



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

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November 11, 2022

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 11, 2022: Earnings Presentation for the quarter and six months ended September 30, 2022

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 11, 2022 have considered Earnings presentation for the quarter and six months ended September 30, 2022 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-FY23

Snapshot



Present in the commercial / IT-ITES real estate sector for 16 years



Experienced management team



Prime location in Mumbai's western suburb



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 (2019-2022) : Revenue: 8.8%, PAT: 20.3% *



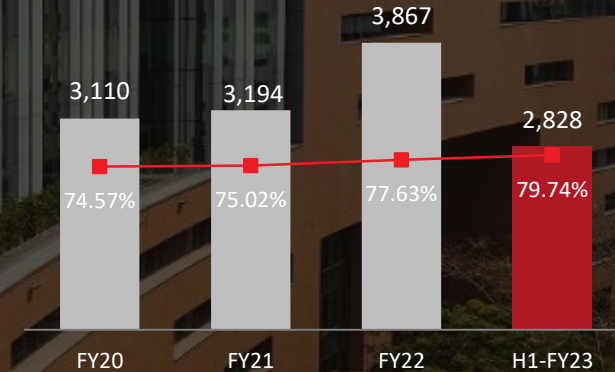
FY22 CFO: INR 3,402 Mn
FY22 ROE: 23.18% *

*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 was 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 Margin (%)

