

Shriram Properties Limited



Corporate Presentation June 2024

STRICTLY PRIVATE AND CONFIDENTIAL





Shriram Properties Overview

SPL : An Introduction

 <p>About Us</p>	 <p>Part of the well known Shriram Group</p>	<p>Top 5 players in core markets</p> <p>Among the Top 5 in South India¹</p>	<p>c.90% of portfolio² in</p> <p>Affordable housing and Mid Market housing segment</p>
 <p>Project Overview</p>	<p>c.24.4 msf over 44 projects</p> <p>Completed projects, including of c.11% of commercial office space and luxury housing categories</p>	<p>c.42.1 msf³ over 42 projects</p> <p>Project Pipeline⁴</p>	<p>c.21 msf</p> <p>Land reserves of 197 acres with a development potential of 21 msf⁵ <i>Apart from Project Pipeline</i></p>
 <p>Business Model and Financial Resources</p>	<p>Focus on asset light model</p> <p>Asset light since inception</p> <p>78% of completed projects² in JV / JDA / DM business models</p>	<p>Established DM Model</p> <p>c.20% of pipeline projects³ in DM</p>	<p>0.35x (31 March '24)</p> <p>Low Net Debt / Equity</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 March 31, 2024. 3. Of estimated saleable area. 4. Ongoing and upcoming 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



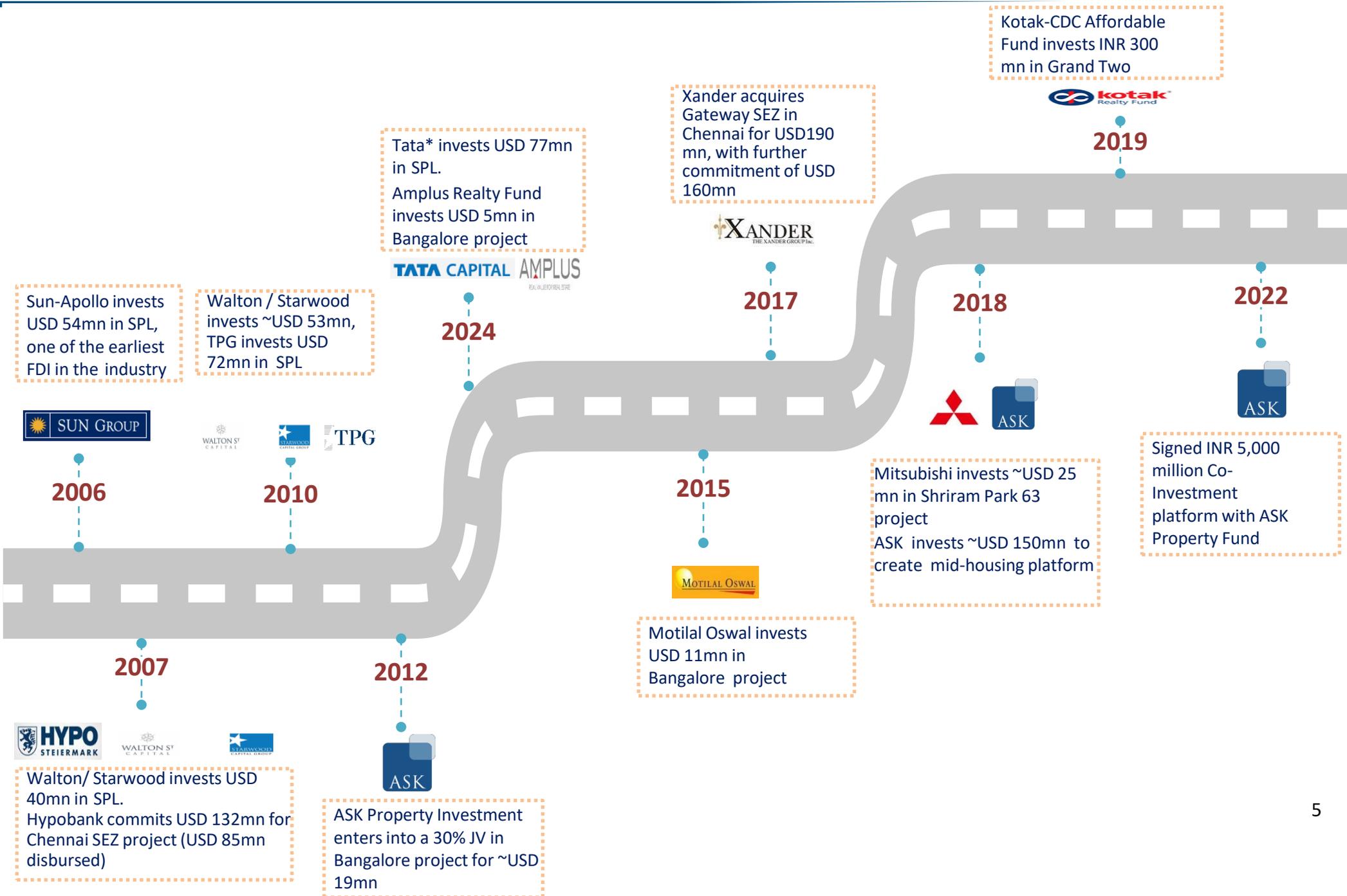
Ideally positioned to benefit from improving industry landscape

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 (79% of completed projects; 79% of Project Pipeline)
 - Established leader in the Southern regional markets (93% of completed projects; 61% 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
 - 11 DM projects accounting for 20% of the project pipeline today
 - 9 DM projects ongoing; 7 projects completed under Residential DM;
 - Account for ~30% of annual volumes in FY21-FY24
- Significant thrust and success on monetization of landbank in Kolkata

