

Date: 9th November, 2023

The Manager
BSE Limited
Corporate Relationship Department,
1st Floor, New Trading Ring,
Rotunda Building
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai 400 001

The Manager
National Stock Exchange of India Limited
Listing Department
Exchange Plaza
5th Floor, Plot no C/1, G Block
Bandra Kurla Complex
Bandra (E), Mumbai – 400 051

Scrip Code : 543990

Symbol : SIGNATURE

Subject: Investors Presentation

Dear Sir/Madam,

Pursuant to the requirement of Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the presentation to be made to the Investors in the scheduled Investors/Analysts call to be held on tomorrow at 10:00 A.M.

The same is also being uploaded on the Company's website at www.signatureglobal.in

Kindly take the above information on your record.

Thanking You,

For SIGNATUREGLOBAL (INDIA) LIMITED
(Formerly known as Signatureglobal (India) Private Limited)

RAVI AGGARWAL
MANAGING DIRECTOR

Encl: A/a



AN ISO 9001:2015; 14001:2015; 45001:2018 CERTIFIED COMPANY

Q2FY24 INVESTOR PRESENTATION

SIGNATURE GLOBAL

NOV 2023

Disclaimer



Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements.

SignatureGlobal (India) Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



Operating Highlights



Strategy & Portfolio



Financial Snapshot



Company Overview



The Company sold 1,956 units at an average ticket size of INR 9.5 mn during the first half of the current financial year

Strong Sales Performance

- **INR 18,614 mn** in H1FY24
- Growth of **38%** vis a vis H1FY23 at INR 13,530 mn
- c. 96% of sales coming from high margin mid income & retail product categories

Growing Sales Realizations

- **c. INR 9,800 per sq ft** in H1FY24 vis a vis c. INR 7,425 per sq. ft. in H1FY23 shows completion in shift to mid income
- **Strong tailwinds across the region** leading to sustainable growth in market prices

Robust Collections

- **INR 13,275 mn** in H1FY24
- **Growth of 65%** vis a vis H1FY23 at INR 8,049 mn
- Healthy collections allowing for fast paced construction

Elevations of Signature Global City in Sector 93 & Sector 92 (II) in Gurugram

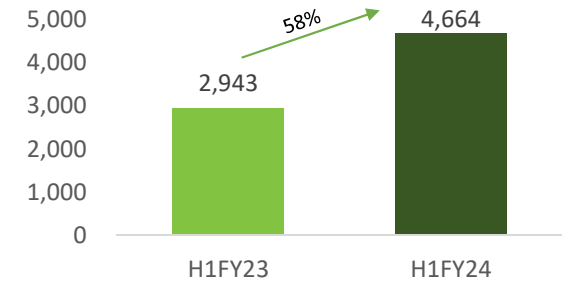


Portfolio addition of 6.3 million sft during the current financial year in focus micro markets



Operating Cashflow before Investment in Land¹

- Achieved an Operating Cashflow before Investment in Land of **INR 4,664 mn** in H1FY24
- Growth of **58%** vis a vis H1FY23 at **INR 2,943 mn**



Growing Business Portfolio

- 44.7 mn sqft portfolio of Saleable Area** with 17.3 mn sft ongoing and 27.4² mn sft forthcoming; wherein additional 6.3 mn sqft is added in H1FY24 to the existing 21.1 mn sqft.
- Aim to deliver** ongoing projects **by FY26**
- Forthcoming projects **to be launched** between **FY24 and FY26**



Business Development²

- New portfolio addition of 6.3 million sft** which comprises of 5.84 mn sft in Sector 71, Gurugram (*details in slide 17*)
- In the **existing portfolio** we achieved conveyance of 25.75 acres (3.25 mn sft) of land in Sector 71, Gurugram. Also closing definitive documents of 16.12 acres (1.9 mn sft) of land in Sector 71.

Location	Estimated Saleable Area ² (in mn sft)
Sector 71, Gurugram	5.84
Sohna Elevated Corridor	0.26
Manesar	0.17
Total	6.27

¹Operating surplus before land advance/ acquisition, which reflect the surplus post construction expenses, selling, general and administrative expenses and taxes adjusted from collections

²Saleable Area potential for forthcoming projects including new portfolio additions is based on best estimates as per the current zoning regulations

Healthy gross profit margins and Low Leverage Levels



Financial Performance

- INR 2,644 mn revenue recognized from operations in H1FY24 vs INR 6,658 mn in H1FY23
- Adjusted gross margin of INR 893 million (36.33%) for H1 FY24 vs INR 1,792 million (27.57%) for H1 FY23
- Net Debt / Equity of **0.62x**

Revenue being recognized from recently delivered units of Signature Global Park



Net Debt

- Net Debt reduced to **INR 3,624 mn** as on 30th Sep 2023 from INR 10,939 mn on 31st Mar 2023
- The Company aims to keep net debt **below 1x the projected operating surplus¹** for the ongoing financial year

