

**November 14, 2022**

National Stock Exchange of India Limited The Listing Department Exchange Plaza, 5th Floor Plot C 1 – G Block Bandra-Kurla Complex, Bandra ( E) Mumbai 400 051 Scrip Code: SHRIRAMPSS	BSE Limited Dept of Corporate Services Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai 400 001 Scrip Code : 543419
--	---

Dear Sir/Madam,

**Sub: Investor Presentation**

Further to our intimation on November 9, 2022 and pursuant to Regulation 30 read with Schedule III Part A Para A of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached the presentation to be made to the Analyst / Investors on the Unaudited Financial Statements for the quarter and half year ended September 30, 2022

We request you to take the above information on record.

Thanking you.

Regards

For Shriram Properties Limited

D. Srinivasan

Company Secretary

FCS 5550

**Shriram Properties Limited**

“Shriram House”, No.31, Old No.192, 2nd Main Road, T Chowdaiah Road, Sadashivanagar, Bengaluru – 560080  
T +91-80-40229999 | F +91-80-41236222 | Web: [www.shriramproperties.com](http://www.shriramproperties.com)

Registered Office: Lakshmi Neela Rite Choice Chamber, New No.9, Bazullah Road, T. Nagar Chennai – 600 017

GST No: 29AAFCS5801D1ZI CIN No: L72200TN2000PLC044560



**Shriram Properties Limited**

*Q2FY23 Results Presentation*

**November 2022**

*This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Shriram Properties Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.*

*This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.*

*Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the healthcare industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.*



## Industry Overview

# Industry Operating Environment Positive; Housing Demand Strong

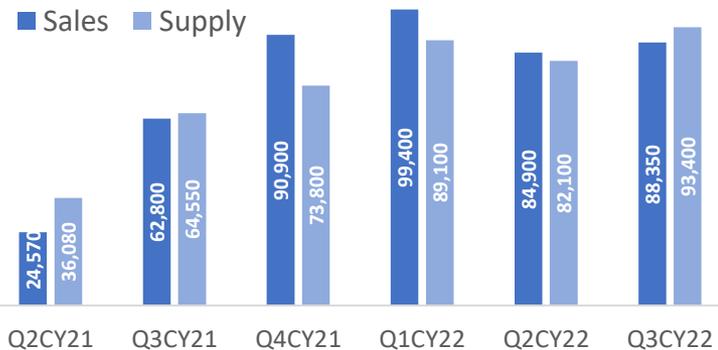
- Housing demand remained strong across Top-7 markets
- Supply growth robust as well; Inventory down to 21 months in Top-7 cities
- 4% QoQ drop in Bangalore & Chennai inventories; Kolkata down 9% QoQ
- Demand outlook remains strong, esp. in mid-market & affordable segments;
- Housing loan demand appear strong, impact of rising rates only modest
- Prices across Top-7 cities up by 1-2% QoQ and up 4-7% YoY
- Input cost pressures recede, after a short-term spike in Q4FY22

## KEY EMERGING TRENDS – Largely remain intact

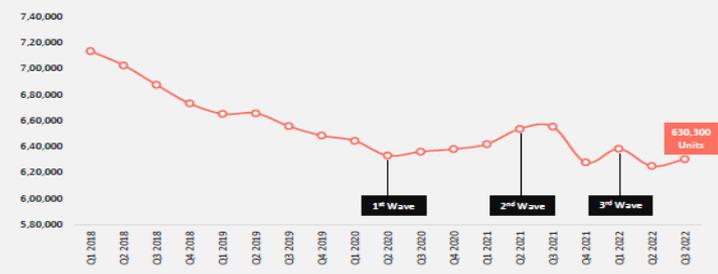
- Housing affordability remains favorable, despite rate hikes
- Developers offering schemes to fix rates, to accelerate customer decisions
- Strong talent demand in key sectors of our core markets, resulting in job security and improved purchasing power
- Larger branded players continue to dominate the market
- Plotted developments in high demand
- Positive outlook for pricing, supported by strong demand and cost considerations. Industry consolidation impact adding further

## PAN India (Top 7 cities) – Key Trends

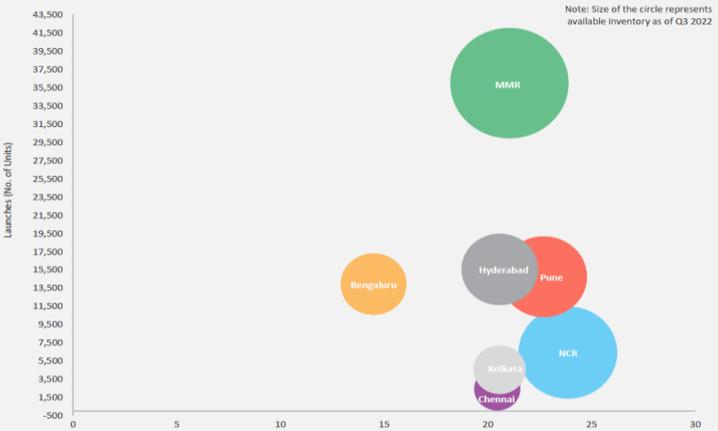
Sales & Supply Trends



Inventory Trends



Inventory Overhang – Key markets





## Operational Highlights

**Q2 & H1 | FY23**

# Key Highlights & Developments

## Operational Performance

- Best-ever sales volume and sales value in H1FY23
- Back at 1.0+ run-rate, supported by launches and seasonal trends. H2 is even stronger historically
- 3 successful launches: 2 in Chennai & 1 in B'lore
- Sales-at-launch stood at ~34%
- DM Project share strong at 30% of H1 Sales

## Project Execution

- Handed-over 700+ units, apart from 300+ plots
- On-track to hand-over ~2,000 units in FY23; to drive strong income recognition
- OC received for Southern Crest & Grand One
- Completed Park63(1A) and Summit as well
- Ongoing projects on-track, within RERA timelines

## Financial Performance

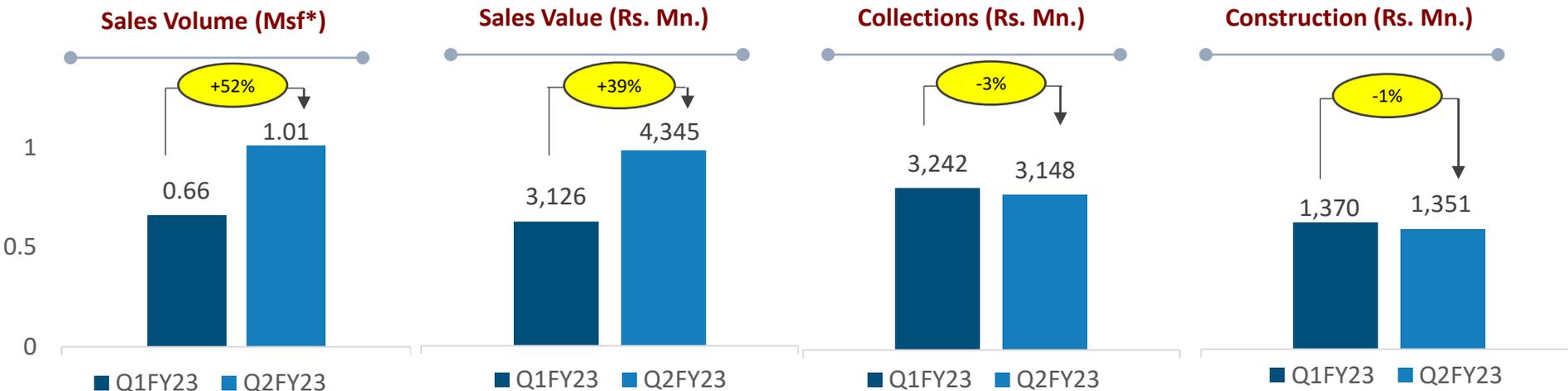
- Strong Q2 performance, both QoQ and YoY
  - Revenues up 112% QoQ and 240% YoY
  - EBITDA up 44% QoQ and 138% YoY
- Impressive H1 results YoY - revenues nearly tripled; EBITDA higher by 2.6x. Net earnings 1.7x of FY22
- Improved revenue recognition w/ OC at 2 projects
- Operational costs in control, supporting profitability
- Significant progress in reduction of debt & costs

