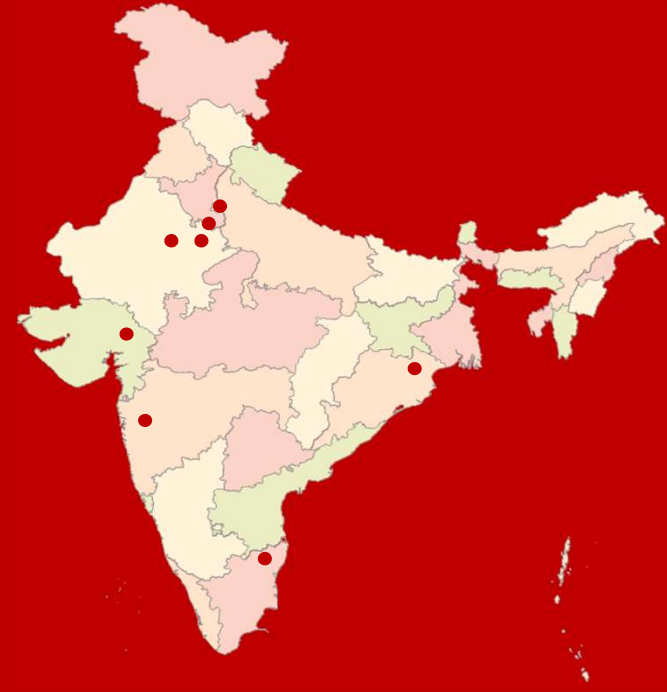


Investor Update

June 2023



BHIWADI | GURUGRAM | PUNE | CHENNAI | JAIPUR | JAMSHEDPUR | JODHPUR | HALOL | NEEMRANA

BSE: 523716 | NSE: ASHIANA | BLOOMBERG: ASFI:IN | REUTERS: AHFN.NS | WWW.ASHIANAHOUSING.COM

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Happiness all around



Going Extra Mile



Transparency



Never give Up

Safe Harbor

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", "seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

Saleable Area

Total saleable area of the entire project corresponding to 100% economic interest of all parties

Ongoing Projects

Projects in respect of which (i) all title, development rights or other interest in the land is held either directly by our Company and/or our Subsidiaries and/or other entities in which our Company and/or our Subsidiaries have a stake; (ii) wherever required, all land for the project has been converted for intended land use; and (iii) construction development activity has commenced.

Future Projects

Projects in respect of which (i) all title, development rights or other interest in the land is held either directly by our Company and/or our Subsidiaries and/or other entities in which our Company and/or our Subsidiaries have a stake; and (ii) our management has commenced with the formulation of development plans.

Land available for Future Development

Lands in which we have obtained any right or interest, or have entered into agreements to sell/memorandum of understanding with respect to such rights or interest, as the case may be, and which does not form part of our Completed, Ongoing and Future Projects

Project

Project includes project phases

01 Highlights and Overview



02 Ongoing Projects



03 Financials



04 Future Outlook



05 Annexures



Highlights and Overview

01 Highlights

02 Operational Overview

03 Financial Overview

04 Quarterly Performance

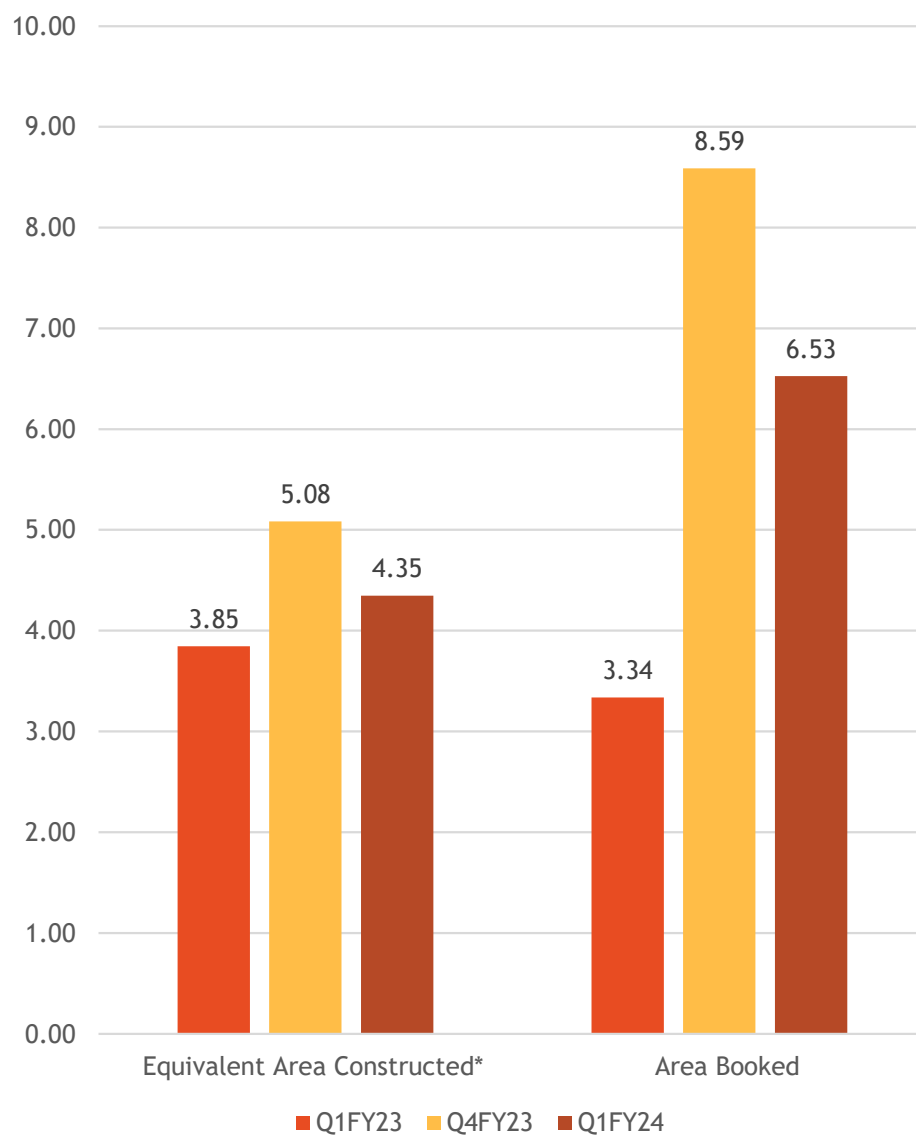
05 Cash Flow Position



Quarterly Highlights

- Ashiana Amarah's second phase launched in April and entire stock sold out on launch (224 units with a sale value of Rs 290 Crores).
- Handover commenced in Ashiana Daksh, Jaipur (Phase 2 – 2.35 lakhs sq ft).
- Value of Area Booked recorded at 436.20 Crores (Q1FY24) vs INR 435.82 Crores (Q4FY23)
- Area constructed at 4.35 lakhs square feet in Q1FY24 vs 5.08 lakhs sq ft in Q4FY23 and 3.85 lakh Sq. ft. (Q1FY23).
- Pre – Tax Operating Cashflow was recorded at INR 83.15 Crores in Q1FY24 vs INR 22.59 Crores in Q4FY23 (FY23 at INR 84.85 Crores), aided by higher collection during the quarter.
- Total Revenue reported at INR 129.29 Crs (Q1FY24) vis a vis INR 116.94 Crs (Q4FY23) .
- PAT increased to INR 10.87 Crores in Q1FY24 from INR 10.38 Crores in Q4FY23.
- TCI also improved to INR 11.20 Crores in Q1FY24 from 10.51 Crores in Q4FY23.