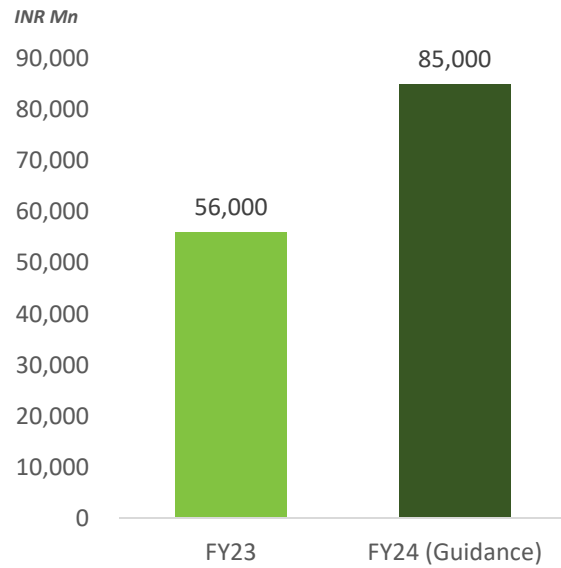


¹Operating surplus before land advance/ acquisition reflect the surplus post construction expenses, selling, general and administrative expenses and taxes adjusted from collections

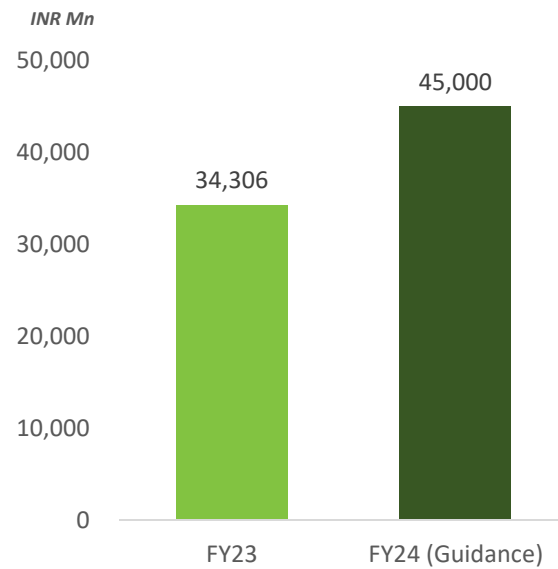
FY24 Guidance



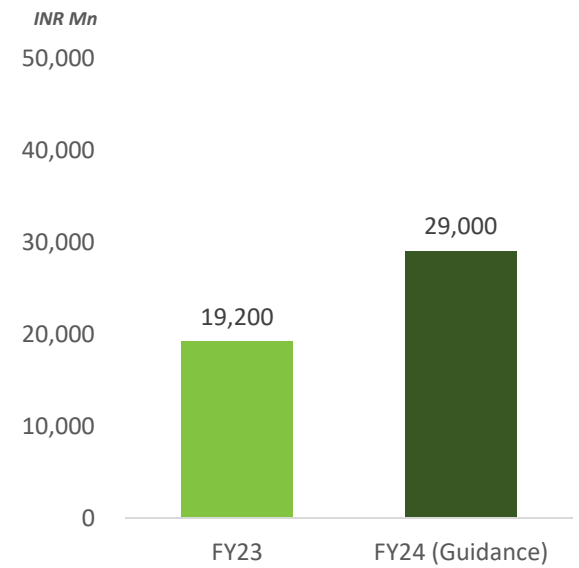
Launches¹



Pre-Sales



Collections



¹Estimated booking value of the projects launched or proposed to be launched



Operating Highlights



Strategy & Portfolio



Financial Snapshot

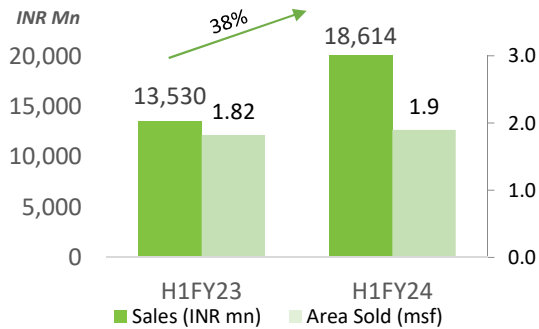


Company Overview

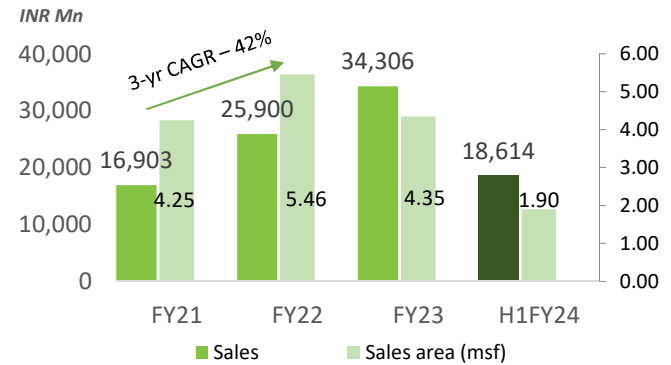


Strong sales momentum

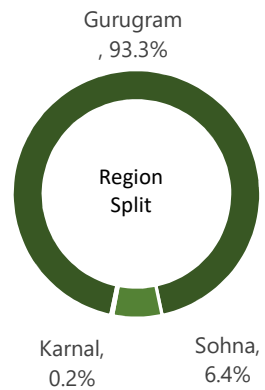
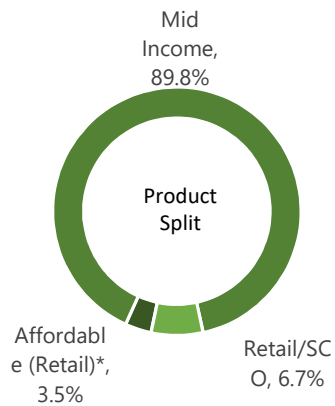
SALES GROWTH OF 38% IN H1FY24 VS H1FY23



