



Nirlon Limited

COMPANY BACKGROUND.....

- Nirlon Limited was incorporated in 1958 and was a pioneer in the manufacturing of synthetic yarns and industrial rubber products in India.
- Since 2006, Nirlon has primarily been in the business of development and management of Real Estate.
- The company currently owns two primary real estate parcels: Nirlon Knowledge Park (NKP), which is a 23 acre Information Technology Park located in Goregaon (East), Mumbai and 75% of undivided interest in 0.05 Mn sq. ft. in Nirlon House, which is a building in the prime location of Worli, Mumbai.
- The development of the company’s landmark project of Nirlon Knowledge Park began in phases from 2006, with all 5 phases of development completed in FY22.
- GIC Singapore became the majority shareholder and a co-promoter in 2015 vide an open offer through its affiliate, M/s. Reco Berry Private Limited (Reco) of Singapore, and currently has a 63.92% holding in the company.
- NKP has a total chargeable area of approximately 3.06 Mn.sq.ft.

KEY STRENGTHS.....

- Present in the commercial real estate sector since 17 years
- Prime location in Mumbai’s western suburb
- LEED Platinum/ Gold Certified Buildings (Core & Shell) Environmentally Friendly Campus
- Marquee licensees including leading companies from IT and Financial Services sectors such as Citi, Barclays, Ernst & Young and JP Morgan
- Historically high average annual occupancy rate
- Consistent and Sustainable License Fee Income
- GIC Singapore (through its affiliate) is the major shareholder

FINANCIAL HIGHLIGHTS (Ind AS).....

(INR Mn)	Total Income	EBITDA	EBITDA%	PAT	PAT%	EPS
FY22	3,867	3,002	77.63%	1,108	28.65%	12.30
FY23	5,756	4,610	80.09%	1,579	27.43%	17.52
FY24	6,074	4,814	79.26%	2,056	33.85%	22.81
9M-FY25	4,843	3,862	79.74%	1,646	33.99%	18.27

Key Data

BSE Code	500307
NSE Code	-
Reuters	NIRL.BO
Bloomberg	NIRL:IN

Market Data (INR) As on 31st December, 2024

Face Value	10.00
CMP	503.30
52 Week H/L	522.05/ 398.95
MCap (Mn)	45,356.41
Shares O/S (Mn)	90.12
1 Yr Avg. Vol ('000)	71.32

Performance As on 31st December, 2024

	3M	6M	12M
NIRLON	19.61%	16.79%	21.86%
SENSEX	(7.26)%	(1.14)%	8.20%
BSE MIDCAP	(6.01)%	0.22%	25.46%

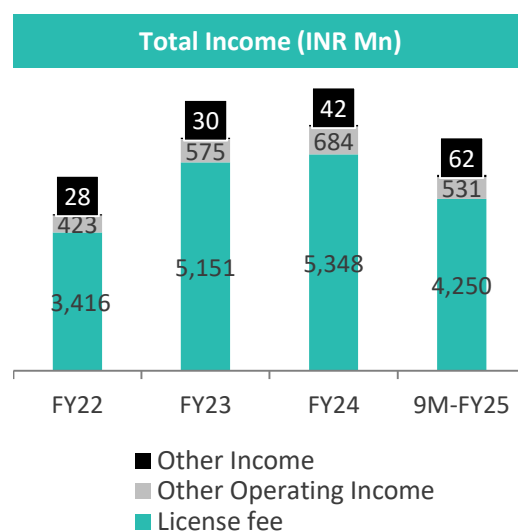
Shareholding Pattern As on 31st December, 2024

Promoters	67.73%
FPI	10.48%
Mutual Funds	4.85%
Public	16.94%

BUSINESS OVERVIEW

Nirlon Knowledge Park (NKP)

- Conveniently located on Mumbai's Western Express Highway, one of Mumbai's main arterial roads.
- NKP is an easy commute from the western and eastern suburbs of Mumbai.
- A majority of the city's professional workforce live in the western suburbs, which have a ready availability of residential accommodation.
- The Master Plan is designed around an Environmentally friendly Green Campus with a 200,000 sq. ft. or approx. 4 acres of traffic free central park and a more than 250 meter long water feature to give the location the quality of an urban oasis.
- Some of the major licensees of Nirlon Ltd. include JP Morgan, Citi Bank, Barclays, Morgan Stanley, Ernst & Young, ICICI Prudential, BNP Paribas, amongst others.
- The company has very consciously maintained the quality of its licensees over the years and has maintained a high average occupancy historically.
- Nirlon Knowledge Park is one of the first campuses of this scale in India to achieve Platinum/Gold LEED certification for its buildings (core and shell).
- Phases I to IV have already been LEED certified to a Gold standard and Phase V has a Platinum rating. NKP has been awarded the WELL Health Safety Rating for Facility Operations and Management.
- NKP has been felicitated with many awards some of which are:
 - Best Commercial Renovation/ Redevelopment – Asia Pacific in the year 2012-2013
 - Best Commercial Property 2013 Worldwide Achievers Real Estate Awards, etc.



