	280
Other Non-Current Assets	4,462	4,319
Total Non-Current Assets	5,421	4,599
Cash and Bank Balance	380	367
Trade Receivables	6,508	703
Inventories	17,205	13,872
Short-term Loans and Advances	5,888	6,623
Other Current Assets	61	21
Total Current Assets	30,043	21,586

Strategic Performance

Financial Performance

Project Performance

PROFIT AND LOSS ACCOUNT – ABSTRACT

(CONSOLIDATED)

Rs. in lacs

Particulars	Q4 FY16	Q3 FY16	Q4 FY15	FY16	FY15	% of Growth Q4FY16 Vs	
						Q3 FY16	Q4 FY15
Net Sales/Income from Operations	9,095	564	3,145	11,468	8,657	1513%	189%
Other Operating Income	16	-	18	26	49		
Other Income	116	-	26	158	30		
Total Revenue	9,227	564	3,190	11,652	8,736	1536%	189%
Operating Costs	5,742	(119)	1,256	6,133	4,616		
Employee Benefit Expenses	303	271	244	1,190	1,002		
Other Costs	200	150	223	662	598		
Total Expenditure	6,245	302	1,723	7,984	6,216		
EBITDA	2,982	262	1,466	3,668	2,520	1038%	103%
EBITDA %	33%	46%	47%	32%	29%		

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PROFIT AND LOSS ACCOUNT – ABSTRACT

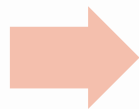
(CONSOLIDATED)

Rs. in lacs

Particulars	Q4 FY16	Q3 FY16	Q4 FY15	FY16	FY15	% of Growth Q4FY16 Vs	
						Q3 FY16	Q4 FY15
Depreciation and Amortization	24	23	5	92	42		
Finance Cost	232	288	100	854	800		
PBT	2,727	(49)	1,361	2,721	1,678	5647%	100%
PBT %	30%	(9%)	43%	24%	19%		
Provision for Tax	965	15	506	1,038	662		
PAT before Minority Interest	1,761	(64)	855	1,683	1,016		
Minority Interest	(25)	(7)	(22)	(38)	(45)		
PAT after Minority Interest	1,786	(57)	877	1,721	1,060	3214%	104%
PAT %	20%	(10%)	28%	15%	12%		

Note: Figures have been regrouped & reclassified, wherever necessary

Strategic Performance



Financial Performance



Project Performance

KEY FINANCIAL PARAMETERS

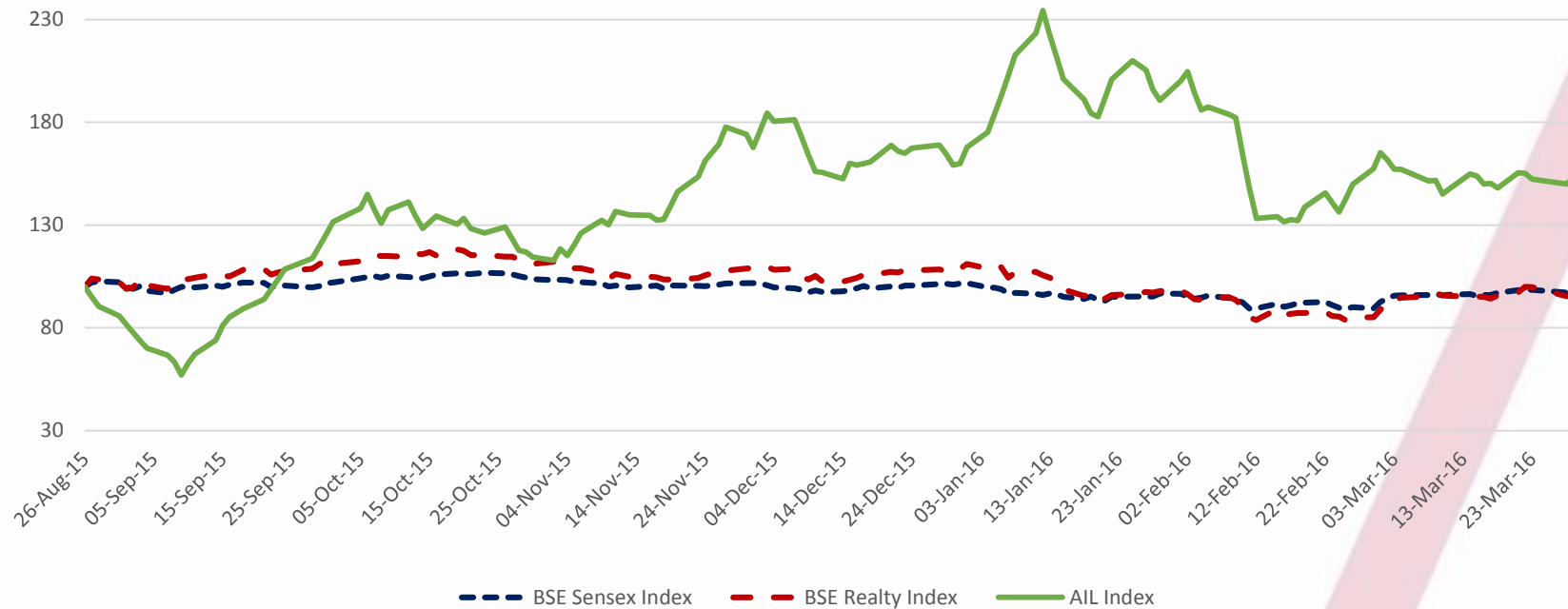
Particular	FY16	FY 15
EBITDA Margin	32%	29%
PAT Margin	15%	12%
ROCE	21%	21%
RONW/ROE	13%	9%
Debt/Equity	0.63:1	0.24 :1