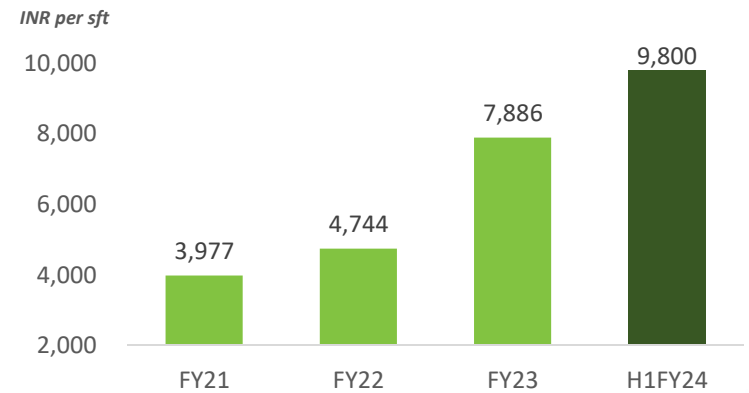
SALES CAGR OF 42% DURING FY21-FY23



H1FY24 SALES COMING FROM HIGH MARGIN MID INCOME PRODUCT



UPWARD SHIFT IN PER SFT REALISATION



*Retail Component of Affordable Housing Policy
 Note : Mid Income includes the retail component of the project

Mid Income projects launched in Q4FY23; strong sales velocity in H1FY24



CITY 93



Particulars	Amount
Launch Qtr	Mar-23
# of Residential Units	996
Residential Units Sold Till 30 th Sep 2023	712
Sales in H1FY24	INR 6,654 Mn

CITY 92-2



Particulars	Amount
Launch Qtr	Mar-23
# of Residential Units	688
Residential Units Sold Till 30 th Sep 2023	462
Sales in H1FY24	INR 3,320 Mn

CITY 79B



Particulars	Amount
Launch Qtr	Mar-23
# of Residential Units	776
Residential Units Sold Till 30 th Sep 2023	326
Sales in H1FY24	INR 2,341 Mn

Seen success in mid income low rise floors since entering the market



CITY 37D



Particulars	Amount
Launch Qtr	Sep-21
# of Residential Units	1,168
Residential Units Sold Till 30 th Sep 2023	1,136
Sales in H1FY24	INR 1,200 Mn

CITY 81



Particulars	Amount
Launch Qtr	Sep-21
# of Residential Units	826
Residential Units Sold Till 30 th Sep 2023	600
Sales in H1FY24	INR 712 Mn

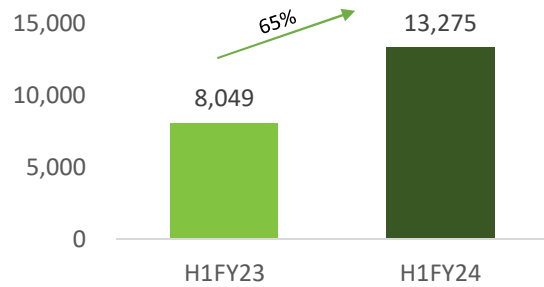
CITY 63-A



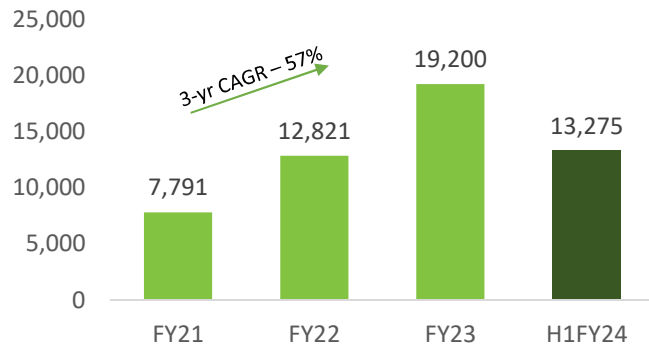
Particulars	Amount
Launch Qtr	Sep-22
# of Residential Units	288
Residential Units Sold Till 30 th Sep 2023	201
Sales in H1FY24	INR 1,264 Mn

Growing collections leading to fast paced construction while maintaining low net debt

65% GROWTH IN COLLECTIONS



COLLECTIONS CAGR OF 57% DURING FY21-FY23



Particulars	H1FY24
Cash and cash equivalents at the beginning of the year	6,387
Add: Operating surplus before land advance/acquisition	4,664
Total Cash available before Land advance/acquisition	11,051
Less: Land Advance/Acquisition	(2,296)
Net Cash available for Investing and financing activity	8,755

Particulars	H1FY24
Opening Net Debt	10,939
Less: Reduction in Net Debt	(7,315)
Closing Net Debt	3,624

