

Corporate Presentation

September, 2016

BSE: 523716 | NSE: ASHIANA | Bloomberg: ASFI:IN | Reuters: AHFN.NS

www.ashianahousing.com

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Company Overview

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Executive Summary

| | |
|--|---|
| Incorporation/ Headquarters | 1979 in Patna, New Delhi |
| Industry | Real Estate with focus on residential apartments |
| Business Segments | Comfort Homes & Senior Living |
| Areas of Operation | Jaipur, Bhiwadi, Jodhpur, Jamshedpur, Neemrana, South of Gurgaon(Sohna), Lavasa, Halol, Chennai and Kolkata |
| Key Metrics | <ul style="list-style-type: none">• 194.03 lakhs sq. ft. constructed• Operations in 10 Locations• 8,640 units under maintenance |

Milestones

1979

- Established in Patna. First organized developer in Patna.

1985

- Started operations in Jamshedpur.

1986

- Incorporation of Ashiana Housing & Finance (India) Limited

1992

- Shifted head office to New Delhi. Started Bhiwadi operations
- Listed on the BSE

1996

- Started facility management of Ashiana properties

1979 - 1996

1998

- First organized developer in Neemrana

2004

- Launched Senior Living project at Bhiwadi

2006

- Started Jaipur operations

2007

- Started Jodhpur operations.
- Completed India's first senior living homes in Utsav, Bhiwadi

2008

- Started operations in Lavasa (near Pune)

2011

- Launched Utsav Care Homes (Assisted Senior Living)
- Listed on NSE

1997 - 2011

2013

- Unveiled new identity of Ashiana

2014

- Started Halol operations
- Acquired land in South of Gurgaon (Sohna) and in Chennai

2015

- Successfully raised Rs 200 Cr from investors through QIP
- Started operation in South of Gurgaon (Sohna) & Chennai

2016

- Successfully obtained approval from shareholders for maiden issue of NCD. Rs. 50 Cr was raised till 31st July, 2016.
- Started operation in Kolkata

2012 - 2016

Promoters



Vishal Gupta (Managing Director)

A graduate from Sydenham College (Mumbai) and an MBA from FORE School of Management (Delhi), he is acknowledged for his in depth understanding of the real estate business, customer psychology and market behavior. He is actively involved in finance, human resource, project execution and general administration.



Ankur Gupta (Joint Managing Director)

He is a Bachelor in Business Administration from Fairleigh Dickinson University (USA) and an MS in Real Estate from New York University (USA) where he focused on residential projects for senior citizens during his research work. His experience was put to good use at Utsav and currently he leads Marketing, Sales, IT, Hotel and Facilities Management segments of the Company. He has around 16 years of experience and is actively associated with Ashiana for the last 14 years.



Varun Gupta (Whole Time Director)

He is a Bachelor in Science from Stern School of Business, New York University (USA). He majored in Finance and Management and graduated with the high academic distinction, 'Magna Cum Laude'. He then joined Citigroup in Commercial Mortgage Backed Securities where he was underwriting commercial real estate. After a year and a half of this rich experience, he has joined Ashiana where he is looking after Land and Finance for the last 8 years.

Strengths & Opportunities

Execution

- Timely delivery
- In-house construction – Ensure high control over cost and quality and flexibility in execution

Strong Balance Sheet

- Cash & Cash equivalent way higher than debt
- Raised capital of Rs. 200 Cr to pursue growth opportunities, further strengthen the balance sheet.

In-house Maintenance

- High quality maintenance at affordable rates
- Maintaining relationship with customer after sale
- Provides inputs to development team to improve quality

Direct Sales Team

- In-house selling to actual users and investors
- Provides better market insights

Brand Recognition

- High Brand recall
- Customer assured of timely delivery, affordable offering and transparency in dealings.

Healthy Project Pipeline

- Ongoing project of 43 lakhs sq. ft. (24.68 lakhs sq. ft. already booked)
- Future projects of 98 lakhs sq. ft. (0.37 lakhs sq. ft. already booked)

Revenue Visibility

- Strong revenue visibility - saleable value of area sold in ongoing project : Rs. 524 Crore (AHL projects)
- Saleable value of area sold in partnership : Rs. 220 Crore

