



**NIRLON LIMITED**

**EARNINGS PRESENTATION**  
**Q4-FY23/FY23**

# Snapshot



Present in the commercial / IT-ITES real estate sector for 17 years



Experienced management team



Prime location in Mumbai's western suburbs



LEED Platinum / Gold Certified Buildings (Core & Shell) – Environmentally Friendly Campus



Marquee licensees including leading companies from IT / Financial Services sectors



Occupier friendly design with typical ~80% efficiency



Historically high average occupancy



World Class infrastructure



GIC Singapore (through its affiliate) is the major shareholder



Consistent and Sustainable License Fee Income



3 Year CAGR (2020-2023) :  
Revenue: 22.8%  
PAT: 13.0\*



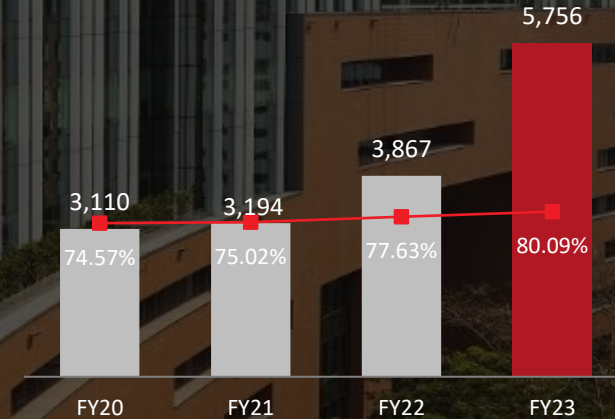
FY23  
CFO: INR 3,923 Mn  
ROE: 39.3%\*

FY18 onward figures as per Ind AS;  
\* Impact of IndAS-23 FY20 onwards (refer slide 8 for details)

# Company Overview

- 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 commercial/ IT-ITES Real Estate.
- The company currently owns two primary assets: Nirlon Knowledge Park (NKP), which is an approx. 23 acre Information Technology Park located in Goregaon (East), Mumbai and also 75% of undivided interest in approx. 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 the final phase i.e. Phase V completed in FY22.
- NKP has a total chargeable area of approximately 3.06 Mn.sq.ft.
- GIC Singapore became the majority shareholder and a co-promoter in 2015 vide an open offer through its affiliate, Reco Berry Private Limited (Reco) of Singapore, and currently has a 63.92% holding in the company.

Total Income (INR Mn) & EBITDA Margins (%)

