



RESULT PRESENTATION Q1 FY17

12TH AUGUST, 2016

KEY DEVELOPMENTS – OPERATIONS

New Sales

- ✓ MIS Sales for Q1 FY17 is Rs. **1574 lacs** across projects

Project Completion

- ✓ Till date completed and handed over **4** projects measuring total developed area of **2.02 Million sqft** as on 30th June, 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 at Rs. 88 per Warrant, 25% application money received during the quarter
- ✓ Citadel won "**Residential Property of the Year**" award in **Realty Plus Conclave & Excellence Awards (Gujarat) – 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**
- 1st July, 2016** Citadel has been awarded the ‘Residential Property of the Year’ by **Realty Plus Conclave & Excellence Awards (Gujarat) – 2016**



CONSOLIDATED FINANCIALS FOR Q1 FY17

Revenue

- ✓ Revenue of Rs. **2248 lacs** during Q1 FY17 as against Rs. **1027 lacs** in Q1 FY16 and **Rs. 9095 lacs** in Q4 FY16
- ✓ Revenue up by **119 %** Yr-on-Yr and down by **75 %** Qtr-on-Qtr

EBITDA

- ✓ EBITDA of Rs. **757 lacs** during Q1 FY17 as against Rs. **262 lacs** in Q1 FY16 and **Rs. 2982 lacs** in Q4 FY16
- ✓ EBITDA up by **189 %** Yr-on-Yr and down by **75 %** Qtr-on-Qtr
- ✓ EBITDA margin at **34 %**

PBT

- ✓ PBT of Rs. **463 lacs** during Q1 FY17 as against Rs. **54 lacs** in Q1 FY16 and **Rs. 2727 lacs** during Q4 FY16
- ✓ PBT up by **764 %** Yr-on-Yr and down by **83%** Qtr-on-Qtr
- ✓ PBT margin at **21 %**

PAT

- ✓ PAT (after minority interest) of Rs. **302 lacs** during Q1 FY17 as against Rs. **22 lacs** in Q1 FY16 and **Rs. 1786 lacs** during Q4 FY16
- ✓ PAT up by **1246 %** Yr-on-Yr and down by **83 %** Qtr-on-Qtr
- ✓ PAT margin at **13 %**

FINANCIALS - OTHERS

Collections

- ✓ Total collections of Rs. **3263 lacs** during Q1 FY17
- ✓ Resulted into positive Net Operational cash flow of Rs. **534 lacs**

Unrecognized Revenue

- ✓ Unrecognized revenue from sold units is about Rs. **34487 lacs**

Loan and Debt

- ✓ Consolidated debt as on 30th June, 2016 is Rs. **11394 lacs**
- ✓ Consolidated D/E ratio stands at **0.72:1**
- ✓ Average cost of debt for Q1 FY 17 is **11.00 %**

Others

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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

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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

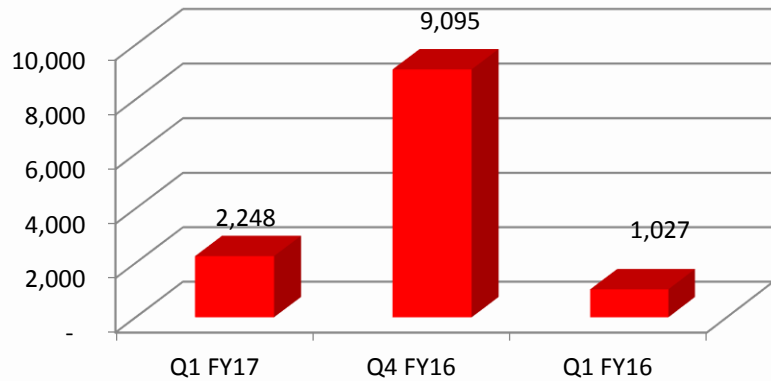
Partner with best in class agencies for Architecture, Landscaping , Customer Services and Designs

