



INFRASTRUCTURE
ARVIND

BUILDING PRIDE. BUILDING JOY.

RESULT PRESENTATION Q2 FY17

26TH OCTOBER, 2016

KEY DEVELOPMENTS – OPERATIONS

New Sales

- ✓ MIS Sales for Q2 FY17 is Rs. **1194 lacs** across projects

Project Completion

- ✓ Till date completed and handed over **6** projects measuring total developed area of **2.27 Million** sqft as on 30th September, 2016 (Alcove, Megatrade, Parishkaar, Trade square, Expansia & Citadel)

Ongoing Projects

- ✓ Currently, executing **5** projects in Ahmedabad and Bengaluru measuring **12.39 Million** sq ft of developable area (Sporcia, Uplands, Beyond Five, Megaestate and Megapark)

Others

- ✓ Received building use(BU) permission for one of its projects in Ahmedabad i.e. Arvind Citadel
- ✓ Appointment of Big4 Audit Firm as Statutory Auditors of the Company
- ✓ 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 Q2 FY17

Revenue

- ✓ Revenue of Rs. **2264 lacs** during Q2 FY17 as against Rs. **781 lacs** in Q2 FY16 and **Rs. 2248 lacs** in Q1 FY17
- ✓ Revenue up by **190%** Yr-on-Yr and **1%** Qtr-on-Qtr

EBITDA

- ✓ EBITDA of Rs. **674 lacs** during Q2 FY17 as against Rs. **161 lacs** in Q2 FY16 and **Rs. 757 lacs** in Q1 FY17
- ✓ EBITDA up by **319%** Yr-on-Yr and down by **11%** Qtr-on-Qtr
- ✓ EBITDA margin at **30%**

PBT

- ✓ PBT of Rs. **341 lacs** during Q2 FY17 as against Rs. **(10) lacs** in Q2 FY16 and **Rs. 463 lacs** during Q1 FY17
- ✓ PBT up by **3648%** Yr-on-Yr and down by **26%** Qtr-on-Qtr
- ✓ PBT margin at **15%**

PAT

- ✓ PAT (after minority interest) of Rs. **226 lacs** during Q2 FY17 as against Rs. **(30) lacs** in Q2 FY16 and **Rs. 302 lacs** during Q1 FY17
- ✓ PAT up by **845%** Yr-on-Yr and down by **25%** Qtr-on-Qtr
- ✓ PAT margin at **10%**

FINANCIALS - OTHERS

Collections

- ✓ Total collections of Rs. **3193 lacs** during Q2 FY17
- ✓ Resulted into positive Net Operational cash flow of Rs. **658 lacs**

Unrecognized Revenue

- ✓ Unrecognized revenue from sold units is about Rs. **33,590 lacs**

Loan and Debt

- ✓ Consolidated debt as on 30th September, 2016 is Rs. **10833 lacs**
- ✓ Consolidated D/E ratio stands at **0.67:1**
- ✓ Average cost of debt for Q2 FY 17 is **10.70%**

