

# Shriram Properties Limited








## Corporate Presentation

November 2023

STRICTLY PRIVATE AND CONFIDENTIAL



# SPL : An Introduction

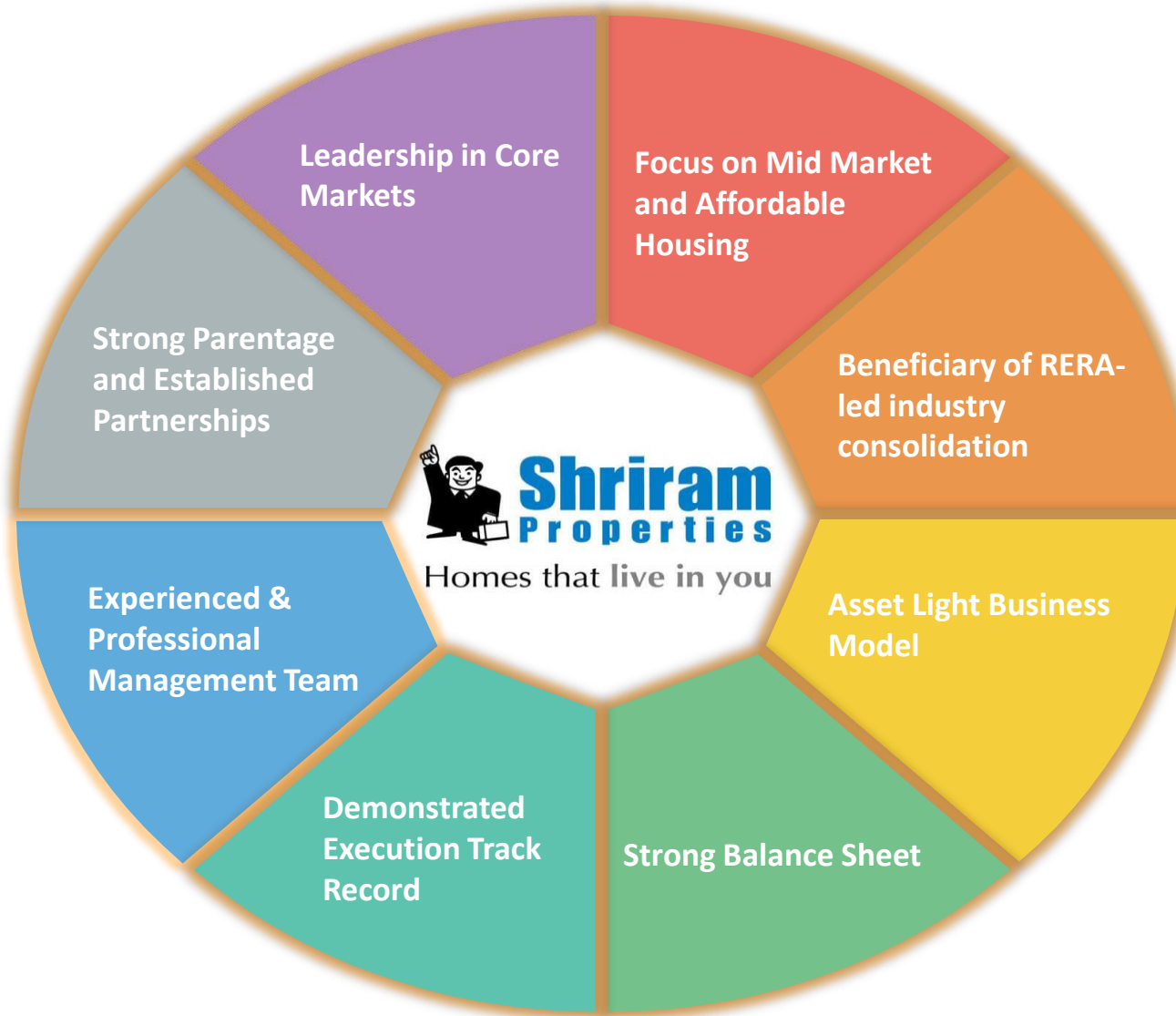
|  |   |  |  |   |
|--|---|--|--|---|
|  <p><b>About Us</b></p>  |  <p>Part of the well known<br/><b>Shriram Group</b></p>                              |  <p><b>c.9%</b><br/>of Equity held by globally<br/>renowned PE</p> | <p><b>Top 5</b><br/>players in core markets</p> <p>Among the Top 5 in South India<sup>1</sup></p>  | <p><b>c.90%</b><br/>of portfolio<sup>2</sup> in</p> <p><b>Affordable housing<br/>and Mid Market<br/>housing</b> segment</p> |
|  <p><b>Project<br/>Overview</b></p>                             | <p><b>c.22.4 msf</b><br/>over 40 projects</p> <p><b>Completed projects,</b><br/>including of c.12% of commercial office<br/>space and luxury housing categories</p>   | <p><b>c.51 msf<sup>3</sup></b><br/>over 49 projects</p> <p><b>Project Pipeline<sup>4</sup></b></p>   | <p><b>c.21 msf</b></p> <p>Land reserves of 197 acres with a<br/>development potential of 21 msf<sup>5</sup><br/><i>Apart from Project Pipeline</i></p> |   |
|  <p><b>Business Model<br/>and Financial<br/>Resources</b></p> | <p><b>Focus on asset<br/>light model</b></p> <p>Asset light since inception<br/><b>77%</b> of completed projects<sup>2</sup> in JV / JDA /<br/>DM business models</p> | <p><b>Established DM<br/>Model</b></p> <p><b>c.20%</b> of pipeline projects<sup>3</sup> in DM</p>  | <p><b>0.35x</b><br/>(30 September'23)</p> <p><b>Low Net Debt / Equity</b></p>  |   |

Note: 1. As per JLL Report, in terms of number of aggregate units launched in the calendar years 2015 to 2020. 2. Of the total saleable area, as of September 30, 2023. 3. Of estimated saleable area. 4. Ongoing, under development and forthcoming projects. 5. In addition, the Company also entered into an agreement for an additional 73 acres in Kolkata, West Bengal.

**Scaled up operating platform, poised to deliver strong results**



# SPL : Significant Competitive Strengths



**Ideally positioned to benefit from improving industry landscape**

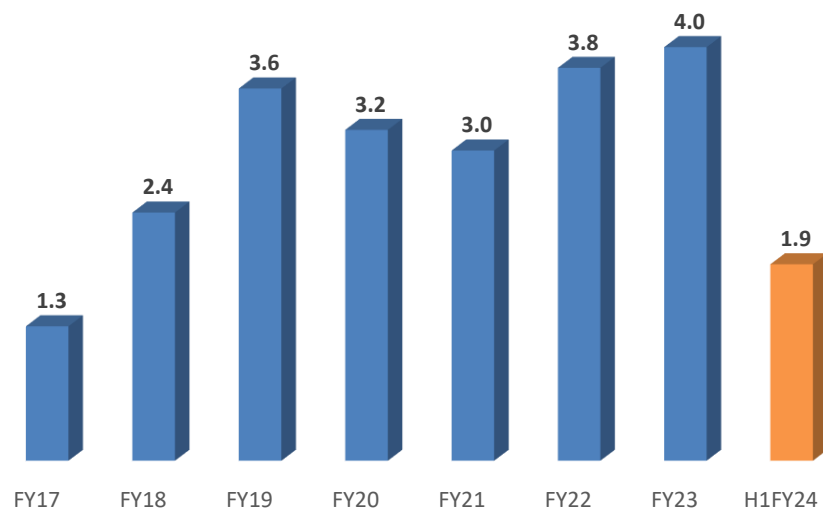
# Shriram Properties ('SPL'): The Journey so far...

- Creation of credible residential real estate growth platform, over the last 2 decades
  - Among the Top-5 players in core markets of Bangalore, Chennai and Kolkata
  - Focused Mid-Market & Affordable housing player (88% of completed projects; 93% of Project Pipeline)
  - Established leader in the Southern regional markets (93% of completed projects; 66% of Project Pipeline)
- Introduction of RERA, GST and Demonetization was a game changer – SPL positioned to be a Consolidator
- Creation of a strong sales and execution platform – key success driver in the consolidating industry environment
  - Demonstrated ramp-up capability
  - Improving scale and efficiency; Margins poised to grow.
  - Witnessed a turnaround year in FY22; Sequential quarterly improvement continued thereon.
  - Built a strong development pipeline, while remaining focused on being “Asset Light”.
- Pioneered the Development Management (DM) model in the South
  - 10 DM projects accounting for 20% of the project pipeline today
  - 6 DM projects ongoing; 7 projects completed under Residential DM;
  - Account for ~30% of annual volumes in FY21-H1FY24
- Significant thrust and success on monetization of landbank in Kolkata

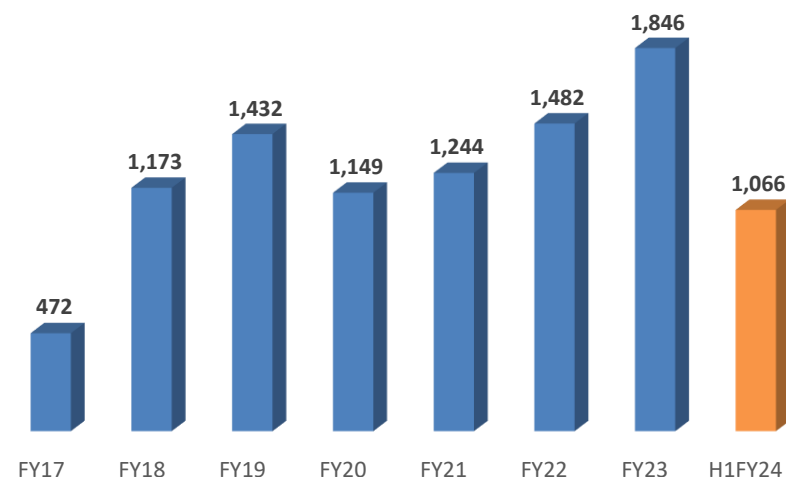
**Impressive ramp, in consolidating industry environment post RERA**

# SPL – Building Scale in the Post-RERA Environment

Sales Volume (msf)

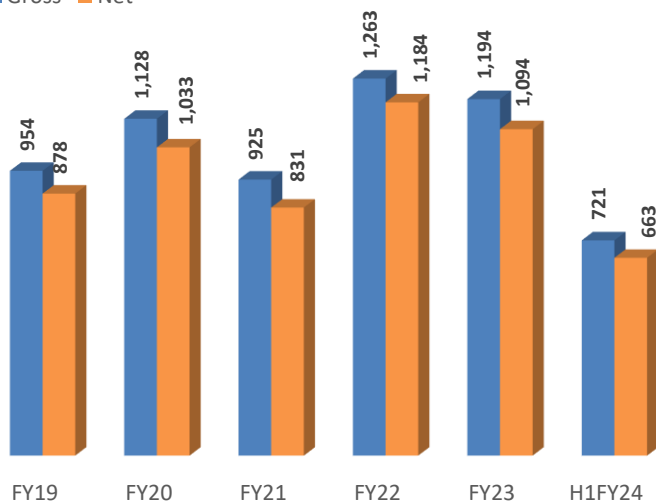


Sales Value (Rs. Cr)

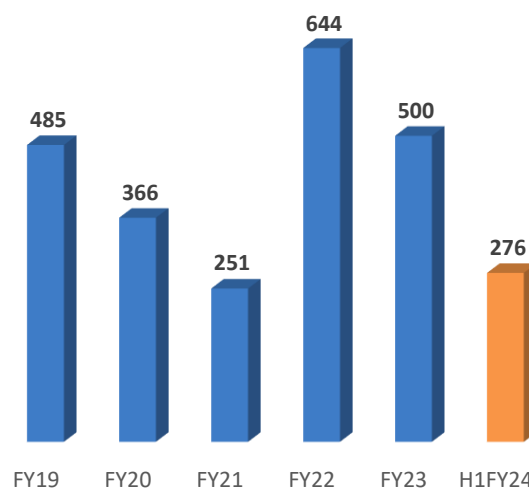


Collections (Rs. Cr)

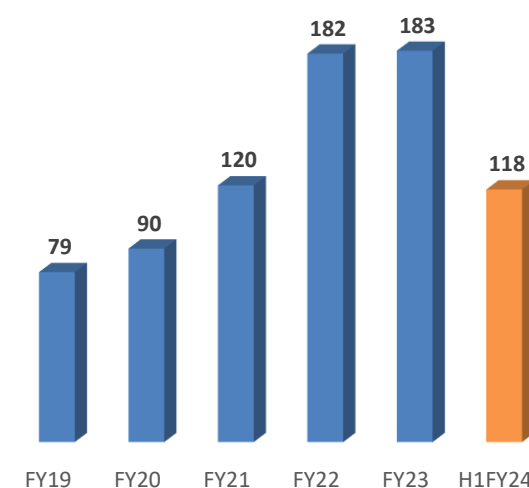
■ Gross ■ Net



Construction (Rs. Cr)



EBITDA (Rs. Cr)

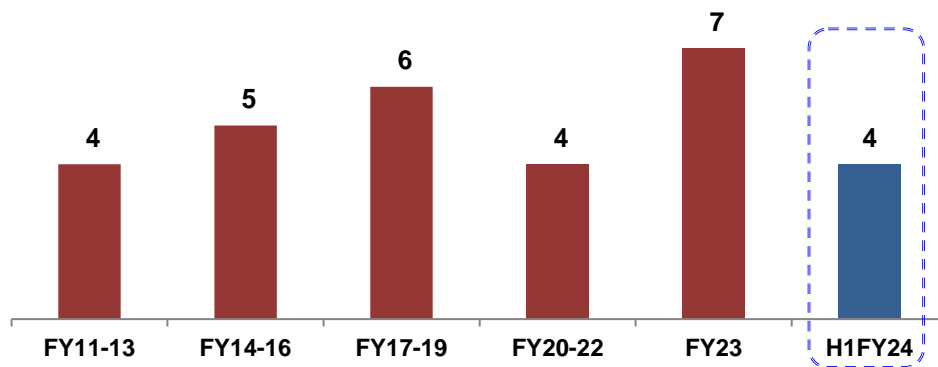


# Demonstrated Capabilities in Project Execution

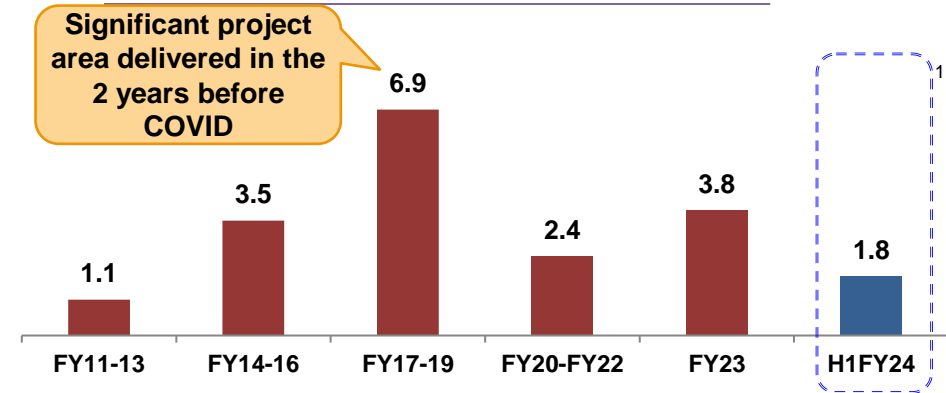
Shriram Properties has delivered

**40** completed projects | **c.22.4msf** of Saleable Area

Completed no. of projects



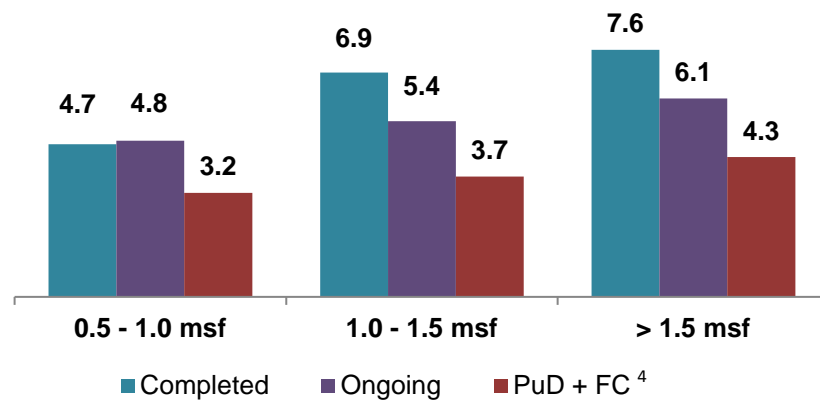
Total saleable area for completed projects<sup>2</sup>



No. of projects



Number of years to complete project<sup>3</sup>



- Overall execution timeline is improving
- Ongoing project timelines are committed under RERA<sup>3</sup>
- Large projects in execution: 12 projects of > 1.5 msf

•Note: 1. The Total Saleable Area includes Saleable Area for which the Company does not hold any economic interest. 2. Based on completed projects and completion date. 3. Projects considered above exclude Bengal (6 mn), commercial developments, and those less than 0.5 msf. For Completed projects, calculated as (Date of OC – Plan Sanction date/Start date as per architect certificate); For Ongoing projects, calculated as (RERA completion date – Plan Sanction date); and for Project Under Development (PuD) & Forthcoming Projects (FC) : (Est. End Date – Est. Start Date). 4. PuD + FC represents Projects Under Development and Forthcoming Projects.



# H1 FY24 PERFORMANCE HIGHLIGHTS



# Key Highlights & Developments – H1 | FY24

## Operational Performance

- Sales volumes up 15% YoY; Sales Value up 43% YoY in H1.
- Successful launch of Shriram Esquire, Shriram Hebbal1, Pre launch of Paradiso, along with 2 new phases launch.
- Shriram 122 West (Chennai) launch efforts commenced; formal launch in Q3 to capture festive demand.
- Q2 collection at record high; H1FY24 at record high as well. Muted Q1 offset by higher Q2 flows.
- Construction momentum strong – activity start at new projects & completion focus in key ongoing projects.

