

Shriram Properties

13 August 2026

Operator: Ladies and gentlemen, good day and welcome to the Q1 FY27 earnings conference call hosted by Shriram Properties Ltd. As a reminder, all participants' lines will be in listen-only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during this conference call, please signal an operator by pressing star followed by zero on your touchtone phone. Please note that this conference is being recorded. I now hand the conference over to Mr. Murali, Chairman and Managing Director of Shriram Properties Ltd. Thank you, and over to you, sir.

Murali – Chairman & Managing Director: Good morning, everyone, and thank you for joining us for the Q1 FY27 earnings call. We have commenced the year on a positive note with strong operational momentum and record first-quarter sales of 484 crores. The response to our new launches in Chennai and Kolkata has been particularly encouraging. Our entry into the premium residential segment in Chennai and the successful launch of our branded plotted development in Kolkata are important milestones in our portfolio strategy and have further strengthened our confidence in the underlying demand.

While Q1 financial performance was relatively steady, the quarter was also characterized by strong collections, continued execution momentum, and a healthy level of investment towards our future growth pipeline. With a strong set of scheduled project completions and launches lined up for H2, we have good visibility on improving revenue and earnings momentum through the balance of FY27. Our balance sheet remains healthy, giving us the flexibility to continue investing in new opportunities while maintaining disciplined capital allocation.

With the diversified portfolio across our key markets and the growing development pipeline, we remain confident in sustaining our growth momentum and creating long-term value for our stakeholders. With that, I will now hand it over to Mr. Gopalakrishnan, CEO, and Mr. Ravindra Kumar Pandey, CFO, to take you through the financial and operational details in greater depth. Thank you.

Ravindra Kumar Pandey – CFO: Thank you, sir. Good morning, everyone. My name is Ravindra Pandey, and I am the CFO of the company. Thank you for joining us today as we present the performance highlights for Q1 FY27. We have uploaded the presentation on the website and the stock exchanges, and I hope you all have access to it. Over the next few minutes, I will walk you through the operational and financial performance of the company for Q1 FY27. Following that, Mr. Gopal, our CEO, will also join me to take the questions at the end.

Let me start with the operational highlights. Please refer to slide number 4. Q1 has been a good operational start to FY27, providing strong launch momentum and improving visibility on sales, handovers, and revenue for the balance of the year. Coming to the overall performance, we had a strong operational start with three launches during the quarter: two new projects, Shriram Estellar in Chennai and Shriram South Square in Kolkata, and a new phase at Green Meadows in Chennai. We achieved our highest-ever Q1 sales of 484 crore, with sales volume of 0.85 million square feet. Collections were at 365 crore, supported by execution and handovers.

The amicable resolution with the Government of West Bengal achieved in FY26 is now translating into monetization opportunities and accelerated launches, supporting value unlocking in Kolkata.

Report is AI-generated and may contain inaccuracies.

Shriram Properties

13 August 2026

We have expanded the product portfolio from apartments to villas and now to plotted development. The response to the plotted development launch has been particularly encouraging, with approximately 55% of the inventory sold within the first 30 days. With Shriram Estellar, we have entered Chennai's premium residential segment with our premium offering. Around 20% of the project was sold during the first weekend of the launch, validating the product positioning and our brand strength. Overall, the strategic direction remains unchanged: a deeper presence in our core market, premiumization wherever appropriate, and diversification of the product portfolio.

This year continues to be H2-weighted, while Q1 performance remained modest from a revenue recognition perspective. Healthy collections, sustained construction progress, and the scheduled completion pipeline provide strong visibility for the balance of the year. Please refer to slide number 5, covering the quarterly KPIs. Sales value was 484 crore, up 10% year-on-year, with sales volume of 0.85 million square feet, up 4%. Collections stood at 365 crore, up 8%, and we handed over 690 units during the quarter.

On the P&L front, revenue was 271 crore, EBITDA was 42 crore, and PAT was 11 crore. Revenue growth does not fully reflect the underlying momentum, primarily due to the timing of handovers and project completions, with limited new projects reaching the OC milestone in Q1. We expect stronger revenue recognition in Q2 and H2. The muted margins are largely product-mix driven rather than structural, with around 40% of sales coming from relatively lower-margin legacy projects in Kolkata. Margins are expected to improve in H2 as higher-margin products reach completion.

From the cash flow perspective, we generated 135 crore of {? in-cash flow ?} before new project investment, invested 86 crore in new projects, and ended the quarter with a strong liquidity position. On business development, we added 0.7 million square feet with an estimated GDV of 650 crore. Overall, Q1 was a strong operational start. Slide number 6 summarizes what we have just discussed.

Referring to slide number 7, during Q1 we launched approximately 0.9 million square feet across three launches: 0.3 million square feet at Shriram Estellar in Chennai, 0.4 million square feet at Shriram South Square in Kolkata, and 0.2 million square feet at the Green Meadows phase launch in Chennai. These launches demonstrate premiumization and product diversification while also validating customer demand in our core market.

In Chennai, Shriram Estellar is our premium residential offering. As the product was launched towards the end of June, its impact on Q1 was limited. Nevertheless, approximately 20% of the project was sold during the launch weekend. In Kolkata, Shriram South Square was introduced as a branded land concept. The response was particularly strong, with approximately 55% of the inventory sold within 30 days. This provides confidence in the product and supports faster value realization and capital recycling in the Kolkata portfolio.

Referring to slide number 8, this slide provides details of the two key launches during the quarter. Those launches received an enthusiastic customer response and reinforce our strategy of premiumization and product diversification. Referring to slide number 9, on the project pipeline and business development, the project pipeline remains one of the strongest aspects of the business. We currently have approximately 16 million square feet of ongoing projects and 17.7 million square

Report is AI-generated and may contain inaccuracies.

Shriram Properties

13 August 2026

feet of upcoming projects, giving us a total current pipeline...