## Business Development & Project Pipeline

- Satisfactory BD progress ; 2 projects added to pipeline
  - Project pipeline has 54 projects with ~54 msf dev. Potential
  - Includes 24 msf across 26 projects in ongoing projects
  - 80%+ of ongoing project area is sold already as of Sep'22
- MoU with ASK for Rs.5 bn residential RE platform
- LOGOS deal progressing well
- Xander DM for Gateway Office Complex completed
  - to enable cash inflows Rs.1.3 bn

**Encouraging current performance; Reinforcing confidence in meeting full-year guidance**

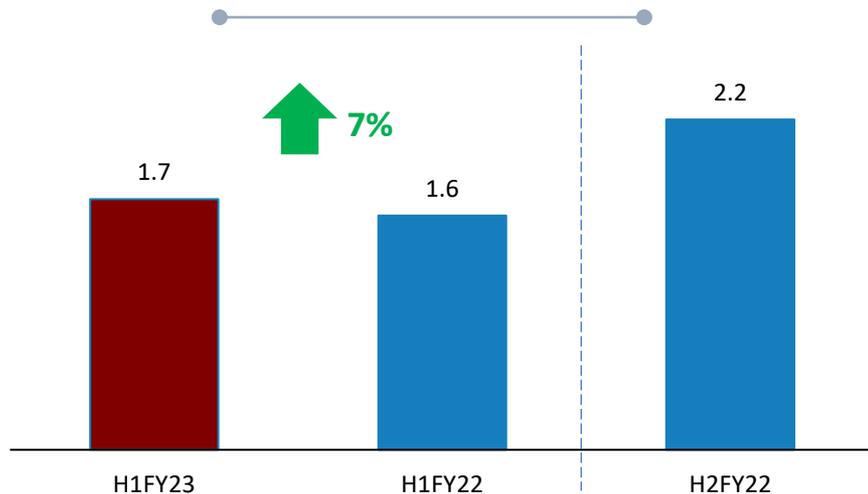
# Performance Snapshot: Q2 | FY23



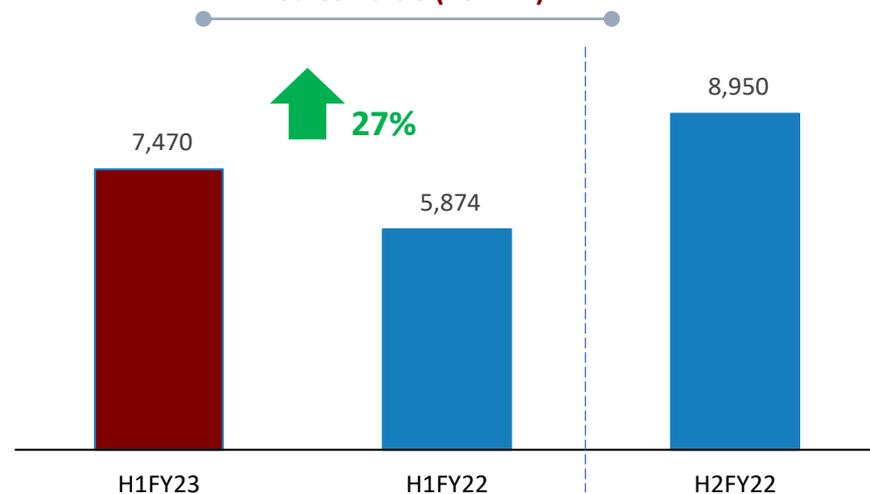
- ✓ Strong QoQ growth trends - Sales volume up 52% QoQ, supported by 2 launches
- ✓ DM projects accounted for 30% of volumes; Share of Plotted development at 32%
- ✓ Sales value up 39% QoQ to Rs. 4,345 million in Q2, compared to Rs. 3,126 million in Q1FY23
- ✓ Gross collections stable, on track in terms of monthly run-rates
- ✓ Construction spend nearly flat on QoQ basis, despite excessive monsoon/unseasonal rains
- ✓ Handed over 700 units; on-track for handover of ~2000 units in FY23
- ✓ Realisation (constructed units) higher at Rs.4,924/Sqft in Q2 (vs. Rs.4,897/Sqft in Q1 & Rs.4,622/Sqft in FY22)

# KPI Half-yearly Trends : H1FY23 and FY22

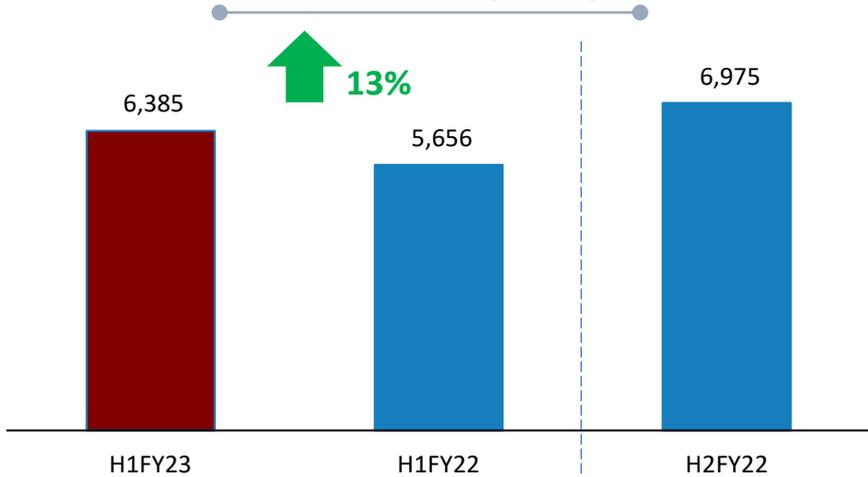
Pre-Sales Volume (msf)



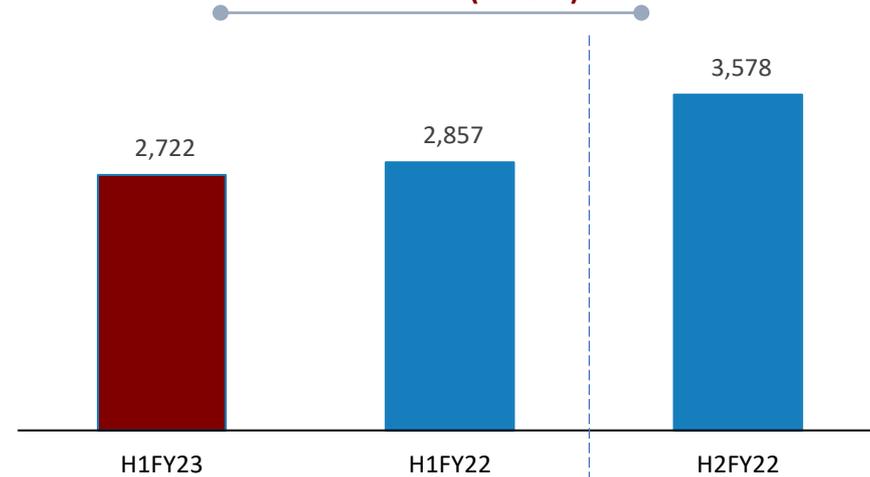
Sales Value (Rs. Bn.)



Gross Collections (Rs. Bn.)



Construction (Rs. Bn.)



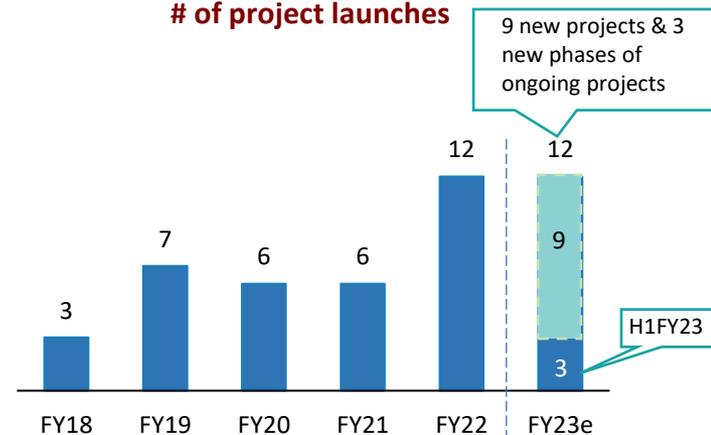
**Continuing growth momentum across KPIs; Business on track to meet FY expectations**