## Project Execution

- Customer handover at 470+ units in Q2, pushing H1 handover to 830+ units.
- 4 projects with 1.8 msf moved to completed portfolio.
- Execution momentum rising with targeted completion of 5 projects\* in H2 FY24.
- 5 project completion & handover involve 2,500+ units; On track to reach ~3,000 units handover in FY24.

\* Projects include Liberty Square, Chirping Woods T5, Southern Crest Tower D, and Shriram Shankari

## Financial Performance

- Rising earnings momentum with strong margins.
- Revenues up 47% QoQ; EBITDA up 22% QoQ & 27% YoY.
- Net Profit at Rs.20 crs – up 21 % QoQ.
- Enhanced scale and operating leverage, stable DM and cost control supporting profitability.
- Cash From Operations at Rs. 49 Crs; FCF at Rs. 15 crs.
- Debt marginally higher due to re-acquiring of MC's interest & consequent debt consolidation as subsidiary.
- Cost of Debt drops further to 11.4% in Q2.

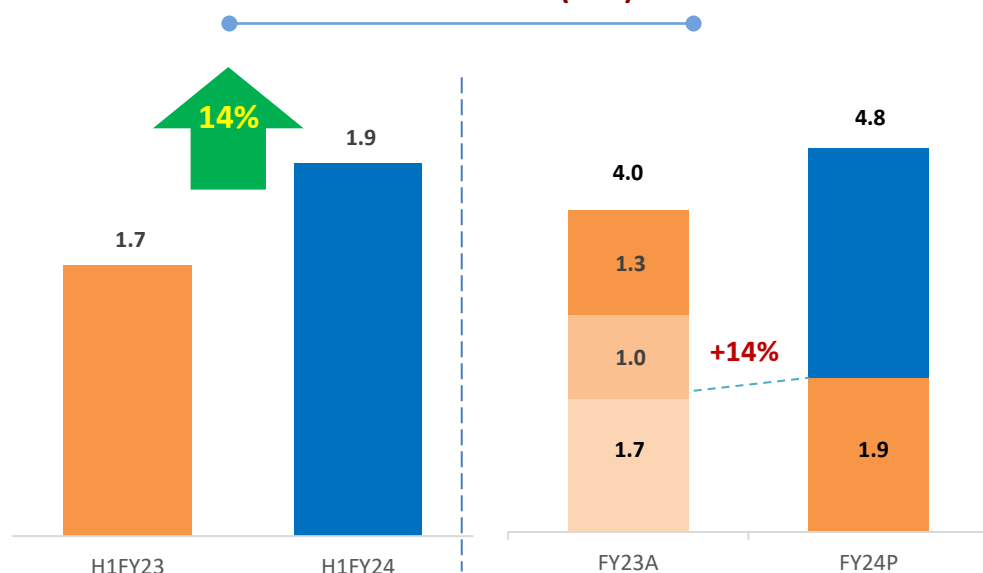
## Business Development & Project Pipeline

- Completed 2<sup>nd</sup> co-investment under ASK Platform - Shriram 122 West; getting ready for launch in Q3.
- Re-acquiring economic interest in Shriram Park63 – JV with Mitsubishi Corporation.
  - *Pending revenue recognition potential of Rs.500crs (Phase 2) and enhanced project returns.*
- Strong project pipeline to support growth momentum
  - *42 projects with ~43 msf development potential*
  - *Includes 24 msf across 26 projects in ongoing projects.*
- LOGOS deal progressing well; *Likely closing during H2.*

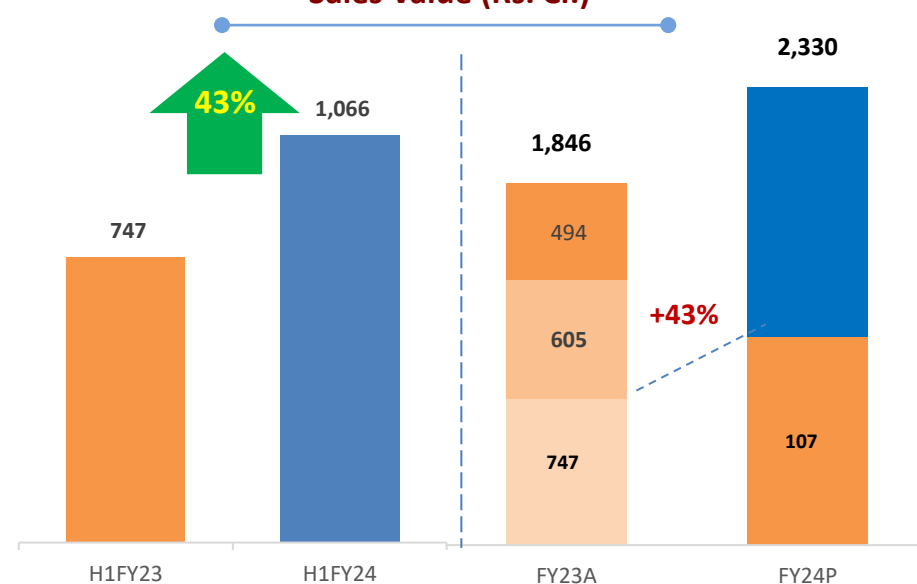


# Performance Snapshot: H1 | FY24

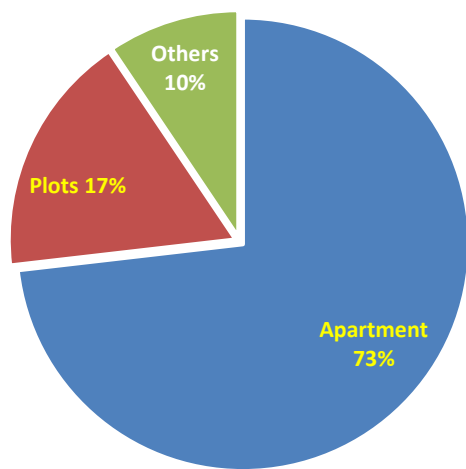
**Pre-Sales Volume (msf)**



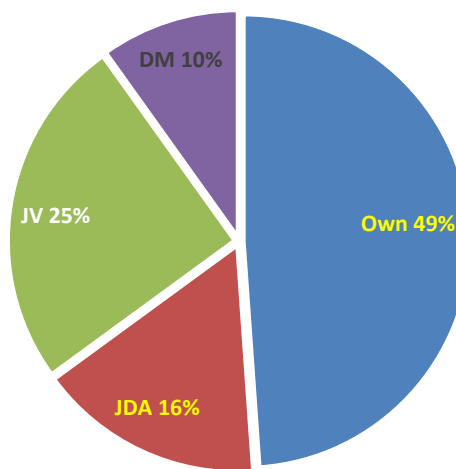
**Sales Value (Rs. Cr.)**



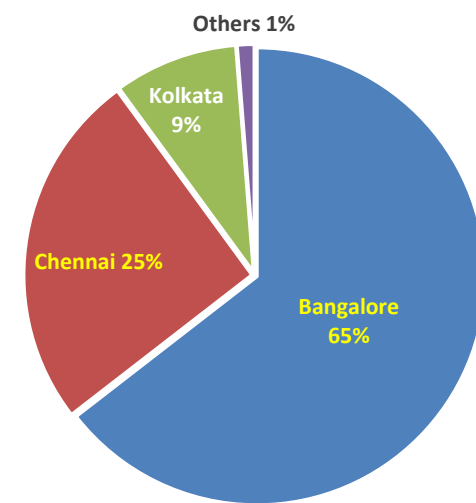
**Sales by Segment**



**Sales by Dev. Model**



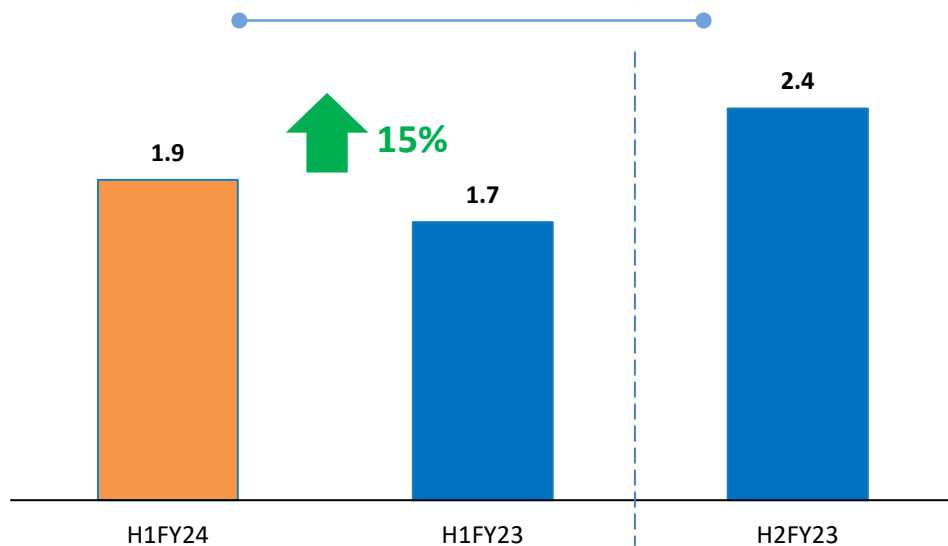
**Sales by Region**



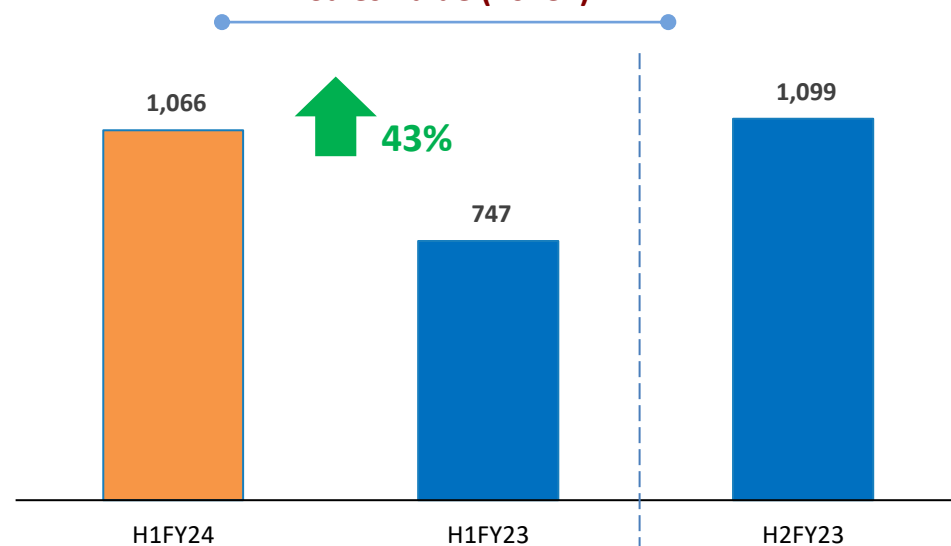
**Strong sales performance, primarily driven by sustenance sales from Ongoing Projects**

# KPI Half-yearly Trends : H1FY24

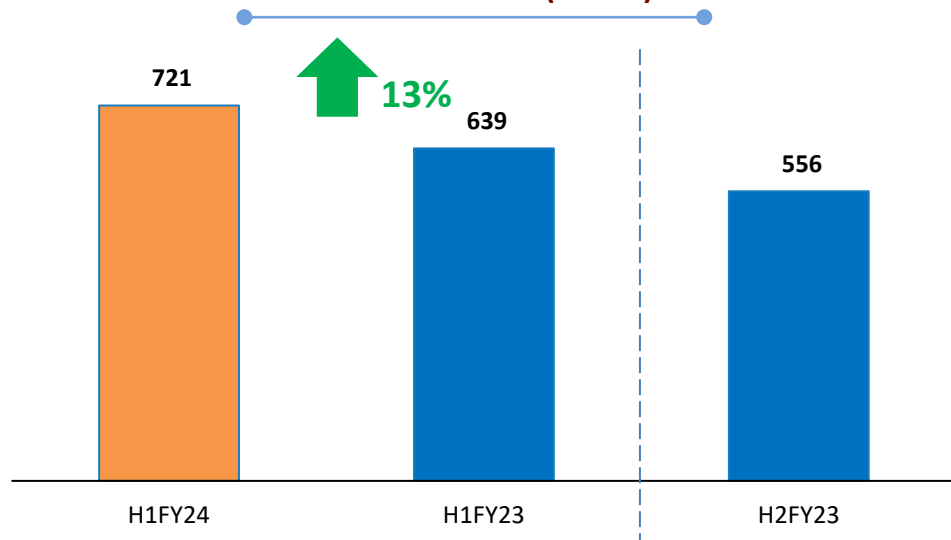
Pre-Sales Volume (msf)



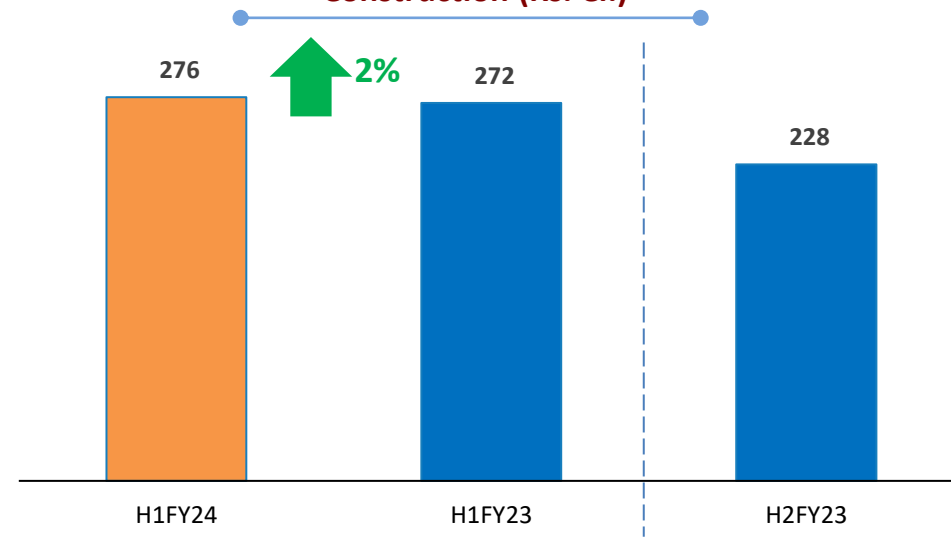
Sales Value (Rs. Cr.)



Gross Collections (Rs. Cr.)

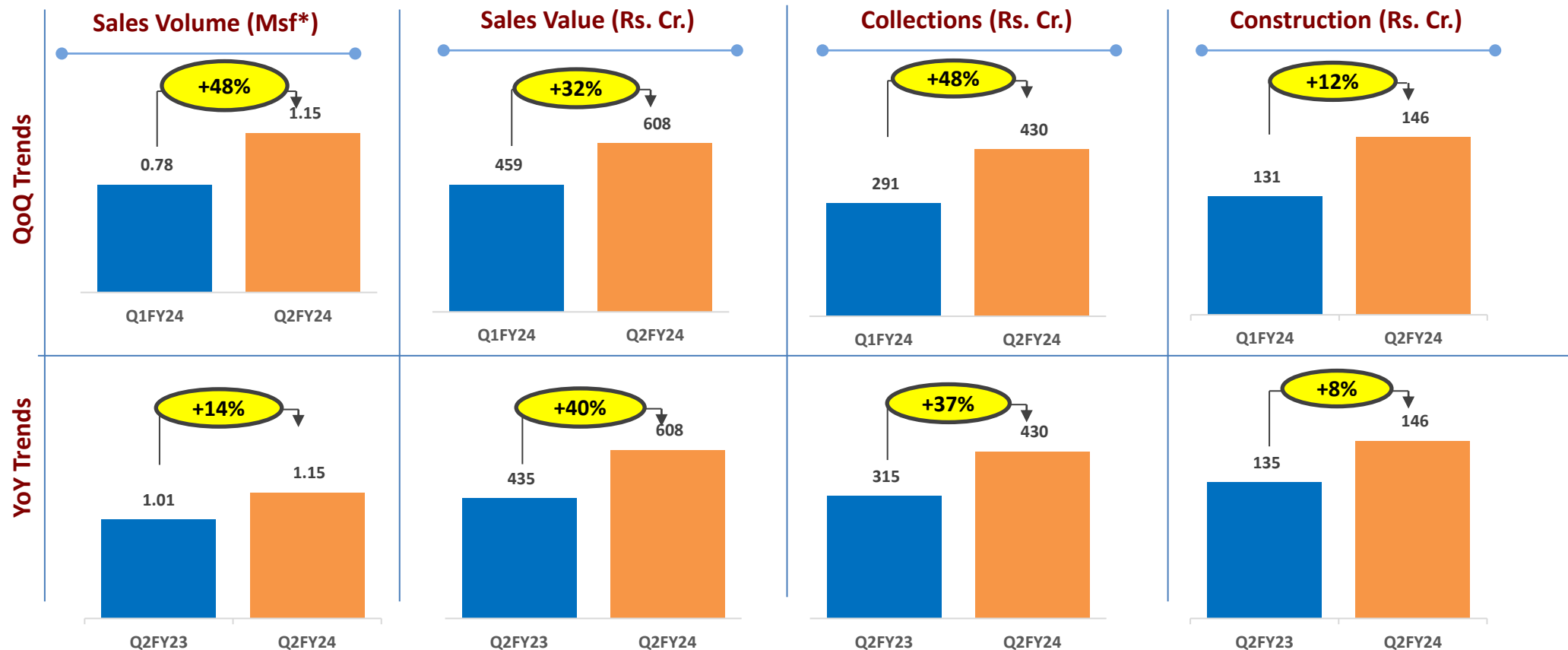


Construction (Rs. Cr.)