Management: ...even started. The ongoing portfolio has 2.9 million square feet of unsold area, with unsold GDV of approximately 1,974 crore. The upcoming portfolio of 17.5 million square feet has a GDV potential of approximately 11,560 crore. Overall, the GDV potential of the current pipeline is approximately 13,530 crore. In addition, over 7.9 million square feet of projects, with GDV potential of more than Rs. 6,000 crore, are at an advanced stage and are likely to be added over the next 2 to 6 months. We continue to evaluate 20-plus million square feet of opportunities for accelerating pipeline addition. Therefore, management remains confident and committed to nearly doubling the upcoming project pipeline over the next 18 to 24 months.

Referring to slide number 11, on the financial highlights, Q1 revenue was Rs. 271 crore, up 4% year-on-year, with a gross profit of Rs. 56 crore. EBITDA was Rs. 42 crore, and PAT stood at Rs. 11 crore. The top-line performance was impacted by the timing of project completions and product mix. Revenue was primarily driven by spillover handovers from FY26 completions and recently completed legacy low-margin projects from Kolkata, particularly Grand One and Sunshine One, resulting in lower gross margin. Other operating revenue and income predominantly comprised the reversal of constructive obligations related to Sunshine One and Two, along with fair value gains on projects and land advances related to Shriram's Project 122 West, Sapphire, and so on. Employee costs were marginally higher due to routine annual increments, while other expenses remained broadly stable, with some increase in new project launch expenses. Finance costs were also broadly flat. The JV loss of around Rs. 4 crore primarily reflects higher selling expenses at 122 West, partly offset by handovers from recently completed JV projects. With scheduled project completions providing strong visibility, revenue and earnings momentum will be stronger through the balance of FY27.

Referring to slide number 12, this slide summarizes our discussion. Referring to slide number 13, on consolidated cash flows, operating cash flows remained healthy, supported by healthy collections and execution at handovers. This generated free cash flows before new project investments of Rs. 135 crore, and we invested Rs. 88 crore in new projects, resulting in net free cash flow of Rs. 47 crore. Positive net free cash flow improved our closing cash balance to Rs. 219 crore. Overall, the cash flow position remains healthy, with adequate liquidity to support ongoing project execution and planned investment.

Referring to slide number 14, on the debt profile, the balance sheet continues to remain comfortable. Gross external debt as of June was Rs. 651 crore against cash and cash equivalents of Rs. 219 crore. This results in net debt of Rs. 432 crore. Net debt to equity is 0.29x, which remains at a very healthy level. Our cost of debt is around 11%, and we continue to benefit from the reduction in benchmark rates. The company's equity stood at Rs. 1,471 crore, supported by healthy liquidity and a CRISIL A-minus positive credit rating. This provides ample funding capacity to support future growth. Therefore, with our strong equity base, healthy liquidity, and low gearing, we have sufficient balance sheet capacity to support future growth without taking leverage to uncomfortable levels.

Referring to slide number 16, on FY27 guidance and outlook, our guidance remains unchanged. We remain confident of achieving our full-year guidance. The confidence is primarily underpinned by the strong launch pipeline and project completion visibility. Referring to slide number 17, on the

Report is AI-generated and may contain inaccuracies.

Shriram Properties

13 August 2026

FY27 launch calendar, we have 7 million square feet of potential launches, with approximately 6 million square feet planned for FY27 across Bengaluru, Chennai, Pune, and Kolkata. Out of this, we launched two projects with 0.7 million square feet during Q1. With a well-distributed launch calendar across the year, we are well-positioned to drive sales growth and maintain strong business momentum in FY27.

Referring to slide number 18, on FY27 handovers, this is one of the most important slides from an earnings perspective, as it provides strong visibility on revenue recognition for the balance of the year. Recently completed projects have over 410 units and Rs. 400 crores of unrecognized revenue from sold units, which is expected to be recognized during the upcoming quarters. In addition, two projects with over 400 units and Rs. 160 crores of revenue potential are targeted for OC in Q2, while more than five projects with over 2,100 units and Rs. 1,000 crores of revenue potential are scheduled for OC in H2. Overall, more than 2,900 units, representing over 1,560 crores of revenue potential, are scheduled for handover and revenue recognition during the balance of the year. The high-confidence handover pipeline provides strong visibility for improving revenue and earnings momentum through Q2 and the balance of FY27.

Referring to slide number 19, on the FY28 mission, we are familiar with this slide and would like to reiterate and assure our investors that we are on track towards achieving our FY28 mission. The current pipeline provides substantial visibility for this objective. The 33.7 million square feet current pipeline has revenue potential of approximately Rs. 14,000 crore to be recognized over the next 5 to 7 years.

To summarize, Q1 FY27 was a strong operational start, with our highest-ever Q1 sales and healthy collections. The launch response in Chennai and Kolkata validates our strategy of regionalization and product diversification. The project pipeline, with 33.7 million square feet of current ongoing and upcoming projects, is supported by additional opportunities under evaluation. The balance sheet remains strong, with net debt to equity of only 0.29x and cash of Rs. 219 crore. Most importantly, the OC, launch, and completion pipeline provides strong visibility and, therefore, confidence in achieving FY27 guidance. Overall, management is confident that the business is on a strong trajectory, with the benefit of current investments, launches, and scheduled completions expected to become increasingly visible through H2 FY27. On behalf of the management team, I reaffirm our commitment to governance, customer experience, and value creation. Thank you. I now hand the call back to the operator. Mr. Gopal and I will be glad to answer all your queries. Thank you.

Operator: Thank you very much. We will now begin the question-and-answer session. Anyone who wishes to ask a question may press star and one on their touchtone telephone. If you wish to remove yourself from the question queue, you may press star and two. Participants are requested to use handsets while asking a question. Ladies and gentlemen, we will wait for a moment while the question queue assembles. The first question is from the line of Subrata Sarkar from Mount Infra Finance. Please proceed.