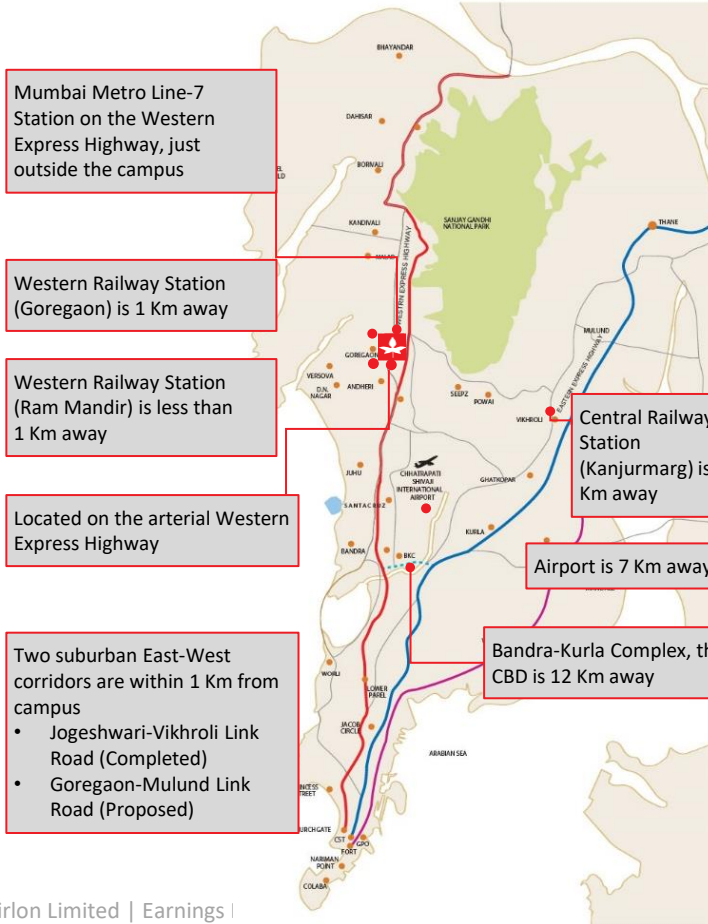


**NIRLON LIMITED**

*FY18 onward figures as per Ind AS*

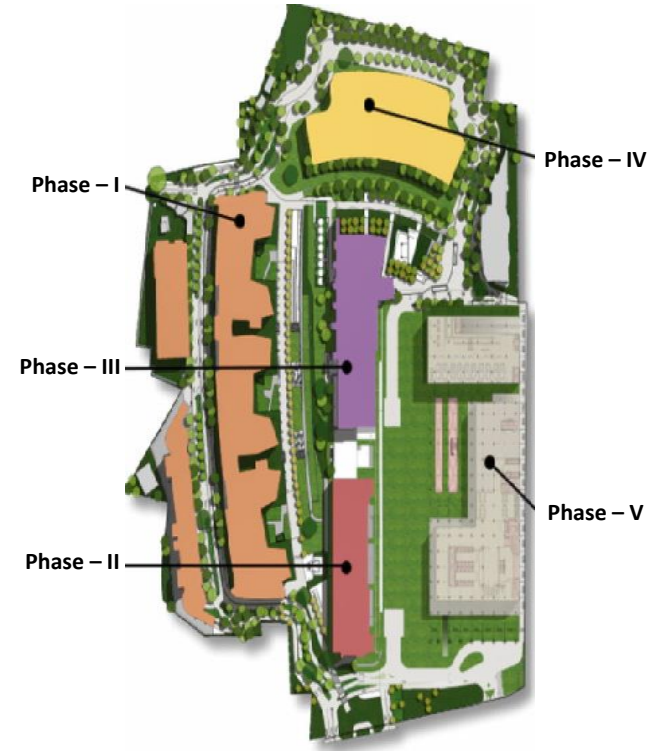


# Nirlon Knowledge Park – The Master Plan



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. NKP is also located close to educational institutions, hospitals, and recreational facilities.

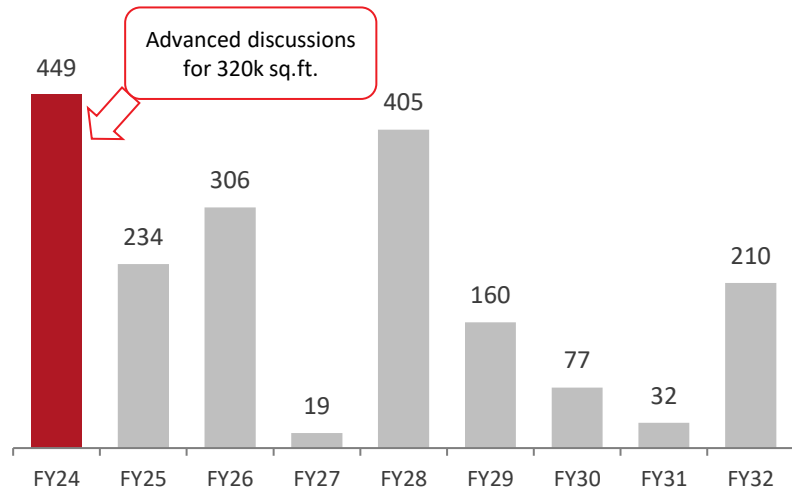
**≈ 3.06 Mn Sq. ft.** Total office space



# Phase Wise Details & License Renewals

Phases	I	II	III	IV	V	Total
Constructed Area (Mn Sq. Ft.)	1.29	0.38	0.55	0.76	1.78	<b>4.77</b>
Chargeable Area (Mn Sq. Ft.)	0.77	0.31	0.4	0.4	1.16	<b>3.06</b>
Date of Completion	Oct-09	Jun-10	Sep-13	Mar-15	FY22	<b>NA</b>

**License Due for Renewals/Resets (Thousands Sq. ft.)  
as on 31st March 2023**



As on 31st March 2023, approx. 14,000 sq. ft. area was vacant.

