

Date: July 13, 2025

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

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.

Scrip Code: 544419

Symbol: ARISINFRA

Subject: Compliance of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation on financial results of the Company for the quarter and financial year ended 31st March, 2025.

A copy of the Investor Presentation is enclosed herewith and the same shall also be available on the Company's website at <https://arisinfra.com/>.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For Arisinfra Solutions Limited

[Formerly known as Arisinfra Solutions Private Limited]

Ronak Morbia
Chairman and Managing Director
DIN: 09062500

Place: Mumbai

Encl.: As mentioned above



ArisInfracore

Simplifying Construction

Investor presentation Q4 & FY25



Disclaimer

This presentation has been prepared by ArisInfra Solutions Limited ("Company"), solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks.

The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections

The background is a construction site with a yellow overlay. A large crane is visible in the upper left, and a worker in a hard hat and safety vest is in the foreground on the right. The text "COMPANY & BUSINESS" is in large, bold, dark blue letters, and "overview" is in smaller, lowercase, dark blue letters below it. There are also some white geometric shapes, like a large triangle, overlaid on the image.

COMPANY & BUSINESS

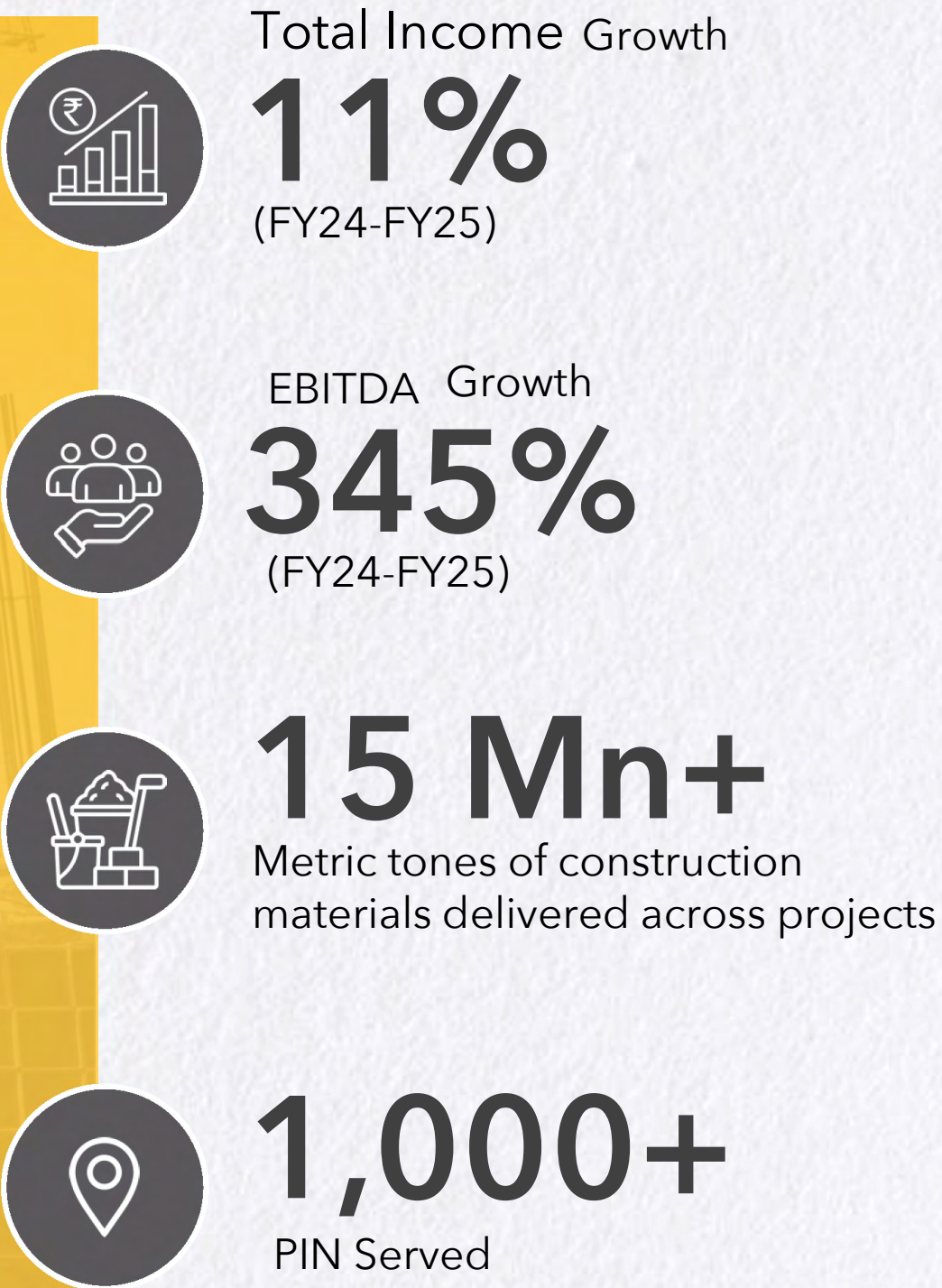
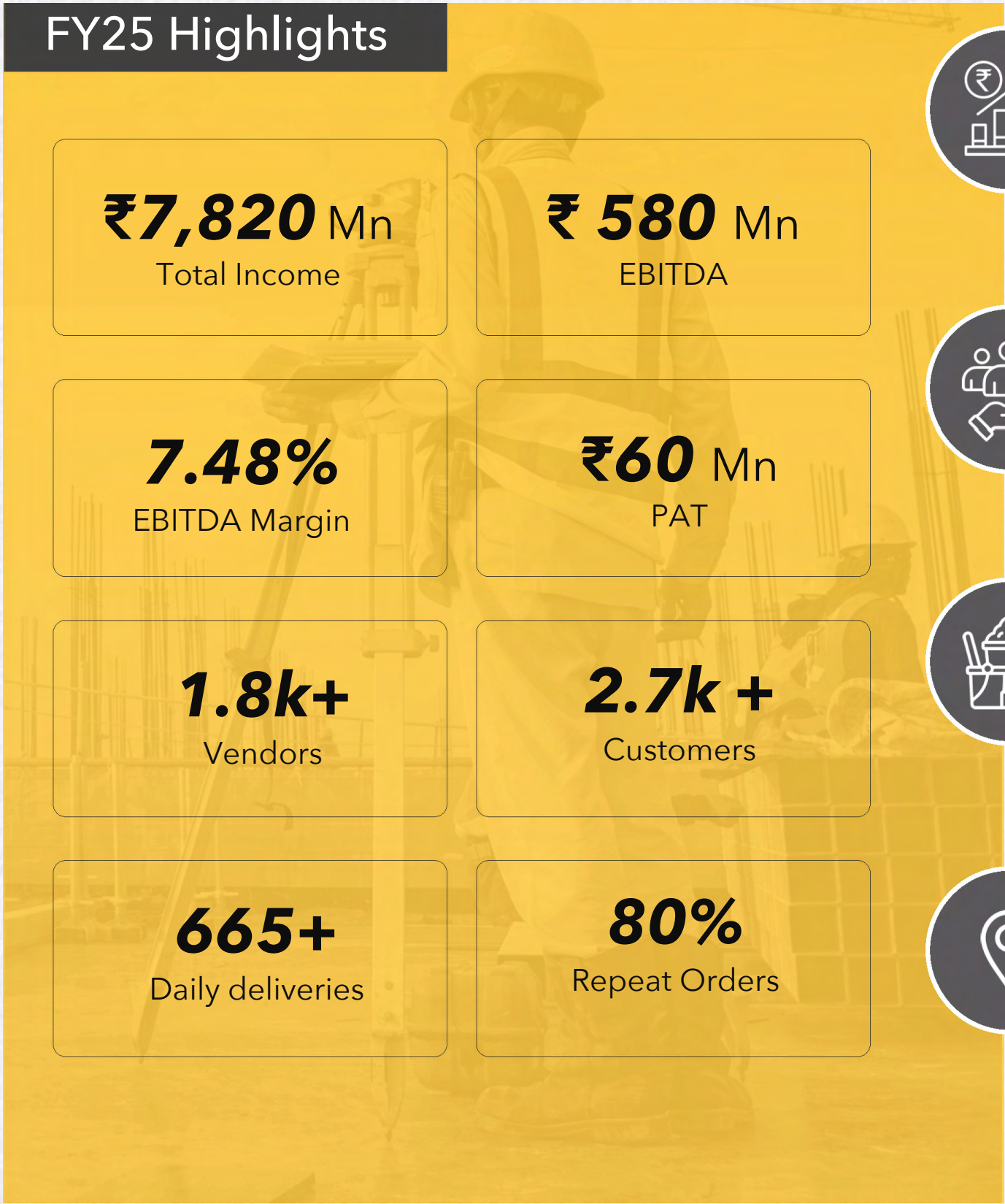
overview

Building a Tech enabled supply-chain Network

Moving materials. Managing complexity. Delivering with certainty

- B2B technology-enabled company operating in a growing construction materials market
- Providing solution to the supply chain inefficiencies in **construction material**
- Aggregator model - No inventory risk & No Fixed Assets
- Control across sourcing, quality, delivery, and documentation