Subrata Sarkar – Mount Infra Finance: Hello.

Management: Good morning.

Report is AI-generated and may contain inaccuracies.

Shriram Properties

13 August 2026

Subrata Sarkar – Mount Infra Finance: Sir, can you reiterate and explain a little bit about our FY28 mission target? We are still sticking with a sales value of 5,000, revenue of 2,500, and PBT of 250 crore. Our FY26 PBT was approximately 80 crore. Is 80 crore in FY26 to 250 crore by FY28 the right figure to consider? In that case, how much will come from the asset sale of the Kolkata land?

Management: Yes, the numbers are right. The Kolkata land sale is not a significant part of it. In Kolkata, we are developing the land we have today, of which about 110 acres or more is left for development beyond whatever approvals we have. Those will also be developed into projects or monetized in some way through development by third parties. We will have to evaluate the strategy there because we obtained the approvals and resolved the litigation only late last year.

However, this 250 crore PBT or 2,500 crore revenue is coming from ongoing projects that are to be completed. As you can see on slide 19, we have sold and launched approximately 8 million square feet that is to be recognized over the next 2 years. That alone brings you to 4,800 crores of revenue recognition potential between FY27 and FY28. Therefore, you can see where the confidence in annual revenue of 2,500 crore is coming from.

In addition, some portion of the new launches will also come up for revenue recognition, depending on the product mix and when we launch during FY27 and the early part of FY28. If it is a plot, it takes only 18 to 24 months to turn around. Therefore, some portion of the 7 million square feet will also be ready for income recognition. The combination of these two gives us the confidence that we will reach revenue recognition of 2,500 crore. We are looking at PBT stabilizing at a margin of approximately 10%. That is primarily where we are coming from. It is a bottom-up calculation based on individual projects, not on an overall basis.

Subrata Sarkar – Mount Infra Finance: Sir, my primary concern is that we are talking about PBT of 10%, whereas we have not achieved even 7–8% EBITDA in the last 4–5 years. I am comfortable with the sales value and revenue figures. I only want to understand the underlying explanation for how we can achieve 10% PBT. Can you highlight and explain it in detail? If you track the company as I do, we have more or less achieved the revenue that we have discussed in most cases over the last 3–4 years, but the major problem has arisen from the margins. The margins have been very volatile, to be very honest.

Now we are providing guidance of a 10% PBT margin, whereas we have not even achieved more than 7–8% at the EBITDA level. Can you help me understand that part? Rather than sales value and revenue, I would like you to highlight PBT and, perhaps, collections.

Management: Yes, I think we have consistently reiterated this point in the past as well. There is definitely a disconnect between how we look at our EBITDA, how the industry should look at it, and how we look at it as well. Our other operating revenues are an integral part of our business. When you look at other income in the financial statement, you need to divide it into two parts. One is normal other income, and the second is other operating income. Other operating income is associated with our joint ventures, monetization of development rights, or other ordinary-course-of-business income.

That is why, in our presentation, we consistently show other operating revenue separately. Accounting standards are accounting standards, and they require all of these items to be combined

Report is AI-generated and may contain inaccuracies.

Shriram Properties

13 August 2026

into non-income from operations. Therefore, if you add our EBITDA margin, it was 22.5% in FY23. If you want the details, I am happy to have one of our team members speak to you offline. It was 22.6% in FY24, 18.4% in FY25, and approximately 13.5% in FY26.

We believe that with the product-mix changes in FY27 and FY28, we will see an improvement in EBITDA margins. Similarly, PBT was 8.8% in FY23, 7.7% in FY24, 9% in FY25, and lower at around 5.5% or 5.6% in FY26. With the change in product mix over the next 2 years, we expect that number to stabilize at around 10%.

This disconnect occurs because most people mechanically use platforms such as Moneycontrol, or mechanically remove all of the other income and adjust it as mutual fund income or treasury income.

Subrata Sarkar – Mount Infra Finance: In that case, in terms of our own estimate, what kind of EBITDA can we achieve in FY27 and FY28 corresponding to 10% PBT? What should our EBITDA be based on our own calculation? If you can also give a ballpark figure for FY27, that would be helpful.

Management: I would not really like to provide absolute numbers in such a large forum as this call. What I would like to say is that our EBITDA margin should be in the range of approximately 22–24% by FY28.

Subrata Sarkar – Mount Infra Finance: That is perfect, sir. I was not looking for a particular number; a ballpark range will help me. My last point is on debt and interest. Can you provide some highlights on the total debt, the estimated debt figure, and the corresponding interest rate that we have to pay?

Management: If I look at our overall gearing, it will most likely go up during FY27. Gearing can rise temporarily because, as you know, we are pursuing aggressive growth and trying to lock in more projects for the pipeline. Understandably, either equity or debt has to come in, not only cash from operations. If we have to live within our cash from operations, the growth cannot happen.

Therefore, we might see an increase in our gearing level, but our comfort zone, even on a short-term basis, may not be significantly higher. Our long-term comfort zone will be about 0.5 to 1. Temporarily, it might go up.

Subrata Sarkar – Mount Infra Finance: Understood. My last point is on our FY27 outlook. We have given sales value growth of almost 40–50%, up to 3,300–3,500, whereas the corresponding collection figure is much more muted, at 26–30% growth to 2,100–2,200. Why is there this disconnect? Can you help me understand why sales value will be much higher but collections will be slower?

Management: Collections tend to follow project progress because the initial collection on a sale will be only 10%, and then, with RERA, it goes to 20%. After that, it is linked to project progress. Since more than—based on the data on project approval status today, as we indicated in the earlier call—our launches are back-ended, and you can also see that on slide number 17. Since they are all Q3 and Q4 launches, they may not translate into the same amount of collections.

Report is AI-generated and may contain inaccuracies.