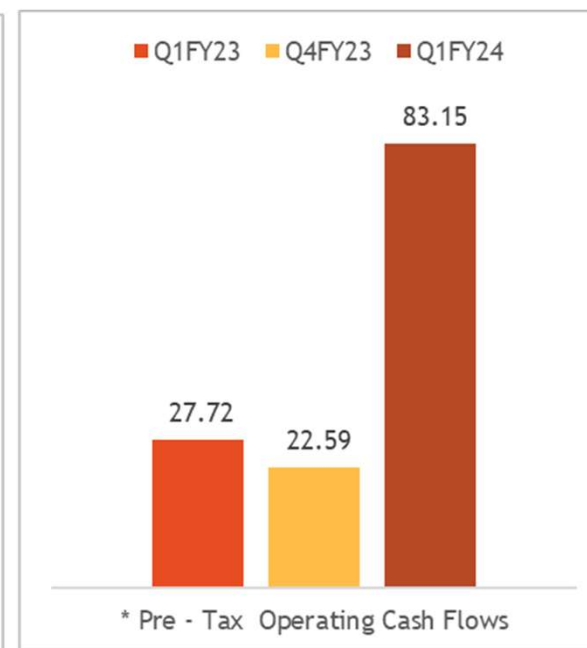
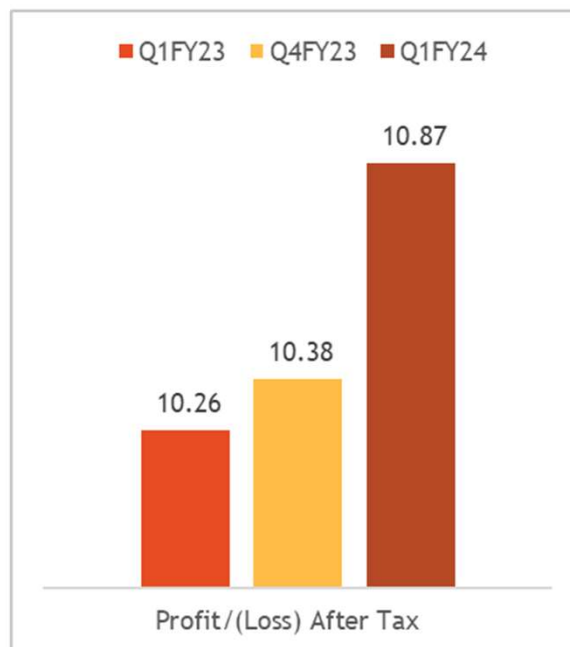
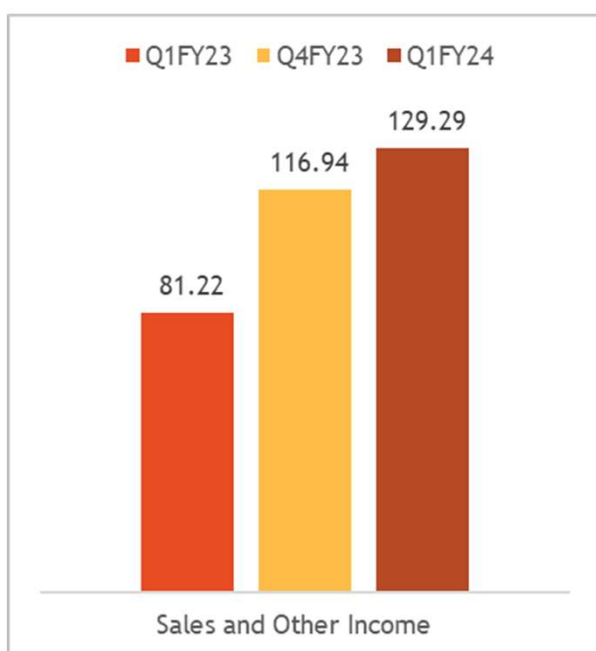
Quarterly Operational Overview



- Area booked was 6.53 lakh sq ft in Q1FY24 vs 8.59 Lakh Sq Ft in Q4 FY23.
- EAC was 4.35 Lakh sq ft in Q1FY24 vs 5.08 Lakh Sq Ft in Q4 FY23

Note : * Equivalent Area Constructed (EAC) excludes EWS/LIG area as it is not a business activity of the company.

Quarterly Financial Overview



- Sales and Other income was recorded at INR 129.29 Crores in Q1FY24 vis a vis INR 116.94 Crores in Q4FY23
- PAT was improved to INR 10.87 Crores for Q1FY24 from INR 10.38 Crores for Q4FY23
- Pre – Tax Operating Cashflow was recorded at INR 83.15 Crores in Q1FY24 vs INR 22.59 Crores in Q4FY23

**Pre – Tax Operating Cashflow is a modified version of operating cashflows and not as per statutorily required AS-3*

Quarter wise Performance

| Period | Entity | INR Crores | Lakhs Sq. ft. | Lakhs Sq. ft. | Lakhs Sq. ft. |
|----------------|--------------|----------------------|---------------|------------------------------|---|
| | | Value of Area Booked | Area Booked | Equivalent Area Constructed* | Area Delivered & Recognized for Revenue |
| FY24 Quarter 1 | AHL | 427.54 | 6.35 | 4.32 | 2.94 |
| | Partnership | 8.66 | 0.18 | 0.02 | 0.38 |
| | Total | 436.20 | 6.53 | 4.35 | 3.32 |
| FY 23 | AHL | 1249.95 | 24.33 | 16.69 | 8.97 |
| | Partnership | 63.48 | 1.53 | 0.04 | 1.54 |
| | Total | 1313.43 | 25.86 | 16.73 | 10.51 |
| FY23 Quarter 4 | AHL | 416.59 | 8.14 | 5.08 | 2.34 |
| | Partnership | 19.23 | 0.45 | 0.00 | 0.38 |
| | Total | 435.82 | 8.59 | 5.08 | 2.72 |
| FY23 Quarter 3 | AHL | 470.02 | 8.66 | 3.42 | 3.24 |
| | Partnership | 15.26 | 0.37 | 0.00 | 0.36 |
| | Total | 485.29 | 9.03 | 3.42 | 3.60 |
| FY23 Quarter 2 | AHL | 224.19 | 4.52 | 4.37 | 1.70 |
| | Partnership | 15.99 | 0.38 | 0.01 | 0.37 |
| | Total | 240.19 | 4.90 | 4.38 | 2.07 |
| FY23 Quarter 1 | AHL | 139.14 | 3.01 | 3.82 | 1.68 |
| | Partnership | 12.99 | 0.33 | 0.02 | 0.43 |
| | Total | 152.14 | 3.34 | 3.85 | 2.11 |

Quarterly Sales Trend

(Area in Sq. Ft.)