Assumes all licenses continue for the anticipated tenure of their License/ notice period including renewal options and only NL's share considered for co-owned space at Nirlon House.



**Q4-FY23/ FY23 Financial Overview**



# Operational Highlights

## Marketing Updates

- MUFG has licensed approx. 23,000 sq.ft. in Q4FY23.
- Protium Finance has licensed approx. 34,000 sq.ft. in Q4FY23 and will be vacating smaller areas of approx. 14,600 sq.ft. in Q1FY24.
- Integrated Security Media Group has licensed approx. 12,000 sq.ft. in Q4FY23.
- ICICI Prudential has signed an LOI in Q1FY24 to expanded its space at NKP by 9,600 sq.ft.
- As on 31 March 2023, approx. 14,000 sq.ft. area was vacant.

## Debt Summary (As of 31<sup>st</sup> March 2023)

- Total secured debt facility sanctioned by HSBC is INR 1,230 Cr which includes an OD facility.
- Debt outstanding as on 31 March 2023 from HSBC Bank was INR 1,150 Cr.
- CRISIL has assigned 'CRISIL AA+/Stable' rating to this facility.

## Other Updates

- The Company had paid an interim dividend at INR 15 per share (150%) for FY 2022-23 in Q4FY23.
- The Board proposes a final dividend of INR 11 (110%) per share for FY23, subject to approval by the shareholders in the forthcoming AGM.



# Notes to Financials

- One Time Expenses incurred in Q1-FY23 of INR 250.7 Mn on account of refinancing of the Company's loan included in Finance Cost and an additional INR 8.6 Mn included in Other Expenses.
- Depreciation from 1<sup>st</sup> Oct 22 is on SLM method as against WDV method earlier.

## Tax:

- To maintain flexibility for any future restructuring opportunities, the Company continues under the old Tax Regime as the decision to change to the new tax regime is irrevocable.





# Q4-FY23/ FY23 Financial Highlights

## Q4-FY23 Financial Highlights:

<b>INR 1,485 Mn</b> Total Income	<b>INR 1,169 Mn</b> EBITDA	<b>78.72%</b> EBITDA Margin
<b>INR 727 Mn</b> PBT	<b>INR 497 Mn</b> PAT	<b>33.47%</b> PAT Margin

## FY23 Financial Highlights:

<b>INR 5,756 Mn</b> Total Income	<b>INR 4,610 Mn</b> EBITDA	<b>80.09%</b> EBITDA Margin
<b>INR 2,325 Mn</b> PBT	<b>INR 1,579 Mn</b> PAT	<b>27.43%</b> PAT Margin

Please refer to notes on slide 8.

