

August 08, 2025

To
**The Compliance Manager
BSE Limited**
Corporate Relationship Dept.,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai 400001.

Scrip Code: 544419

To
**The Manager, Listing Department
National Stock Exchange of India Ltd**
Exchange Plaza, Plot No. C/1, G Block,
Bandra-Kurla Complex, Bandra (East),
Mumbai 400 051.

Symbol: ARISINFRA

Sub: Investor Presentation

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we are enclosing herewith the Investor Presentation, that will be presented on August 08, 2025 to the Analysts in connection with the Unaudited Financial Results (Standalone and Consolidated) of the Company for the Quarter ended June 30, 2025.

The same is also available on the Company's website at www.arisinfra.com

You are requested to take the above information on record.

Thanking you,

Yours sincerely,
For Arisinfra Solutions Limited
[Formerly known as Arisinfra Solutions Private Limited]

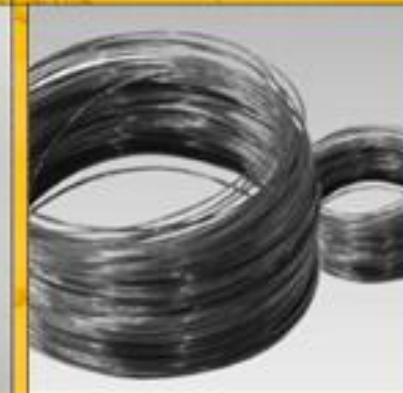
Ronak Kishor Morbia
Chairman and Managing Director
DIN: 09062500
Place: Mumbai



ArisInfracore

Simplifying Construction

Investor presentation Q1 FY26



Disclaimer

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Key Order Wins



₹100 Cr High-Margin Project in Nandi Hills Residential Project

ArisUniterm RE Solutions, part of Aris Infra, bagged ₹100 crore high-margin project in Nandi Hills, combining supply of material & services, boosting its order book and reinforcing its asset-light, high-margin strategy.



₹75 Cr of Project Pipeline with Wadhwa Wise City

Arisinfra signed an MoU with Wadhwa Construction to supply materials for 7 towers in Panvel's Wadhwa Wise City, covering 1.2 million sq. ft. and adding ₹75 crore to its project pipeline.



₹340 Cr Integrated Materials & Services Deal with Transcon

ArisInfra has secured a long-term ₹340 crore contract with Transcon to supply integrated materials and services for its residential and commercial projects. The scope includes end-to-end delivery of RMC, steel, cement, chemicals, plumbing, electrical, and finishing products.



Arisinfra Partners with The House of W, Unlocks ₹300+ Cr Sanitaryware Capacity

Arisinfra Solutions Ltd. has partnered with The House of W (All Home group) to unlock ₹300+ crore in annual sanitaryware supply capacity, enhancing its ability to deliver large-scale residential and commercial projects.

The background is a photograph of a construction site, featuring a large crane and workers in safety gear. The image is overlaid with a semi-transparent yellow filter. Large, white, semi-transparent geometric shapes, including triangles and a circle, are layered over the image. The text 'COMPANY & BUSINESS' is centered in a bold, dark blue font, with 'overview' in a smaller, lighter blue font below it.

COMPANY & BUSINESS

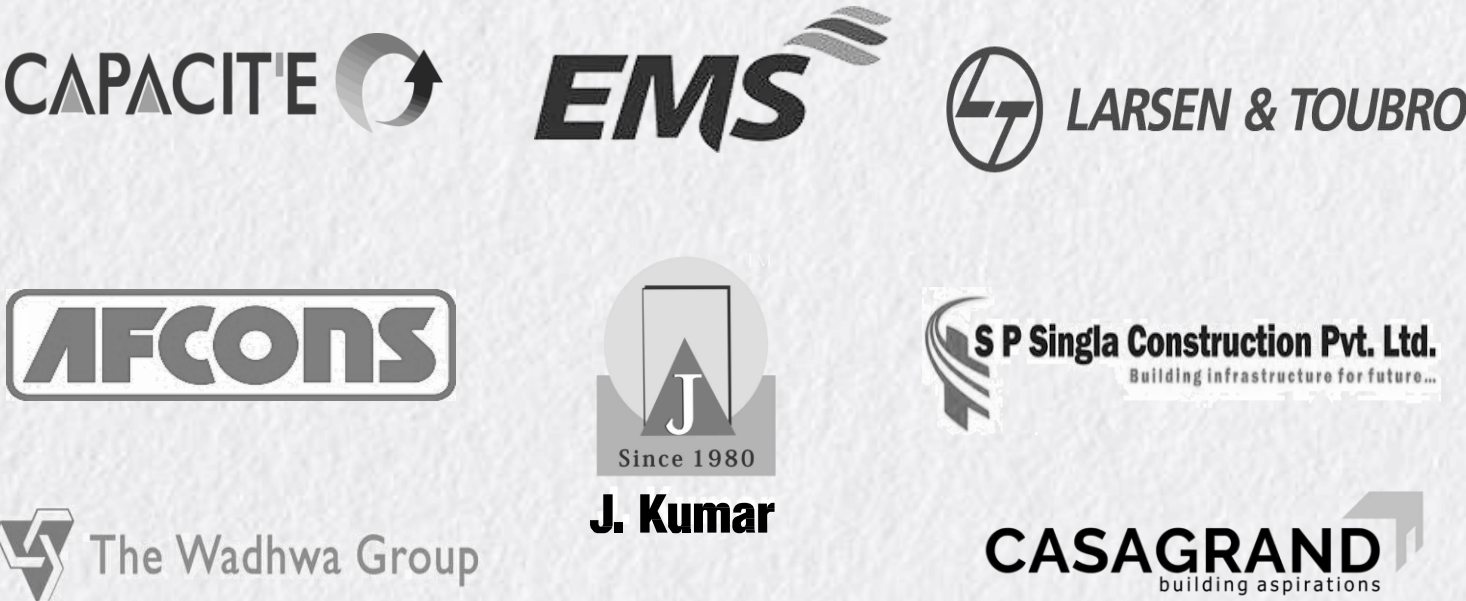
overview

Building a Tech enabled supply-chain Network ArisInfra^{.one}

Moving materials. Managing complexity. Delivering with certainty

- One of the largest organised network of suppliers and manufacturers delivering construction materials and execution services pan-India
- Solving critical industry bottlenecks—fragmented supply, unreliable deliveries, and stalled timelines
- Full-stack model: Supply + Services + Proprietary Tech ensures seamless project execution
- Zero inventory risk, zero fixed assets – asset-light aggregator model built for scale
- Proven track record in unlocking value across infra, real estate, and manufacturing ecosystems

Marquee Clients



Q1 FY26 Highlights

₹ 2,156 Mn
Total Income

₹ 195 Mn
EBITDA

9.14%
EBITDA Margin

₹ 51 Mn
PAT

1.9k+
Vendors

2.8k +
Customers

700+
Daily deliveries

75%
Repeat Orders



Total Income Growth
11%
(Q1 FY25-Q1 FY26)



EBITDA Growth
13%
(Q1 FY25-Q1 FY26)



15 Mn+
Metric tones of construction materials delivered across projects



1,100+
PIN Served

Arisinfra - Powering India's Infrastructure



The Reality Today

Projects are getting bigger. Expectations are higher
But the old problem persists

- Fragmented supply chains
- Drop-offs from vendor
- Delayed materials deliveries
- Projects slipping deadlines

Execution is unreliable

We don't just Supply. We become a partner in execution. We ensure the project keeps moving

How Arisinfra solves it

- Integrated supply + execution network
- Tech-enabled tracking & reliability
- Partner like involvement from Day 1
- Seamless backend support ensures delivery

The Aris Edge!!

Aris Model - Reliable Partner in Execution



ArisUniter RE Solutions Pvt. Ltd

A Subsidiary of Arisinfra Solutions Ltd



- A Development Management Company which acts as a execution partner — managing real estate projects on behalf of landowners, developers, or investors
- From pre-construction planning, funding, material procurement, sales and marketing, to handover and customer relationship management — fully integrated execution

6

Completed projects

7

Ongoing projects

₹2,243Mn

Order Book

₹433Mn

Revenue Generated

Core Differentiators



Access to Capital

Offers funding support through strategic partnerships - enabling equity, debt, and last-mile financing solutions



Tech-Enabled Material Procurement

Supplying cost-effective, high-quality construction materials with flexible credit terms



Asset-Light, High-Impact Model

Operates without holding land or taking on development risk



A one-stop solution for all projects

Services Case Study

Problem

The original developer had gone in financial crisis and the lender was stuck with land

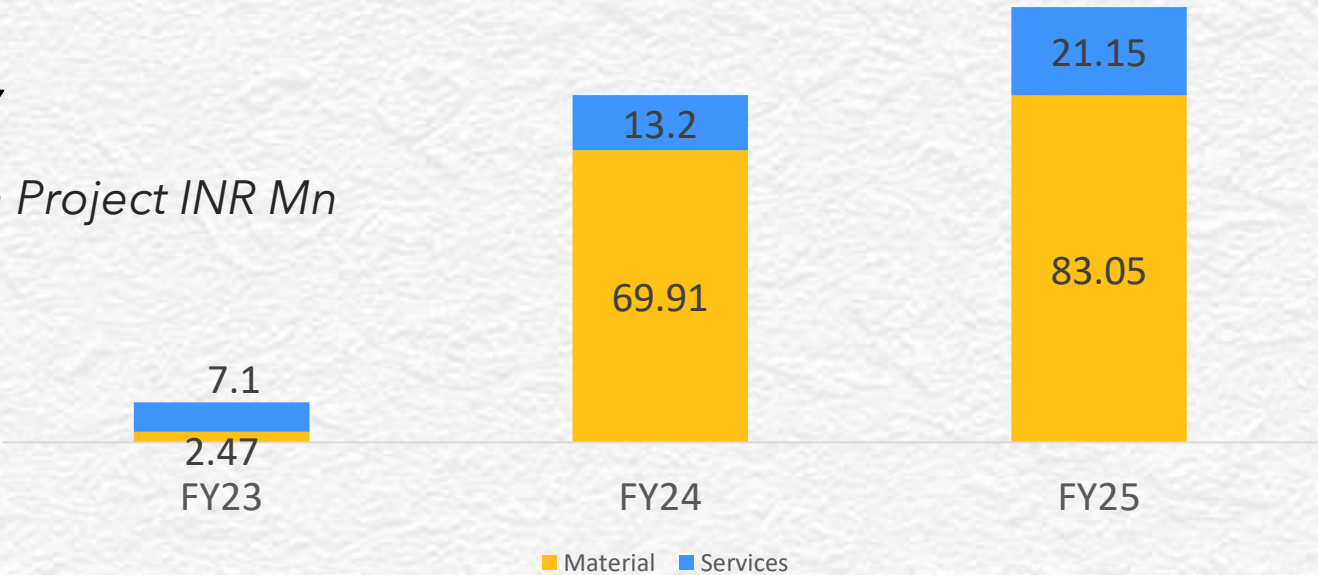
ArisUniterm, subsidiary of ArisInfra Solutions Ltd. became a DM partner to the investor to provide end to end solutions

ArisUniterm Impact

- Got approvals for the land
- Identified an investor for the land
- Sold 1/3rd inventory in the first month
- Investor likely to make 30% IRR from the project and the lender got full exit

CASE STUDY

Revenue from Project INR Mn



Network Case Study

Infra Contractor - Bulk Supply at Scale



Problem

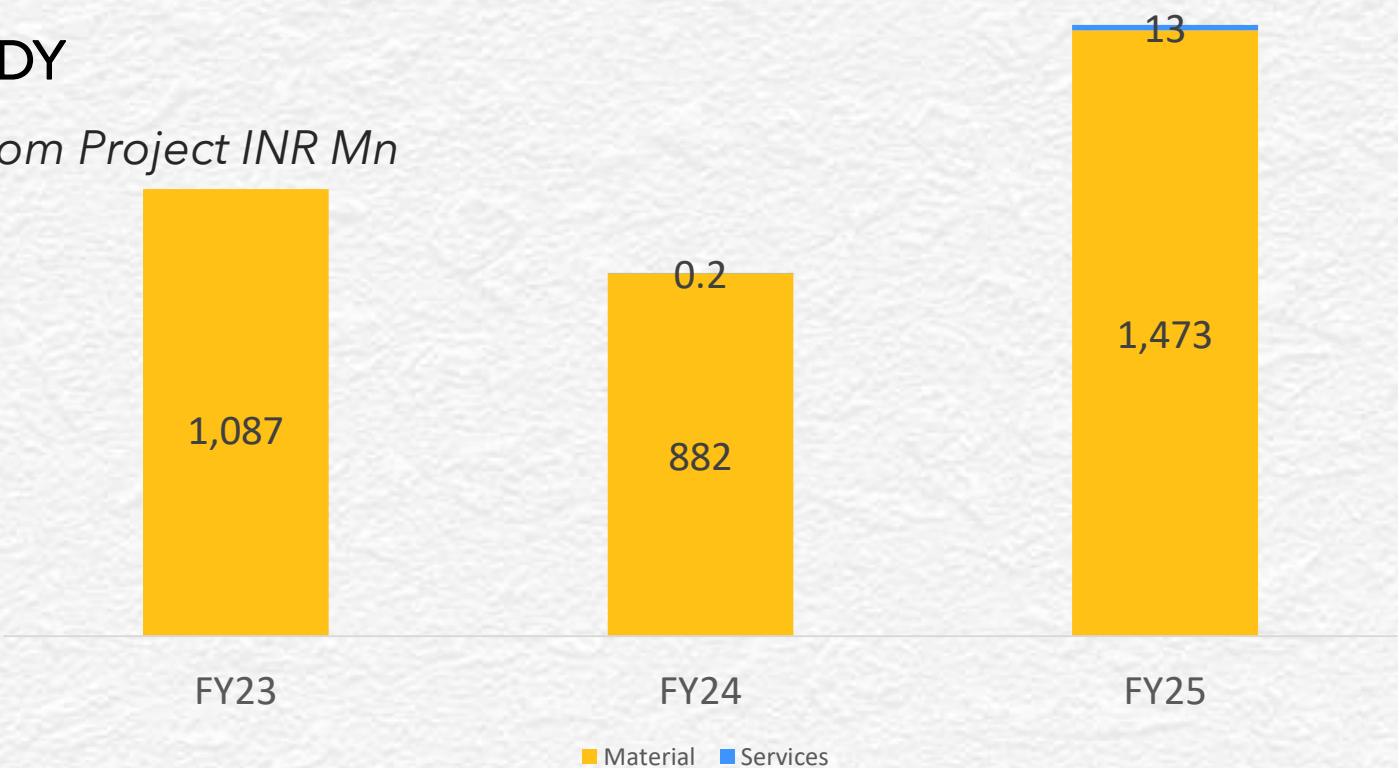
30-day target to deliver multiple materials across Mumbai — managing multiple vendors would have added risk and operational load.