# 3 Successful Launches during H1 FY23

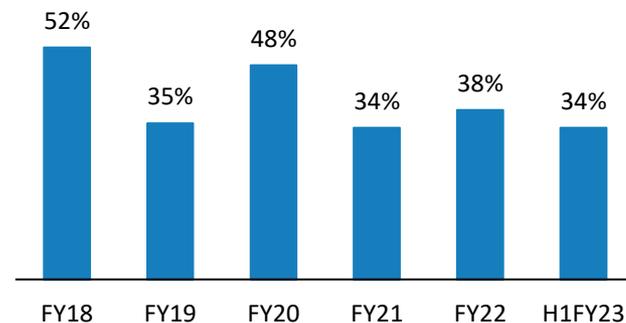
H1 FY23 Launches	Type	Launch	Launch Area	Sold at launch	% sold
Park63 (2B)	New	Jun'22	534,115	56,345	21%
Shriram Golden Acres <sup>1</sup>	Phase	Aug'22	241,646	54,804	23%
Eden 144 – Phase 2 <sup>1</sup>	Phase	Sep'22	240,169	177,053	74%

**Average Sales-at-launch\*** (% of project launched) **34%**

## # of project launches



## Impressive Sales-at-Launch




**LAUNCHING**  
**Rhapsody**  
**AT EDEN**

PLOTS IN NORTH BENGALURU STARTING AT ₹39.90L\*

1200 SQ.FT. TO 2400 SQ.FT.

PLOTTED CAPITAL

080 4083 1320

DEVANAHALLI



**CHENNAI PLOT, MADRAS VILAYIL**

From the new airport at Thiruvani to the Thiruvananthapuram Train Project, it's all coming up around Shriram One City in Vadanapalle, near Saranathi Medical College. Make sure you're a part of it too!

Strategically located just off Chennai-Bengaluru Highway

Along the upcoming Hyderabad - Bengaluru Metro and Monorail routes

Close to Sport, Hospital and many popular industries

Near the Thiruvananthapuram Satellite Town Project

PLOTS STARTING AT ₹12.6L\*

799 6000 474

www.shriramproperties.com



**Park 63**

**LAST CHANCE**  
PRICE SET TO INCREASE FROM NEXT WEEK (OCT 3<sup>rd</sup>)

UNVEILING OUR MOST PREMIUM TOWER IN PHASE 2B  
2-BED ELITE - 790 Sq'ft | 2-BED LUXE - 718 Sq'ft

MONSOON OFFER  
ASSURED HOLIDAY TRIP TO SWITZERLAND WITH EVERY BOOKING\*

30 MINUTES FROM TANBIRAKKANGI ON GST ROAD.

79960 00474

www.shriramproperties.com/park63

\* Sales-at-launch = Actual sales during first 90-days of launch;

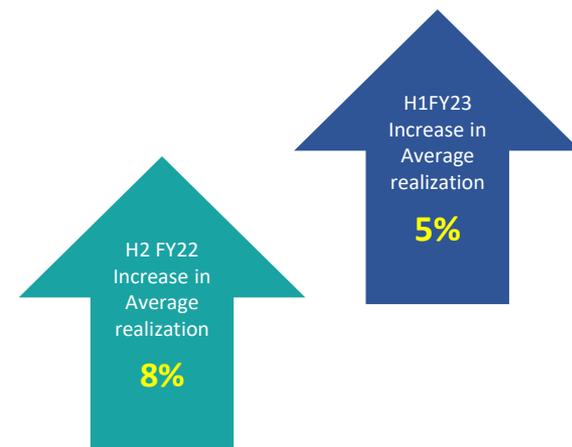
1. Shriram Golden Acres is launched in Aug'22 and Eden 144 – Phase2 in Sep'22. Hence, the sales-at-launch is computed only up to 30- Sep 22 (less than 90 days)
2. SouthEast-3 launched in Feb'22; Temple Bells – Sanjeevini, Clay Grove & Divine City-2 launched in Mar'22  
Sales-at-launch is computed only till 31<sup>st</sup> Mar'22 (less than the 90-days)

**2 planned launches delayed by few weeks for approval needs, moved to Q3 FY23**  
**8+ launches planned for H2FY23, supported by strong project pipeline**

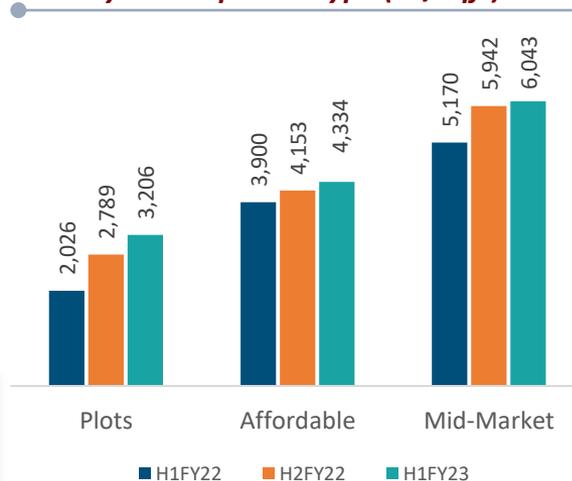
# Encouraging Pricing Trends: H1FY23 realization up 5% over H2FY22

## Price Increase by Project – Top Projects only

Project	Development Type	Realisation Mar'22	% Change from Sep'21	Realisation Sep'22	% change from Mar'22
SouthEast Phase 2	Apartments	4,294	10%	4,639	8%
Southern Crest	Apartments	6,762	-2%	7,191	6%
WYTfield – Phase 1	Apartments	5,309	5%	5,565	5%
WYTfield – Phase 2	Apartments	5,329	NA	5,408	1%
Chirping Grove – 2	Villas	6,438	13%	6,501	1%
One City – 1	Villas	3,521	9%	3,832	9%
One City – 2	Plots	1,474	10%	1,691	15%
Temple Bells (IV)	Apartments	3,966	NA	4,045	2%
Sanjeevini	Apartments	3,980	NA	4,402	11%
Park 63(1A)	Apartments	6,600	19%	7,577	15%
Park 63(2A)	Apartments	6,318	18%	6,168	-2%
Grand One	Apartments	3,863	8%	4,020	4%
Sunshine One	Apartments	3,875	10%	4,015	4%
Sunshine Two	Apartments	3,752	NA	4,294	14%



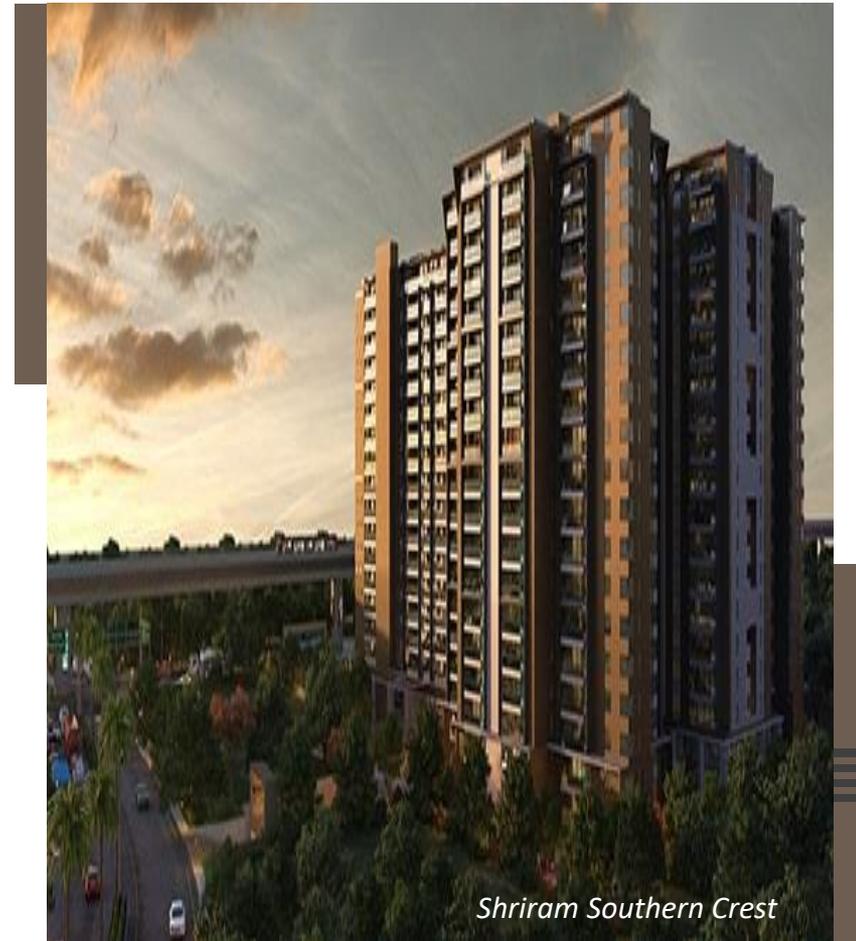
## Realizations Trends by Development Type (Rs/Sqft)