**Continuing growth momentum across KPIs; Business on track to meet FY expectations**

# Performance Snapshot: Q2 | FY24



- ✓ Strong QoQ growth trends - Sales volumes up 48% QoQ, encouraging sustenance sales momentum
- ✓ DM projects accounted for 10% of volumes; Share of Plotted development at 17%
- ✓ Sales value up 32% QoQ to Rs. 608 Crores in Q2, compared to Rs. 459 Crores in Q1FY24
- ✓ Gross collections at highest ever quarterly levels; Averaged ~Rs.140crs in Q2; catch-up from Q1 slippage.
- ✓ Construction spend up 12% on QoQ basis, despite excessive monsoon/unseasonal rains
- ✓ Realisation (constructed units) higher at Rs.6015/Sqft in Q2 (vs. Rs.4,805/Sqft in FY23)

# Launch Outlook & Launch updates

## FY24 Launches

| Projects   | Type | Launch | Launch Area | Sold at launch | % sold |
|--|------|--------|-------------|----------------|--------|
| Shriram Esquire                                  | New  | May'23 | 1,31,870    | 57,835         | 44%    |
| Shriram Hebbal 1                                 | New  | May'23 | 1,44,328    | 63,750         | 44%    |
| Shriram Paradiso                                 | New  | Sep'23 | 6,07,243    | ^^             | ^^     |
| Average Sales-at-launch* (% of project launched) |      |        |             |                | 44%    |

Additionally, 2 Phase Launches done successfully

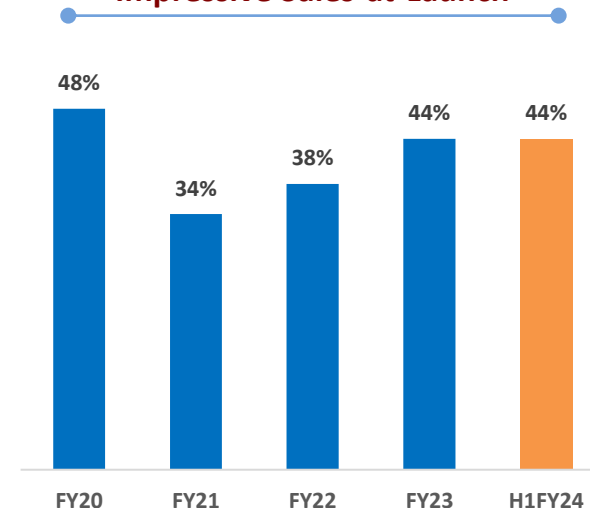
**107 South East (Imperial Heights) and Pristine Sovereign Plots**

## Q3 FY24 Launch Outlook

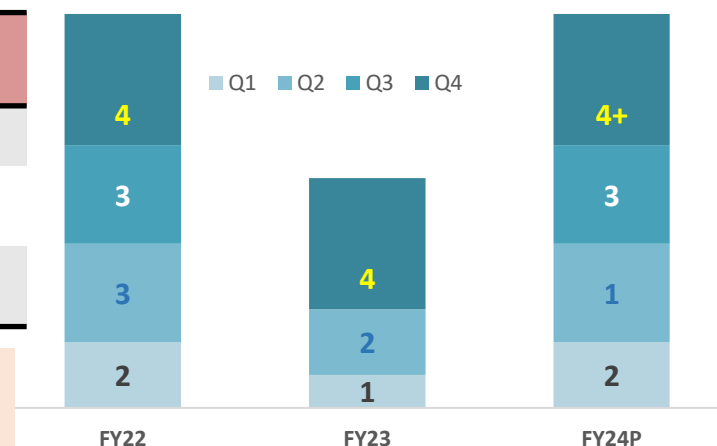
| Projects             | Own. Type | Launch Timeline | Region    | Area (msf) | Status                      |
|----------------------|-----------|-----------------|-----------|------------|-----------------------------|
| Shriram 122 West     | Own       | Nov'23          | Chennai   | 1.9        | Pre launch                  |
| Shriram Royal Court  | Own       | Dec'23          | Bangalore | 0.5        | Plan approved; RERA awaited |
| Adde Vishwanathapura | DM        | Dec'23          | Bangalore | 0.4        | Pre-RERA stage              |

- 122 West launch ready; moved to Q3 due to build momentum on festivity demand
- Adde Vishwanathapura & Shriram Royal Court – Final leg of approval for launch
- Robust launch pipeline and readiness for H2-FY24, our traditional busy season

## Impressive Sales-at-Launch



## # of launches Quarterly trends



**Remain confident of H2 launches, given advanced stage of approvals**

\* Sales-at-launch = Actual sales during first 90-days of launch; ^^ Shriram Paradiso Pre-launched at the end of Sep'23.



# Encouraging Response to Ongoing Launches – New Phases

## ✓ **Shriram Esquire, Koramangala, B'lore (Apartments)**

- Exceptionally strong launch response
- EOI since Apr'23; Formal Launch in May'23
- 75,000+ sft - Nearly 57% sold already

## ✓ **Shriram Pristine Estates, Bengaluru (Plots)**

- New Phase (premium plots) launched
- Benefitting 40%+ higher realization vs. launch (Rs.3900)

## ✓ **Shriram Imperial Heights, Bengaluru (Apartments)**

- New phase under 107 SouthEast, Anekal, Bengaluru
- New phase focussed on differentiated product (premium units) with higher realization



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REDA Registered

CRAFT A BIGGER STORY, ON A CANVAS THAT YOU DESERVE.

Introducing  
**SOVEREIGN PLOTS**

BANG ON DODDABALLAPURA MAIN ROAD

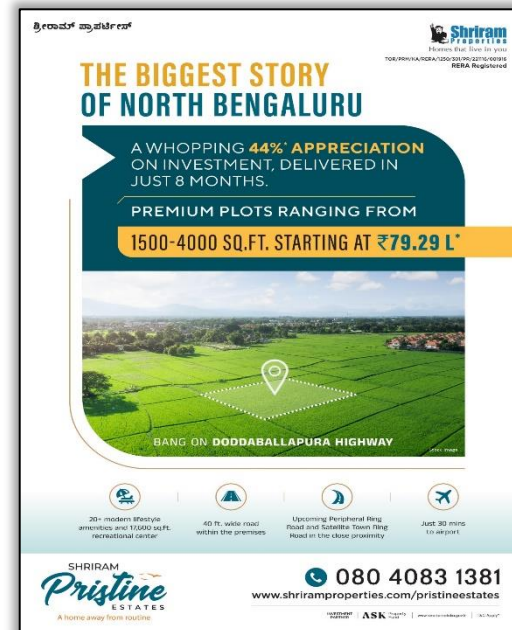
2700 SQ.FT. - 4000 SQ.FT. PLOTS  
INAUGURAL PRICE STARTING AT ₹1.33 CR\*

YOUR BIGGER CANVAS IS READY!

17,800 sq.ft. recreational centre | 20+ modern lifestyle amenities | 30 mins to airport | Proposed 5TH in the vicinity

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Homes that live in you  
REDA Registered

**THE BIGGEST STORY OF NORTH BENGALURU**

A WHOPPING **44%\*** APPRECIATION ON INVESTMENT, DELIVERED IN JUST 8 MONTHS.

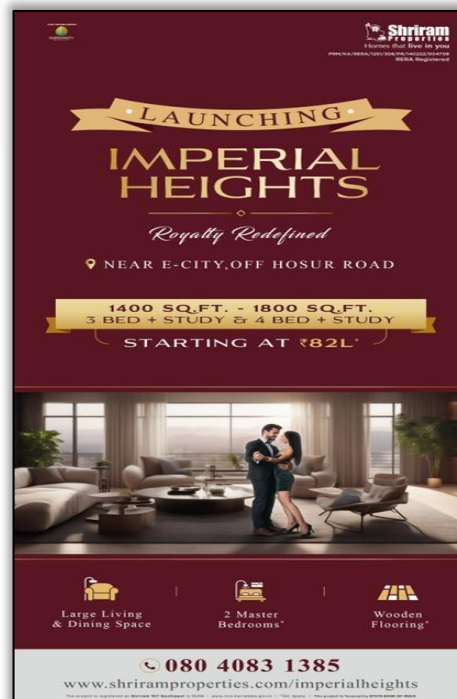
PREMIUM PLOTS RANGING FROM  
**1500-4000 SQ.FT. STARTING AT ₹79.29 L\***

BANG ON DODDABALLAPURA HIGHWAY

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**LAUNCHING**

**IMPERIAL HEIGHTS**

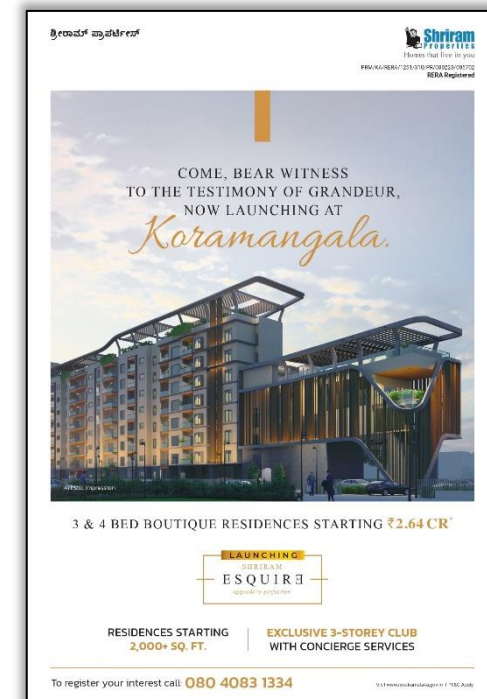
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1400 SQ.FT. - 1800 SQ.FT.  
3 BED + STUDY & 4 BED + STUDY  
STARTING AT ₹82L\*

Large Living & Dining Space | 2 Master Bedrooms\* | Wooden Flooring\*

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**Koramangala.**

3 & 4 BED BOUTIQUE RESIDENCES STARTING ₹2.64 CR\*

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RESIDENCES STARTING 2,000+ SQ. FT. | EXCLUSIVE 3-STORY CLUB WITH CONCIERGE SERVICES

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# Encouraging Response to Ongoing Launches – New Projects

## ✓ **Shriram Paradiso, Chennai (Apartments)**

- Launch efforts commenced during End-Sep'23.
- Encouraging initial response.
- Likely to boost Q3 sales volumes

## ✓ **Shriram 122 West (Apartments)**

- Pre launch activities under full swing
- EOI to commence shortly
- Formal launch in Q3 FY24



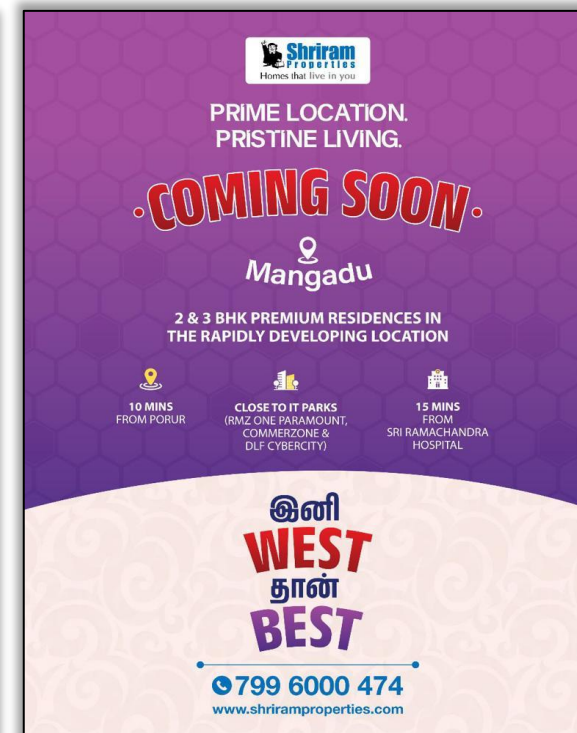
**LAUNCHING**  
SHRIRAM **PARADISO**  
NEAR POONAMALLEE

பொன்னான எதிர்காலத்திற்கு  
புது சென்னைக்கு வாங்க

1, 2 & 3 BED **EUROPEAN HOMES**  
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CLOSE TO IT PARKS (RMZ ONE PARAMOUNT, COMMERZONE & DLF CYBERCITY)  
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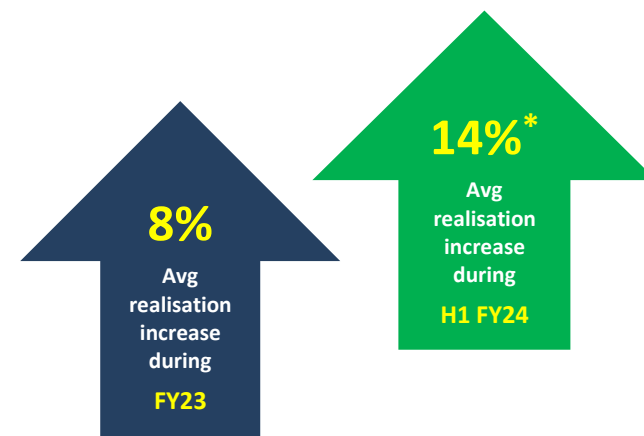


# Encouraging Pricing Trends: Realisation up 14% from Mar'23 levels

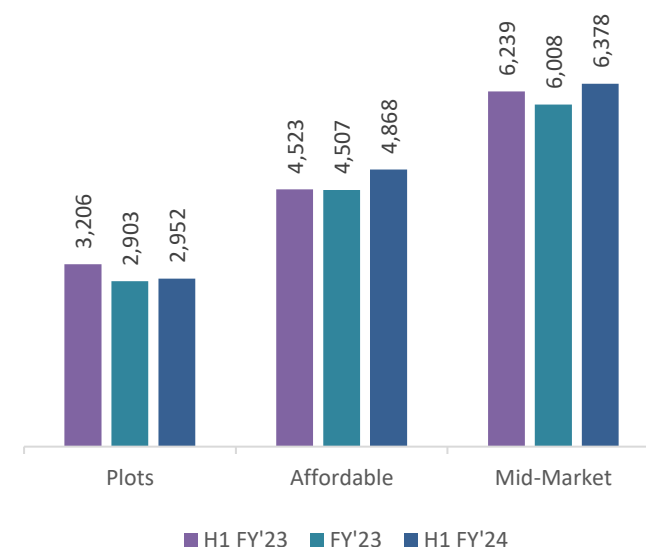
## Price Increase by Project – Top Projects only

| Project                        | Development Type | Sep'22 (H1) | FY'23 | Sep'23 (H1) | % chg. from FY'23 |
|--------------------------------|------------------|-------------|-------|-------------|-------------------|
| Shriram 107 Southeast -Phase 3 | Apartment        | 4,175       | 4,300 | 5,055       | 18%               |
| Shriram Southern Crest         | Apartment        | 7,191       | 7,409 | 8,491       | 15%               |
| Shriram Earth at One City      | Plots            | 1,618       | 1,566 | 1,780       | 14%               |
| Shriram Greenfield Phase 2     | Apartment        | 5,066       | 5,231 | 5,870       | 12%               |
| Park 63 - 2A                   | Apartment        | 6,168       | 6,375 | 7,110       | 12%               |
| Shriram Chirping Ridge         | Plots            | -           | 2,221 | 2,429       | 9%                |
| Shriram WYT FIELD - II         | Apartment        | 5,328       | 5,397 | 5,826       | 8%                |
| Shriram Pristine Estates       | Apartment        | -           | 3,943 | 4,225       | 7%                |
| Park 63 - 2B                   | Apartment        | 6,641       | 6,713 | 7,157       | 7%                |
| Shriram WYT FIELD              | Apartment        | 5,484       | 5,639 | 5,967       | 6%                |
| Park 63 - 1B                   | Apartment        | 6,556       | 6,889 | 7,284       | 6%                |

## Avg. Portfolio Price increase Trends



## Realizations Trends by Development Type (Rs/Sqft)



- ✓ Avg. realisation up ~14% during H1FY24\*\*, beyond the ~8% hike seen in FY23
- ✓ Mid-market avg. realization rising gradually - at ~Rs.6,378 vs. sub 5,000/sqft in FY21
- ✓ Industry-wide price improvement seen across all core markets, since Oct'21.
- ✓ Positive outlook for pricing over the next 12-18 months

\*Excluded Project Esquire for comparability; \*\* - Growth since Mar'23



# Project Execution trends: H2FY24 Handover Readiness

| Project Name                | Total Area | RERA date | % sold | % work done | Project Current Status   |
|-----------------------------|------------|-----------|--------|-------------|--|
| Shriram Greenfield Phase II | 7,04,355   | 30-Dec-23 | 100%   | 83%         | OC Ready, Handover by Dec'23   |
| Chirping Wood Tower 5       | 2,20,740   | 30-Mar-24 | 99%    | 94%         | FIRE NOC applied & OC Application stage                                  |
| Liberty Square              | 5,84,780   | 14-Nov-24 | 98%    | 81%         | Q4 Handover; 7 months ahead of Schedule                                  |
| Southern Crest Tower D      | 75,735     | 21-Oct-25 | 100%   | 68%         | OC Applied, Handover to commence soon, 20 months ahead of RERA timelines |
| Temple Bells                | 4,72,570   | 31-Jul-24 | 98%    | 85%         | Handover commenced in 2 towers   |
| Park 63 2A                  | 4,01,055   | 22-Jan-25 | 86%    | 78%         | Registration Commenced in few towers                                     |

## Project Progress (Actual site Photos)



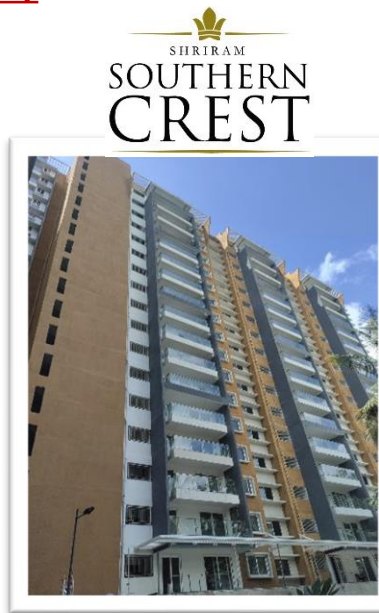
SHRIRAM  
**Greenfield**  
BUDIGERE CROSS, OFF WHITEFIELD