| Location | Projects | Q2FY22 | Q3FY22 | Q4FY22 | Q1FY23 | Q2FY23 | Q3FY23 | Q4FY23 | Q1FY24 |
|--------------------------|-----------------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| AHL | | | | | | | | | |
| Neemrana | Aangan Neemrana | 1,450 | - | - | | | | | 1,450 |
| Gurgaon | Anmol | 28,495 | 85,788 | 58,126 | 1,04,384 | 1,81,226 | 1,28,714 | 69,121 | 59,177 |
| Gurgaon | Ashiana Amarah | | | | - | - | 3,95,360 | - | 3,76,880 |
| Bhiwadi | Tarang | 15,561 | 9,493 | 5,873 | 27,374 | 47,695 | 17,316 | 42,666 | 22,988 |
| Bhiwadi | Ashiana Town | 17,210 | - | 8,890 | 13,335 | 11,060 | 4,715 | 2,115 | 1,220 |
| Bhiwadi | Surbhi | 4,265 | 1,100 | -845 | 2,200 | 1,945 | 1,100 | 2,200 | |
| Bhiwadi | THR | 9,921 | - | 3,307 | | | | | |
| Bhiwadi | Nirmay | 74,074 | 38,165 | 84,713 | 27,104 | 5,632 | 1,553 | 1,843 | 1,553 |
| Bhiwadi | Ashiana Advik | | | | | | 1,28,953 | 20,363 | 17,667 |
| Bhiwadi | Utsav Bhiwadi | - | 1,420 | - | | | | | |
| Jodhpur | Dwarka | 48,000 | 24,340 | 14,530 | 13,660 | 8,010 | 37,940 | 2,980 | 4,470 |
| Jaipur | Umang | 49,640 | 47,352 | 33,907 | 15,917 | 28,885 | 68,222 | 18,016 | 36,713 |
| Jaipur | Ashiana Daksh | 11,968 | 19,584 | 3,264 | 2,176 | - | - | - | |
| Jaipur | Ashiana Amantran | 63,350 | 48,370 | 1,29,515 | 60,637 | 47,125 | 38,285 | 23,210 | 12,065 |
| Jaipur | Ashiana Ekansh | | | | | | | 2,34,226 | 11,666 |
| Gujarat | Navrang | 1,470 | 1,470 | - | | | | | |
| Chennai | Shubham | 42,124 | 47,059 | 42,445 | 18,959 | 17,086 | 590 | 95,349 | 63,120 |
| Pune | Lavasa | 0 | 3090 | 3125 | | -915 | | | |
| Pune | Ashiana Malhar | | | | - | 93,828 | 26,369 | 38,393 | 22,889 |
| Jamshedpur | Ashiana Prakriti | | | | | | | 2,57,170 | |
| Jamshedpur | Ashiana Sehar | 27,885 | 27,655 | 32,048 | 15,409 | 10,580 | 16,587 | 6,085 | 2,677 |
| AHL Total | | 3,95,413 | 3,54,886 | 4,18,898 | 3,01,155 | 4,52,157 | 8,65,704 | 8,13,737 | 6,34,535 |
| Partnership | | | | | | | | | |
| Jaipur | Vrinda Gardens | 56,829 | 63,569 | 28,463 | 34,033 | 28,439 | 27,734 | 39,913 | 10,027 |
| Jaipur | Gulmohar Gardens | -1,695 | 614 | 5,300 | -1,325 | 9,183 | 8,926 | 4,463 | 6,276 |
| Jaipur | Rangoli Gardens Plaza | - | 2,333 | 736 | - | - | 798 | 652 | 1,757 |
| Partnership Total | | 55,134 | 66,516 | 34,499 | 32,708 | 37,622 | 37,458 | 45,028 | 18,060 |
| | | 4,50,547 | 4,21,402 | 4,53,397 | 3,33,863 | 4,89,779 | 9,03,162 | 8,58,765 | 6,52,595 |

Project wise Cash Flow Position in Ongoing Projects

| Ownership | Location | Projects | Phase | Salable Area (Lakhs sq ft) | Area Booked (Lakhs sq ft) | Sale Value of Area Booked (INR Crores) | Amount Received (INR Crores) | Equivalent Area Constructed (Lakhs sq ft) |
|--------------------|--------------|----------|----------|----------------------------|---------------------------|--|------------------------------|---|
| AHL | Bhiwadi | Nirmay | Phase 4 | 2.08 | 1.82 | 68.87 | 43.06 | 1.84 |
| | Bhiwadi | Tarang | Phase 3 | 1.14 | 0.94 | 29.98 | 20.35 | 1.14 |
| | Bhiwadi | Tarang | Phase 4A | 0.65 | 0.65 | 27.99 | 8.15 | 0.25 |
| | Bhiwadi | Tarang | Phase 4B | 0.76 | 0.33 | 11.19 | 1.31 | 0.16 |
| | Bhiwadi | Advik | Phase 1 | 3.55 | 1.67 | 83.07 | 35.01 | 1.17 |
| | Chennai | Shubham | Phase 4 | 2.46 | 2.43 | 113.10 | 86.94 | 1.69 |
| | Chennai | Shubham | Phase 4B | 1.77 | 1.51 | 78.05 | 26.23 | 0.75 |
| | Gurugram | Anmol | Phase 2 | 2.83 | 2.82 | 149.85 | 88.11 | 1.98 |
| | Gurugram | Anmol | Phase 3 | 4.47 | 3.92 | 245.45 | 57.36 | 0.77 |
| | Gurugram | Amarah | Phase 1 | 3.95 | 3.95 | 243.01 | 71.33 | 1.26 |
| | Gurugram | Amarah | Phase 2 | 3.77 | 3.77 | 290.05 | 68.22 | 0.32 |
| | Jaipur | Umang | Phase 5 | 4.45 | 3.77 | 126.09 | 105.00 | 3.90 |
| | Jaipur | Umang | Phase 6 | 2.26 | 0.77 | 29.47 | 13.02 | 0.92 |
| | Jaipur | Daksh | Phase 3 | 1.17 | 1.17 | 41.68 | 37.59 | 1.12 |
| | Jaipur | Amantran | Phase 1 | 3.58 | 3.32 | 129.56 | 109.72 | 3.58 |
| | Jaipur | Amantran | Phase 2 | 1.20 | 1.20 | 46.02 | 38.32 | 1.17 |
| | Jaipur | Amantran | Phase 3 | 3.79 | 2.49 | 109.10 | 65.61 | 2.04 |
| | Jaipur | Amantran | Shops | 0.09 | 0.09 | 6.12 | 3.23 | 0.00 |
| | Jaipur | Ekansh | Phase 1 | 3.16 | 1.41 | 71.62 | 11.61 | 0.65 |
| | Jaipur | Ekansh | Phase 2 | 1.60 | 1.05 | 47.29 | 7.49 | 0.01 |
| | Jamshedpur | Aditya | Phase 1 | 3.55 | 3.55 | 120.95 | 113.65 | 3.55 |
| | Jamshedpur | Aditya | Phase 2 | 2.75 | 2.75 | 98.64 | 85.28 | 2.33 |
| | Jamshedpur | Prakriti | Phase 1 | 2.57 | 2.57 | 136.13 | 7.83 | 0.19 |
| | Jodhpur | Dwarka | Phase 4 | 1.28 | 1.14 | 31.85 | 26.14 | 1.08 |
| | Jodhpur | Dwarka | Phase 5 | 2.00 | 0.34 | 10.52 | 3.55 | 0.22 |
| | Pune | Malhar | Phase 1 | 2.62 | 1.81 | 96.70 | 39.72 | 0.85 |
| Pune | Utsav Lavasa | Phase 4 | | | | | 0.62 | |
| AHL Total | | | | 63.51 | 51.24 | 2,442.36 | 1,173.85 | 33.55 |
| Grand Total | | | | 63.51 | 51.24 | 2,442.36 | 1,173.85 | 33.55 |

- Out of a total saleable area of 63.51 Lakhs Sq. ft., 33.55 Lakhs Sq. ft. (53%) has already been constructed
- Out of the total area booked so far, an amount of around INR 1,268.51 Crores is to be received in due course in future

*Equivalent Area Constructed (EAC) excludes EWS/LIG area as it is not a business activity of the company.

** Construction for Phase-4 Ashiana Utsav, Lavasa is complete and OC has been applied for, it is yet to be launched for sales