----- Marquee Clients -----



Trusted by India's Marquee contractors and developers



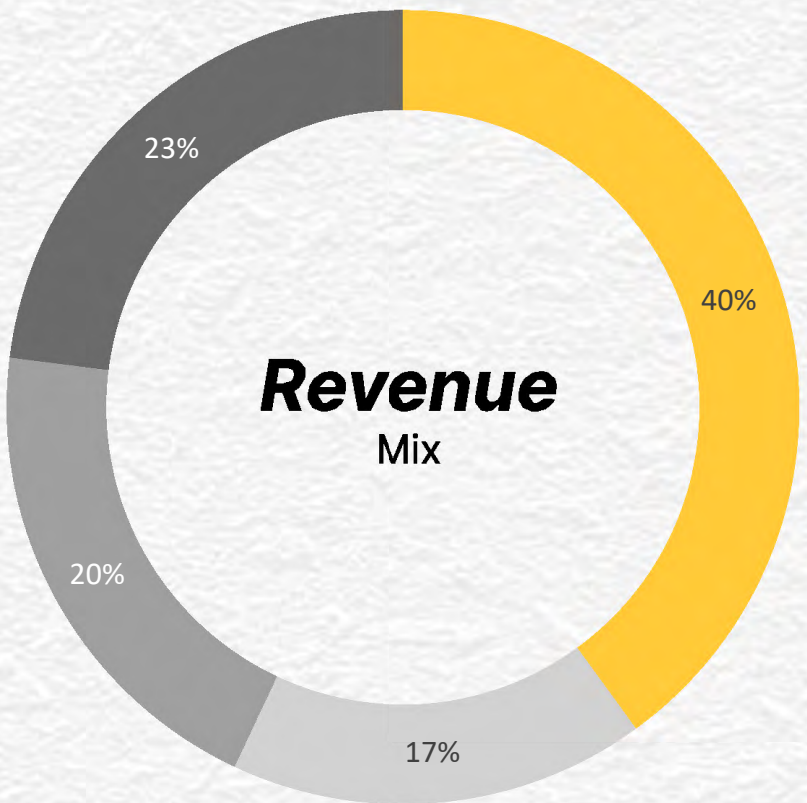
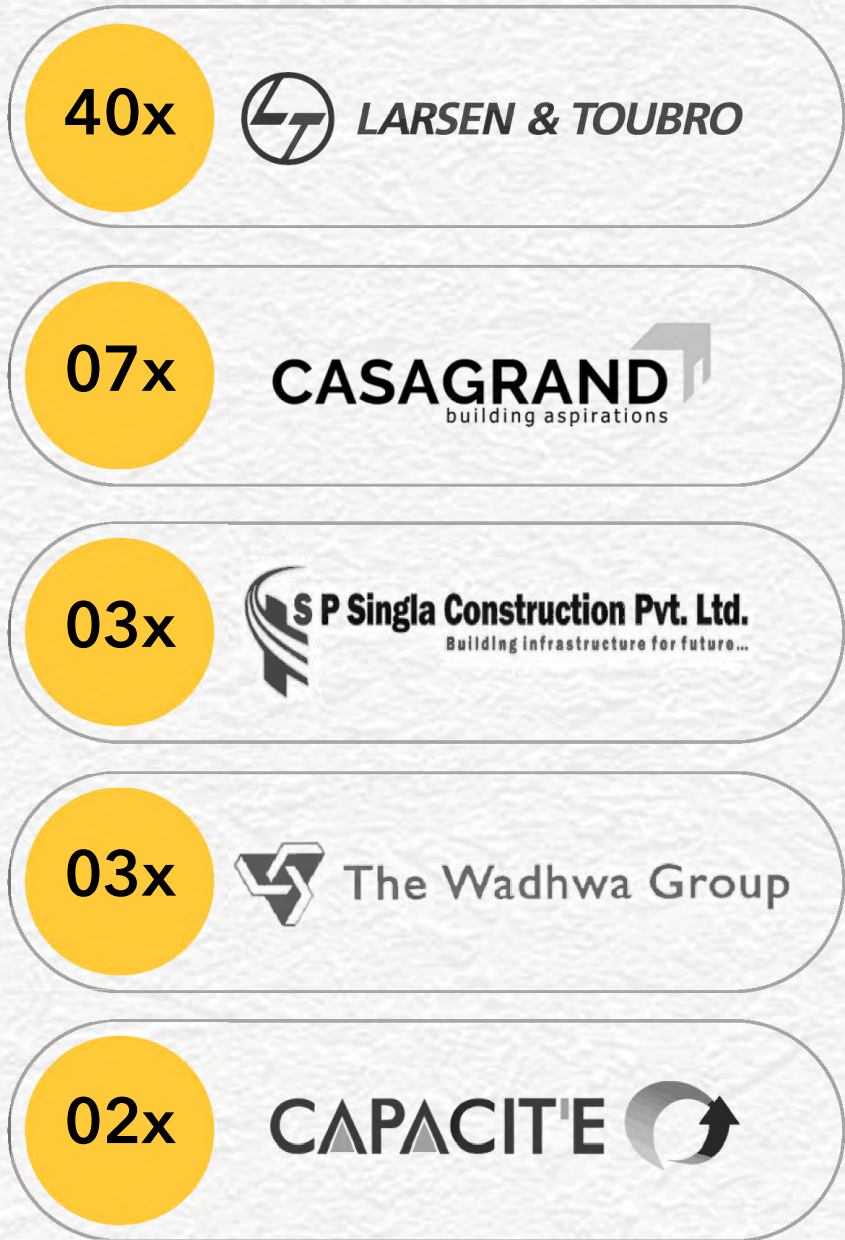
2700+
customers

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:

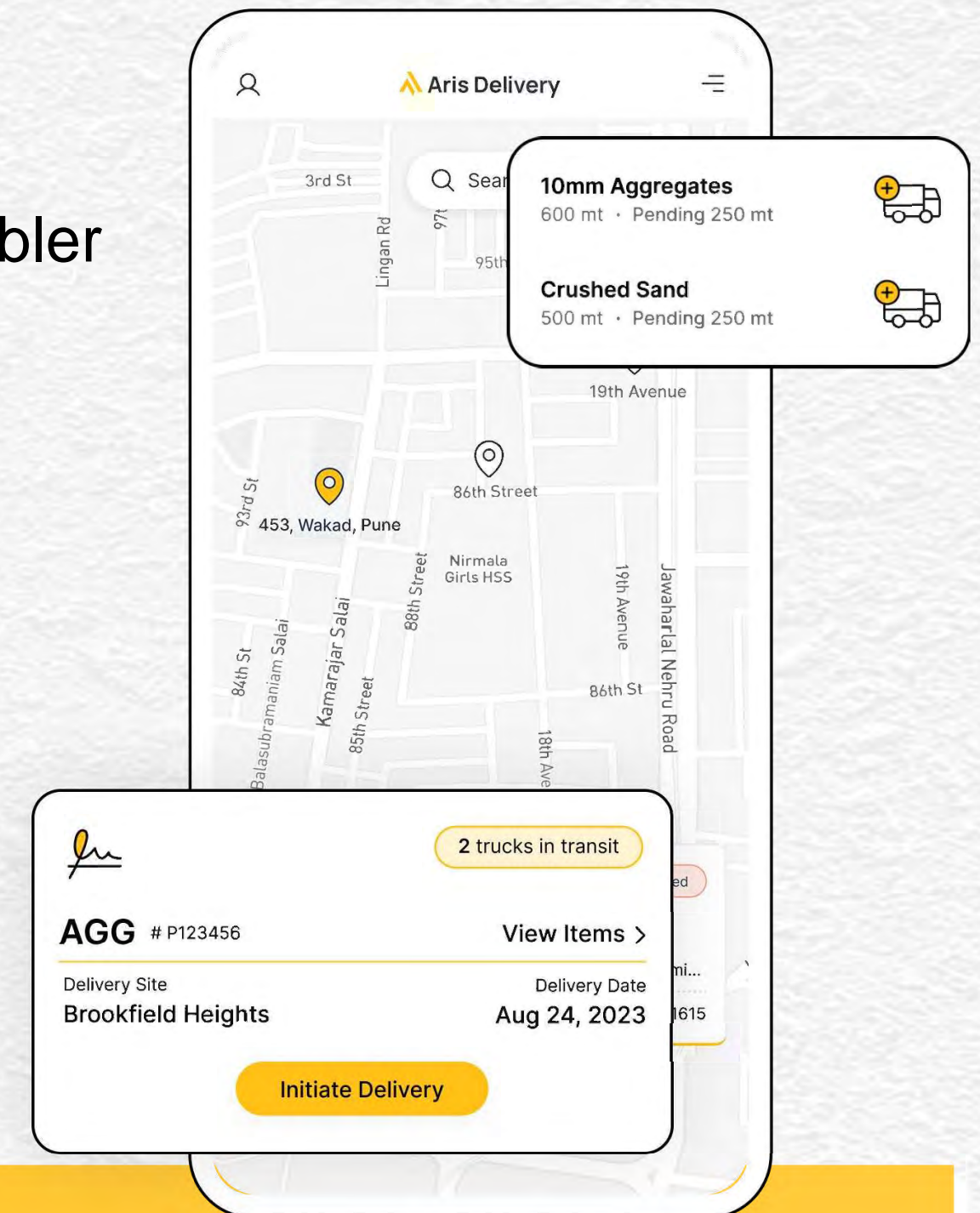
- Vendor outreach & **bid invites**
- Customer quotes & **price locking**
- Deal documentation & **dispatch initiation**
- Invoice generation & **digitised delivery documents**

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



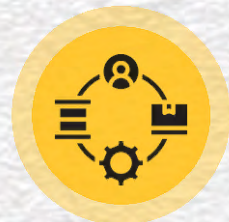
Real-time visibility → Faster decisions → Better control →

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

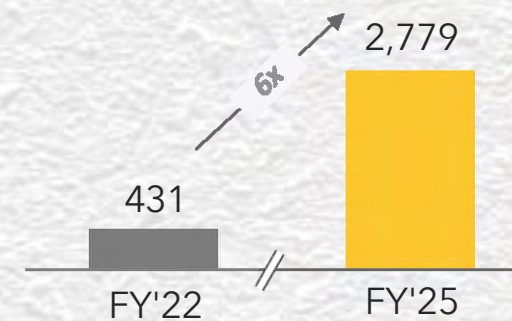
High human intervention with endless vendor calls and follow-ups