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

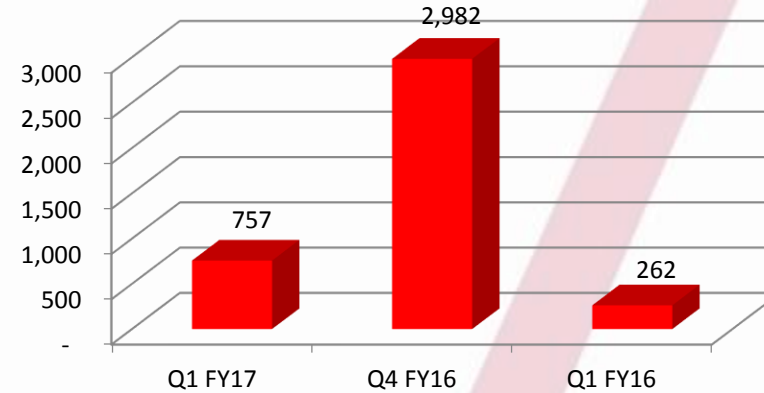
FINANCIAL SNAPSHOT (CONSOLIDATED QUARTER)

Rs. in lacs

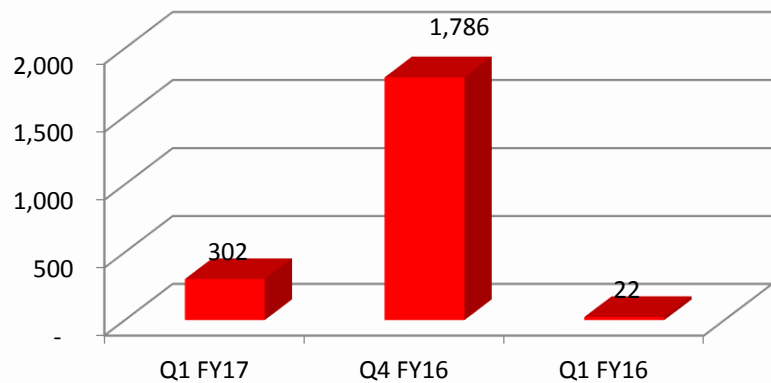
Turnover



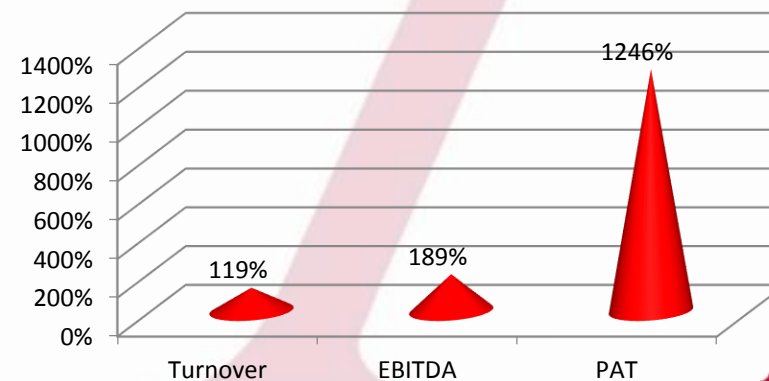
EBITDA



PAT



YoY Growth %



Strategic Performance

Financial Performance

Project Performance

BALANCE SHEET – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	As on 30.06.2016	As on 31.03.2016
Shareholders' Fund	15,900	14,349
Non-Current Liabilities	5,191	5,183
Current Liabilities	19,111	15,932
Total Equity and Liabilities	40,203	35,464
Non-Current Assets	5,400	5,421
Current Assets	34,802	30,043
Total Assets	40,203	35,464

Strategic Performance

Financial Performance

Project Performance

LIABILITIES – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	As on 30.06.2016	As on 31.03.2016
Long term Borrowings	4,308	4,297
Deferred Tax Liabilities	36	31
Other Long term Liabilities	8	8
Long-term Provisions	44	44
Total Non-Current Liabilities	4,395	4,380
Short-term Borrowings	1,981	745
Trade Payables	7,169	7,156
Other Current Liabilities		
<i>Advances from Customers</i>	4,262	3,279
<i>Others</i>	5,474	4,506
Short-term Provisions	225	246
Total Current Liabilities	19,111	15,932