Operational Overview

02

Operational Overview

Highlights FY16

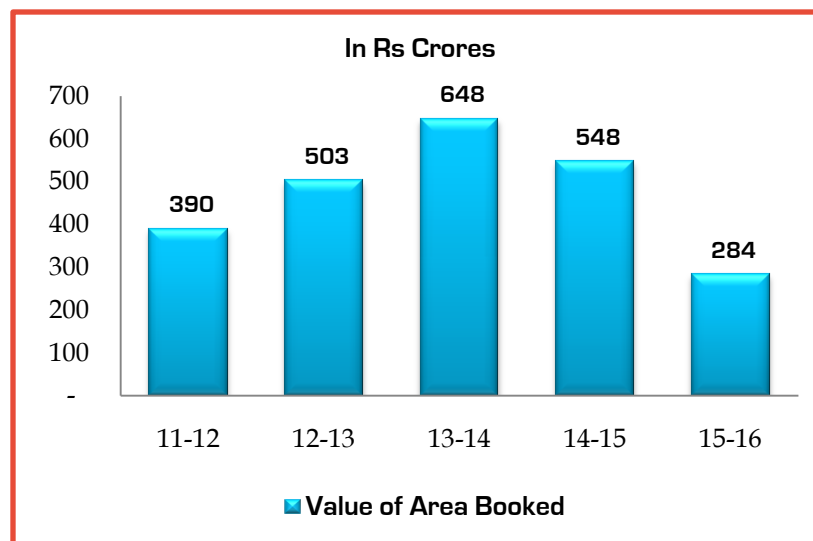
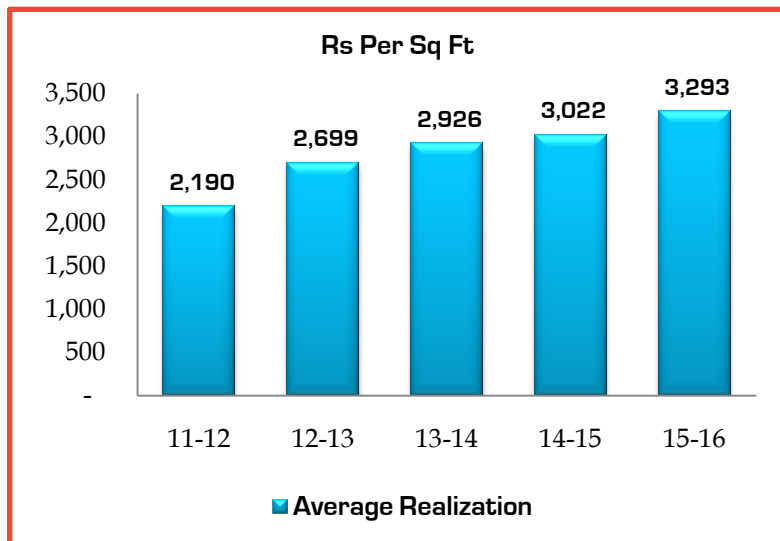
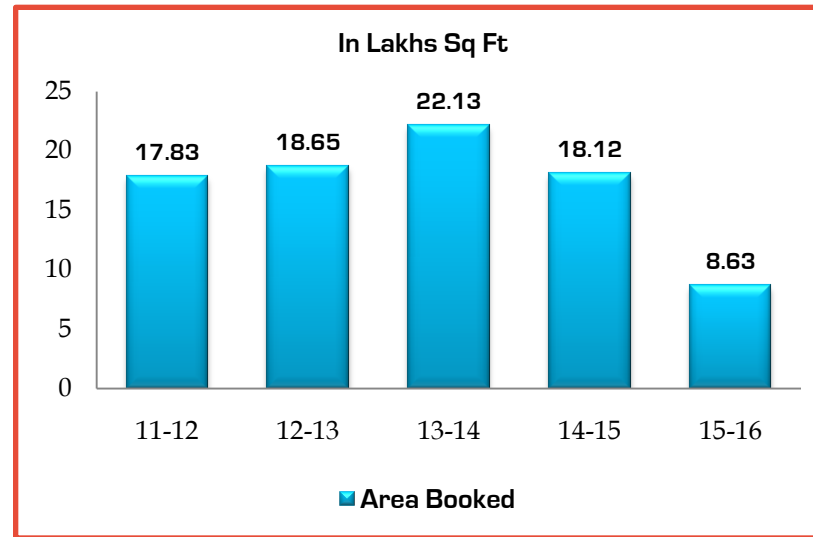
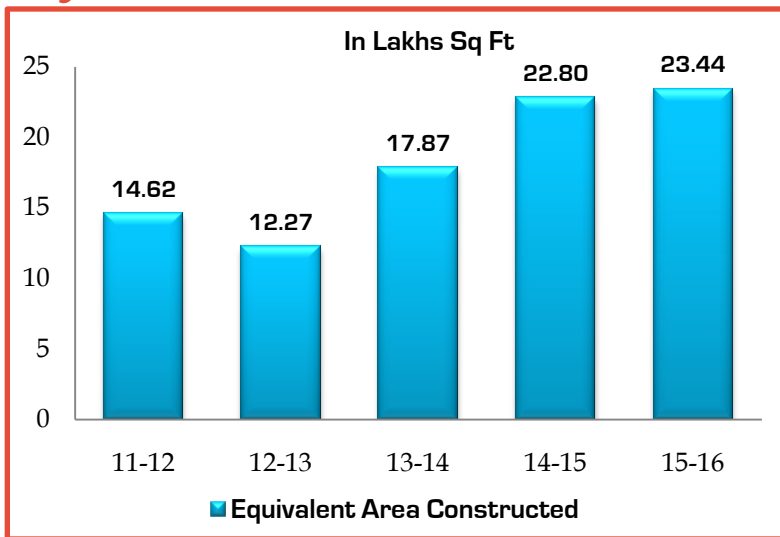
Key Metrics

Saleable area of Ongoing Projects

Operational Highlights - FY 2015-16

- Area constructed increased to 23.4 Lakhs sq. ft. (FY16) vs 22.8 lakhs sq ft. (FY15). Growth of 3% YoY
- Booking Area decreased to 8.63 Isf (FY16) vs 18.12 Isf (FY15). Declined by 52% YoY.
- Happy handover as central theme, achieved a yearly NPS over all score of 68%. Units handed over across 15 phases in 8 projects
- Launched projects during the year : Ashiana Anantara Aries (0.59 Isf) in Jamshedpur, Ashiana Town Plaza (0.044 Isf) in Bhiwadi and two new projects Ashiana Tarang (Phase 1 - 2.28 Isf) in Bhiwadi, and Ashiana Shubham in Chennai (Phase 1 - 1.63 Isf)
- Acquired, made full payment & received lease deed in respect of land admeasuring approx 7.2 acres (Saleable area 6.5 Isf) adjacent to Ashiana Umang. Saleable area of Umang to increase from 12.43 Isf to 18.93 Isf
- Entered into a Development Agreement of a “Regular Group Housing Project” on 7 acres(approx.) of land with saleable area of 6.5 LSF (approx.) at Villange Asangi , Jamshedpur
- Entered into a Development Agreement, for development of regular group housing project on piece of land measuring 8.84 acres situated at village Keshopura, Ajmer Road, Tehsil Sanganer, Jaipur (Rajasthan). The entire project will have a total saleable area of approximately 9 lakhs sq. ft.
- Felicitated with Bhamashah award by Government of Rajasthan, thrice in a row for contribution In field of education. Received award from FICCI “Category II - CSR Award for Small and Medium Enterprises (SMEs) with turnover Upto 200 Crores per annum