Shriram  
**Chirping Woods**  
SHUBH ENCLAVE  
SARJAPUR - HARALUR ROAD



SHRIRAM  
**Liberty**  
**SQUARE**



SHRIRAM  
**SOUTHERN**  
**CREST**



SHRIRAM  
**Temple Bells**  
A BLESSED LIFE  
Shriram Shankari, Guduvancheri

**FY24 handover projects on-track to deliver on (or) ahead of schedule**

**Near zero inventory at projects nearing completion; Projects to be delivered for FY24 within RERA timelines**



# Financial Highlights | Q2FY24

- **Earnings growth exhibits a consistent and remarkable upward trajectory.**
- **Healthy quarterly improvement since IPO/Q3FY22 continues; Driven by improving operating leverage and project execution.**
- **Revenue recognition momentum strong, helped by robust execution and handover. H2FY24 to boost revenues given scheduled completion/handover in 4 projects.**
- **Strong operational momentum and Projects getting ready for Handover in H2FY24 to support revenues, earnings and profitability going forward.**
- **SPL re-acquires economic interest in Shriram Park63 from Mitsubishi Corporation (“MC”).**
  - *Early exit to Mitsubishi, as the project is significantly de-risked.*
  - *Partial OC received for Phase-1 and Phase-2 has sold well and progressing ahead of schedule.*
  - *MC exit to enable potential higher income to SPL, due to savings in return on MC’s investment.*
  - *Becomes wholly owned subsidiary against earlier accounting treatment as JV, due to change in control. Impacts gross debt but provide significant incremental revenue and earnings.*
- **Cost debt continues to drop - At 11.4% in Sep’23 compared to 11.9% in Mar’23 and 13.7% in Mar’21.**

# Financial Highlights : Profit & Loss | Q2 & H1FY24

**H1FY24**
**EBIDTA**
**Rs. 118.6 Cr**
**37%**  
YoY

**Interest  
Expense**
**Rs. 30.9 Cr**
**18%**  
YoY

**Net Profit**
**Rs. 36.9 Cr**
**23%**  
YoY

| Particulars (Rs. Crores)                       | Q2FY24       | Q1FY24       | QoQ (%)     | Q2 FY23      | YoY (%)     | H1FY24       | H1FY23       | YoY (%)     | FY23         |
|--|--------------|--------------|-------------|--------------|-------------|--------------|--------------|-------------|--------------|
| <b>Total Revenues</b>                          | <b>231.3</b> | <b>157.2</b> | <b>47%</b>  | <b>275.9</b> | <b>-16%</b> | <b>388.5</b> | <b>420.9</b> | <b>-8%</b>  | <b>813.9</b> |
| Cost of revenue                                | 120.8        | 60.7         |             | 185.8        |             | 181.5        | 257.5        |             | 453.2        |
| Employee benefit expense                       | 23.6         | 18.8         |             | 20.8         |             | 42.4         | 40.0         |             | 78.7         |
| Other expenses                                 | 21.7         | 24.3         |             | 17.9         |             | 46.0         | 36.7         |             | 99.1         |
| <b>Total Operating Expenses</b>                | <b>166.1</b> | <b>103.8</b> | <b>60%</b>  | <b>224.5</b> | <b>-26%</b> | <b>269.9</b> | <b>334.2</b> | <b>-19%</b> | <b>631.0</b> |
| <b>EBITDA</b>                                  | <b>65.2</b>  | <b>53.4</b>  | <b>22%</b>  | <b>51.4</b>  | <b>27%</b>  | <b>118.6</b> | <b>86.7</b>  | <b>37%</b>  | <b>182.9</b> |
| <b>Finance Costs</b>                           | <b>26.3</b>  | <b>32.9</b>  | <b>-20%</b> | <b>27.0</b>  | <b>-3%</b>  | <b>59.2</b>  | <b>52.7</b>  | <b>12%</b>  | <b>106.4</b> |
| - Interest expense                             | 14.9         | 16.0         | -7%         | 19.2         | -22%        | 30.9         | 37.8         | -18%        | 74.0         |
| - Unwinding Impact (non-cash charge)           | 5.3          | 5.1          |             | 5.5          |             | 10.4         | 10.8         |             | 22.1         |
| - Interest expense (one time)                  | 5.0          | 6.9          |             |              |             | 11.9         |              |             |              |
| - Other finance costs (net of finance income)  | 1.1          | 4.9          |             | 2.3          |             | 6.0          | 4.2          |             | 10.3         |
| Depreciation                                   | 2.3          | 2.2          |             | 1.9          |             | 4.5          | 3.8          |             | 7.8          |
| <b>Profit before share of JV Income/(Loss)</b> | <b>36.6</b>  | <b>18.3</b>  | <b>101%</b> | <b>22.4</b>  | <b>63%</b>  | <b>54.9</b>  | <b>30.2</b>  | <b>83%</b>  | <b>68.7</b>  |
| Add: Share of profit/(loss) of JVs             | (10.8)       | 6.1          |             | (4.2)        |             | (4.7)        | 5.3          |             | 2.9          |
| <b>Profit Before Tax</b>                       | <b>25.8</b>  | <b>24.4</b>  | <b>6%</b>   | <b>18.2</b>  | <b>41%</b>  | <b>50.2</b>  | <b>35.5</b>  | <b>41%</b>  | <b>71.6</b>  |
| Tax expense                                    | 5.7          | 7.7          |             | (1.4)        |             | 13.4         | 5.5          |             | 3.3          |
| <b>Net Profit</b>                              | <b>20.2</b>  | <b>16.7</b>  | <b>21%</b>  | <b>19.7</b>  | <b>3%</b>   | <b>36.9</b>  | <b>30.0</b>  | <b>23%</b>  | <b>68.3</b>  |
| <b>EPS</b>                                     | <b>1.18</b>  | <b>0.98</b>  |             | <b>1.15</b>  |             | <b>2.16</b>  | <b>1.67</b>  |             | <b>3.88</b>  |

\* Includes DM fee of INR 25 Cr, INR 18 Cr, INR 11 Cr, INR 44 Cr, INR 29 Cr & 62 Cr in Q2FY24, Q1FY24, Q4FY23, Q2 FY23, H1FY24, H1FY23 and FY23 respectively

**Strong earnings growth momentum, consistent with expectations**

# Financial Highlights (contd.): Profit & Loss | H1 FY24

- ❑ Total Revenues marginally lower in H1, but has grown sequentially between quarters (Q2 vs Q1).
  - Higher base of H1/Q2 last year impacted YoY growth - Shriram Southern Crest (B'lore) received OC in Q2FY23.
  - H2 Revenue growth will be stronger with scheduled OC in 3 Bangalore projects (Chirping Woods T5, Southern Crest – Tower D and Liberty Square) as well as partial OC in Shriram Shankari Chennai.
  - Q2 revenues grew sequentially by 47% QoQ on continued registration momentum in recently completed projects. Sequential momentum to continue even in Q3.
- ❑ DM Fee income at ~11% of total Revenues; remains a key contributor and reflects DM model maturity.
- ❑ Cost of Revenue dropped 19% YoY to Rs. 182 crores in H1, reflecting Improved product mix during the quarter.
- ❑ EBITDA margins at 31% in H1FY24, compared to 21% in H1FY23. Increased confidence on stabilising around mid-20s in FY24.
- ❑ Overall finance cost lower by 1% YoY, but Interest expense down 18% YoY.
  - Interest expense down 18% YoY at Rs.31 Cr in H1FY24, reflects the impact of refinancing to reduce cost of debt.
  - Unwinding impact of Bengal 4% GoWB liabilities stable at Rs.10 Crore in H1.
  - One time finance cost reflects impact of Shriram 122 West project acquisition in May (i.e., erstwhile debt related cost as part of acquisition incurred by SPL from acquisition date to its transfer to the ASK co-investment platform in Aug'23).
- ❑ PBT higher by 41% YoY at Rs.50 Crores in H1FY24, after absorbing share of JV expenses.
- ❑ Share of JV marginally negative, *as renewed campaign/marketing costs at 3 JVs (WYTfield, 107 South East and Pristine Estates) that have not reached income recognition threshold.*
- ❑ Net Profit at Rs.37 crores, up 23% YoY.

# Financial Highlights (contd.): Profit & Loss | Q2 FY24

## ❑ Sequential growth trends encouraging (Q2 vs Q1 FY24):

- Total Revenues higher by 47% QoQ – at Rs.231crs.
- Catch-up in registration & handover lost in Q1 due to Kaveri2.0 snag issue and continued registration in recently completed projects.
- DM Fee at Rs.25crs reflected a growth of 40% QoQ, driven by higher sales led fee accruals in Chipping Ridge, Chirping Grove and Pristine Estates.

## ❑ Revenue growth trends on YoY basis negative, due to higher base of last year.

- Receipt of OC in Shriram Southern Crest led to spurt in revenue recognition in Q2FY23 and this higher base distorting YoY comparisons.

## ❑ EBITDA grew by 27% YoY and 22% QoQ; EBITDA margins at 28% in Q2, compared to 19% in Q2FY23.

## ❑ Overall finance cost lower by 3% YoY and 20% QoQ. Importantly, interest expenses down 22% YoY and down 7% QoQ

- Interest expense down 7% QoQ at Rs.15 Cr in Q2FY24.
- Unwinding impact of Bengal 4% GoWB liabilities stable at Rs.5 Cr in Q2.
- One time finance cost assumed by BTA in Q1, till drop of Project to ASK Platform in August 23.

## ❑ Consequently, PBT after share of JV losses higher by 41% YoY and 6% higher sequentially.

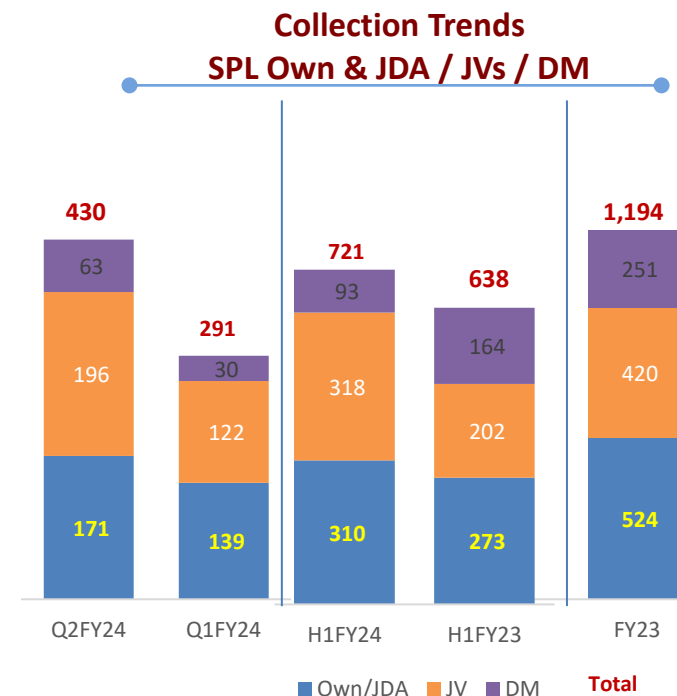
## ❑ Net Profit at Rs.20 crores, up 21% QoQ and flat YoY.



# Financial Highlights: Consolidated Cash Flows | Q2 & H1 FY24

(Excl. DM & JV cashflows)

| Amount in Rs. Crores               | Q2FY24       | Q1FY24       | H1 FY24      | H1 FY23      | FY23         |
|------------------------------------|--------------|--------------|--------------|--------------|--------------|
| Collections                        | 171          | 139          | 310          | 273          | 524          |
| DM Income                          | 26           | 70           | 97           | 37           | 57           |
| Other Inflows                      | 1            | 0            | 1            | 0            | 1            |
| <b>Operating Inflow</b>            | <b>198</b>   | <b>210</b>   | <b>408</b>   | <b>310</b>   | <b>582</b>   |
| Construction                       | (87)         | (86)         | (173)        | (161)        | (296)        |
| Mktg. & Admin Overheads            | (47)         | (41)         | (88)         | (76)         | (149)        |
| Other Operating outflows           | (15)         | (13)         | (28)         | (9)          | (23)         |
| <b>Operating Outflow</b>           | <b>(149)</b> | <b>(140)</b> | <b>(289)</b> | <b>(246)</b> | <b>(467)</b> |
| <b>Cash flow from Operations</b>   | <b>49</b>    | <b>69</b>    | <b>118</b>   | <b>64</b>    | <b>115</b>   |
| Loan Draws                         | 32           | 16           | 48           | 151          | 441          |
| Loan Repayment                     | (40)         | (90)         | (130)        | (167)        | (367)        |
| <b>Net flow from Borrowings</b>    | <b>(8)</b>   | <b>(74)</b>  | <b>(82)</b>  | <b>(15)</b>  | <b>74</b>    |
| Interest expense, net              | (24)         | (12)         | (36)         | (30)         | (64)         |
| Other financing cashflows          | 10           | (1)          | 9            | (5)          | (9)          |
| <b>Cash flow from Financing</b>    | <b>(22)</b>  | <b>(86)</b>  | <b>(108)</b> | <b>(50)</b>  | <b>1</b>     |
| <b>FCF before New Project Inv.</b> | <b>27</b>    | <b>(17)</b>  | <b>10</b>    | <b>14</b>    | <b>116</b>   |
| Less: New Project Inv.*            | (12)         | (18)         | (30)         | (49)         | (136)        |
| <b>Net Free Cash flow</b>          | <b>15</b>    | <b>(35)</b>  | <b>(20)</b>  | <b>(36)</b>  | <b>(20)</b>  |
| Opening Cash & Cash Equiv.         | 85           | 120          | 120          | 141          | 141          |
| Closing Cash & Cash Equiv.         | 100          | 85           | 100          | 105          | 120          |



- ✓ Healthy Operating cashflows
- ✓ Construction outflow in line with execution progress and fueling collections.
- ✓ Overall enterprise cashflows remain strong and Net FCF Positive in Q2
- ✓ New Project investment at Rs.31 crs in H1

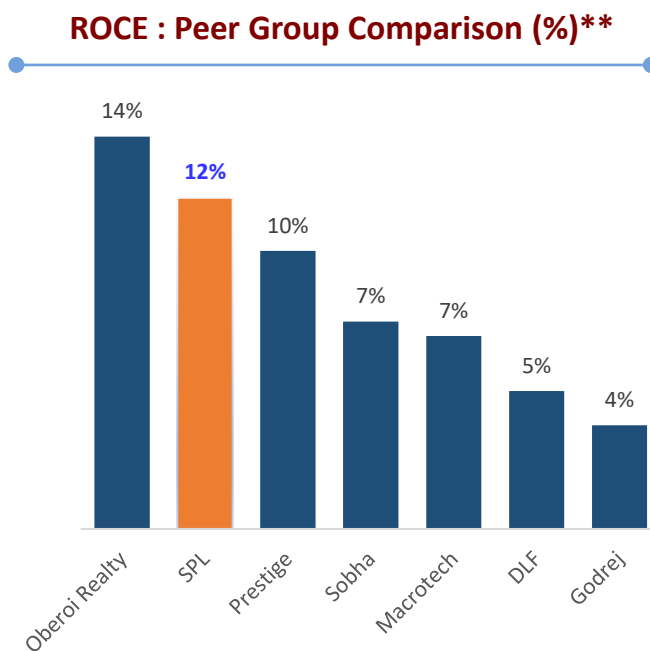
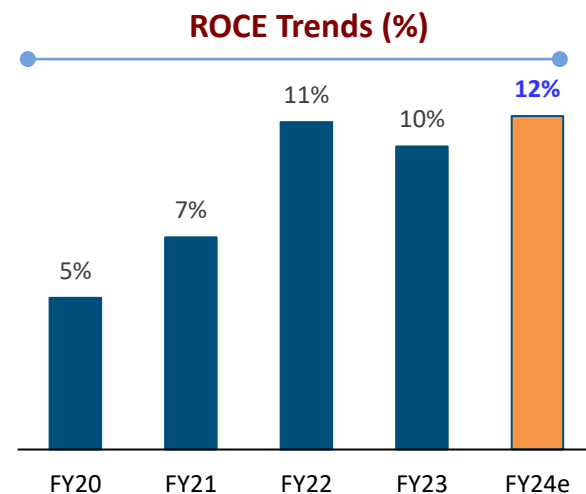
\* Includes cash outflows for acquisition of Suvilas Realities and SPL's share of investment in Shriram Pristine Estates ("JV"), Shriram 122 West ("JV") under ASK platform

# Financial Highlights : Balance Sheet | H1FY24

| Particulars (INR Cr)                  | 30-Sep-23    | 31-Mar-23    |
|---------------------------------------|--------------|--------------|
| Fixed Assets                          | 82           | 81           |
| Investments and loans                 | 187          | 153          |
| Inventories                           | 2,635        | 2,221        |
| Cash and Bank Balances                | 100          | 120          |
| Other Assets                          | 1,028        | 1,068        |
| <b>Total Assets</b>                   | <b>4,024</b> | <b>3,643</b> |
| Less: Liabilities*                    | 2,134        | 1,802        |
| <b>Net Assets</b>                     | <b>1,899</b> | <b>1,841</b> |
| Equity                                | 1,246        | 1,200        |
| Borrowings                            | 653          | 642          |
| - External Borrowings                 | 579          | 553          |
| - Inter-company borrowings (from JVs) | 73           | 89           |
| <b>Total Equity + Borrowings</b>      | <b>1,899</b> | <b>1,841</b> |