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

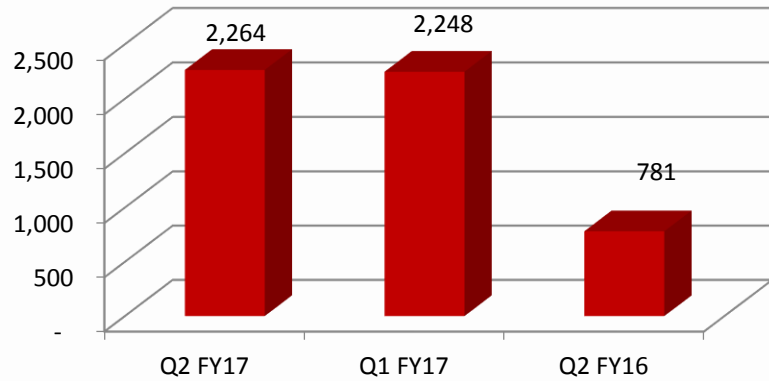
Strategic Performance

Financial Performance

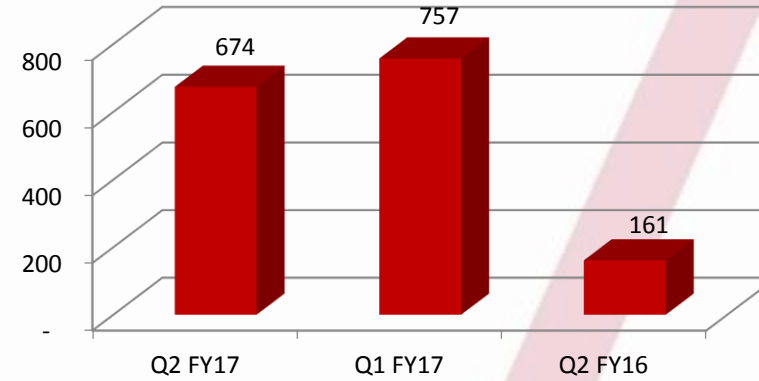
Project Performance

FINANCIAL SNAPSHOT (CONSOLIDATED QUARTER)

Turnover

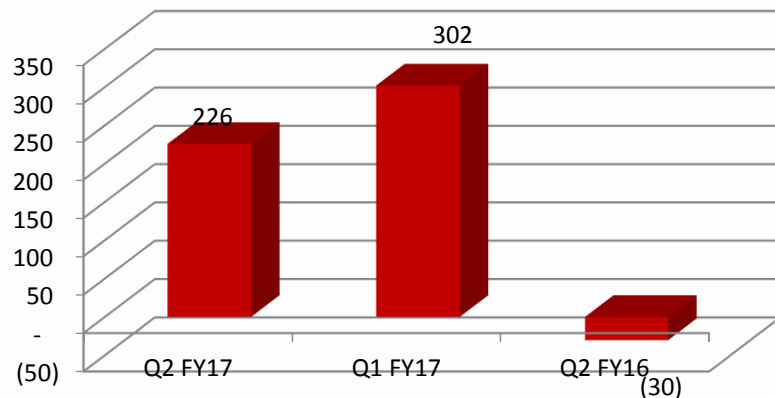


EBITDA

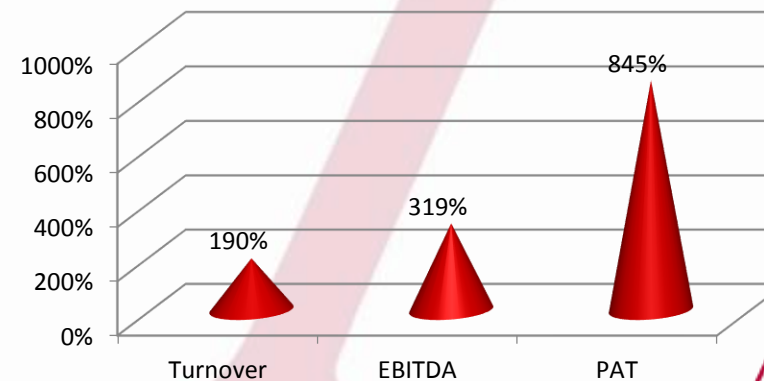


Rs. in lacs

PAT



YoY Growth %



Strategic Performance

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BALANCE SHEET – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	As on 30.09.2016	As on 31.03.2016
Shareholders' Fund	16,097	14,349
Non-Current Liabilities	6,210	5,183
Current Liabilities	20,427	16,034
Total Equity and Liabilities	42,734	35,566
Non-Current Assets	5,436	5,421
Current Assets	37,298	30,145
Total Assets	42,734	35,566

Strategic Performance

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LIABILITIES – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	As on 30.09.2016	As on 31.03.2016
Long term Borrowings	5,333	4,297
Deferred Tax Liabilities	41	31
Other Long term Liabilities	8	8
Long-term Provisions	44	44
Total Non-Current Liabilities	5,425	4,380
Short-term Borrowings	724	745
Trade Payables	8,594	7,156
Other Current Liabilities		
<i>Advances from Customers</i>	5,557	3,381
<i>Others</i>	5,380	4,506
Short-term Provisions	172	246
Total Current Liabilities	20,427	16,034