Successful deliveries in recent times gives confidence to customers



SG Park, Sohna



Serenas, Sohna



Orchard Avenue – Sector 93, Gurugram



Roselia, Sector 95A, Gurugram



Sunrise Floors, Karnal



Grand Iva, Sector 103, Gurugram

Strong Portfolio of 44.7 msf across Ongoing and Forthcoming projects

Ongoing projects of 17.3 msf saleable area

Forthcoming projects of 27.4 msf saleable area¹

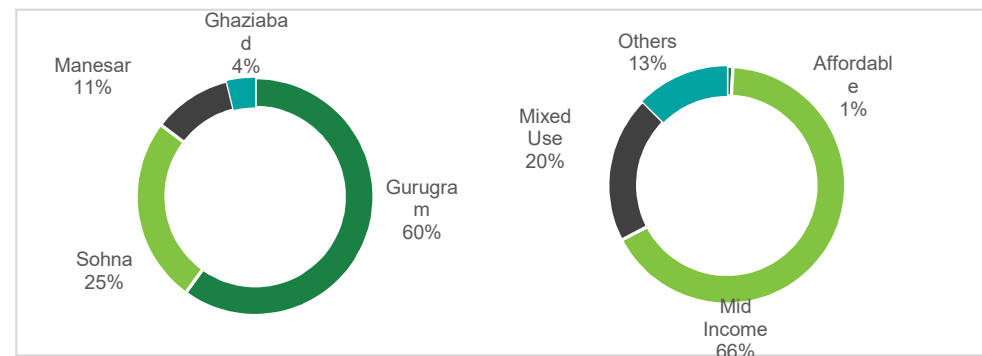
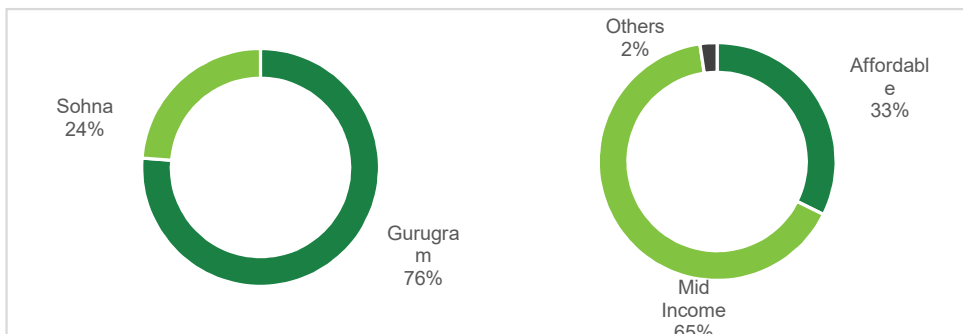
Strong project pipeline to result in sustainable growth

Category	Affordable Housing	Mid Income Housing	Mixed Use	Others	Total
Ongoing	5.6	11.3	0.0	0.4	17.3
Forthcoming	0.2	18.2	5.5	3.4	27.4
Total	5.8	29.5	5.5	3.8	44.7

Estimated launch of all upcoming projects between FY24 and FY26

Ongoing Projects (msf)

Forthcoming Projects (msf)



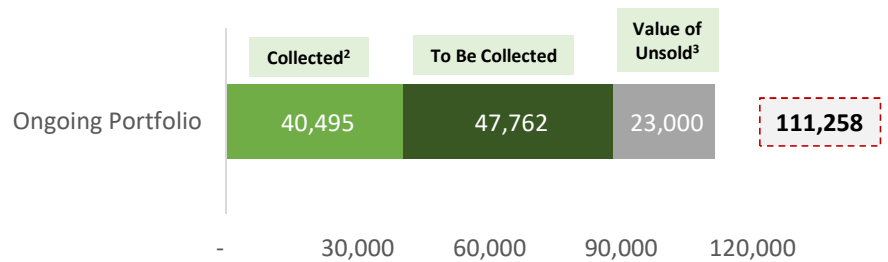
¹Saleable Area potential for forthcoming projects is based on best estimates as per the current zoning regulations

Snapshot of Ongoing Portfolio; Aim to be delivered by FY26

Category	Number of Projects	Land (in acres)	Saleable Area (in sft)	Sold Area (%)	Sold Value (INR mn)
Affordable	12	63.1	5.6	97.4%	25,337
Mid Income - Gurugram	8	91.6	7.5	71.8%	45,865
Mid Income - Sohna	6	52.2	3.8	96.0%	20,829 ¹
Others – Retail/SCO	5	15.7	0.4	57.7%	3,362
Total	31	222.5	17.3		95,393

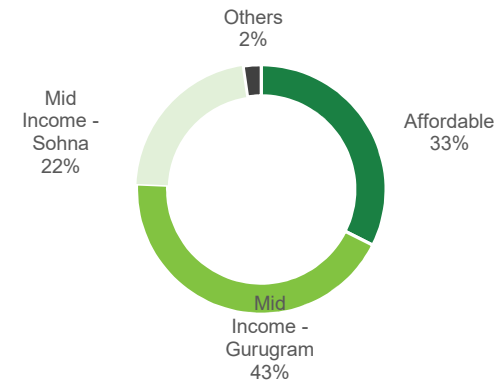
¹Includes INR 7,135 mn which has been recognized as revenue till 30th Sep 2023 as OC's are received unit wise in Low Rise Mid Income

c. 110,000 mn¹ of Revenue yet to be recognized from Ongoing Projects



¹ Does not include any minor unsold area or future collection from Completed Projects which would lead to additional revenue recognition
² Does not include INR 7,135 mn which has been recognized as revenue in Ongoing Projects till 30th Sep 2023 as OC's are received unit wise in Low Rise Mid Income
³ Estimated value of unsold inventory basis company analysis

Category Wise Share of 17.3 mn sft Ongoing Portfolio



- Ongoing projects are expected to be completed between FY24 - FY26
- Estimated revenue recognition of c. INR 110,000 mn over FY24 – FY26
- Estimated collection of c. INR 70,000 mn from ongoing projects over FY24 – FY26

Focus across three distinct micro markets fueled by world class infrastructure

THREE FOCUS AREAS

1) Sector 71
11.25 mn sft¹

Proximity to all prime areas of Gurugram; red light free to Golf Course Road in future