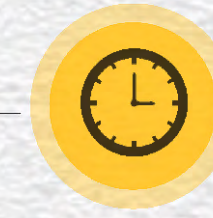
Low tech-adoption

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**

Supporting Vendor to Up-Sell & Scale



CHALLENGES



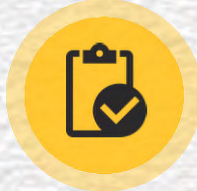
Fluctuating demand



Pressure on delivery timelines



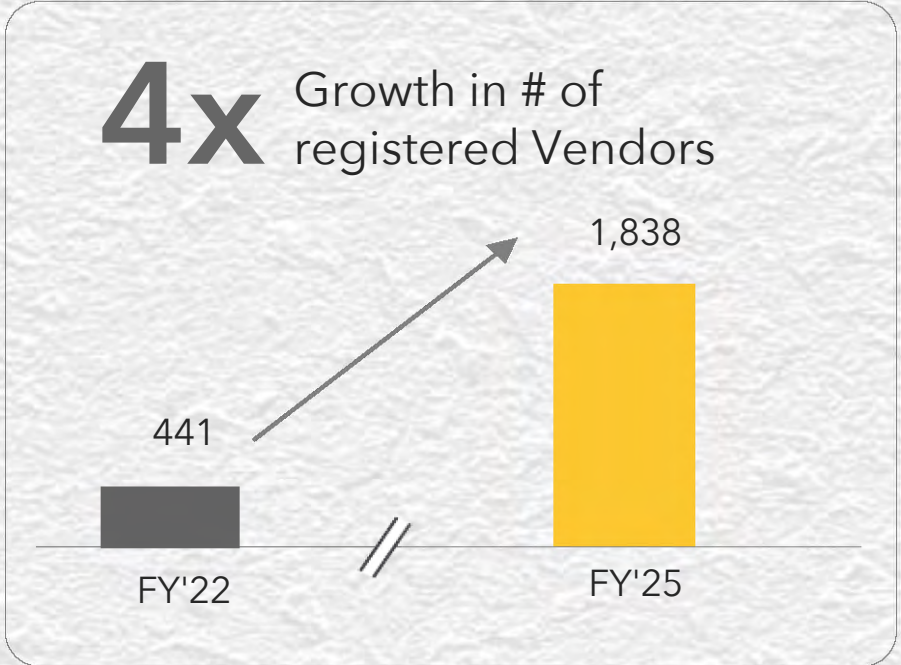
Payment cycle uncertainties



Compliance and Standardization requirements



Limited customer reach



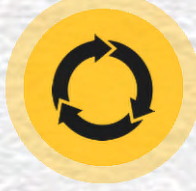
SOLUTIONS



Improved capacity utilization and higher revenue potential



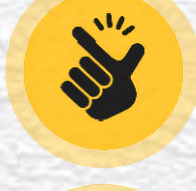
Better unit economics
Wider customer reach



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



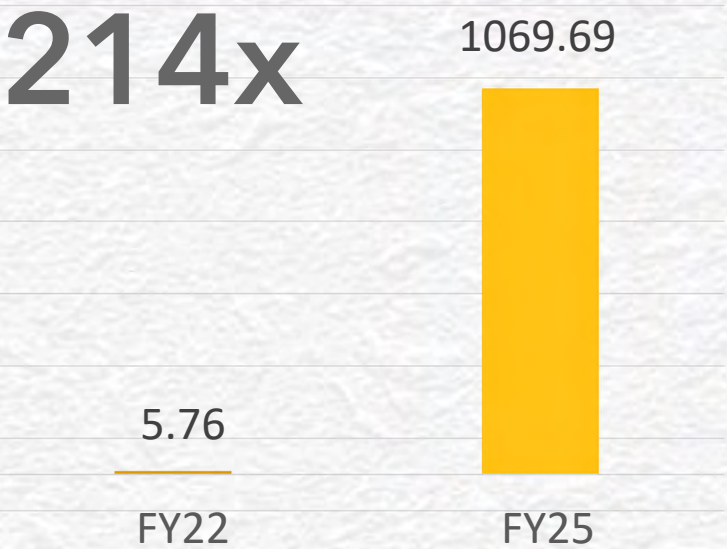
INCREASED CAPACITY UTILIZATION:

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

CASE STUDY

1

SME Ready-mix concrete manufacturer

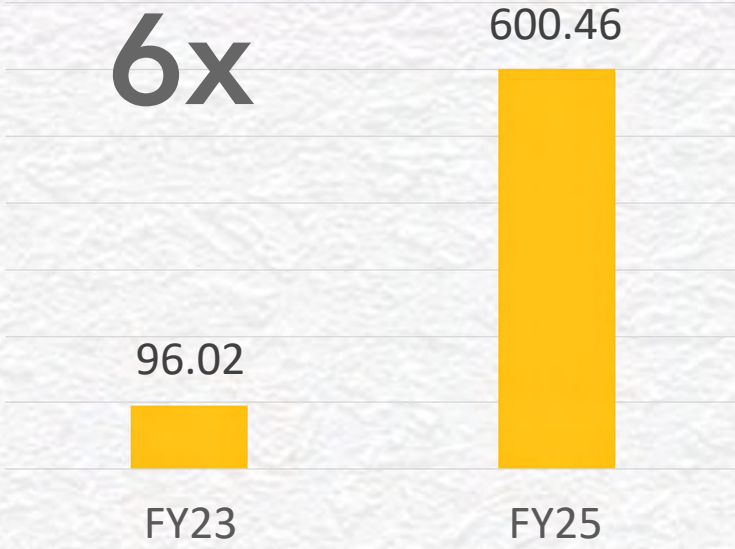


Purchases in INR Mn

CASE STUDY

2

Aggregate crusher based out of Chennai

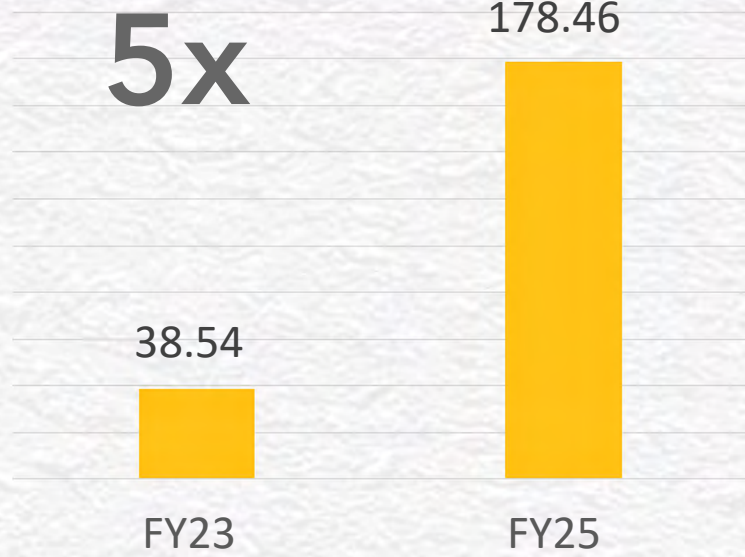


Purchases in INR Mn

CASESTUDY

3

Aggregate manufacturer based out of Mumbai



Purchases in INR Mn

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



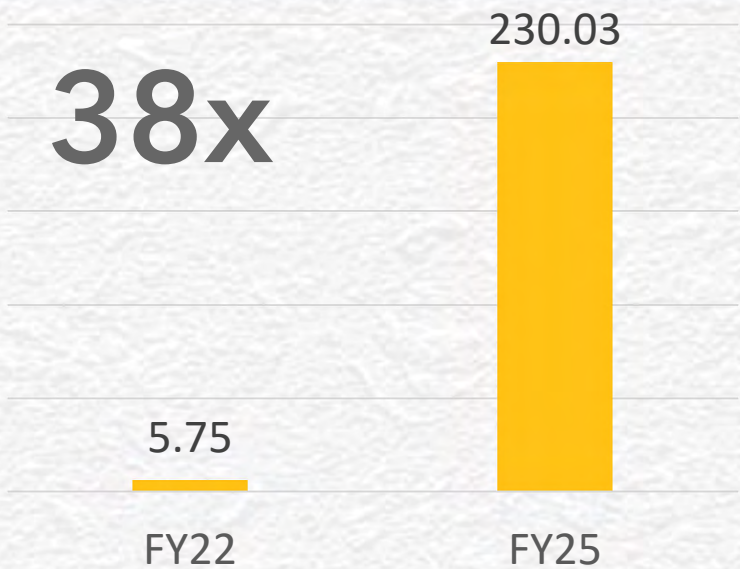
TRUSTED PARTNER:

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

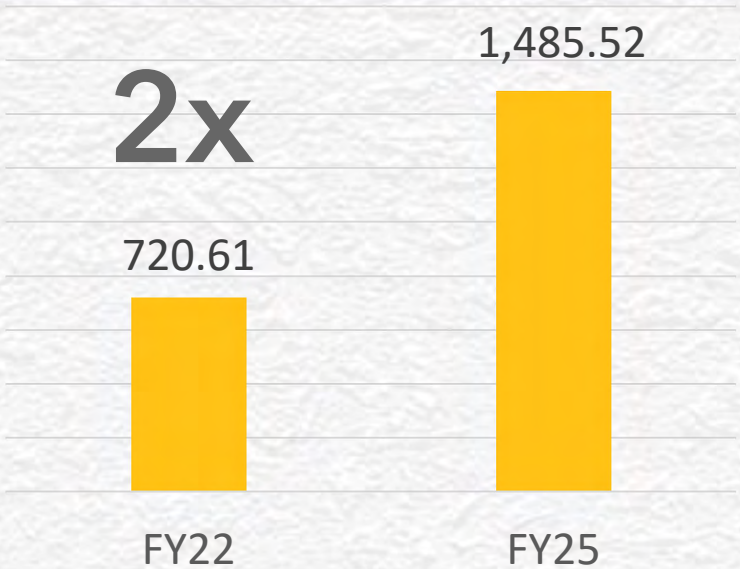


Revenue in INR Mn

CASE STUDY

2

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

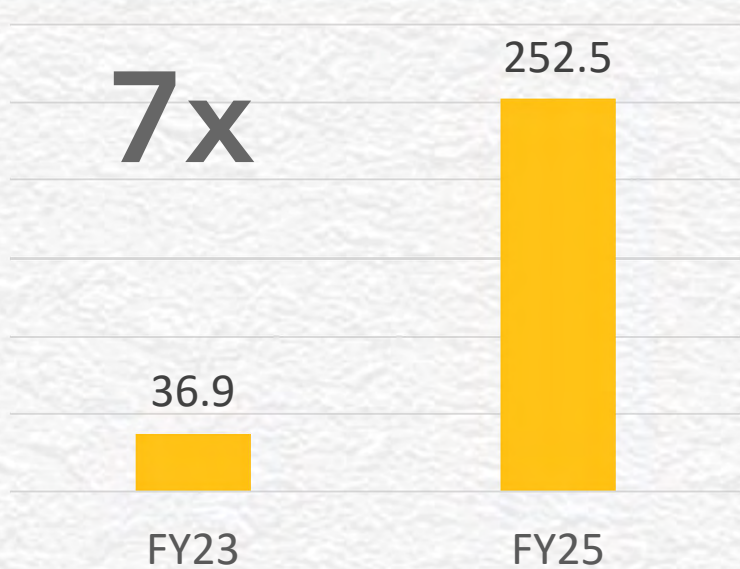


Revenue in INR Mn

CASE STUDY

3

Prestigious Real estate developer working across multiple projects



Revenue in INR Mn

Services Case Study

Problem

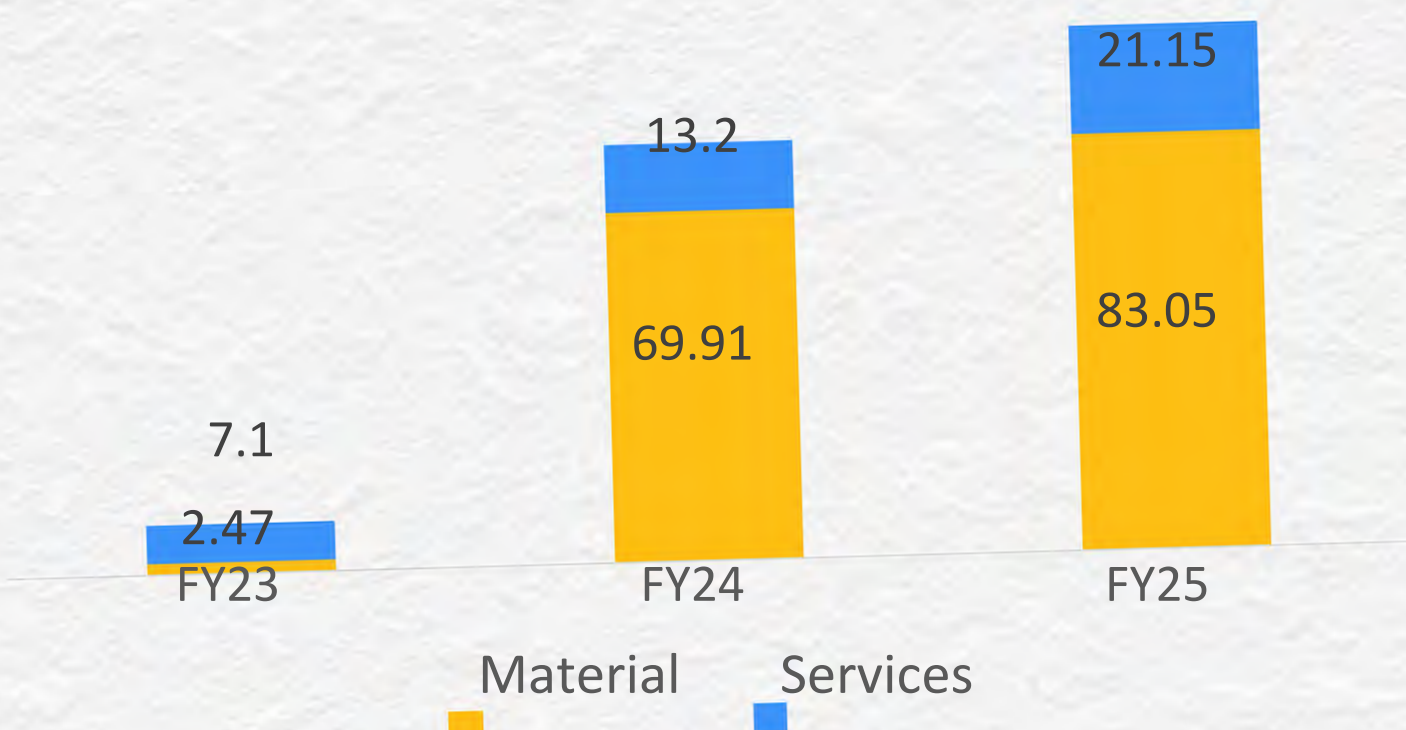
The original developer had gone bankrupt and the lender was stuck with land

