



Nirlon Limited

CIN:L17120MH1958PLC011045

Pahadi Village, off the Western Express Highway, Goregaon (East), Mumbai 400 063.

Tele:+91 (022) 4028 1919 / 2685 2257 / 58 / 59, Fax:+91 (022) 4028 1940

E-mail id : info@nirlonltd.com, Website: www.nirlonltd.com

=====

November 9, 2023

The Secretary,
BSE Limited,
P.J. Towers,
Dalal Street,
Mumbai- 400 001.

Security Code: 500307

Dear Sir/Madam,

Sub: Outcome of the Board meeting held on November 9, 2023: Earnings Presentation for the Quarter and Six months ended September 30, 2023

Ref: Pursuant to the provisions of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

We hereby inform you that inter alia; the Board of Directors of the Company at their meeting held on November 9, 2023 have considered Earnings presentation for the Quarter and Six months ended September 30, 2023 with disclaimers, are attached herewith.

The said information with details will also be made available on the website of the Company "www.nirlonltd.com".

We request you to take the same on record.

Thanking you,
Yours faithfully,
For Nirlon Ltd.,

Jasmin K. Bhavsar

Company Secretary, Vice President (Legal) & Compliance Officer

FCS4178

Encl: a/a



NIRLON LIMITED

EARNINGS PRESENTATION
Q2 / H1-FY24

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%

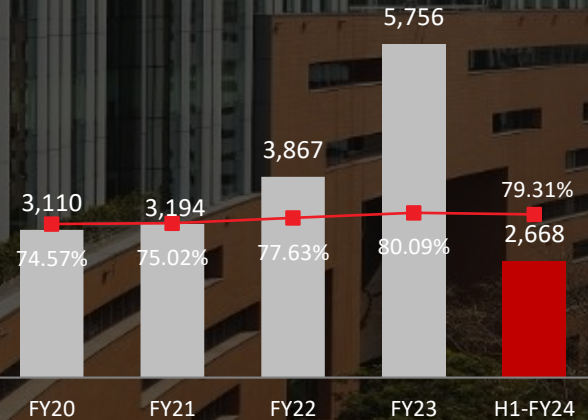


FY23
CFO: INR 3,923 Mn
ROE: 39.3%

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 (%)