Shriram Properties

13 August 2026

Therefore, this year, based on the progress of current ongoing projects and the timing of launches of the 5 or 6 launches that we are targeting in Q3 and Q4, we expect collections to be in the range of approximately 2,100–2,200 crore. As the projects progress, collections will ramp up in subsequent quarters and in the next financial year.

Subrata Sarkar – Mount Infra Finance: Okay, sir. Thank you.

Operator: Thank you. A reminder to all participants: anyone who wishes to ask a question may press star and one on their touchtone telephone. The next question is from the line of Ronald from ICICI Securities. Please proceed.

Ronald – ICICI Securities: Thank you, sir, for the opportunity, and congratulations on the good response to the new project launches. My question was about the guidance for FY27 and the pre-sales numbers. If we now expect approximately 350 crore of quarterly sustenance sales, that would amount to 1,400 crore. What would be the launch GDV for the full year? I believe we launched approximately 450 crore during Q1. If I assume that projects worth 2,000 crore of GDV will be launched during FY27 and approximately 40% will be sold from this, the total still works out to not more than 2,200–2,300 crore. Could you break this up in terms of the launch GDV you are expecting in FY27 and whether we can achieve sustenance sales of around 1,400–1,500 crore this year?

Management: Let me start with your GDV question. Based on the 7.27 million square feet of supply that we are targeting to release, we would most likely get approximately 5.8–5.9 million square feet of launch area out of that. The GDV of the supply that we are providing is roughly 6,000 crore, {? 595 ?} somewhere around 5,900 to 5,950 or 6,000 crore. Since all of this will not materialize, we are looking at new sales contribution during the financial year of roughly... Your sustenance sales estimate of 1,400–1,500 crore seems right. The balance will come from the new launches.

Ronald – ICICI Securities: Great, sir. Secondly, you have received a good response in Kolkata, where we are testing the waters. You were looking at approximately 2.3 million square feet of apartment launches for which approvals were in place. Will this come in FY28? Have you planned any bifurcation in terms of how you would proceed with apartment or plotted sales in Kolkata? If not this year, would it come next year?

Management: As far as Kolkata is concerned, it will take a few minutes to explain because it is a very interesting evolution, and I think we will arrive at the right approach in the current year. The approval for 2.3 million square feet that we had already obtained before the election is unlikely to be launched fully this year.

We have approximately 650,000–700,000 square feet of apartments yet to be sold from the previously launched projects, Trend Phase 2 and Phase 3. When we reach approximately half of this, or when there is more than about 200,000 square feet of unsold inventory, it will probably be worth releasing this next set of supply. Even then, 2.3 million square feet cannot be released in one stroke because that would result in excessive supply. Customers would select from multiple towers, and we would end up spending our own money to construct them. Therefore, it will be released in phases.

Report is AI-generated and may contain inaccuracies.

Shriram Properties

13 August 2026

Historically, we have released 750,000–800,000 square feet per lot or tranche of launches, such as Phase 1, Phase 2, and Phase 3. That is one part of it. We might launch one phase during this year, but nothing more than that. That is the position from the existing approval perspective.

After these approvals are completed and the land has been handed over to the government, we will have approximately 105–106 acres, or slightly less than 110 acres, of land to be developed, leaving aside the common infrastructure, water bodies, and all of that. That is the part for which, as Mr. Pande and I mentioned in the earlier answer, we are evolving the strategy. The reason is that we wanted to test various products before concluding what the development approach should be.

In that context, the villa launch late last year and the plot launch this year have been very encouraging. Based on the launch price we have achieved and the cost of development, we believe both these products deliver between 6.5 and 700 of net contribution to us per acre. If that is the case, it does not make economic sense to sell the land for warehousing or any other bulk sale. It makes a lot of sense for us to develop it into low-gestation or quick-turnaround projects such as the plotted development, which seems to have taken off very well.

As Mr. Pande mentioned, our plotted development sales reached approximately 55% of the project sold in about a month's time, which is very encouraging, and the appetite of the local market is very clear. Therefore, we will combine the release of the 2.3 million square feet of apartments, which is outside these 104 acres and is already considered approved, meaning that the land is utilized.

For the balance land, we will try to categorize it in such a way that we optimize the contribution per acre. That is our entire intent. More importantly, it has to be done on a faster timeline. Therefore, it will be a combination of villas, apartments, and plotted development to be developed on that site. The intent is to complete everything in 3 years and hand over the project in a maximum of 5 years and exit the site. That is our broad strategy. We are working internally on how we will fine-tune each piece, and we hope to finalize it within a quarter.

Ronald – ICICI Securities: Great, sir. Thank you for the detailed answer. Lastly, on the GDV addition you have made, could you supplement that?

Management: Ronald, I started to supplement that but missed one point. I am sorry, Ronald. I do not know whether you picked it up. I purposely gave you the contribution as well so that it would show what the land can fetch as a whole. Land of 104–105 acres, or a maximum of 110 acres of developable land, fetching that kind of contribution represents inherent cash flow to be recognized over a 2–3-year period in Shriram Properties.

Ronald – ICICI Securities: Great, sir. Lastly, regarding the projects you have added, could you provide some details about where exactly they are, what kind of structure they have, how you are planning to bring them up for launch, and some details on the new projects added?

Management: During the quarter, we added a project through a JDA. It is in Bengaluru, in a micro-market called {? Doddaballapur ?}, on the northern side of Bengaluru. We have already submitted the development plan. It is a joint development project with a total saleable area of approximately 8 lakh square feet. We expect to bring it on board by the end of Q3 or early Q4.

Report is AI-generated and may contain inaccuracies.