- ✓ SPL avg realisation up 5% in H1FY23, on top of 8% hike seen in H2FY22
- ✓ Strong demand trends supportive of price hikes; Industry consolidation adding strength
- ✓ Industry-wide price improvement seen since Sep-Oct'21 and trend continued during H1FY23
- ✓ Uptrend in pricing on a half yearly timeframe seen across all our core market segments

# Financial Highlights

Q2 | FY23



## Financial Highlights: Q2 & H1 | FY23

- **Strong earnings growth story – 4<sup>th</sup> consecutive quarter of improvement since initial turnaround post listing**
- **Impressive growth in key financial metric – both on QoQ and YoY basis**
- **Impact of improving operating leverage and project execution as well as rising share of DM supporting robust financial performance**
- **Revenue recognition from key projects commenced in H1FY23. Should help deliver stronger revenues and earnings in coming quarters**
- **Strong operational momentum and business lead indicators reinforce confidence on delivering stronger earnings and profitability in H2 FY23.**
- **On track for delivering full year performance, in line with guidance**
- **Significant progress in ongoing efforts to reduce debt and cost of debt**

# Financial Highlights : Profit and Loss | Q2 & H1 FY23

Particulars (INR Mn)	Q2 FY23	Q1 FY23	QoQ (%)	Q2 FY22	YoY (%)	H1 FY23	H1 FY22	YoY (%)	FY22
Revenue from operations*	2,586	1,222	112%	760	240%	3,807	1,182	222%	4,329
Other income	173	229		182		402	370		849
<b>Total Revenues</b>	<b>2,758</b>	<b>1,451</b>	<b>90%</b>	<b>942</b>	<b>193%</b>	<b>4,209</b>	<b>1,552</b>	<b>171%</b>	<b>5,178</b>
Cost of revenue	1,858	717	159%	430	332%	2,575	603	327%	1,823
Employee benefit expense	208	192		179		400	345		730
Other expenses	179	188		116		367	272		807
<b>Total Expenses</b>	<b>2,245</b>	<b>1,096</b>	<b>105%</b>	<b>726</b>	<b>209%</b>	<b>3,342</b>	<b>1,221</b>	<b>174%</b>	<b>3,360</b>
<b>EBITDA</b>	<b>513</b>	<b>355</b>	<b>44%</b>	<b>216</b>	<b>138%</b>	<b>868</b>	<b>331</b>	<b>162%</b>	<b>1,818</b>
Finance Costs	270	258	4%	343	-21%	528	639	-17%	1,199
- Interest expense	192	186	3%	288	-33%	379	524	-28%	940
- Unwinding Impact (non-cash charge)	55	53		50		108	99		205
- Other finance costs (net of finance income)	23	19		5		42	16		54
Depreciation	19	18		14		38	34		66
<b>Profit before share of JV Income/(Loss)</b>	<b>224</b>	<b>78</b>	<b>186%</b>	<b>(142)</b>		<b>302</b>	<b>(343)</b>		<b>552</b>
Add: Share of profit/(loss) of JVs	(42)	96		(99)		53	(184)		(226)
<b>Profit Before Tax</b>	<b>182</b>	<b>174</b>	<b>4%</b>	<b>(241)</b>		<b>355</b>	<b>(527)</b>		<b>326</b>
Tax expense	(14)	69		(9)		55	73		146
<b>Net Profit</b>	<b>196</b>	<b>105</b>	<b>87%</b>	<b>(232)</b>		<b>301</b>	<b>(600)</b>		<b>180</b>

\* Includes DM fee of INR 106 million, INR 181 million, INR 212 million, INR 286 million, INR 323 million and INR 1,043 million in Q2FY23, Q1FY23, Q2FY22, H1FY23, H1FY22 and FY22 respectively

**Growth momentum continues; Business on track to meet FY expectations**

# Financial Performance Highlights: Q2 | H1 FY23

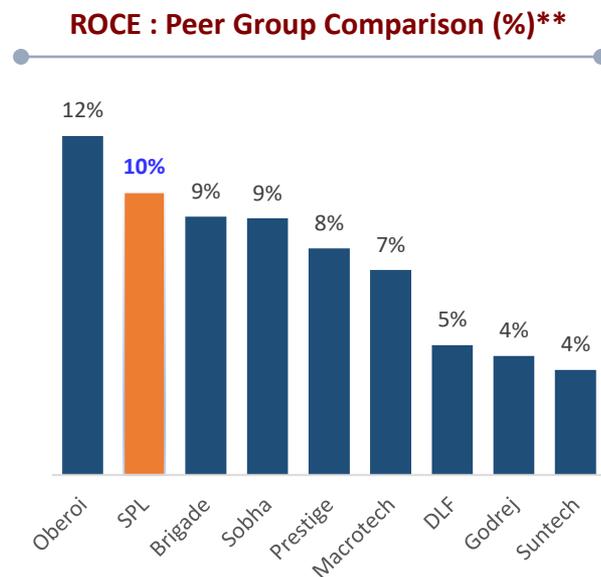
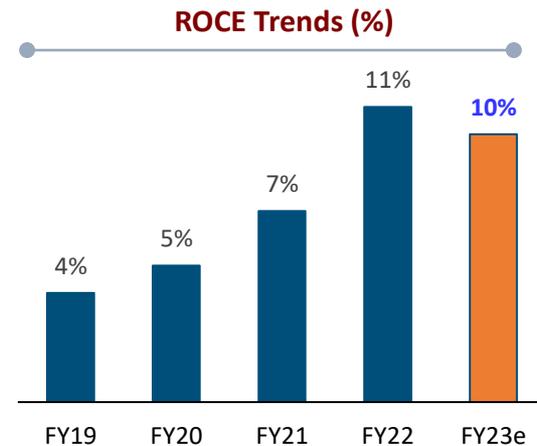
- ❑ **H1FY23 YoY Growth Impressive: Revenues more than tripled; EBITDA up 2.6x and PAT at 1.7x FY22 earnings**
- ❑ **Strong Quarterly performance in Q2 FY23, both on QoQ and YoY basis**
- ❑ Quarterly Revenue from Operations more than tripled on YoY basis (*Rs.2.6 billion vs. Rs.760 mn in Q2FY22*)
  - *Driven by increased handover momentum in [Grand-1 \(Kolkata\)](#), [Panorama Hills \(Vizag\)](#) and [Summitt](#)*
  - *[Southern Crest](#) handover commenced post OC in Sep'22*
  - *84% of Q2 revenues from [Southern Crest](#), [Grand-1](#), [Panorama Hills](#), [Summit](#) and [Temple Bells \(Phase III\)](#)*
- ❑ Total Revenues up 90% QoQ to Rs. 2.76 billion; reflects a growth of 193% YoY
  - *DM remains a key contributor (Rs.106 mn recognised), to grow significantly with DM launches lined-up for H2*
- ❑ Total expenses grew by 105% QoQ to Rs.2.24 billion
  - *Cost of revenue grew 159% QoQ – reflects increased area of revenue recognition and project mix*
  - *Employee cost higher by 8% QoQ, reflecting impact of employee increments; Other expenses down 5% QoQ*
- ❑ EBITDA more than doubled YoY to Rs.513mn; reflects sequential growth of 44% over Q1 levels
- ❑ Overall finance cost up 4% QoQ, but lower by 21% YoY
  - *Interest costs down by 33% YoY to Rs.192mn (vs. Rs.288mn in Q2FY22) and up only 3% QoQ*
  - *Non-cash charge associated with royalty payment to GoWB in Bengal Shriram; Other finance cost reflect refinancing costs*
- ❑ Share of JV Income negative - *Income recognition in Park 63 Ph-1 offset by our share of refinancing costs & marketing expenses in 107 Southeast and WYTfield projects (both 50% JVs) pending income recognition.*
- ❑ Strong sequential earnings in Q2, building on momentum from Q1 - *Rs.196mn vis-à-vis Rs.105mn in Q1FY22*