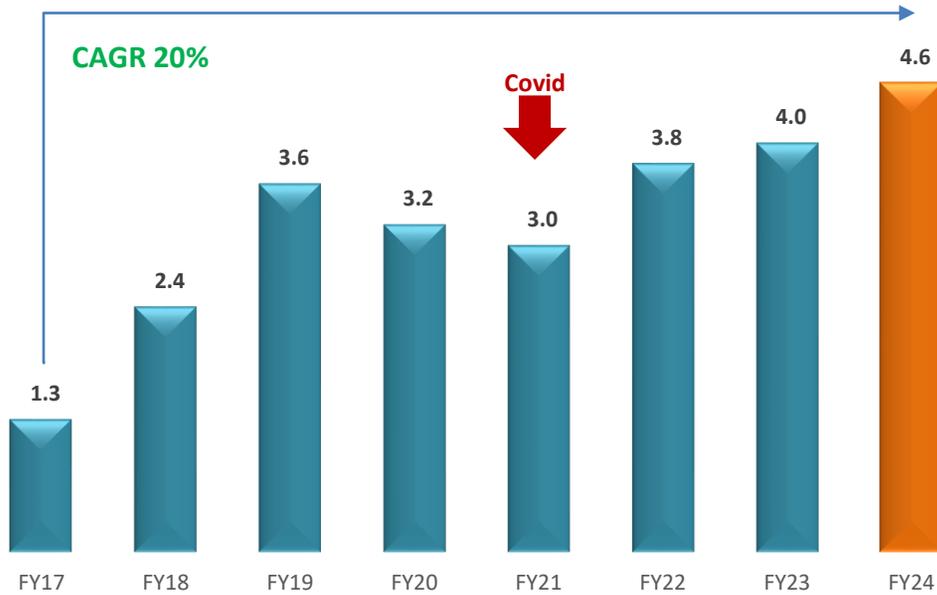
Impressive ramp, in consolidating industry environment post RERA

Successful Partnership with Marque Investors

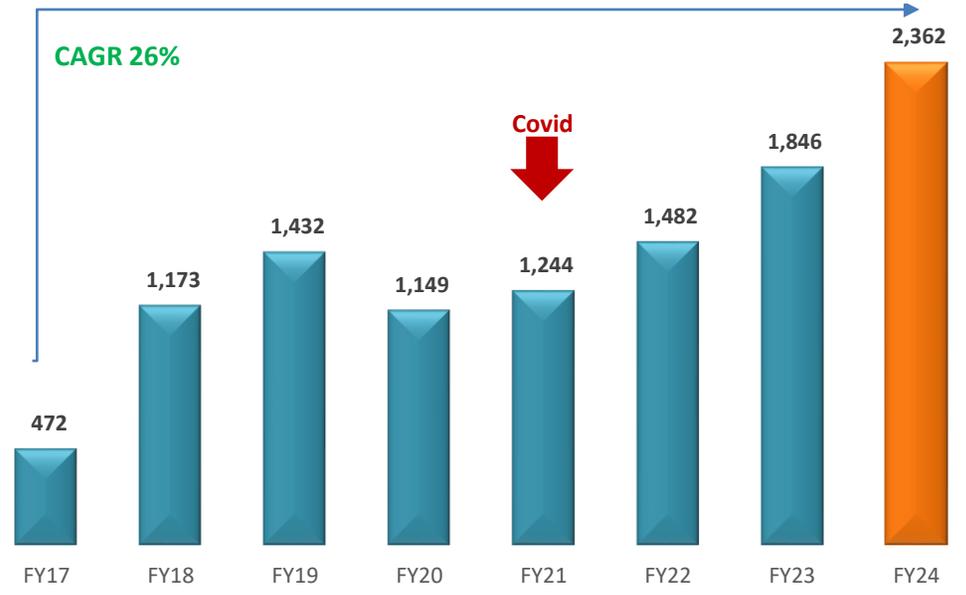


Operational Performance Snapshot

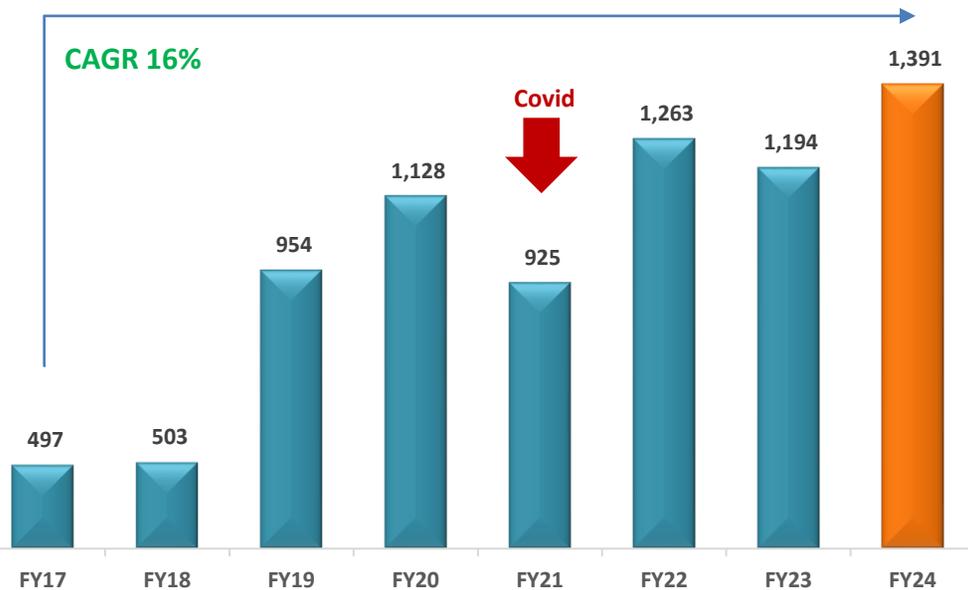
Sales Volume (msf)



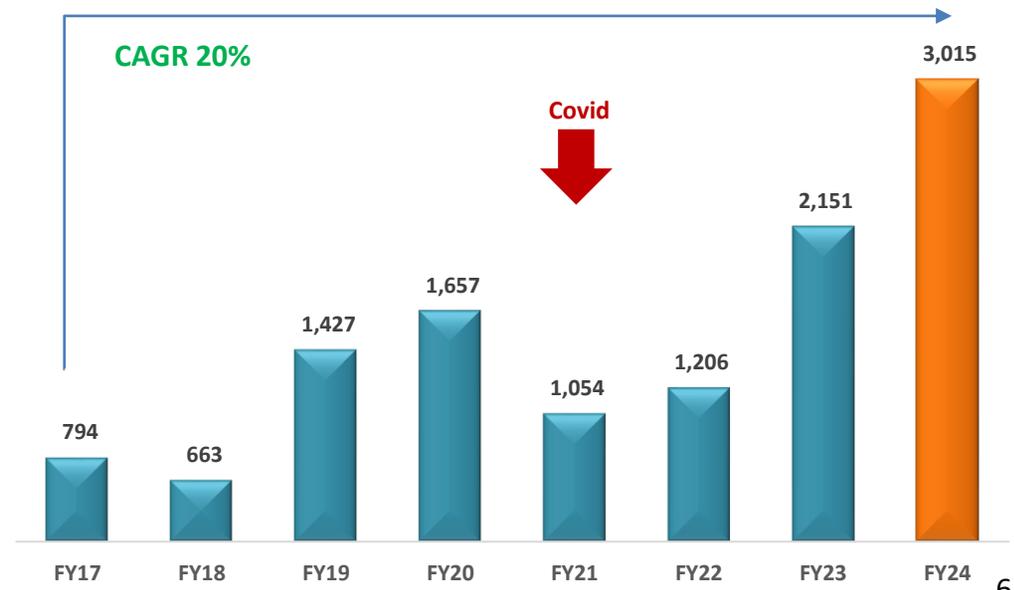
Sales Value (Rs. Crs)