# Quarterly Financial Performance (Ind AS)

Particulars (INR Mn)	Q4-FY23	Q3-FY23	Q-o-Q	Q4-FY22	Y-o-Y
License Fees	1,297	1,297	0.0%	1,260	2.9%
Other Operating Income (CAM, etc.)	184	140	31.4%	110	67.3%
Other Income	4	6	(33.3)%	7	(42.9)%
<b>Total Income</b>	<b>1,485</b>	<b>1,443</b>	<b>2.9%</b>	<b>1,377</b>	<b>7.8%</b>
Total Expenses	316	257	23.0%	242	30.6%
<b>EBITDA</b>	<b>1,169</b>	<b>1,186</b>	<b>(1.4)%</b>	<b>1,135</b>	<b>3.0%</b>
<b>EBITDA Margins (%)</b>	<b>78.72%</b>	<b>82.19%</b>	<b>(347) Bps</b>	<b>82.43%</b>	<b>(371) Bps</b>
Depreciation	149	134	11.2%	361	(58.7)%
Finance Cost*	293	269	8.9%	220	33.2%
<b>PBT</b>	<b>727</b>	<b>783</b>	<b>(7.2)%</b>	<b>554</b>	<b>31.2%</b>
Tax	230	247	(6.9)%	183	25.7%
<b>Profit After Tax</b>	<b>497</b>	<b>535</b>	<b>(7.1)%</b>	<b>370</b>	<b>34.3%</b>
<b>PAT Margins (%)</b>	<b>33.47%</b>	<b>37.08%</b>	<b>(361) Bps</b>	<b>26.87%</b>	<b>660 Bps</b>
Diluted EPS (INR per share)	5.52	5.94	(7.1)%	4.11	34.3%

Please refer to notes on Slide 8

\* - Pursuant to the amendment in Ind AS-23 "Borrowing Costs," the Company has considered the specific borrowings obtained for completed phases as a part of general borrowings. Accordingly, the finance cost related to such borrowings has been capitalized as a part of Capital Work in Progress until Phase V was capitalized i.e. 15 December 2021.

# Annual Financial Performance (Ind AS)

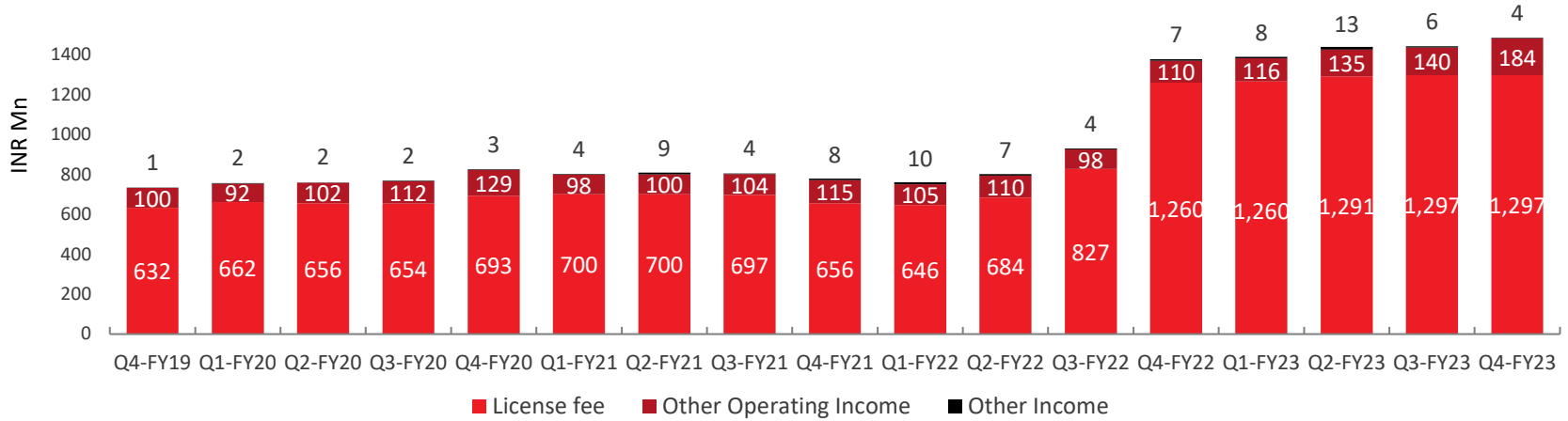
Particulars (INR Mn)	FY23	FY22	Y-o-Y
License Fees	5,151	3,416	50.8%
Other Operating Income (CAM, etc.)	575	423	35.9%
Other Income	30	28	7.1%
<b>Total Income</b>	<b>5,756</b>	<b>3,867</b>	<b>48.8%</b>
Total Expenses	1146	865	32.3%
<b>EBITDA</b>	<b>4,610</b>	<b>3,002</b>	<b>53.6%</b>
<b>EBITDA Margins (%)</b>	<b>80.09%</b>	<b>77.63%</b>	<b>246 Bps</b>
Depreciation	1,028	755	36.2%
Finance Cost*	1,257	346	NA
<b>PBT</b>	<b>2,325</b>	<b>1,901</b>	<b>22.3%</b>
Tax	746	793	(5.9)%
<b>Profit After Tax</b>	<b>1,579</b>	<b>1,108</b>	<b>42.5%</b>
<b>PAT Margins (%)</b>	<b>27.43%</b>	<b>28.65%</b>	<b>(122) Bps</b>
Diluted EPS (INR per share)	17.52	12.30	42.4%