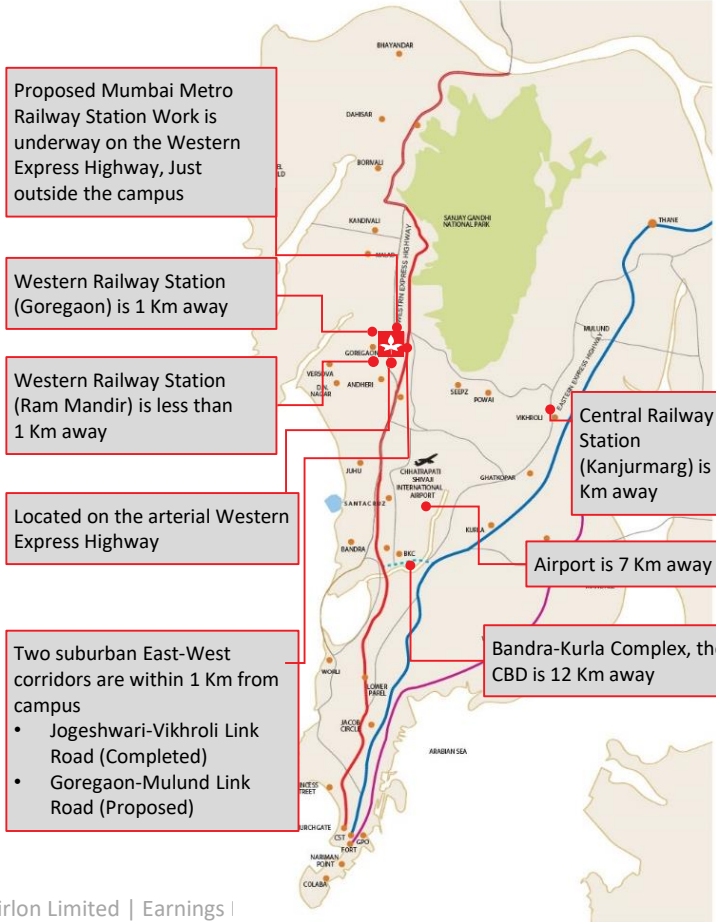


NIRLON LIMITED

FY18 onward figures as per Ind AS

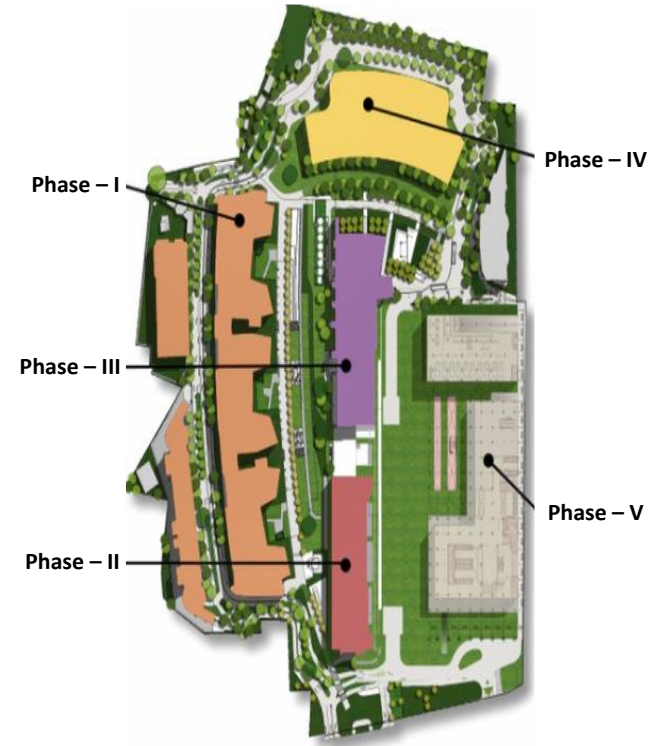


Nirlon Knowledge Park – The Master Plan



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.

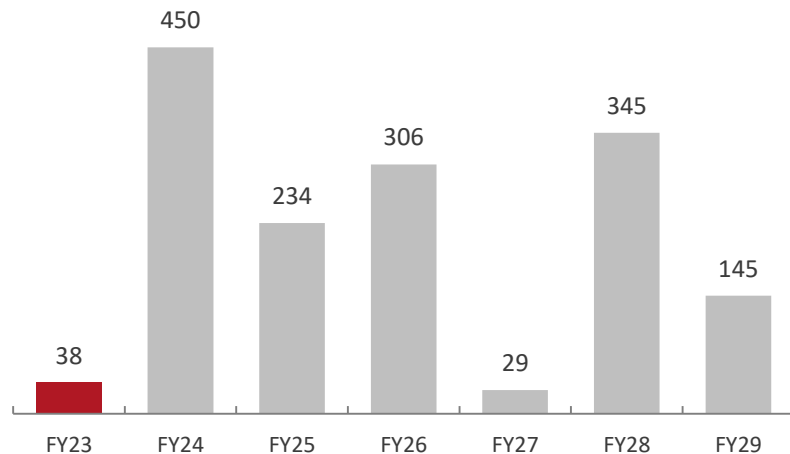
≈ 3.06 Mn Sq. ft. Total office space



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 30 September 2022



As on 30 September 2022, approx. 60,000 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-FY23 Financial Overview



Operational Highlights

Marketing Updates

- Citi renewed approx. 129,000 sq.ft. of its space due for renewal/expiry in FY23.
- Evalueserve renewed approx. 15,000 sq.ft. of its space due for renewal/expiry in FY23.
- NIUM has licensed approx. 37,000 sq.ft. at NKP
- As on 30 September 2022, approx. 60,000 sq.ft. area was vacant.

Other Updates

- The Board of the Company has approved changing from the WDV method to the SLM method of depreciation. This change will be considered w.e.f. 1 October 2022, and the resultant impact will be shown in the financials from Q3FY23 onwards.

Debt Summary (as of 30 September 2022)

- Total secured debt facility sanctioned by HSBC is INR 1,230 Cr which includes an OD facility.
- Debt outstanding as on 30 September 2022 from HSBC Bank was INR 1,150 Cr.
- CRISIL has assigned 'CRISILAA+/Stable' rating to this facility.

Notes to Financials

The financials for Q2/H1-FY23 have significant variations from Q2/H1-FY22 due to the following key changes:

- 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.