Aris Impact

- Coordinated and managed all vendors centrally
- Executed end-to-end deliveries with system-driven documentation
- Achieved it with minimal back-office involvement
- Project targets were met in full, on time, without disruption

CASE STUDY

Revenue from Project INR Mn



Manufacturer Case Study

Problem

Underutilised capacity and inconsistent demand — multiple buyers meant unpredictable volumes and cash flow pressure.

Aris Impact

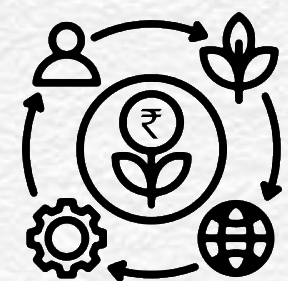
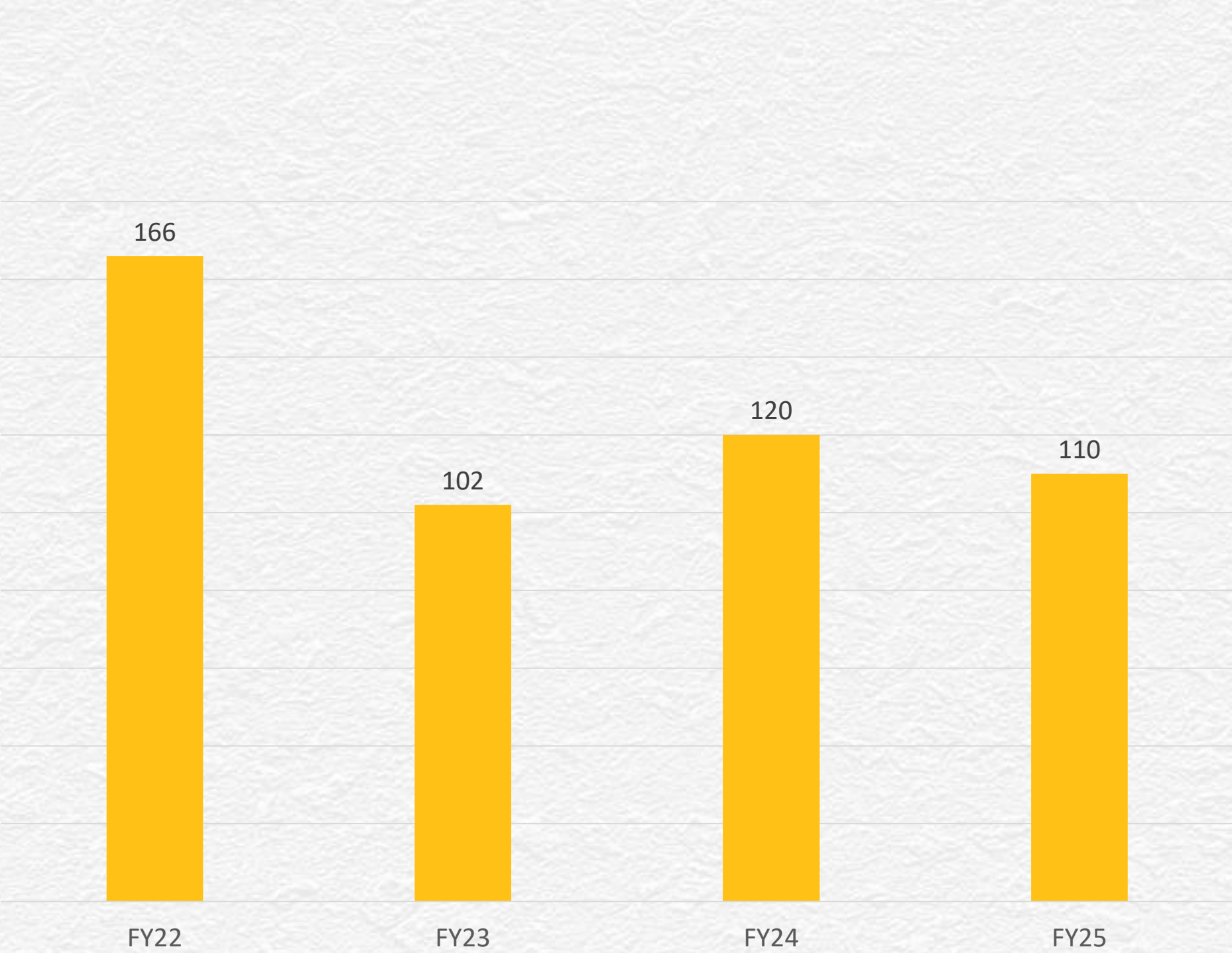
- Reserved plant capacity through a long-term partnership
- Secured steady offtake with on-time payments
- Brought in institutional-scale demand through the Aris network
- Achieved higher utilisation and consistent volume growth.

CASE STUDY

Purchase of Material INR Mn



Reduced Working Capital Cycle



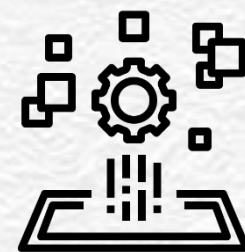
Expanded vendor ecosystem
Broadened supplier base ensures faster material availability and improves efficiency



Efficient payment cycles
Digitally tracked billing ensures faster collections and quicker payouts



Local vendor onboarding
Pan-India vendor presence reduces logistics costs and working capital pressure



Smart tech platform
Real-time tracking of orders, deliveries, and payments improves cash flow visibility



Repeat clients & recurring orders
Steady order flow from developers reduces idle capital and improves turnover

Trusted by India's Marquee contractors and developers



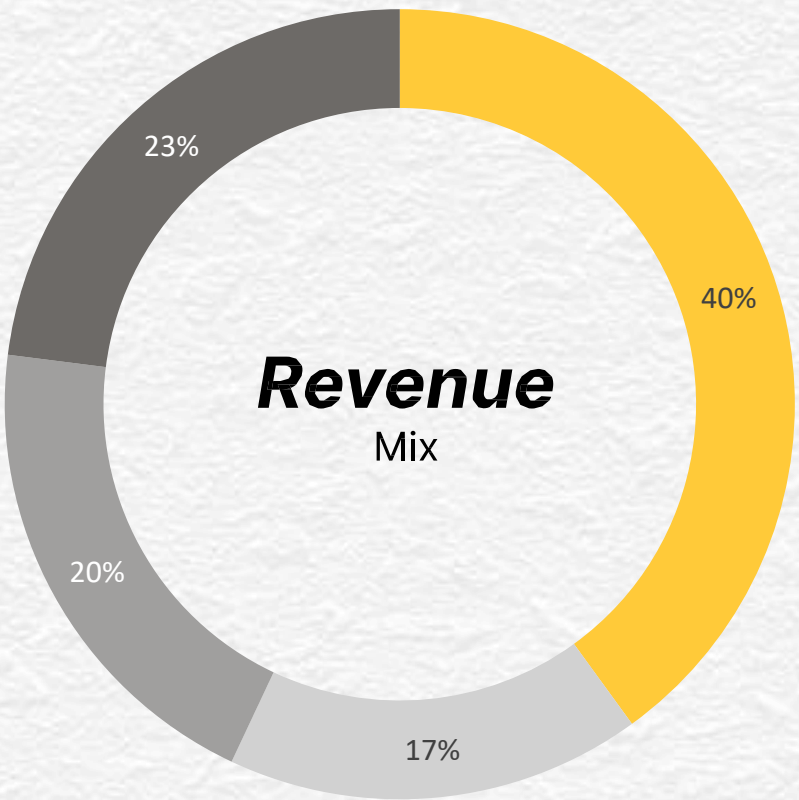
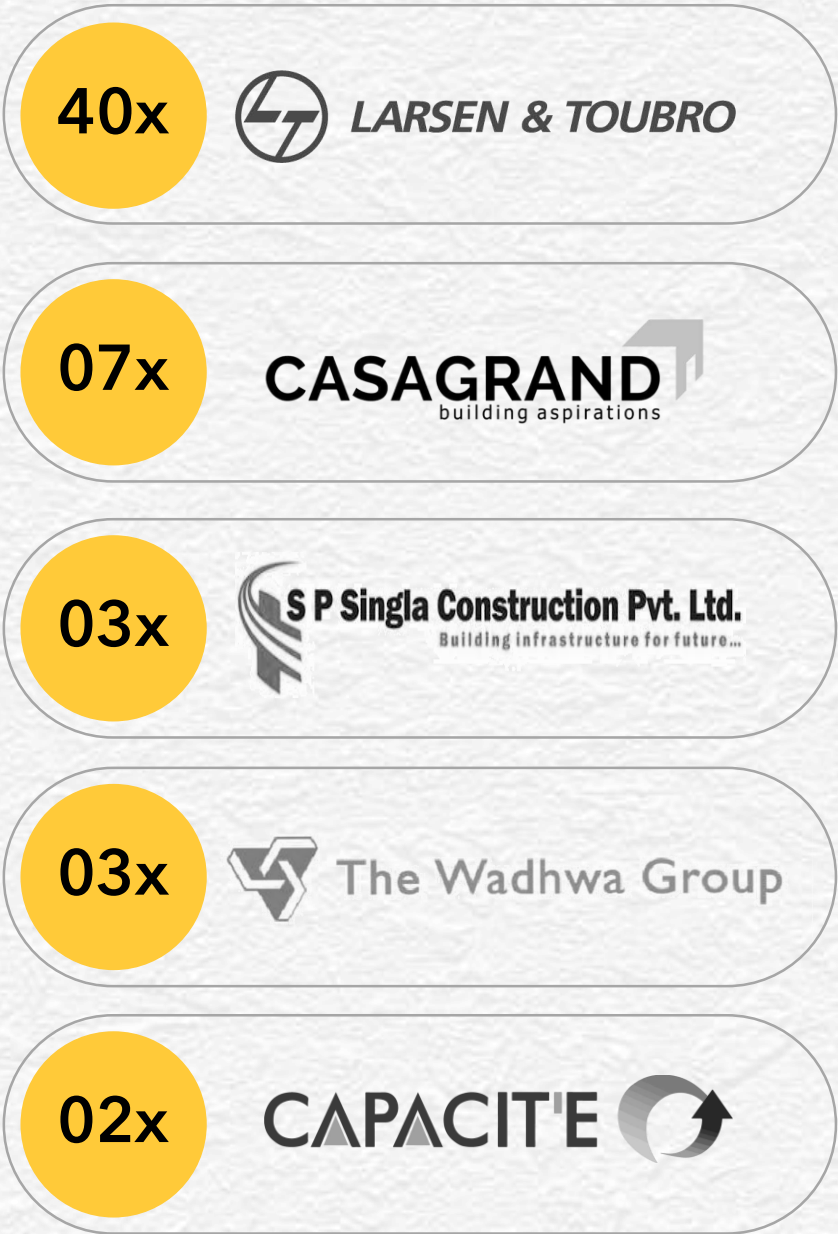
2800+
customers

served across sectors and projects;
Building relationships, not just
Transaction

A rare combination of
on-ground control and back-end
intelligence - **hard to replicate, built to
scale**

Customer Wallet Share

We've seen strong wallet share growth
across many customers since their first
year of doing business with us.



- Large Infra & Epic Players
- Leading Real Estate Developers
- Product Manufacturers
- Other B2B Customers

One Network. Every material. Zero chaos.