ArisUniterm Impact

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

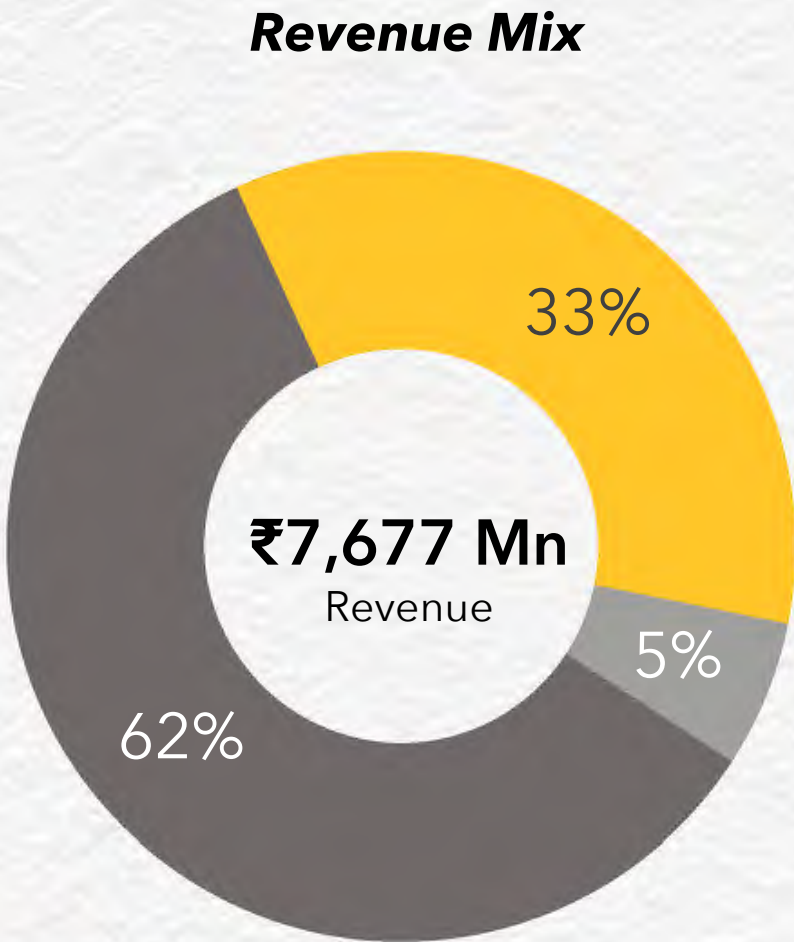
CASE STUDY

Revenue from Project INR Mn

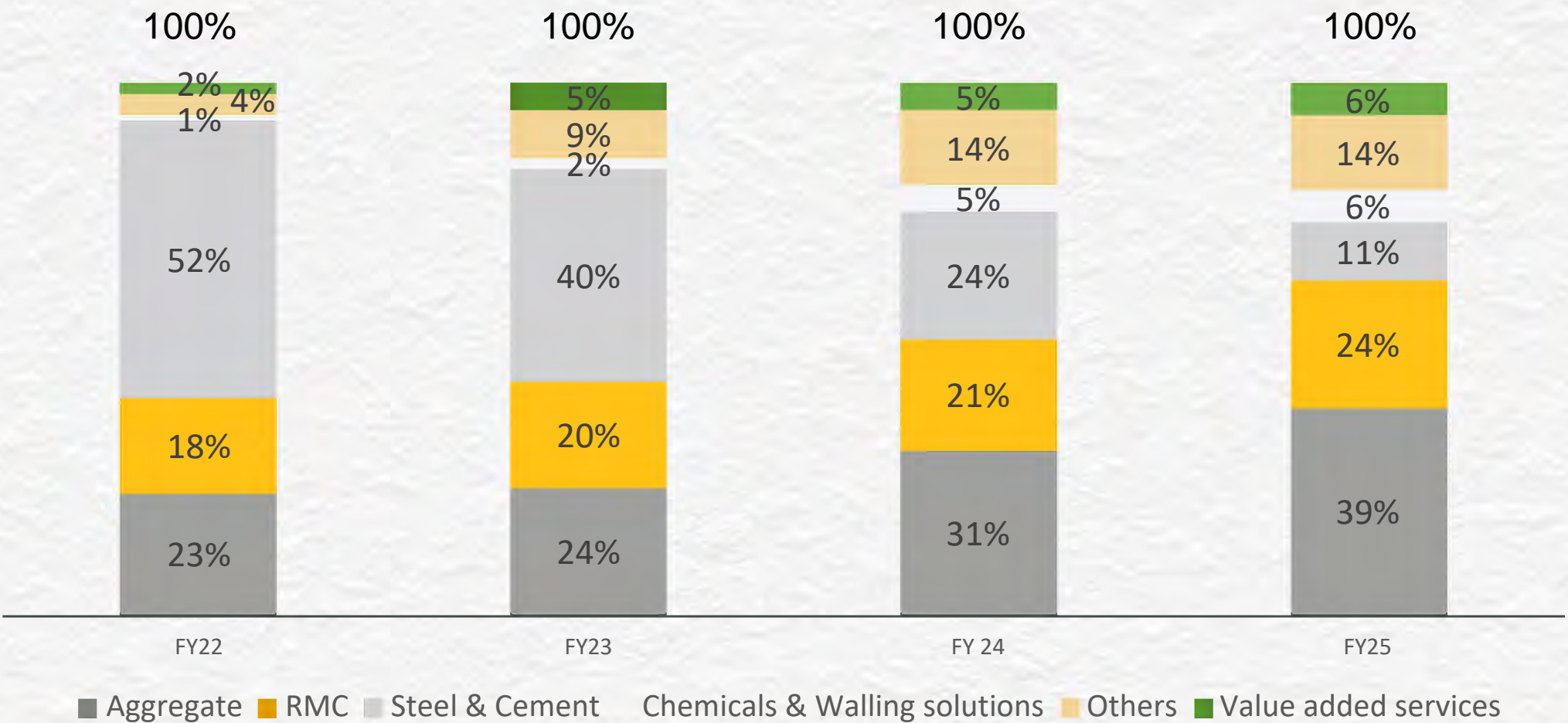


Deconstructing the Aris Revenue Engine

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



LODHA

CAPACITE

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

Growth backed by margins, Enabled by execution



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

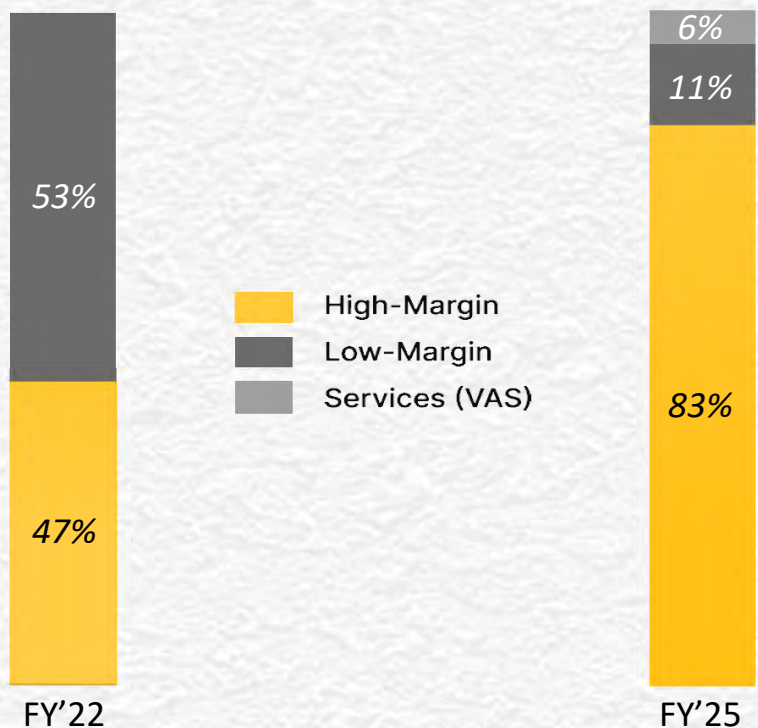


Focus Categories

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

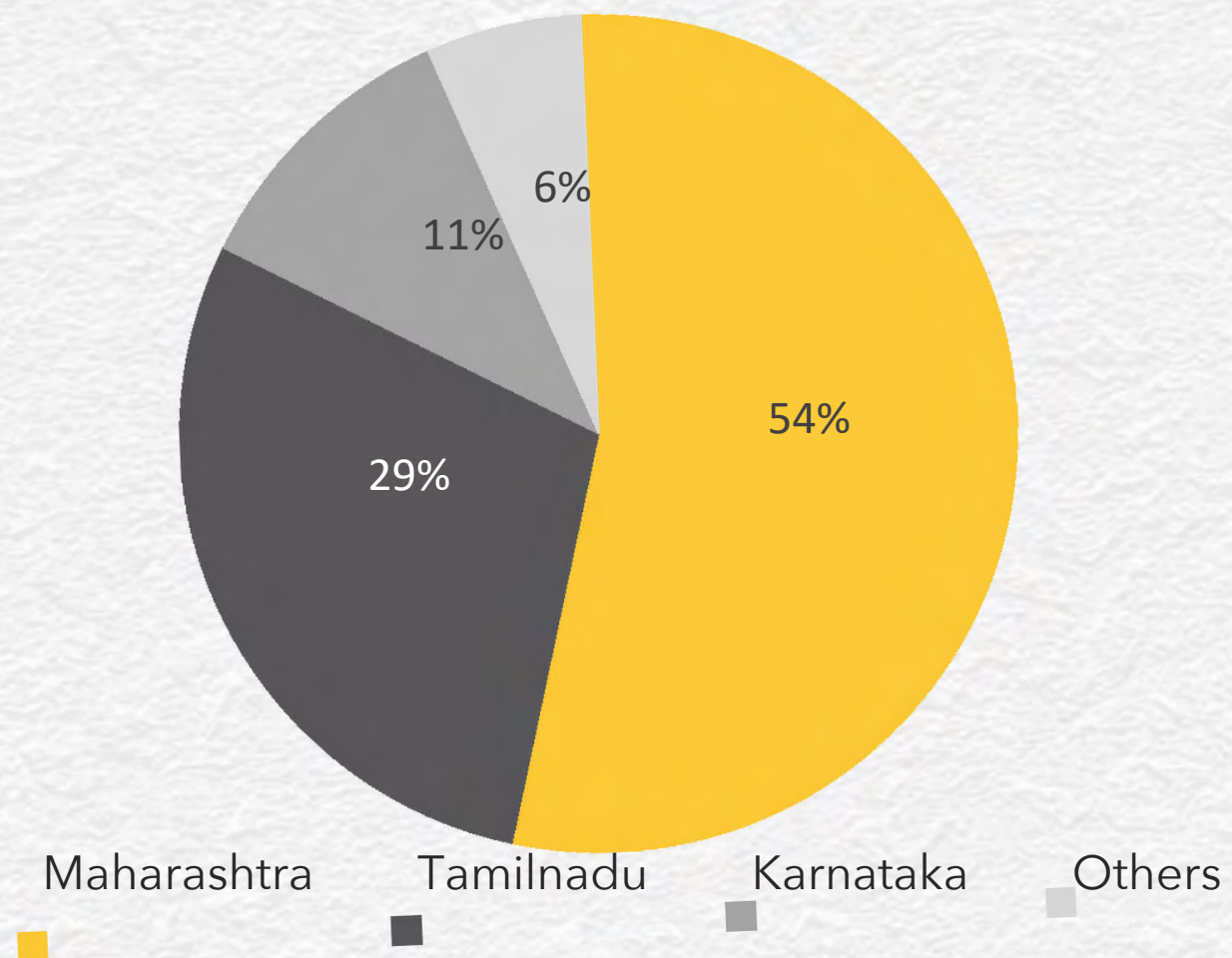
Categories that support better unit economics and cash flow cycles

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

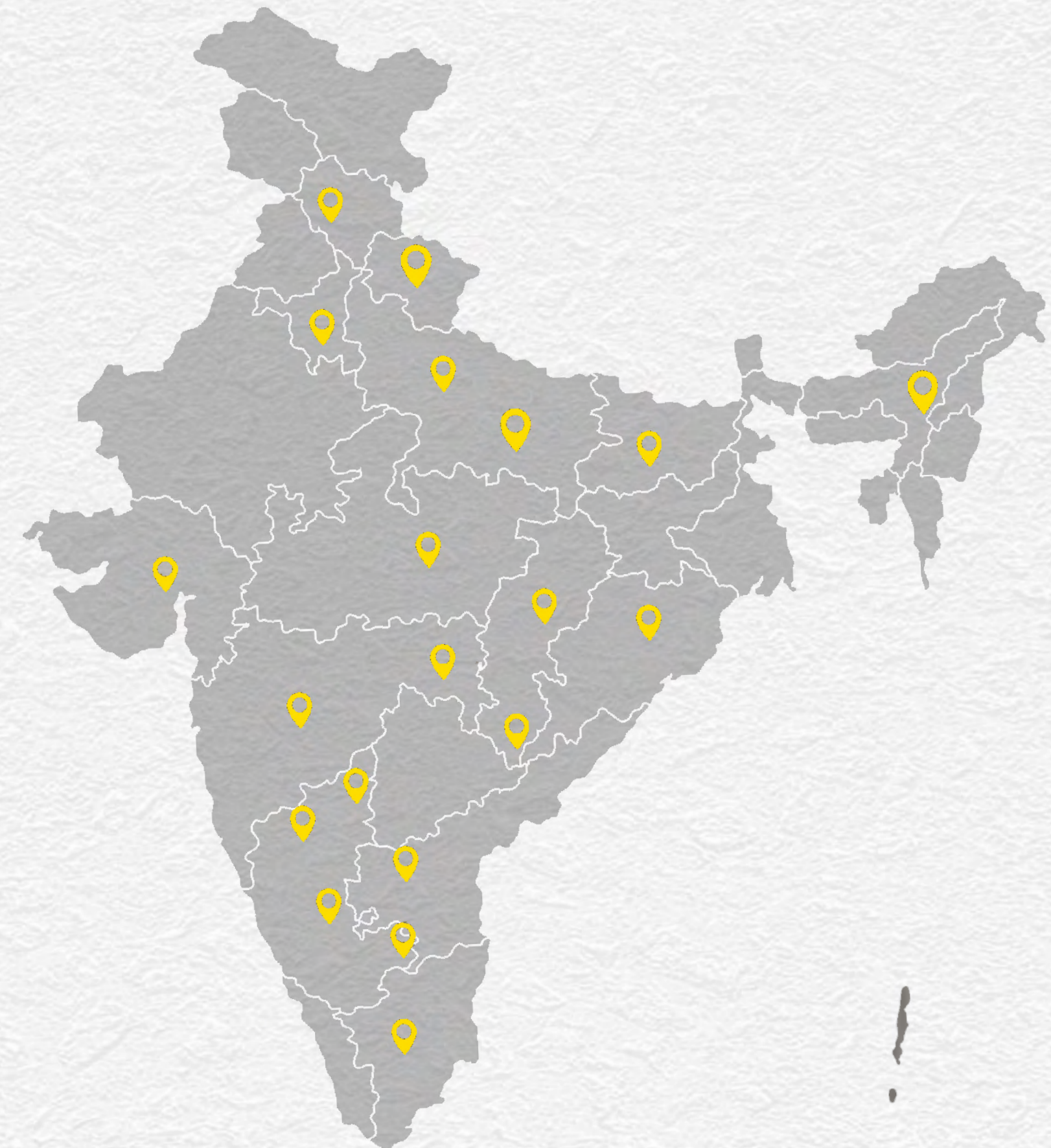
Geographical footprint

Reliable Procurement Across 18 states

Revenue contribution (%)



Improving the position or the market penetration in the existing states



The India Opportunity...

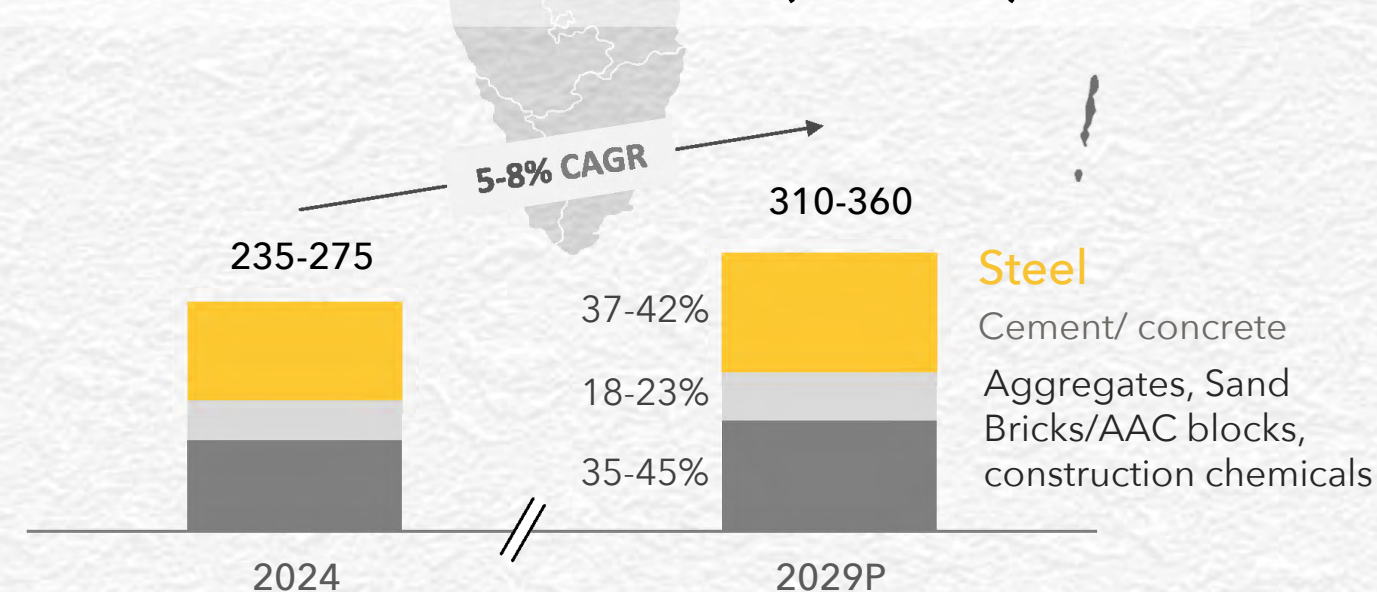


India is building faster than ever

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.