Please refer to notes on Slide 8

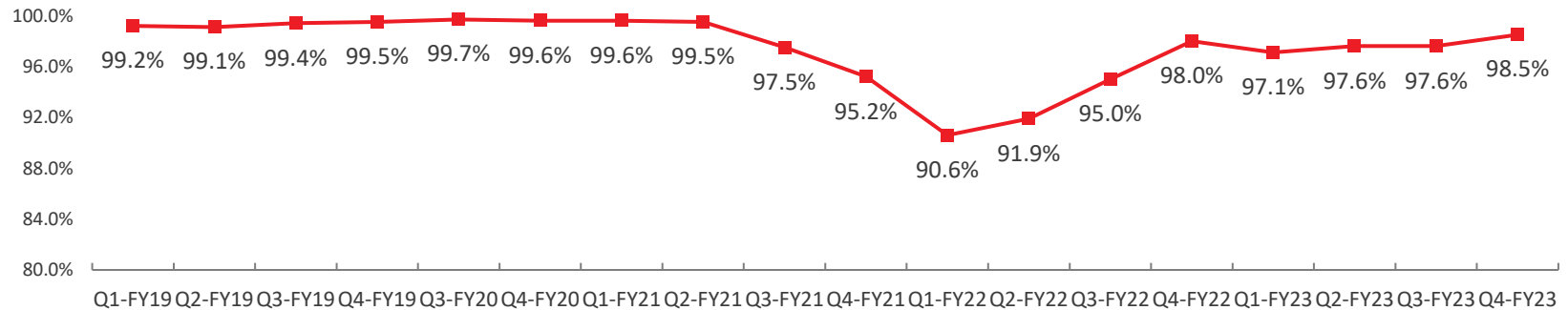
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# License Fees & Occupancy Rates



## Occupancy Rate



# Historical Financial Performance (Ind AS)

Particulars (INR Mn)	FY20	FY21	FY22	FY23
License Fees	2,665	2,753	3,416	5,151
Other Operating Income (CAM, etc.)	435	416	423	575
Other Income	10	25	28	30
<b>Total Income</b>	<b>3,110</b>	<b>3,194</b>	<b>3,867</b>	<b>5,756</b>
Total Expenses	791	798	865	1,146
<b>EBITDA</b>	<b>2,319</b>	<b>2,396</b>	<b>3,002</b>	<b>4,610</b>
<b>EBITDA Margins (%)</b>	<b>74.57%</b>	<b>75.02%</b>	<b>77.63%</b>	<b>80.09%</b>
Depreciation	533	487	755	1,028
Finance Cost*	321	140	346	1,257
<b>PBT</b>	<b>1,465</b>	<b>1,769</b>	<b>1,901</b>	<b>2,325</b>
Tax	370	495	793	746
<b>Profit After Tax</b>	<b>1,095</b>	<b>1,274</b>	<b>1,108</b>	<b>1,579</b>
<b>PAT Margins (%)</b>	<b>35.21%</b>	<b>39.89%</b>	<b>28.65%</b>	<b>27.43%</b>
Diluted EPS (INR per share)	12.15	14.14	12.30	17.52

Please refer to notes on Slide 8

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# Balance Sheet (Ind AS)