Shriram Properties

13 August 2026

I mentioned in a discussion with some of you, either in a group meeting or on a previous call, that we are at an advanced stage of closing the Pune project. We are waiting for plan approval. The transaction is complete, the final documentation has been frozen, but we have opted to pay for the FSI once the approvals come through, and we are waiting for the plan approval. Once it comes through, within approximately a month we should be able to launch the project, which is called Manjri. It involves 2.3 million square feet, where we are purchasing FSI from the existing owner of that township.

That project should also commence in Q2. We are just waiting for the local authority approval in Pune. Once it comes through, we will launch it. In the list of launches Mr. Pande discussed, the next project is Bannerghatta Road, which we internally call P-John. It is a villament project. The plan approval has been submitted, and we are waiting for the plan sanction. That project should also commence most likely in Q3. We have very high visibility on those approvals.

Beyond that, if you go through the other projects on slide number 17, the transactions have been closed. This includes the Yelahanka Bengaluru villa project, the Hinjewadi apartment project in Pune, the Yelahanka apartment project of 0.57 million square feet, the Yelahanka row house project of 0.52 million square feet, {? Doddaballapur ?}, which I just mentioned, and {? Sabhapathra ?}. All these transactions have been completed. They are at different stages of plan submission.

I must say that where plan submission has actually commenced, the submission process has already progressed for the Yelahanka apartment and row house projects, based on the status as of June 30, and since then we have made further progress. I think the projects are progressing well. The external environment, where we faced challenges in the past, has also become somewhat more controlled and stable.

More importantly, as you have noticed, our launch dependency is no longer on one city. It is spread across multiple cities. Therefore, the risk profile of these launches is much lower compared with what we witnessed or experienced in FY26. Consequently, we have greater confidence in FY27 sales value.

Ronald – ICICI Securities: Okay, sir. So Manjri could happen in Q2, versus the revised estimate shown in the presentation as Q3?

Management: Q2 is when I think the transaction will happen. By the time RERA approval comes through—because Maharashtra also has some uncertainty—we safely took it as a Q3 launch. I was referring specifically to Q2 closure. The launch can be another couple of months later, here or there.

Ronald – ICICI Securities: Okay, sir. Thank you very much, and best of luck for the future.

Operator: Thank you. A reminder to all participants: anyone who wishes to ask a question may press star and one on their touchtone telephone. The next question is from the line of Divakar from Student Equity. Please proceed.

Divakar – Student Equity: Good morning, sir. In the presentation, you mentioned that you are expecting accelerated handovers and revenue recognition in H2. Can you provide any figure for this? What kind of accelerated handovers are we expecting in this financial year?

Report is AI-generated and may contain inaccuracies.

Shriram Properties

13 August 2026

Management: It is covered on slide 18. Based on the OCs received, we currently have pent-up handovers of approximately 410 units. In Q2, we are expecting OCs for two projects, which will add another 400 units, giving us approximately 800 units in hand. In H2, we are working towards 5 or more projects. These are Q3 and Q4 handovers or OCs, and they should add approximately 2,000 more units. That is how it was outlined in Mr. Pande's presentation.

Management: We have approximately 2,900 units in hand, which means that more than 4,900 units would be available for handover. We have already handed over approximately 690 units in Q1. Therefore, we have good visibility of reaching this 3,500, 3,600, 3,700 {? mark ?} number. These should be handed over in Q3 and Q4. The new OCs in H2 will also be handed over in H2.

Divakar – Student Equity: So approximately 1,500 units are mentioned for the remaining part of the financial year, correct? Also, at the PBT level, your guidance is 250 crores by FY28. This is cumulative for FY27 and FY28, correct?

Management: No. This is what we want to achieve in FY28.

Divakar – Student Equity: What is the guidance for this financial year? Is it 10% PBT?

Management: This year, we might be in the 8–9% range. As I said earlier, we would have at least 20% growth in revenue recognition from last year, and it will actually be slightly higher as well. Therefore, we believe we should be able to achieve meaningful growth in PAT during the year.

Divakar – Student Equity: Will this growth come from higher-margin projects? Margins dipped in this quarter due to the product mix. How will the product mix change during the remaining part of the financial year?

Management: I want to highlight that this is a very important question. I should have said this earlier, but thank you for asking. The business cannot have a stable, flat margin quarter after quarter. Depending on which markets and product segments we select from a handover perspective, there will be volatility from quarter to quarter.

On an annual basis, are we improving our margin profile? FY26 saw some slowdown in the margin profile. FY27 will recover some part of it, and FY28 will have a more stable margin. Why does this happen? There are 3 factors that affect us.

One is Kolkata. If you recall, when we launched this project, it was part of our effort to penetrate the city. These were all sold at ticket sizes of 18–24 lakh for 2-bedroom and 3-bedroom houses. Those handovers are from Shriram Grand One, which was our 2016–17 launch project of 2.4 million square feet. When these units are handed over, they have a very thin margin profile.

Similarly, there is a legacy project called Shriram Shankari in Chennai, where the target selling price was approximately Rs. 4,500–5,000 per square foot. You can understand why these projects deliver a very low margin after 4, 3.5, or 4 years.

We are almost at the end of that curve. Once we complete Shankari in Chennai and Grand One and Sunshine One in Kolkata, that phase will be largely over. Sunshine Two and Three, which are Phase 2 and Phase 3 of the Grand Sunshine project, represent the second part of the Kolkata development

Report is AI-generated and may contain inaccuracies.

Shriram Properties

13 August 2026

that we embarked on in 2019–20 and are handing over now. These have a selling price in the range of Rs. 6,500 per square foot, and lately we have also been selling at approximately Rs. 7,600–7,700 per square foot. Therefore, they have a high realization profile and will have a normal margin profile.

In addition, all the projects that we launched post-COVID, or from around 2019–20 onwards, are projects where we have consistently moved away from a low-ticket-size or low-pricing environment to a better pricing environment. Our average selling prices are higher. As you may have seen in the earlier slides, and perhaps we will bring that slide back in the future, before COVID we used to sell at an average mid-market selling price of approximately Rs. 5,000 or less. Today, we are selling our mid-market product at an average selling price of approximately Rs. 7,600–7,700.