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-FY23 Financial Highlights

Q2-FY23 Financial Highlights:

INR 1,439 Mn Total Income	INR 1,177 Mn EBITDA	81.79% EBITDA Margin
INR 585 Mn PBT	INR 404 Mn PAT	28.08% PAT Margin

H1-FY23 Financial Highlights:

INR 2,828 Mn Total Income	INR 2,255 Mn EBITDA	79.74% EBITDA Margin
INR 816 Mn PBT	INR 547 Mn PAT	19.34% PAT Margin

Please refer to notes on slide 8.

Quarterly Financial Performance (Ind AS)

Particulars (INR Mn)	Q2-FY23	Q1-FY23	Q-o-Q	Q2-FY22	Y-o-Y
License Fees	1,291	1,266	2.0%	684	88.7%
Other Operating Income (CAM, etc.)	135	116	16.4%	110	22.7%
Other Income	13	8	62.5%	7	85.7%
Total Income	1,439	1,390	3.5%	801	79.7%
Total Expenses	262	313	(16.3)%	198	32.3%
EBITDA	1,177	1,077	9.3%	603	95.2%
EBITDA Margins (%)	81.79%	77.48%	431 Bps	75.28%	651 Bps
Depreciation	376	369	1.9%	115	NA
Finance Cost*	216	478	(54.8)%	29	NA
PBT	585	230	NA	459	27.5%
Tax	181	88	NA	121	49.6%
Profit After Tax / Total Comprehensive Income	404	142	NA	338	19.5%
PAT Margins (%)	28.08%	10.22%	NA	42.20%	NA
Diluted EPS (INR per share)	4.49	1.58	NA	3.75	19.7%

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.

Half Yearly Financial Performance (Ind AS)

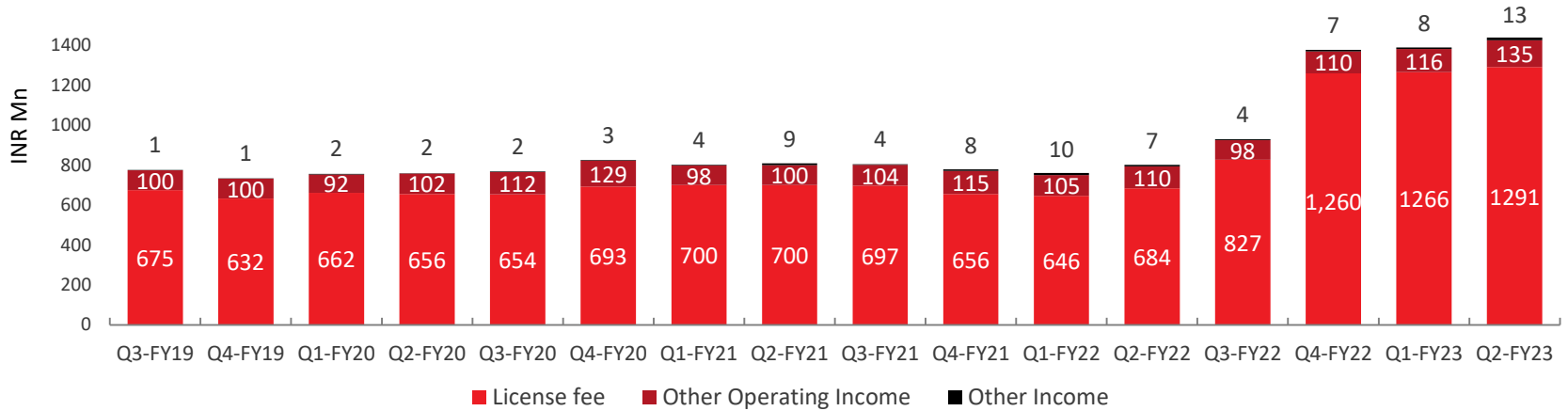
Particulars (INR Mn)	H1-FY23	H1-FY22	Y-o-Y
License Fees	2,557	1,329	92.4%
Other Operating Income (CAM, etc.)	251	215	16.7%
Other Income	20	17	17.6%
Total Income	2,828	1,561	81.2%
Total Expenses	573	439	30.5%
EBITDA	2,255	1,122	NA
EBITDA Margin	79.74%	71.88%	786 Bps
Depreciation	745	230	NA
Finance Cost*	694	66	NA
PBT	816	826	(1.2)%
Tax	269	223	20.6%
Profit After Tax / Total Comprehensive Income	547	603	(9.3)%
PAT Margin	19.34%	38.63%	NA
Diluted EPS (INR per share)	6.07	6.69	(9.3)%