Particulars (INR Mn)	FY21	FY22	FY23
<b>EQUITY</b>	<b>5,744</b>	<b>4,780</b>	<b>4,018</b>
a) Equity Share Capital	901	901	901
b) Other Equity	4,843	3,879	3,117
<b>LIABILITIES</b>			
<b>Non-Current Liabilities</b>	<b>12,019</b>	<b>14,231</b>	<b>14,974</b>
a) Financial Liabilities			
i) Borrowings	9,784	10,939	11,450
ii) Other Financial Liabilities	1,004	1,450	1,470
b) Provisions	5	5	3
c) Deferred Tax Liabilities (Net)	751	1,189	1,530
d) Other Non-Current Liabilities	475	648	522
<b>Current Liabilities</b>	<b>1,298</b>	<b>2,976</b>	<b>2,020</b>
a) Financial Liabilities			
i) Borrowings	-	845	-
ii) Trade Payables	70	256	167
iii) Other Financial Liabilities	1,082	1,583	1,604
b) Other Current Liabilities	145	237	246
c) Provisions	1	1	1
d) Current Tax Liabilities (Net)	-	54	2
<b>GRAND TOTAL - EQUITIES &amp; LIABILITIES</b>	<b>19,061</b>	<b>21,987</b>	<b>21,012</b>

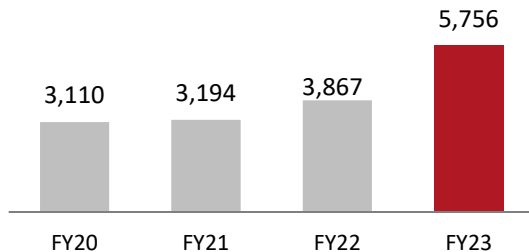
Particulars (INR Mn)	FY21	FY22	FY23
<b>Non-Current Assets</b>	<b>18,845</b>	<b>20,831</b>	<b>20,614</b>
a) Property, Plant and Equipment	4	4	4
b) Capital Work In Progress	11,402	132	60
c) Investment Properties	7,050	19,851	19,318
d) Financial Assets			
i) Loans	22	-	-
ii) Other Financial Assets	12	29	97
f) Non-Current Tax Assets (Net)	30	32	129
g) Other Non-Current Assets	325	783	1,006
<b>Current Assets</b>	<b>216</b>	<b>1,156</b>	<b>398</b>
a) Financial Assets			
i) Trade Receivables	19	32	29
ii) Cash and Cash Equivalents	16	963	173
iii) Bank Balances other than ii) above	12	39	57
iv) Other Financial Assets	23	26	26
b) Other Current Assets	146	96	113
<b>GRAND TOTAL – ASSETS</b>	<b>19,061</b>	<b>21,987</b>	<b>21,012</b>

Please refer to notes on Slide 8.

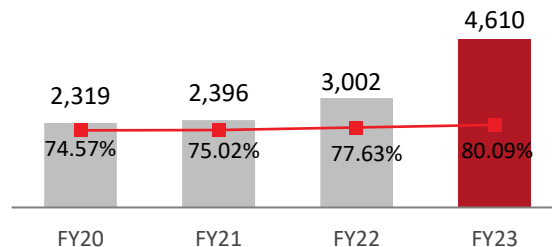


# Key Financial Highlights

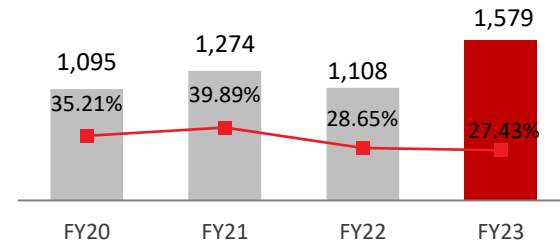
### Total Income (INR Mn)