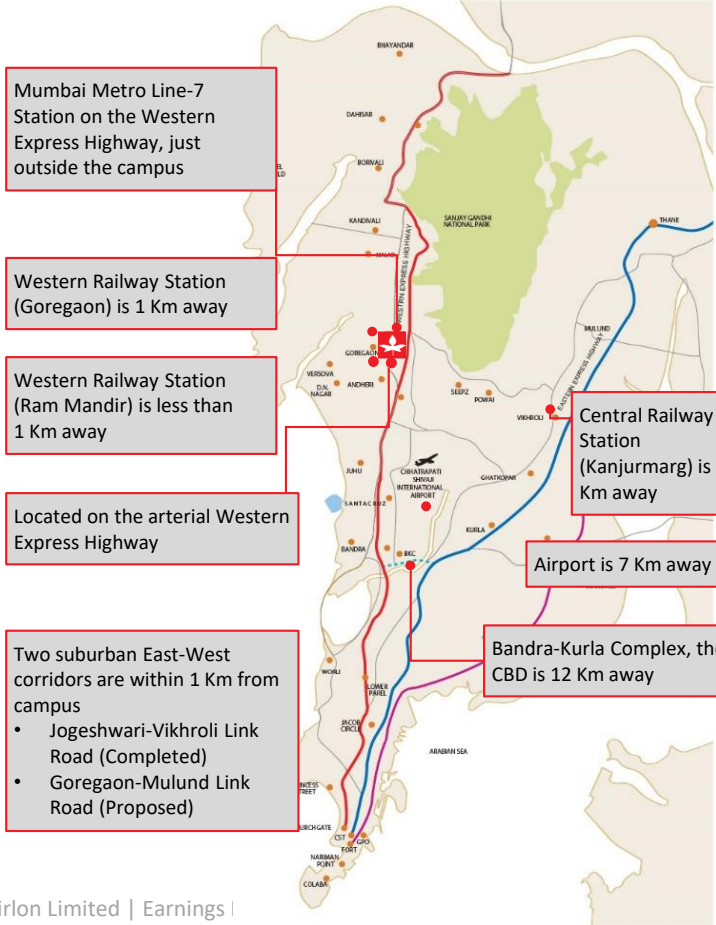


NIRLON LIMITED

FY18 onward figures as per Ind AS

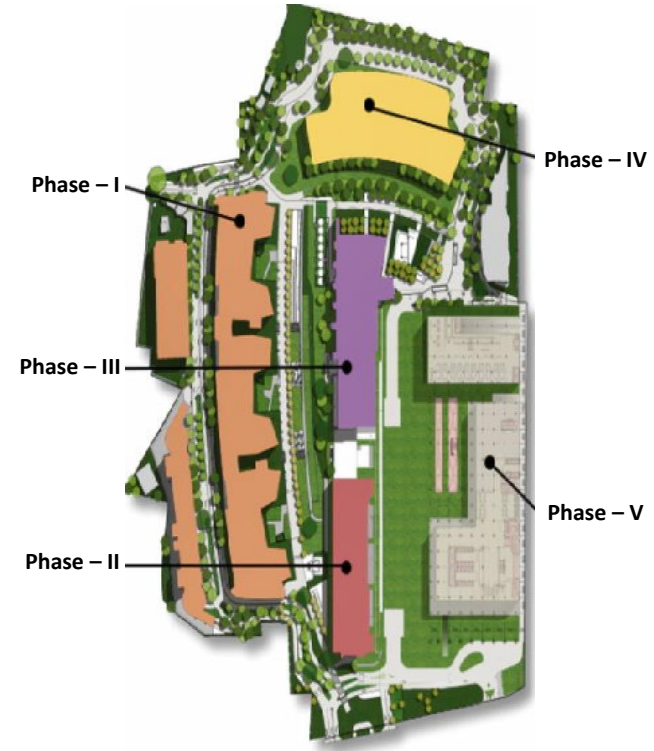


Nirlon Knowledge Park – The Master Plan



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.

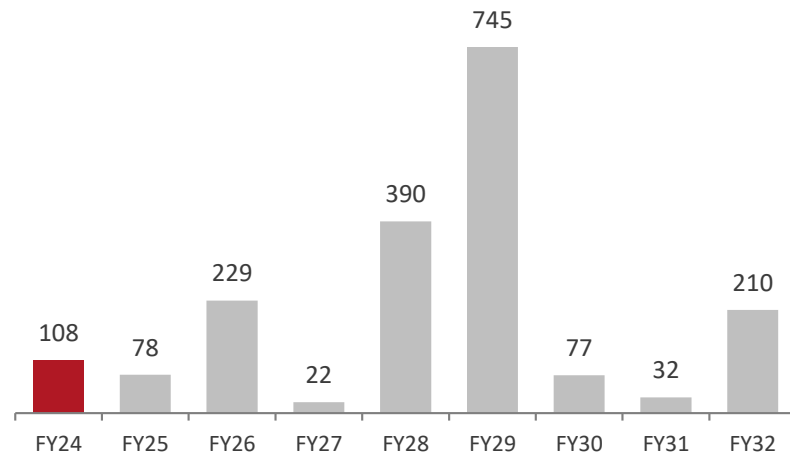
≈ 3.06 Mn Sq. ft. Total office space



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 | 4.77 |
| Chargeable Area (Mn Sq. Ft.) | 0.77 | 0.31 | 0.4 | 0.4 | 1.16 | 3.06 |
| Date of Completion | Oct-09 | Jun-10 | Sep-13 | Mar-15 | FY22 | NA |

License Due for Renewals/Resets (Thousands Sq. ft.)
as on 30th September 2023



As on 30th September 2023, approx. 13,000 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.