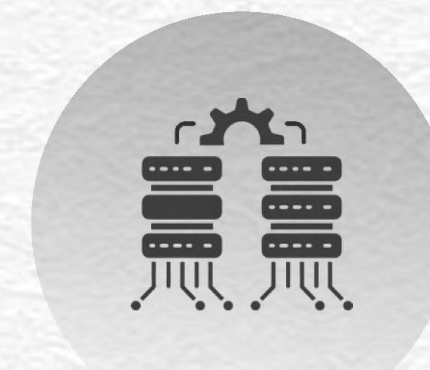
Fragmented and Underserved Market

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.

Strictly confidential

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

**with effect from 14 July 2025.*



CA Srinivasan Gopalan

Chief Executive Officer

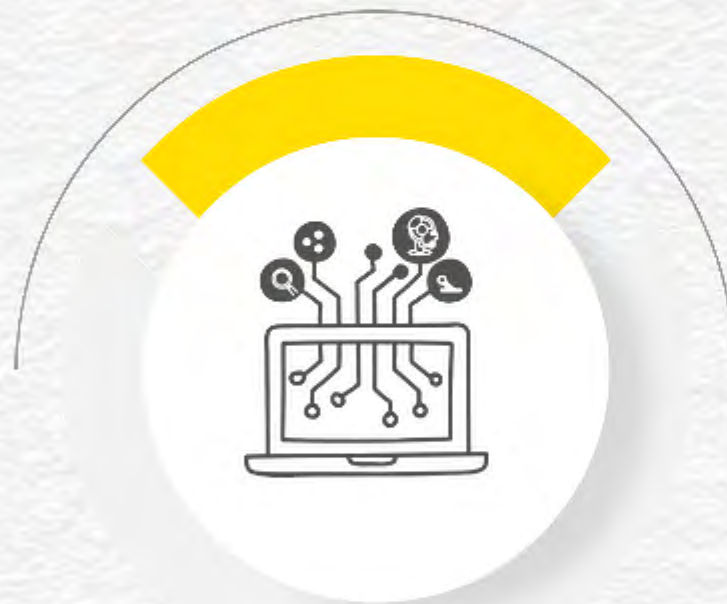
13 years in real estate and management sector, including the Wadhwa Group
Brings deep commercial acumen and **strong developer relationships**

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

Strategic Pillars

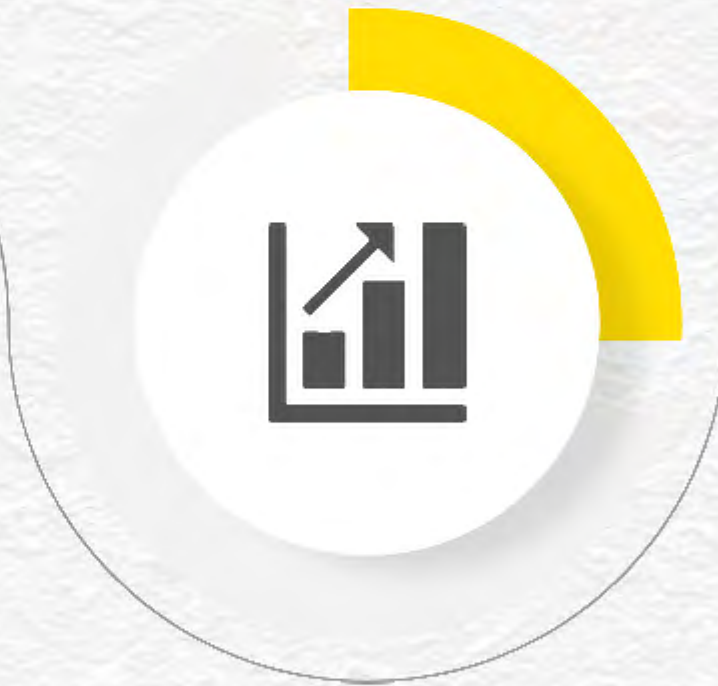
Driving Scalable & Sustainable Growth

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 in the background. Overlaid on the image are three large, semi-transparent white arrows pointing upwards and to the right, creating a sense of growth and progress. The text 'FINANCIAL' is written in a large, bold, dark blue font, and 'overview' is written below it in a smaller, lighter blue, lowercase font.

FINANCIAL

overview

Management Comment



Ronak Kishor Morbia

Chairman & Managing Director

"FY25 has been a landmark year for ArisInfra. Not only did we transition into a listed company, but we also delivered strong operational and financial outcomes, including a 345% year-on-year growth in EBITDA, by staying focused on execution and disciplined growth.

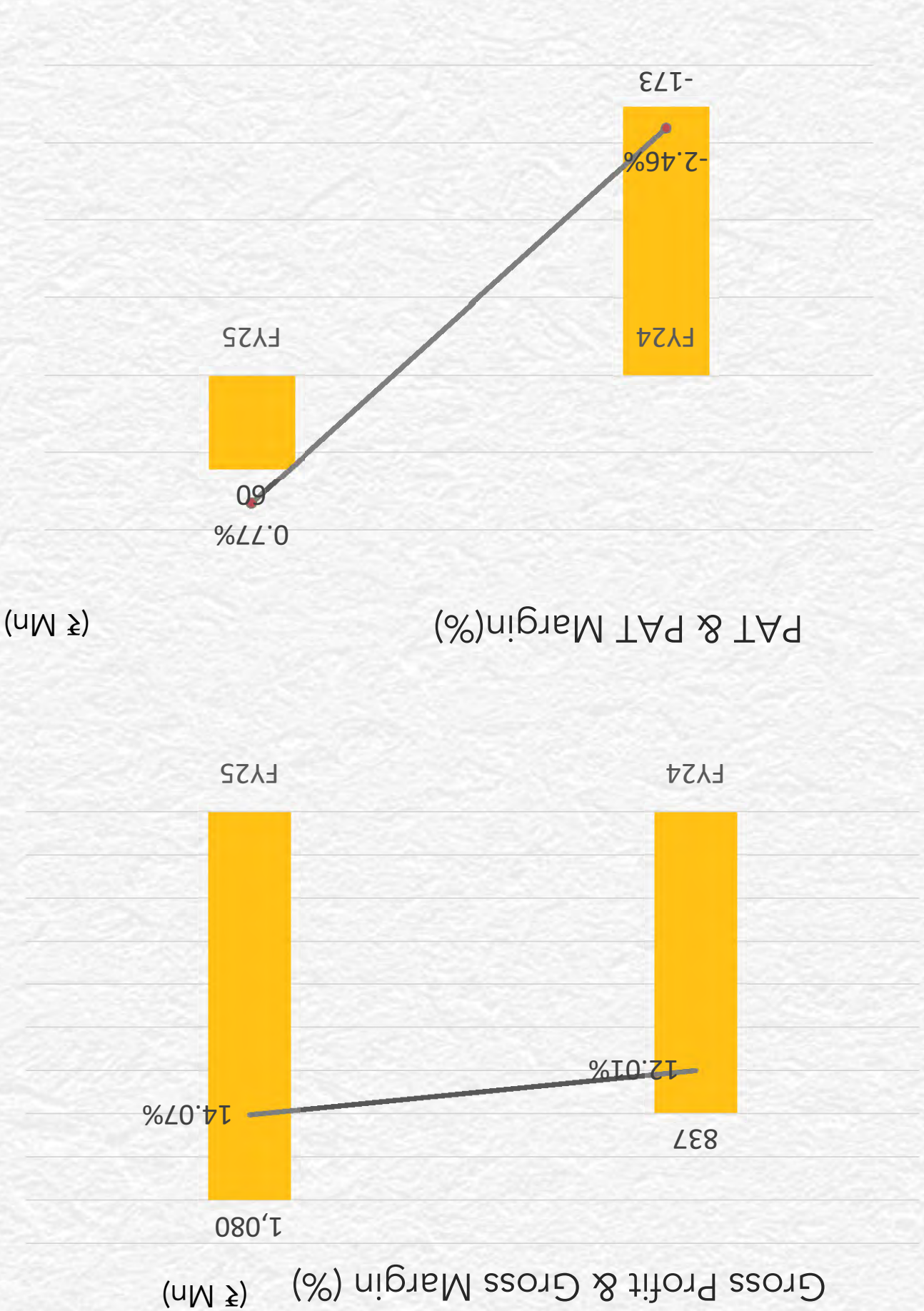
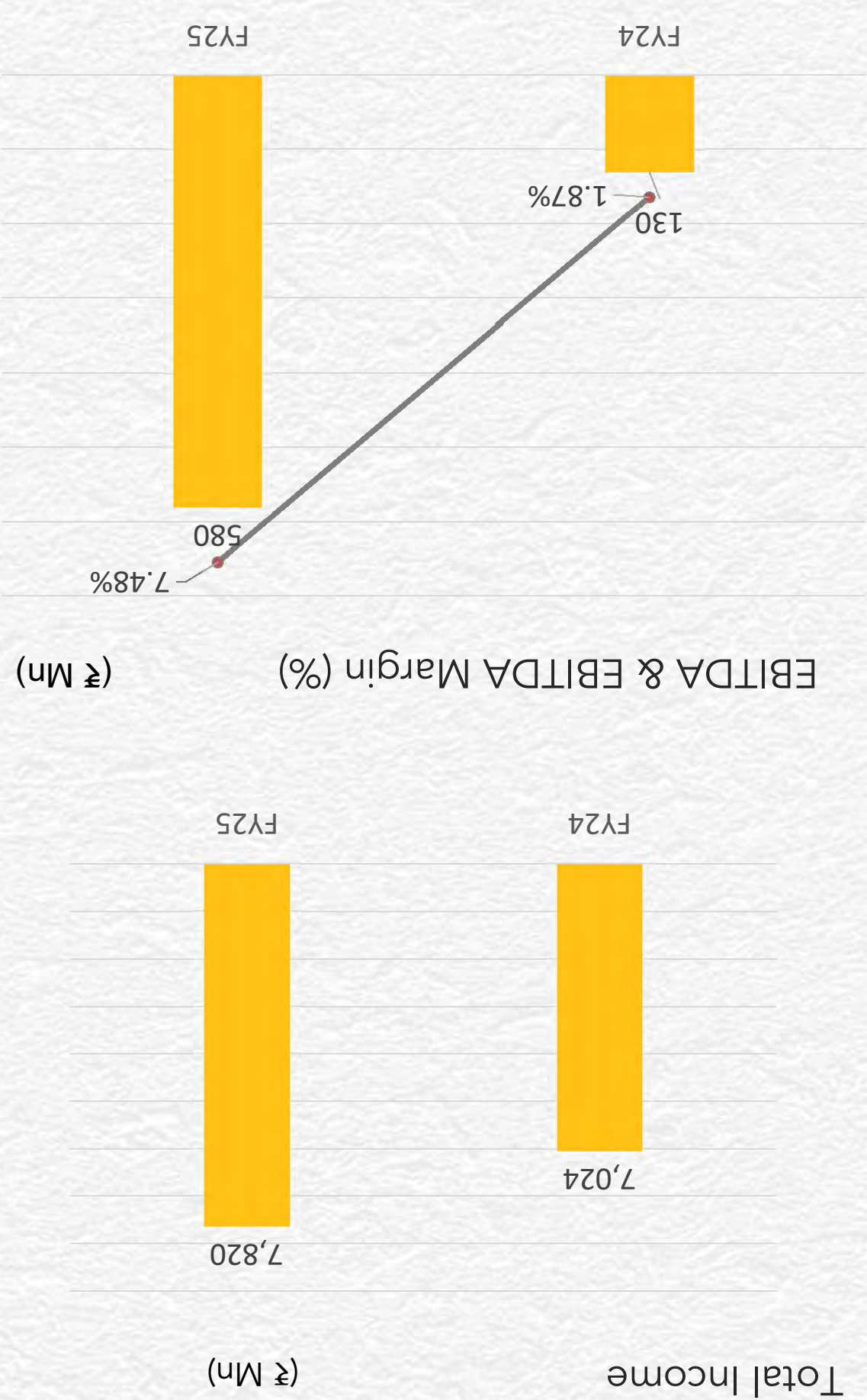
We scaled our operations to over 665 daily truck dispatches, up 37% year-on-year, served nearly 2,800 customers since inception, and expanded our supply network to over 1,800 trusted partners, with 80% of our FY25 revenue coming from repeat business. These metrics are a direct reflection of our ability to execute reliably at scale.