Strategic Performance

Financial Performance

Project Performance

PERFORMANCE OF SCRIP (FROM LISTING)



Note :

Closing levels of Sensex and Realty Index as on Aug 26, 2015 was 25,714.66 and 1,234.38 respectively, the same has been indexed to 100.

For Arvind Infrastructure Limited, the Listed close price as on Aug 26, 2015 of Rs. 53.40 is indexed to 100.

Strategic Performance

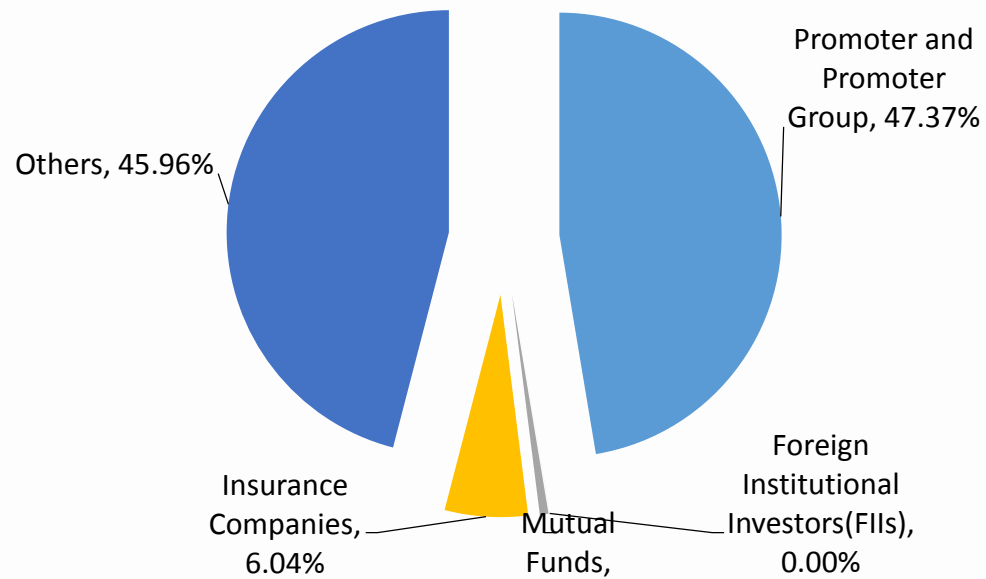


Financial Performance



Project Performance

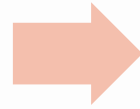
SHAREHOLDING PATTERN (%)



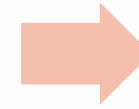
Category	31-Mar-16
Promoter and Promoter Group	47.37%
Foreign Institutional Investors(FIIs)	0.00%
Mutual Funds	0.63%
Insurance Companies	6.04%
Others	45.96%