Key Metrics



Quarterly Operational Data

| Particulars | Q1 FY16 | Q2 FY16 | Q3 FY16 | Q4 FY16 | Q1 FY17 |
|---|---------|---------|---------|---------|---------|
| Equivalent Area Constructed (In Isf) | 5.33 | 5.87 | 6.14 | 6.10 | 4.15 |
| Area Booked (In Isf) | 1.65 | 2.16 | 2.63 | 2.21 | 2.41 |
| Value of Area Booked (In Rs. Lakhs) | 5,476 | 7,511 | 8,373 | 7,061 | 7,937 |
| Average Realizations (In Rs/Sq. Ft.) | 3,328 | 3,477 | 3,184 | 3,195 | 3,293 |

Quarter-wise performance

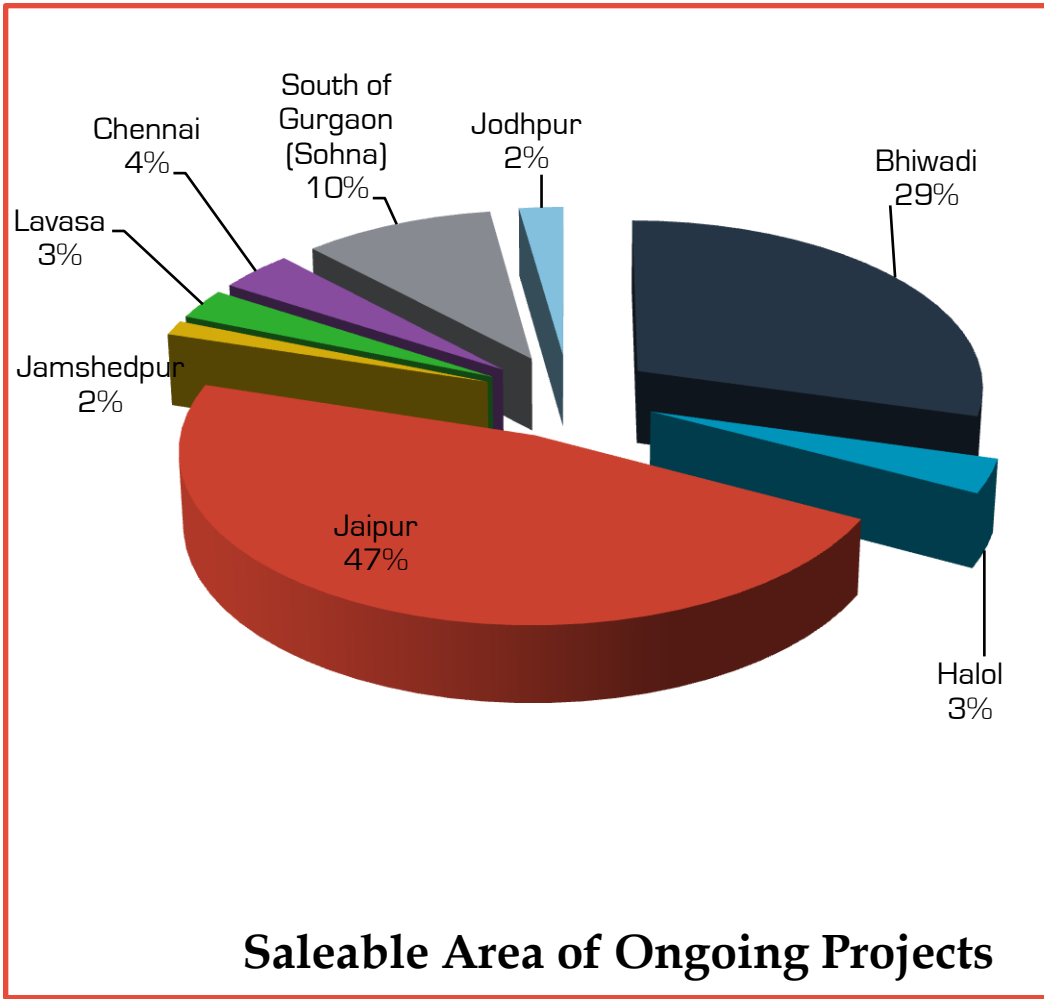
| Particulars | | Value of Area Booked (In lakhs) | Area Booked (Lakhs Sq. Ft.) | Equivalent Area Constructed (Lakhs Sq. Ft.) | Area delivered & recognised for revenue (Lakhs Sq. Ft.) |
|------------------------|--------------|---------------------------------|-----------------------------|---|---|
| Quarter 1 (FY 2016-17) | AHL | 5,083 | 1.48 | 3.45 | 0.40 |
| | Partnership | 2,854 | 0.92 | 0.69 | 0.16 |
| | Total | 7,937 | 2.41 | 4.15 | 0.56 |
| Quarter 1 (2015-16) | AHL | 3,567 | 1.04 | 4.01 | 0.02 |
| | Partnership | 1,908 | 0.61 | 1.32 | 2.34 |
| | Total | 5,476 | 1.65 | 5.33 | 2.36 |
| Quarter 2 (2015-16) | AHL | 5,014 | 1.33 | 4.18 | 2.10 |
| | Partnership | 2,498 | 0.82 | 1.69 | 1.28 |
| | Total | 7,511 | 2.16 | 5.87 | 3.38 |
| Quarter 3 (2015-16) | AHL | 6,931 | 2.14 | 4.40 | 0.51 |
| | Partnership | 1,441 | 0.48 | 1.74 | 0.62 |
| | Total | 8,373 | 2.63 | 6.14 | 1.13 |
| Quarter 4 (2015-16) | AHL | 4,629 | 1.43 | 4.62 | 12.45 |
| | Partnership | 2,433 | 0.78 | 1.48 | 4.30 |
| | Total | 7,061 | 2.21 | 6.10 | 16.75 |
| FY 2015-16 | AHL | 20,141 | 5.94 | 17.21 | 15.07 |
| | Partnership | 8,280 | 2.69 | 6.23 | 8.53 |
| | Total | 28,421 | 8.63 | 23.44 | 23.60 |