Strategic Performance

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ASSET – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	As on 30.09.2016	As on 31.03.2016
Fixed Assets	1,002	959
Other Non-Current Assets	4,434	4,462
Total Non-Current Assets	5,436	5,421
Cash and Bank Balance	926	380
Trade Receivables	4,978	3,848
Inventories	25,578	17,205
Short-term Loans and Advances	4,628	5,888
Other Current Assets	1,187	2,824
Total Current Assets	37,298	30,145

Strategic Performance

Financial Performance

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PROFIT AND LOSS ACCOUNT – ABSTRACT (CONSOLIDATED)

Rs. in lacs

Particulars	Q2FY17	Q1FY17	Q2FY16	FY16	H1FY17	H1FY16	% of Growth Q2FY17 Vs	
							Q1 FY17	Q2 FY16
Net Sales/Income from Operations	2,264	2,248	781	11,468	4,512	1,808	1%	190%
Other Operating Income	2	1	1	20	3	1		
Other Income	3	3	17	164	7	51		
Total Revenue	2,270	2,252	799	11,652	4,521	1,861	1%	184%
Operating Costs	1,024	1,042	203	6,133	2066	510		
Employee Benefit Expenses	327	297	259	1,190	623	615		
Other Costs	246	155	176	662	401	312		
Total Expenditure	1,596	1,494	638	7,984	3,090	1,437		
EBITDA	674	757	161	3,668	1,431	423	-11%	319%
EBITDA %	30%	34%	21%	32%	32%	23%		

Continued...

Strategic Performance

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PROFIT AND LOSS ACCOUNT – ABSTRACT

(CONSOLIDATED)

Rs. in lacs

Particulars	Q2FY17	Q1FY17	Q2FY16	FY16	H1FY17	H1FY16	% of Growth Q2FY17 Vs	
							Q1 FY17	Q2 FY16
Depreciation and Amortization	26	25	23	92	50	45		
Finance Cost	307	270	147	854	577	334		
PBT	341	463	(10)	2,721	804	44	-26%	3648%
PBT %	15%	21%	-1%	24%	18%	2%		
Provision for Tax	127	168	26	1,038	294	58		
PAT before Minority Interest	214	295	(36)	1,683	509	(14)		
Minority Interest	(11)	(7)	(6)	(38)	(19)	(6)		
PAT after Minority Interest	226	302	(30)	1,721	528	(8)	-25%	845%
PAT %	10%	13%	-4%	15%	12%	0%		