A full-stack system built to run construction materials, end to end

A unified system that manages everything from:

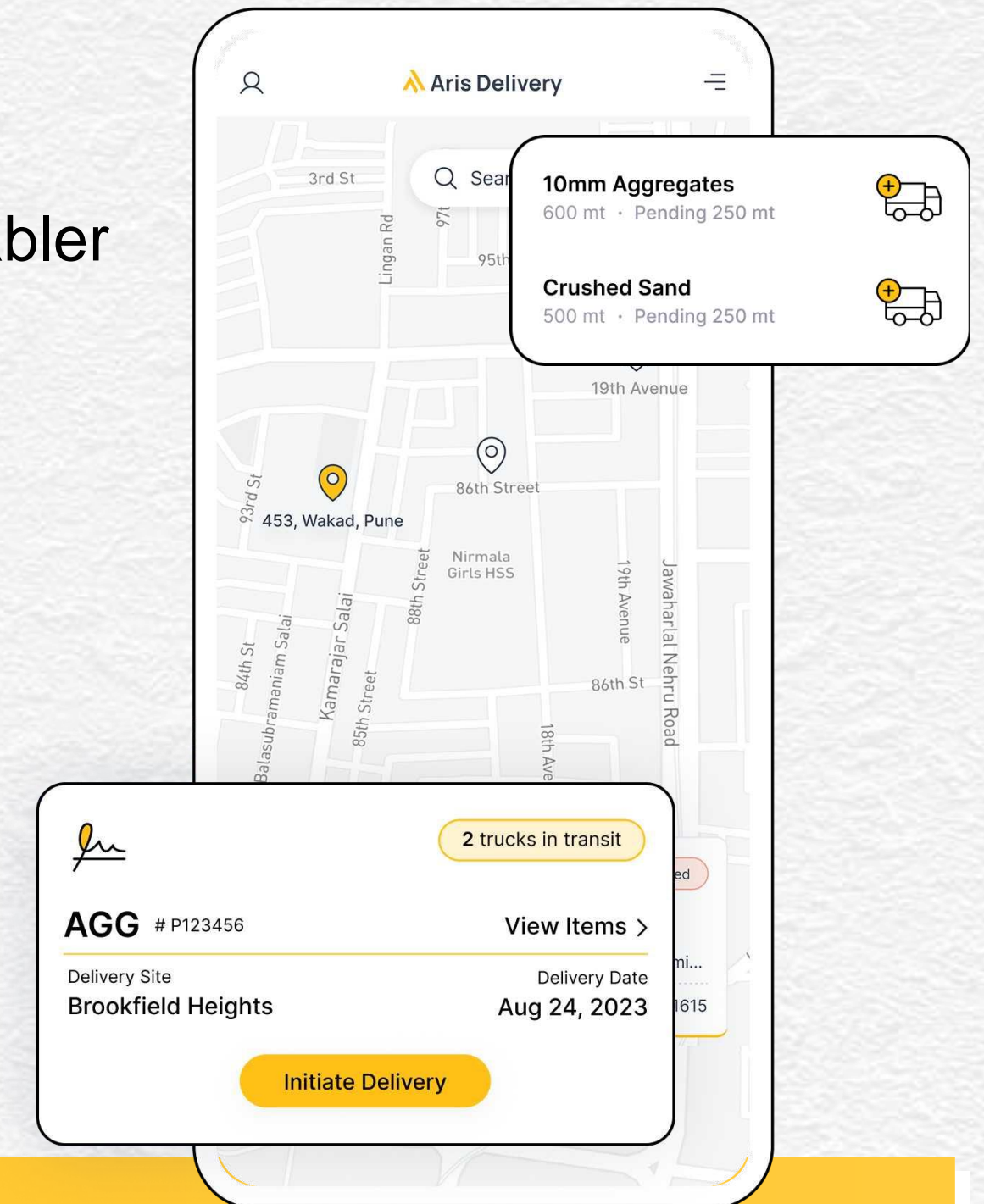
- **Vendor outreach & bid invites**
- **Customer quotes & price locking**
- **Deal documentation & dispatch initiation**
- **Invoice generation & digitised delivery documents**

Replaces manual processes, large teams, and spreadsheets

Enables automation, accuracy, and speed across the ecosystem

Currently powering internal operations at scale —
future-ready to empower customers and vendors across the supply chain

as an enabler



Real-time visibility → Faster decisions → Better control →

Higher margins → *Saves Time & Resources*

Solving Supply Chain Inefficiency



CHALLENGES



Inefficient supply-chain

Fragmented vendors, unpredictable timelines, no quality assurance



Execution challenges

Moving bulk materials daily with control is the industry's biggest operational challenge



Manual processes

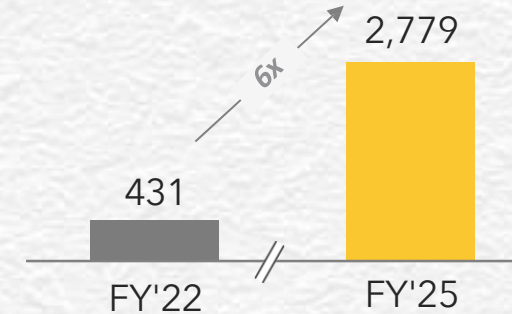
High human intervention with endless vendor calls and follow-ups



Low tech-adoption

Most solutions focus on aggregation (marketplaces), not day-to-day operations

6x Growth in # of registered Customers



SOLUTIONS



Timely delivery



Quality monitoring & assurance



Instantly connect with **Multiple** vendors



Reliable Supply
And cost Effective



Digital Process And **Automation**

Customer Case Study



SOURCING FROM MULTIPLE VENDORS:

Ensures reduced dependency on single supplier. This diversified approach also mitigates risks related to delays or quality issues and enables businesses to maintain consistent operations.



QUALITY:

ArisInfra takes ownership of end to end transaction ensuring good quality material reaches to the site on time. Our technology helps in faster invoicing leading to improved cashflows for contractor

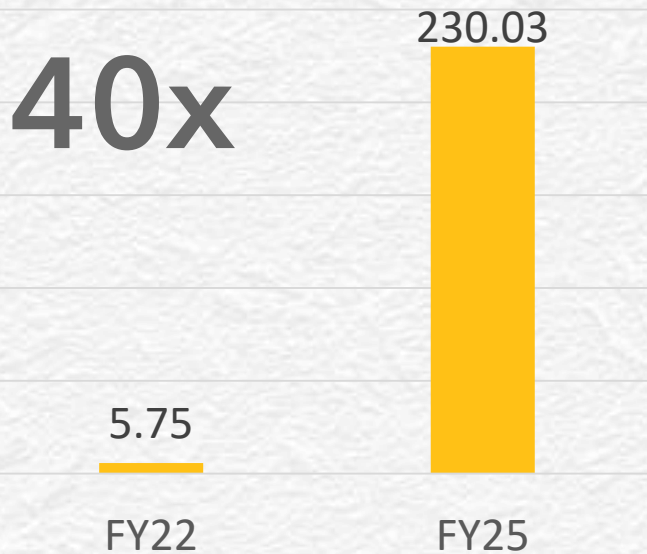


TRUSTED PARTNER:

ArisInfra is a key supplier for materials across multiple projects and sites and providing convenience at fingertips.

CASE STUDY 1

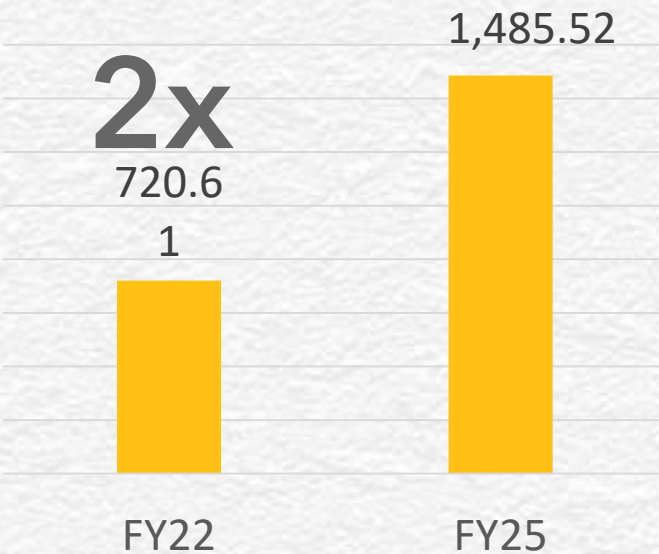
Listed largest contractor working across 5 categories across multiple states



Revenue in INR Mn

CASE STUDY 2

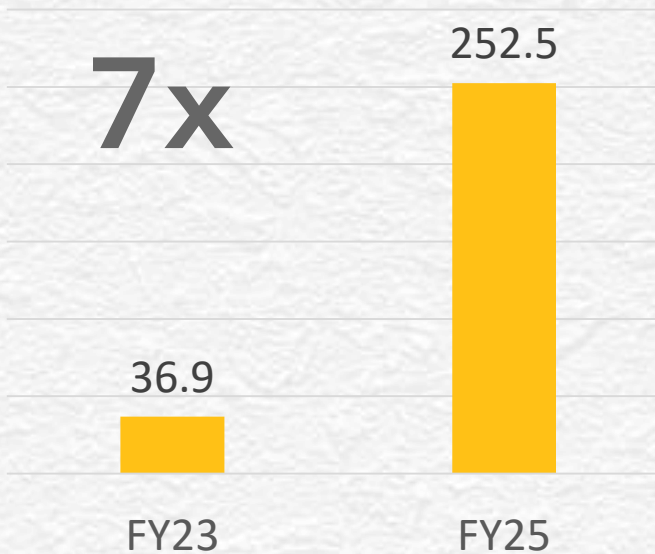
Listed contractor working in 14+ categories and managing supply chain of 500+ vendors



Revenue in INR Mn

CASE STUDY 3

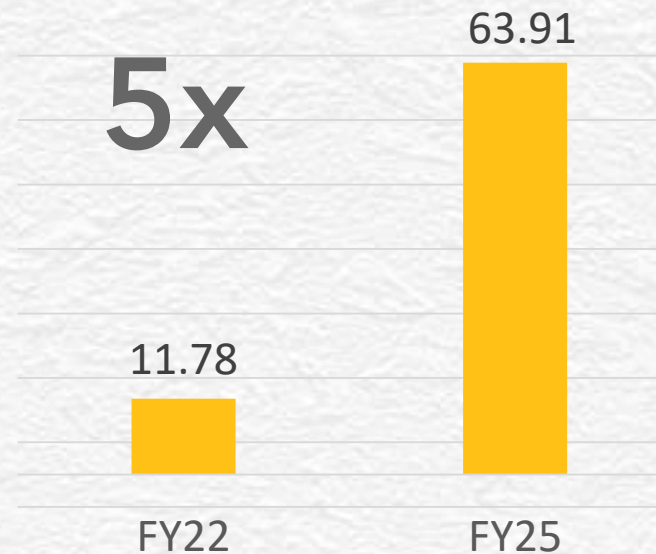
Prestigious Real estate developer working across multiple projects



Revenue in INR Mn

CASE STUDY 4

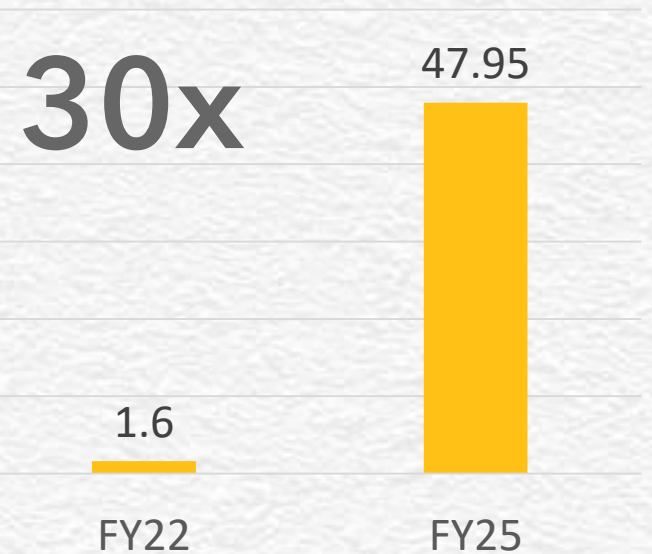
Major Indian Retail Company



Revenue in INR Mn

CASE STUDY 5

Pan India RMC manufacturer



Revenue in INR Mn

Supporting Vendor to Up-Sell & Scale



CHALLENGES



Fluctuating demand



Pressure on delivery timelines



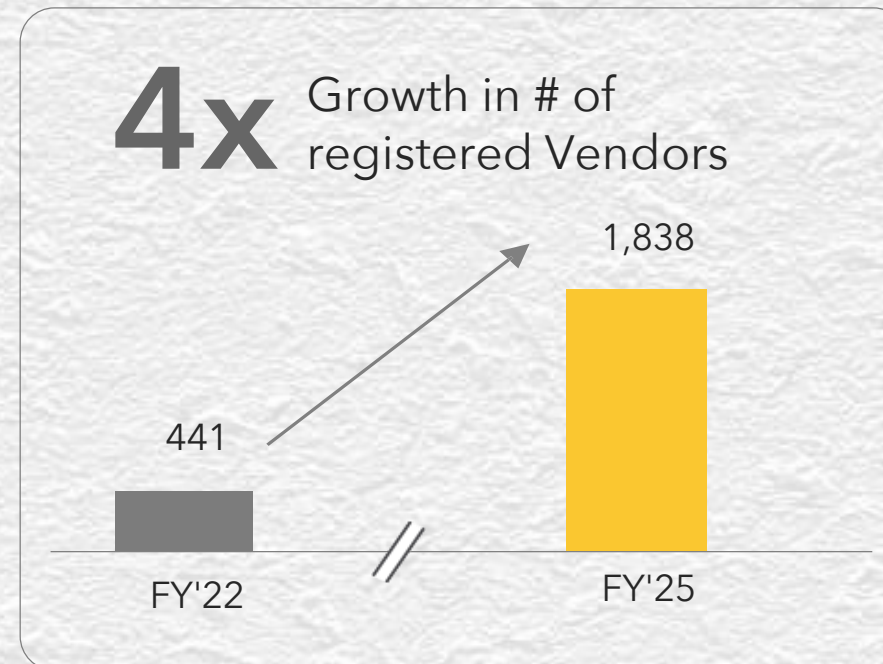
Payment cycle uncertainties



Compliance and
Standardization requirements



Limited customer reach



SOLUTIONS



Improved capacity utilization
and higher revenue potential



Better unit economics
Wider customer reach



Recurring business



Better ROCE through efficient
operations



Demand aggregation on an
easy-to-use platform



Faster turnarounds

Supplier Case Studies



RECURRING BUSINESS:

Ensuring a continuous revenue stream by creating consistent demand- enabling predictable workflows, and steady cash flow



WIDER REACH:

The SME supplier have been able to reach a wider set of customers



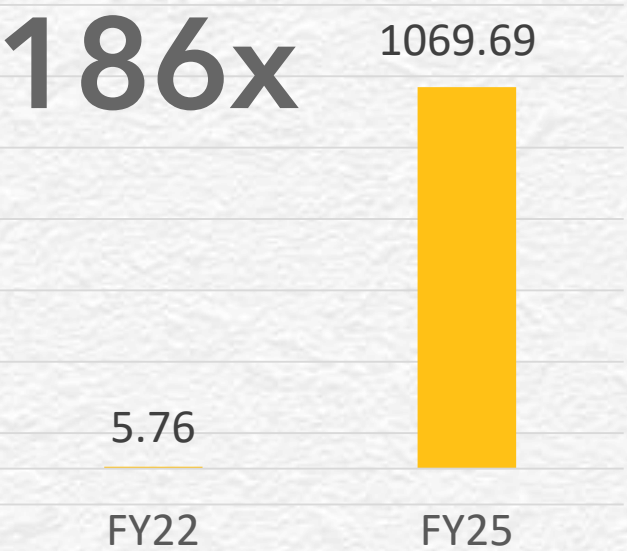
INCREASED CAPACITY UTILIZATION:

Empowering vendors to optimize plant capacity, improve operational efficiency and drive better unit economics

CASE STUDY

1

SME Ready-mix concrete manufacturer

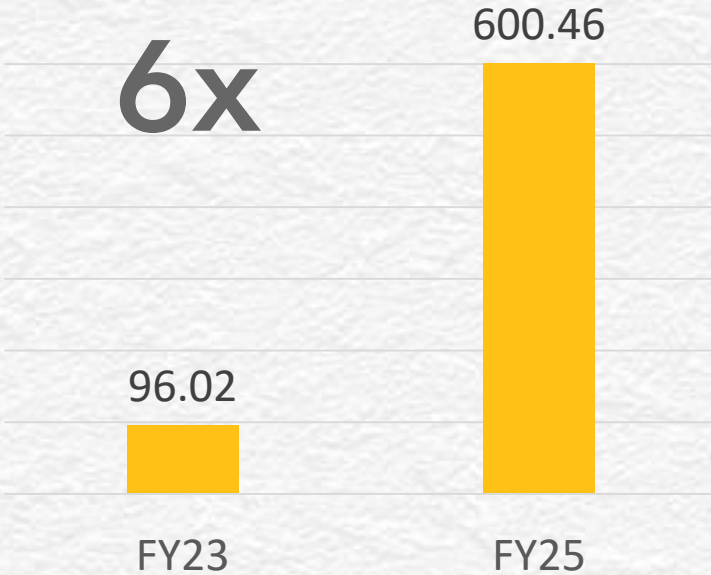


Purchases in INR Mn

CASE STUDY

2

Aggregate crusher based out of Chennai

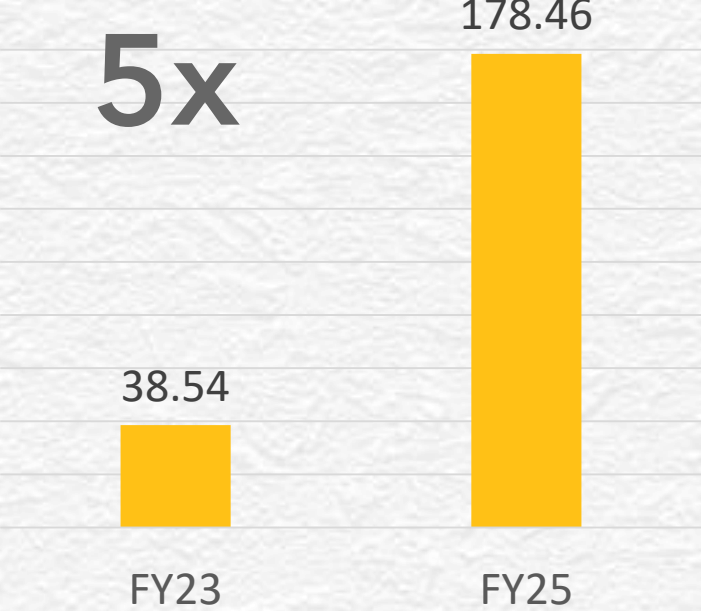


Purchases in INR Mn

CASESTUDY

3

Aggregate manufacturer based out of Mumbai

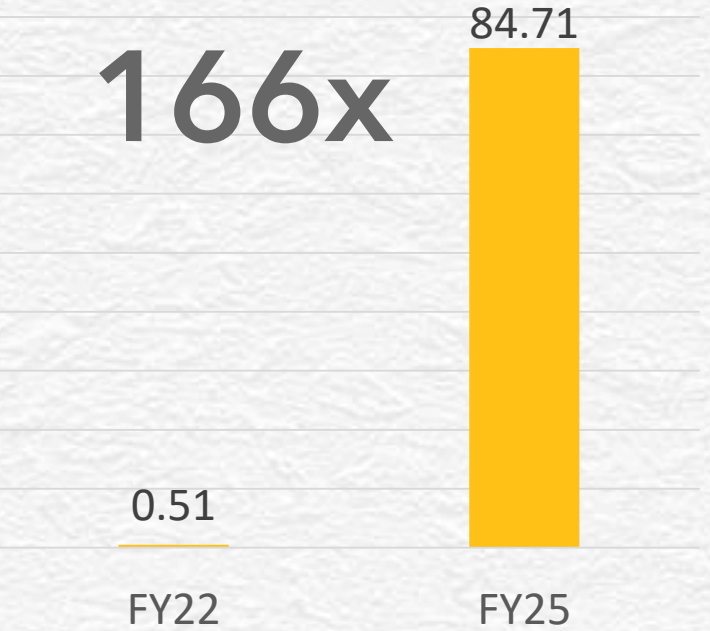


Purchases in INR Mn

CASESTUDY

4

Real Estate Builder and Contactor

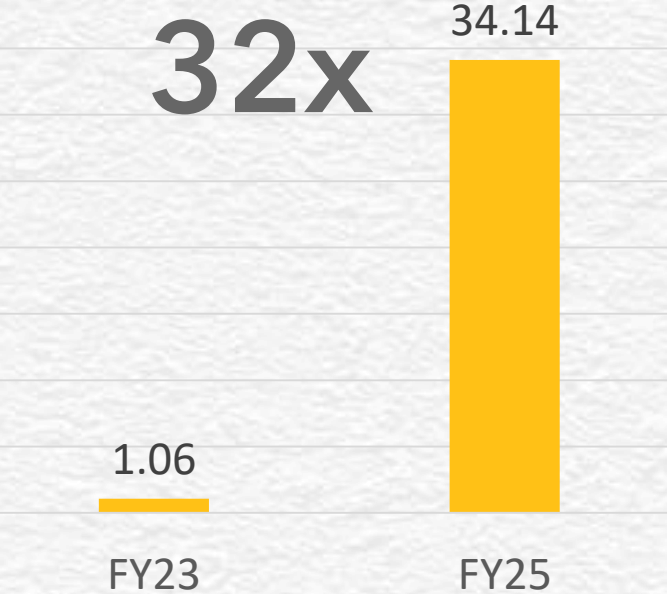


Purchases in INR Mn

CASESTUDY

5

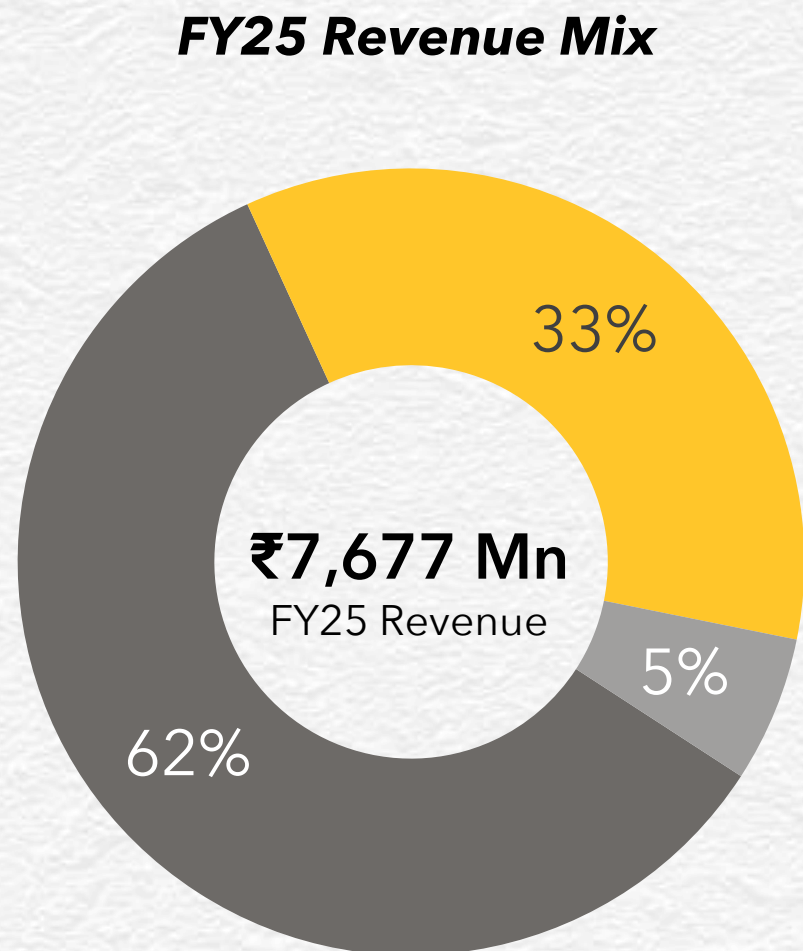
Eco friendly Building Materials Supplier



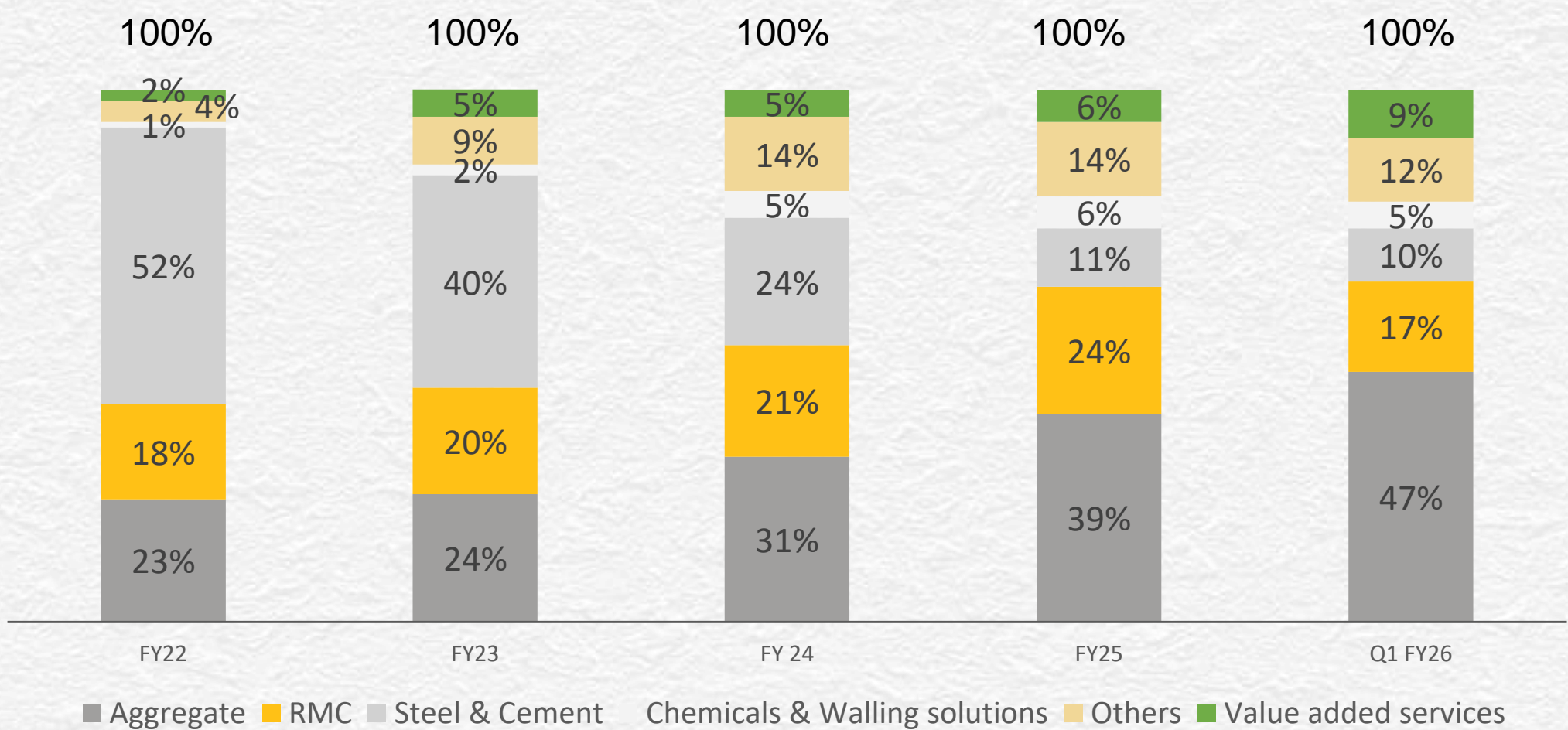
Purchases in INR Mn

Deconstructing the Aris Revenue Engine

One platform. Many levers of growth. Each built to scale differently.