Our product mix continues to shift strategically toward controllable, higher-margin materials such as Aggregates, RMC, Chemicals, Blocks and other materials which now account for over 80% of revenue. This not only improves margin profile but also builds long-term defensibility and quality of earnings.

The construction sector in India, currently valued at approximately \$295 billion, is poised for significant growth driven by urbanisation, infrastructure investments, and real estate expansion. We see a massive opportunity in becoming the backbone that developers and contractors can rely on for both supply of materials and project-level services.

With our tech-enabled platform, asset-light model, and disciplined capital deployment, ArisInfra is well positioned to deepen its role in India's infrastructure and real estate ecosystem."

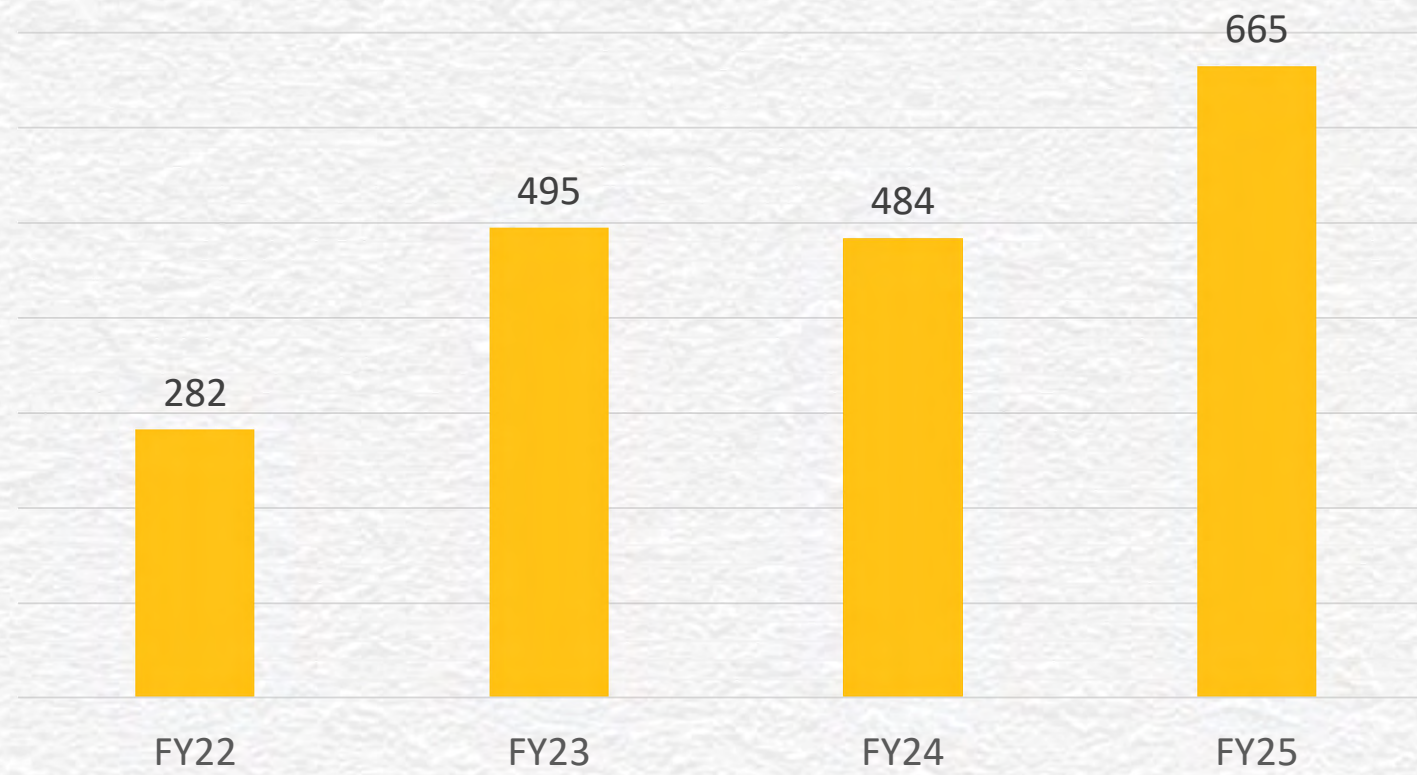
Financial Highlights FY25



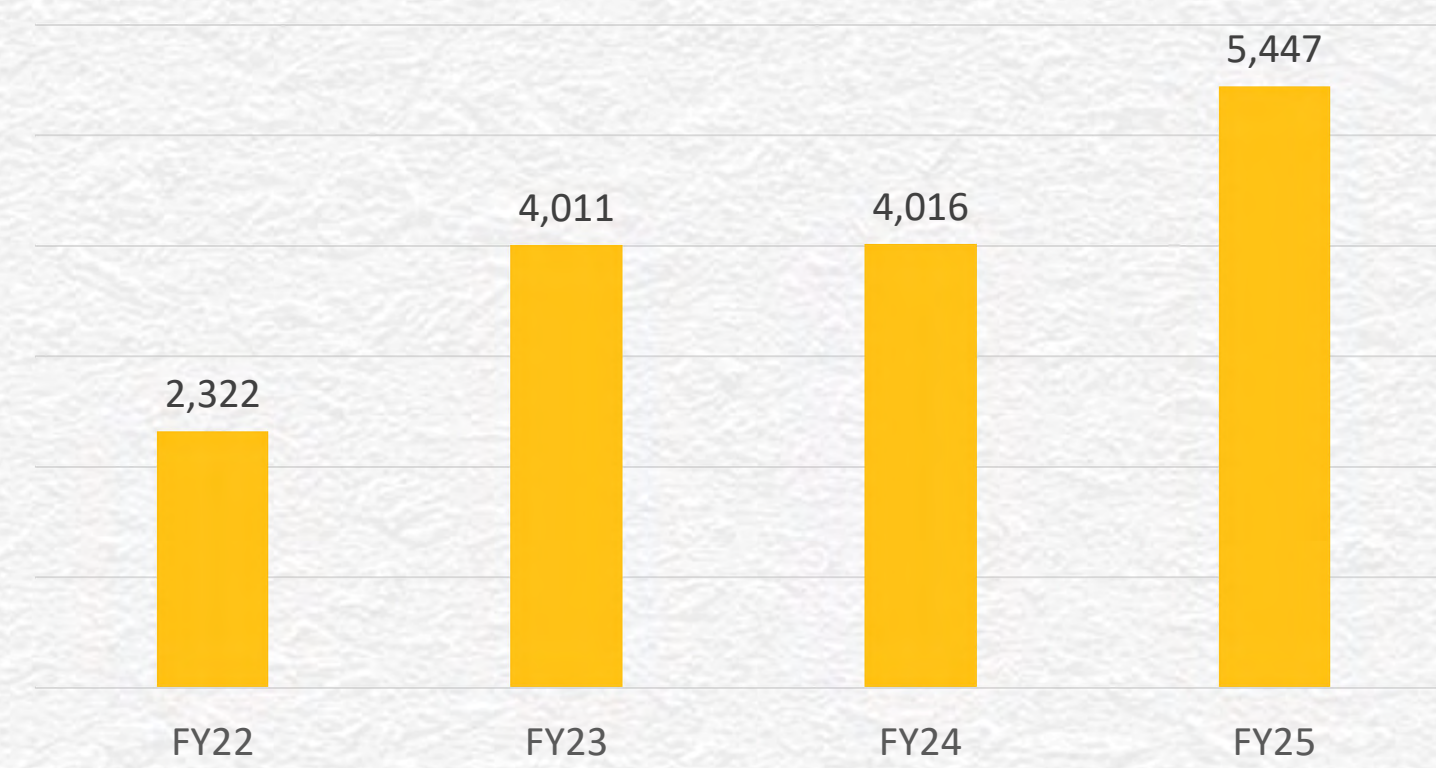
- Total Income increase by 11% due to healthy demand & improved market penetration
- Operational efficiencies and scale benefits led to a significant jump in EBITDA from ₹130 Mn to ₹580 Mn