2) Sohna Elevated Corridor
7 mn sft¹

Opened in 2022; Closer to Cybercity and MG Road than parts of Gurugram

3) Sector 37D
3.1 mn sft¹

Dwarka Expressway to be inaugurated in FY24 by Hon'ble Prime Minister



Ongoing projects

LOCATION MAP
 MAP SHOWN HERE IS BASED UPON
 GOOGLE MAPS

¹Saleable Area potential for forthcoming projects in the focus area - based on best estimates as per the current zoning regulations

Strong pipeline of mid income housing projects across focused micro markets; aim to launch by FY26



Location	Project	Land (in acres)	Estimated Saleable Area ¹ (in sft)
Sector 71, SPR	Group Housing	22.5	3.0
	Residential	23.6	2.7
	Mixed Use Land	25.1	5.5
Sector 37D, DXP	Group Housing	20.2	2.7
	Group Housing	2.3	0.3
	Low Rise Floors	1.7	0.1
Sohna Corridor	Low Rise Floors	5.2	0.3
	Low Rise Floors	134.0	4.6
	Industrial Plots		2.0
Other	Low Rise Floors – Manesar	150.4	2.0
	Industrial Plots – Manesar		0.9
	Various	31.4	3.1
Total		416.5	27.4

Each focus area has distinct price point thus catering to diverse consumers

Market	BSP*
Sector 71	INR 13,000 psft
Sector 37D	INR 11,000 psft
Sohna Corridor	INR 8,000 psft

**Subject to market conditions.*

¹Saleable Area potential for forthcoming projects is based on best estimates as per the current zoning regulations

Business Development - Sector 71 portfolio crosses 10 mn sft

New additions to portfolio

Location	Land Area (acres)	Usage	Estimated Saleable Area (in mn sft) ¹	Status
Sector 71	25.13	Mixed Land Use	5.50	SPA executed, Company acquisition under process
Sector 71	4.26	Residential	0.34	Binding Term Sheet for Collaboration
Sohna	5.44	Low Rise Floors	0.18	Registered Collaboration
Sohna		Industrial Plots	0.08	
Manesar	8.48	Low Rise Floors	0.12	Registered Collaboration
Manesar		Industrial Plots	0.05	
Total	43.31		6.27	

Update on existing portfolio

Location	Land Area (acres)	Usage	Estimated Saleable Area (in mn sft) ¹	Status as on RHP	Current Status
Sector 71	25.75	Residential	3.25	Company had entered into an ATS	Sale deed registered
Sector 71	16.12	Residential	1.90	Company had entered into an ATS	Status quo
Total	41.87		5.15		

¹Saleable Area potential for forthcoming projects is based on best estimates as per the current zoning regulations



Operating Highlights



Strategy & Portfolio



Financial Snapshot



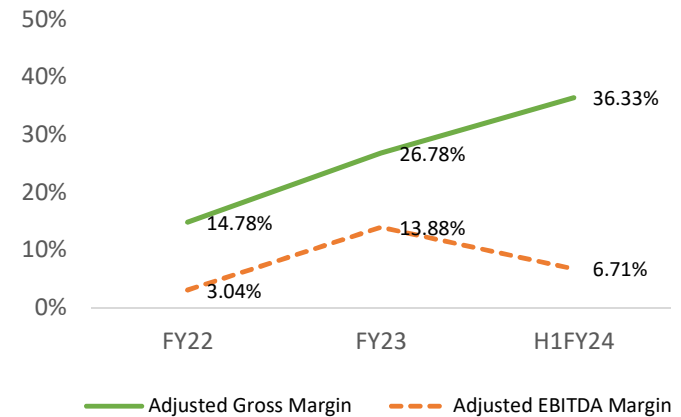
Company Overview



Consolidated PL Snapshot

PL Statement (INR mn)	H1FY24	H1FY23	Y-o-Y%	FY23
Revenue from real estate properties				
- Mid Housing	1,984	1,524	30.22%	6,671
- AHP	474	4,976	-90.48%	8,560
Total Revenue from real estate properties	2,458	6,500		15,231
Cost of Goods Sold	(1,785)	(5,284)		(12,329)
Adj. Gross Profit⁽ⁱ⁾	893	1,792		4,079
Adj. Gross Profit %⁽ⁱⁱ⁾	36.33%	27.57%		26.78%
Other operating revenue & income	419	227		405
Employee Cost	(510)	(394)		(885)
SG&A	(384)	(297)		(908)
Other expenses	(241)	(435)		(534)
Adj. EBITDA⁽ⁱⁱⁱ⁾	177	892		2,156
Adj. EBITDA %^(iv)	6.71%	13.40%		13.88%

Adjusted Gross Margin % & Adjusted EBITDA Margin %



- Decline in revenue recognition during H1FY24 versus H1FY23 due to lower completions
- Improvement in Adjusted Gross Profit margin due to recognition from higher margin products

Notes:

(i) Adjusted Gross Profit is calculated as revenue from real estate operations (comprises revenue from sale of real estate properties, forfeiture income/cancellation charges, compensation received on compulsory acquisition of land and other operating income related to real estate business) less cost of sales relating to real estate operations (i.e. cost of sales as reduced by finance cost written off through cost of sales and cost of sales relating to contracting business).

(ii) Adjusted Gross Profit Margin is calculated as Adjusted Gross Profit divided by revenue from real estate operations (comprises revenue from sale of real estate properties, forfeiture income/cancellation charges, compensation received on compulsory acquisition of land and other operating income related to real estate business).

(iii) Adjusted EBITDA refers to earnings before interest, taxes, depreciation, amortization ("EBITDA"), plus finance cost written off through cost of sales and Adjustment of gain/loss on fair valuation of derivative instruments and impairment of Goodwill.