Please refer to notes on Slide 8

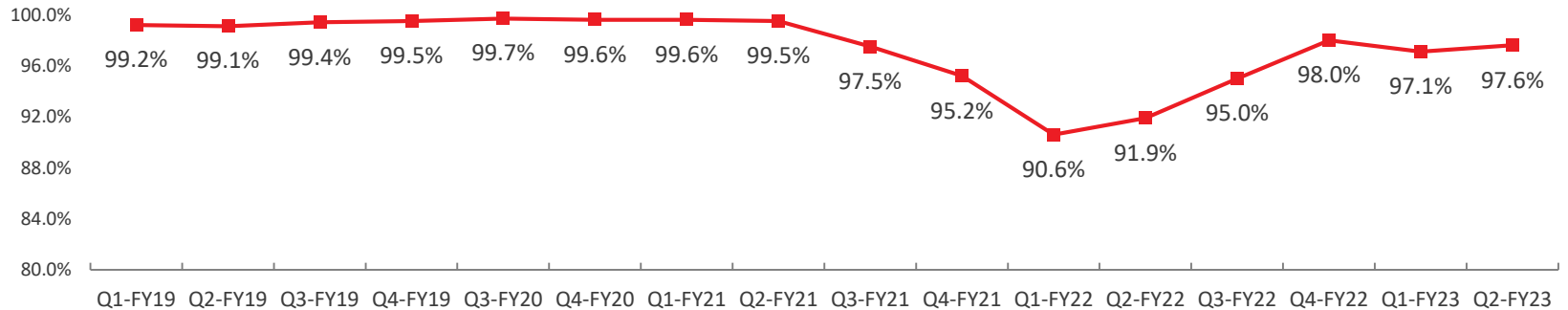
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License Fees & Occupancy Rates



Occupancy Rate



Historical Financial Performance (Ind AS)

Particulars (INR Mn)	FY20	FY21	FY22	H1-FY23
License Fees	2,665	2,753	3,416	2,557
Other Operating Income (CAM, etc.)	435	416	423	251
Other Income	10	25	28	20
Total Income	3,110	3,194	3,867	2,828
Total Expenses	791	798	865	573
EBITDA	2,319	2,396	3,002	2,255
EBITDA Margins (%)	74.57%	75.02%	77.63%	79.74%
Depreciation	533	487	755	745
Finance Cost*	321	140	346	694
PBT	1,465	1,769	1,901	816
Tax	370	495	793	269
Profit After Tax / Total Comprehensive Income	1,095	1,274	1,108	547
PAT Margins (%)	35.21%	39.89%	28.65%	19.34%
Diluted EPS (INR per share)	12.15	14.14	12.30	6.07

Please refer to notes on Slide 8

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Balance Sheet (Ind AS)

Particulars (INR Mn)	FY21	FY22	H1-FY23
EQUITY	5,744	4,780	4,335
a) Equity Share Capital	901	901	901
b) Other Equity	4,843	3,879	3,434
LIABILITIES			
Non-Current Liabilities	12,019	14,231	14,929
a) Financial Liabilities			
i) Borrowings	9,784	10,939	11,447
ii) Other Financial Liabilities	1,004	1,450	1,572
b) Provisions	5	5	5
c) Deferred Tax Liabilities (Net)	751	1,189	1,315
d) Other Non-Current Liabilities	475	648	589
Current Liabilities	1,298	2,976	2,046
a) Financial Liabilities			
i) Borrowings	-	845	-
ii) Trade Payables	70	256	277
iii) Other Financial Liabilities	1,082	1,583	1,354
b) Other Current Liabilities	145	237	360
c) Provisions	1	1	2
d) Current Tax Liabilities (Net)	-	54	54
GRAND TOTAL - EQUITIES & LIABILITIES	19,061	21,987	21,310