Gross Collections (Rs. Crs)



Customer Handovers (No. of units)

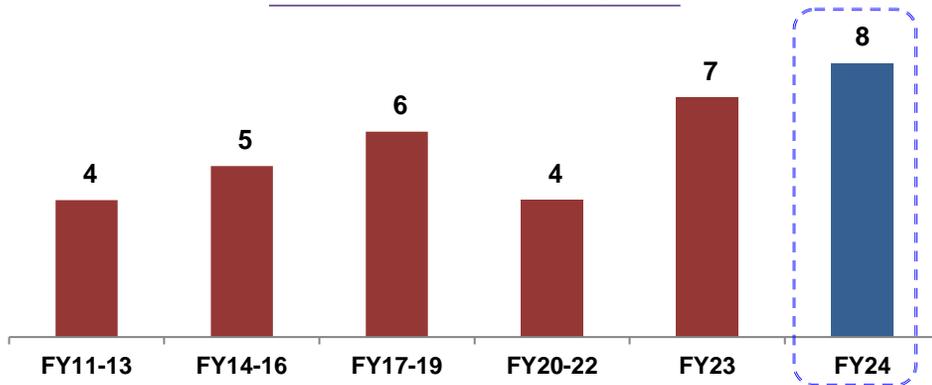


Demonstrated Capabilities in Project Execution

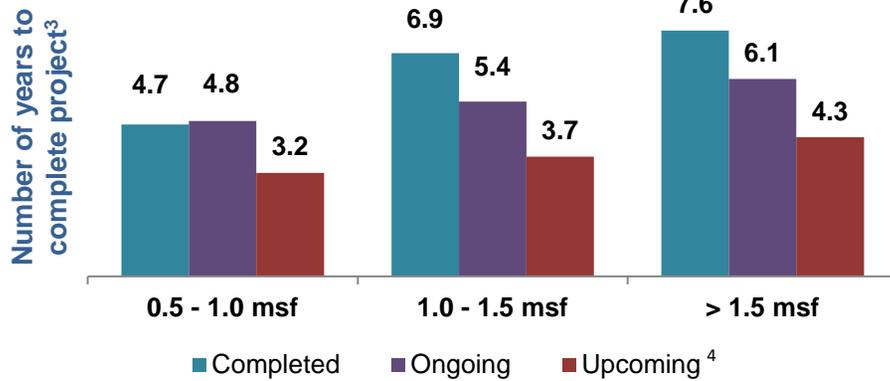
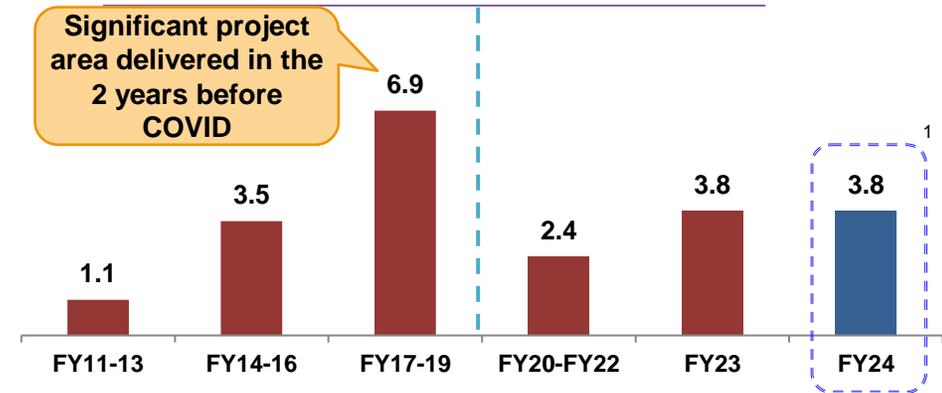
Shriram Properties has delivered

44 completed projects | **c.24.4msf** of Saleable Area

Completed no. of projects



Total saleable area for completed projects²



- Overall execution timeline is improving
- Ongoing project timelines are committed under RERA³
- 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.



SPL: Current Performance Overview

KPI Summary : Q4 | FY24

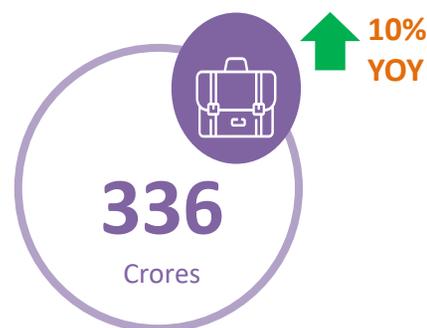
Sales Volume

Sales Value

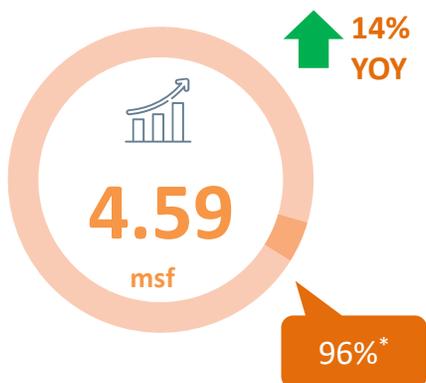
Collection

Handovers

Q4 FY24



FY24

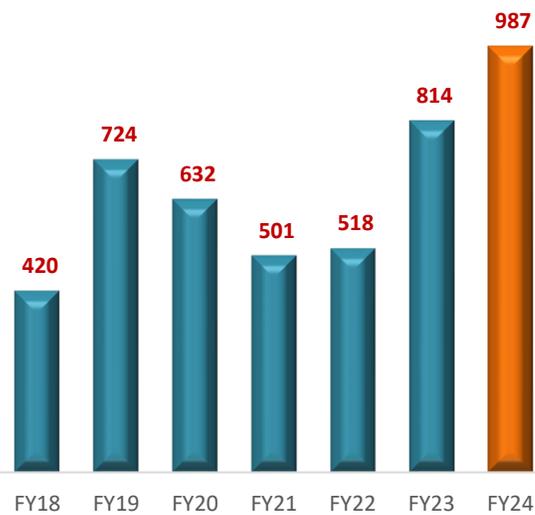


Impressive Q4 performance supported by Record High Sales, Collections and handovers in FY24