Quarterly Sales Trend

Area in Sq. ft.

| Project | Location | Q1 (2015-16) | Q2 (2015-16) | Q3 (2015-16) | Q4 (2015-16) | Q1 (2016-17) |
|--|--------------------------|----------------|----------------|----------------|----------------|----------------|
| Ashiana Housing Limited | | | | | | |
| Ashiana Aangan | Neemrana | | | - | (1,450) | 1,450 |
| Ashiana Aangan Plaza | Neemrana | 1,026 | (251) | | | |
| Ashiana Anantara | Jamshedpur | 7,560 | 5,900 | 37,685 | 13,540 | 7,815 |
| Ashiana Anmol | South of Gurgaon (Sohna) | 1,960 | 19,075 | 7,505 | 11,680 | 14,530 |
| Ashiana Tarang | Bhiwadi | - | - | 89,530 | 28,139 | 6,122 |
| Ashiana Town Beta | Bhiwadi | 16,750 | 23,364 | 5,655 | 4,390 | 6,395 |
| Ashiana Surbhi | Bhiwadi | 11,670 | 11,590 | 3,300 | 1,100 | 1,180 |
| THR - including plaza | Bhiwadi | 3,307 | - | - | | |
| Ashiana Nirmay | Bhiwadi | 12,392 | 8,595 | 13,836 | 9,722 | 4,393 |
| Ashiana Dwarka | Jodhpur | 1,390 | 2,990 | 3,760 | 4,140 | 23,130 |
| Ashiana Umang | Jaipur | 35,615 | 43,515 | 37,675 | 42,870 | 44,015 |
| Ashiana Navrang | Halol | 4,605 | (1,470) | 4,155 | 5,370 | 1,215 |
| Ashiana Shubham | Chennai | - | - | - | 12,243 | 25,699 |
| Ashiana - Utsav | Lavasa (Pune) | 7,750 | 19,735 | 11,000 | 10,995 | 12,430 |
| Total | | 104,025 | 133,043 | 214,101 | 142,739 | 148,374 |
| Partnership | | | | | | |
| Vrinda Gardens | Jaipur | 25,955 | 28,455 | 19,255 | 17,250 | 49,073 |
| Gulmohar Gardens | Jaipur | 34,596 | 46,481 | 24,148 | 49,335 | 41,560 |
| Gulmohar Gardens - Studio Apartment (GG Plaza) | Jaipur | - | 3,006 | 3,302 | 605 | (1,210) |
| Rangoli Gardens | Jaipur | (1,590) | - | 4,060 | 5,700 | 2,420 |
| Rangoli Gardens Plaza | Jaipur | 1,557 | 4,537 | (2,283) | 4,948 | 435 |
| Total | | 60,518 | 82,479 | 48,482 | 77,838 | 92,278 |
| Grand Total | | 164,543 | 215,522 | 262,583 | 220,577 | 240,652 |

Saleable Area of Ongoing Projects



- Target market is middle income group in towns and cities with population of more than 10 lakhs and in upcoming industrial areas
- People over 55 years of age in middle income cities who are in magnets or satellites of metros form an important target segment

Projects



Ongoing Projects (As on 30th June' 2016)

| Project Name | Location | Economic Interest | Project Type | Saleable Area (Isf) | Area Booked (Isf) | Expected Completion Time |
|--|----------|---------------------|---------------|---------------------|-------------------|--------------------------|
| AshianaTown Beta (Phase 3) | Bhiwadi | 100% | Comfort Homes | 5.19 | 2.39 | Phase 3 in FY18 |
| Ashiana Town Plaza | Bhiwadi | 100% | Commercial | 0.04 | 0.04 | FY 17 |
| Ashiana Nirmay (Phase 1) | Bhiwadi | 100% | Senior Living | 2.18 | 0.80 | Phase 1 in FY 18 |
| Ashiana Surbhi (Phase 1 (partial) &2) | Bhiwadi | 100% | Comfort Homes | 2.80 | 2.11 | Phase 1 in FY17 |
| Gulmohar Gardens (Phases 3 & 5) | Jaipur | 50% of Profit Share | Comfort Homes | 3.3 | 2.73 | Phase 3 in FY17 |
| Gulmohar Gardens - GG Plaza & Studio aptt. | Jaipur | 50% of Profit Share | Commercial | 0.45 | 0.32 | GG Plaza in FY17 |
| VrindaGardens (Phase 1, 2) | Jaipur | 50% of Profit Share | Comfort Homes | 6.42 | 4.38 | Phase 1 in FY17 |
| Ashiana Umang (Phase 1,2&3) | Jaipur | 100% | Comfort Homes | 9.87 | 7.00 | Phase 1 in FY17 |

Continued...

Ongoing Projects (As on 30th June' 2016)

| Project Name | Location | Economic Interest | Project Type | Saleable Area (Isf) | Area Booked (Isf) | Expected Completion Time |
|---------------------------------------|--------------------------|-------------------------|---------------|---------------------|-------------------|--------------------------|
| Ashiana Shubham (Phase 1) | Chennai | 73.75% of Revenue Share | Senior Living | 1.63 | 0.38 | Phase 1 in FY18 |
| Ashiana Anantara (Aries) | Jamshedpur | 74.5% of Revenue Share | Comfort Homes | 0.59 | 0.48 | Aries in FY18 |
| Ashiana Navrang (Phases 2) | Halol | 81% of Revenue Share | Comfort Homes | 1.40 | 1.07 | Phase 2 in FY17 |
| Ashiana Utsav (Phases 3&4) | Lavasa | 100% | Senior Living | 1.24 | 0.25 | Phase 3 in FY17 |
| Ashiana Tarang (Phase 1) | Bhiwadi | 100% | Comfort Homes | 2.28 | 1.24 | Phase 1 in FY19 |
| Ashiana Dwarka* (Phase 2) | Jodhpur | Area Share | Comfort Homes | 0.96 | 0.22 | Phase 2 in FY19 |
| Ashiana Aangan Plaza | Neemrana | 100% | Commercial | 0.04 | 0.02 | Plaza in FY17 |
| Ashiana Anmol (Phase 1) | South of Gurgaon (Sohna) | 65% of Revenue Share | Comfort Homes | 4.17 | 1.25 | Phase 1 in FY19 |
| TOTAL | | | | 42.56 | 24.68 | |