Note: Figures have been regrouped & reclassified, wherever necessary

Strategic Performance

Financial Performance

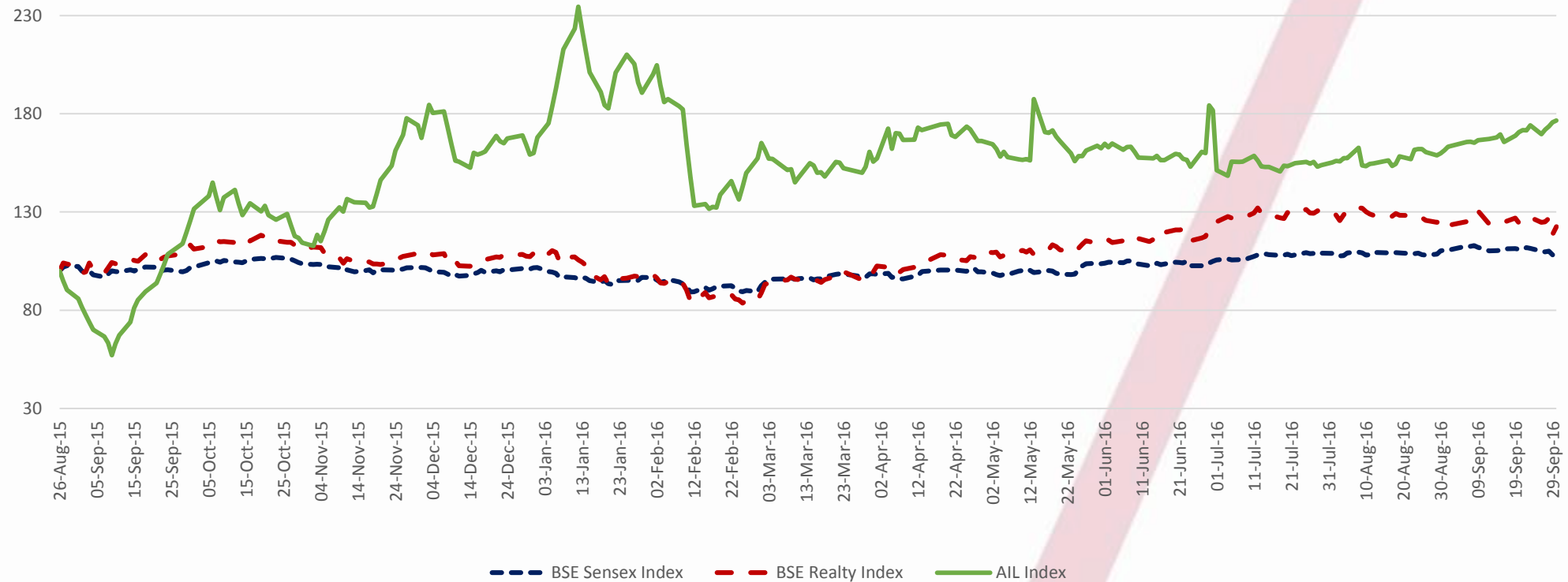
Project Performance

KEY FINANCIAL PARAMETERS

Particular	Q2FY17	FY16	FY 15
EBITDA Margin	30%	32%	29%
PAT Margin	10%	15%	12%
ROCE	12%	19%	17%
RONW/ROE	16%	25%	20%
Debt/Equity	0.67:1	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.

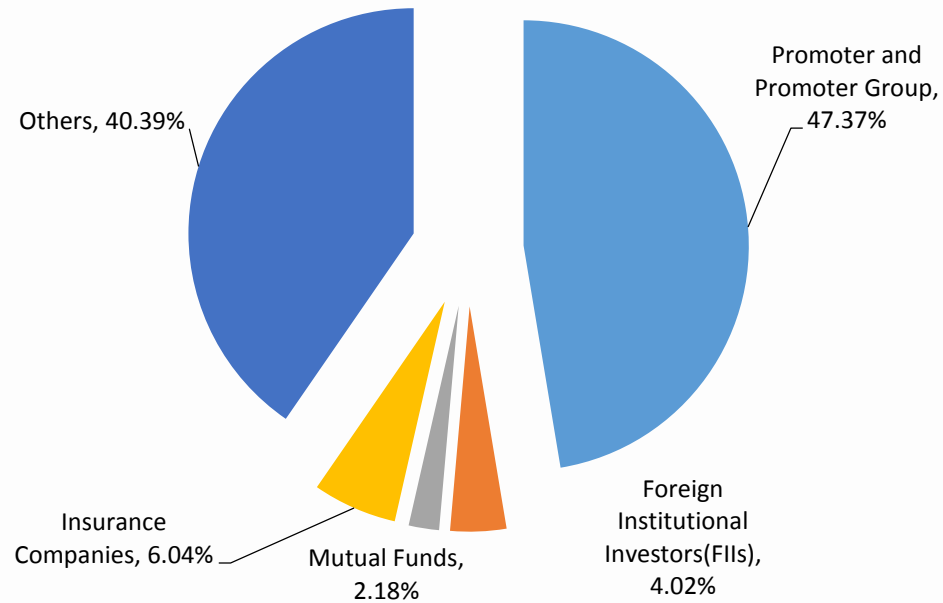
For Arvind Infrastructure Limited, the Listed close price as on Aug 26, 2015 of Rs. 53.40 is indexed to 100.