*** Projects in partnerships were fully executed at the year ending 31st Mar 2022

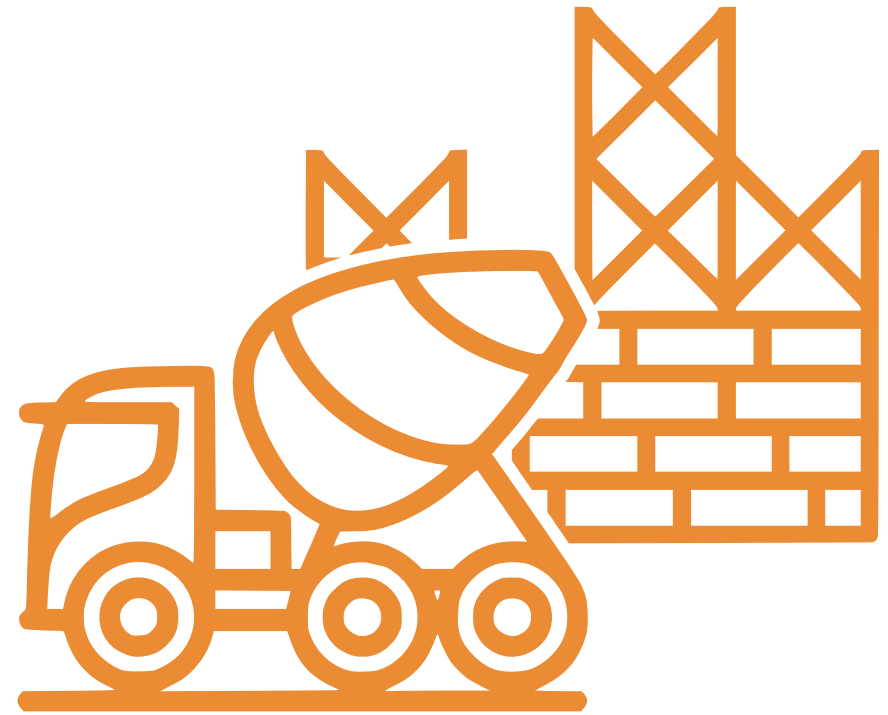
Ongoing Projects

01 Geographical Presence

02 Ongoing Projects Summary

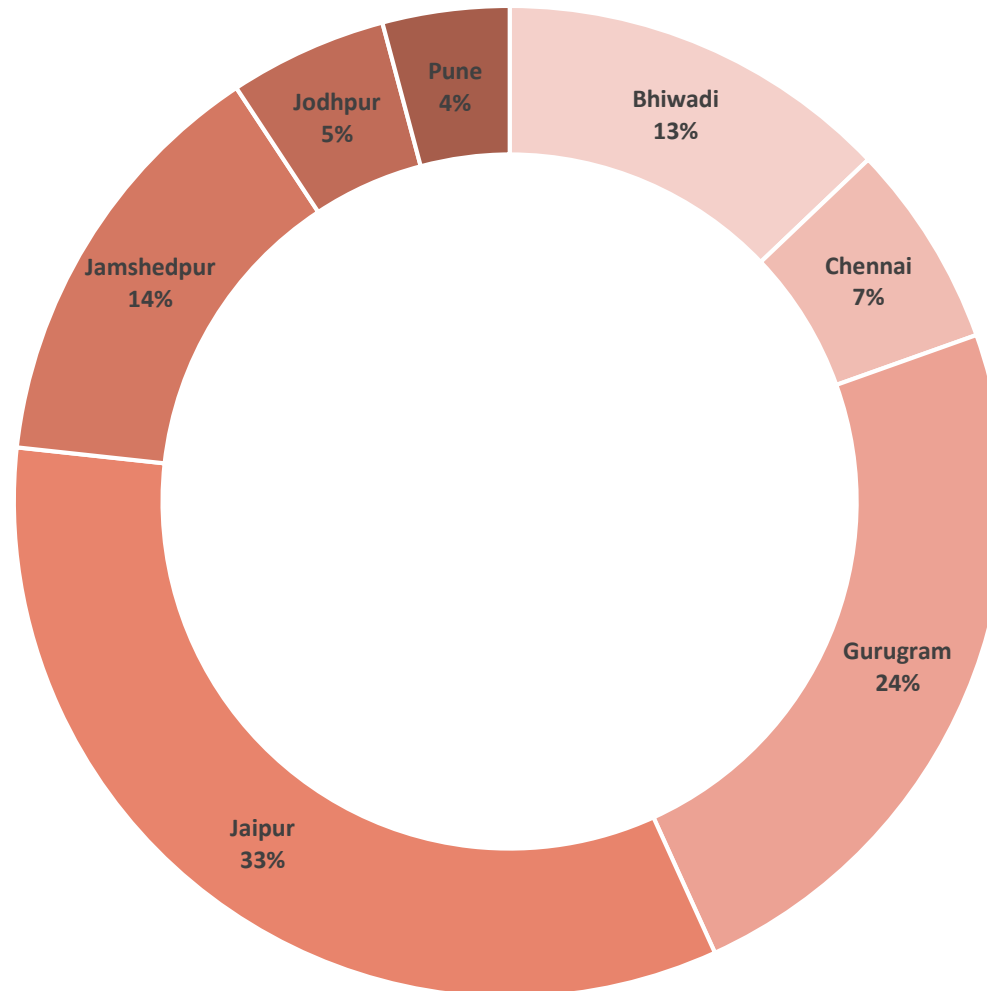
03 Break up of Area Booked

04 Operational data - Yearly
- Quarterly



Geographical Presence

Saleable Area of Ongoing Projects



Ongoing Projects Summary – Expected Completion Timeline

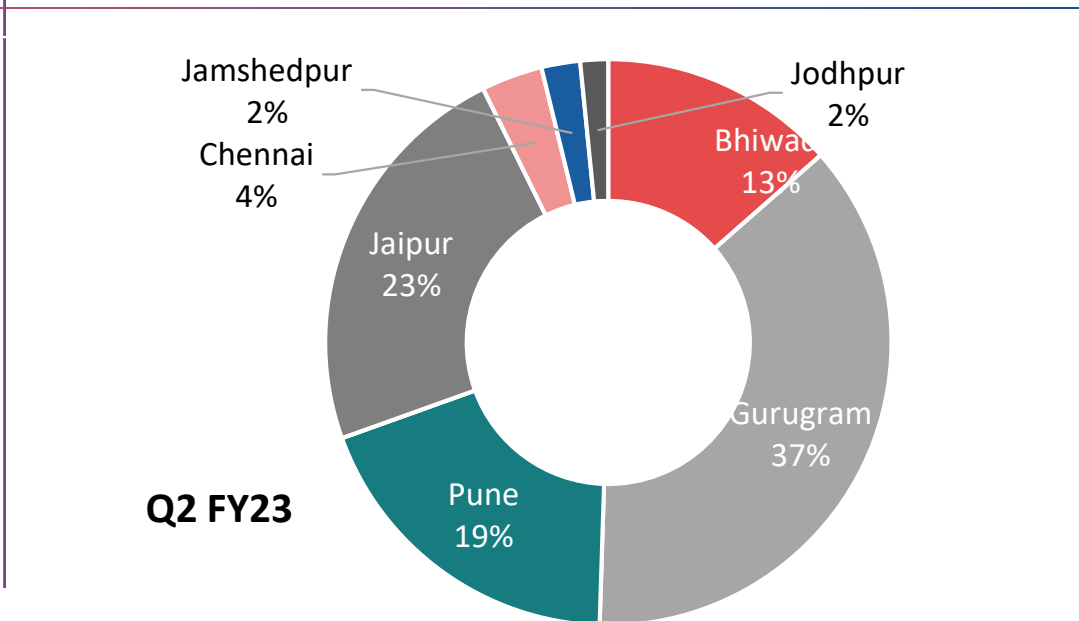
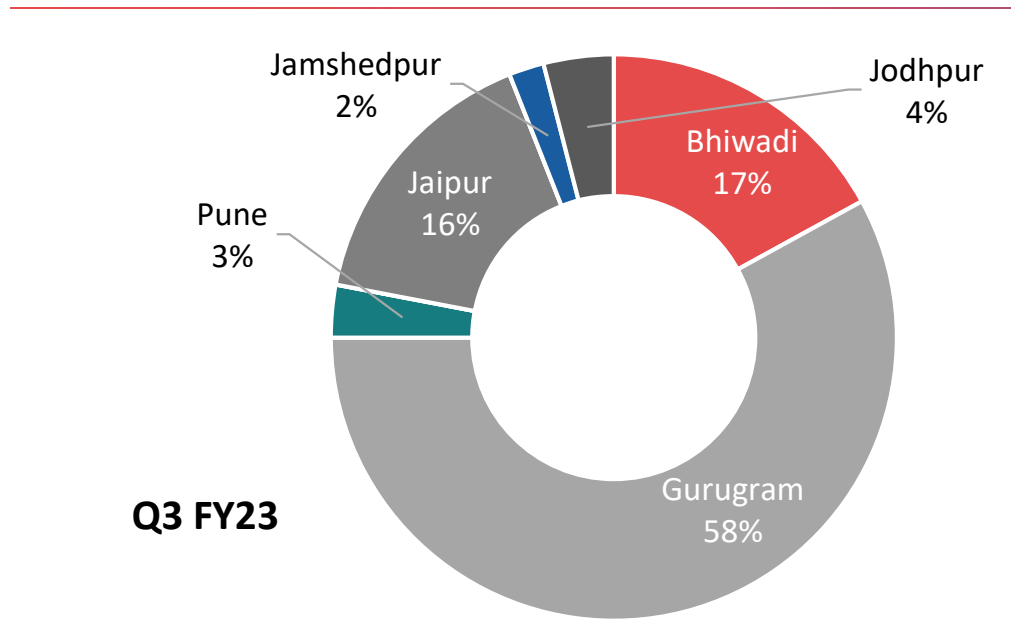
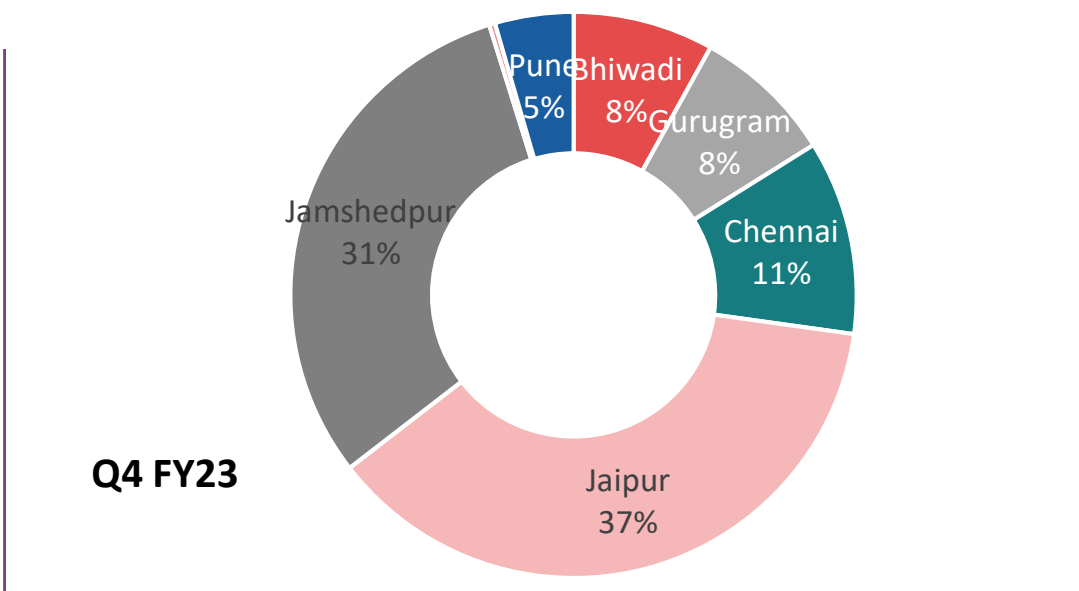
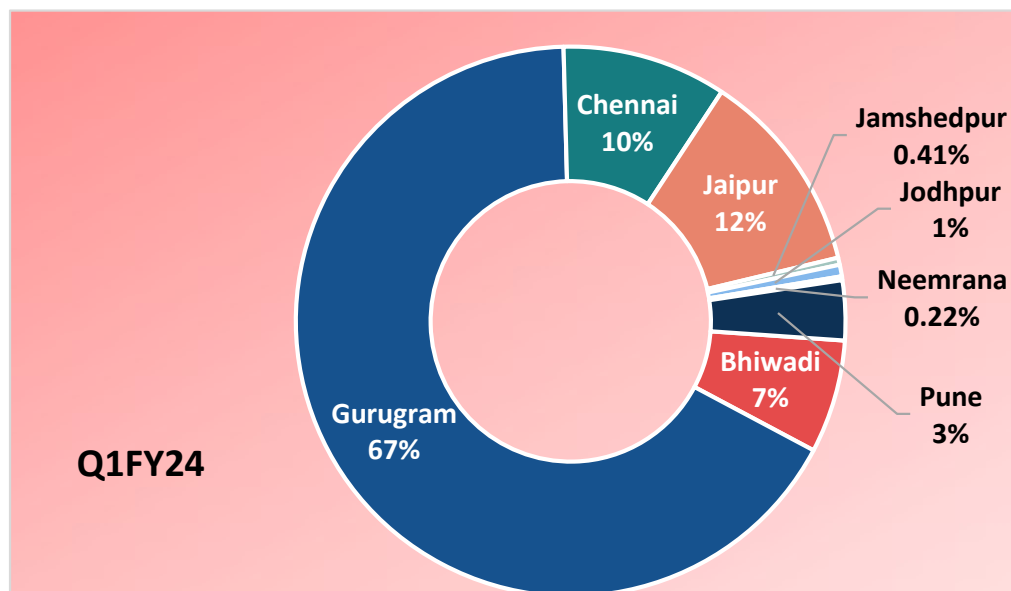
| Location | Projects | Phase | Type | Economic Interest | Salable Area (Lakhs sq ft) | Area Booked (Lakhs sq ft) | Possession Timeline as per RERA | Expected Customer Handover Date |
|------------|--------------|----------|-------------------|-------------------------|----------------------------|---------------------------|---------------------------------|---------------------------------|
| Bhiwadi | Nirmay | Phase 4 | Senior Living | 100% Ownership | 2.08 | 1.82 | Q3FY25 | Q3FY24 |
| Bhiwadi | Tarang | Phase 3 | Premium Homes | 100% Ownership | 1.14 | 0.94 | Q2FY25 | Q2FY24 |
| Bhiwadi | Tarang | Phase 4A | Premium Homes | 100% Ownership | 0.65 | 0.65 | Q3FY26 | Q2FY25 |
| Bhiwadi | Tarang | Phase 4B | Premium Homes | 100% Ownership | 0.76 | 0.33 | Q1FY27 | Q4FY25 |
| Bhiwadi | Advik | Phase 1 | Senior Living | 100% Ownership | 3.55 | 1.67 | Q1FY27 | Q4FY25 |
| Chennai | Shubham | Phase 4 | Senior Living | 73.75% of Revenue Share | 2.46 | 2.43 | Q4FY24 | Q4FY24 |
| Chennai | Shubham | Phase 4B | Senior Living | 73.75% of Revenue Share | 1.77 | 1.51 | Q3FY26 | Q4FY25 |
| Gurugram | Anmol | Phase 2 | Kid Centric Homes | 65% of Revenue Share | 2.83 | 2.82 | Q1FY27 | Q3FY25 |
| Gurugram | Anmol | Phase 3 | Kid Centric Homes | 65% of Revenue Share | 4.47 | 3.92 | Q3FY29 | Q3FY26 |