*Only AHL share of area

Key Project Details – Ashiana Umang



| Particulars | |
|-----------------------------------|--|
| Project | Ashiana Umang |
| Location | Jaipur |
| Project Type | Comfort Homes (Stilt + 12 floors with 2/3 BHK units) |
| Economic Interest | 100% ownership of AHL |
| Saleable Area | 12.42 lakh sq. ft |
| Area Launched | 9.87 lakh sq. ft |
| Area Booked | 7.00 lakh sq. ft. |
| Phases | 4 |
| Expected Completion date | FY 17 (Phase-I) |
| Launch Basic Price/ sq ft | Rs . 2500 (Phase-I) |
| Current Basic Price/ sq ft | Rs.2780 – 2920 (Phase-I) |

Key Project Details – Ashiana Town



| Projects | i. Ashiana Town Beta | ii. Ashiana Town Gamma | iii. Ashiana Nirmay (Senior Living) |
|---------------------------|--|--------------------------|---|
| Location | Bhiwadi | Phases | 9-10 |
| Project Type | Comfort Homes/Senior Living | Area Launched | 17.55 lakh sq. ft. |
| Saleable Area | 41.68 lakh sq. ft | Area Booked | 10.75 |
| Launch Basic Price/sq ft | Ashiana Town Beta Phase III – Rs. 2900 - 3100 | Expected Completion Time | Ashiana Town Beta –handing over started for Phase I & II in FY16 and expected completion time for Phase III in FY18 |
| Current Basic Price/sq ft | Phase III : Rs.3010 – Rs. 3180 | Economic Interest | 100% ownership of AHL |

Key Project Details - Ashiana Anmol



| Location | South of Gurgaon (Sohna) | Project Type | Comfort Homes (2/3 BHK units) |
|--------------------------|--------------------------|---------------------------|-------------------------------|
| Saleable Area | 11.50 lakhs sq. ft | Area Launched | 4.16 Lakhs sq. ft. |
| Economic Interest | 65% of revenue share | Area Booked | 1.25 Lakh sq. ft. |
| Phases | 3 | Expected Completion Date | Phase 1 in FY19 |
| Launch Basic Price/sq ft | Rs 4350-4700 | Current Basic Price/sq ft | Rs 4,400-4,750 |

Key Project Details - Vrinda Garden



| Location | Jaipur | Project Type | Comfort Homes (Stilt + 12 floors with 2/3 BHK units) |
|--------------------------|---------------------|---------------------------|--|
| Saleable Area | 15.09 lakh sq. ft | Area Launched | 9.11 Lakh sq. ft. |
| Economic Interest | 50% of profit share | Area Booked | 4.61 Lakh sq. ft. |
| Phases | 5 | Expected Completion Date | Phase 1 in FY17 |
| Launch Basic Price/sq ft | Rs 2700-2900 | Current Basic Price/sq ft | Rs 3,050-3,250 |

Key Project Details - Ashiana Shubham



| Location | Chennai | Project Type | Senior Living (1/2/3 BHK apartments) |
|--------------------------|-------------------------|---------------------------|---------------------------------------|
| Saleable Area | 9.69 lakh sq. ft | Area Launched | 1.63 Lakh sq. ft. |
| Economic Interest | 73.75% of revenue share | Area Booked | 0.38 Lakh sq. ft. |
| Phases | 5 | Expected Completion Date | Phase 1 in FY18 |
| Launch Basic Price/sq ft | Rs 3100-3200 | Current Basic Price/sq ft | Rs 3,150-3,250 |

Future Projects

| Project Name | Project Location | Economic Interest | Project Type | Saleable Area (Isf) | Area Booked (Isf) |
|--------------------------------|------------------|----------------------|---------------|---------------------|-------------------|
| Ashiana Nirmay (Phase 2&3) | Bhiwadi | 100% | Senior Living | 5.68 | - |
| Ashiana Surbhi (Phase 3) | Bhiwadi | 100% | Comfort Homes | 0.93 | - |
| Ashiana Tarang (Phase 2,3 &4) | Bhiwadi | 100% | Comfort Homes | 9.32 | - |
| Ashian Town Gama | Bhiwadi | 100% | Comfort Homes | 18.45 | - |
| Ashiana Aangan (Phase 2) | Neemrana | 100% | Comfort Homes | 4.00 | - |
| Gulmohar Gardens (Phase 4,7&8) | Jaipur | 50% of Profit Share | Comfort Homes | 3.28 | 0.13 |
| Vrinda Gardens (Phase 3,4&5) | Jaipur | 50% of Profit Share | Comfort Homes | 8.67 | 0.23 |
| Ashiana Umang (Phase 4) | Jaipur | 100% | Comfort Homes | 2.56 | - |
| Ashiana Navrang (Phase 3&4) | Halol | 81% of Revenue Share | Comfort Homes | 3.63 | 0.01 |