Strategic Performance

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Project Performance

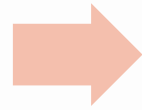
SHAREHOLDING PATTERN (%)



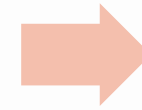
Category	30-Sept-16	30-Jun-16	31-Mar-16
Promoter and Promoter Group	47.37%	47.37%	47.37%
Foreign Institutional Investors (FIIs)	4.02%	5.57%	0.00%
Mutual Funds	2.18%	0.50%	0.63%
Insurance Companies	6.04%	6.04%	6.04%
Others	40.39%	40.52%	45.96%

No. of Shareholders as on 30th Sept, 2016: **137,376**

Strategic Performance



Financial Performance



Project Performance

PROJECT PORTFOLIO

Completed Projects

Arvind
ALCOVE
your plan for second life

Arvind 
EXPANSIA

Arvind
MEGATRADE

Arvind | Citadel
An opportunity for more me-time


Parishkaar
2 & 3 BHK 700+ Lifestyle Apartments


**TRADE
SQUARE**
@Kholhra

Ongoing Projects

UPLANDS
GOLF • LIVING • LEISURE

beyond five

Arvind
MEGAESTATE

Arvind 
SPORCIA
STAY WHERE YOU PLAY

Arvind
MEGAPARK

Upcoming Projects

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

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	67,502	13,412	2,740	2,740	100	4,059
Parishkaar/ Tradesquare*	915,809	915,809	-	25,423	25,423	100	2,776
Sporcia	492,062	387,310	104,752	17,023	11,702	65	4,395
Uplands (Phase I)	4,179,816	1,910,169	2,269,647	25,411	-	-	1,330***
Citadel	101,859	89,336	12,523	4,968	4,597	99	5,561
Expansia	140,276	117,147	23,129	6,426	6,156	100	5,486
Megaestate (Phase I)	63,119	7,557	55,562	233	-	-	3,085
Beyond Five**	6,674,310	261,324	6,412,986	1,986	-	-	760
TOTAL				86,498	52,907		

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

** Formal Launch in Oct-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 Q2FY17 (sqft.)	Units Booked in Q2FY17 (nos.)	Sales Value for Q2FY17 (Rs. Lac)	Amount Collected in Q2FY17 (Rs. Lac)	Revenue Recognized in Q2FY17 (Rs. Lac)
Sporcia	3,247	3	187	1,656	1,826
Uplands	21,952	1	297	1,128	-
Citadel	8,831	5	508	244	318
Expansia	4,312	2	267	193	-
Megaestate	-	-	(4)	(14)	-
Beyond Five*	-	-	(9)	2	-

*Formal Launch in Oct -16

Notes :-

1. Apart from above projects, we have recognized revenue from Sanjaynagar Project for Rs. 179 lacs during the quarter.
2. Sanjaynagar is a slum rehabilitation project, against which we have received TDR/FSI and we have booked income of Rs. 179 lacs from the sale of TDR/FSI during the quarter.

Strategic Performance

Financial Performance

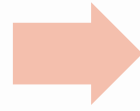
Project Performance

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

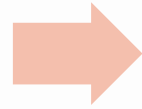


UPLANDS

- ❑ **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

Zen Club



Strategic Performance



Financial Performance



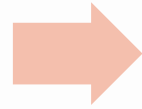
Project Performance

UPLANDS

Actual Villa Construction



Strategic Performance



Financial Performance



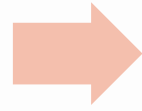
Project Performance

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



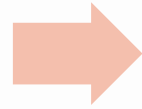
Project Performance

CITADEL

Actual Site Images



Strategic Performance



Financial Performance



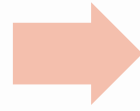
Project Performance

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



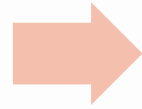
Project Performance

EXPANSIA

Actual Site Images



Strategic Performance



Financial Performance



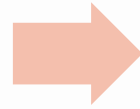
Project Performance

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

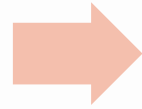
BEYOND FIVE

- ❑ **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

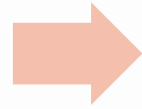
Villa side view



Club house



Strategic Performance



Financial Performance



Project Performance

IMMEDIATE PROJECT PIPELINE

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

Arvind Bengaluru 4, Bengaluru*

- Land Area:
- Built Up Area:
- Product Type:
- Deal Structure:

* Term Sheet signed, other formalities pending

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