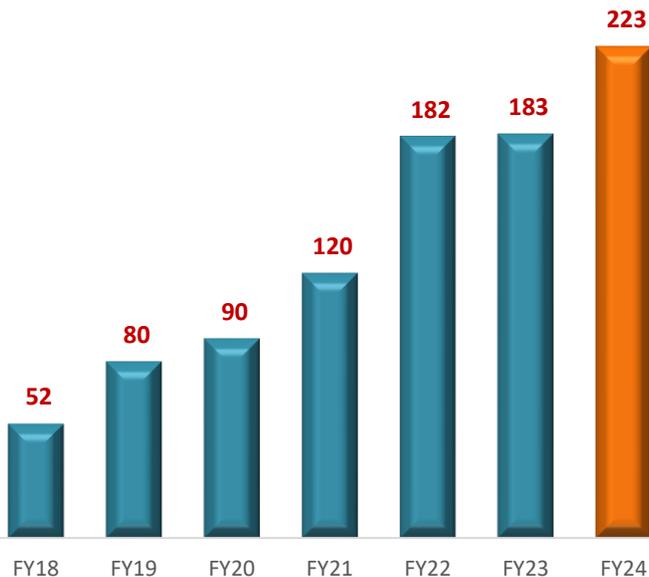
FY24 actual performance, largely in line with guidance

Financial Performance Snapshot

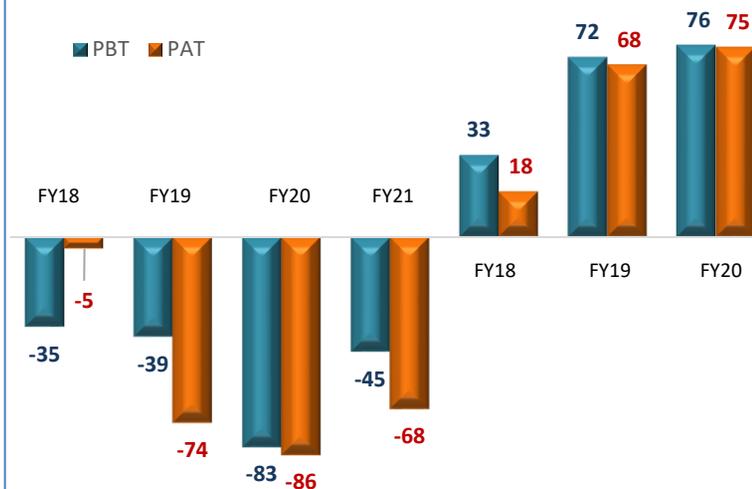
Revenue Trends (Rs. Crs)



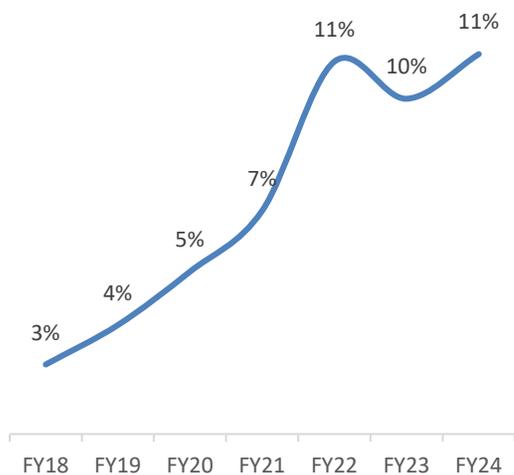
EBIDTA Trends (Rs. Crs.)