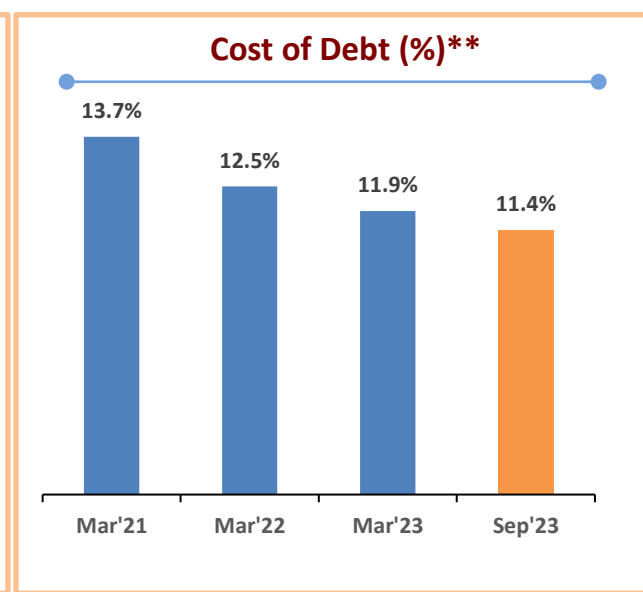
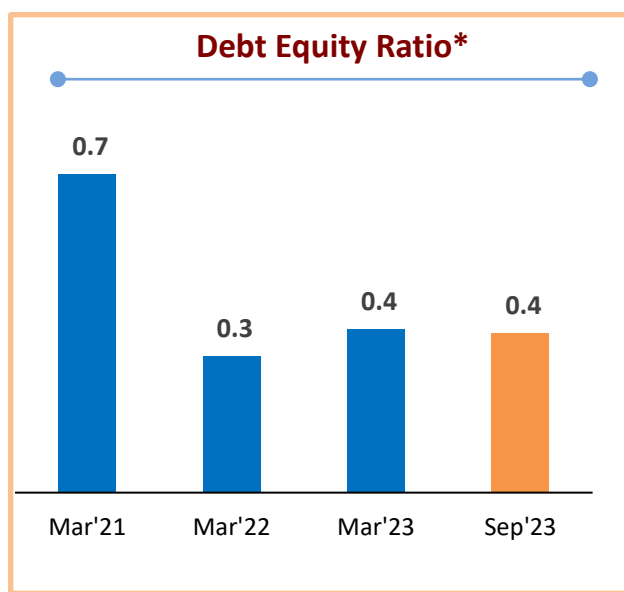
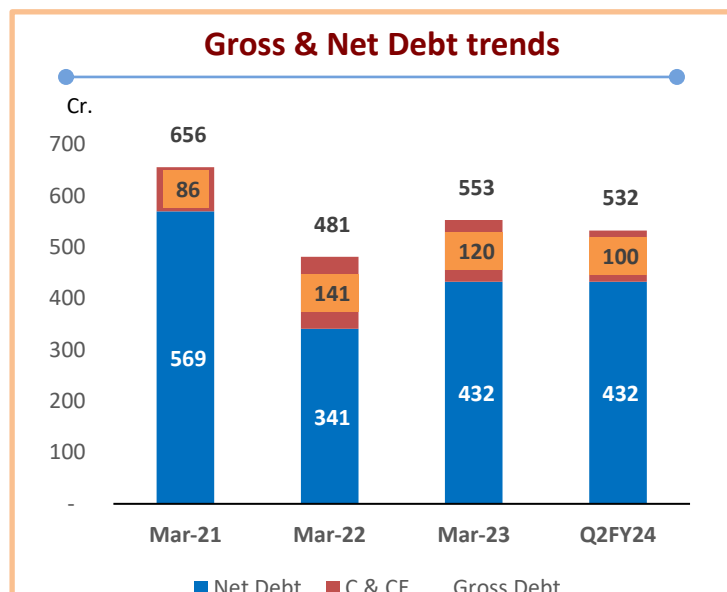
\* Includes customer advances, trade payables, provisions excl. borrowings

\*\* Data from respective Company financials/presentation; H1FY24 Data annualized for all



**Strong Balance Sheet with headroom for growth; Improving ROCE**

# Ongoing efforts to reduce debt and cost of debt



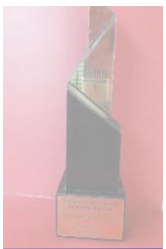
- ✓ Gross Debt mostly on construction funding at project level.
- ✓ Gross Debt at Rs.532 Crores; Net Debt Rs. 432 Crores.
  - Higher due to regaining of economic Interest in Park 63 from JV Partner (Mitsubishi).
  - MC's residual investment of Rs.143crs treated as subsidiary debt compared to earlier treatment as JV).
- ✓ Committed efforts to bring down CoD yielding results; Average cost dropped further during H1FY24.
- ✓ Cost of debt to stabilize around ~11.5%-11.8% for FY24, subject to RBI monetary policy impact.
- ✓ Focus remains on bringing down overall cost of debt lower further, assuming macro rates stabilize.



*Budget Housing Project of the year – Shriram South East*



*Budget Housing Project of the year – Shriram South East*



*Property Awards of the Year Plotted Development Shriram Earth*



*Best Gated Community of the year – Shriram Shankari*



*Visionary Leader of the year (1)*



*Integrated Township Project of the year – Shriram Grand City*



*Best Efficient & Sustainable Smart Real Estate Project Shriram Greenfield*



*MD of the Year Real Estate Sector<sup>9</sup>*



*Lifetime Achievement Award For Outstanding Contribution To Real Estate Sector<sup>10</sup>*



*Most Admired Upcoming Project of the Year Shriram Suvilas<sup>11</sup>*



*Developer of the Year*

# GROWTH OUTLOOK GOING FORWARD



*Brand Leadership Award<sup>1</sup>*



*Affordable Housing – Brand of the Year<sup>2</sup>*



*Developer of the Year<sup>3</sup>*



*Best Builder Residential Projects in Karnataka<sup>4</sup>*



*Innovative Real Estate Campaign of the Year<sup>5</sup>*



*Most Admired Upcoming Project of the Year<sup>6</sup>*



*Outstanding Project of the Year for Shriram Greenfield*



*Innovative Real Estate Marketing Campaign of the Year for Shriram Greenfield*



*Innovative Real Estate Marketing Campaign Of The Year<sup>8</sup>*



*MD of the Year<sup>13</sup>*



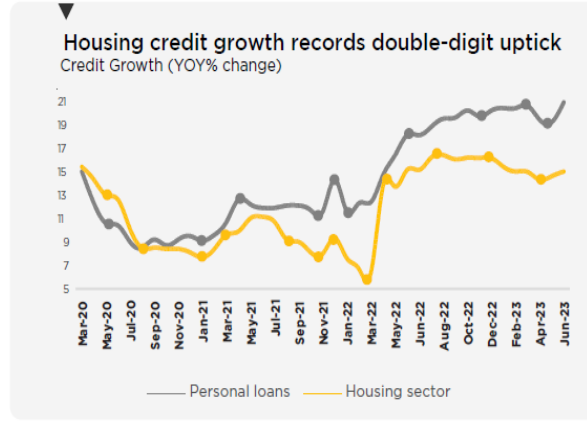
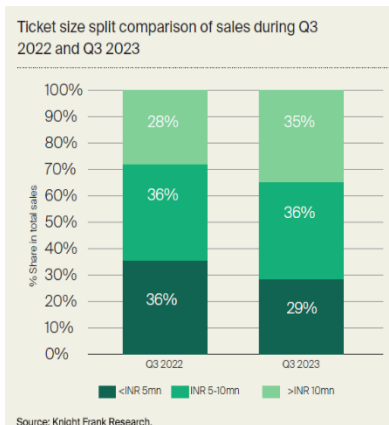
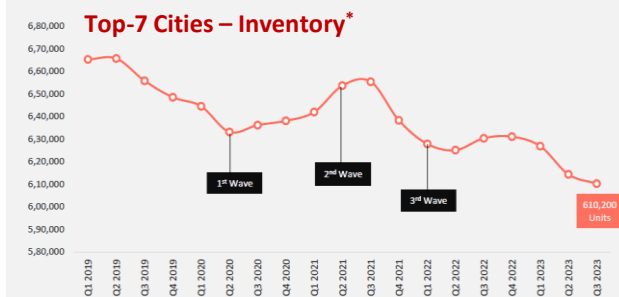
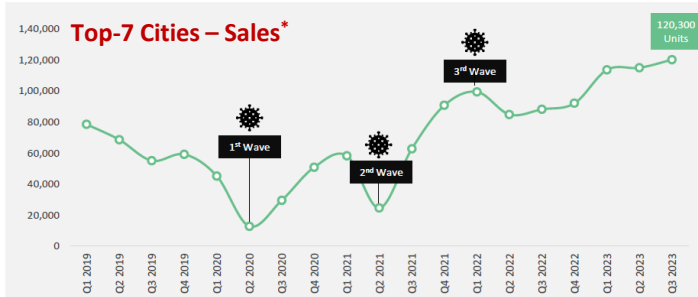
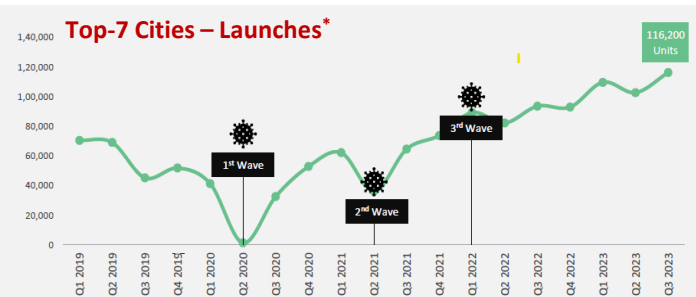
# Residential Real Estate Sector: Strong Undercurrent Continues...

## Growth momentum strong despite ambivalent global economy \*

- Top-7 City sales at decade high - 1.20 lac units, Up 36% YoY
- Supply growth strong at 1.16 lac units – up 24% YoY in Q3CY2023
- Inventory on downward spiral; Down 3% at 6.1 lac units (13 month)
- Price trends encouraging; Grown by 3-8% in Q3CY2023; 7-20% YoY in H1FY24 in Tier-1 cities
- Mid-market and affordable segments remained star performers, accounting for 65% of overall sales in Q2FY23
- Market outlook favourable, with expectations of continued growth.
- Rising commodity prices and geopolitical tensions and consequent fears of global recession, to be closely monitored

## KEY EMERGING TRENDS – Largely remain intact

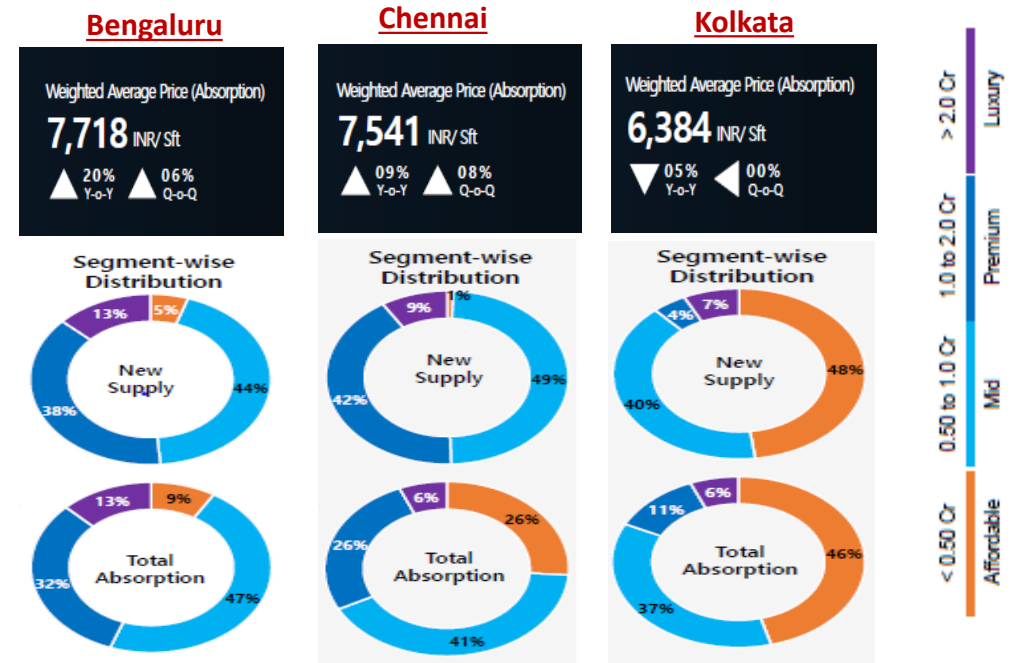
- Housing affordability favorable, Rate hike impact minimal
- Large branded players continue to dominate
- Plotted developments in high demand
- Positive outlook for pricing, supported by strong market demand and consolidation impact
- Mid-market segment seeing highest share of launches
- *Expect strong festive season – H2 is traditionally strong quarter in our core markets*



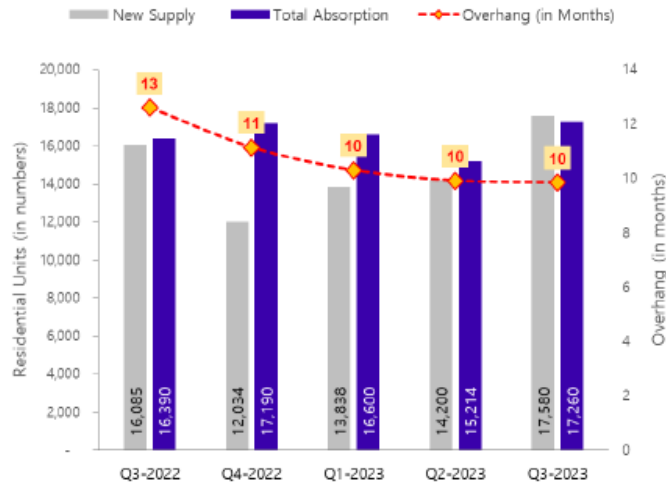
# SPL's Core Market Trends

- Positive absorption trends in SPL's core markets
- Remarkable drop in inventory levels, at a near decade low
  - Chennai & Kolkata among lowest across Tier-1 cities
  - Bengaluru inventory levels have reduced
- Average Price increase at
  - 6% QoQ in Bengaluru (+20% YoY in Q3 2023)
  - 9% QoQ in Chennai (+8% YoY in Q3 2023)
  - Stable pricing in Kolkata QoQ (-5% YoY in Q3 2023)
- Affordable and mid-market segments dominate
  - 49%-88% of supplies and 56%-83% of absorption in key markets

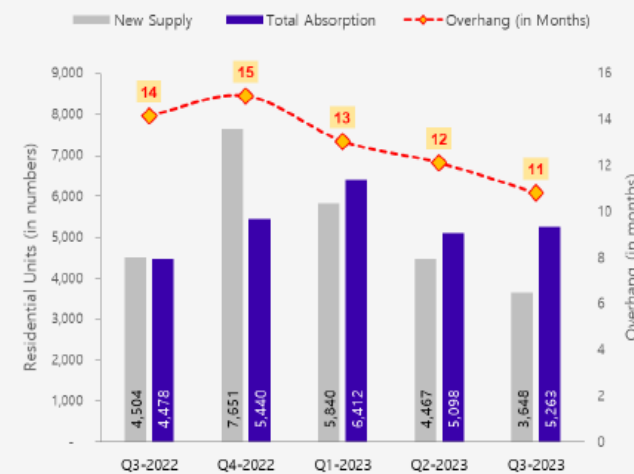
## Pricing & Segment wise Trends 2023– Core Markets



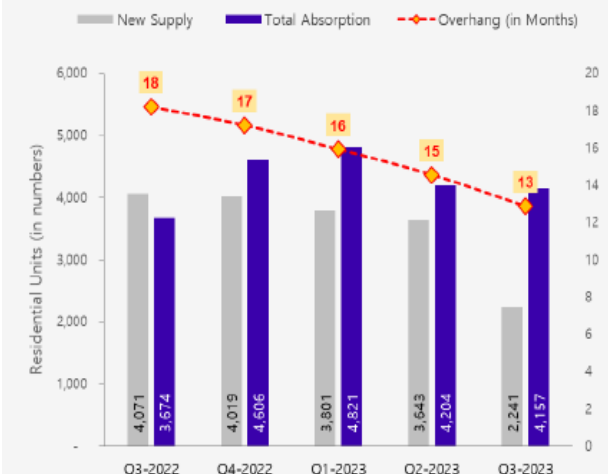
### Supply-Absorption Dynamics (in units) Bengaluru