| Gurugram | Amarah | Phase 1 | Kid Centric Homes | 100% Ownership | 3.95 | 3.95 | Q1FY27 | Q1FY26 |
| Gurugram | Amarah | Phase 2 | Kid Centric Homes | 100% Ownership | 3.77 | 3.77 | Q3FY28 | Q1FY27 |
| Jaipur | Amantran | Phase 1 | Premium Homes | 75% of Revenue Share | 3.58 | 3.32 | Q3FY25 | Q2FY24 |
| Jaipur | Amantran | Phase 2 | Premium Homes | 75% of Revenue Share | 1.20 | 1.20 | Q1FY26 | Q3FY24 |
| Jaipur | Amantran | Phase 3 | Premium Homes | 75% of Revenue Share | 3.79 | 2.49 | Q2FY26 | Q4FY25 |
| Jaipur | Amantran | Shops | Premium Homes | 75% of Revenue Share | 0.09 | 0.09 | Q2FY26 | Q4FY25 |
| Jaipur | Daksh | Phase 3 | Premium Homes | 100% Ownership | 1.17 | 1.17 | Q2FY25 | Q2FY24 |
| Jaipur | Ekansh | Phase 1 | Premium Homes | 77.25% Revenue Share | 3.16 | 1.41 | Q3FY27 | Q4FY26 |
| Jaipur | Ekansh | Phase 2 | Premium Homes | 77.25% Revenue Share | 1.60 | 1.05 | Q4FY27 | Q1FY27 |
| Jaipur | Umang | Phase 5 | Kid Centric Homes | 100% Ownership | 4.45 | 3.77 | Q3FY25 | Q4FY24 |
| Jaipur | Umang | Phase 6 | Kid Centric Homes | 100% Ownership | 2.26 | 0.77 | Q1FY27 | Q3FY25 |
| Jamshedpur | Aditya | Phase 1 | Premium Homes | 74% of Revenue Share | 3.55 | 3.55 | Q1FY24 | Q2FY24 |
| Jamshedpur | Aditya | Phase 2 | Premium Homes | 74% of Revenue Share | 2.75 | 2.75 | Q2FY25 | Q3FY24 |
| Jamshedpur | Prakriti | Phase 1 | Premium Homes | 73.61% Revenue Share | 2.57 | 2.57 | Q3FY28 | Q1FY27 |
| Jodhpur | Dwarka | Phase 4 | Premium Homes | 100% Ownership | 1.28 | 1.14 | Q3FY25 | Q3FY24 |
| Jodhpur | Dwarka | Phase 5 | Premium Homes | 100% Ownership | 2.00 | 0.34 | Q2FY27 | Q2FY26 |
| Pune | Utsav Lavasa | Phase 4 | Senior Living | 100% Ownership | | | OC/CC Pending | |
| Pune | Malhar | Phase 1 | Premium Homes | 65% Revenue Share | 2.62 | 1.81 | Q3FY27 | Q4FY25 |
| | | | | | 63.51 | 51.24 | | |