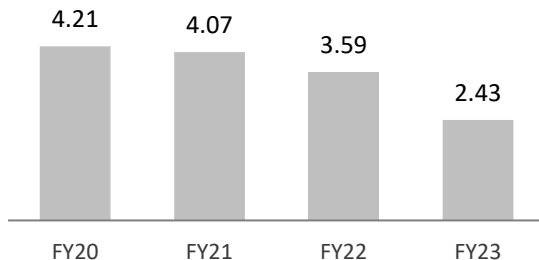
### EBITDA (INR Mn) & EBITDA Margin (%)



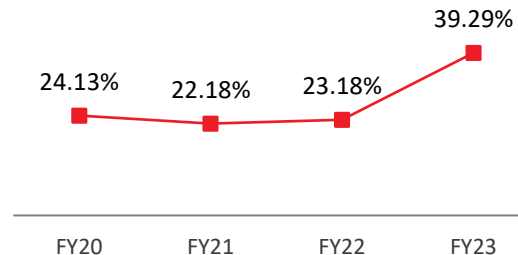
### PAT\* (INR Mn) & PAT Margin (%)



### Net Debt to EBITDA (x)



### ROE\* (%)



### Dividend Track Record (INR/share)



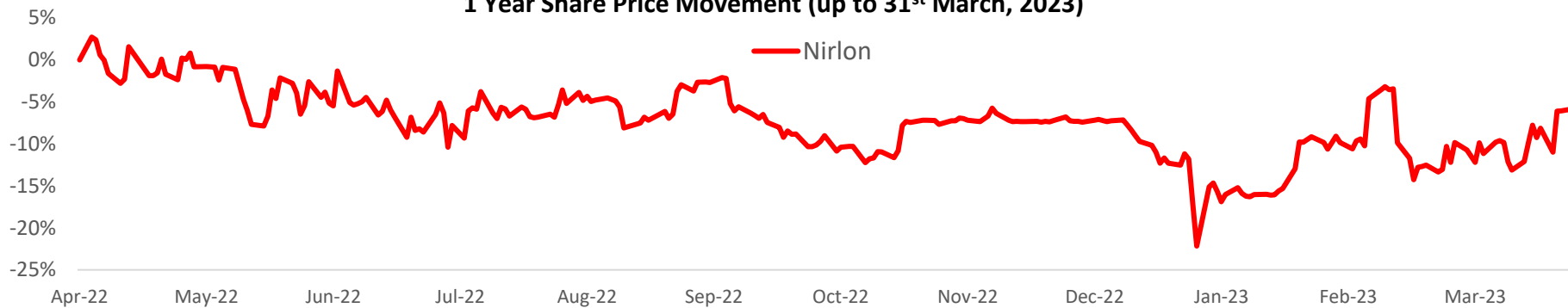
# - Rs. 15 Interim (paid) + Rs. 11 Final proposed by Board, subject to shareholders approval in AGM

Please refer to notes on Slide 8

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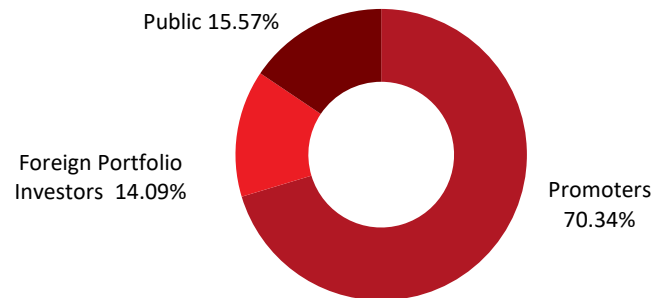
# Capital Market Data

**1 Year Share Price Movement (up to 31<sup>st</sup> March, 2023)**



Price Data (As on 31 <sup>st</sup> March, 2023)	INR
Face Value	10.00
Market Price	375.70
52 Week H/L	418.00 / 301.10
Market Cap (Mn)	33,858.08
Equity Shares Outstanding (Mn)	90.12
1 Year Avg Trading Volume ('000)	7.05

**Shareholding Pattern (As on 31<sup>st</sup> March, 2023)**





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## **Nirlon Limited**

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**For further details, please feel free to contact our Investor Relations Representatives:**



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