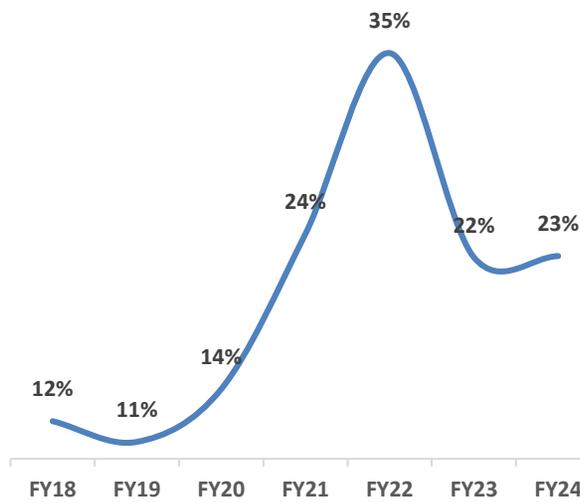
PBT & PAT Trends (Rs. Crs.)*



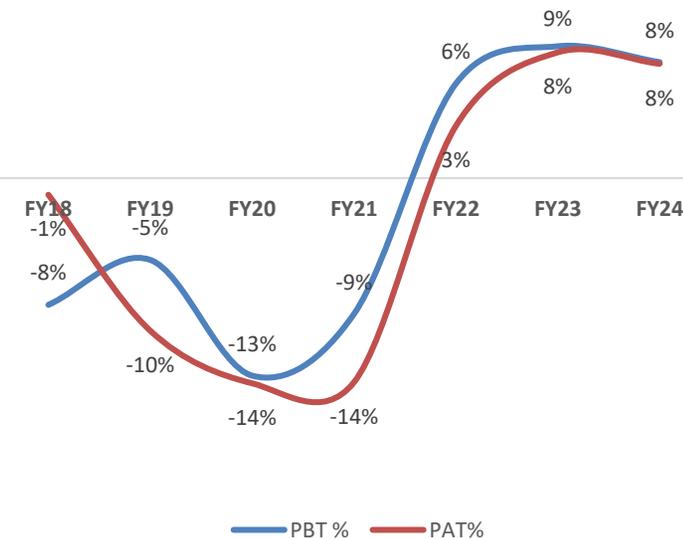
ROCE Trends



EBIDTA margin Trends



PBT & PAT Margin Trends



* Excludes Exceptionals

Financial Highlights : Profit & Loss | Q4 & FY24

Particulars (Rs. Crores)	Q4FY24	Q4FY23	YoY (%)	Q3FY24	QoQ (%)	FY24	FY23	YoY(%)
Total Revenues*	358.3	171.0	110%	240.6	49%	987.4	813.9	21%
Cost of revenue	238.3	63.4		153.7		573.5	453.2	
Employee benefit expense	21.7	19.3		22.0		86.1	78.7	
Other expenses	32.7	43.1		26.3		105.0	99.1	
Total Operating Expenses	292.7	125.8		202.0		764.5	631.0	
EBITDA	65.6	45.2	45%	38.6	70%	222.8	182.9	22%
Finance Costs	31.1	30.8		27.6		117.8	106.4	11%
- Interest expense	23.5	21.6		20.2		73.9	74.0	
- Unwinding Impact (non-cash charge)	5.6	5.7		5.3		21.4	22.1	
- Interest expense (one time)	-	-		-		11.9	-	
- Other finance costs (net of finance income)	2.0	3.5		2.1		10.6	10.3	
Depreciation	2.5	2.0		2.2		9.1	7.8	
Profit before share of JV Income/(Loss)	32.0	12.4	158%	8.8	264%	97.6	68.7	40%
Add: Share of profit/(loss) of JVs	(17.2)	1.4		5.0		(17.0)	2.9	
Profit Before Tax	14.8	13.8	7%	13.8	7%	78.9	71.6	10%
Tax expense	(5.3)	(2.0)		(4.7)		3.5	3.3	
Net Profit	20.1	15.8	27%	18.5	9%	75.4	68.3	10%

FY24

EBIDTA
Rs. 222.9 Cr
22%
YoY

PBT
Rs. 78.9 Cr
10%
YoY

PAT
Rs. 75.4 Cr
10%
YoY

* Includes DM fee of INR 6 Cr, INR 18 Cr, INR 12 Cr, INR 59 Cr & 62 Cr in Q4FY24, Q4FY23, Q3FY24, FY24 and FY23 respectively

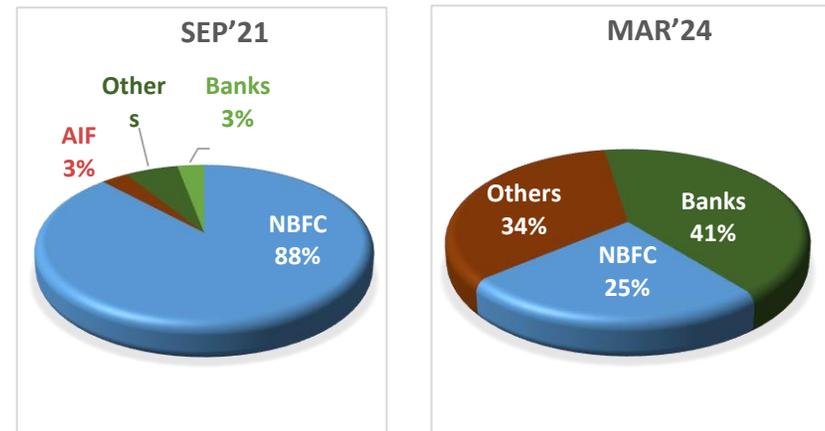
Record handovers leading to highest ever Income recognition, Highest ever EBIDTA and PAT

Debt Profile: Well Managed Leverage Ratios & Cost of Debt

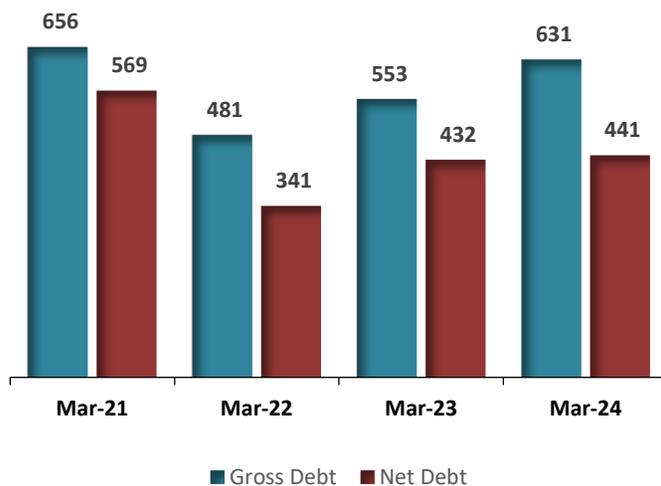
Debt Profile & Cost of Debt Trends - Consolidated

Particulars (Rs. in Crs.)	Mar'21	Mar'22	Mar'23	Mar'24
	Actual	Actual	Actual	Actual
Gross External Debt ¹	656	481	553	631
C & CE	86	140	120	190
Net Debt	570	341	433	441
Total Equity	827	1,131	1,200	1,277
Net debt/Equity	0.69	0.30	0.36	0.35

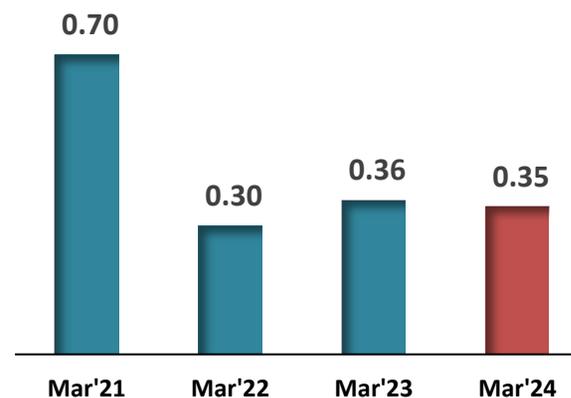
Change in Debt Composition – Sep'21 (Pre-IPO) vs FY24