That evolution in the selling-price curve, which Mr. Pandey called premiumization, or our effort to narrow the gap between us and our peer group in the mid-market segment, will obviously provide a better margin profile. Those projects will come up for handover because projects launched in 2020–21 have to come up for handover in 2025, 2026, and 2027. Those are the projects that will drive margins back to our more comfortable level of mid-20s EBITDA margin and approximately 9–10% PBT margin.

This is what we are working towards. You will see it, although perhaps not immediately in Q2. You will see it in the second half of this year, and in FY28 you will see the margin improvement happening generally or organically.

Divakar – Student Equity: Thank you for the detailed answer, sir. I wish you very good luck for the future.

Management: Thank you.

Operator: Thank you. The next question is from the line of Saurabh Shah from Paras Investment. Please proceed.

Saurabh Shah – Paras Investment: Good morning, sir. We are planning to launch only one project in Q2. What is the size of the project?

Management: It is close to 1 million square feet. However, recently launched projects will also be available for sale. We launched a plotted development, we are launching a second phase of the plotted development in Kolkata, and the Coimbatore project will also be available for sale. We have sufficient sustenance inventory of approximately 2.5–3.3 million square feet. Therefore, there is enough momentum in volumes.

As you rightly pointed out, the significant year-on-year increase will happen in Q3 and Q4. That is why we called it back-ended. It has always been known that our growth this year would be back-ended.

Saurabh Shah – Paras Investment: My question was in terms of revenue. What could be the revenue potential of 0.91 million square feet?

Management: That does not come into revenue right now. That is the pre-sales we are discussing.

Report is AI-generated and may contain inaccuracies.

Shriram Properties

13 August 2026

Saurabh Shah – Paras Investment: What is the pre-sales figure for this 0.91 million square feet?

Management: We have approximately 750 crore. That is the GDV—750 crore of GDV, approximately 25%.

Saurabh Shah – Paras Investment: On the Kolkata land, you mentioned to the previous participant that for this 105-acre land parcel, which we are planning to develop into apartments or villas, what could be the cash flows for this project? I think your voice was not clear.

Management: Overall, for the Kolkata site as a whole, we believe the cash flow potential is approximately 1,200–1,400 crores of free cash over a period of 5-odd years.

Saurabh Shah – Paras Investment: When we look at last year, there was some tax write-back during the year because PBT of 78 crore became PAT of more than 100 crores. If we are expecting 20% growth in FY27, where do we see our PAT numbers? Could we see some tax write-back again this year, or will this be a normal year?

Management: Tax write-back is difficult to predict because it depends on the circumstances. A tax write-back happens only when there is a project where a loss is being recognized and a deferred tax asset is created. Only then does the tax write-back happen in individual companies. As you know, we operate through approximately 20 subsidiaries, involving different projects and different companies. That is why the tax write-back happened. Otherwise, there is no structured tax write-back that can be predicted.

At the PBT level, we are looking at an 8–9% PBT margin. At the PAT level, I cannot project a tax write-back here. We are projecting at least 20–25% growth in PAT.

Saurabh Shah – Paras Investment: So the 20% growth you mentioned was for PAT?

Management: Yes, sir.

Saurabh Shah – Paras Investment: One last question. Normally, how much time does it take for a plotted development to be launched and then for revenue recognition?

Management: The plot launch depends, of course, on the geographical location. For a city-centric project, it can go through the normal 3–4 months of approval timeline, like any other apartment complex. If it is outside the city, typically outside BBMP or outside the metropolitan zone, it can be slightly faster. However, it will still take between 3 and 4 months to obtain approvals for launch from the time the transaction is completed.

From the time you launch, sales should typically not take more than 12–18 months, and handover should not take more than 18 months. Therefore, the turnaround timeline in terms of cash inflow to cash outflow should be a maximum of 18–24 months, after which another turnaround can happen.

Saurabh Shah – Paras Investment: Understood. That is all from my side. Thank you, and all the best for the future.

Management: Thank you.

Report is AI-generated and may contain inaccuracies.

Shriram Properties

13 August 2026

Operator: Thank you. A reminder to all participants: anyone who wishes to ask a question may press star and one on their touchtone telephone. The next question is from the line of Divakar from Student Equity. Please proceed.

Divakar – Student Equity: Yes. I have just one question on the market. How is consumer sentiment across Bengaluru and the other markets where you are present?

Management: Thank you, Divakar, for asking again. This is another good question, giving me an opportunity to share our thoughts on the market.

I think the underlying core markets in which we operate—Bengaluru, Chennai, and Pune—are still very strong and performing well. They may not be as robust as they were post-COVID, when everything was moving rapidly. To that extent, there is more realistic growth happening in the market on the ground. New launches are being picked up well as long as they are priced appropriately and the product has good, comparable configurations and quality. Therefore, I think most large players are doing well with new launches.

Bengaluru launches are still slow. The market is taking its own time in Bengaluru, for whatever reason. However, every large player has evolved or learned from what happened in calendar 2025, or FY25 and FY26. I think everyone is planning their activities well. Supplies are being absorbed.

Regarding customer confidence, I see a lot of research and articles in newspapers, business magazines, and other publications about customer confidence and job losses. We are not seeing customers backtracking on the ground. We have not seen conversion rates decline in a material way.

Therefore, we believe—and my industry checks with housing loan companies also indicate this—that they are not seeing any slowdown in application momentum. This clearly tells you that there is on-ground momentum. There is some caution, but momentum is there.

The new areas of excitement, such as global capability centers, or GCCs, and the revival of some export-oriented sectors are also relevant in our 4 markets. As you know, Bengaluru is driven by IT, pharma, and the startup ecosystem. Chennai is driven by manufacturing, automobiles, and, to some extent, IT. Pune is driven by IT, outsourcing, GCCs, and automobile engineering. Kolkata is primarily a local-centric trading market with some manufacturing.