Q2 / H1-FY24 Financial Overview

Operational Highlights

Marketing Updates

- Deutsche has renewed approx. 397,000 sq.ft. space at NKP.
- EY has expanded its space at NKP by approx. 15,000 sq.ft.
- As on 30 September 2023, approx. 13,000 sq.ft. area was vacant.

Debt Summary

- HSBC has revised the benchmark from 3-month T bills to 1-month T bills and revised the spread to T bills + 200 bps.
- Total secured debt facility sanctioned by HSBC is INR 1,230 Cr which includes an OD facility.
- Debt outstanding as on 30 September 2023 from HSBC Bank was INR 1,150 Cr.
- CRISIL has assigned 'CRISIL AA+/Stable' rating to this facility.

Other Updates

- **Phases I to 4 of NKP has received LEED Zero Water certification in October 2023.**



Notes to Financials



- Estimated CSR expense for FY24 of approx. Rs. 39.96 Mn., has been fully provisioned in Q1FY24, as per statutory requirements.
- 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 1st 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.

Q2 / H1-FY24 Financial Highlights

Q2-FY24 Financial Highlights:

| | | |
|-------------------------------------|-------------------------------|--------------------------------|
| INR 1,330 Mn Total Income | INR 1,208 Mn EBITDA | 80.21% EBITDA Margin |
| INR 766 Mn PBT | INR 524 Mn PAT | 34.79% PAT Margin |

H1-FY24 Financial Highlights:

| | | |
|-------------------------------------|-------------------------------|--------------------------------|
| INR 2,668 Mn Total Income | INR 2,377 Mn EBITDA | 79.31% EBITDA Margin |
| INR 1,496 Mn PBT | INR 1,023 Mn PAT | 34.13% PAT Margin |

Please refer to notes on slide 8.

Quarterly Financial Performance (Ind AS)

| Particulars (INR Mn) | Q2-FY24 | Q1-FY24 | Q-o-Q | Q2-FY23 | Y-o-Y |
|------------------------------------|---------------|---------------|----------------|---------------|------------------|
| License Fees | 1,330 | 1,338 | (0.6%) | 1,291 | 3.0% |
| Other Operating Income (CAM, etc.) | 164 | 145 | 13.1% | 135 | 21.5% |
| Other Income | 12 | 8 | 50.0% | 13 | (7.7%) |
| Total Income | 1,506 | 1,491 | 1.0% | 1,439 | 4.7% |
| Total Expenses | 298 | 322 | (7.5%) | 262 | 13.7% |
| EBITDA | 1,208 | 1,169 | 3.3% | 1,177 | 2.6% |
| EBITDA Margins (%) | 80.21% | 78.40% | 181 Bps | 81.79% | (158 Bps) |
| Depreciation | 139 | 138 | 0.7% | 376 | (63.0%) |
| Finance Cost* | 303 | 302 | 0.3% | 216 | 40.3% |
| PBT | 766 | 729 | 5.1% | 585 | 30.9% |
| Tax | 242 | 231 | 4.8% | 181 | 33.7% |
| Profit After Tax | 524 | 498 | 5.2% | 404 | 29.7% |
| PAT Margins (%) | 34.79% | 33.40% | 139 Bps | 28.08% | 671 bps |
| Diluted EPS (INR per share) | 5.82 | 5.52 | 5.4% | 4.49 | 29.6% |