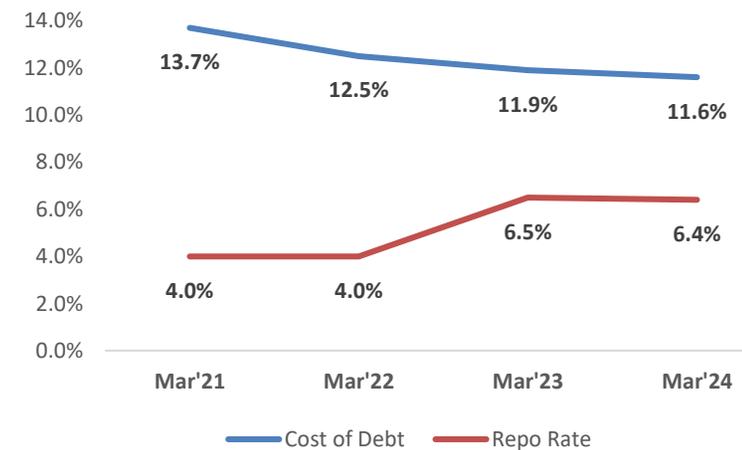
Gross and Net Debt (Rs. In Crs.)



Net Debt - Equity



SPL Cost of Debt Vs RBI Rate



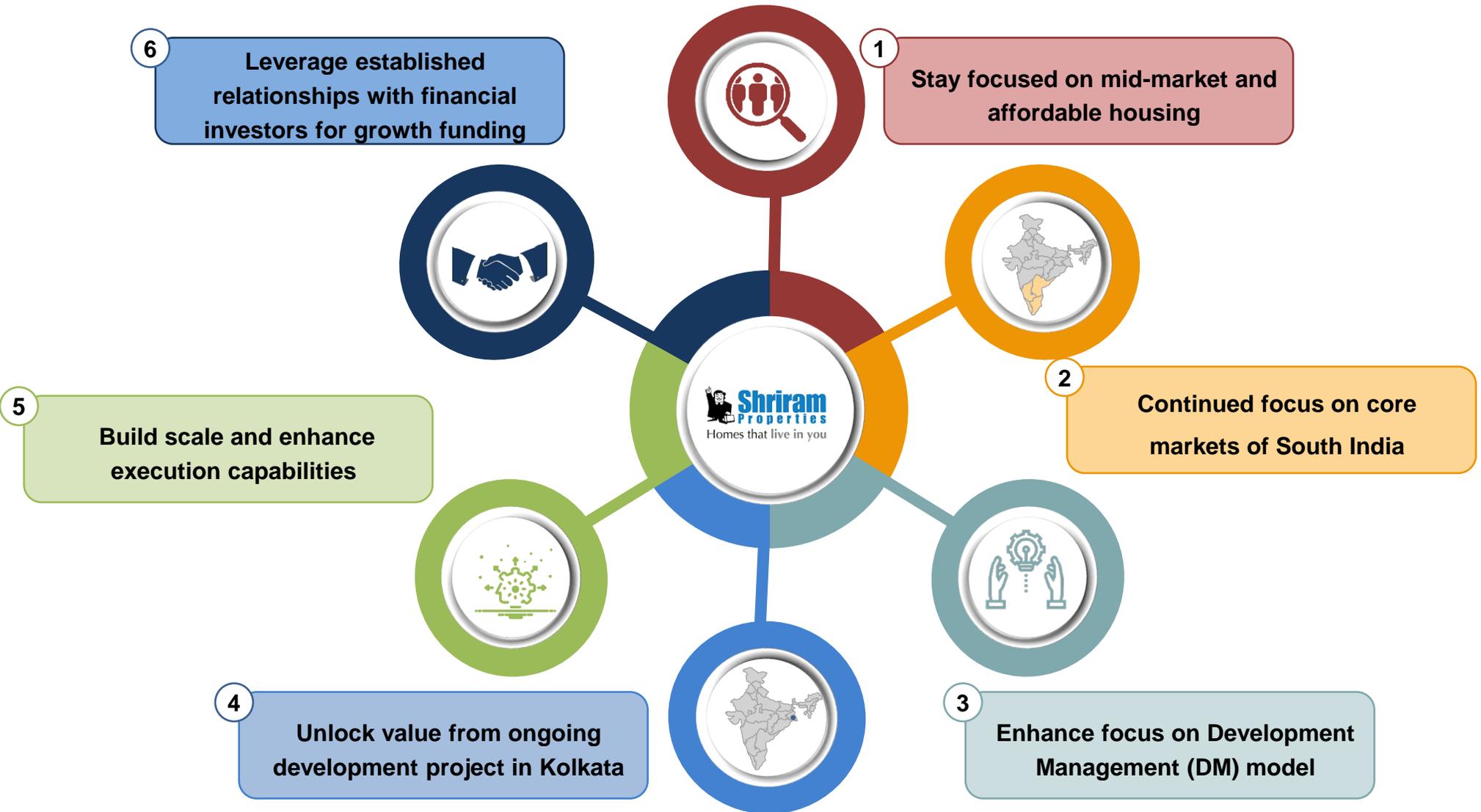
Final exit of Mitsubishi and Project completion cashflow driven prepayments to drive Gross Debt lower in FY25

¹ As per consolidated financial statements excluding inter-company debt from JVs



Strategy & Outlook

Key Strategies



FY25 Outlook: Strategy & Guidance

Strategic Objectives

Growth Momentum

Target 20%+ CAGR in sales over next 3 years

Sustaining Profitability

Strong earnings growth momentum with improving profitability and returns

Net Debt Zero

Progress towards 'Zero Net debt' objective



FY25 Context

Favorable Market conditions

Residential Real Estate (esp. Mid-market) on upcycle; Markets conducive large players

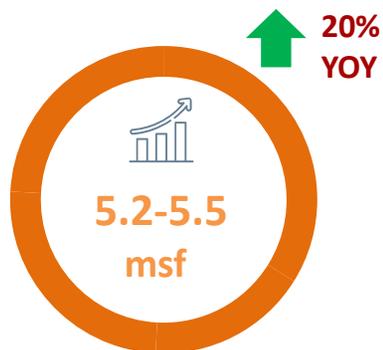
Strong Operating Platform

Reinforced S&M team; Strong launch pipeline
Demonstrated execution & handover capabilities