Year wise Deliveries

| Year | Location | Projects | Phase | Salable Area (Lakhs sq ft) | Expected Customer Handover Date |
|------------------|------------|--------------|----------|----------------------------|---------------------------------|
| FY24 | Bhiwadi | Tarang | Phase 3 | 1.14 | Q2FY24 |
| | Bhiwadi | Nirmay | Phase 4 | 2.08 | Q3FY24 |
| | Chennai | Shubham | Phase 4 | 2.46 | Q4FY24 |
| | Jaipur | Amantran | Phase 1 | 3.58 | Q2FY24 |
| | Jaipur | Amantran | Phase 2 | 1.20 | Q3FY24 |
| | Jaipur | Daksh | Phase 2 | 2.35 | Q1FY24 |
| | Jaipur | Daksh | Phase 3 | 1.17 | Q2FY24 |
| | Jaipur | Umang | Phase 5 | 4.45 | Q4FY24 |
| | Jamshedpur | Aditya | Phase 1 | 3.55 | Q2FY24 |
| | Jamshedpur | Aditya | Phase 2 | 2.75 | Q3FY24 |
| | Jodhpur | Dwarka | Phase 4 | 1.28 | Q3FY24 |
| | | | | 26.02 | |
| FY25 | Bhiwadi | Tarang | Phase 4A | 0.65 | Q2FY25 |
| | Bhiwadi | Tarang | Phase 4B | 0.76 | Q4FY25 |
| | Bhiwadi | Advik | Phase 1 | 3.55 | Q4FY25 |
| | Chennai | Shubham | Phase 4B | 1.77 | Q4FY25 |
| | Gurugram | Anmol | Phase 2 | 2.83 | Q3FY25 |
| | Jaipur | Umang | Phase 6 | 2.26 | Q3FY25 |
| | Jaipur | Amantran | Phase 3 | 3.79 | Q4FY25 |
| | Jaipur | Amantran | Shops | 0.09 | Q4FY25 |
| | Pune | Malhar | Phase 1 | 2.62 | Q4FY25 |
| | | | | 18.32 | |
| FY26 | Gurugram | Amarah | Phase 1 | 3.95 | Q1FY26 |
| | Gurugram | Anmol | Phase 3 | 4.47 | Q3FY26 |
| | Jaipur | Ekansh | Phase 1 | 3.16 | Q4FY26 |
| | Jodhpur | Dwarka | Phase 5 | 2.00 | Q2FY26 |
| | | | | 13.59 | |
| FY27 | Jaipur | Ekansh | Phase 2 | 1.60 | Q1FY27 |
| | Jamshedpur | Prakriti | Phase 1 | 2.57 | Q1FY27 |
| | Gurugram | Amarah | Phase 2 | 3.77 | Q1FY27 |
| | | | | 7.94 | |
| | Pune | Utsav Lavasa | Phase 4 | | OC/CC Pending |
| AHL Total | | | | 65.86 | |

Handover Completed

Break Up of Area Booked (QoQ)



Yearly Operational Data

| Particulars | Unit | FY 15 | FY 16 | FY 17 | FY 18 | FY 19 | FY 20 | FY 21 | FY 22 | FY 23 |
|------------------------------|---------------|--------|--------|--------|--------|--------|--------|--------|--------|----------|
| Equivalent Area Constructed* | Lakhs Sq. ft. | 22.8 | 23.44 | 17.39 | 8.16 | 7.68 | 9.85 | 11.66 | 16.20 | 16.73 |
| Area Booked | Lakhs Sq. ft. | 18.12 | 8.63 | 6.96 | 6.93 | 10.79 | 19.82 | 14.97 | 14.76 | 25.86 |
| Value of Area Booked | INR Lakhs | 54,772 | 28,421 | 22,508 | 21,736 | 33,262 | 67,163 | 53,468 | 57,325 | 1,31,343 |
| Average Realization | INR/Sq. ft. | 3,023 | 3,293 | 3,234 | 3,137 | 3,082 | 3,388 | 3,571 | 3,883 | 5,080 |

**Equivalent Area Constructed (EAC) does not include EWS/LIG area as it is not a business activity of the company. EAC of The Ashiana School has been excluded in this data as it was constructed with an intention to let out.*

Quarterly Operational Data

| Particulars | Unit | Q4FY21 | Q1FY22 | Q2FY22 | Q3FY22 | Q4FY22 | Q1FY23 | Q2FY23 | Q3FY23 | Q4FY23 | Q1FY24 |
|------------------------------|---------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Equivalent Area Constructed* | Lakhs Sq. ft. | 3.90 | 2.89 | 4.50 | 3.73 | 5.07 | 3.85 | 4.38 | 3.42 | 5.08 | 4.35 |
| Area Booked | Lakhs Sq. ft. | 8.30 | 1.51 | 4.51 | 4.21 | 4.53 | 3.34 | 4.90 | 9.03 | 8.59 | 6.53 |
| Value of Area Booked | INR Lakhs | 29,969 | 5,220 | 16,572 | 16,976 | 18,557 | 15,214 | 24,019 | 48,529 | 43,582 | 43,620 |
| Average Realization | INR/ Sq. ft. | 3,609 | 3,460 | 3,678 | 4,028 | 4,093 | 4,557 | 4,904 | 5,373 | 5,075 | 6,684 |

**Equivalent Area Constructed (EAC) does not include EWS/LIG area as it is not a business activity of the company. EAC of The Ashiana School has been excluded in this data as it was constructed with an intention to let out.*

01 Financial Summary YoY

02 Financial Summary QoQ



Financial Summary YoY (Consolidated)

| Particulars | Unit | FY 17 | FY 18 | FY 19 | FY 20 | FY 21 | FY 22 | FY 23 |
|----------------------------------|------------|---------|---------|--------|---------|--------|---------|--------|
| Sales and Other Income | INR Crores | 397.02 | 334.92 | 350.63 | 317.55 | 259.31 | 233.59 | 425.19 |
| Operating Expenditure | INR Crores | 291.00 | 266.92 | 303.37 | 316.84 | 241.11 | 230.71 | 379.41 |
| EBITDA | INR Crores | 106.02 | 68.00 | 47.26 | 0.72 | 18.20 | 2.89 | 45.78 |
| Profit After Tax | INR Crores | 67.01 | 38.23 | 13.78 | (30.24) | 1.72 | (7.04) | 27.88 |
| Other Comprehensive Income | INR Crores | 5.77 | 7.98 | 5.33 | 1.29 | 2.36 | 0.50 | 0.91 |
| Total Comprehensive Income | INR Crores | 72.78 | 46.21 | 19.10 | (28.95) | 4.08 | (6.56) | 28.78 |
| * Pre - Tax Operating Cash Flows | INR Crores | (32.90) | (20.21) | 16.41 | 34.22 | 171.65 | 165.04 | 84.85 |
| EBITDA Margin | % | 26.70% | 20.30% | 13.48% | 0.23% | 7.02% | 1.24% | 10.77% |
| Net Profit / (Net Loss) Margin | % | 16.88% | 11.42% | 3.93% | (9.52%) | 0.66% | (3.01%) | 6.56% |
| TCI Margin | % | 18.33% | 13.80% | 5.45% | (9.12%) | 1.57% | (2.81%) | 6.77% |
| Return on Average Net Worth | % | 10.60% | 6.21% | 2.47% | (3.78%) | 0.53% | (0.86%) | 3.78% |
| Debt to Equity Ratio | | 0.12 | 0.16 | 0.20 | 0.17 | 0.07 | 0.21 | 0.22 |