Please refer to notes on Slide 8

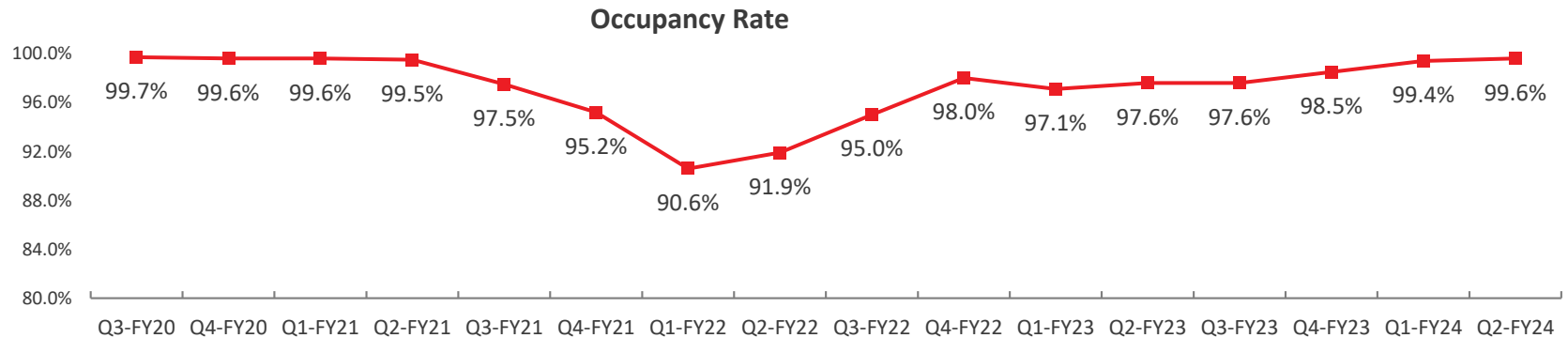
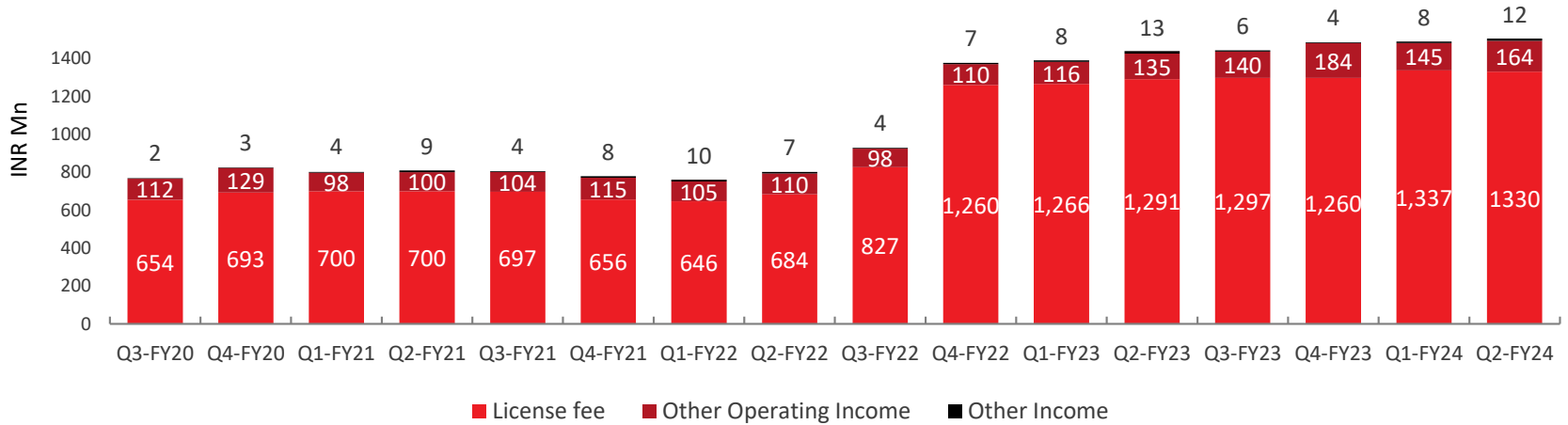
Half Yearly Financial Performance (Ind AS)