Future Projects

| Project Name | Project Location | Economic Interest | Project Type | Saleable Area (Isf) | Area Booked (Isf) |
|---------------------------------|--------------------------|-------------------------|-------------------------------|---------------------|-------------------|
| Ashiana Dwarka (Phase 3 to 5) * | Jodhpur | Area Share | Comfort Homes | 3.42 | - |
| Ashiana Anand | Jamshedpur | 74% of Revenue Share | Comfort Homes | 6.83 | - |
| Ashiana Anmol (Phase 2&3) | South of Gurgaon (Sohna) | 65% of Revenue Share | Comfort Homes | 7.33 | - |
| Ashiana Shubham (Phase 2 to 5) | Chennai | 73.75% of Revenue Share | Senior Living | 8.06 | - |
| Ashiana Utsav (Phases 5) | Lavasa | 100% | Senior Living | 0.84 | - |
| Ashiana Maitri | Uttarpara (Kolkata) | 85% of Revenue Share | Senior Living / Comfort Homes | 14.88 | - |
| | TOTAL | | | 97.88 | 0.37 |

* Only AHL's share of saleable and sold area shown in above table

Land available for Future Development

| Land Name and Location | Estimated Land Area (Acres) | Estimated Saleable Area (Isf) | Proposed Development |
|--------------------------------|-----------------------------|-------------------------------|------------------------------|
| Milakpur Land, Bhiwadi * | 40.63 | 31.00 | Comfort Homes/ Senior Living |
| New Land in Ajmer Road, Jaipur | 8.84 | 9.00 | Comfort Homes/ Senior Living |
| Umang Extension, Jaipur | 7.2 | 6.50 | Comfort Homes/ Senior Living |
| | 56.67 | 46.5 | |

*Milakpur Land is under acquisition and company's writ petition is pending before the Hon'ble High Court of Rajasthan against acquisition

Financial overview

04

Financials

Financial Highlights

Balance Sheet

Income Statement & Gross Margin

Ongoing Projects Cash Flows

Unsold Inventory

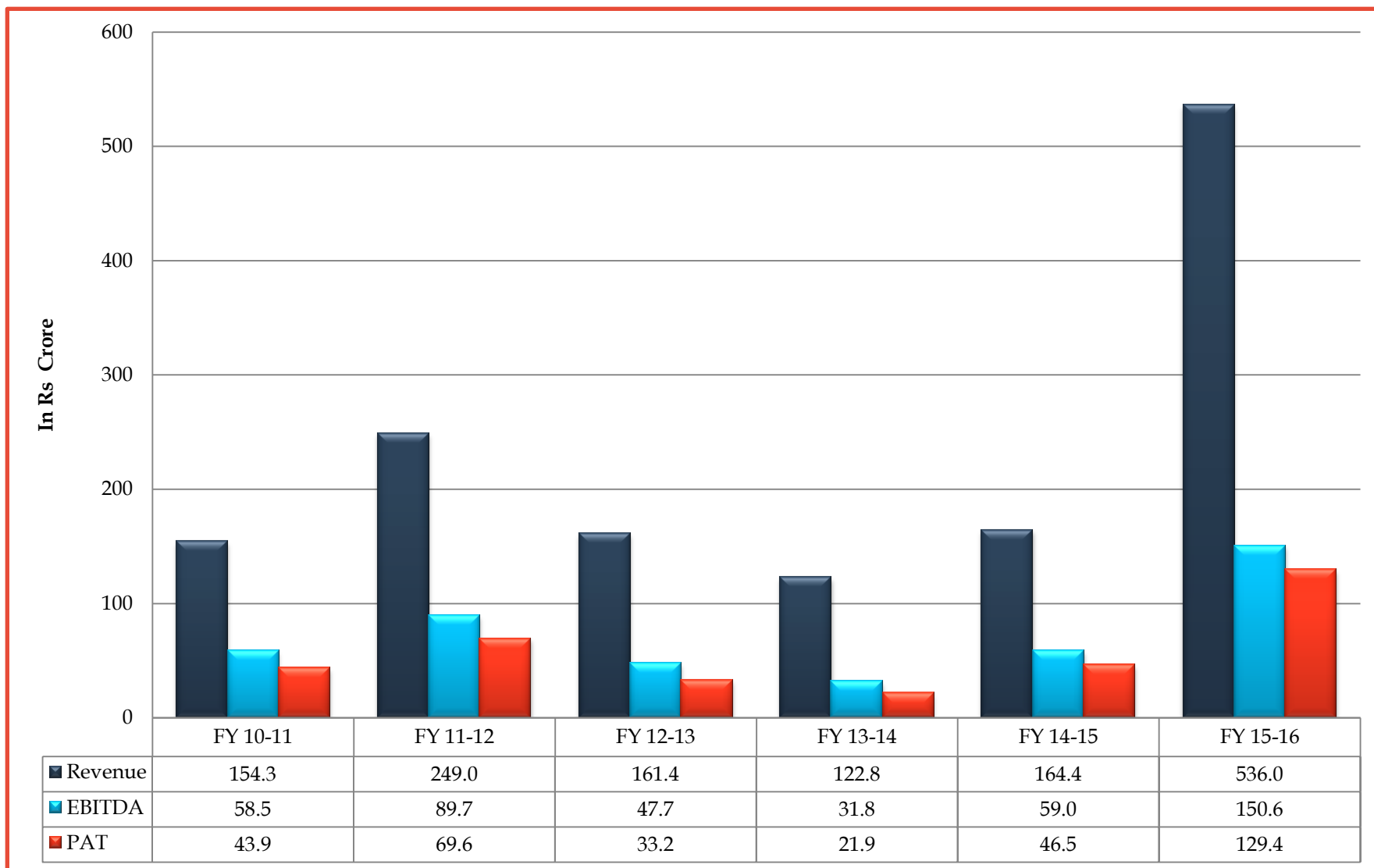
Consolidated Financial Highlights (FY 2015-16)