Successful Pune Entry

Aim to set strong footprints to grow in Pune

FY25 KPI Targets



Sales Volume



Sales Value



Collection



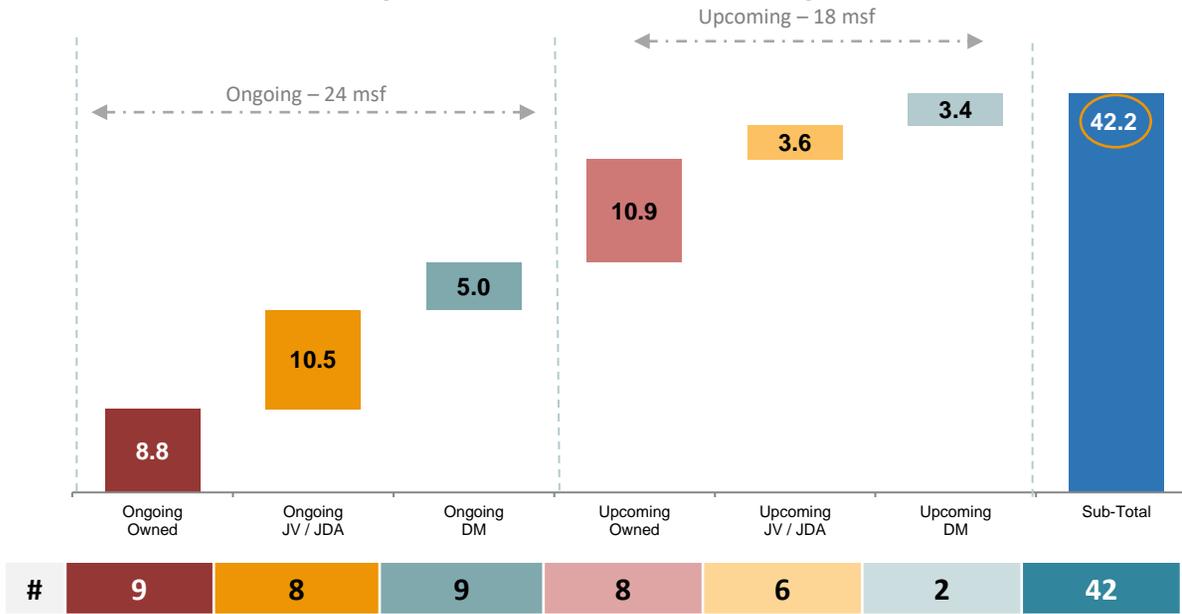
Handovers

• YoY Growth % comparison on the higher end of the estimated numbers

Growth momentum to continue, supported by strong pipeline and robust operating platform

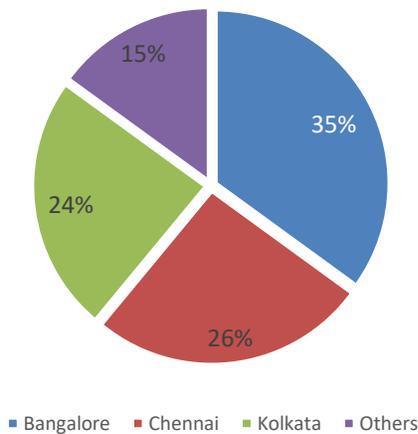
Project Pipeline update

Project Pipeline (msf)*

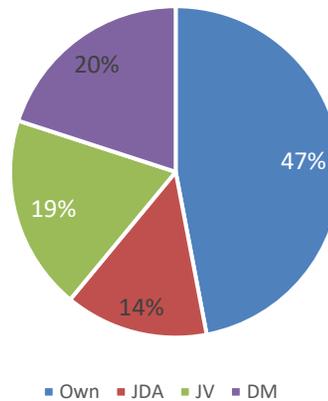


- ✓ **Completed 8 projects in FY24** – Shriram Blue, Eden 144, Rainforest, Shriram Earth at One City, Green field Phase II, Park-63 1B, Chirping Wood T5, Liberty Square.
- ✓ Overall pipeline remains impressive; 42 projects with 42.2 msf potential with 24 msf ongoing and 18 msf upcoming projects.
- ✓ Several new projects at advanced stage.