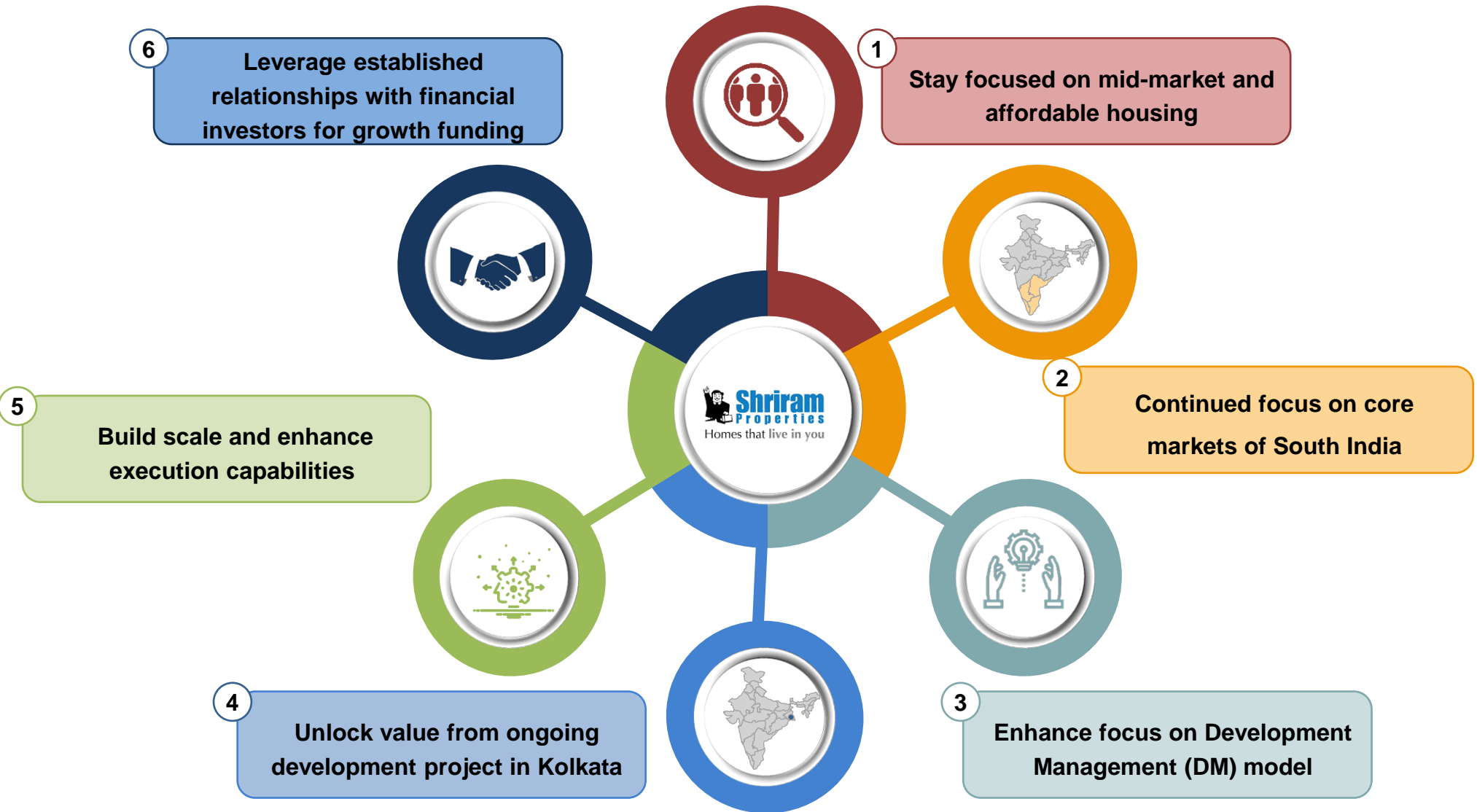
### Supply-Absorption Dynamics (in units) Chennai



### Supply-Absorption Dynamics (in units) Kolkata



# Key Strategies



# Encouraging Earnings Visibility for H2FY24

## A. FY24 Revenues: *5 projects to account for 90% of projected revenues in H2FY24 and are under control*

| Key Projects         | Occupancy Certificate status  | Sale Deed Registrations  |
|----------------------|-------------------------------|--|
| Grand One            | Partial OC Received           | Over 6.8 lacs sft registered.<br>Registrations to gain further momentum in Q3 & Q4 |
| Liberty Square       | OC expected in Q4FY24         | To commence in Q4  |
| Chirping Woods (T-5) | OC expected in Q3FY24         | To Commence in Q3  |
| Southern Crest (T-D) | OC expected in H2FY24         | To commence in Q3  |
| Park 63 2A           | Partial OC expected in H2FY24 | Registration commenced in few towers   |

## B. DM Revenues: *60% H2FY24 Projected DM Revenues to come from ongoing projects*

- ✓ 6 ongoing DM Projects to contribute about 70% of H2FY24 DM income - Additional planned launches to support growth
- ✓ FY24 sales from DM projects; To support revenue recognition in H2FY24
- ✓ 70% of plotted development sales in H2 to come from DM projects and therefore, quick realisation both in terms of revenues and cashflows

## C. 3-year earnings outlook strong with greater visibility

- ✓ ~ 70% of aggregate revenues over next 3 years to come from volumes sold as of Mar'23
- ✓ ~ 55% of aggregate DM fees over next 3 years to come from projects launched already
- ✓ Nearly Rs.300 Cr of FCF likely in next 3 years at an enterprise level

\* excl. likely revenues from sale of mall land and Kolkata land monetisation

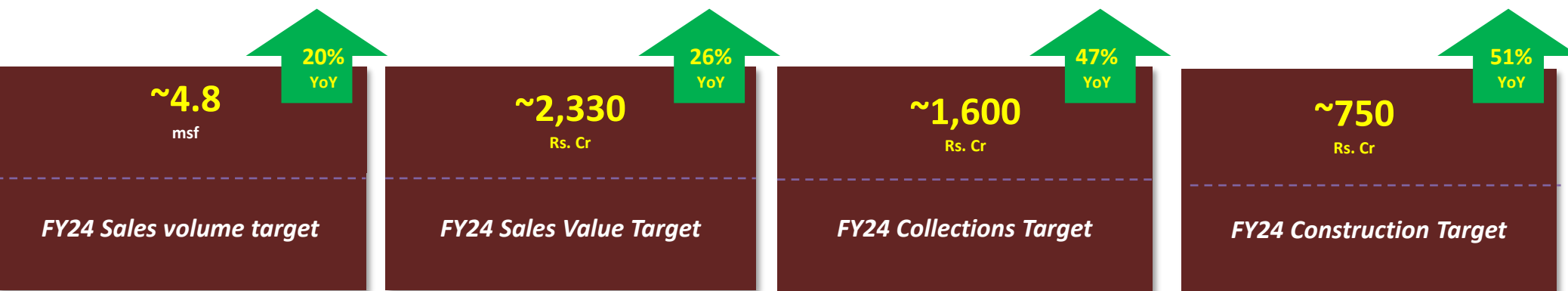
# FY24 Outlook | Context & Strategic Objectives

## Strategic Objectives

- Sustain growth momentum: Target 20%+ CAGR in sales over the next 2-3 years
- Ensure sustained profitability; Positive net earnings with Improving profitability and returns; and
- Progress towards 'Zero Net debt' objective

## FY24 Context

- SPL standing firm on its growth path – Need to leverage established sales & execution machine optimally
- FY24 to be a promising year with strengthened long-term fundamentals, for the sector and SPL
  - Markets conducive for new launches with improving outlook
  - Opening inventory from ongoing projects at ~5.4 msf currently to drive sustenance sales in FY24
  - Launch pipeline robust with 11-12 projects - Greater visibility & launch readiness

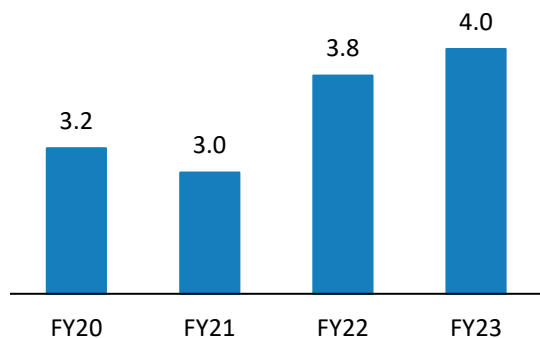




# Strong Income Recognition Outlook (FY24-25e)

## Sales Volumes (msf)

4-year cumulative sales of 14msf



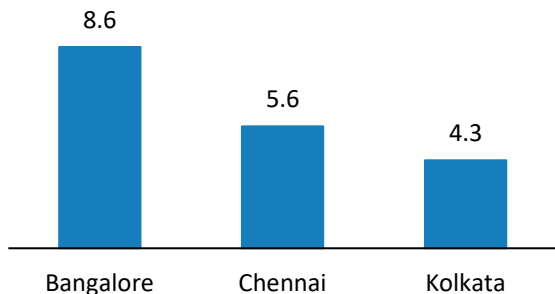
## Ongoing Projects – By Region (msf)

# Projects

16

4

2

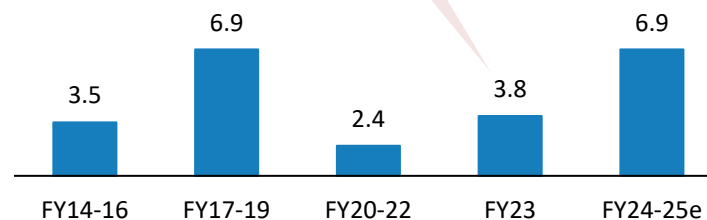


Completed 3.8 msf in FY23  
~2,000 units Handover in FY23

To Hand over  
~3,000 units in FY24

## Project Completion Trend (msf)

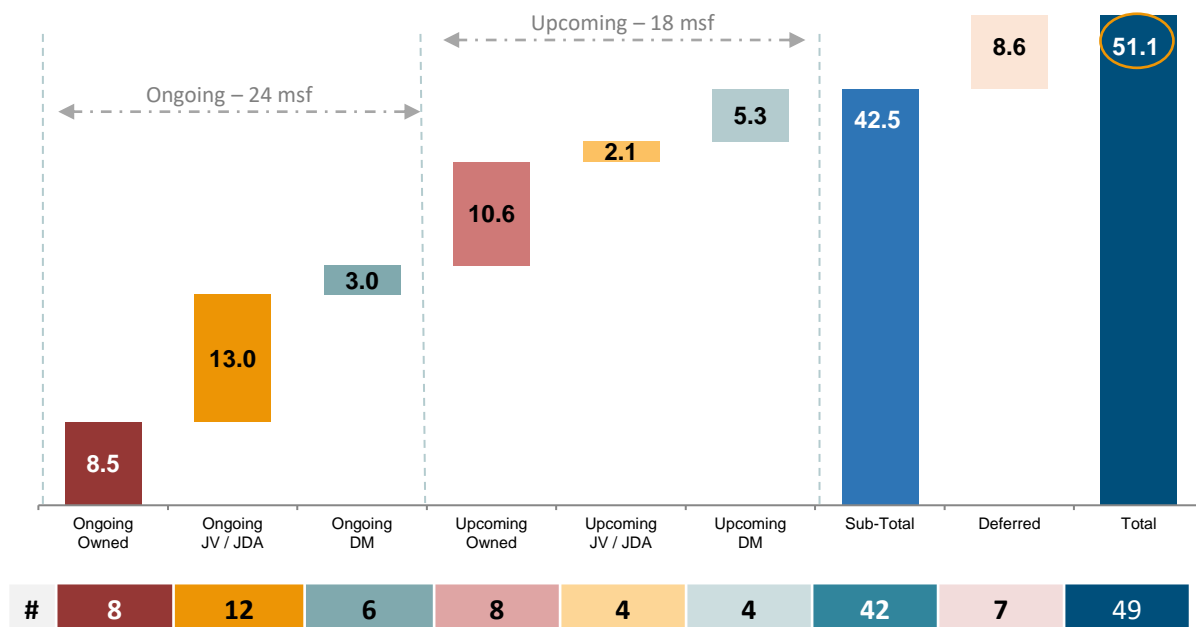
| # units handover | 2,093 | 2,885 | 2,280 | 2,000+ | ~8,000 |
|------------------|-------|-------|-------|--------|--------|
|------------------|-------|-------|-------|--------|--------|



- ✓ Poised to complete and deliver 10+ msf in 3 years, largely reflecting sales ramp-up in last 4 years (SPL sold over 14 msf in 4 years)
- ✓ Construction progress encouraging and projects mostly on track
- ✓ Sharp rise in handovers to improve revenue recognition potential over the next 3 years
- ✓ Over 2,000 units handed over in FY23 and likely to handover ~3,000 units in FY24

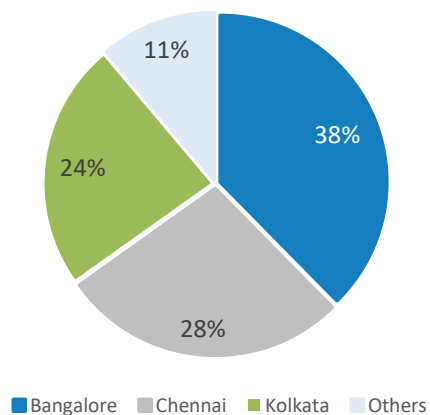
# Project Pipeline Update – September'23

## Project Pipeline (msf)

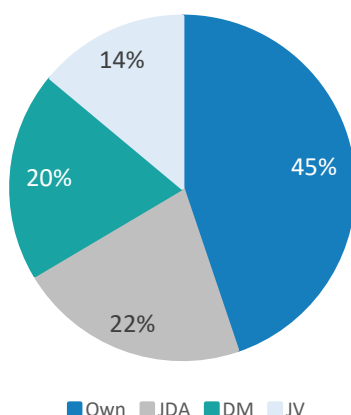


|                          | # projects | Msf   |
|--------------------------|------------|-------|
| Pipeline – March'23      | 53         | 52.9  |
| Less: Projects Completed | (4)        | (1.8) |
| Pipeline – September'23  | 49         | 51.1  |

Pipeline – By Region



Pipeline – By Development Type



- ✓ **Completed 4 projects in H1** – Shriram Blue, Eden 144, Rainforest, Shriram Earth at One City.
- ✓ Overall pipeline remains impressive; 49 projects with 51 msf potential with 24 msf ongoing and 18 msf upcoming projects.
- ✓ Several new projects at advanced stage.

# Strategies for Unlocking Potential from Kolkata Progressing Well

## Kolkata Development Strategy

### Own development of c.10msf over next 3-5 years

#### Development Status Update

- ❑ **Shriram Grand-1:** (2 msf, almost entirely sold)
  - Handover progressing in some clusters; To deliver ~800 units in FY24
  - Construction in full swing in other clusters
- ❑ **Shriram Sunshine:** (2.3msf, launched in 3 phases)
  - Already sold ~90% of Phase-1 and 60% of Phase-2 (aggregate 1.3 msf)
- ❑ **Upcoming :** ~5.5 msf to be launched over next 3 years
  - Villa development likely to be launched in H2FY24

### Monetising remaining land bank c.22msf

#### Monetisation Update

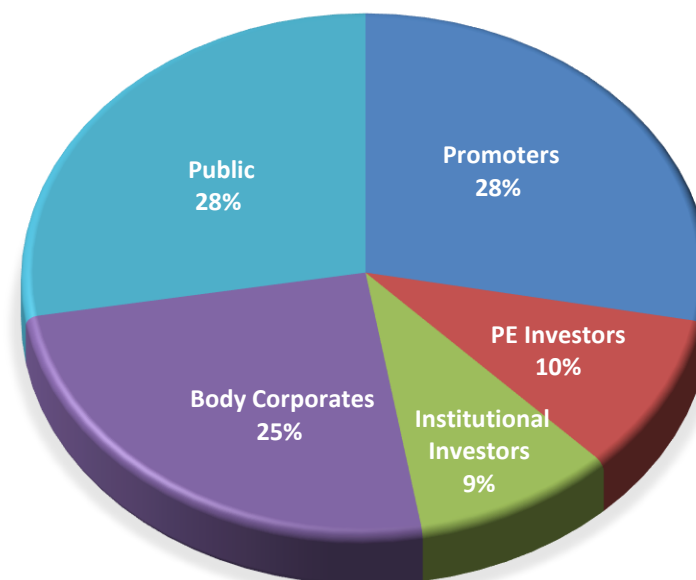
- **FSI sale progressing well; MoU with LOGOS,**
  - Documentation done; Awaiting GoWB clearances
  - Targeted closing in H2- FY24
- **Likely interest from another large global player**



# Shareholding Pattern as at 30<sup>th</sup> September 2023

| Category                 | No.of Holders | %           |
|--------------------------|---------------|-------------|
| Promoters                | 3             | 28%         |
| Private Equity Investors | 1             | 10%         |
| Institutional Investors  | 23            | 9%          |
| Body Corporates          | 401           | 25%         |
| Public                   | 74,161        | 28%         |
| <b>Total</b>             | <b>74,589</b> | <b>100%</b> |

Share Holding Pattern as at 30 September 23



## Promoter Shareholding Composition

| Promoter Name                                | %            |
|--|--------------|
| Shriram Properties Holdings Pvt Ltd (SPHPL)* | 27.8%        |
| SGEWT  | 0.1%         |
| M Murali                                     | 0.1%         |
| <b>Total</b>                                 | <b>28.0%</b> |

\* out of 28% held by Promoters, Mr. M. Murali held 7.42% directly & indirectly through holding shareholding in SPHPL

**Promoter Group holding to remain stable**

# Investment Summary

## 8. Access to Capital

- Strategic relationships with domestic and international financial investors
- Early recipient of FDI in the sector

## 1. Corporate Governance

- Shriram Group DNA and marquee investor presence for a decade contribute to strong governance and transparency practices

## 7. Low Leverage

- Well capitalized, with leverage levels of 0.35x<sup>1</sup>

## 2. Trust and Brand

- 'Shriram' brand benefits from strong trust and recall among target customers

## 6. RERA Beneficiary

- Well-positioned to reap benefits of RERA led industry consolidation
- Built deep project pipeline
- Proven ability to manage partnerships

## 3. Track Record

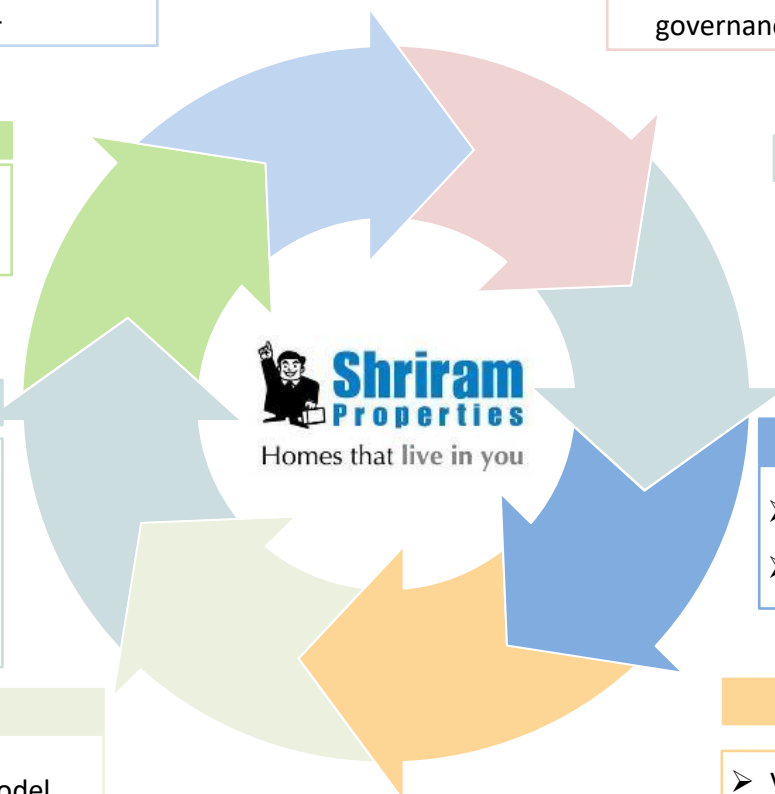
- Robust execution track record
- Delivered 40 projects

## 5. Scalability

- Asset light, highly scalable business model
- DM being core part of strategy
- Strong organisational build up in recent years

## 4. Strong Growth Outlook

- Visible growth pipeline with continued focus on mid-market & affordable segment
- Demonstrated ability to ramp-up
- Core strategy unchanged – Focus on mid-market and affordable housing in South India



Note: 1. As of September 30, 2023. Net debt calculated as (Gross debt – Cash & cash equivalents). Gross debt excluding unsecured inter-company loans (from JVs)

**Well-positioned to navigate key challenges of the real estate industry**

# SPL footprints in emerging Micro-Markets

## Whitefield Micro Market:

- **Shriram Spurthi** Started in – 2003 | Completed in 2005 | Whitefield
- **Shriram Samskruthi** Completed - 2005 | Whitefield

## Sahakarnagar/Kodigehalli Micro Market:

- **Shriram Shreyas** Completed 2006 | Kodeigehalli/ Sahakarnagar

## Domlur Micro Market:

- **Shriram Spandhana** Started - 2004 | Completed - 2006 | Domlur (Embassy Golflinks Business Park came about in 2012)

## Marathahalli Micro Market:

- **Shriram Samruddhi** Started - 2005 | Completed - 2010 | Marathahalli

## Yelahanka Micro Market:

- **Shriram Sahana** Started - 2010 | Yelahanka Newtown Road

## Attibele Micro Market:

- **Shriram Smrithi**, Started – 2010 | Sarjapur Attibele Rd.