- Sales & Other Income increased to Rs. 53,605 lakhs from Rs. 16,444 lakhs, Growth of 226 % YoY due to increase in area handed over (23.6 lsf vs 11.24 lsf)
- PAT increased to Rs. 12,939 lakhs from Rs. 4,649 lakhs. Growth of 178 % YoY due to higher revenue recognition
- Pre-tax operating cash flow decreased to negative Rs. 1,089 from positive Rs. 7,258 lakhs in FY15. Decline in cash flow is typically because of decline in area sold leading to lower collection and increase in construction as per plan
- Back to back Credit Rating upgrade for 2 years, last year (2015-16) from A- (A Minus) to A by CARE
- Approval obtained for Rs. 100 Crore (including green shoe option of Rs. 50 Crore) for placement of secured NCD. Issued the first tranche of Rs. 20 Crore in March'16. Total of Rs. 50 Crore received upto July'16. A+ Credit rating has been assigned by Brick work for the instrument (Debenture) which indicates adequate degree of safety regarding timely servicing of obligation

Balance Sheet (Consolidated)

| Particulars (Rs. Crore) | 2010-11 | 2011-12 | 2012-13 | 2013-14 | 2014-15 | 2015-16 |
|--|---------|---------|---------|---------|---------|---------|
| Share Capital | 18.6 | 18.6 | 18.6 | 18.6 | 20.5 | 20.5 |
| Reserve & Surplus | 156.4 | 221 | 249.5 | 265.9 | 502.3 | 625.6 |
| Net Worth | 175 | 239.6 | 268.1 | 284.5 | 522.8 | 646.1 |
| Long Term Debt | 0.3 | 10.6 | 11.1 | 9.1 | 32.9 | 57.6 |
| Gross Fixed Assets | 48.1 | 52.9 | 57.4 | 70.9 | 96.5 | 100.2 |
| Dividend (Rs. Per Share) | 0.35 | 0.45 | 0.45 | 0.5 | 0.5 | 0.5 |
| Key Metrics | | | | | | |
| Return on Average Net Worth | 29% | 34% | 13% | 8% | 14% | 22% |
| Gross Advance from Customers (Rs. Crore) | 120.5 | 244.3 | 90.2 | 266.9 | 571.2 | 482.5 |
| Pre-tax operating cashflows (Rs. Crore) | 53.5 | 109.7 | 83.8 | 125.9 | 72.6 | (10.9) |
| Debt to Equity Ratio | 0.002 | 0.04 | 0.04 | 0.03 | 0.06 | 0.09 |

Income Statement (Consolidated)



Statement of Operating Results (FY 15-16)

| Particulars | Area recognized as Sales (in lakhs sq. ft.) | Sales (' in Rs. Lakhs) | Cost of Good Sold (' in Rs. Lakhs) | Gross Profit (GP) (' in Rs. Lakhs) | Amount (' in Rs. Lakhs) |
|---|---|------------------------|------------------------------------|------------------------------------|-------------------------|
| <u>Revenue from Real Estate and Support Operations</u> | | | | | |
| Completed Projects | 15.07 | 45,112 | 29,588 | 15,524 | |
| Other Real Estate operations | NA | 3,349 | 2,190 | 1,153 | |
| Gross Profit | | | | 16,677 | 16,677 |
| Add : Partnership firms (Area recognized as sales and Profit share) | 8.53 | | | | 3,601 |
| Add : Project Management Fee | | | | | 61 |
| Add : Other Income | | | | | 1,482 |
| Less : Indirect Expenses | | | | | 7,832 |
| Profit Before Tax | | | | | 13,989 |
| Less : Tax Expenses | | | | | 1034 |
| Profit After Tax | | | | | 12,955 |
| Less : Minority Interest | | | | | 16 |
| Profit after Minority Interest | | | | | 12,939 |

Cash Flow position in ongoing projects (Status as on 30th June, 2016)

| Particulars | Saleable Area (Lakhs Sq. ft.) | Area Booked (Lakhs Sq. ft.) | Value of Area Sold (Rs. In Lakhs) | Amount Received (Rs. In Lakhs) | Equivalent Area constructed (Lakhs Sq. ft.) |
|-----------------------------|-----------------------------------|--------------------------------|--------------------------------------|-----------------------------------|---|
| Ashiana (See Note 1) | 32.39 | 17.25 | 52,412 | 31,359 | 15.13 |
| Partnership (See Note 2) | 10.17 | 7.43 | 22,023 | 16,598 | 7.62 |
| Grand Total | 42.56 | 24.68 | 74,435 | 47,957 | 22.74 |

Collection Status in ongoing projects (Status as on 30th June, 2016)

| | | | Amount in Rs. Crore | |
|--|-------------------------|-----------------------|---------------------------|-----------------|
| Project Name | Saleable Area (Sq. ft.) | Area Booked (Sq. ft.) | Sale Value of Area Booked | Amount Received |
| Ashiana Housing Limited | | | | |
| Ashiana Town Beta | 522,963 | 243,359 | 81.50 | 62.99 |
| Ashiana Angan - Plaza | 4,000 | 1,631 | 1.64 | 1.12 |
| Ashiana Anantara | 59,180 | 48,420 | 16.85 | 4.55 |
| Ashiana Anmol | 416,400 | 125,090 | 60.67 | 15.95 |
| Ashiana Lavasa | 124,080 | 24,890 | 12.12 | 5.10 |
| Ashiana Nirmay | 217,740 | 80,090 | 29.16 | 15.01 |
| Ashiana Shubham | 163,031 | 37,942 | 13.04 | 3.94 |
| Ashiana Surbhi | 280,080 | 210,940 | 58.18 | 24.66 |
| Ashiana Tarang | 228,240 | 123,791 | 33.31 | 7.92 |
| Ashiana Umang | 986,880 | 700,005 | 192.41 | 157.35 |
| Ashiana Navrang | 140,160 | 106,845 | 19.63 | 14.32 |
| Ashiana Dwarka | 96,120 | 21,670 | 5.62 | 0.70 |
| TOTAL | 3,238,874 | 1,724,673 | 524.12 | 313.59 |
| Partnership | | | | |
| Gulmohar Gardens | 329,765 | 273,100 | 70.77 | 46.27 |
| Gulmohar Gardens - Studio Apartment (GG Plaza) | 45,432 | 31,517 | 10.28 | 5.76 |
| Vrinda Garden | 641,520 | 437,875 | 139.17 | 113.95 |
| TOTAL | 1,016,717 | 742,492 | 220.23 | 165.98 |
| Grand Total | 4,255,591 | 2,467,165 | 744.35 | 479.57 |