Pipeline – By Region



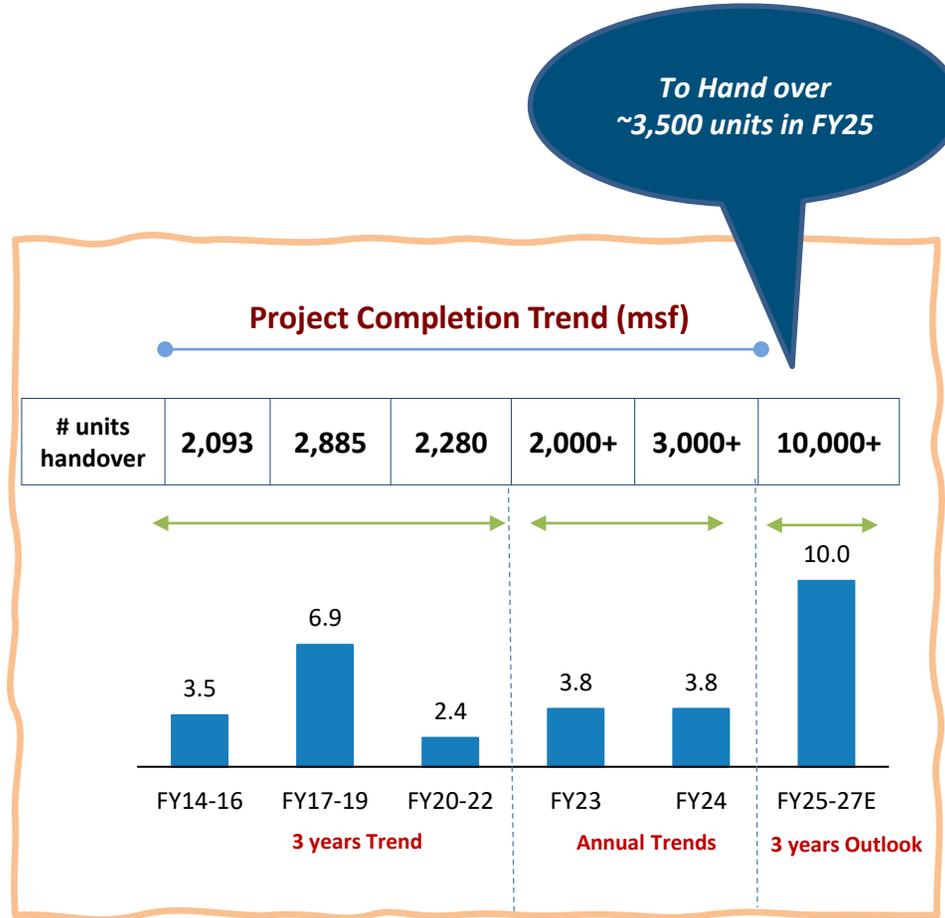
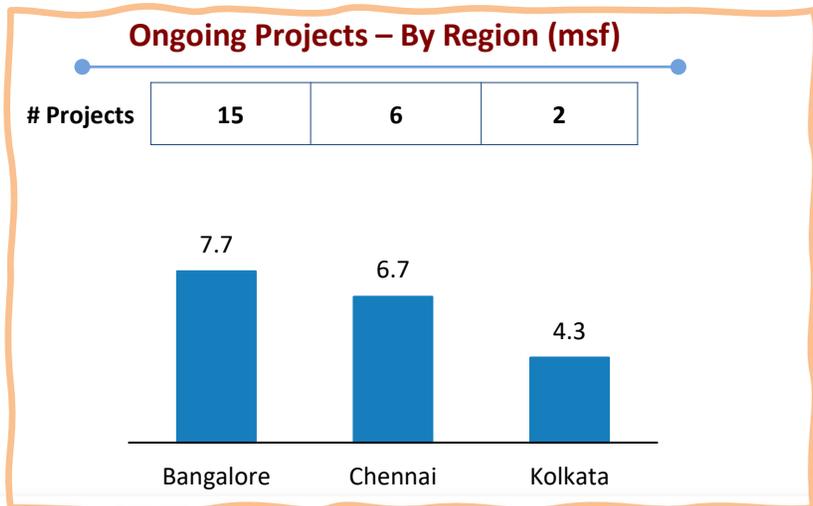
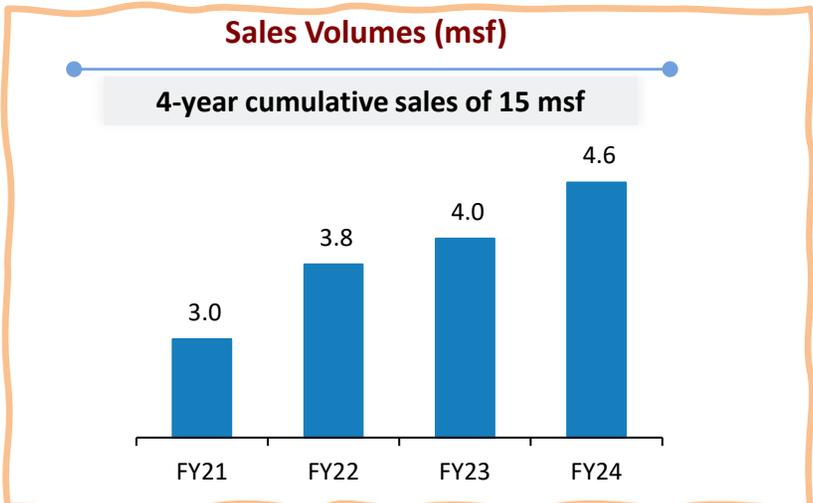
Pipeline – By Development Type



SPL pipeline addition to be superior in FY25 with deal closure in multiple projects reaching closure

* Excludes 7 Projects deferred with 8.6 msf taking longer than expected time to covert into live pipeline

3-year Outlook: Greater Visibility on Earnings

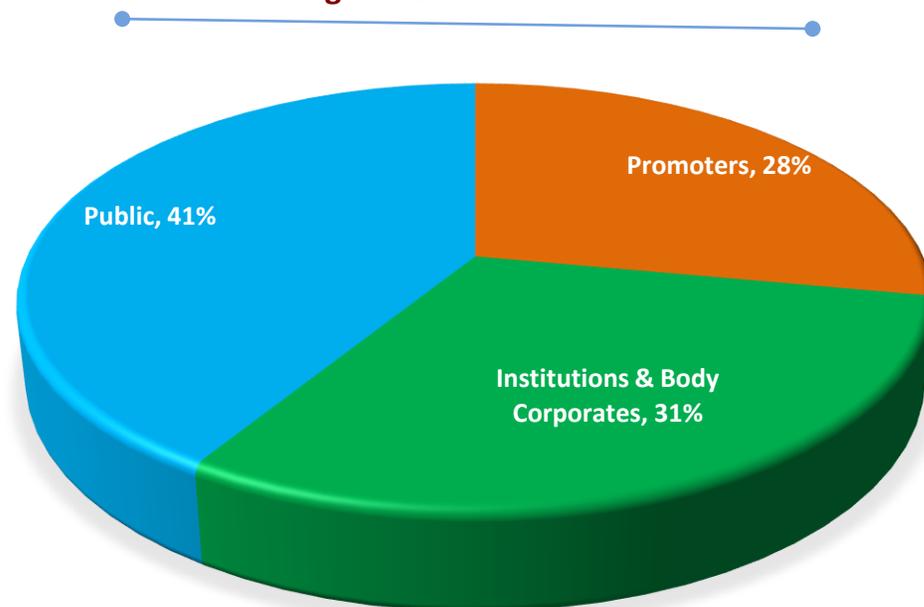


- ✓ Poised to complete and deliver 10+ msf in 3 years, largely reflecting sales ramp-up in last 4 years.
- ✓ Construction progress encouraging and projects mostly-on-track.
- ✓ Sharp rise in handovers to improve revenue recognition potential over the next 3 years.

Shareholding Pattern as at 31st March 2024

Category	No.of Holders	%
Promoters	3	28%
Institutions & Corporates	589	30%
Public	80,060	41%
Total	80,652	100%

Shareholding Pattern as at 31st March 2024



Promoter Shareholding Composition

Promoter Name	%
Shriram Properties Holdings Pvt Ltd (SPHPL)*	27.8%
SGEWT	0.1%
M Murali	0.1%
Total	28.0%

* 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

8. Access to Capital

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

7. Low Leverage

- Well capitalized, with leverage levels of 0.35x¹

6. RERA Beneficiary

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

5. Scalability

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



1. Corporate Governance

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

2. Trust and Brand

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

3. Track Record

- Robust execution track record
- Delivered 44 projects

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 March 31, 2024. 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