# Financial Highlights : Balance Sheet | H1FY23

Particulars (INR Mn)	30-Sep-22	31-Mar-22	30-Sep-21
Fixed Assets	816	823	728
Investments and loans	1,062	1,810	1,918
Inventories	21,463	21,882	20,626
Cash and Bank Balances	1,044	1,405	422
Other Assets	10,713	10,418	9,240
<b>Total Assets</b>	<b>35,098</b>	<b>36,338</b>	<b>32,934</b>
Less: Liabilities*	18,220	19,597	18,315
<b>Net Assets</b>	<b>16,878</b>	<b>16,740</b>	<b>14,619</b>
Equity	11,614	11,309	7,668
Borrowings	5,265	5,431	6,951
- External Borrowings	4,788	4,811	6,201
- Inter-company borrowings (from JVs)	477	620	750
<b>Total Equity + Borrowings</b>	<b>16,878</b>	<b>16,740</b>	<b>14,619</b>

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

\*\* Data from respective Company financials/presentation; H1FY23 Data annualized for all except Sobha (uses FY22 data)

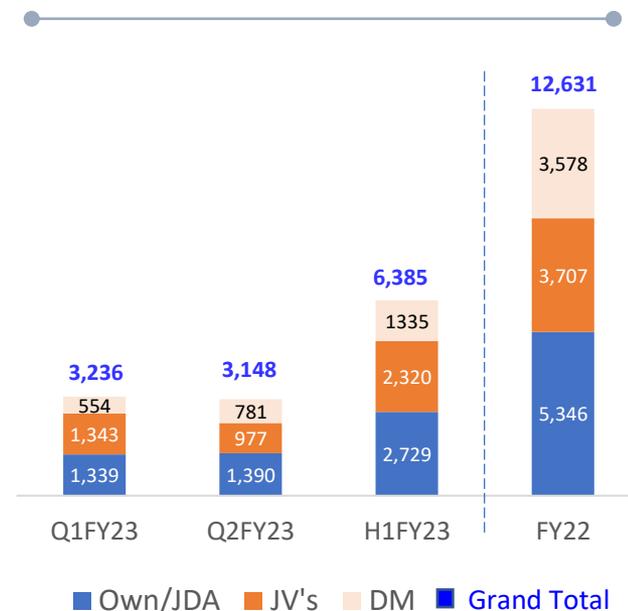


**Strong Balance Sheet with headroom for growth; Improving Debt Equity and ROCE**

# Q2FY23 SPL Consolidated Cash Flows (Excl. DM & JV cashflows)

(In Rs Mn)	Q1 FY23	Q2 FY23	H1 FY23	FY22
Collections	1,339	1,390	2,729	5,346
DM Income	113	253	366	721
Other Inflows	2	1	3	6
<b>Operating Inflow</b>	<b>1,454</b>	<b>1,664</b>	<b>3,098</b>	<b>6,073</b>
Construction Spending	(673)	(937)	(1,610)	(3,645)
Marketing & Admin Costs	(363)	(395)	(758)	(1,329)
Other Operating flows	(121)	(29)	(150)	(36)
<i>New Project Investments</i>	<i>(238)</i>	<i>(196)</i>	<i>(435)</i>	<i>(207)</i>
<b>Operating Outflow</b>	<b>(1,395)</b>	<b>(1,557)</b>	<b>(2,952)</b>	<b>(5,217)</b>
<b>Cash flow from Operations</b>	<b>59</b>	<b>86</b>	<b>145</b>	<b>856</b>
IPO Proceeds	-	-	-	2,775
<i>Loan Drawls</i>	<i>541</i>	<i>971</i>	<i>1,512</i>	<i>1,059</i>
<i>Loan Repayment</i>	<i>(977)</i>	<i>(689)</i>	<i>(1,666)</i>	<i>(3,349)</i>
Net flows from borrowing	(436)	282	(154)	(2,290)
Interest expense, net	(195)	(106)	(301)	(807)
Other financing cashflows	38	(89)	(51)	-
<b>Cash flow from Financing</b>	<b>(593)</b>	<b>87</b>	<b>(506)</b>	<b>(323)</b>
<b>Net Free Cash Flow</b>	<b>(534)</b>	<b>173</b>	<b>(361)</b>	<b>533</b>
<i>Opening Cash &amp; Cash Equiv.</i>	<i>1,405</i>	<i>871</i>	<i>1,405</i>	<i>872</i>
<i>Closing Cash &amp; Cash Equiv.</i>	<i>871</i>	<i>1,044</i>	<i>1,044</i>	<i>1,405</i>

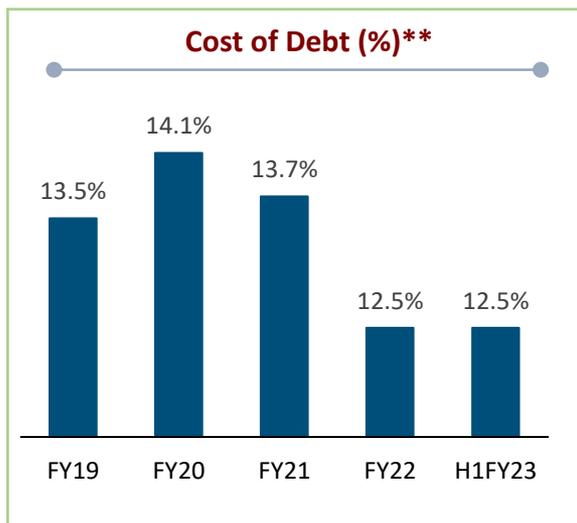
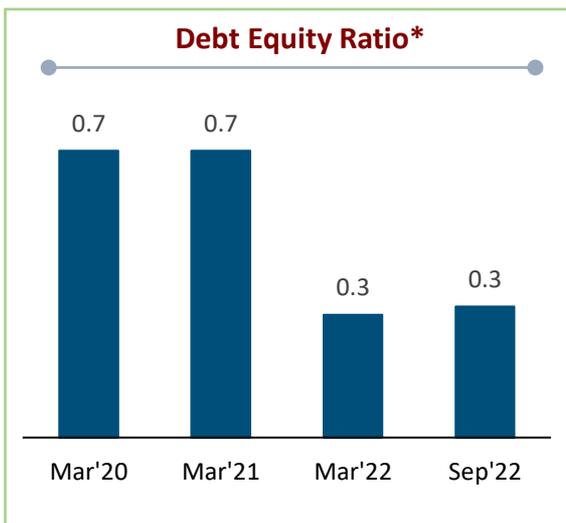
## Overall Enterprise Collection Trends (SPL Own& JDA / JVs / DM)



### Key Highlights

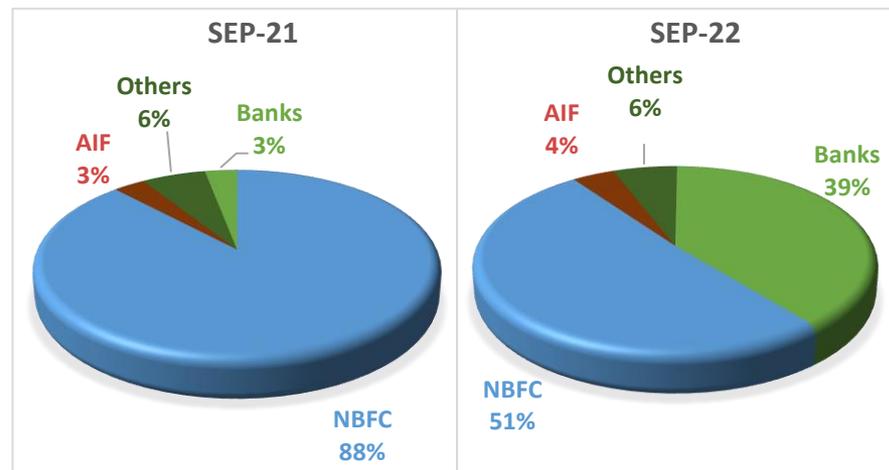
- ✓ Strong liquidity continues
- ✓ Positive free cashflow from operation, even after new project investment
- ✓ Higher construction outflow in line with execution progress and fueling collections.
- ✓ Significant repayment, including pre-payments in the context of ongoing refinancing activities
- ✓ Overall Enterprise cashflows remain strong

# Ongoing efforts to reduce debt and cost of debt



- ✓ No land funding exposure
- ✓ Gross Debt mostly on construction funding at project level
- ✓ Committed efforts to bring down debt & cost of debt yielding desired results
  - Repaid Rs.2.0 billion using IPO proceeds
  - Refinanced Rs.1.03 billion SPL debt & Rs.3.8 billion JV debt in H1FY23
  - Remarkable shift in focus towards Banks, from NBFC
- ✓ Increment debt (JV refinancing) raised in the 9.0-10.5% range
- ✓ Overall cost of debt down to 12.5%; despite rate hikes seen in some facilities during Q2FY23
- ✓ Focus on bringing down overall cost of debt to ~12% levels, subject to further rate hikes at macro level