- Contract manufactured Products***
Aggregates, RMC & AAC Blocks
- Sourced from vendors**
Aggregates, Electricals, Steel, and others
- Value-Added Services**
for Real-Estate Developers



2x
Increase in Volumes
(m MT)

4x
Growth in revenue from
value-added services

14x
Contract manufactured
Products*

Value-Added Services

Aris' cross-sell strategy deepens relationships and grows profitability

- Development Management
- Strategic Advisory & Consultancy
- Inventory Marketing, and others



Transcon Iconica
Private Limited

The Wadhwa Group

LODHA

CAPACITE

*Partner-manufactured materials exclusively for Aris to allow supply control, quality, and margins

Growth backed by margins

Strategic material mix shift toward categories with stronger contribution efficiency

83% ↑

Higher-Margin Categories

Revenue contribution from Aggregates, RMC, Chemicals, and more¹ – up from 45% in FY'22

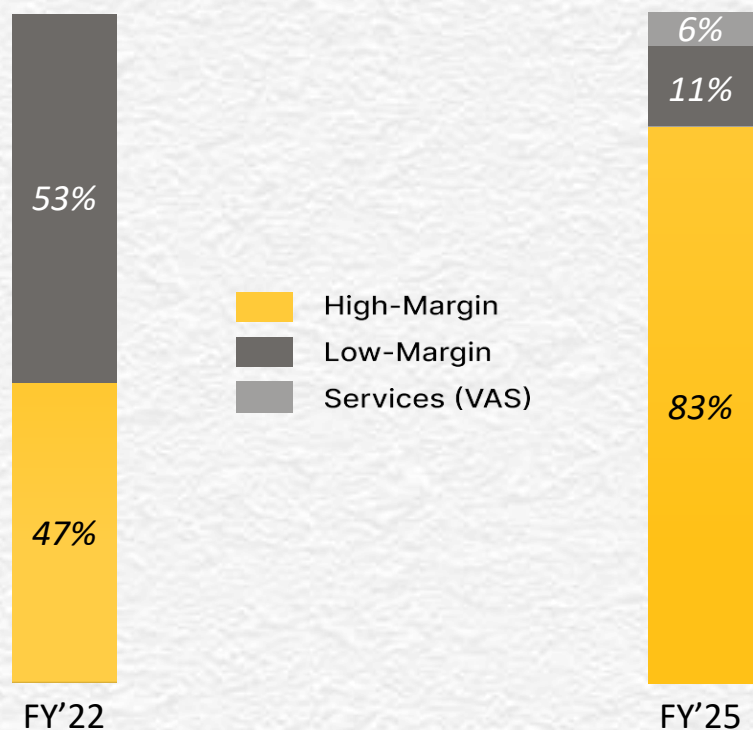


Focus Categories

Reduced focus on lower value categories like Cement and Steel

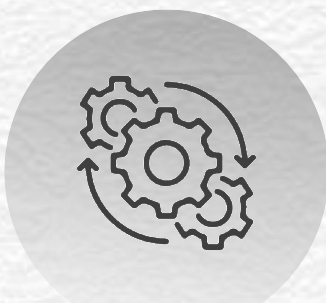
Margin Expansion

Revenue contribution from third-party manufactured Construction materials on an upward trajectory



The Real Story Lies in our profitability

Strategic shift from volume-led growth to margin-focused value creation



Operationally Aligned Mix

Focus on categories where execution strength directly impacts outcomes



Scalable Profitability

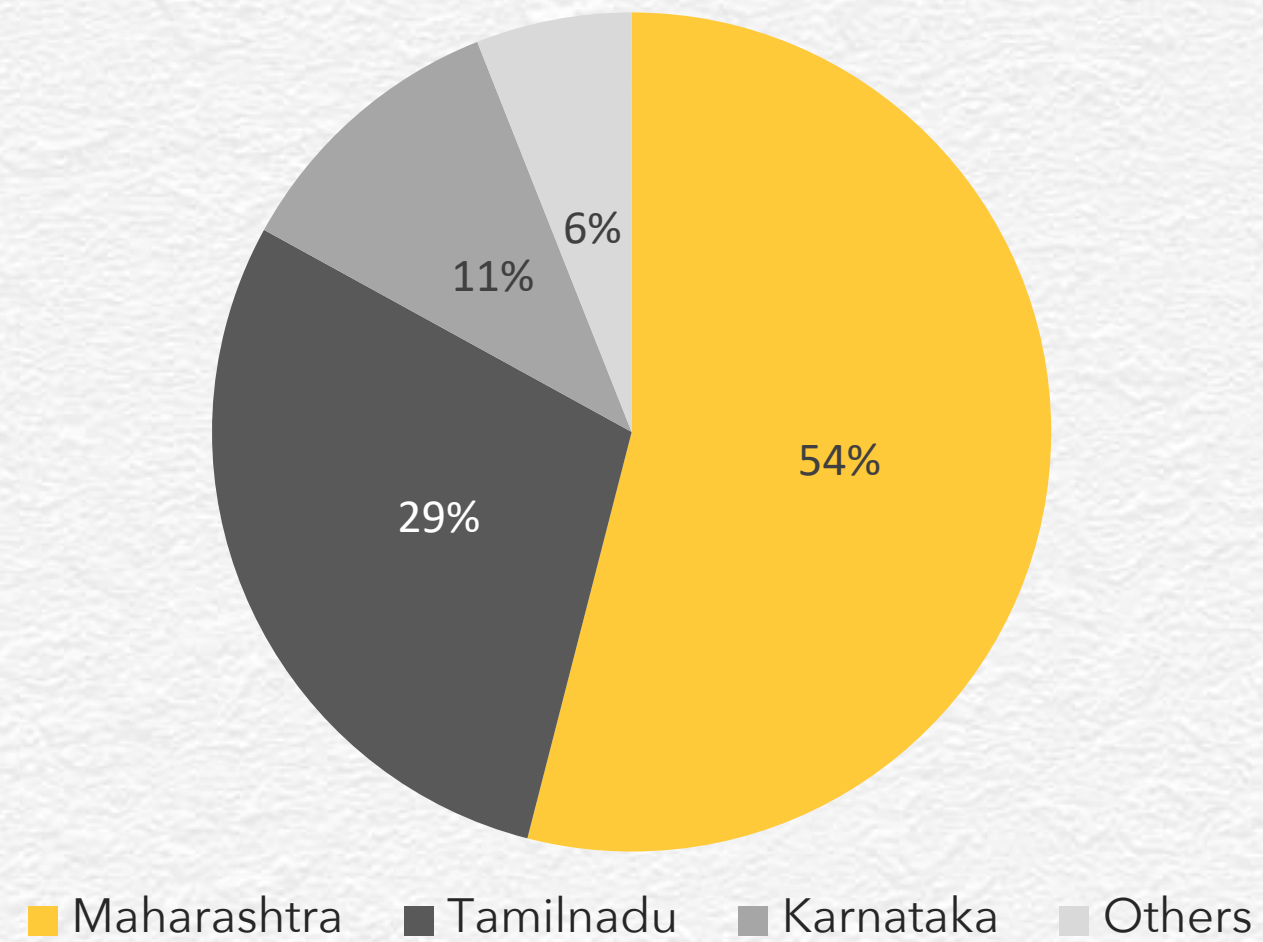
Categories that support better unit economics and cash flow cycles

Note: 1) Walling solutions, and others Including tiles, shuttering plywood, electricals and plumbing materials

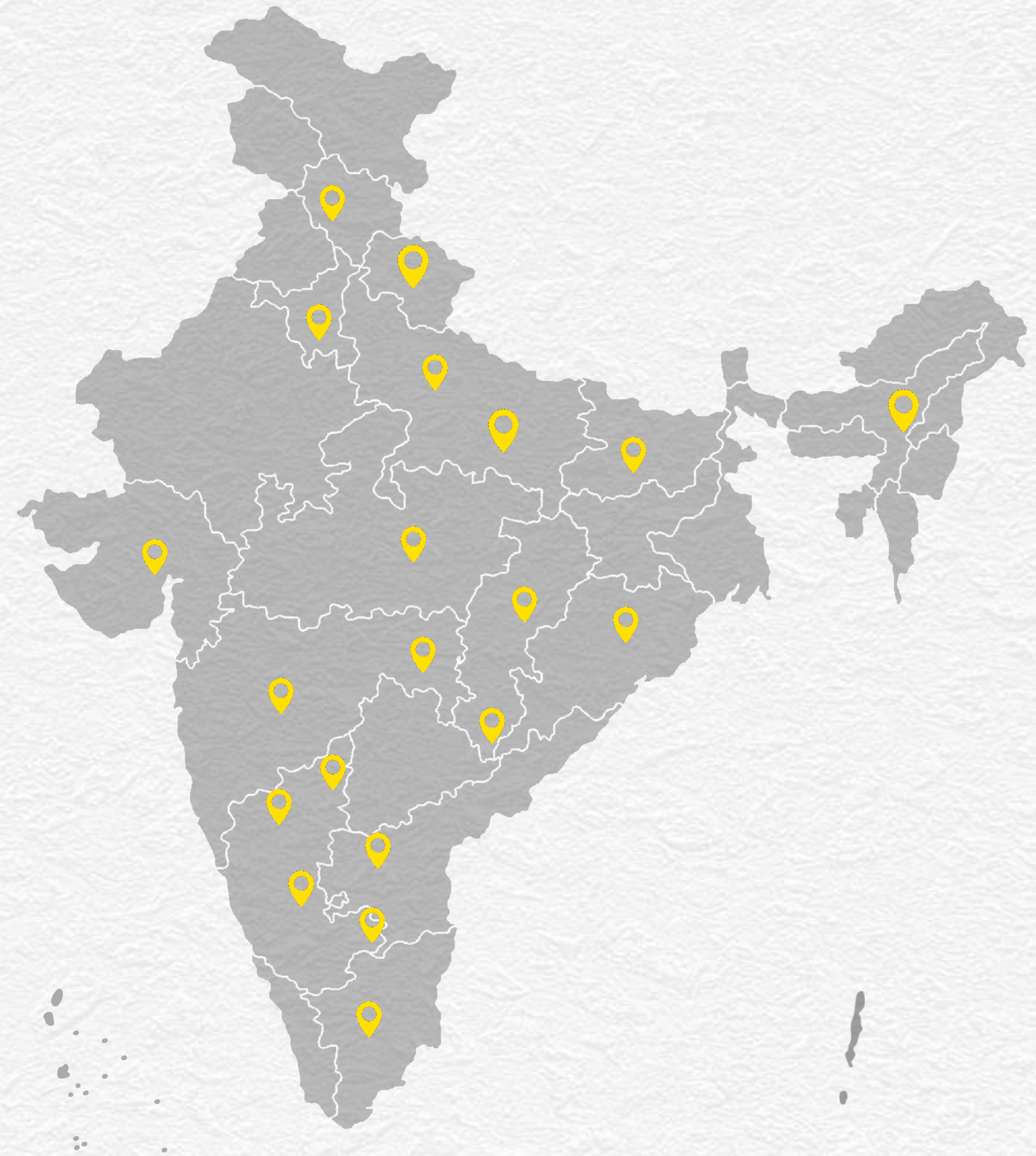
Geographical footprint

Reliable Procurement Across 18 states

FY25 Revenue contribution (%)



Improving the position or the market penetration in the existing states



The India Opportunity...