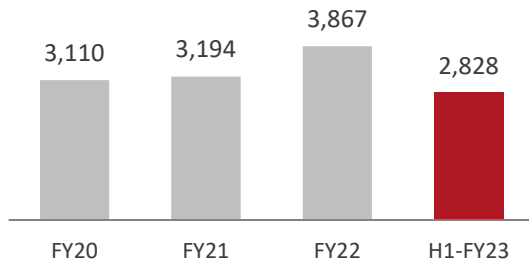
Particulars (INR Mn)	FY21	FY22	H1-FY23
Non-Current Assets	18,845	20,831	20,778
a) Property, Plant and Equipment	4	4	4
b) Capital Work In Progress	11,402	132	201
c) Investment Properties	7,050	19,851	19,275
d) Financial Assets			
i) Loans	22	-	-
ii) Other Financial Assets	12	29	97
f) Non-Current Tax Assets (Net)	30	32	177
g) Other Non-Current Assets	325	783	1,023
Current Assets	216	1,156	532
a) Financial Assets			
i) Trade Receivables	19	32	33
ii) Cash and Cash Equivalents	16	963	297
iii) Bank Balances other than ii) above	12	39	56
iv) Other Financial Assets	23	26	15
b) Other Current Assets	146	96	132
GRAND TOTAL – ASSETS	19,061	21,987	21,310

Please refer to notes on Slide 8.

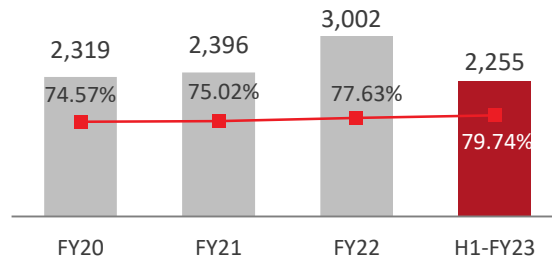


Key Financial Highlights

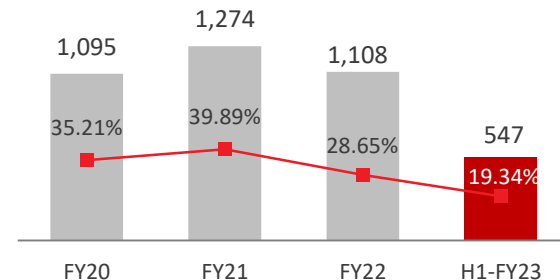
Total Income (INR Mn)



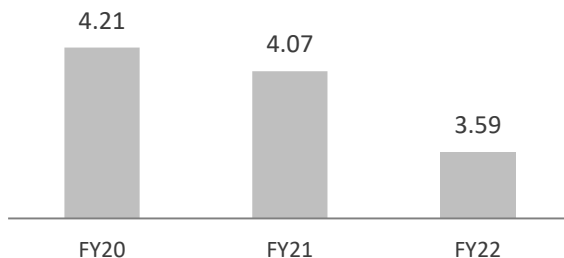
EBITDA (INR Mn) & EBITDA Margin (%)



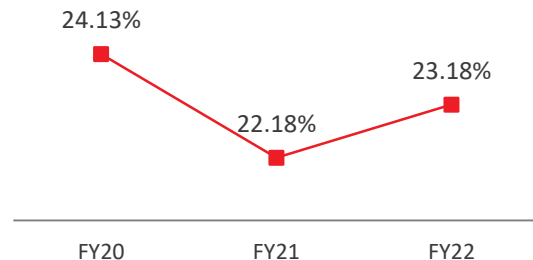
PAT* (INR Mn) & PAT Margin (%)