Phase Wise Details

Phases	Constructed Area (Mn Sq. Ft.)	Chargeable Area (Mn Sq. Ft.)
I	1.29	0.77
II	0.38	0.31
III	0.55	0.40
IV	0.76	0.40
V	1.78	1.16
Total	4.77	3.06

KEY GROWTH DRIVERS

- Rental income from leasable area of ~1.16 Mn sq. ft. licensed to JP Morgan Chase.
- Sustainable source of income from the licensees.
- Portfolio of quality licensees including global companies in the Financial Services and IT/ITES sectors.
- Strong cash flows.

PEER COMPARISON (TRAILING 12 MONTHS) INR MN

Company	Op. Income	EBITDA	EBITDA%	Net Profit	PAT%	Market Cap
Nirlon	6,363	5,063	79.6%	2,158	33.9%	45,356
Nesco	7,290	4,484	61.5%	3,917	53.7%	67,846
Oberoi Realty	54,510	32,736	60.1%	25,803	47.3%	8,39,921
DLF	70,009	18,847	26.9%	40,044	57.2%	20,41,266
The Phoenix Mills	41,031	22,282	54.3%	13,497	32.9%	5,84,517

INCOME STATEMENT (Ind AS).....

INCOME STATEMENT (INR MN)	FY22	FY23	FY24	9M-FY25
License Fees	3,416	5,151	5,348	4,250
Other Operating Income (CAM, etc.)	423	575	684	531
Other Income	28	30	42	62
Total Income	3,867	5,756	6,074	4,843
Total Expenses	865	1,146	1,260	981
EBITDA	3,002	4,610	4,814	3,862
EBITDA Margins (%)	77.63%	80.09%	79.26%	79.74%
Depreciation	755	1,028	564	429
Finance Cost*	346	1,257	1,235	888
PBT	1,901	2,325	3,015	2,545
Tax	793	746	959	899
Profit After Tax	1,108	1,579	2,056	1,646
PAT Margins (%)	28.65%	27.43%	33.85%	33.99%
Diluted EPS (INR per share)	12.30	17.52	22.81	18.27

BALANCE SHEET (Ind AS).....

Particulars (INR Mn)	FY23	FY24	H1-FY25	Particulars (INR Mn)	FY23	FY24	H1-FY25
EQUITY	4,018	3,731	3,802	Non-Current Assets	20,614	20,480	20,070
a) Equity Share Capital	901	901	901	a) Property, Plant and Equipment	4	4	4
b) Other Equity	3,117	2,830	2,901	b) Capital Work In Progress	60	26	18
LIABILITIES				c) Investment Properties	19,318	19,096	18,803
Non-Current Liabilities	14,975	15,586	15,796	d) Financial Assets			
a) Financial Liabilities				i) Loans	-	-	-
i) Borrowings	11,450	11,456	11,458	ii) Other Financial Assets	97	96	100
ii) Other Financial Liabilities	1,470	1,690	1,668	e) Non-Current Tax Assets (Net)	129	284	284
b) Provisions	3	3	4	f) Other Non-Current Assets	1,006	974	861
c) Deferred Tax Liabilities (Net)	1,530	1,963	2,259	Current Assets	399	783	2,619
d) Other Non-Current Liabilities	522	474	407	a) Financial Assets			
Current Liabilities	2,020	1,945	3,091	i) Trade Receivables	29	32	52
a) Financial Liabilities				ii) Cash and Cash Equivalents	173	539	190
i) Borrowings	-	-	-	iii) Bank Balances other than ii) above	57	70	2,095
ii) Trade Payables	167	133	112	iv) Other Financial Assets	27	29	20
iii) Other Financial Liabilities	1,604	1,378	2,368	b) Other Current Assets	113	112	262
b) Other Current Liabilities	246	299	477	GRAND TOTAL - EQUITIES & LIABILITIES	21,013	21,262	22,689
c) Provisions	1	1	2	GRAND TOTAL - ASSETS	21,013	21,262	22,689
d) Current Tax Liabilities (Net)	2	134	132				

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