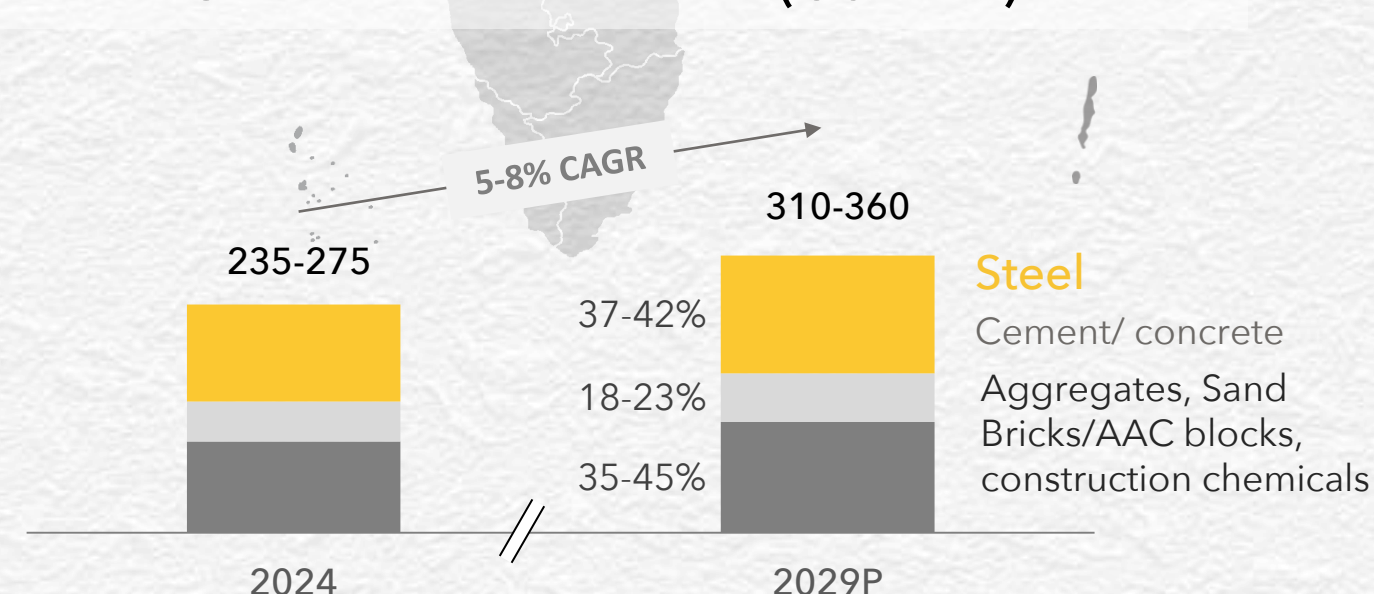
India is building faster than ever

USD 295 bn+ materials market shifting from fragmented supply to structured execution



\$295B+
Opportunity

Construction Material (USD bn)



Source: Redseer report



Housing and Infrastructure Tailwinds

Massive infrastructure and housing push-driven by government capex and rapid urban expansion.



Fragmented and Underserved Market

Construction materials market remains highly fragmented and largely underserved by tech.



Rising Expectations from Buyers

Increasing demand for visibility, Reliability, and speed in procurement and delivery.



Need for Scalable Aggregation Platforms

Industry ready for platform-led aggregation but few players can execute at scale.

A Leadership team

built for execution, scale, and discipline

Strong standards of corporate governance enforced



Ronak Kishor Morbia

Chairman & Managing Director

Third generation promoter with **13+ years** experience in construction materials.

Legacy Business

From one of Mumbai's largest Aggregates business with 50+ years legacy



Bhavik Jayesh Khara

Whole Time Director & Chief Financial Officer *

Over 6 years of experience across tax accounting and construction materials.

Leads daily execution, ensuring **smooth coordination across teams** and sites



CA Srinivasan Gopalan

Chief Executive Officer

13 years in real estate and management sector, including the Wadhwa Group
Brings deep commercial acumen and **strong developer relationships**

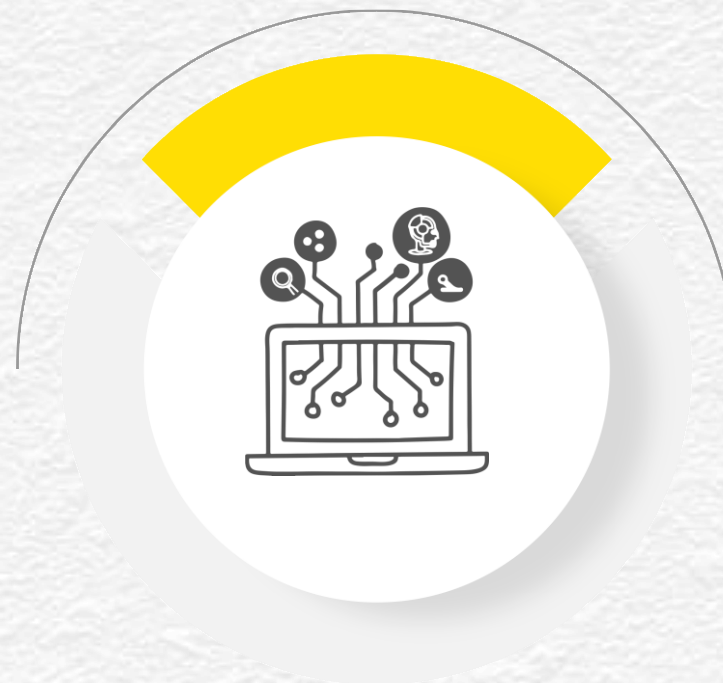
(*Effective from 14th July 2025)

*Together, they bring industry understanding, execution experience
- a combination built over time through relationships and on-ground expertise*

Strategic Pillars

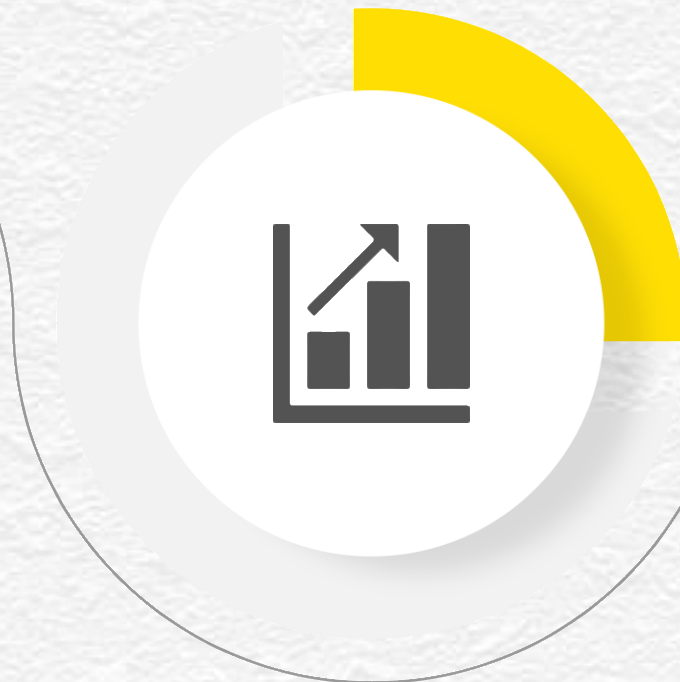
Driving Scalable & Sustainable Growth

Digital Procurement



Tech-led supply chain transformation through digitized procurement

Growth-Ready Model



Strategically positioned for scalable growth in infrastructure and construction

Asset-Light Expansion



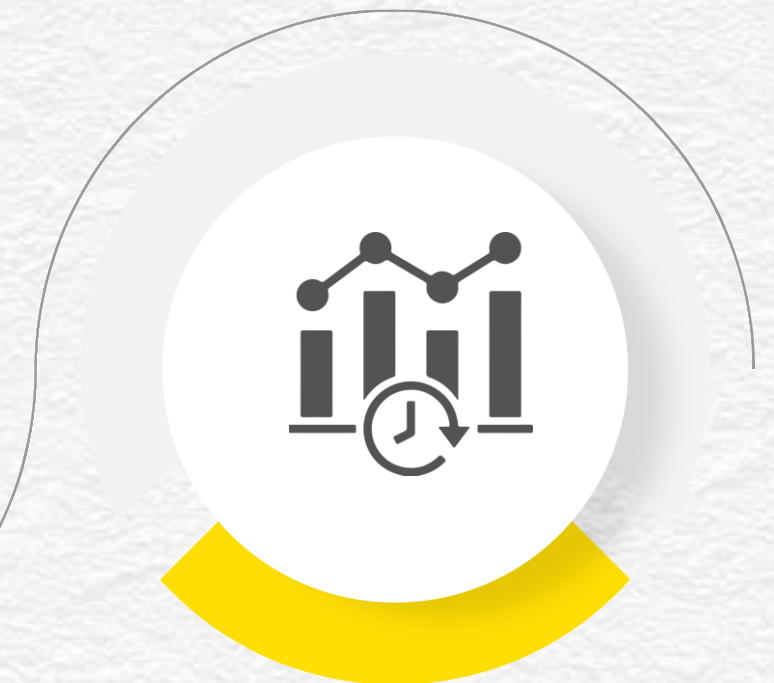
Expanding third-party product portfolio for better margins and reach

Platform Advantage



Robust network effects boosting long-term ecosystem value

Real-Time Credit Insights



AI-powered credit risk and operational efficiency framework



WAY Forward

Way Ahead

Strategic Focus Areas

Expanding existing customers wallet share

Adding more projects, products and locations

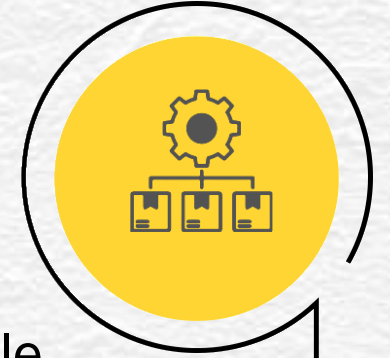


Onboarding new vendors

to broaden network and increasing capacities, securing exclusive contracts



Focusing on Value added services to be able cross sell materials



Enhance working capital efficiencies to support sustainable growth Through diversifying our business model and leveraging supply chain financing for faster fund access



Expand strategic partnership with contract manufacturers.

Increasing from existing 33% to secure supply chain



The background of the slide is a warm, golden-yellow color. It features several stacks of gold coins, some in sharp focus and others blurred. Overlaid on the image are several large, semi-transparent white arrows pointing upwards and to the right, creating a sense of growth and progress.

FINANCIAL

overview

Management Comment

“We are pleased to commence FY26 with a strong performance, reflecting the robustness of our integrated business model and continued focus on high-margin, asset-light operations.

Revenue grew by 11% year-on-year, and we delivered ₹51 million in Profit After Tax (PAT), after absorbing one-time IPO expenses. Excluding this, PAT stood at nearly ₹74 million — exceeding the full-year PAT we reported in FY25, within the first three months of FY26.

We also reported our highest-ever EBITDA margin at 9.14%, supported by deeper integration of services, scale benefits from increased throughput, and stronger realisation across key supply partnerships.

With proceeds from the IPO and prudent capital allocation, we are now nearly debt free. This enhances our financial flexibility and strengthens our ability to scale efficiently across core markets.

As we move ahead, our priority remains on disciplined execution, improving working capital efficiency, and unlocking higher returns through an increasingly integrated model. With a strong pipeline and deeper developer partnerships, we are confident of sustaining momentum through FY26”