| Particulars (INR Mn) | H1-FY24 | H1-FY23 | Y-o-Y |
|--|---------------|---------------|-----------------|
| License Fees | 2,668 | 2,557 | 4.3% |
| Other Operating Income (CAM, etc.) | 309 | 251 | 23.1% |
| Other Income | 20 | 20 | 0.0% |
| Total Income | 2,997 | 2,828 | 6.0% |
| Total Expenses | 620 | 573 | 8.2% |
| EBITDA | 2,377 | 2,255 | 5.4% |
| EBITDA Margin | 79.31% | 79.74% | (43 Bps) |
| Depreciation | 277 | 745 | (62.8%) |
| Finance Cost* | 604 | 694 | (13.0%) |
| PBT | 1,496 | 816 | 83.3% |
| Tax | 473 | 269 | 75.8% |
| Profit After Tax / Total Comprehensive Income | 1,023 | 547 | 87.0% |
| PAT Margin (%) | 34.13% | 19.34% | 1479 Bps |
| Diluted EPS (INR per share) | 11.35 | 6.07 | 87.0% |

Please refer to notes on Slide 8



License Fees & Occupancy Rates



Historical Financial Performance (Ind AS)

| Particulars (INR Mn) | FY21 | FY22 | FY23 | H1-FY24 |
|------------------------------------|---------------|---------------|---------------|---------------|
| License Fees | 2,753 | 3,416 | 5,151 | 2,668 |
| Other Operating Income (CAM, etc.) | 416 | 423 | 575 | 309 |
| Other Income | 25 | 28 | 30 | 20 |
| Total Income | 3,194 | 3,867 | 5,756 | 2,997 |
| Total Expenses | 798 | 865 | 1,146 | 620 |
| EBITDA | 2,396 | 3,002 | 4,610 | 2,377 |
| EBITDA Margins (%) | 75.02% | 77.63% | 80.09% | 79.31% |
| Depreciation | 487 | 755 | 1,028 | 277 |
| Finance Cost* | 140 | 346 | 1,257 | 604 |
| PBT | 1,769 | 1,901 | 2,325 | 1,496 |
| Tax | 495 | 793 | 746 | 473 |
| Profit After Tax | 1,274 | 1,108 | 1,579 | 1,023 |
| PAT Margins (%) | 39.89% | 28.65% | 27.43% | 34.13% |
| Diluted EPS (INR per share) | 14.14 | 12.30 | 17.52 | 11.35 |

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.



Balance Sheet (Ind AS)

| Particulars (INR Mn) | FY22 | FY23 | H1-FY24 |
|---|---------------|---------------|---------------|
| EQUITY | 4,780 | 4,018 | 4,049 |
| a) Equity Share Capital | 901 | 901 | 901 |
| b) Other Equity | 3,879 | 3,117 | 3,148 |
| LIABILITIES | | | |
| Non-Current Liabilities | 14,231 | 14,974 | 15,052 |
| a) Financial Liabilities | | | |
| i) Borrowings | 10,939 | 11,450 | 11,453 |
| ii) Other Financial Liabilities | 1,450 | 1,470 | 1,402 |
| b) Provisions | 5 | 3 | 3 |
| c) Deferred Tax Liabilities (Net) | 1,189 | 1,530 | 1,742 |
| d) Other Non-Current Liabilities | 648 | 522 | 452 |
| Current Liabilities | 2,976 | 2,020 | 2,285 |
| a) Financial Liabilities | | | |
| i) Borrowings | 845 | - | - |
| ii) Trade Payables | 256 | 167 | 231 |
| iii) Other Financial Liabilities | 1,583 | 1,604 | 1,700 |
| b) Other Current Liabilities | 237 | 246 | 352 |
| c) Provisions | 1 | 1 | 1 |
| d) Current Tax Liabilities (Net) | 54 | 2 | 2 |
| GRAND TOTAL - EQUITIES & LIABILITIES | 21,987 | 21,012 | 21,387 |