The underlying sectors are doing well. Therefore, one sector going through some uncertainty or nervousness is not really affecting the overall momentum and sentiment. This is also corroborated by external data; it is not just my view. If you look at published research by industry experts or IPCs such as JLL and Anarock, after a slight slowdown in pan-India absorption in the December quarter last year, subsequent quarterly reports seem to suggest that absorption is growing between 5% and 8%, with each city growing at its own rate. Pan-India growth has been meaningful.

We think residential demand will continue. Mid-market, self-use home demand will continue for longer than the normal residential cycle. The upper end of the market may experience some slowdown because it is investment demand and depends on alternative sources of capital. That is why I specifically said that end-use, consumption-oriented segments will do well.

Report is AI-generated and may contain inaccuracies.

Shriram Properties

Investment-oriented segments depend on alternative sources of capital, and sources such as stock market gains have remained volatile over the last couple of quarters. Therefore, that demand may slow down or taper off somewhat.

Otherwise, in the normal mid-market, end-user-driven segment, we have not seen any significant slowdown in footfall or conversion rates. That is good news. This is a common trend that we have seen. Pune remains the second-largest or one of the fastest-growing markets in India. We have seen this across at least our 4 markets.

Some markets, such as Hyderabad, have seen some demand tapering according to published research. We are not present there, so I do not have an on-ground feel for it. However, Bengaluru and Chennai have shown steady traction and very steady demand. Pune has shown reasonable growth and reasonable momentum in pre-sales as well. That is our feedback on how the market is performing.

Divakar – Student Equity: Thank you for the answer.

Management: Just to close the loop, I am sorry, Divakar. On the pricing side, I do not see a significant jump in prices, and I want to clarify that. The 10-15% annual increase we saw post-COVID may not happen. On average, we are seeing approximately 4-5%.

Management: Sustenance sales prices are either stable or increasing by 4-5%, not more than that. This is sufficient to capture any inflationary pressure on the cost side. Therefore, I do not think margin contraction will occur because of selling prices or cost inflation. Profitability enhancement will come more from scale economics and operating leverage than from pricing alone.

Operator: Thank you. The next question is from the line of Priya Jain from Sapphire Capital. Please proceed.

Priya Jain – Sapphire Capital: Hi, sir. Thank you for the opportunity. I just want to clarify: the 20% growth you mentioned, is that in revenue or PAT?

Management: We expect both, ma'am.

Priya Jain – Sapphire Capital: Both. Can we expect something similar for FY28, or should it be somewhat higher?

Management: Sorry?

Priya Jain – Sapphire Capital: Can we expect the same for FY28?

Management: We are fairly confident. However, we will take one step at a time. We will deliver FY27 first, and because we had some disappointment last year, we would like to be a little cautious. We will deliver FY27 and then discuss FY28. There will be a time during this year to discuss how robust FY28 can be. It will give you more confidence when we deliver halfway through the year and when we discuss this around Q3-Q4.

However, we are confident that our sales value can reach approximately the 5,000 mark in FY28 and that revenue recognition can reach 2,700 because, as you know, revenue recognition is more

Report is AI-generated and may contain inaccuracies.

Shriram Properties

13 August 2026

closely linked to what we have done so far and what we are doing on the ground in terms of execution. We are also fairly confident of reaching that 2,700 crore number.

Priya Jain – Sapphire Capital: Okay, sir. Thank you, and all the best.

Operator: Thank you. The next question is from the line of Raj Mehta, an individual investor. Please proceed.

Raj Mehta: Hello, sir. Thank you for this opportunity. I have been tracking the company for a long time. What I feel is that the market does not like surprises from Shriram and does not trust the execution capabilities. Each quarter, when we announce results, the market reaction is influenced by the capabilities and deliveries that we have not been able to achieve due to various reasons over the last couple of years.

Do you think this can be reversed over the next couple of years and the market can be positively surprised by the quality of earnings and the momentum you have been trying to achieve since the IPO that was launched 4 years ago? We have not even touched the IPO price. Are there any positive or negative surprises that you may not be factoring in right now?

Secondly, with respect to the sales value guidance, we have not considered any development related to Kolkata. If we achieve any significant development through a land sale or plotted development, or through whatever product mix you are trying to implement, would that be a surprise element in your figures, or has a certain amount already been included in the guidance?

Management: Let me try to answer the first question. Yes, we believe the market is somehow not giving us full credit for what we have delivered so far. I am not sure that I agree with the comment that we have not completely delivered on our promises year after year. Otherwise, we would not have achieved the revenue growth or increased the number of units handed over from FY20, FY21, and FY22 through FY24, FY25, and FY26. We have moved up our curve and improved our delivery.

When we came to the IPO, we had negative PAT of 40 crore. Last year, we delivered PAT of 100 crore. Volatility will always be present, Mr. Raj. This is the nature of the business, depending on when completion is achieved. This is true for most players in the industry. If that were the case, the entire real estate industry would not receive the same credit that it receives from the market.

We are working to deliver the performance, and we are also trying to communicate our results and performance initiatives to large institutional holders through concerted efforts. We will do our job well, be assured. I am sure that at some stage the market will take note of this and give us credit for the delivery.

If you are tracking Shriram and the broader real estate sector, you will see that over the last couple of quarters, not all, and not many, real estate companies have had the same stable margins and unit-wise profile. That is the nature of the business. You should look at the cash flows of the business. They can show you the underlying picture and whether the company is actually generating cash. Our company has been delivering cash flows, which means that the underlying on-ground work is happening and releasing cash flow from projects. The results will also follow and will continue to follow. We will try our best, and we take your feedback as a very fair comment.

Report is AI-generated and may contain inaccuracies.