*Pre – Tax Operating Cashflow is a modified version of operating cashflows and not as per statutorily required AS-3

Financial Summary QoQ (Consolidated)

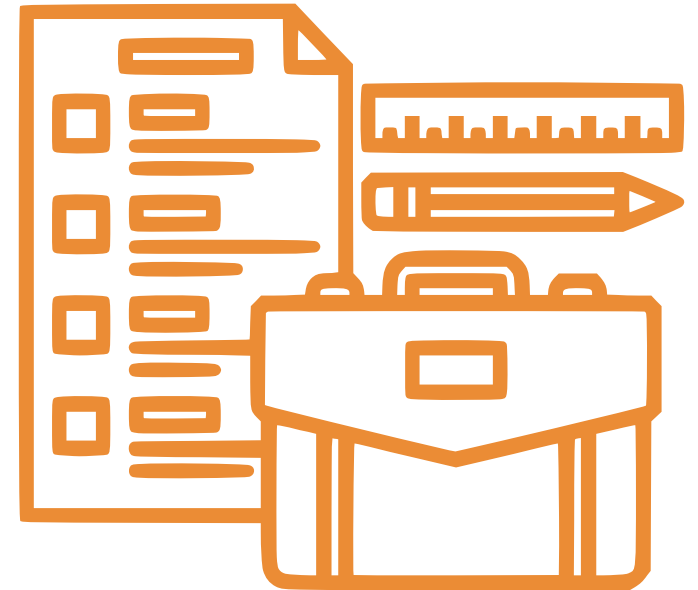
| Particulars | Unit | Q1FY22 | Q2FY22 | Q3FY22 | Q4FY22 | Q1FY23 | Q2FY23 | Q3FY23 | Q4FY23 | Q1FY24 |
|----------------------------------|------------|----------|----------|---------|--------|--------|---------|--------|--------|--------|
| Sales and Other Income | INR Crores | 40.43 | 60.69 | 54.19 | 78.28 | 81.22 | 91.72 | 135.31 | 116.94 | 129.29 |
| Operating Expenditure | INR Crores | 44.10 | 63.33 | 55.08 | 68.19 | 65.24 | 91.63 | 119.67 | 102.88 | 113.33 |
| EBITDA | INR Crores | (3.66) | (2.65) | (0.90) | 10.09 | 15.98 | 0.09 | 15.65 | 14.06 | 15.97 |
| Profit/(Loss) After Tax | INR Crores | (6.32) | (5.74) | (3.84) | 8.87 | 10.26 | (1.81) | 9.05 | 10.38 | 10.87 |
| Total Comprehensive Income | INR Crores | (6.14) | (6.36) | (3.28) | 9.22 | 10.29 | (1.31) | 9.29 | 10.51 | 11.20 |
| * Pre - Tax Operating Cash Flows | INR Crores | 29.60 | 57.58 | 50.38 | 27.48 | 27.72 | (1.05) | 35.59 | 22.59 | 83.15 |
| EBITDA Margin | % | (9.05%) | (4.36%) | (1.66%) | 12.89% | 19.68% | 0.10% | 11.57% | 12.02% | 12.35% |
| Net Profit / (Net Loss) Margin | % | (15.63%) | (9.47%) | (7.09%) | 11.33% | 12.63% | (1.97%) | 6.69% | 8.87% | 8.41% |
| TCI Margin | % | (15.18%) | (10.49%) | (6.05%) | 11.78% | 12.67% | (1.43%) | 6.87% | 8.98% | 8.66% |

*Pre – Tax Operating Cashflow is a modified version of operating cashflows and not as per statutorily required AS-3

01 Future Projects Summary

02 Land available for Future Development

03 Completed Projects having Inventory



Future Projects Summary

| Location | Project | Phase | Economic Interest | Saleable Area (Lakhs Sq. ft.) |
|--------------|------------------------|------------|----------------------|----------------------------------|
| Bhiwadi | Ashiana Tarang | 5 & 6 | 100% | 6.11 |
| Bhiwadi | Ashiana Advik | 2,3,4 & 5 | 100% | 10.57 |
| Jaipur | Ashiana Ekansh | 3 & 4 | 77.25% Revenue Share | 4.88 |
| Jaipur | Ashiana Nitara | All | 80.20% Revenue Share | 6.50 |
| Jaipur | The Amaltas by Ashiana | All | 77.40% Revenue Share | 4.00 |
| Gurugram | Ashiana Amarah | 3,4 & 5 | 100% | 12.96 |
| Chennai | Ashiana Shubham | 5 | 73.75% of Revenue | 2.33 |
| Chennai | Ashiana Vatsalya | All | 100% | 13.28 |
| Chennai | Ashiana Swarang* | All | 50% of the Profits | 5.55 |
| Jamshedpur | Ashiana Prakriti | 2 | 73.61% Revenue Share | 1.86 |
| Neemrana | Ashiana Aangan | 2 | 100% | 4.37 |
| Pune | Ashiana Malhar | 2, 3 and 4 | 65% Revenue Share | 9.18 |
| Pune | Ashiana Amodh | All | 80% Revenue Share | 8.10 |
| Lavasa | Utsav | 5 | 100% | 0.84 |
| Total | | | | 90.52 |

* Ashiana Swarang is acquired by Kairav Developers Ltd. (a joint venture company with equal economic interest of Ashiana Housing Ltd. and Arihant Foundations.)

Land available for Future Development

| Location | Land/ Project Name | Estimated Area (Acres) | Estimated Saleable Area (Lakhs Sq. ft) | Economic Interest | Proposed Development |
|--------------|----------------------|------------------------|--|-------------------|----------------------------------|
| Bhiwadi | Milakpur | 40.63 | 31.00 | 100% | Premium Homes*/ Senior Living |
| Kolkata | Ashiana Maitri/Nitya | 19.72 | 14.88 | 85% Revenue Share | Premium Homes /Senior Living |
| Gurgugram | HSI IDC Land | 10.80 | 10.30 | 100% | Premium Homes/ Kid Centric Homes |
| Total | | 71.15 | 56.18 | | |

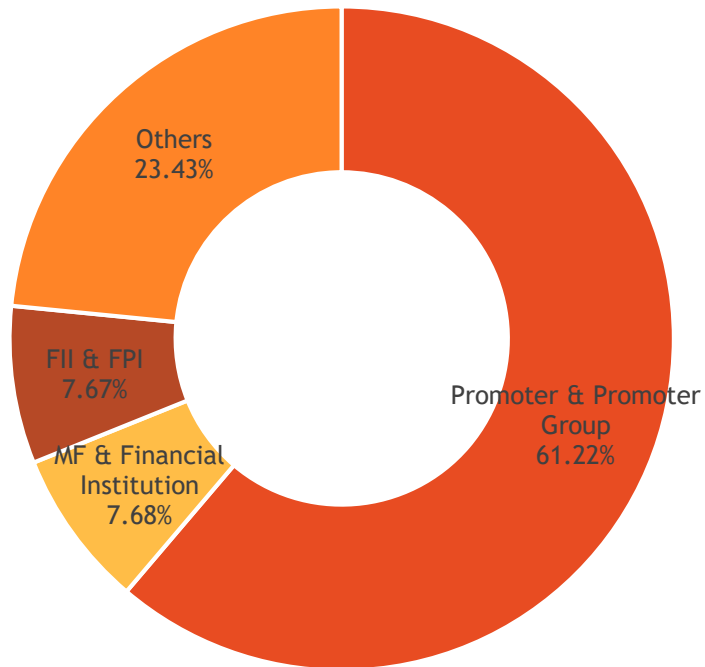
Note: Milakpur Land is under acquisition and company's writ petition is pending before the Hon'ble High Court of Rajasthan against acquisition