(iv) Adjusted EBITDA Margin is calculated as Adjusted EBITDA divided by revenue from operations.

Healthy balance sheet with improved equity and reduced debt levels



Balance Sheet (INR mn)	Sep-23	Mar-23
Total equity	5,884	475
Minority interests	27	26
Non-current liabilities	8,807	13,263
Current liabilities	55,215	46,226
Total liabilities and equity	69,933	59,991
Fixed assets	689	729
Other non-current assets and advances	2,981	2,608
Current assets	66,263	56,654
Total assets	69,933	59,991

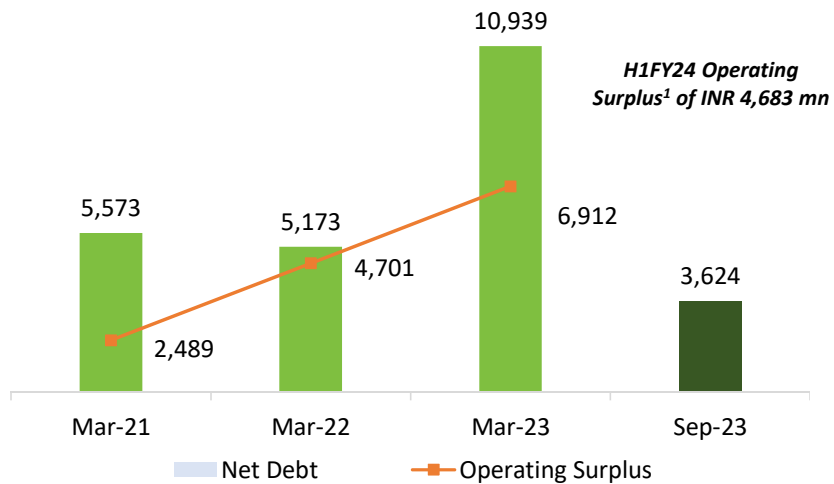
- Breakup of Net Debt as of 30th Sep 2023 :

Particulars	INR mn
Gross Debt	11,294
Less : Cash & Cash Eq	(7,670)
Net Debt	3,624

- Strong improvement in Net Worth of the company post IPO which stands at INR 5,884 mn
- Improvement in Debt-to-Equity ratio with Net Debt/Equity at 0.62x

Net Debt Position of the Company with Growing Operating Cashflows

Operating Surplus¹ and Net Debt² (INR mn)



Lenders to Signature Global



INR 3,624 mn Net Debt allows room for portfolio growth

¹ Operating surplus before land advance/ acquisition reflect the surplus post construction expenses, selling, general and administrative expenses and taxes adjusted from collections

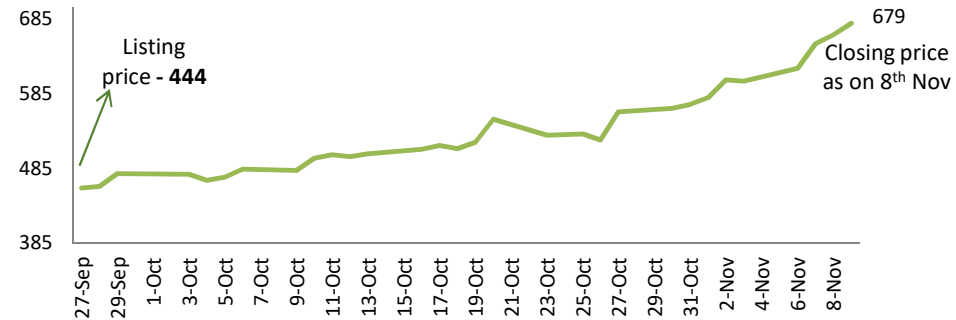
² Net debt comprise of non-current and current debts (including trade payables and other financial liabilities) as reduced by cash and cash equivalents, bank balances other than cash and cash equivalents and current investments

Strong debut at the stock exchange

Issue details

Issue Size	INR mn
Fresh issue size	6,030
Offer for sale issue size	1,270
Total issue size	7,300

Share price performance – stellar 76% return from offer price



Offer price of INR 385

Source: NSE India

Subscription – Public issue oversubscribed by 12 times

Category	Book size (INR Mn)	Subscription (INR Mn)	No. of times
Institutional ("QIB")	2,290	30,610	13.37
Non - Institutional Investors ("NII")	1,095	15,537	14.19
<i>NII - Bid above INR 0.1 mn</i>	730	12,125	16.61
<i>NII - Bid between INR 0.2 mn to INR 0.1 mn</i>	365	3,422	9.38
Retail ("Individual")	730	4,940	6.77
Total	4,115	51,087	12.41

Key IPO Investors

The Nomura Trust And Banking Co.	BOFA Securities
Kotak MF	TROO Capital Limited
Quant MF	Morgan Stanley Asia
Bandhan MF	Citigroup Global Markets
Lionglobal Investment Funds	Societe Generale
Eastspring Investments	Goldman Sachs (Singapore)
Nippon India	Segantii
Max Life Insurance	BNP Paribas

>55k public shareholders on the date of listing



Operating Highlights



Strategy & Portfolio



Financial Snapshot



Company Overview



Largest Player in Delhi NCR's Affordable and Lower Mid-Income Housing Market

Focus on Affordable & Mid Income housing



- Commenced operations[#] in **2014** with focus on **affordable housing**
- Ventured into **mid-income housing market in 2017** with first project launch under DDJAY scheme

Disciplined Approach to Land Acquisition



- Lead-time from acquisition of land to launch of projects has been typically upto **18 months**
- **High asset turnover** without taking significant debt