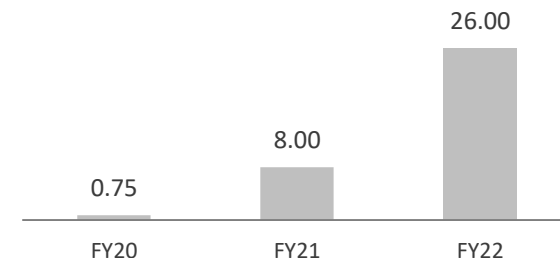
Net Debt to EBITDA (x)



ROE* (%)



Dividend Track Record (INR/share)

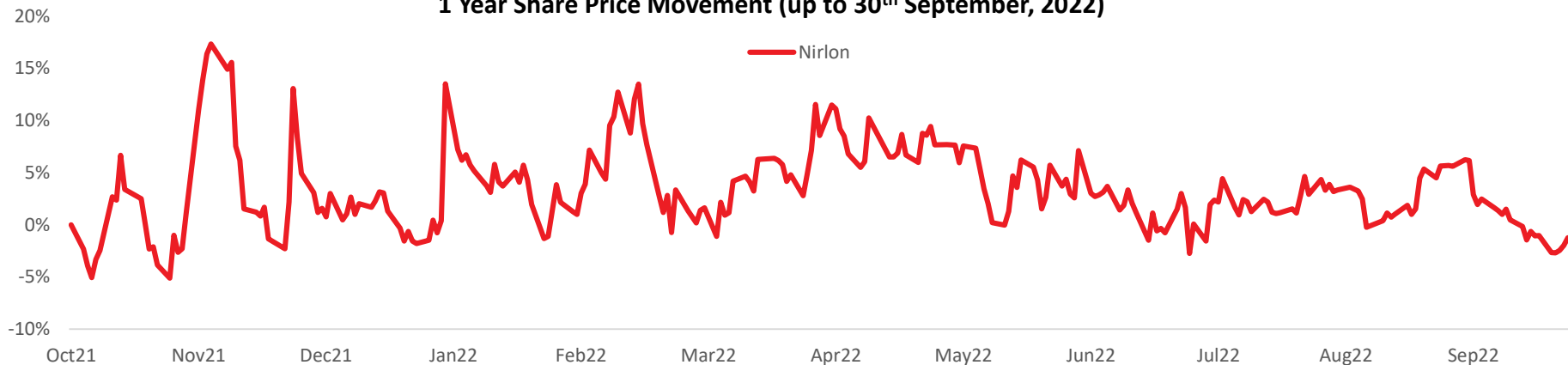


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Capital Markets

1 Year Share Price Movement (up to 30th September, 2022)

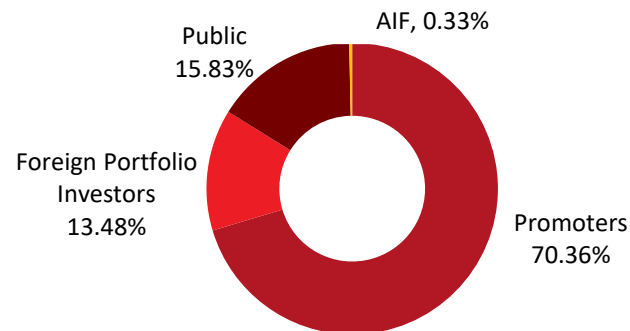


Price Data (As on 30th September, 2022)

INR

Face Value	10
Market Price	363.30
52 Week H/L	444.90/ 340.00
Market Cap (Mn)	32,739.88
Equity Shares Outstanding (Mn)	90.12
1 Year Avg Trading Volume ('000)	5.86

Shareholding Pattern (As on 30th September, 2022)



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Nirlon Limited

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Mr. Anuj Sonpal

Valorem Advisors

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