Completed Projects having Inventory

| Project Name | Project Location | Economic Interest | Saleable Area (in sq. ft.) | Unsold/Unbooked Area (in sq. ft.) |
|---------------------------------------|------------------|-----------------------------------|-------------------------------|---|
| Ashiana Town Beta (Phase 1) | Bhiwadi | 100.00% | 578,200 | 70,665 |
| Ashiana Town Beta (Phase 2) | Bhiwadi | 100.00% | 435,960 | 192,200 |
| Ashiana Surbhi (Partial Phase 1) | Bhiwadi | 100.00% | 93,360 | 20,390 |
| Ashiana Treehouse Residences | Bhiwadi | 100.00% | 119,988 | 56,219 |
| Ashiana Treehouse Residences Plaza | Bhiwadi | 100.00% | 8,366 | 830 |
| Ashiana Utsav | Bhiwadi | 100% | 780,500 | 8,580 |
| RG Plaza | Jaipur | 50% (Profit share in Partnership) | 68,572 | 23,676 |
| Gulmohar Garden (Phase 1 & 2) | Jaipur | 50% (Profit share in Partnership) | 421,795 | 20,685 |
| Ashiana Utsav Senior Living | Jaipur | 65% (Profit share in Partnership) | 378,200 | 3,660 |
| Rangoli Gardens (Phase 7) | Jaipur | 50% (Profit share in Partnership) | 194,140 | 1,230 |
| Ashiana Utsav Senior Living (Phase 1) | Lavasa | 100.00% | 212,820 | 21,185 |
| Ashiana Utsav Senior Living (Phase 2) | Lavasa | 100.00% | 176,950 | 17,650 |
| Anantara (Leo) | Jamshedpur | 74.5% of Revenue Share | 114,400 | 1,180 |
| Anantara (Orient) | Jamshedpur | 74.5% of Revenue Share | 104,000 | 1,180 |
| Ashiana Dwarka* (Phase 1) | Jodhpur | 75% of Area Share | 137,780 | 31,870 |
| Ashiana Aangan (Phase 1) | Neemrana | 100.00% | 420,000 | 2,900 |
| Ashiana Navrang (Phase 1) | Halol | 100.00% | 167,760 | 42,765 |
| Total | | | 4,412,791 | 516,865 |

* Only AHL's share of saleable and unsold area shown in above table

Completed Projects having booked and unrecognized area

Area in sq. ft.

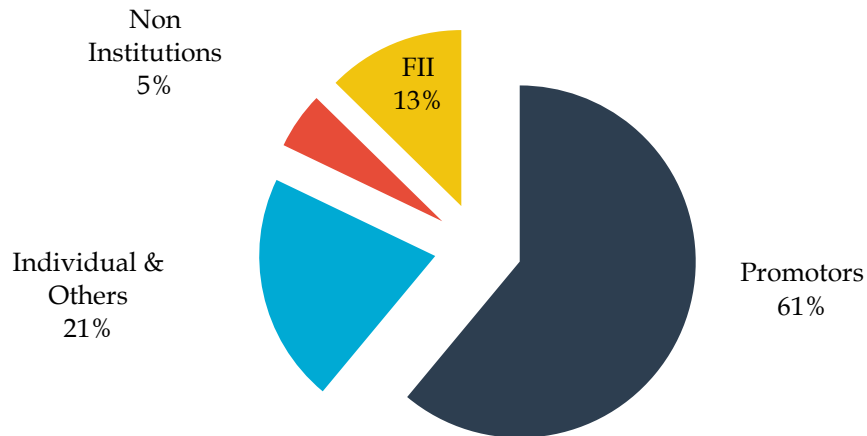
| Location | Project | Phase | Total saleable Area | Booked Area | Area recognized for revenue | Area booked & unrecognized for revenue | Unbooked Area |
|--------------|-----------------|-------|---------------------|------------------|-----------------------------|--|----------------|
| Jodhpur | Dwarka | 1 | 137,780 | 105,910 | 101,770 | 4,140 | 31,870 |
| Jamshedpur | Anantara Leo | | 114,400 | 113,220 | 110,620 | 2,600 | 1,180 |
| Jamshedpur | Anantara Orient | | 104,000 | 102,820 | 101,640 | 1,180 | 1,180 |
| Neemrana | Ashiana Aangan | 1 | 420,000 | 417,100 | 414,200 | 2,900 | 2,900 |
| Bhiwadi | Ashiana Town | 1 | 578,200 | 507,535 | 501,185 | 6,350 | 70,665 |
| Bhiwadi | Ashiana Town | 2 | 435,960 | 243,760 | 4,660 | 239,100 | 192,200 |
| Bhiwadi | Ashiana Surbhi | 1 | 93,360 | 72,970 | 1,945 | 71,025 | 20,390 |
| Lavasa | Utsav Lavasa | 2 | 176,950 | 159,300 | 139,130 | 20,170 | 17,650 |
| Halol | Navrang | 1 | 167,760 | 124,995 | 25,515 | 99,480 | 42,765 |
| Total | | | 2,228,410 | 1,847,610 | 1,400,665 | 446,945 | 380,800 |

Net worth & Shareholding pattern

Key Statistics

- June'16 Networth - Rs. 644 Crore (FY 16 Rs. 646 Crores)
- Market Cap - - As per NSE
 - 30th June 2016- Rs. 1695 Crore
 - 31st March 2016- Rs. 1332 Crore

Shareholding Pattern



Initiatives Way Forward

- ❖ More focus on Sales: 'Selling to Helping' as the central theme for 2016-17
- ❖ Focus on Happy Handover continues: Healthy NPS scores highlighting High customer satisfaction
- ❖ Prudent Financial Management

Contact Information

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