Well Established Brand in the Delhi NCR market



- **Signature Global** has a strong brand recall
- Sales team of **141 members⁴** & network of **984² channel partners³**

Strong Project Pipeline



- On-going pipeline of **17.3 msf^{2,3}**
- Forthcoming pipeline of **27.4 msf^{2,3}** of saleable area

Leading Position in Delhi NCR in less than a decade



- Market share¹ of **19%** in Delhi NCR and **30%** in Gurugram in terms of units supplied < INR 8Mn
- Achieved sales bookings of **INR 34,306 Mn** in FY23 and **42.46%** sales CAGR in last three years (FY21-FY23)

High corporate governance with Marquee Equity Investors in the Issuer Company



* rounded off from two decimal points # through its Subsidiary, Signature Builders Private Limited

1: From CY 2019 to CY 2021 (Source Anarock Report)

2: As of 30 September, '23

3: Saleable Area potential for forthcoming projects including new portfolio additions is based on best estimates as per the current zoning regulations

4: As of 31st March, '23

Track Record of Execution

Delivered Housing Projects Totaling to c. 8.1 msf¹



Solera	Synera	Grand Iva	Orchard Avenue	Serenas
Sector 107, Gurugram	Sector 81, Gurugram	Sector 103, Gurugram	Sector 93, Gurugram	Sector 36, Sohna
1,157 units	898 units	1,581 units	800 units	1,418 units



Best Affordable Developer of the Year at the 13th Annual Estate Awards 2021



Developer of the Year, Residential, at the 13th Realty+ Awards (North), 2021



Urban Development Conclave, 2022- DTCP², Govt. of Haryana recognized development - Solera 107 & Sunrise Floors

¹As of Mar 1, 2023, Company has 12 Completed Projects with a Saleable Area of 6.1 mn square feet. Ongoing Projects have additionally received occupation certificates for 1.4 mn sft Saleable Area and Promoter Holding Company, Sarvpriya Securities Private Limited, has also completed an aggregate Saleable Area of 0.6 mn square feet in two projects
²:DTCP Directorate of Town and Country Planning, Haryana

... With Quick Turnaround of Land Resources

2.2 msf of Individual Floors completed

Sunrise & Karnal City : Completed 906 Units



Park Series: Completed 1,412 units



Disciplined approach to land acquisition leading to quick turnaround of up to 18 months from acquisition to launch

Project	Land Acquisition Date	Launch Date	Time from Land Acquisition to Launch (Years)
Synera [#]	Apr 8, 2014	Dec 27, 2014	0.7
Grand Iva [#]	Sep 21, 2015	Oct 14, 2015	0.1
Park 4 ^{##}	Nov 6, 2019	Aug 4, 2020	0.7
City 37D ^{##}	Dec 9, 2019	July 15, 2021	1.6

Construction timelines of 4 yrs – 5 yrs despite NGT¹ bans on construction and COVID related disruptions

Project	EC Date ²	OC Receipt Date ³	Construction Period (Years) ⁴
Solera	Jan 5, 2015	Oct 3, 2018	3.7
Synera	Mar 9, 2015	Oct 24, 2019	4.6
Grand Iva	Sep 29, 2016	Apr 20, 2021	4.6
Sunrise	Apr 4, 2018	Oct 21, 2021 ⁵	3.6
Roselia 2	Jan 28, 2019	May 06, 2022	3.3

Quick turnaround model has enabled to generate cash flows in a short period to support further developments

Date of launch represents the start date of application from published advertisement in the newspaper; ## Date of launch represents the date of first booking with respect to DDJAY and other projects
 1- NGT- National Green Tribunal (The NGT has, in recent times imposed a number of restrictions on real estate developers and construction activities to curb pollution levels in the months of December and January in north India)
 2 EC- Environment Clearance ; 3 OC- Occupation Certificate ; 4: Construction period is time period between receipt of Environment Clearance and Occupation Certificate; 5. Date of last occupation received for last residential unit in the project

Well Established Brand and Strong Distribution Network Focused on Mid-Income Segments

Well entrenched sales and distribution network driving customer acquisition

Strong Distribution Network

- ✓ Strong in-house direct sales team of 41 members¹ and indirect sales team of 100 members¹
- ✓ Wide network of **984³ active channel partners** driving customer traffic to the website
- ✓ Digital experience centers and augmented reality for project walkthroughs providing immersive experience for customers

Strong Brand Recall



Engaged celebrity brand ambassadors for various campaigns

Campaign Name	Response ²
Kiraye se Azadi	56.79 mn views
Apne Ghar Pe Kaisa Lockdown (featuring Vidya Balan)	4.10 mn views
Independent Floors for Independent You	4.40 mn views
Diwali Apne Ghar Wali	20.40 mn views
Life at Signature Global TVC	13.81 mn views
Smart Decision (featuring Vidya Balan)	5.14 mn views

Effective marketing and distribution strategy with several national level campaigns to increase brand reach

¹ As of March 31 2023 ; ² As of August 21, 2023
³ As of Sep 30 2023

Standardized Product Leading To Low Design Costs & Higher Design Efficiencies...