### Change in Debt Composition – Sep'21 (RHP) vs Sep'22



\* SPL CFS Data; \*\* - Including cost of JV debt

# Awards & Recognitions: Q2 | FY23

## (Economic Times Awards – ET Achievers 2022)



Certified as **Great Place To Work** by the prestigious body GPTW World



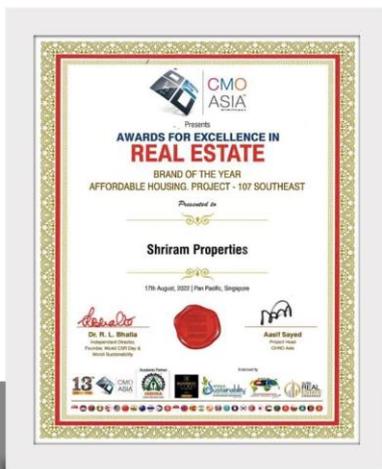
Residential Real Estate Project of the Year – **PARK 63**



Senior Citizen Housing Project of the Year **Shriram Golden Cove**



Affordable Housing Project of the Year **Shriram WYTFIELD**



Affordable Housing Project of the Year **Shriram 107 Southeast**

**Asia Real Estate Excellence Awards 2022**

## Outlook: FY23 & Beyond



*Shriram Blue*

# Encouraging Earnings Visibility for H2FY23

## A. FY23 Revenues: *5 projects to account for 76% of projected full year revenues\* and are under control*

Key Projects	Occupancy Certificate status	Sale Deed Registrations
Southern Crest	OC received in Sep'22	Commenced registrations in Sep'22. Likely to be a significant contributor for H2FY23
Grand One	Only Sale Deeds to be registered	Over 300,000 sft registered in H1FY23. Registrations to gain further momentum in H2FY23.
Summit	OC received	Registrations ongoing. On-track to achieve FY23 targets
Panorama Hills	OC received	Registrations ongoing. On-track to achieve FY23 targets
Park 63 (JV)	Park63 (1A) OC in place & Park63 (1B) OC expected soon	Registrations for Park63 (1A) ongoing.

## B. DM Revenues: *On track for approx. Rs.1,000mn annual run-rate*

- ✓ 12 ongoing DM Projects to contribute about 66% of FY23 DM income - 5 new planned launches in H2 to support growth
- ✓ 30% of H1FY23 sales from DM projects to support revenue recognition in H2FY23
- ✓ Plotted development contributed 32% of sales in H1FY23; 85% of plotted development sales from DM projects and therefore, quick realisation both in terms of revenues and cashflows for H2FY23

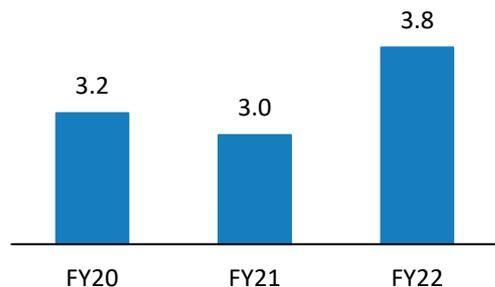
## C. 3-year earnings outlook strong with greater visibility

- ✓ ~ 75% of aggregate revenues over next 3 years to come from volumes sold as of Sep'22
- ✓ ~ 60% of aggregate DM fees over next 3 years to come from projects launched already
- ✓ Nearly Rs.3 billion of FCF likely in next 3 years
- ✓ *Current year FCF to be driven by project inflows as well as Logos & Xander closure, during H2 FY23*

# Strong Income Recognition Outlook (FY23-25e)

## Sales Volumes (msf)

3-year cumulative sales of 10msf



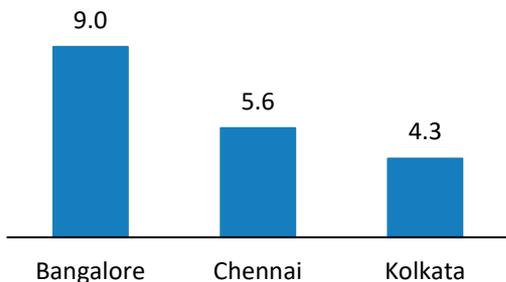
## Ongoing Projects – By Region (msf)

# Projects

18

4

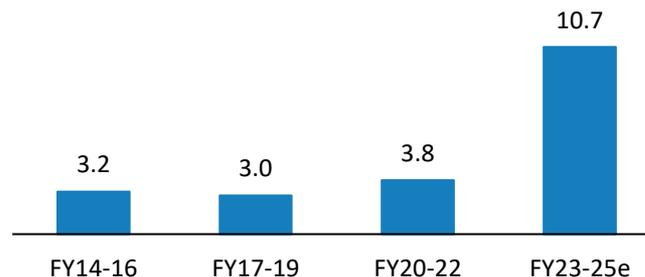
2



Likely to handover ~2,000 units in FY23;  
Already handed over 700+ constructed units in H1FY23

## Project Completion Trend (msf)

# units handover	2,093	2,885	2,280	~10,000
------------------	-------	-------	-------	---------



- ✓ SPL to complete & deliver 10+ msf in next 3 years; Largely reflecting sales ramp-up in last 3 years (SPL sold over 10 msf in 3 years)
- ✓ Construction progress encouraging and projects mostly on track
- ✓ Sharp rise in handovers to improve revenue recognition potential over the next 3 years
- ✓ Nearly 2,000 units to be handed over in FY23

# Strategic Objectives & Outlook: FY23 and Beyond

- ❑ SPL continues to demonstrate its growth momentum delivering strong performance
- ❑ Operating leverage kicking-in, on the back of scale and improving efficiency
- ❑ FY23 on track to be a promising year with strengthened long-term fundamentals, for the sector and SPL
  - Markets conducive for new launches with improving outlook
  - Zero inventory in completed projects; ~80% of ongoing project inventory sold already
  - Launch pipeline robust with 9 potential projects in H2FY23; 3 projects successfully launched till Sep'22
  - Strong project pipeline to support growth momentum

## Strategic Objectives

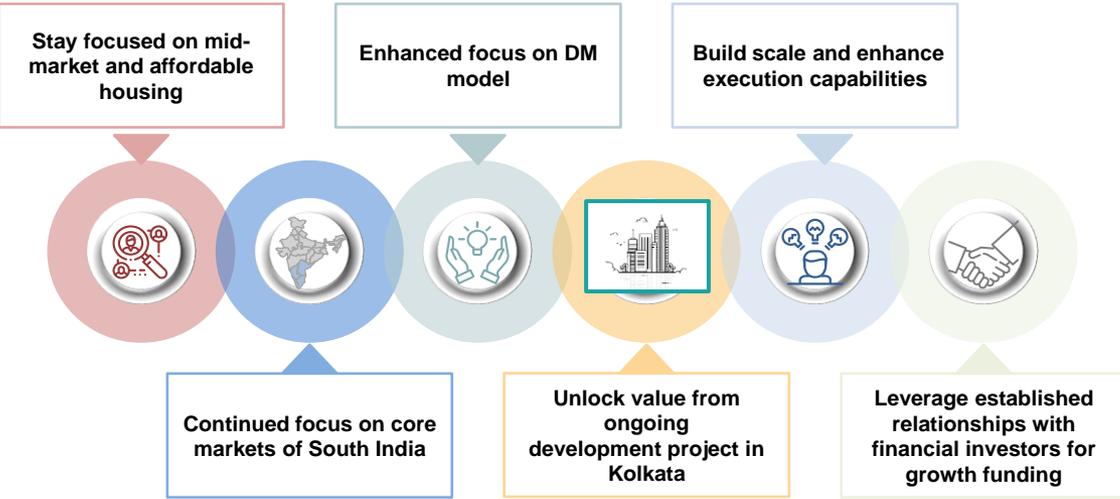
- ❑ Sustain growth momentum: Target 20+ % CAGR in Sales over the next 2-3 years
- ❑ Unlock potential from Kolkata
- ❑ Emphasis on DM; JDA/JV to continue
- ❑ Sustain profitability at ~22-25% ; Positive net earnings
- ❑ Improve and sustain RoCE in the 10-15% range in 2 years
- ❑ Cautious entry into new markets – Hyderabad