Completed Projects having Inventory

| Location | Projects | Phase | Share in Project | Type | Saleable Area | Booked Area | Unbooked Area |
|--------------------|------------------|----------------------|-------------------------|-------------------|---------------|--------------|---------------|
| Bhiwadi | Ashiana Town | 1, 2, & 3 | 100% | Kid Centric Homes | 15.33 | 13.90 | 1.43 |
| Bhiwadi | Surbhi | 1-5 & Plaza | 100% | Premium Homes | 4.02 | 3.59 | 0.44 |
| Gujarat | Navrang | 1, 2 & 3 | 81 % of Revenue | Premium Homes | 3.27 | 3.26 | 0.01 |
| Neemrana | Aangan | 1 & Plaza | 100% | Premium Homes | 4.24 | 4.22 | 0.02 |
| Jodhpur | Dwarka | 1,2&3 | Area Share | Premium Homes | 3.33 | 3.30 | 0.03 |
| Jaipur | Rangoli Gardens | Plaza | 50% of Profit | Premium Homes | 0.69 | 0.58 | 0.11 |
| Jaipur | Umang | 1,2,3 & 4 | 100% | Kid Centric Homes | 12.43 | 12.42 | 0.01 |
| Jaipur | Umang | Plaza | 100% | Shops | 0.08 | 0.05 | 0.03 |
| Jaipur | Vrinda Gardens | 1, 2, 3A & 3B, 4 & 5 | 50 % of Profit | Premium Homes | 15.09 | 14.77 | 0.31 |
| Jaipur | Gulmohar Gardens | Villas | 50 % of Profit | Premium Homes | 1.48 | 1.48 | 0.00 |
| Jamshedpur | Sehar | Phase 1 | 76.75% of Revenue Share | Premium Homes | 3.44 | 3.14 | 0.30 |
| Pune | Utsav Lavasa | 1, 2 & 3 | 100% | Senior Living | 4.51 | 4.28 | 0.23 |
| Grand Total | | | | | 67.91 | 64.99 | 2.92 |

Shareholding Pattern as on 30th June 2023

Shareholding Pattern



Institutional Holding above 1%

| Rank | Fund / Institution | No. of Shares | % Holding |
|------|-------------------------------------|---------------|-----------|
| 1 | India Capital Fund Limited | 72,80,406 | 7.11% |
| 2 | SBI Contra Fund | 50,27,871 | 4.91% |
| 3 | ICICI Prudential Equity & Debt Fund | 25,94,330 | 2.53% |



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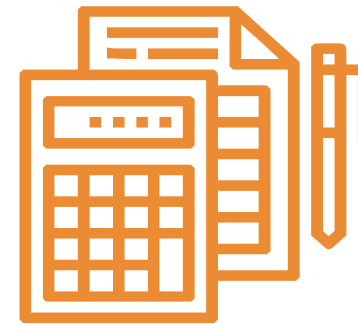
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01 About Ashiana

02 Business Model

03 Accolades

04 Abbreviations





Note: Key Metrics are updated on annual basis at the end of each Financial Year

High quality in-house construction

- In house end-to-end construction capabilities – Ensure higher control over cost and quality and flexibility in execution
- Focus on use of high quality and efficient construction methodologies & techniques to help reduce time and cost

In-house sales and marketing

- Instead of broker-driven model, Ashiana has in-house sales and marketing team
- Ensures greater ownership of customers and helps in selling projects to them in future
- High proportion of customer referral sales to overall sales due to established brand and high customer satisfaction level

In-house Facility Management Services

- Services provided to some of the projects of Ashiana through its wholly owned subsidiary
- Other than facility management and maintenance facilities, resale and renting services also provided
- This acts as a continuous direct customer feedback channel

Land is Raw Material

- Execution based model instead of land banking model
- Target land inventory of 5-7 times of current year execution plan

Accolades

Awards & Recognitions

| 2010 | 2011 | 2012 | 2013 | 2014 | 2015 |
|--|---|--|---|---|---|
| <ul style="list-style-type: none"> Rated by FORBES' among Asia's 200 Best Under a Billion Dollar Companies Received BMA - Siegwark award for Corporate Social Responsibility | <ul style="list-style-type: none"> Ashiana Aangan Bhiwadi awarded as India's Best Residential Project (North) by ZEE - Business RICS Awards Ashiana Woodlands, Jamshedpur awarded as India's Best Residential Project (East) by ZEE - Business RICS Awards Rated by FORBES' among Asia's 200 Best Under a Billion Dollar Companies twice in a row | <ul style="list-style-type: none"> Ashiana Aangan, Bhiwadi awarded as India's Best Affordable Housing by CNBC Awaaz Ashiana Aangan, Bhiwadi awarded as NCR's Best Affordable Housing by CNBC Awaaz Received BMA - Siegwark award for Corporate Social Responsibility | <ul style="list-style-type: none"> Received Bhamashah award for Contribution made in the field of Education by Govt. of Rajasthan Think Media Award for Outstanding Corporate Social Responsibility work in Real Estate Sector Honored by Bharat Vikas Parishad Rajasthan for Corporate Social Responsibility activities | <ul style="list-style-type: none"> Awarded as Realty Giants North India by Realty Kings North India Received Bhamashah award for Contribution made in the field of Education by Govt. of Rajasthan Ashiana Utsav, Lavasa awarded as Senior Living Project of the Year in India by Realty Excellence Award | <ul style="list-style-type: none"> CNBC Awaaz felicitated Ashiana Housing Limited with One of the Most Promising Company of the Next Decade Rangoli Gardens, Jaipur awarded as The Best Budget Apartment Project of the Year by NDTV PROFIT |
| 2015 | 2017 | 2018 | 2019 | 2020 | 2021 |
| <ul style="list-style-type: none"> Received Bhamashah award for Contribution made in the field of Education by Govt. of Rajasthan Received FICCI "Category" - CSR Award for Small & Medium Enterprises (SME) with turnover upto 200 crores p.a. | <ul style="list-style-type: none"> NDTV Property Awards 2016 felicitated "Ashiana Dwarka" as "Budget Apartment Project of the Year" in Tier 2 cities 2017 Received CIDC Vishwakarma Awards 2017 under the category "Achievement Award for Construction Skill Development" 2017 Received CREDAI CSR Award 16-17 under the category "Education (Establishing of schools, educational institutions and creating educational facilities)" 2017 | <ul style="list-style-type: none"> Awarded Themed Project of the Year for Ashiana Umang, Kid Centric Homes by Realty+ Excellence Awards (North) Awarded Real-Estate Website of the Year for being user friendly, visually aesthetic with easy navigation by Realty+ Excellence Awards (North) 2018 | <ul style="list-style-type: none"> Recognised for Digital Campaign of the year "Behatar Parvarish ka Pata" by ABP News Ranked as India's No. 1 Senior Living Brand 3 times in a row by Track2 Realty | <ul style="list-style-type: none"> Recognised as Best Theme based Project "Ashiana Anmol-Kid Centric" by Realty+ Excellence Awards (North) 2019 Ranked as No. 1 Developer in North India and No. 5 in India by Track2 Realty. | <ul style="list-style-type: none"> Ranked as India's No. 1 Senior Living Brand 5 times in a row by Track2 Realty |
| | | | | | 2022 |
| | | | | | <ul style="list-style-type: none"> Ranked as India's No. 1 Senior Living Brand 6th time in a row by Track2 Realty Ashiana Amantran awarded as best "Residential Project – in High-end (Non-Metro: Ongoing)" category by ET Realty Awards 2022 |

These awards are a great acknowledgement of our work. However, our satisfaction comes from delivering value and differentiated product to you.



Abbreviations

- Sq. ft.: Square Feet
- EAC: Equivalent Area Constructed
- PAT : Profit after Tax
- EBITDA: Earning before Interest, Tax, Depreciation and Amortization
- TCI: Total Comprehensive Income