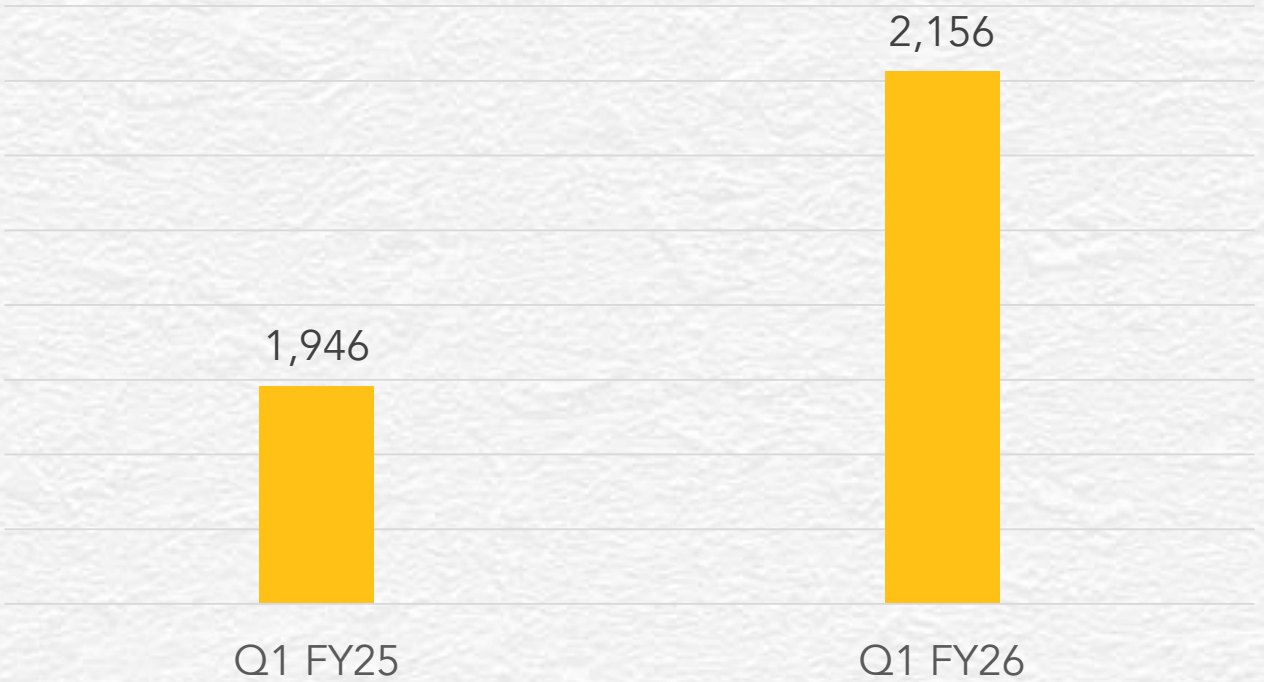
Ronak Kishor Morbia

Chairman & Managing Director

Financial Highlights Q1 FY26

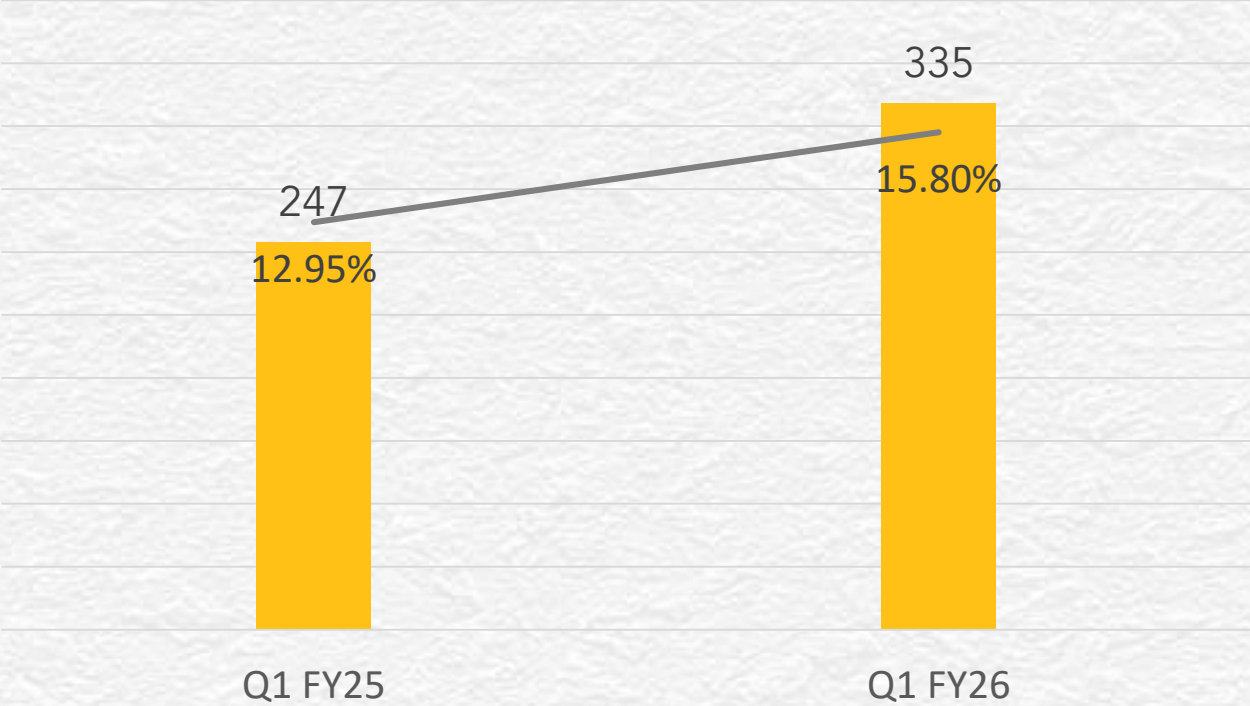
Total Income

(₹ Mn)



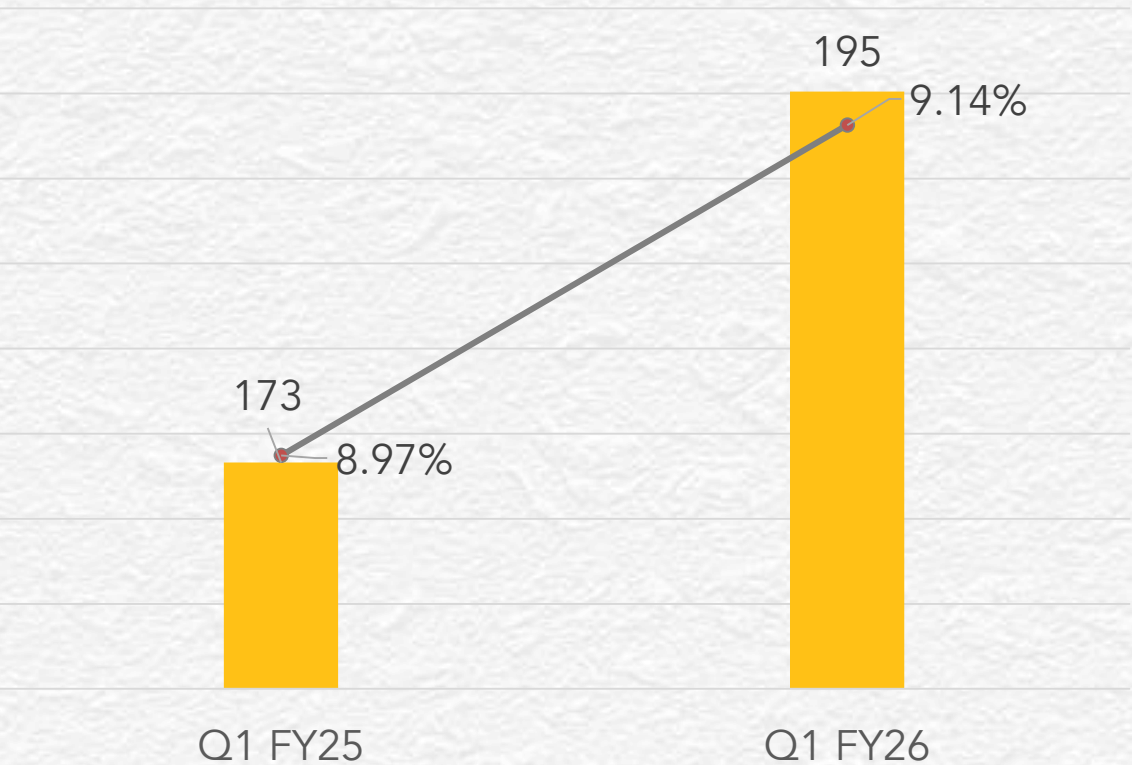
Gross Profit & Gross Margin (%)

(₹ Mn)



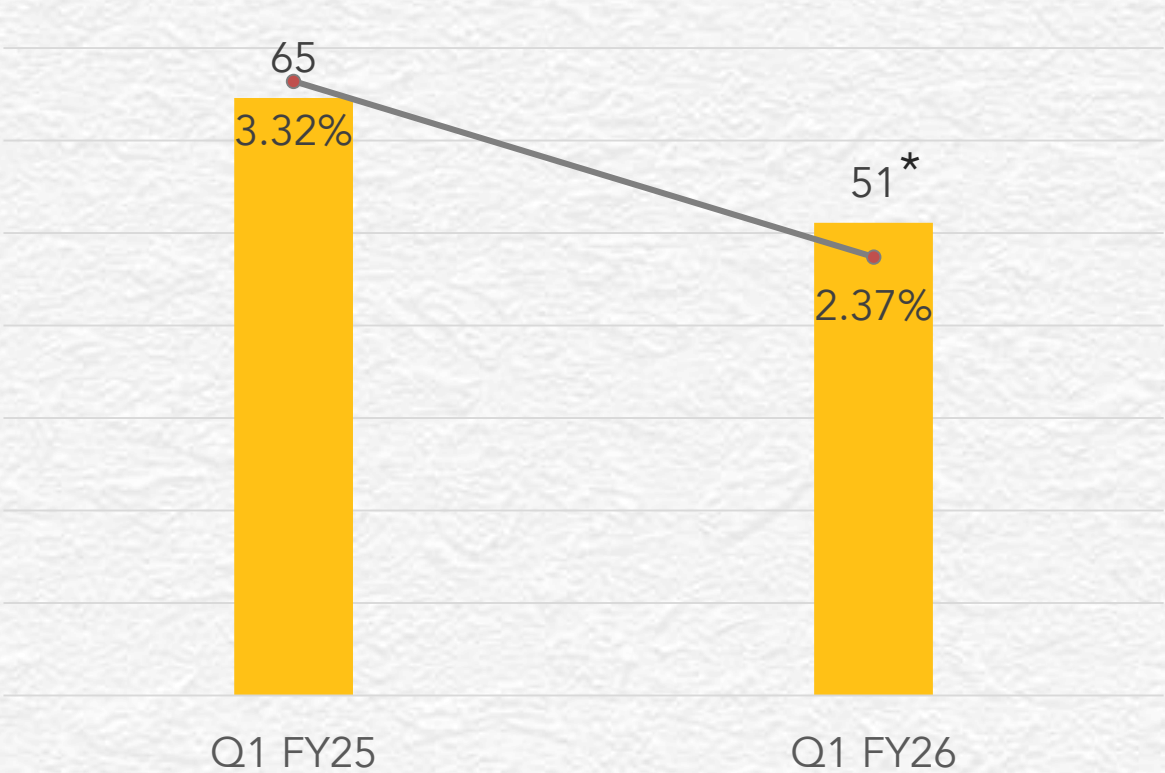
EBITDA & EBITDA Margin (%)

(₹ Mn)



PAT & PAT Margin(%)