Using Aluminium Formwork Technology to Reduce Construction Time

- Imported the Aluminum formwork technology providing a competitive edge
 - ❑ **Reduced structure cost**
 - ❑ **Increased pace of construction**
 - ❑ Results in strong and high-quality structures



Standardization providing unique advantages

- ✓ Standardization of product design, technical specifications and layout plans
- ✓ Low design costs allowing faster replication
- ✓ Quick turnaround at predictable costs, leading to efficient execution on a larger scale

Standardization helping provide high quality products at competitive prices to consumers

Leveraging Technology for efficiency & scale

Digital Integration of all stakeholders

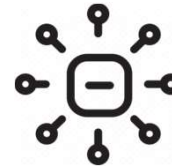
- ✓ Stronger Internal Controls
- ✓ Human Resource Management Software
- ✓ Strong Linkage with Core ERP

SAP

SALESFORCE

- ✓ Strong Tools for Pre & Post Sales Management
- ✓ Better Lead Generation & Follow Ups
- ✓ Automated Sales Booking System
- ✓ Enhanced Customer Experience

Strong emphasis on digital sales



Projects being sold through various digital channels including website since 2014

AHP projects sold exclusively through digital channels mandated by "DTCP" since Jan 2022

Selling units digitally enhancing scale and reach of brand and enabling faster sales

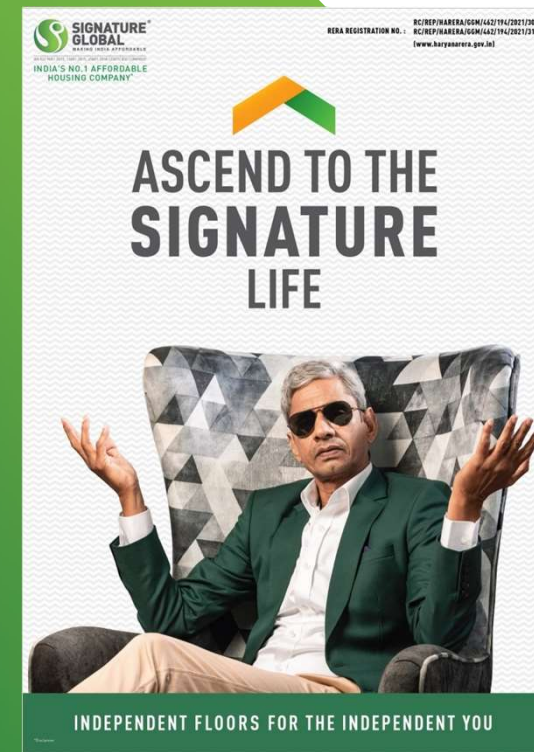
100% Digitally Sold Projects



Continued focus on digitization leading to faster sales, greater efficiency and reduced manpower costs

Trusted brand with strong campaign being run at a national level

- **Relatable brand ambassadors like Vidya Balan and Vijay Raaz**
- Company has strong presence across social media and has touched **c. 30 mn social media users**
- Strong in-house direct sales team of **43 members¹** and indirect sales team of **96 members¹**
- Wide network of **984² active channel partners** driving customer traffic to the website
- **Digital experience centers and augmented reality** for project walkthroughs providing immersive experience for customers







¹As on 31st March 2023

²As on 30th Sep 2023

High Quality Board & Experienced Management Team



	Name	Designation	Brief Profile
	Pradeep Kumar Aggarwal	Chairman & Whole-Time Director	8+ years of experience in real estate industry; Served as MD on the board of SMC Comtrade Limited for 10 years
	Lalit Kumar Aggarwal	Vice Chairman & Whole-Time Director	7+ years of experience in real estate; responsible for the construction, marketing and HR aspects
	Ravi Aggarwal	Managing Director	9+ years of experience in real estate; CA; Responsible for overall business development of Company; Ex-Director of SMC Insurance Brokers
	Devender Aggarwal	Joint MD & Whole-Time Director	11+ years of experience in real estate; Plays key role in formulation & implementation of Company's forward plans;
	Rajat Kathuria	Chief Executive Officer	CA; Previously worked with Ernst & Young LLP for over 9 years & served as a Director with KPMG India for over 4 years
	Sanjay Kumar Varshney	Chief Operating Officer	Previously associated with Mahagun, the Corenthum as a Senior Vice President (construction & planning)
	Meghraj Bothra	Company Secretary & Compliance Officer	ICSI; ICAI; Worked with 'Digispice Technologies Ltd , DCM Shriram Ltd & Dhanuka Pesticides Ltd
	Manish Garg	Chief Financial Officer	CA; Previously associated with Bhargava Garg & Asso, Jaiprakash Asso Ltd, ATS Infra Ltd & JM Housing Ltd

Independent Directors	
	Kundan Mal Agarwal Ex-director on board of SMC Global Securities Ltd & Moneywise Financial Services
	Venkatesan Narayanan Served in Centrum Infrastructure and Realty Limited, and was an independent director of Industrial Investment Trust Limited
	Chandra Wadhwa Holds a certificate of registration to act as an insolvency professional ; Admitted as a fellow member of the ICSI, ICWA
	Lata Pillai Served as the "group president (large corporates)" at Yes Bank Limited for a period of over two years

Focus On Sustainable Development



Waste Management



Use Of Solar Panels



Use Of LED lights



Green Building Initiatives



Green Building Initiatives (Water Management)



Use of Low Flow Fixtures

INDUSTRY LEADING CERTIFICATIONS



Green Building Certification*



IGBC Certification



Occupational Health & Safety



Quality Management Systems



Environmental Management System

All projects launched between FY20-FY22 have been either Edge or IGBC certified

*EDGE is a registered trademark of IFC



**SIGNATURE
GLOBAL**[®]
MAKING INDIA AFFORDABLE

AN ISO 9001:2015; 14001:2015; 45001:2018 CERTIFIED COMPANY

THANK YOU