Shriram Properties

With regard to the surprise, I do not think any surprise has been built into our earnings here. Some part of the development in West Bengal will already be part of the FY28 vision that we have put together, whether it involves developing apartments or plots. If we undertake any bulk sale, it can be an additional kicker in terms of accelerated sales. If we achieve accelerated sales, it can be a kicker.

However, accelerating the sale of land by selling it to a warehousing company for 3.5–4 crore per acre does not seem to make economic sense from our shareholders' perspective. Especially when plots and villas can deliver a contribution of 6 crore, why should we sell at 3.5 crore, after deducting development, selling, and other associated costs?

That industry cannot pay more than that, whether it is a data warehousing company or a data center company. They cannot pay more than 3–4 crore per acre, with 3.5 crore being the maximum in some cases and 4.5 crore in others. Therefore, why should the company undersell the land to accelerate cash flows, when it can be used for products that sell faster and can accelerate cash flow from 5 years to 3 or 4 years?

That is what we are working towards. If any acceleration happens, these numbers can change. However, I do not think FY28 will materially change through this acceleration. As of now, I do not think we have any surprise element up our sleeves that we will reveal later. If there are macro-related surprises, they will remain surprises. I do not know about those either. However, we are working towards overcoming any macro headwinds if there are any.

Raj Mehta: We have another option. I have been saying this for a long time: the earnings call and results both occur at a very late stage after the quarter ends. Until we receive quarterly updates, to be an investor-friendly company, I would request that you start providing quarterly updates once the quarter is completed.

Many listed developers provide quarterly updates relating to collections and sales value because those figures are not going to change. I understand that audited numbers can change, but the quarterly numbers we present do not change. It would be very investor-friendly if you started doing this and demonstrated to the investor community that you are transparent.

Secondly, I advised you to conduct investor calls for institutional investors as well. ICICI Direct and many institutions have started tracking the company and issuing research reports. It would be beneficial if we started conducting more roadshows and participating in more conferences, including real estate conferences, where we could present the company.

The company has significant potential, but the market is still not rewarding that potential because there are doubts about capabilities and execution. In real estate, everything ultimately comes down to collections and execution.

During today's call, you mentioned that certain Kolkata properties sold in 2021 did not have good margins. Since we are currently at a stage where the real estate cycle may be somewhere near its peak, could we plan in such a way that a larger developer enters into a JV with us? We could provide the land, they could construct the project, and we could recognize the revenue at a faster pace by compromising a small portion of the margin that we believe we could generate ourselves.

Report is AI-generated and may contain inaccuracies.

Shriram Properties

13 August 2026

It would be beneficial if we could recognize this revenue because the market rewards companies based on the cycle. Once the cycle ends, it will be too late to develop this thesis. This is my suggestion specifically relating to the Kolkata land.

Management: We always listen to your views and suggestions with a great deal of interest. We want to update you that, following your earlier suggestions, our team has been visiting institutional investors on a quarterly basis after the results. I think this will be the third or fourth quarter in which they have conducted roadshows or one-on-one meetings with institutional investors through our IR partner, SGA. The team is continuing to do this.

We take your suggestion very seriously and have implemented it in the past. We will continue to do so. Regarding the updates, yes, we will resume them. We used to provide these updates earlier. At some stage, we felt that the market was not noticing or recognizing them, and we questioned the point of rushing to provide them on the fifth or sixth of the following month. However, I think it is a fair comment, and we will try to resume that process.

As you know, we used to provide these updates until approximately FY24–FY25, when many other large players were not doing so. We pulled back only because the market did not appear to be looking at or listening to them. However, it is a fair comment, and we will do our best. Irrespective of what the market thinks about us, we will try our best to communicate the story going forward and provide monthly or quarterly updates in advance of the financial results.

Raj Mehta: Thank you, sir. One last question relates to industry dynamics. Since we are now entering the Pune market and are already significantly present in Bengaluru, there is fear relating to AI-driven job losses, which could negatively affect real estate players, particularly those operating in Bengaluru and Kolkata.

As you said, you are not facing any on-ground headwinds in terms of buyers rejecting properties or deferring purchases. Are we at a stage where we are confident of either increasing or maintaining the margins in the markets where we are currently present? Can we increase the realization curve in such a way that, even if the cycle turns against us, we can protect those margins and realizations?

In Kolkata, you said that margins were lower at that stage. Whenever we launch these projects and revenue starts being recognized after 3 or 4 years, our margins are squeezed. At that time, you thought that a particular price was the best price at which to sell, but after 3 or 4 years, there are many uncertainties, including input costs. Are we incorporating some form of margin protection that can provide certainty that a particular margin can be achieved?

That would be better for us to analyze. There may be upside surprises despite product changes, but there should be no downside surprises in margins. Thank you, sir.

Management: Thank you, Raj.

Operator: Thank you. As there are no further questions from participants, I now hand the conference over to the management for closing comments. Over to you, sir.

Management: Thank you all for joining us on a busy morning. Thank you so much for listening to our performance outline and for giving us the opportunity to share our confidence in our FY27 outlook.

Report is AI-generated and may contain inaccuracies.

Shriram Properties

13 August 2026

We remain confident that we will deliver on our plans, with back-ended growth in sales and revenue recognition. Therefore, we see much stronger quarters ahead, and we are very confident that we will deliver the expected numbers.

Thank you for taking the time to join us. If you have any further queries, please feel free to reach us through SGA or our own team directly, as appropriate. We look forward to interacting with you all again on another call fairly soon. Thank you.

Management: Thank you, everyone.

Operator: Thank you. On behalf of Shriram Properties Ltd., that concludes this conference. Thank you for joining us, and you may now disconnect your lines. Thank you.

Note: {? ... ?} indicates a figure or name where audio clarity was insufficient for confident transcription. Verify against the source audio or the company's published filings.

Report is AI-generated and may contain inaccuracies.