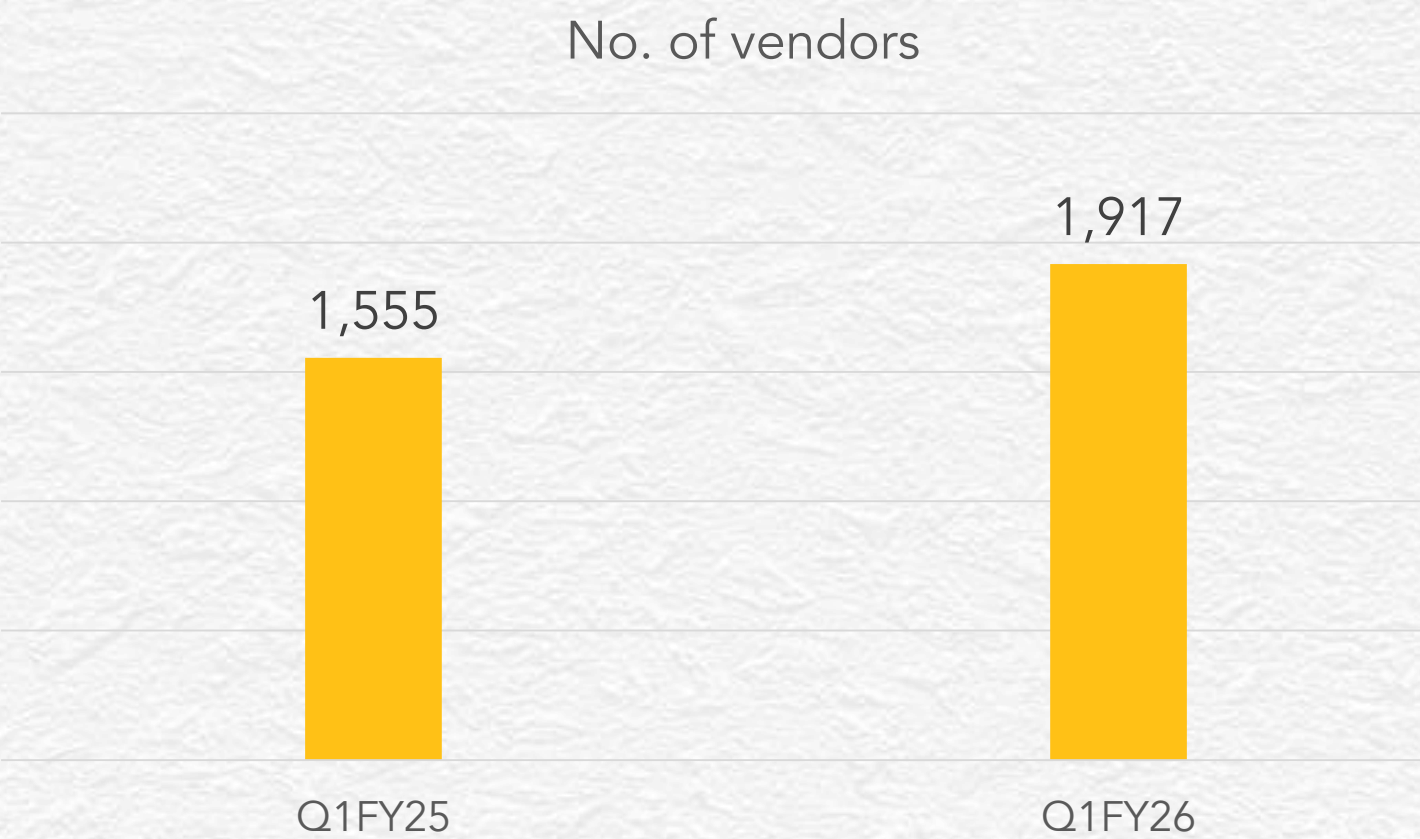
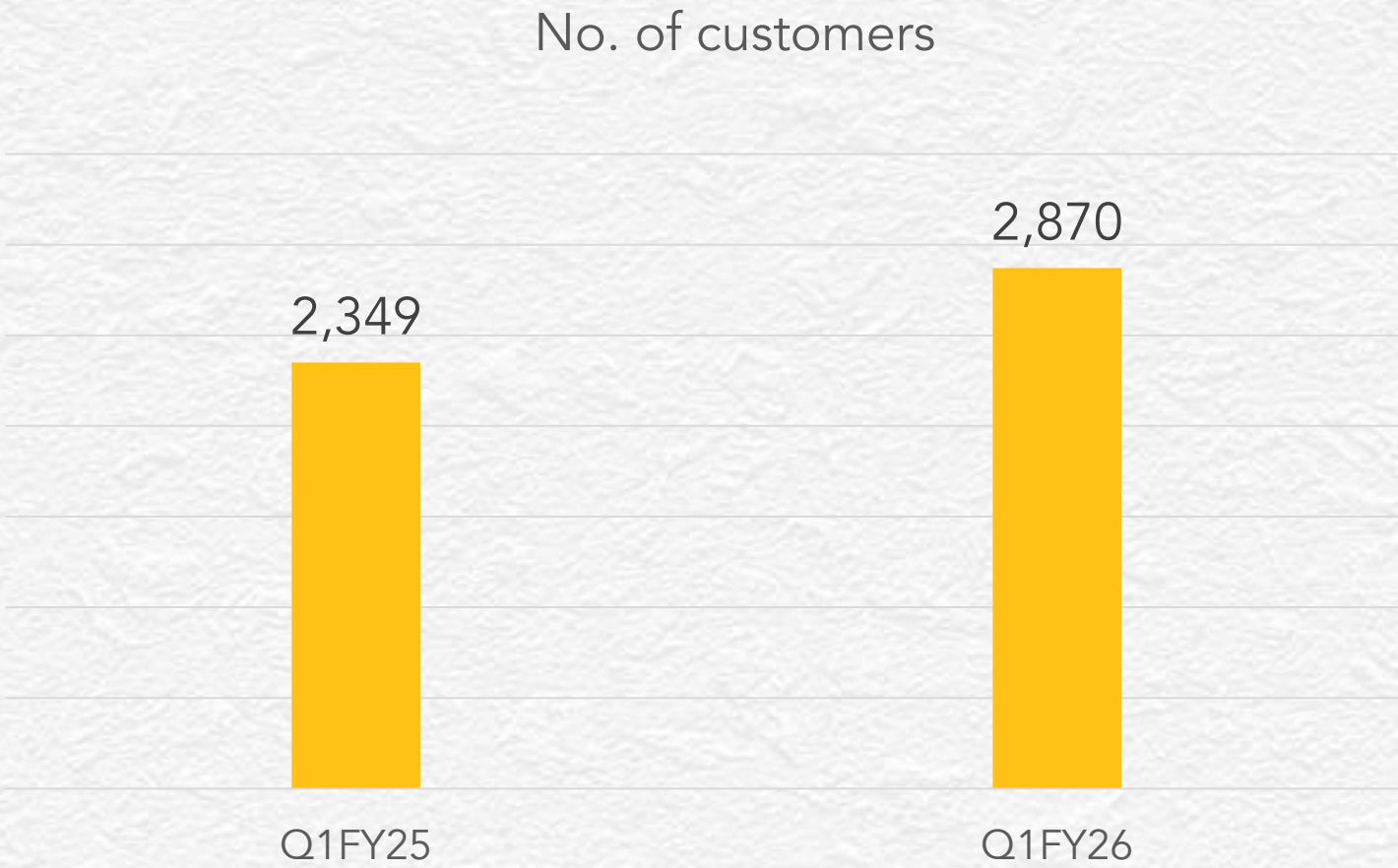
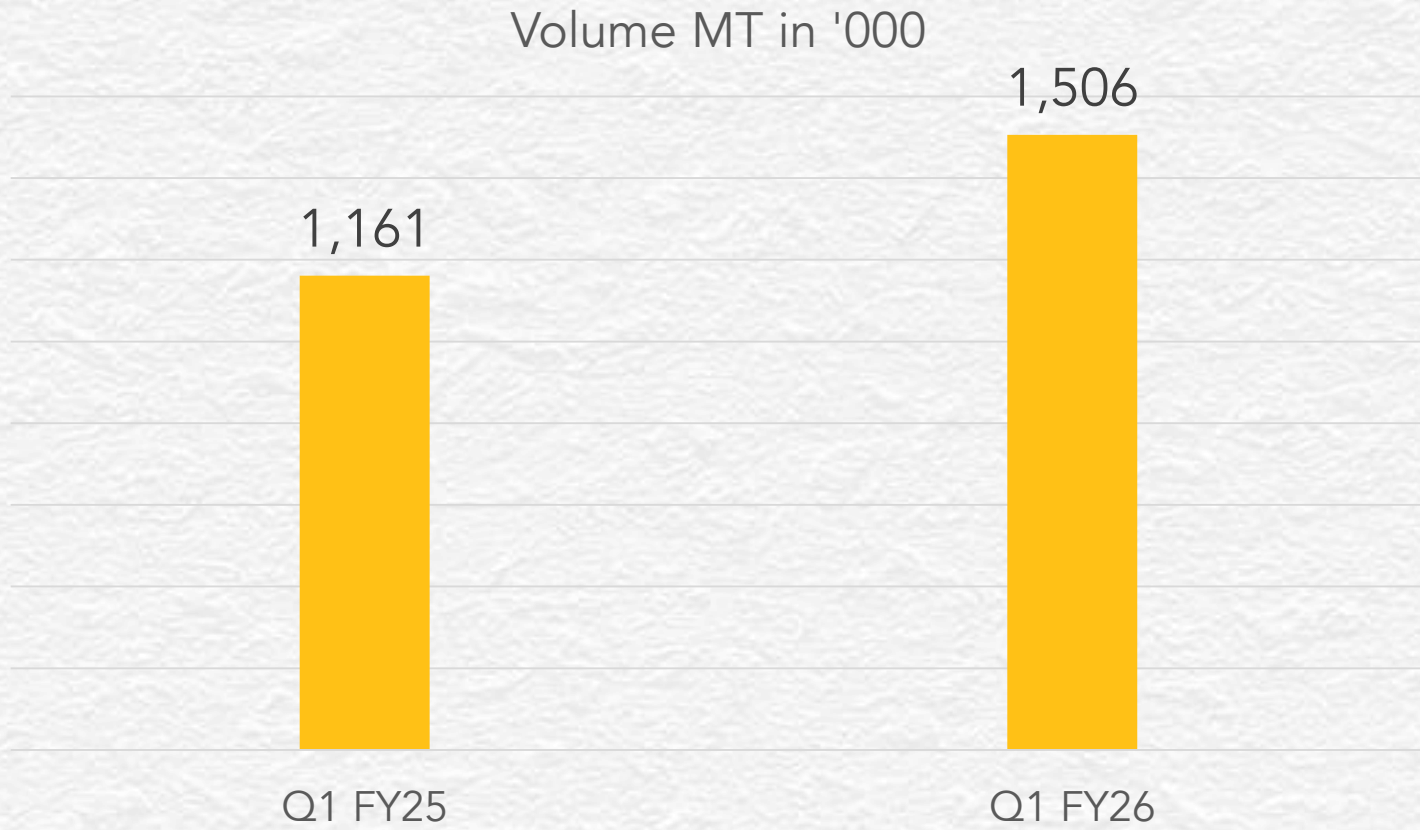
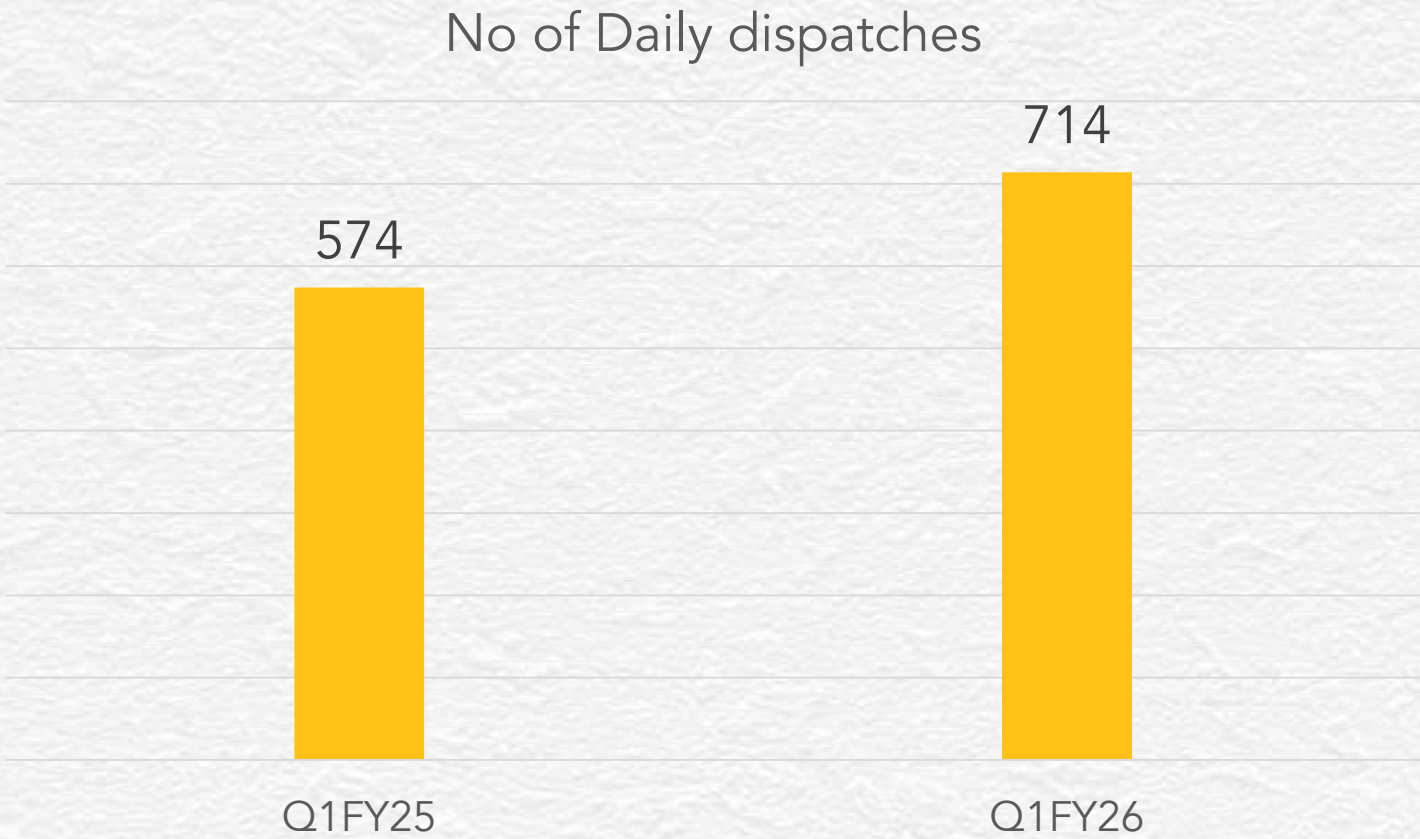
(₹ Mn)



- Total Income increase by 11% driven by higher daily dispatches, an expanded vendor base and greater wallet share from repeat customers.
- Improved product mix and increasing contribution for value added service business led to highest ever in EBITDA margin of 9.14%

**Reported PAT after considering one time IPO expenses of ₹28.81 million*

Key Metrics



Consolidated statement of Profit & Loss – Quarterly

(₹ Mn)

Particulars	Q1 FY26	Q1 FY25	Y-o-Y (%)
Revenue From Operations	2,120.82	1,903.94	11.4%
Other Operating Income	13.53	27.72	
Other Income	21.73	14.22	
Total Income	2,156.08	1,945.88	10.8%
Gross Profit	334.66	246.50	
Gross Profit Margin	15.78%	12.95%	
EBITDA**	195.12	173.29	12.6%
EBITDA Margin	9.14%	8.97%	17 Bps
Depreciation	7.57	9.78	
Interest / Finance Cost	117.38	88.53	
Exceptional Item (Gain) / Loss	28.81	-	
Reported PBT	63.09	89.19	
Tax	11.97	24.63	
Reported PAT*	51.12	64.56	-20.8%
PAT Margin	2.37%	3.32%	95 Bps
EPS in Rs.	0.54	1.08	

*Reported PAT after considering one time IPO expenses

**EBITDA is after deducting ESOP expenses & including Other Operating Income

Consolidated statement of **Profit & Loss** – Annual

(₹ Mn)

Particulars	FY25	FY24
Revenue From Operations	7,676.72	6,968.42
Other Operating Income	79.06	2.16
Other Income	64.04	52.99
Total Income	7,819.82	7,023.56
Gross Profit	1,080.47	836.69
Gross Profit Margin	14.07%	12.01%
EBITDA**	579.75	130.18
<i>EBITDA Margin</i>	<i>7.48%</i>	<i>1.87%</i>
Depreciation	33.01	28.86
Interest / Finance Cost	414.51	322.68
Exceptional Item (Gain) / Loss	73.73	0.00
PBT	122.54	(168.39)
Tax	62.41	4.59
PAT	60.13	(172.98)*
<i>PAT Margin</i>	<i>0.77%</i>	<i>NA</i>
EPS in Rs.	0.36	(5.30)

*Loss includes ₹206 million of non cash expense of financial derivative due to the conversion of partly paid up shares to fully paid under IndAs

**EBITDA is after deducting ESOP expenses & including Other Operating Income

Consolidated Balance Sheet

(₹ Mn)

Particulars	As on March 31, 2025	As on March 31, 2024
Total non-current assets	648.49	501.35
Total current assets	6,318.46	4,426.92
Total Assets	6,966.95	4,928.27
Total Equity	2,357.61	1,421.45
Non-current borrowings	30.12	678.30
Total non-current liabilities	125.09	809.92
Current borrowings	3,362.84	2,061.51
Total current liabilities	4,484.25	2,696.90
Total liabilities	4,609.34	3,506.82
Total equity and liabilities	6,966.95	4,928.27

Thank You

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