No. of Shareholders as on 31st March, 2016: **141,939**

Strategic Performance



Financial Performance



Project Performance

PROJECT PORTFOLIO

Completed Projects

Arvind
ALCOVE
your plan for second life

Arvind
MEGATRADE


Parishkaar
2 & 3 BHK 700+ Lifestyle Apartments

TRADE
SQUARE
@Khokhra

Ongoing Projects

Arvind | Citadel
An opportunity for more **me-time**

Arvind 
EXPANSIA

Arvind
MEGAESTATE

UPLANDS
GOLF • LIVING • LEISURE

beyond five

Arvind
SPORCIA
STAY WHERE YOU PLAY

INFRASTRUCTURE
Arvind

Strategic Performance

Financial Performance

Project Performance

PROJECT TILL DATE SYNOPSIS

Residential Projects	Est. Area (sqft)	Area Booked Till Date (sqft)	Inventory as on Date (sqft)	Booking Value till Date (Rs. Lac)	Revenue Recognized till Date (Rs. Lac)	Project Completion (%)	Avg. Price (Rs./sqft)
Alcove	1,032,660	976,734	55,926	2,288	2,288	100	235
Megatrade	80,914	67,080	13,834	2,729	2,729	100	3,000
Parishkaar/ Tradesquare*	915,809	915,809	-	25,423	25,423	100	2,775
Sporcia	492,062	380,437	111,625	16,663	8,936	52	4,380
Uplands (Phase I)	4,183,254	1,834,550	2,348,704	24,190	-	-	1,319***
Citadel	101,859	78,793	23,066	4,339	4,187	96	5,507
Expansia	131,736	109,372	22,364	5,923	5,917	100	5,415
Megaestate (Phase I)	63,119	7,557	55,562	237	-	-	3,135
Beyond Five**	6,674,310	256,806	6,417,504	1,939	-	-	755
TOTAL				83,730	49,479		

* The number pertains to entire project, out of which AIL is entitled for 41%

** Formal Launch in June-16

*** Uplands is a residential township project having significant revenue from land. Figures are weighted average of land plus construction realization.

Strategic Performance



Financial Performance



Project Performance

YEARLY SYNOPSIS

Residential Projects	Area Booked in FY16 (sqft.)	Units Booked in FY16 (nos.)	Sales Value for FY16 (Rs. Lac)	Amount Collected in FY16 (Rs. Lac)	Revenue Recognized in FY16 (Rs. Lac)
Sporcia	14,320	12	742	2,555	8,936
Uplands	334,778	20	5,578	1,624	-
Citadel	5,346	3	325	1,619	1,797
Expansia	9,431	3	568	1,200	66
Megaestate	(2,561)	(1)	(52)	(27)	-
Beyond Five*	15,315	1	133	29	-

*Formal Launch in June-16

Strategic Performance

Financial Performance

Project Performance

QUARTERLY SYNOPSIS

Residential Projects	Area Booked in Q4FY16 (sqft.)	Units Booked in Q4FY16 (nos.)	Sales Value for Q4FY16 (Rs. Lac)	Amount Collected in Q4FY16 (Rs. Lac)	Revenue Recognized in Q4FY16 (Rs. Lac)
Sporcia	2,663	3	138	1,564	8,936
Uplands	110,446	5	2,009	644	-
Citadel	181	-	12	312	135
Expansia	256	-	13	132	19
Megaestate	(2,561)	(1)	(52)	(27)	-
Beyond Five*	(9,705)	(2)	(55)	(13)	-

*Formal Launch in June-16

Strategic Performance

Financial Performance

Project Performance

SPORCIA

- ❑ **Location:** Hebbal, Bengaluru
- ❑ **Product:** High rise Residential Apartments
- ❑ **Project Size:** 456 Apartments
- ❑ **Deal Structure:** Outright Purchase
- ❑ **Architect:** RSP Design
- ❑ **Features:**
 - Indoor and Outdoor Sports Amenities
 - Entertainment & Health facilities
 - Landscaping
 - Ample Parking
 - Dual Plumbing System
 - 24 Hrs Power Back-Up for common areas



Strategic Performance



Financial Performance



Project Performance

SPORCIA

Actual Site Images



UPLANDS

- ❑ **Location:** Nasmed Village, Gandhi Nagar
- ❑ **Product:** Premium golf based township
- ❑ **Project Size:** 282 Villas (Phase I)
- ❑ **Deal Structure:** Joint Development
- ❑ **Architect:** Woods Bagot
- ❑ **Features:**
 - 9 Hole Executive Golf Course
 - 3 Clubs (Golf Square, Zen Square, Fun Square)
 - Premium Concierge Services
 - Disney® themed kids bedroom - Optional
 - Personal Swimming Pool, Gym, Home Theatre - Optional



Strategic Performance



Financial Performance



Project Performance

UPLANDS

Rendered image



Golf Course Construction



Strategic Performance



Financial Performance



Project Performance

UPLANDS

Sales Office



Actual Construction



Strategic Performance



Financial Performance



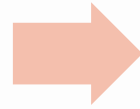
Project Performance

CITADEL

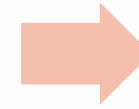
- ❑ **Location:** C G Road, Ahmedabad
- ❑ **Product:** 3&4 BHK Premium Apartments
- ❑ **Project Size:** 58 units
- ❑ **Deal Structure:** Development Agreement
- ❑ **Architect:** 99 Studio/E-Cube
- ❑ **Features:**
 - Lush Green Garden with Sitouts and Walkways
 - Amphitheatre
 - Children's Play Area
 - 24X7 CC TV Surveillance
 - Video Door Security System
 - Ample Covered Parking