Strategic Performance

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ASSET – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	As on 30.06.2016	As on 31.03.2016
Fixed Assets	973	959
Other Non-Current Assets	4,427	4,462
Total Non-Current Assets	5,400	5,421
Cash and Bank Balance	501	380
Trade Receivables	6,360	6,508
Inventories	22,996	17,205
Short-term Loans and Advances	4,946	5,888
Other Current Assets	0	61
Total Current Assets	34,802	30,043

Strategic Performance

Financial Performance

Project Performance

PROFIT AND LOSS ACCOUNT – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	Q1 FY17	Q4 FY16	Q1 FY15	FY16	% of Growth Q1FY17 Vs	
					Q4 FY16	Q1 FY16
Net Sales/Income from Operations	2,248	9,095	1,027	11,468	-75%	119%
Other Operating Income	4	16	5	26		
Other Income	0	116	30	158		
Total Revenue	2,252	9,227	1,062	11,652	-76%	112%
Operating Costs	1,042	5,742	307	6,133		
Employee Benefit Expenses	297	303	356	1,190		
Other Costs	155	200	137	662		
Total Expenditure	1,494	6,245	799	7,984		
EBITDA	757	2,982	262	3,668	-75%	189%
EBITDA %	34%	33%	26%	32%		

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Strategic Performance

Financial Performance

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PROFIT AND LOSS ACCOUNT – ABSTRACT (CONSOLIDATED)

Rs. in lacs

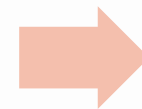
Particulars	Q1 FY17	Q4 FY16	Q1 FY16	FY16	% of Growth Q1FY17 Vs	
					Q4 FY16	Q1 FY15
Depreciation and Amortization	25	24	22	92		
Finance Cost	270	232	187	854		
PBT	463	2,727	54	2,721	-83%	764%
PBT %	21%	30%	5%	24%		
Provision for Tax	168	965	32	1,038		
PAT before Minority Interest	295	1,761	22	1,683		
Minority Interest	(7)	(25)	(0)	(38)		
PAT after Minority Interest	302	1,786	22	1,721	-83%	1246%
PAT %	13%	20%	2%	15%		