**THANK YOU**



Budget Housing Project of the year – Shriram South East



Budget Housing Project of the year – Shriram South East



Property Awards of the Year Plotted Development Shriram Earth



Best Gated Community of the year – Shriram Shankari



Visionary Leader of the year (1)



Integrated Township Project of the year – Shriram Grand City



Best Efficient & Sustainable Smart Real Estate Project Shriram Greenfield



MD of the Year Real Estate Sector<sup>9</sup>



Lifetime Achievement Award For Outstanding Contribution To Real Estate Sector<sup>10</sup>



Most Admired Upcoming Project of the Year Shriram Suvilas<sup>11</sup>



Developer of the Year

BACK-UP SLIDES



Brand Leadership Award<sup>1</sup>



Affordable Housing – Brand of the Year<sup>2</sup>



Developer of the Year<sup>3</sup>



Best Builder Residential Projects in Karnataka<sup>4</sup>



Innovative Real Estate Campaign of the Year<sup>5</sup>



Most Admired Upcoming Project of the Year<sup>6</sup>



Outstanding Project of the Year for Shriram Greenfield



Innovative Real Estate Marketing Campaign of the Year for Shriram Greenfield

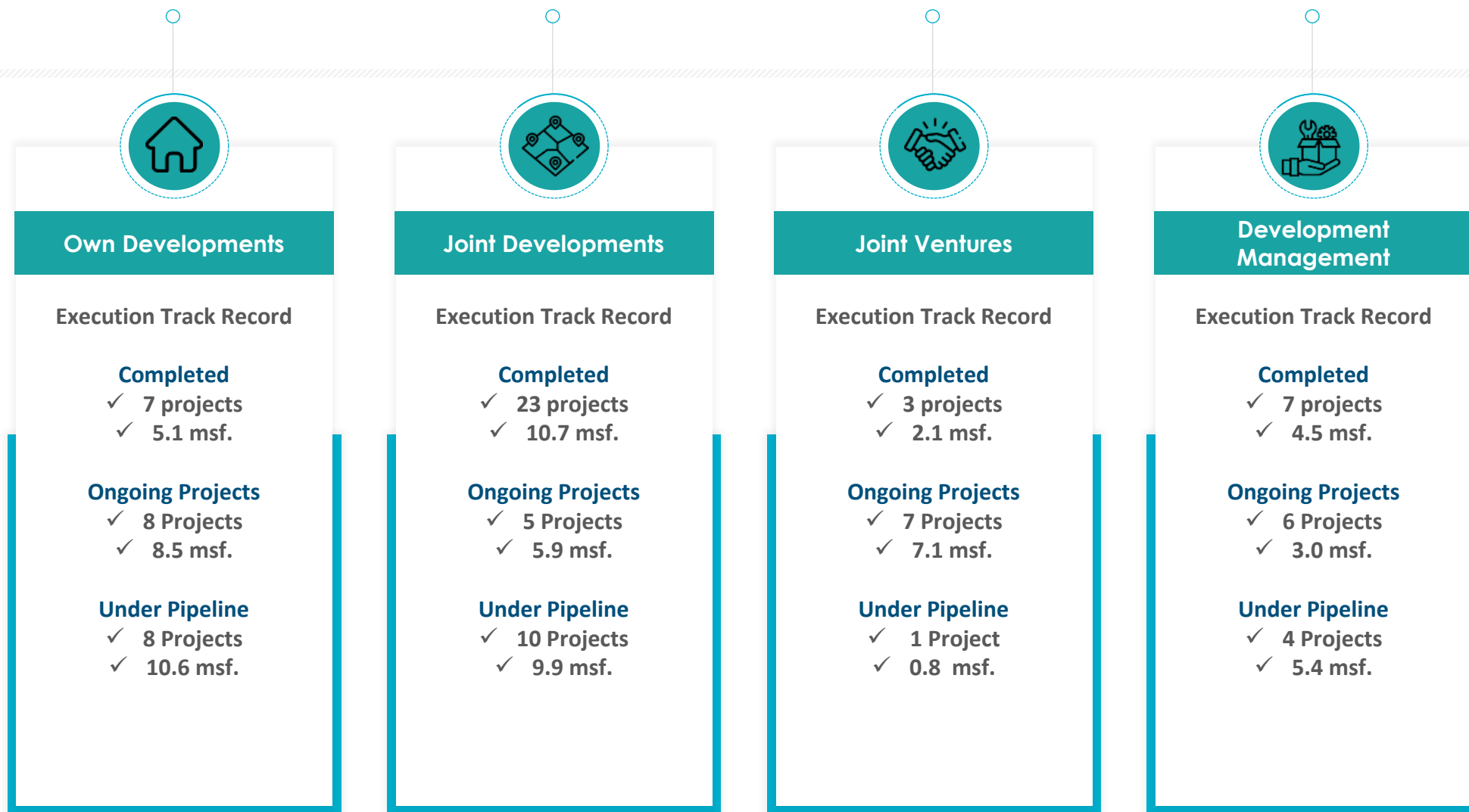


Innovative Real Estate Marketing Campaign Of The Year<sup>8</sup>



MD of the Year<sup>13</sup>

# Annexure-1: Projects Snapshot by Development Models



## Annexure-2: Development Model Business Dynamics

| Development Model | Land Ownership | Project Launch & Execution |          |               |                   |                  |                   | Delivery                       |  | Financials                                   |                       |                       |  |                       |  |
|-------------------|----------------|----------------------------|----------|---------------|-------------------|------------------|-------------------|--------------------------------|--|--|-----------------------|-----------------------|--|-----------------------|--|
|                   |                | Project & Product Design   | Approval | Branding      | Sales & Marketing | CRM              | Project Execution | Delivery & RERA responsibility | Maintenance  | Overall Economics                            | Revenue               | Construction Costs    | Marketing Costs  | Debt & Interest Costs | Free Cashflow Sharing Basis  |
| Own               | SPL            | SPL                        | SPL      | Shriram Brand | 100% SPL Efforts  | 100% SPL Efforts | 100% SPL Efforts  | SPL                            | 100% SPL Efforts till HOA Take-over of Maintenance | 100% SPL                                     | 100% to SPL           | 100% to SPL           | 100% to SPL  | in SPL Books          | 100% to SPL  |
| JDA               | Landowner      | SPL                        | SPL      |               |                   |                  |                   | SPL                            |  | Revenue / Space sharing                      | 100% - LO Share       | 100% to SPL           | 100% to SPL  | in SPL Books          | 100% to SPL  |
| JV                | Joint          | SPL                        | SPL / LO |               |                   |                  |                   | SPL                            |  | Profit Sharing                               | 100% to SPV           | 100% to SPV           | 100% to SPV  | 100% to SPV           | Proportionate to economic interest in the SPV. SPL gets DM fee in addition       |
| DM                | Landowner      | SPL                        | SPL / LO |               |                   |                  |                   | Landowner                      |  | Fee activity - All upside/downside to LO SPV | 100% to DM/LO Company | 100% to DM/LO Company | Depends on DM Fee arrangement - to LO/DM Co if on Net basis, else grossed up in fees | 100% in DM/LO Company | 100% to LO Partner. SPL gets only DM Fee linked to sales & construction progress |

## Annexure-3: Business Model Dynamics

### Range of Services offered by SPL under DM Model



DESIGN



APPROVALS



SALES



MARKETING



CONSTRUCTION



CRM



HANDOVER



MAINTENANCE

| Development Model | Scalability | Capital Intensity | Return   | Risk | Rewards to LO    | Risk to LO      |
|-------------------|-------------|-------------------|----------|------|------------------|-----------------|
| Own               | Low         | High              | High     | High | Least/NA         | Least/NA        |
| JDA               | Moderate    | High              | High     | High | Better than Sale | Least risky     |
| JV                | Low         | Moderate          | Moderate | High | Shared with SPL  | Shared with SPL |
| DM                | High        | Low               | High     | Low  | High             | High            |

*Note: Details dynamics of each model is Annexed.*

# Our Project Presence: Bangalore

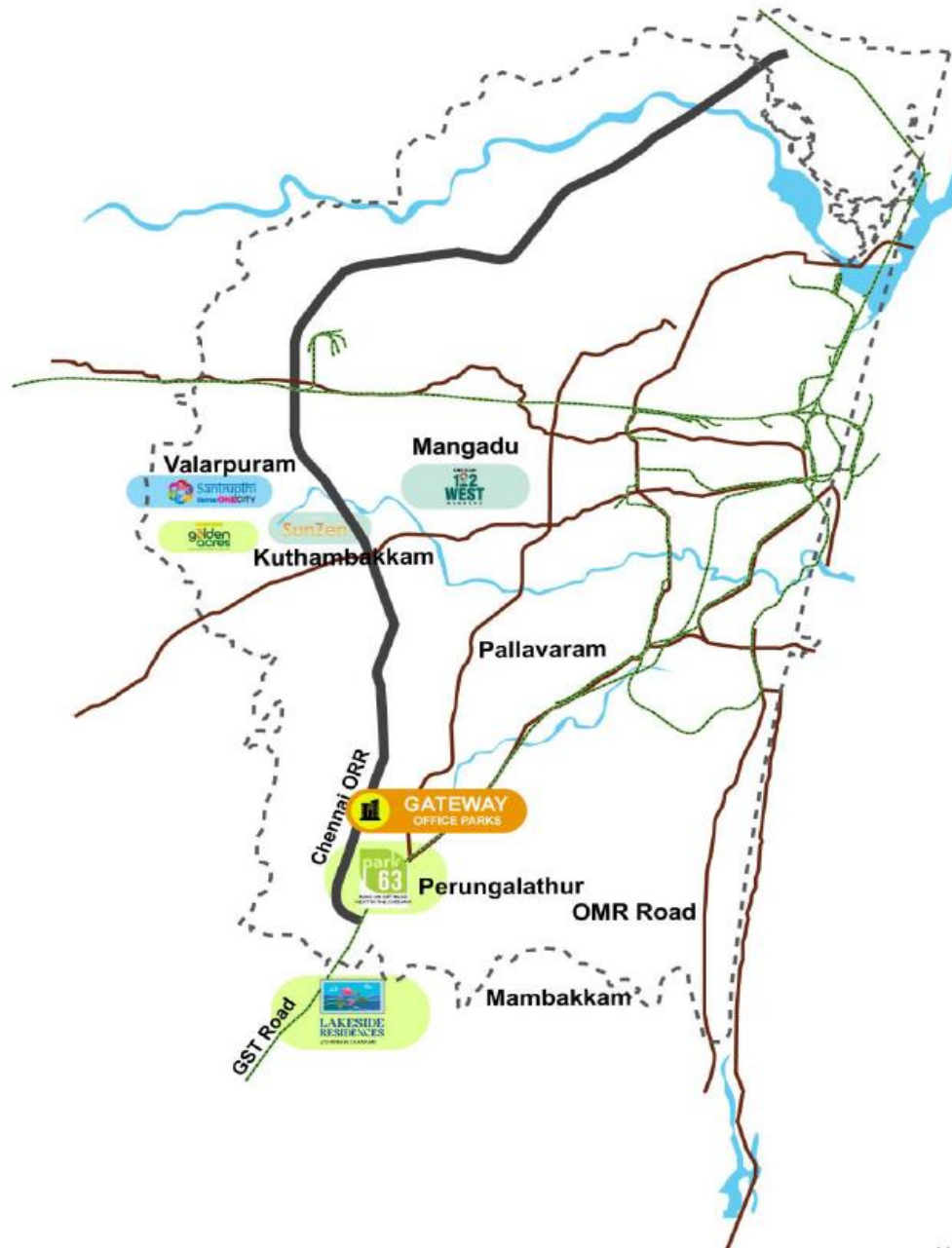


**Bengaluru's  
best locations  
now within  
your reach.**





# Our Project Presence: Chennai



- ONGOING
- COMPLETED
- NEW LAUNCH
- OFFICE PARK

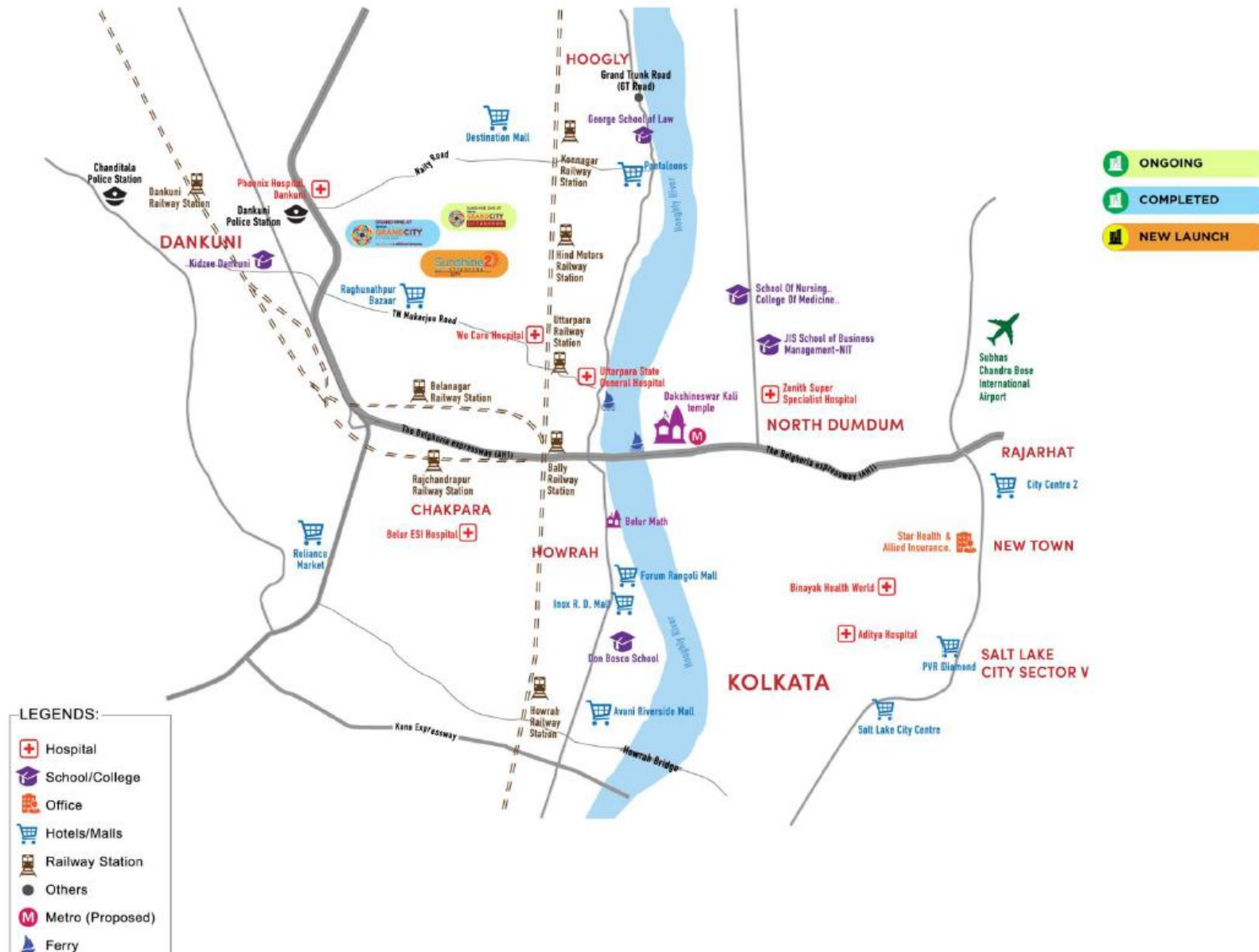


Map not to scale

Map not to scale

# Our Project Presence: **Kolkata**

## OUR PRESENCE IN KOLKATA





Budget Housing Project of the year – Shriram South East



Budget Housing Project of the year – Shriram South East



Property Awards of the Year Plotted Development Shriram Earth



Best Gated Community of the year – Shriram Shankari



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BACK-UP SLIDES: FY23 PERFORMANCE