# Long Term Strategy and Growth Outlook

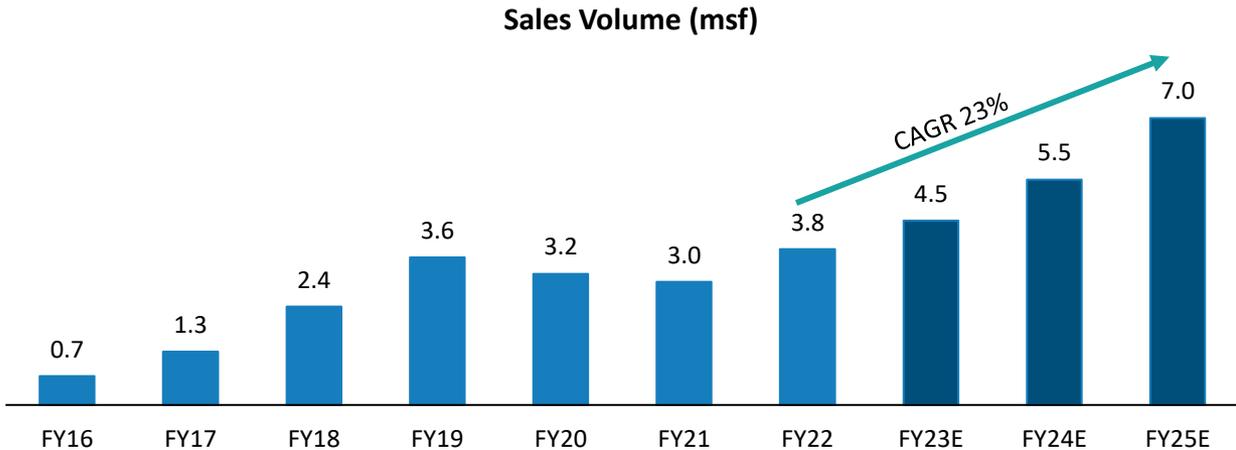
## SPL Competitive Strengths



## SPL Forward Strategy



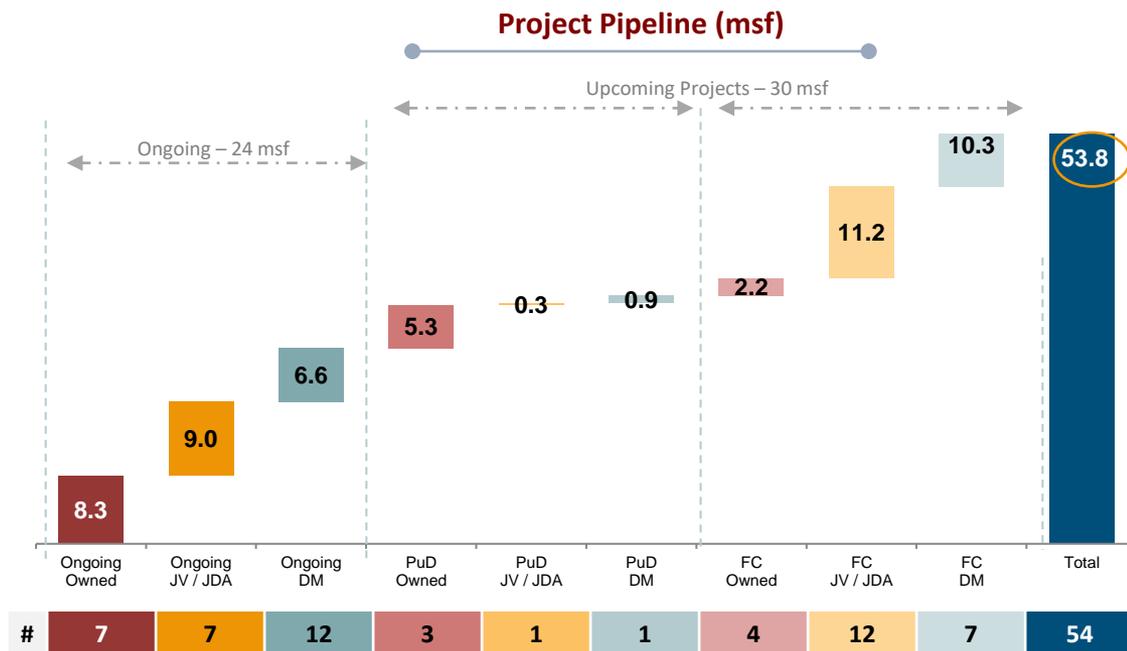
## Growth Outlook: FY23-FY25e



**Sustainable growth, supported by strong project pipeline**

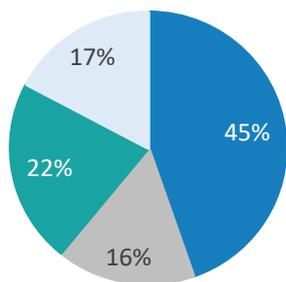
# Project Pipeline Update – Sep'22

	# projects	Msf
<b>Pipeline – June'22</b>	<b>53</b>	<b>53.3</b>
Less: Projects Completed	(1)	(0.6)
Add: Project Additions	2	1.1
<b>Pipeline –Sep'22</b>	<b>54</b>	<b>53.8</b>



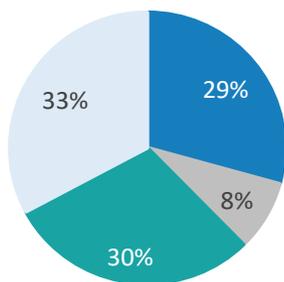
Note: FC: Forthcoming; PuD: Projects under development.

Pipeline – By Region



■ Bangalore ■ Kolkata ■ Chennai ■ Others

Pipeline – By Development Type

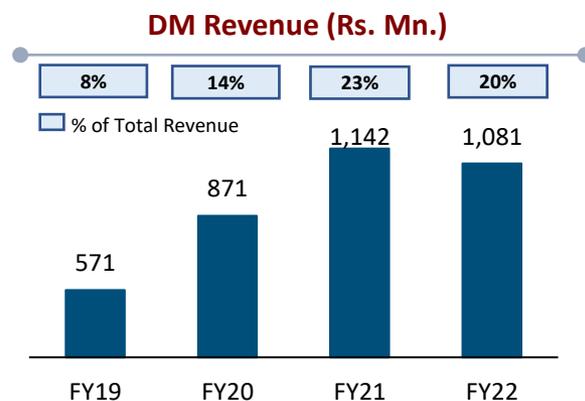
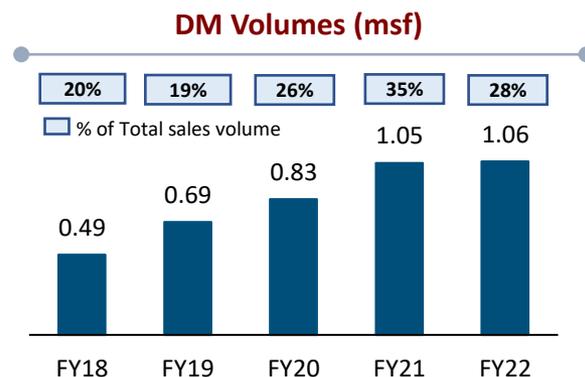


■ Own ■ JV ■ JDA ■ DM

- ✓ Southern Crest – 1 (Towers A,B & C) moved to COMPLETED
- ✓ Added 2 new projects – with aggregate saleable area of 1.1 msf
- ✓ Overall pipeline impressive; 54 projects with 54 msf potential
- ✓ 24 msf ongoing and 30 msf upcoming projects

# Thrust on DM Model as New Growth Engine Paying Off

Project	Development Type	Location	Project Area (msf)	Sold Area (msf)	Status
Shriram Gateway	Commercial	Chennai	2.03	22.03	Completed
Blue	Apartments	Bangalore	0.71	0.70	Nearly Complete
Earth (Mysore Road)	Plots	Bangalore	0.49	0.48	Nearly Complete
Suvilas Palms	Apartments	Bangalore	0.65	0.13	Under progress
Raynal Gardens	Plots	Bangalore	0.39	0.33	Nearly Complete
Elite Sai Garden	Plots	Bangalore	0.20	0.20	Nearly Complete
Chirping Grove	Villas	Bangalore	0.50	0.36	Under progress
Westwoods	Plots	Bangalore	0.50	0.40	Under progress
Eden-144	Plots	Bangalore	0.25	0.14	Under progress
Northern Clouds	Plots	Bangalore	0.23	0.04	Under progress
Rainforest	Plots	Bangalore	0.50	0.49	Under progress
Divine City -1	Apartments	Chennai	2.11	0.68	Under progress
Eden 144 (Phase -2)	Plots	Bangalore	0.24	0.18	Under progress
To be launched (Bangalore/Chennai/Hyderabad)			11.11	-	To be launched