Note: Figures have been regrouped & reclassified, wherever necessary

Strategic Performance



Financial Performance



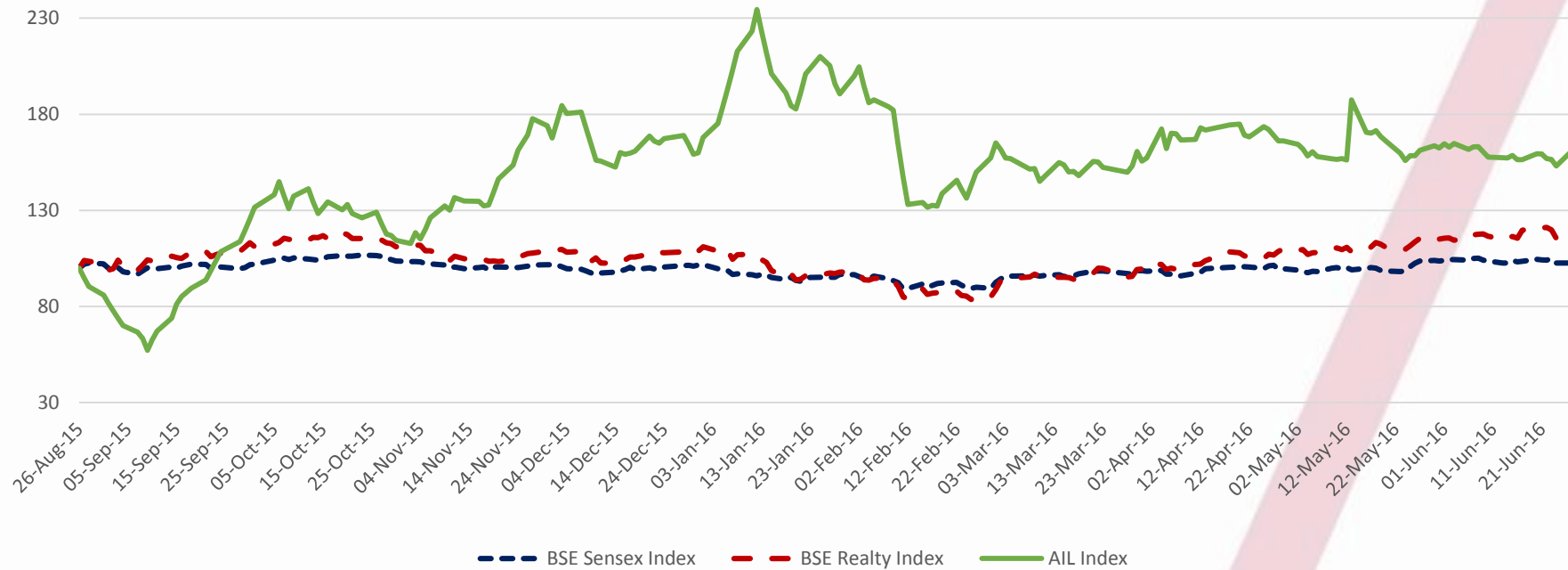
Project Performance

KEY FINANCIAL PARAMETERS

Particular	Q1FY17	FY16	FY 15
EBITDA Margin	34%	32%	29%
PAT Margin	13%	15%	12%
ROCE	15%	19%	17%
RONW/ROE	18%	25%	20%
Debt/Equity	0.72:1	0.63:1	0.24 :1

PERFORMANCE OF SCRIP (FROM LISTING)

Performance of Scrip (from Listing)

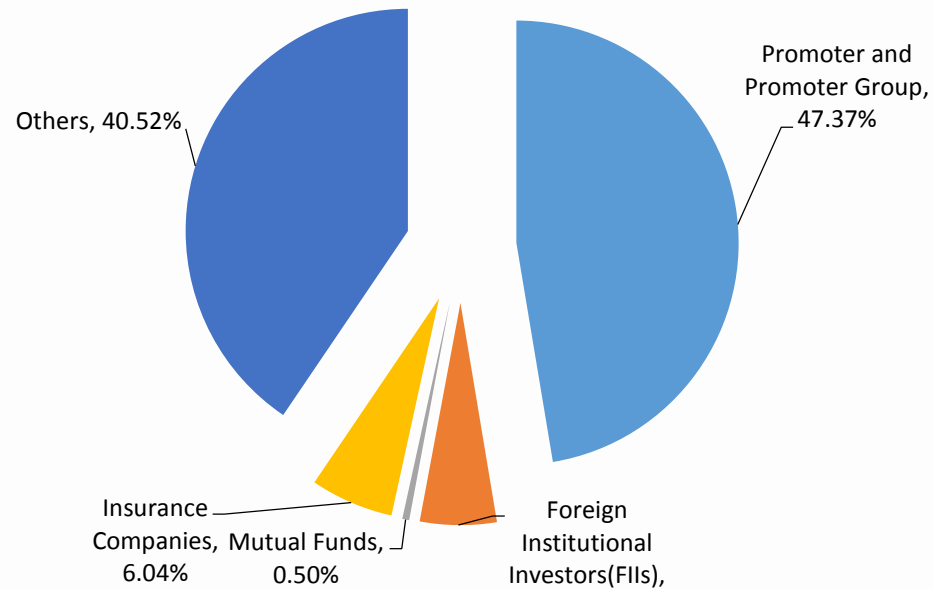


Note :

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.