Brand Leadership Award<sup>1</sup>



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Innovative Real Estate Marketing Campaign Of The Year<sup>8</sup>



MD of the Year<sup>13</sup>

# Key Highlights & Developments: FY23

## Operational Performance

- Sales volumes at 4.0 msf (net) - *a new high for SPL*
- Highest-ever sales, both Volume and Value
- Realisation growth at ~8% YoY; on top of 8% in H2FY22
- Sales-at-launch @ 44% *reflecting sustained launch efficiency*
- Plotted development share at ~27% of sales volume
- Strong collections from existing sales; New sales led collections mirrored launch trends

## Project Execution

- Handed-over 2,000+ units/plots - *new record for SPL*
- Completed 7 projects- 3 *resi.* & 4 *plotted*; TSA\* of 3.8msf
- Strong registrations momentum in recently completed projects - *Southern Crest & Grand One*
- Ongoing project progress remains strong; on track for completion within RERA timelines

## Financial Performance

- Earnings turnaround momentum continued, *consistent growth since IPO*
- Improving profitability and returns – *Improving scale & operating leverage. Rising DM fee and cost control helped*
- Total Revenues up 57% YoY; Net profit jumps 3.8x to Rs.68 crs from Rs.18 crores in FY22
- Interest costs dropped, despite RBI rate hike impact
  - CoD at 11.8% from 12.5% in FY22 and 13.7% pre-IPO
  - 230bps drop despite RBI Rate Hike impact (250 bps)
- CRISIL assigned *“A-/Stable” rating* in Mar’23

## Business Development & Project Pipeline

- Added 10 projects with 8.1msf area during 9M
- Pipeline has 51 projects with 53 msf dev. potential
  - Includes 24 msf across 26 projects in ongoing projects
  - Live pipeline of 44msf; 8.6msf likely to take more time
- ASK co-investment platform taken-off well
  - Shriram Pristine Estates launched in Feb’23
  - 2<sup>nd</sup> project under finalisation for H1-FY24 launch
- LOGOS deal progressing satisfactorily
- Xander Gateway Office completed - DM being received
  - ~Rs.600 Mn received in Apr’23; Rs.750 Mn in aggregate so far

# Financial Highlights : Profit & Loss | Q4 & 12M FY23

| Particulars (Rs. Mn)                           | 9M FY23      | Q4 FY23      | FY23         | FY22         | YoY (%)     |
|--|--------------|--------------|--------------|--------------|-------------|
| <b>Total Revenues</b>                          | <b>6,430</b> | <b>1,710</b> | <b>8,139</b> | <b>5,178</b> | <b>57%</b>  |
| Cost of revenue                                | 3,899        | 633          | 4,532        | 1,823        |             |
| Employee benefit expense                       | 595          | 193          | 787          | 730          |             |
| Other expenses                                 | 560          | 431          | 991          | 807          |             |
| <b>Total Operating Expenses</b>                | <b>5,054</b> | <b>1,257</b> | <b>6,311</b> | <b>3,360</b> | <b>88%</b>  |
| <b>EBITDA</b>                                  | <b>1,376</b> | <b>453</b>   | <b>1,828</b> | <b>1,818</b> | <b>1%</b>   |
| <b>Finance Costs</b>                           | <b>755</b>   | <b>308</b>   | <b>1,064</b> | <b>1,199</b> | <b>-11%</b> |
| - Interest expense                             | 523          | 216          | 740          | 940          | -21%        |
| - Unwinding Impact (non-cash charge)           | 164          | 57           | 221          | 205          |             |
| - Other finance costs (net of finance income)  | 68           | 35           | 103          | 54           |             |
| <b>Depreciation</b>                            | <b>58</b>    | <b>20</b>    | <b>78</b>    | <b>66</b>    |             |
| <b>Profit before share of JV Income/(Loss)</b> | <b>562</b>   | <b>124</b>   | <b>687</b>   | <b>552</b>   | <b>24%</b>  |
| Add: Share of profit/(loss) of JVs             | 15           | 14           | 29           | (226)        |             |
| <b>Profit Before Tax</b>                       | <b>578</b>   | <b>138</b>   | <b>716</b>   | <b>326</b>   | <b>119%</b> |
| Tax expense                                    | 54           | (20)         | 33           | 146          |             |
| <b>Net Profit</b>                              | <b>524</b>   | <b>158</b>   | <b>683</b>   | <b>180</b>   | <b>279%</b> |

## Total Revenues

Rs. **8,139** Mn



## Interest Expense

Rs. **740** Mn



## Net Profit

Rs. **683** Mn



\* Includes DM fee of INR 441 Mn, INR 178 Mn, INR 619 Mn and INR 1,043 Mn in 9MFY23, Q4FY23, FY23 and FY22 respectively

**Growth momentum continues; Significant jump in Revenues and PAT**

**EBITDA growth impacted by lower base of FY23**

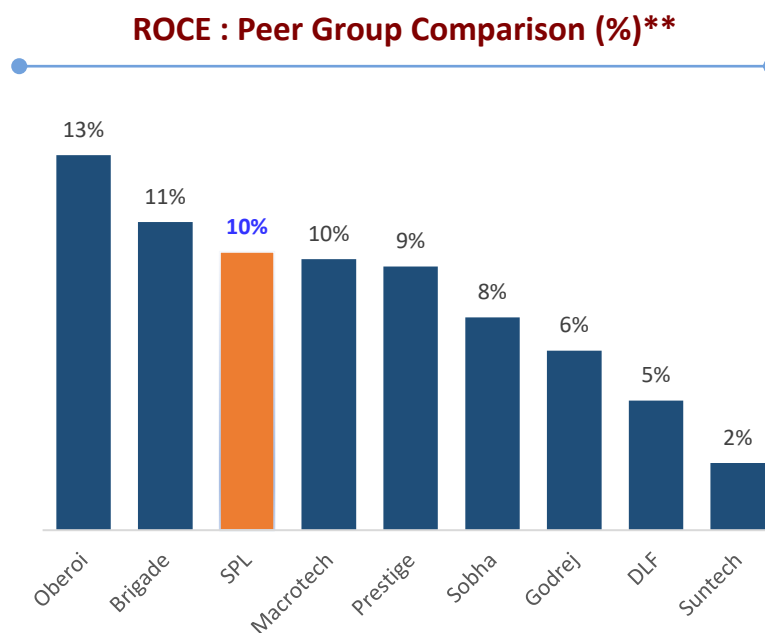
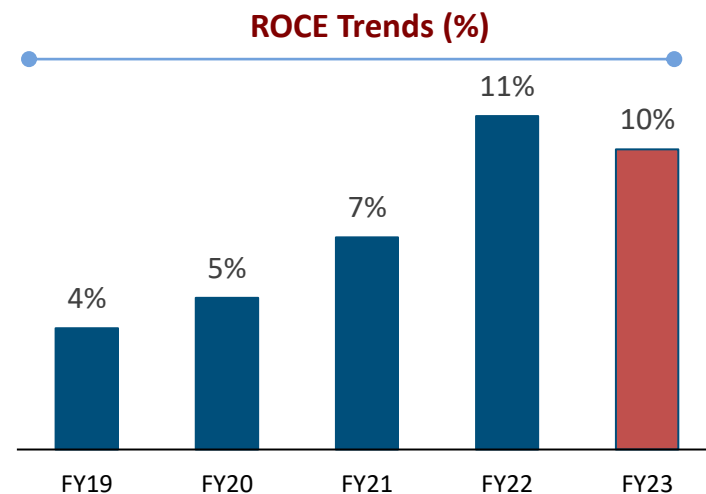


# Financial Highlights : Balance Sheet | FY23

| Particulars (Rs Mn)                          | 31-Mar-23     | 31-Mar-22     |
|--|---------------|---------------|
| Fixed Assets                                 | 813           | 823           |
| Investments and loans                        | 1,526         | 1,810         |
| Inventories                                  | 22,208        | 21,882        |
| Cash and Bank Balances                       | 1,204         | 1,405         |
| Other Assets                                 | 10,679        | 10,418        |
| <b>Total Assets</b>                          | <b>36,431</b> | <b>36,338</b> |
| Less: Liabilities*                           | 18,017        | 19,598        |
| <b>Net Assets</b>                            | <b>18,414</b> | <b>16,740</b> |
| Equity                                       | 11,998        | 11,309        |
| Borrowings                                   | 6,415         | 5,431         |
| - <b>External Borrowings</b>                 | <b>5,526</b>  | <b>4,811</b>  |
| - <i>Inter-company borrowings (from JVs)</i> | 889           | 620           |
| <b>Total Equity + Borrowings</b>             | <b>18,414</b> | <b>16,740</b> |

\* Includes customer advances, trade payables, provisions excl. borrowings

\*\* Data from Company presentation/Financials; 9MFY23 Data annualized for Sobha and Prestige



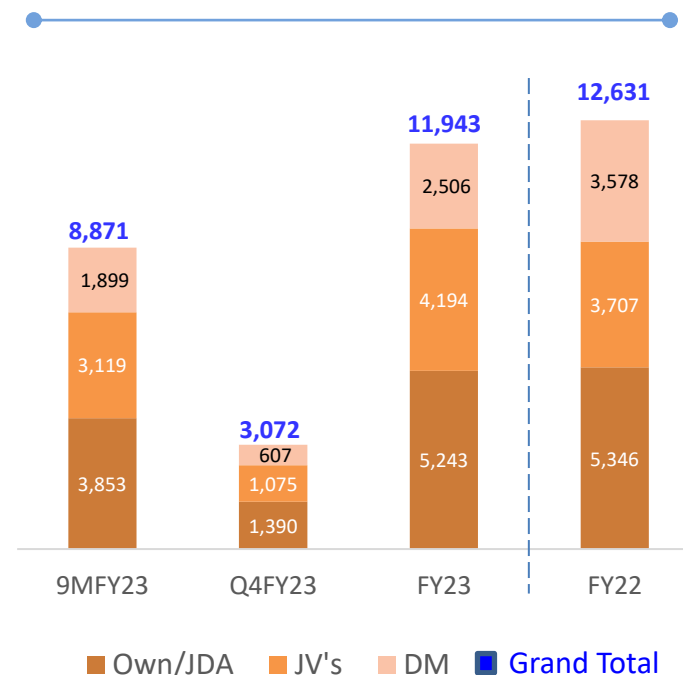
**Strong Balance Sheet with headroom for growth; Improving Debt Equity;**

**ROCE among the highest in peer group**

# Financial Highlights: SPL CFS Cash Flows | Q4FY23 (Excl. DM & JV cashflows)

| (In Rs Mn)                            | 9M FY23        | Q4 FY23        | FY23           | FY22           |
|---------------------------------------|----------------|----------------|----------------|----------------|
| Collections                           | 3,853          | 1,390          | 5,243          | 5,346          |
| DM Income                             | 455            | 117            | 572            | 721            |
| Other Inflows                         | 5              | 2              | 7              | 6              |
| <b>Operating Inflow</b>               | <b>4,313</b>   | <b>1,509</b>   | <b>5,821</b>   | <b>6,073</b>   |
| Construction Spending                 | (2,266)        | (695)          | (2,961)        | (3,645)        |
| Marketing & Admin Costs               | (1,090)        | (396)          | (1,486)        | (1,329)        |
| Other Operating flows                 | (189)          | (37)           | (226)          | (36)           |
| <b>Operating Outflow</b>              | <b>(3,545)</b> | <b>(1,128)</b> | <b>(4,673)</b> | <b>(5,010)</b> |
| <b>Cashflow from operations</b>       | <b>768</b>     | <b>381</b>     | <b>1,148</b>   | <b>1,063</b>   |
| IPO Proceeds                          | -              | -              | -              | 2,775          |
| Loan Draws                            | 3,213          | 1,199          | 4,412          | 1,059          |
| Loan Repayment                        | (2,804)        | (866)          | (3,670)        | (3,349)        |
| Net flows from borrowing              | 409            | 333            | 742            | (2,290)        |
| Interest expense, net                 | (495)          | (147)          | (642)          | (807)          |
| Other financing cashflows             | (88)           | 2              | (86)           | -              |
| <b>Cash flow from Financing</b>       | <b>(174)</b>   | <b>188</b>     | <b>14</b>      | <b>(323)</b>   |
| <b>FCF before New Project Inv.</b>    | <b>594</b>     | <b>569</b>     | <b>1,161</b>   | <b>740</b>     |
| <b>Less: New Project Investments*</b> | <b>(1,230)</b> | <b>(134)</b>   | <b>(1,364)</b> | <b>(207)</b>   |
| <b>Net Free Cash Flow</b>             | <b>(636)</b>   | <b>435</b>     | <b>(201)</b>   | <b>533</b>     |
| Opening Cash & Cash Equiv.            | 1,405          | 769            | 1,405          | 872            |
| Closing Cash & Cash Equiv.            | 769            | 1,204          | 1,204          | 1,405          |

## Gross Collection Trends SPL Own & JDA / JVs / DM



- ✓ Operating cashflows remain strong
- ✓ Significant new project investments in FY23
- ✓ Significant repayment, including pre-payments in the context of ongoing refinancing activities
- ✓ FCF before new project investments strong at Rs. 1.16bn – highest in 5 years
- ✓ Overall enterprise cashflows remain strong, with adequate liquidity

\* Includes cash outflows for acquisition of Suvilas Realities and SPL's share of investment in Shriram Pristine Estates ("JV") under ASK platform

# Key Highlights & Developments – Q2 | FY24

## Operational Performance

- Sales volumes up 14% YoY; Sales Value up 40% YoY in Q2.
- Successful pre-launch of Shriram Paradiso, Chennai. 2 phase launches done with encouraging initial response.
- Shriram 122 West (Chennai) launch efforts commenced; formal launch in Q3 to capture festive demand.
- Quarterly collection at record high; H1FY24 at record high as well. Muted Q1 offset by higher Q2 flows.
- Construction momentum strong – activity start at new projects & completion focus in key ongoing projects.

## Project Execution

- Customer handover at 470+ units in Q2, pushing H1 handover to 830+ units.
- Shriram Earth at One City (Plots) with 0.42 msf saleable area moved to completed portfolio.
- Execution momentum rising with targeted completion of 5 projects\* in H2 FY24.
- 5 project completion & handover involve 2,500+ units; On track to reach ~3,000 units handover in FY24.

\* Projects include Liberty Square, Chirping Woods T5, Southern Crest Tower D, and Shriram Shankari

## Financial Performance

- Rising earnings momentum with strong margins.
- Revenues at 389 Cr; Healthy EBITDA margins 30%.
- Net Profit at Rs.37 crs – up 23 % YoY.
- Enhanced scale and operating leverage, stable DM and cost control supporting profitability.
- Cash From Operations at Rs.118 Crs.
- Debt marginally higher due to re-acquiring of MC's interest & consequent debt consolidation as subsidiary.
- Cost of Debt drops further to 11.4% in H1.

## Business Development & Project Pipeline

- Completed 2<sup>nd</sup> co-investment under ASK Platform - Shriram 122 West; getting ready for launch in Q3.
- Re-acquiring economic interest in Shriram Park63 – JV with Mitsubishi Corporation.
  - *Pending revenue recognition potential of Rs.500crs (Phase 2) and enhanced project returns.*
- Strong project pipeline to support growth momentum
  - *42 projects with ~43 msf development potential*
  - *Includes 24 msf across 26 projects in ongoing projects.*
- LOGOS deal progressing well; *Likely closing during H2.*

# Key Highlights & Developments – Q1FY24

## Operational Performance

- Highest-ever Q1 sales, both in terms of volumes and values
- Sales volumes up 17% YoY ; Value up 47% YoY in Q1
- 2 new launches; 3 new launches underway
- Strong sustenance collections; New sales led collections ramping with launch trends
- Construction gaining momentum – *5 projects nearing completion; 3 new projects going live in Q2-Q3*

## Project Execution

- Handed over 350+ units in Q1, despite slowdown in registration since Apr'23 (*Election / Kaveri 2.0 issues*)
- On-track to handover ~3,000 units in FY24; to drive strong income recognition
- Completed 3 projects in Q1FY24 - (*Shriram Blue, Rainforest & Eden, with 1.36 msf saleable area*)
- Strong registrations momentum continue, driven by FY23 completed projects

## Financial Performance

- Strong earnings momentum continued in Q1FY24
  - *Revenues up 10% YoY, EBITDA up 50% YoY; PBT up 40% YoY*
  - *Net Profit higher by 59% at Rs. 17 crores*
- Enhanced scale and operating leverage, stable DM and cost control supporting profitability
- EBITDA & Net margins at 34% & 11% respectively
- Cash From Operations at Rs.680 mn
- Received Rs.600 mn of DM fee from Xander
- Cost of Debt declining still; to reach ~11.5% in Q2

## Business Development & Project Pipeline

- Acquired an erstwhile DM project in Chennai (1.88msf saleable area)\*; Being launched as Shriram 122 West in Q2
- ASK Investment platform – 2<sup>nd</sup> project finalised
  - *Newly acquired Chennai project to be on ASK Platform*
  - *Definitive agreements signed; Investment by mid-Aug'23*
  - *Additional projects under the platform under evaluation*
- Strong project pipeline to support growth momentum
  - *42 projects with ~43 msf development potential*
  - *Includes 23 msf across 24 projects in ongoing projects*
- LOGOS deal progressing well; *Likely closing by H2-FY24*

\* Under a Business Transfer Agreement (BTA)