- ✓ Profitable, Sustainable growth opportunity that is value accretive to LO & Developer
- ✓ Successfully stabilised the DM Model - now account ~33% of pipeline and ~30% of Sales
- ✓ Core DM in the 11-12% to SPL
- ✓ DM Fess ranging from 10%-22% of project revenues, based on services/cost structure

# Strategies for Unlocking Potential from Kolkata Progressing Well

**Kolkata - Integrated township in Uttarpara – 314 acres, 33.5 msf saleable area**

## Development Strategy

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

#### Development Status Update

- ❑ **Shriram Grand-1:** (2.1msf, almost entirely sold)
  - Handover progressing in some clusters; To deliver 600 units in FY23
  - Construction in full swing in other clusters
- ❑ **Shriram Sunshine:** (2.3msf, launched in 3 phases)
  - Already sold ~98% of Phase-1 and 43% of Phase-2 (aggregate 1.05msf)
- ❑ **Upcoming :** ~5.5msf to be launched over next 3 years

### Monetising remaining land bank c.22msf

#### Monetisation Update

- FSI sale progressing well; MoU with LOGOS, integral part of the strategy**
- LOGOS Deal – Progressing well, Expected to complete in H2FY23**
- ❑ MoU for a potential sale of up to 90 acres of land;
  - ❑ Deal at an advanced stage
  - ❑ LOGOS to develop a Logistics Park offering ~ 2.2msf
  - ❑ Expected to generate 50,000 of local direct and indirect jobs in West Bengal



# 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 0.3x<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 33 completed 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, 2022. Net debt calculated as (Gross debt – Cash & cash equivalents). Gross debt excluding unsecured inter-company loans (from JVs)

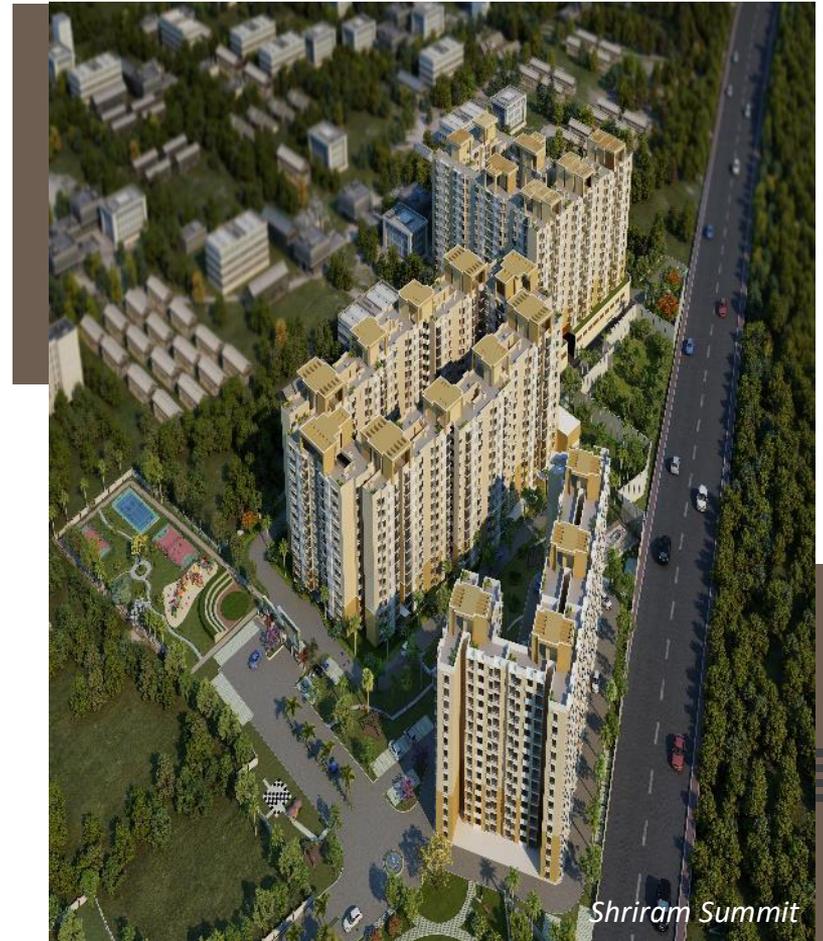
**Well-positioned to navigate key challenges of the real estate industry**

# Thank You



Shriram Chirping Woods

# Annexure



# Projects Snapshot by Development Models | Ongoing Projects

Ongoing Projects(June 2022)	Own Developments	Joint Development Agreements	Joint Ventures	Development Management
Saleable Area (msf)	8.2	5.4	3.7	6.5
SPL Share (msf)	8.2	4.2	3.7	6.5
Sold Area (msf)	6.9	4.1	2.7	4.4
To be Sold (msf)	1.3	0.1	1.0	2.2
<b>Value (Rs. Mn.)</b>				
Value of sold units	25,456	11,030	11,907	16,099
Collections from sold units	11,537	7,017	5,300	9,745
Collections to be made from sold units (A)	13,919	4,013	6,607	6,354
Estimated receipts from unsold flats (B)	6,122	418	4,440	12,162
Estimated receipts from sold & unsold units (A+B= C)	20,041	4,431	11,047	18,516
<b>Costing (Rs. Mn.)</b>				
Estimated total cost (D)	15,909	6,021	8,104	
Cost incurred (E)	4,561	4,966	2,847	
Remaining cost to be incurred (D-E = F)	11,348	1,055	5,257	Cost is borne by the landowner and doesn't impact our cashflows
Gross Operating Cash Flows (C-F = G)	8,693	3,376	5,790	
Present Borrowings (H)	2,623	2,164	4,047	
Projected Net Operating Cash Flow (G-H)	6,070	1,212	1,743	
Economic Interest	100%	As per agreement with landowner	50% of Cash Flows	10% to 12% of Revenue

# Projects Snapshot by Development Models



## Own Developments

### Execution Track Record

#### Completed

- ✓ 6 projects
- ✓ 4.7 Mn Sq. Ft.

#### Ongoing Projects

- ✓ 7 Projects
- ✓ 8.3 Mn Sq. Ft.

#### Under Pipeline

- ✓ 7 Projects
- ✓ 7.4 Mn Sq. Ft.



## Joint Developments

### Execution Track Record

#### Completed

- ✓ 23 projects
- ✓ 10.7 Mn Sq. Ft.

#### Ongoing Projects

- ✓ 4 Projects
- ✓ 5.3 Mn Sq. Ft.

#### Under Pipeline

- ✓ 12 Projects
- ✓ 10.6 Mn Sq. Ft.



## Joint Ventures

### Execution Track Record

#### Completed

- ✓ 3 projects
- ✓ 2.1 Mn Sq. Ft.

#### Ongoing Projects

- ✓ 3 Projects
- ✓ 3.7 Mn Sq. Ft.

#### Under Pipeline

- ✓ 1 Project
- ✓ 0.8 Mn Sq. Ft.



## Development Management

### Execution Track Record

#### Completed

- ✓ 1 project
- ✓ 2.0 Mn Sq. Ft.

#### Ongoing Projects

- ✓ 12 Projects
- ✓ 6.6 Mn Sq. Ft.

#### Under Pipeline

- ✓ 8 Projects
- ✓ 11.1 Mn Sq. Ft.

For further information, please contact:

**Company :**

**Investor Relations Advisors :**



Shriram Properties Limited  
CIN – U72200TN2000PLC044560  
Mr. Vineel Naidu, General Manager – Finance & Accounts  
Email Id – [vineel@shriramproperties.com](mailto:vineel@shriramproperties.com)

[www.shriramproperties.com](http://www.shriramproperties.com)

**SGA** Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.  
CIN - U74140MH2010PTC204285  
Mr. Rahul Agarwal  
[rahul.agarwal@sgapl.net](mailto:rahul.agarwal@sgapl.net)

+91 98214 38864  
[www.sgapl.net](http://www.sgapl.net)