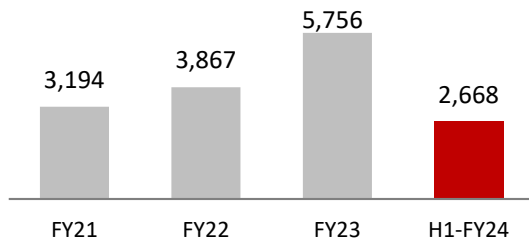
| Particulars (INR Mn) | FY22 | FY23 | H1-FY24 |
|---|---------------|---------------|---------------|
| Non-Current Assets | 20,831 | 20,614 | 20,626 |
| a) Property, Plant and Equipment | 4 | 4 | 4 |
| b) Capital Work In Progress | 132 | 60 | 94 |
| c) Investment Properties | 19,851 | 19,318 | 19,244 |
| d) Financial Assets | | | |
| i) Loans | - | - | - |
| ii) Other Financial Assets | 29 | 97 | 91 |
| f) Non-Current Tax Assets (Net) | 32 | 129 | 142 |
| g) Other Non-Current Assets | 783 | 1,006 | 1,051 |
| Current Assets | 1,156 | 398 | 761 |
| a) Financial Assets | | | |
| i) Trade Receivables | 32 | 29 | 48 |
| ii) Cash and Cash Equivalents | 963 | 173 | 478 |
| iii) Bank Balances other than ii) above | 39 | 57 | 70 |
| iv) Other Financial Assets | 26 | 26 | 23 |
| b) Other Current Assets | 96 | 113 | 142 |
| GRAND TOTAL – ASSETS | 21,987 | 21,012 | 21,387 |

Please refer to notes on Slide 8.

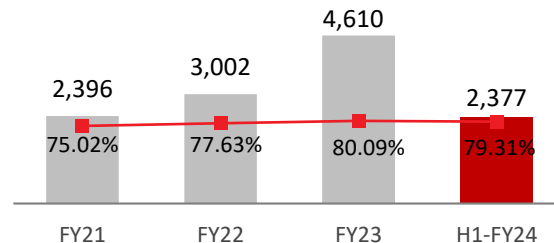


Key Financial Highlights

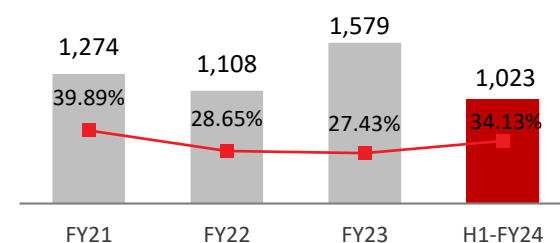
Total Income (INR Mn)



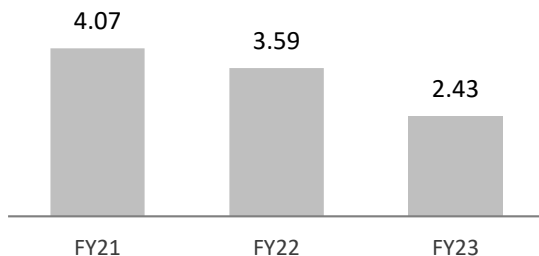
EBITDA (INR Mn) & EBITDA Margin (%)



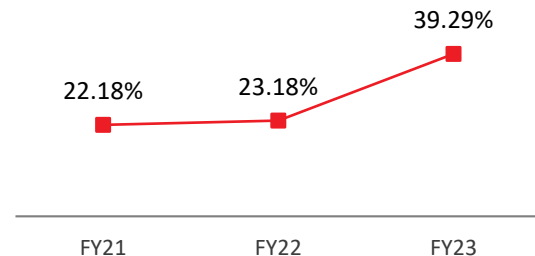
PAT* (INR Mn) & PAT Margin (%)