Key Metrics

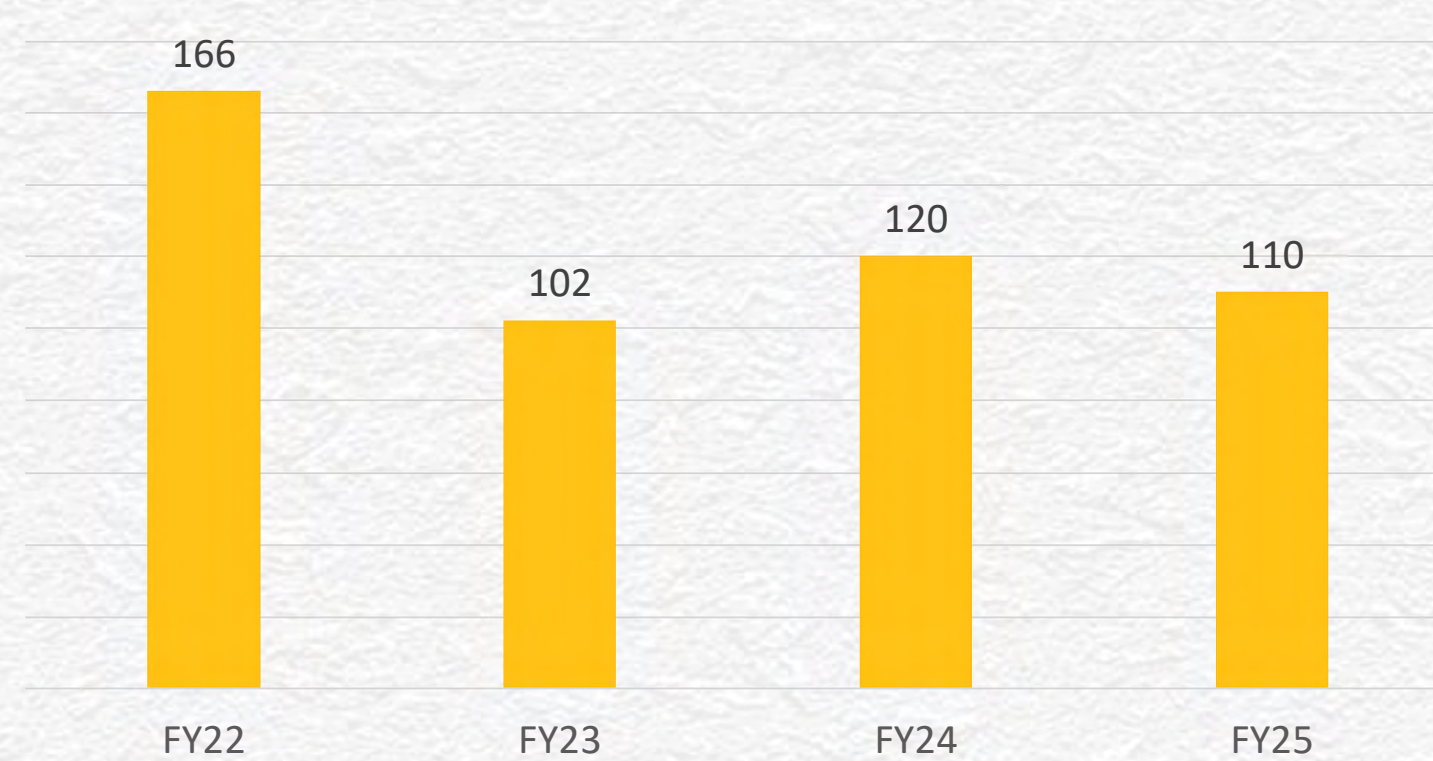
No of Daily dispatches



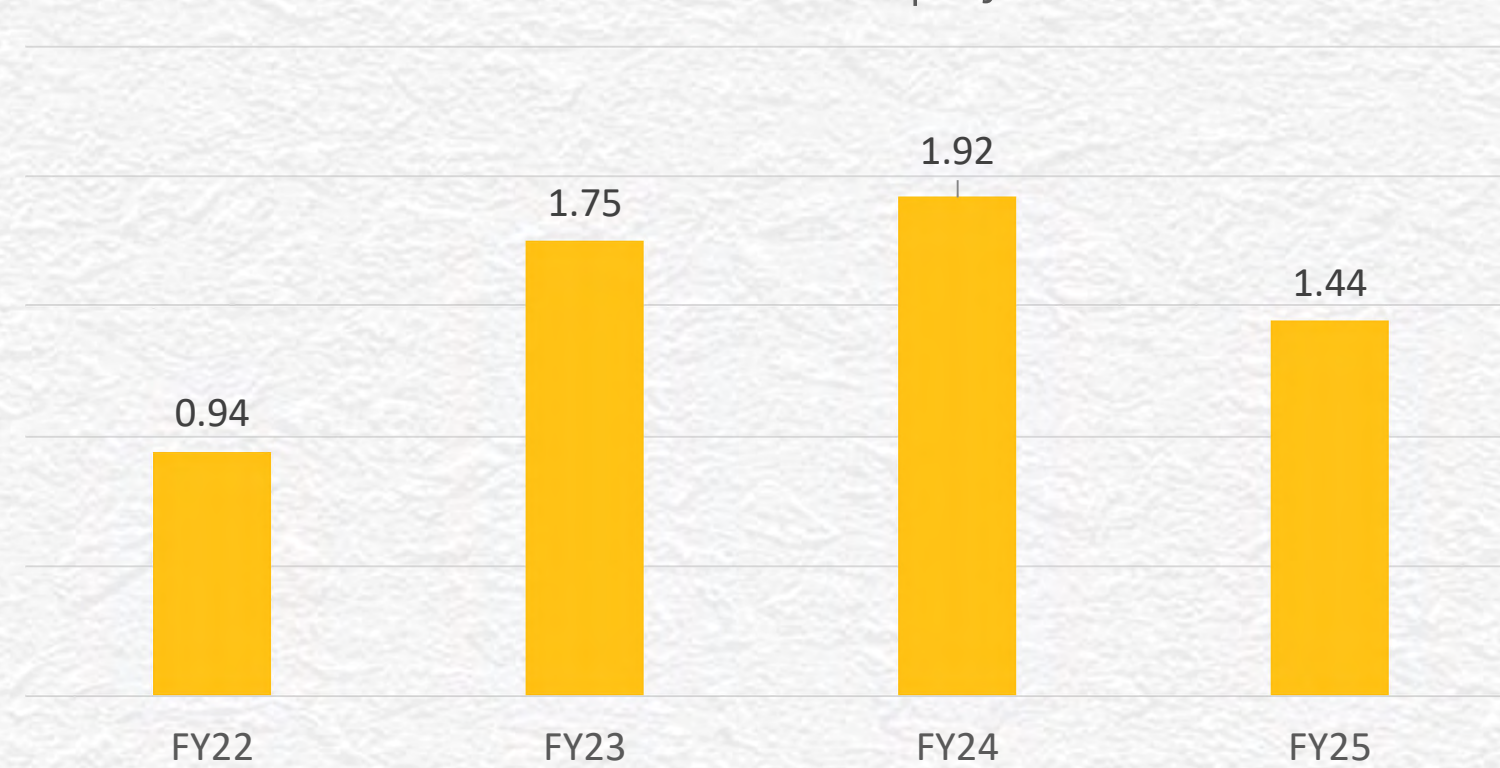
Volume MT in '000



Net working capital days



Total Debt to Equity



Consolidated statement of **Profit & Loss - Quarterly**

(₹ Mn)

Particulars	Q4 FY25	Q4 FY24	Y-o-Y (%)
Revenue From Operations	2,211.49	2,064.84	7.1%
Other Operating Income	9.98	(0.21)	
Other Income	20.71	10.95	
Total Income	2,242.18	2,075.58	8.0%
Gross Profit	305.01	232.66	
Gross Profit Margin	13.79%	11.27%	
EBITDA**	1,10.31	(98.12)	NA
<i>EBITDA Margin</i>	<i>4.97%</i>	<i>(4.75)%</i>	<i>NA</i>
Depreciation	7.82	7.72	
Interest / Finance Cost	113.50	84.14	
Exceptional Item (Gain) / Loss	3.14	-	
PBT	6.60	(179.04)	
Tax	11.72	2.37	
PAT	(5.12)	(181.41)	NA
<i>PAT Margin</i>	<i>NA</i>	<i>NA</i>	<i>NA</i>
EPS in Rs.	(0.16)	(5.68)	

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

Consolidated statement of Profit & Loss – Annual

(₹ Mn)

Particulars	FY25	FY24	Y-o-Y (%)
Revenue From Operations	7,676.72	6,968.42	10.2%
Other Operating Income	79.06	2.16	
Other Income	64.04	52.99	
Total Income	7,819.82	7,023.56	11.3%
Gross Profit	1,080.47	836.69	
Gross Profit Margin	14.07%	12.01%	
EBITDA**	579.75	130.18	345.3%
<i>EBITDA Margin</i>	<i>7.48%</i>	<i>1.87%</i>	<i>561 Bps</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)*	NA
<i>PAT Margin</i>	<i>0.77%</i>	<i>NA</i>	<i>NA</i>
EPS in Rs.	0.37	(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

ARISINFRA SOLUTIONS LTD

(Formerly known as Arisinfra Solutions Private Limited)

E-mail: cs@arisinfra.one

Tel: +91 9594516097

BSE: 544419, NSE: ARISINFRA|

Website: www.arisinfra.com

INVESTOR RELATIONS ADVISORS

Adfactors Investor Relations

Ms. Samruddhi Bane

+91 9619624264

samruddhi.bane@adfactorspr.com

investorrelation@arisinfra.one

Ms. Mamta Samat

+91 9930625104

Mamta.Samat@adfactorspr.com