Strategic Performance



Financial Performance



Project Performance

CITADEL

Actual Site Images



Strategic Performance



Financial Performance



Project Performance

EXPANSIA

- ❑ **Location:** Whitefield, Bengaluru
- ❑ **Product:** Villas & Low rise Apartments
- ❑ **Project Size:** 50 Units(22 Villas,28 Apartments)
- ❑ **Deal Structure:** Development Agreement
- ❑ **Architect:** HOK, USA
- ❑ **Features:**
 - State of the art club house
 - Swimming pool
 - Fully furnished A/C Gymnasium
 - Kids play area
 - Open air Amphitheatre



Strategic Performance



Financial Performance



Project Performance

EXPANSIA

Actual Site Images



Strategic Performance



Financial Performance



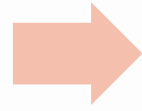
Project Performance

MEGAESTATE

- ❑ **Location:** Naroda Road, Ahmedabad
- ❑ **Product:** Industrial Sheds
- ❑ **Project Size:** 30 Sheds (Phase I)
- ❑ **Deal Structure:** Development Agreement
- ❑ **Architect:** E-Cube
- ❑ **Features**
 - State of the art design
 - Contemporary external façade
 - Contemporary landscape design
 - Rain water harvesting
 - Wide Entrance
 - Ample Parking Space
 - Drainage Facilities



Strategic Performance



Financial Performance



Project Performance

MEGAESTATE



Strategic Performance

Financial Performance

Project Performance

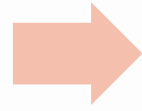
BEYOND FIVE

- ❑ **Location:** Moti Devti, Sanand, Ahmedabad
- ❑ **Product:** Weekend Homes - Plots
- ❑ **Project Size:** 814 Units
- ❑ **Deal Structure:** Joint Development
- ❑ **Architect:** Woods Bagot
- ❑ **Features**
 - 9 Hole Executive Golf Course
 - Clubhouse powered by SMAAASH, which is perfected by Sachin Tendulkar
 - Bowling Alley
 - Golf Promenade



Formal Launch in June-16

Strategic Performance



Financial Performance



Project Performance

BEYOND FIVE

Villa side view



Club house



Strategic Performance



Financial Performance



Project Performance

IMMEDIATE PROJECT PIPELINE

Beyond Five, Ahmedabad

- ❑ Land Area: 7,41,590 Sq. Yards
- ❑ Built Up Area: NIL
- ❑ Product Type: Weekend Homes - Plots
- ❑ Deal Structure: Joint Development

Megapark, Ahmedabad

- ❑ Land Area: 85,000 Sq Mtrs
- ❑ Built Up Area: 20,650 Sq Yard (Sheds)
- ❑ Product Type: Industrial Sheds & Plots
- ❑ Deal Structure: Joint Development

New Project, Bengaluru *

- ❑ Land Area: 4.625 Acres
- ❑ Built Up Area: 4,20,000 Sq Ft
- ❑ Product Type: High rise Apartments
- ❑ Deal Structure: Outright Purchase

*ATS Executed, Sale Deed execution pending

THANK YOU

Arvind Infrastructure Ltd
(CIN: U45201GJ2008PLC055771)

Registered & Corporate Office:
24, Govt. Servant's Society,
Adj. Municipal Market,
C. G. Road, Ahmedabad- 380009
Tel: +91 79 30137000
www.arvindinfra.com

Investor Relations:

Mehul Shah
Chief Financial Officer
Email: mehul.shah@arvind.in

Prakash Makhwana
Company Secretary
Email: prakash.makhwana@arvind.in

Jagdish Dalal
Investor Relations
Email: jagdish.dalal@arvind.in

Disclaimer:

The information in this presentation contains certain forward-looking statements. These include statements regarding outlook on future development schedules, business plans and expectations of Capital expenditures. These statements are based on current expectations that involve a Number of risks and uncertainties which could cause actual results to differ from those anticipated by the Company.

ANNEXURE

Note

Considering the nature of the business carried on by the Company whereby revenues do not necessarily accrue evenly over the projects period, the revenues of the quarter and/or the year may not be strictly comparable with the results of the corresponding quarter and/or the year. Total areas of the projects are calculated based on the carpet areas, the total areas of the projects have been given merely to make them comparable with other projects of other developers across the country. All areas / configurations of projects are based on present estimates and are subject to change based on regulatory requirements and / or management decisions.

Abbreviations:

- EBITDA = Earnings before Interest, Tax, Depreciation and Amortisation
- nos. = Numbers
- PAT = Profit After Tax
- PBT = Profit Before Tax
- ROCE = Return on Capital Employed
- RONW = Return on Net Worth

- Rs. = Indian Rupees
- sqft. = Square Feet