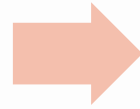
SHAREHOLDING PATTERN (%)



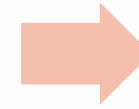
Category	30-June-16
Promoter and Promoter Group	47.37%
Foreign Institutional Investors (FIIs)	5.57%
Mutual Funds	0.50%
Insurance Companies	6.04%
Others	40.52%

No. of Shareholders as on 30th June, 2016: **140,055**

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

Upcoming Projects

Arvind
S-K-Y
L-A-N-D-S
LIFE IN CENTRE

Arvind
MEGAPARK

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	234
Megatrade	80,914	68,854	12,060	2,794	2,794	100	4,059
Parishkaar/ Tradesquare*	915,809	915,809	-	25,423	25,423	100	2,776
Sporcia	492,062	384,063	107,999	16,836	9,876	56	4,384
Uplands (Phase I)	4,183,641	1,888,217	2,295,424	25,113	-	-	1,330***
Citadel	101,859	80,505	21,354	4,459	4,279	96	5,539
Expansia	140,276	112,835	27,441	6,159	6,156	100	5,439
Megaestate (Phase I)	63,119	7,557	55,562	237	-	-	3,135
Beyond Five**	6,674,310	261,324	6,412,986	1,995	-	-	763
TOTAL				85,304	50,817		

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

** Formal Launch in Sept-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

QUARTERLY SYNOPSIS

Residential Projects	Area Booked in Q1FY17 (sqft.)	Units Booked in Q1FY17 (nos.)	Sales Value for Q1FY17 (Rs. Lac)	Amount Collected in Q1FY17 (Rs. Lac)	Revenue Recognized in Q1FY17 (Rs. Lac)
Sporcia	3,626	2	173	1,793	940
Uplands	53,667	3	923	1,124	-
Citadel	1,712	1	120	136	93
Expansia	3,463	1	237	173	237
Megaestate	-	-	-	-	-
Beyond Five*	4518	1	56	10	-

*Formal Launch in Sept -16

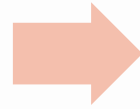
Notes :-

1. Apart from above projects, we have recognized revenue from Megatrade for Rs. 0.63 Lacs and from Sanjaynagar for Rs. 920 lacs during the quarter.

2. Megatrade is a completed project and old inventory has been sold and revenue of Rs. 0.63 Lacs was recognized during the quarter.

3. Sanjaynagar is a slum rehabilitation project, against which we have received TDR/FSI and we have booked income of Rs. 920 lacs from the sale of TDR/FSI during the quarter.

Strategic Performance



Financial Performance



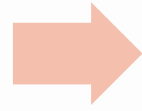
Project Performance

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

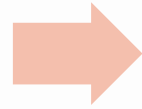


UPLANDS

- ❑ **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

Actual Villa Construction



Strategic Performance



Financial Performance



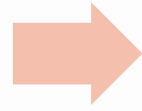
Project Performance

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



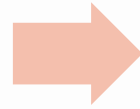
Project Performance

CITADEL

Actual Site Images



Strategic Performance



Financial Performance



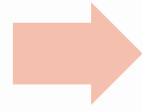
Project Performance

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



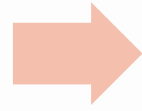
Project Performance

EXPANSIA

Actual Site Images



Strategic Performance



Financial Performance



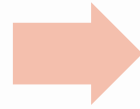
Project Performance

EXPANSIA

Actual Site Images – Night View



Strategic Performance



Financial Performance



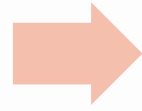
Project Performance

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

Actual Site Images



Strategic Performance

Financial Performance

Project Performance

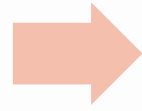
BEYOND FIVE

- ❑ **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

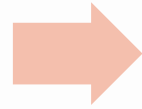
Villa side view



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

Arvind Skylands, Bengaluru

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

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

THANK YOU

Arvind Infrastructure Ltd
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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