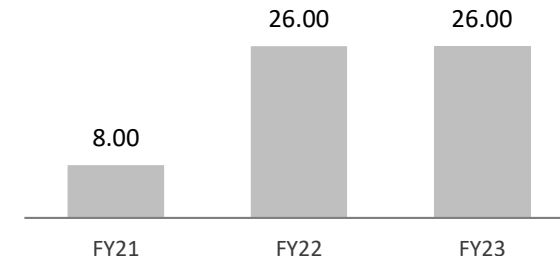
Net Debt to EBITDA (x)



ROE* (%)



Dividend Track Record (INR/share)

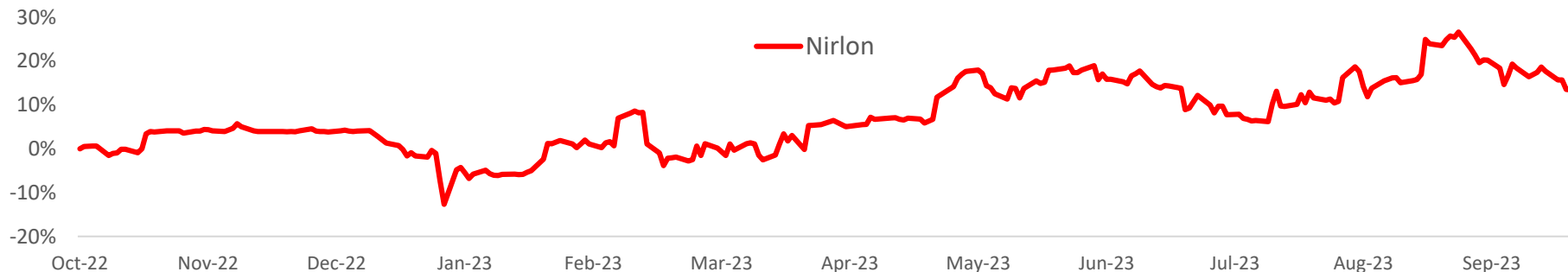


Please refer to notes on Slide 8

* - 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.

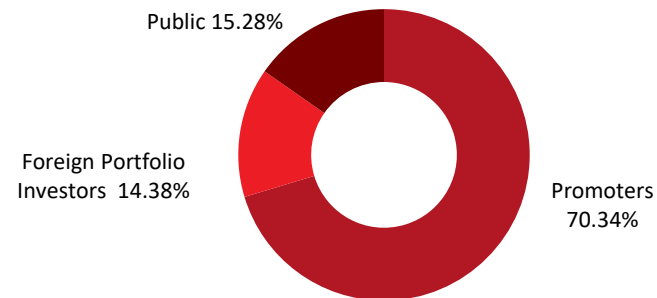
Capital Market Data

1 Year Share Price Movement (up to 30th September, 2023)



| Price Data (As on 30 th September, 2023) | INR |
|---|-----------------|
| Face Value | 10.00 |
| Market Price | 405.65 |
| 52 Week H/L | 475.05 / 301.10 |
| Market Cap (Mn) | 36,556 |
| Equity Shares Outstanding (Mn) | 90.12 |
| 1 Year Avg Trading Volume ('000) | 11.55 |

Shareholding Pattern (As on 30th September, 2023)



Disclaimer

Nirlon Limited

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Nirlon 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. This Presentation may contain forward-looking statements based on reasonable beliefs and assumptions of the management of the Company, which are expressed in good faith. Such statements involve uncertainties and other factors which may cause the actual results, financial condition, performance or achievements of the Company or industry results, to differ materially from the results, financial condition, performance or achievements expressed or implied by such statements. By their nature, forward looking statements inherently involve risks and uncertainties because they relate to events and depend on circumstances that may or may not occur in the future. Such statements are not guarantees of future performance and actual results may differ from those specified in such statements as a result of various such factors and assumptions. No assurance is being provided that the assumptions underlying such forward-looking statements are free from errors.

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and 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.

Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

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



Mr. Anuj Sonpal

Valorem Advisors

Tel: +91-22-4903 9500 | Email: nirlon@valoremadvisors.com